



26-27 March 2019, Pestana Palace Hotel, Lisbon,
Portugal

<https://lss.solarenergyevents.com/>

Day One 26 March 2019

09:00 **OPENING REMARKS FROM THE CHAIR**

09:10 **KEYNOTE OPENING ADDRESS: WELCOME TO PORTUGAL**

João Galamba, Secretary of State of Energy, **Portugal**

09:30 **EUROPEAN PV FROM AN INVESTOR'S POINT OF VIEW**

- How comfortable are funds with subsidy free projects?
- What level of returns are they expecting, and will those expectations be met??
- Which locations in Europe are most attractive for deals?
- Are funds comfortable yet with solar+storage? If not, what are their concerns with these types of projects?
- Feedback from asset owners: what do HNWI and pension funds expect in terms of risk/return?
- The economics behind subsidy free - how can investors help to make it work?

Julia Gubar, Investment Manager, **Platina Partners**

Aldo Beolchini, Managing Partner and Chief Financial Officer, **NextEnergy Capital**

Giovanni Terranova, Founding Partner, **Bluefield Partners LLP**

Anthony Doherty, Corporate Finance Director, **NTR**

Andrew Wojtek, Director, Investment Management, Renewable Energy and Infrastructure, **Aquila Capital**

10:30 **Networking refreshment break**

11:00 PANEL DISCUSSION: HOW ARE PPAS EVOLVING?

- Different offtakers coming to the market
- How generators are changing their offerings
- New PPA models - could we see a rise in Europe of synthetic PPAs?
- How to engage differently with offtakers
- Hedging merchant risk
- The impact that the Renewable Energy Directive (RED II) and subsidy roll-backs have had on accelerating the corporate PPA market
- Allocating balancing risk in the right way
- Overview of strengths and weaknesses of different EU markets

Conor McGuigan, Business Development Director for Europe, **LIGHTSOURCE BP**

Tomas Tuominen, Vice President, European PPA Lead, Green Investment Group Limited, **Macquarie Capital**

12:00 GRID PARITY IS REAL!

- In this presentation you will learn lessons from the 175 MWp subsidy-free Don
- Rodrigo project in Spain, the history and future of Solar LCOEs and the art of structuring a 15-year PPA.
- Further you will learn about the idea and history of this project and about the
- specific system design.

Dr. Benedikt Ortman, Head of Business Entity Solar Projects at BayWa r.e., Managing Director, **BayWa r.e. Solar Projects GmbH**

12:20 PANEL DISCUSSION: TECHNOLOGY THAT WILL INCREASE REVENUE

- What technologies are really driving solar forward?
- Innovation in IT – is this the next growth area for PV?
- Co-location of solar, storage or EV charging networks – what's the reality of delivering a project?
- How would the returns for a project built in 2019 differ from older projects?
- Which advancements are really improving margins?

Ezio Ravaccia, Chief Financial Officer, **Solar Ventures**

13:00 Networking lunch break

14:00 BREAK OUT ROUNDTABLES

The audience can select a breakout round table to attend during this session. The discussion will run for 50-minutes and the tablecloths will be made from paper, allowing attendees to take notes and draw plans. At the end of the session, we will ask a spokesperson from each table to report back to the room and that spokesperson will pose a set of challenges for the whole audience to contribute towards solving.

TECHNOLOGY

- What technologies are really driving solar forward?
- Innovation in IT – is this the next growth area for PV?
- Co-location of solar, storage or EV charging networks – what's the reality of delivering a project?

OWNERSHIP & CUSTOMERS

- Who owns European solar and who's in buying mode?
- How well is the industry really doing to meet the needs of large energy buyers?
- Why is the PPA market slower than expected?
- What's slowing PPAs down in the eyes of energy buyers?

GOVERNMENT SUPPORT

- Beyond subsidy: how should governments encourage a strong solar industry?
- Tax, robust regulation, high power prices: what drives deals in the absence of a subsidy?
- What lessons have been learnt which could apply to markets with a support mechanism

15:00 THE HEADACHES OF BEING AN INTEGRATED SOLAR PLAYER

- Can Project Development and Trading cooperate?
- How to play on all ends of the PPA?
- The advantages of understanding the full value chain
- Making it match: Flexibility and intermittency

Stefan-Jörg Göbel, SVP Wind & Solar Continental, **Statkraft**

Eric Scotto, Chairman & Co-founder, **Akuo Energy**

15:20 PANEL DISCUSSION: THE POWER MARKET IN EUROPE: HOW TRADITIONAL BUYERS AND SELLERS ARE EVOLVING?

- How are traditional market players evolving their business models in the new market?
- What is being done to accommodate new technology?
- Is the market mature enough for oil and gas, or larger utilities to continue to take stakes?
- Working with a larger provider
- Mergers, acquisitions and changing business models in Europe

Berto Martins, Deputy Director of Energy Markets, **EDP - Energias de Portugal**

16:00 NETWORKING REFRESHMENT BREAK

16:30 COUNTRY-SPECIFIC ROUND TABLES



UK



France
Xavier Daval, CEO,
kiloWattsol



Portugal
Confirmed: **Marc Rechter**, Co-
Founder, **Enercoutim**



Spain
José Donoso, president of
Spain's PV association,
UNEF



Turkey



Germany



Republic of Ireland



Italy
Paolo Rocco Viscontini,
President, **Italia Solare**



Rest of Europe

17:10 CLOSING KEYNOTE PANEL & NETWORKING DRINKS RECEPTION: WHAT IMPACT COULD DIVERSITY HAVE IN A POST SUBSIDY WORLD?

- Linking diversity to your bottom line – what difference does it make?
- How do we encourage companies to be bigger and bolder in pushing diversity?
- Who's measuring success and what metrics are they using? Is 30% enough?
- How do we engender a more supportive culture throughout organisations?

18:40 Close of first day

Day Two 27 March 2019

09:00 BEYOND 2020: HOW WILL EU POLICY FOR SOLAR EVOLVE?

- The end of subsidies in the EU - what mechanisms will governments use to maintain growth in the industry?
- How will state aid regulation continue to develop?
- What will the EU's 2030 plans involve?

09:30 HOW ARE DEBT PROVIDERS APPROACHING UNSUBSIDISED PROJECTS, DOES IT MAKE A DIFFERENCE TO THEIR APPETITE?

- Is debt the best way to finance a new project?
- How are providers finding comfort in the absence of subsidies, or do they provide markets where mechanisms are still in existence?
- What's the cost of debt, and how will it change?

- What do banks expect of different PPAs and merchant structures?
- How is the equity landscape changing?
- How comfortable are investors with unsubsidised projects?
- Overall, which markets are providers keeping an eye on?
- What's the outlook for co-location – PV/storage?

Lisa McDermott, Executive Director, **ABN AMRO Bank N.V.**
Stirling Habbitts, Sector Lead Project Finance, **Triodos Bank**

10:30 **Networking refreshment break**

11:00 **EVERYTHING YOU NEED TO KNOW TO DO SOLAR BUSINESS IN SPAIN**

- Insight into the current state of the Spanish market
- How are the 2017 tender winners progressing
- How might the next 10-years evolve for solar?

Jose Donoso, Director General, **UNEF**

11:20 **FOCUS ON IBERIA: SPEEDY PRESENTATIONS AND DISCUSSION**

- How market dynamics are changing in the region
- Winning business with the rise in merchant PPAs
- Developing projects with no subsidy
- Investor appetite for these projects: transaction case studies and insight into what investors are looking for
- Finding out which projects can secure a grid connection

Pablo Burgos, General Manager & Co-Founder, **Solarpack**

James Sibony, CEO, **Esparity Solar**

Darío López, General Manager / COO, **Solaria Energía y Medio Ambiente**

Julio Castro, CEO, Group Renewables Business, Spain, **Iberdrola**

12:00 **PANEL DISCUSSION: HOW IS THE ROLE OF DEVELOPERS CHANGING?**

- How are developers approaching new projects now?
- Review of recent projects: lowering cost without reducing quality
- How is risk mitigation changing, and who's taking it now?
- How are contracts and contract terms changing?

Pablo Burgos, General Manager & Co-Founder, **Solarpack**

13:00 **Networking lunch break**

13:30 HOW IS THE FLOATING SOLAR MARKET EVOLVING?

- Global opportunities for floating solar - insight from a developer
- The specific differences of delivering an off-shore project
- Are there any lessons from the wind industry?
- Getting to financial close

Bard Johansen, CFO, Ocean Sun

14:20 SECONDARY MARKETS IN A POST SUBSIDY WORLD

- How are investors assessing post-subsidy projects?
- Do they offer the returns that investors need?
- Where are investors looking for projects to acquire?
- Does it make sense for investors to get involved at construction stage and to have a greater input into the project's economics?

15:20 UNDER THE MICROSCOPE: INVESTMENT INTO EUROPEAN GRIDS

- Capacity
- Flexibility
- Availability
- Installed PV and storage currently
- The next wave of integration: EV charging networks
- Preparing for more modern energy markets

16:20 THE FUTURE OF THE MARKET

- How is China's investment strategy affecting the market?
- What kind of skill-sets do you need in a future-proofed business?
- Macros that will have the biggest impact on energy prices