

New Energy Infrastructure 2019

Tuesday, 5 February 2019 | 9:00am - 5:00pm | London

in partnership with



08:00 – 09:00 Registration and networking breakfast

09:00 – 09:05

Welcome address

- Sarah Woddis, Managing Director – **inspiratia**

09:05 – 09:20

EVs: a global outlook

- Daniel Atzori, Head of Research – **inspiratia**

09:20 – 09:40

Q&A – Powering Europe with an ultra-fast charging network

- **Ionity**, Pia Bretschneider, Country Manager, UK and Ireland

09:40 – 10:45

Panel – Evolving business models for EV infrastructure

In the burgeoning EV charging market, a wide range of technology offerings have emerged: slower chargers for homes and businesses, rapid chargers for supermarkets and other destinations, and ultra-fast chargers on motorway networks and at service stations. Yet at the same time, business models are still relatively nascent, ranging from equipment sales to the provision of charging services for a fee. And all this is occurring at a time when new companies are entering the market.

- Which business models offer most promise?
- What is the significance of recent moves by oil majors into the sector?
- What role should auto manufacturers play in the rollout of EV infrastructure?
- To what extent will autonomous vehicles disrupt car ownership and EV charging business models?
- How can markets for grid services be created for smart charging units

- **Allego**, Clive Southwell, Manager UK
- **E-GAP**, Eugenio de Blasio, Founder and Chairman
- **Ionity**, Pia Bretschneider, Country Manager, UK and Ireland
- **Next Green Car & Zap-Map**, Ben Lane, Director
- **Pod Point**, James McKemey, Head of Insights

Moderator: Andrew Leedom, Senior Associate, inspiratia

10:45 – 11:15 Coffee break

11:15 – 11:35

Vehicle to grid: a worldwide view

- **Nuvve**, Paige Mullen, Project Manager

11:35 – 12:45

Panel – Funding EV infrastructure

2018 was a breakthrough year in the EV charging sector. A host of energy companies made significant inroads in the space – including E.ON, Innogy, Vattenfall, Total and BP. Meanwhile, deals by the likes of Meridiam, Zouk, CPPIB and GIC proved there is a role for financial investors. The sector will require billions of dollars of investment in the medium-term – but what kind of funding strategy is best suited to the sector and how will it change over time as the market matures?

- Can EV infrastructure become a genuine asset class?
- How, where and when might traditional infrastructure investors find opportunities?
- What role can governments play in driving EV infrastructure, such as the UK's Charging Infrastructure Investment Fund?
- At what stage along the maturity curve for this sector will project finance become the main source of funding?
- How can funds convince their prospective LPs that the cashflow attributes of EV infrastructure are no different to other infrastructure assets?

- **Downing LLP**, Shane Swords, Head of Institutional Fundraising
- **Drake Star Amsterdam**, Frank Verbeek, Managing Partner
- **Meridiam**, Christophe Gegout, Senior Investment Director
- **Pinsent Masons**, Peter Feehan, Partner
- **Zouk**, Colin Campbell, Partner

Moderator: Jon McNair, Head of Analysis, inspiratia

12:45 – 13:45 Networking lunch

13:45 – 14:00

Presentation

- **Nissan Energy**, Mario Noto, Senior Legal Counsel

14:00 – 15:15

Panel – Creating a decentralised grid

Electricity is no longer the preserve of large utilities. In 2019, electricity can be generated – and stored – on a domestic and commercial scale. But what does the rise of these ‘prosumers’ mean for the wider system? And how can the grid cope with the demand from EVs?

- Does regulation currently act as an incentive or deterrent to the creation of a decentralised energy web?
- The role of V2G in offsetting intermittent renewables
- Can aggregated prosumers, acting as virtual power plants, avoid the need for centralised conventional power?
- In what ways will the increasingly distributed/decentralised nature of energy change the wholesale market?
- The fallout from the EU’s investigation into the UK’s capacity market
- Role and impact of regulation/policy – including National Grid’s review of ancillary services
 - What are the cybersecurity concerns that asset owners need to prepare for in light of grid interconnection and/or decentralisation?

- **Electron**, Paul Massara, CEO
- **Engie**, Cecile Cordier, Head of Prospective Energy Management Services
- **Pivot Power**, Matt Allen, CEO
- **Pöyry Management Consulting**, Matt Brown, Energy Market Analysis and Design Practice Head
- **SYSTEMIQ**, Irena Spazzapan, Partner, Head of Energy

Moderator: Marco Dell’Aquila, Chairman, inspiratia/Johns Hopkins University

15:15 – 15:45 Coffee break

15:45 – 16:55

Panel – Battery storage

The rapid buildout of renewable energy has brought into sharp focus the vital role of battery storage in an increasingly intermittent system. The asset class is evolving at pace and, in the absence of contracted revenues, many owners are pursuing merchant business models. Today, not only is low-risk infrastructure-type equity capital actively chasing battery deals, so too is debt. But in an ever-changing energy industry, how can investors make money while also avoiding oversaturating the market?

- Analysis of investment landscape, fund structures and the role of debt finance
- What is the best strategy for merchant trading and what kind of controls and software are required?
- What are the prospects for other battery storage business models such as FFR, co-location and behind-the-meter?
- How do batteries stack up against other forms of flexibility and storage?
 - Are lithium-ion batteries the most appropriate technology for utility scale storage, or do solid state batteries represent a better option for the future?

- **ARENKO**, Rupert Newland, Founder
- **Eelpower**, Mark Simon, Chief Executive
- **Gresham House**, Ben Guest, Head of New Energy
- **Habitat Energy**, Ben Irons, Director
- **Pinsent Masons**, Helen Bone, Senior Associate
- **Santander**, Alejandro Ciruelos, Head of Project & Infrastructure Finance and Debt Advisory

Moderator: Alex Blackburne, Head of Renewables, inspiratia

16:55 – 17:00

Farewell

- Prof Marco Dell’Aquila, Chairman, inspiratia/Johns Hopkins University