



Central Eastern Europe

26-27 September 2023 I Hilton Warsaw City, Warsaw, Poland

Preparing the Region For the Surge In Energy Storage Deployment

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Welcome to the Energy Storage Summit Central Eastern Europe 2023

With the energy storage industry facing unprecedented growth across the globe, we are excited to launch our inaugural Energy Storage Summit Central Eastern Europe in Warsaw, Poland. We will be highlighting the opportunities, challenges and lessons learnt across various countries as the region readies itself for energy storage.

In countries across the region, the government has set ambitious renewable targets to help further the deployment of renewable energy and facilitate the move away from coal, and storage is predicted to start playing a more prominent role in the future, particularly in helping stabilise the grid. Poland's new energy strategy envisages 74% of energy production coming from zero-emission sources, including renewables, It predicts 88GW of renewable energy capacity by 2040. The Summit will look at opportunities in Poland, Lithuania and the Baltics, Romania, Bulgaria, Hungary, Ukraine, Austria, Croatia and Serbia.

Energy Storage Summit Central Eastern Europe will explore themes including investment opportunities for storage, business models, the growing regulatory support from governments, appetite from international vs. local developers and investors, how storage can support the grid, the development of ancillary services and best practice sessions.

If your goal is to meet other industry professionals and create valuable business partnerships to better understand the region, then the Energy Storage Summit Central Eastern Europe is the right place for you. We provide the perfect platform to make high-level connections and fuel enriching and beneficial conversations in a relaxed yet professional environment. Our networking opportunities have been described as second to none by industry professionals.

Join us in September to meet with investors, developers, utilities, network operators, technology providers, EPCs, consultants, law firms and more to make sure you are a part of the conversation as the region prepares for storage to take off.



Lucy Jacobson-Durham Senior Conference Portfolio Manager ✓ lucy@solarmedia.co.uk



Our mission

To inspire change and create the knowledge and networks that will accelerate a decentralised, intelligent and sustainable energy market.



Our approach

Energy Storage Summit is far more than just another storage event - our unique proposition is that we are obsessed with delivering unique insights creating dialogue and partnerships. Your customers attend this summit to better understand the technology disrupting the market, build strong partnerships with new and existing customers and to seek help with making the right investment decisions.

As Energy Storage evolves at pace and we see more projects in the pipeline, only the most innovative players will succeed; now is the time to invest in marketing and business development that puts your unique proposition and brand at the forefront of decision makers minds.



Our commitment

To our commercial partners, we are committed to delivering ROI and optimising your time and budget; whether you want to fuel a sales team with new leads, heighten your brand or launch new products, no one is better placed to help than our team. Thank you for taking the time to discuss our offering and we look forward to taking this exciting journey with you.

Key Themes for 2023

The Energy Storage Summit Central Eastern Europe will cover all the most prominent themes and conversations associated with driving the industry forward. You can expect to meet all the key developers, investors, lenders, networks and utilities operating in the region, along with other market participants from technology, advisory and solutions businesses.

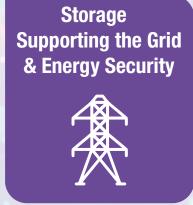














We are always keen to hear from the market, get in touch with the team if you have any suggestions for this year's event!



Who Will You Meet?

The only place to stay updated of the market development, trends, and customer needs. Arnaud-Guilhem de Loze, Saft

Who Will You Meet?

Buyside 68%

- Utilities
- DSO/TSO
- Energy Generators
- Developers
- Local Authorities
- Large Energy **Buyers**

- Investors / Financiers / Banks
- Wholesale **Traders**
- Asset Owners
- Land Owners

Sellside 27%

- EPCs
- System Integrators
- Aggregators
- Stationary & Mobile Storage
- Software & Data

Analytics

- Energy Management **Systems**
- Distributors
- Technical Advisors
- Insurers
- Law Firms

Policy Makers 5%

Attendees by Country Poland

Event in Numbers





75+ World-Class Speakers







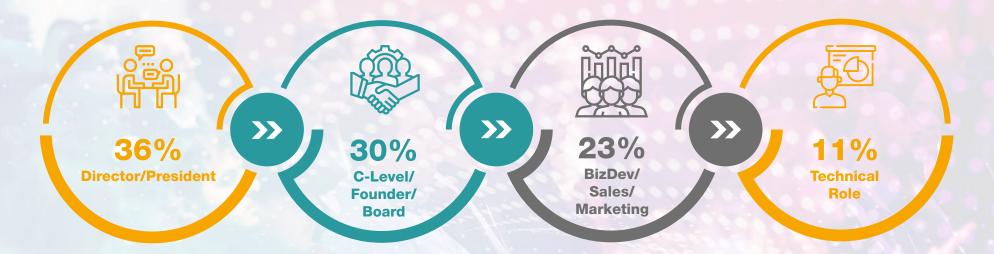








Delegate Profiles



Job Titles

Chief Technology Officer

Director Development

Director of Energy Solutions

Global Grid Solution Business Team

Head of Tendering and Design

Lead Valuer

Manager, Energy Transition Insights

Manager, Strategy& Deals Energy Team

Market Insight Senior Executive

Market Manager EMEA

Sector Head of Power, Utilities, Metals & Mining

Senior Developer for Battery Energy Storage &

Senior Electrical Project Engineering Manager

Senior Manager, Energy Solutions for Business

Senior Policy & Programme Officer (Smart

Senior Strategy Manager for Commercial Energy

Senior Technical Officer

Technical Lead Energy Storage



Our 2023 Speakers



Rafael Burgos Head of ESS Sales, Central Europe **Sungrow Europe**



Piotr Czembor Managing Director **Hynfra Energy Storage**



Piotr Biernacki Head of Structured & Project Finance Department **DNB Bank Polska**



Country Manager, Bulgaria **Enery Energy**



Dariusz Stanczak Energy Efficiency Manager Orange Polska



Director of Energy Storage **Nofar Energy**



Katherine Vinnicombe Head of Corporate Development Eelpower



Vadym Utkin Energy Storage Lead DTEK



Head of Global Business Development **Green Genius**



Adam Zalewski Business Development Director **Griffin Energy**



David Scribner Partner **Cameron Barney**



Yuri Katanov Board Member & **Executive Director** Renalfa



Tamás Pazsiczky Director, Head of Energy & Resources **Deloitte Hungary**



Catalin Chimerel Manager, Energy Efficiency and New Technologies **CNTEE Transelectrica SA**



Joanna Osawe Women in Renewable Energy **Association (WiRE)**



Maksym Sysoiev **Dentons LLP**



Wilhelm Löwenhielm Director ESS Business Area Northvolt



Péter Kaderják Managing Director **Hungarian Battery Alliance**



Audrius Baranauskas Director of Innovation Litarid



Justin McNamara Business Development Manager, EMEA **Honeywell Advanced Detection**



Tomasz Rodziewicz Innovation & New Technologies Manger **TAURON Dystrybucja**

Our 2023 Speakers



Country Manager, Poland **Grenergy Renovables**



Investment Manager - Energy Storage **Low Carbon**



Managing Director, Global Debt Financing Santander Bank Polska



Senior Director - Strategy, Market Development & Policy (EMEA) Fluence



Managing Partner **AtZ Investment Partners**



Associate Director, Senior Banker **European Bank for Reconstruction and Development**



Pad Res Development



Filip Ostrowski Vice President **Grupa TAURON**



Head of BESS Department **Grupa TAURON**



President **Polish Energy Storage Association**



Christopher Allen Director **Energy Hub Developments**



Varinia Radu Partner. Head of Energy and Projects - Romania CMS



Jakub Küpcü Investment Manager Renewables & Storage **CLARITAS Investments**



Marivana Yaneva Policy Director Association for Production, Storage and Trading of Electricity (APSTE)



Kilian Leykam Director, Investment Management Battery Storage **Aquila Capital**

Want to speak? Contact us!



DAY 1: 26 September 2023

08:00-09:00	Registration & Refreshments
09:00 -09:15	Opening Presentation Keynote Address
09:15-10:00	Keynote Panel One Keynote Panel: What is Holding the Central Eastern European Region Back from Deploying More Energy Storage?
	There is plenty of promise for storage in the CEE region, however much is still unclear for those involved in the market. This panel will highlight policy issues which need to be addressed in order to help the market pick up pace.
	The bigger picture – what is the critical timeline for ancillary service reforms?
	What are the different regulatory hurdles faced by countries in the region?
	What capacity targets are in place specifically across the region?
	 How can the PICASSO project help establish, enhance and integrate European aFRR markets and what is the roadmap for this?
	How can the region make the shift to a wide-spread dependency on energy storage in relation to increasing system flexibility, now that gas is off the table?
10:00-10:20	Presentation Reserved for Host Sponsor
10:20-11:00	Morning Networking Break
11:00-11:40	Keynote Panel Two Keynote Panel: Understanding Different Business Cases for Energy Storage in the CEE Region
11.00 11.40	Understanding the different markets and their size, interconnectors, links with neighbouring markets, investment potential and current RE mix is crucial to building your principal business case
	How can you create a sustainable business model for energy storage in regional markets, such as Poland, Romania, Hungary, Lithuania and Ukraine?
	• Is it better to combine storage with solar assets and make use of cable pooling, or to make a case for a standalone asset?
	 How does the evaluation differ for different players based on the investment being: co-location with PV/wind assets, standalone and storage at transmission or grid-level, such as grid booster battery storage projects?
	Anna Chmielewska, Associate Director, Senior Banker, European Bank for Reconstruction and Development
	Filip Ostrowski, Vice President, Grupa TAURON
11:40-12:00	Presentation What Do We Mean by Revenue Stacking for Energy Storage?
11.10 12.00	Revenue stacking is a common-place term in the storage world, and it's clear that no market will be able to progress without it, but what do we actually mean by revenue stacking? This session will help guide you on what to expect and what to know before embarking on your project.

DAY 1: 26 September 2023

12:00-12:40

Panel Discussion What are the Various Income Streams Which Make a Battery Storage Project Attractive?

This session will delve into how a combination of different revenue streams and revenue stacking can make energy storage projects so attractive for developers, investors and utilities. We will

- What further revenue streams can come from the capacity market in Poland and how will an ancillary services market complement this?
- Using arbitrage and other services to enhance income understanding loss of load probability
- What types of durations will help maximise capacity market income?
- Fast frequency services
- · Other balancing services

Katherine Vinnicombe, Head of Corporate Development, Eelpower

Lunch Break and Networking

14:00-14:40

Panel Discussion The Role of the Recovery and Resilience Fund for Emerging Markets in CEE

- What is the role of EU funding in CEE markets and how can this open doors for countries in the region?
- Technology choices and their role in making projects more bankable
- · Critical movement in Bulgaria, Romania, Hungary, Greece and Baltics all using this funding mechanism

14:40-15:20

Panel Discussion Energy Storage in the Baltics

What is the outlook for the Baltic countries, and how can their connections with neighbouring countries be leveraged when it comes to energy storage?

15:20-16:00

Panel Discussion Energy Storage in Ukraine

This panel will look at the demand for storage in Ukraine, and how to seize opportunities in the market.

- What are the main challenges around procuring energy storage in Ukraine?
- The impact of the lack of long-term contracts for storage and how these will make projects more bankable
- Ideas for cross-border ancillary services
- Development of energy storage projects in Ukraine

Moderated By: Maksym Sysoiev, Partner, Dentons LLP

Vadym Utkin, Energy Storage Lead, DTEK

16:00-16:20

Afternoon Networking Break

16:20-16:40

Manufacturing 'Green' Batteries: Energy Storage as Key for Security of Supply

Wilhelm Löwenhielm. Director ESS Business Area. Northvolt



DAY 1: 26 September 2023

Panel Discussion Keynote Panel: Betting Big on Ancillary Services to Build your Business Case

With the ongoing changes to energy legislation, it is likely that from 2025 we will see ancillary services being much more developed and able to participate in revenue income for batteries.

- How the development of these services will increase investor confidence and appetite for storage projects
- What exactly do investors need to know?
- What learnings can be taken from other markets to help players be as prepared as possible for when this happens?

Maayan As, Director of Energy Storage, Nofar Energy

Jakub Küpcü, Investment Manager Renewables & Storage, CLARITAS Investments

Kilian Leykam, Director, Investment Management Battery Storage, Aquila Capital

17:20-19:00

Close of Conference and Networking Drinks



DAY 2: 27 September 2023

08:30-09:00	Morning Refreshments & Networking
09:00-09:10	Welcome Address
09:10-09:50	Keynote Panel One Keynote Panel: The Urgency of Implementing Storage to Support Renewables Expansion
30.10 33.00	It is key to understand how energy storage can provide balancing services, as well as ensuring system safety, stability and security for countries across the region.
	The relationship between renewables, storage capacity and energy prices in day ahead and intraday markets
	• The benefits of utilising energy storage at transmission and distribution level, and how it can balance the grid
	How energy storage will provide crucial flexibility benefits to electricity systems and free up capacity
	Highlighting how current processes to obtain grid connections can be re-developed in order to create a beneficial environment for storage projects
	• Is cable pooling the answer to quicker grid connections and will this work for storage in the future?
	Catalin Chimerel, Manager, Energy Efficiency and New Technologies, CNTEE Transelectrica SA
	Audrius Baranauskas, Director of Innovation, Litgrid
	Tomasz Rodziewicz, Innovation & New Technologies Manger, TAURON Dystrybucja
09:50-10:10	Presentation Reserved for Sponsor
10:10-10:50	Keynote Panel Two Keynote Panel: Best Practice Developer Session – Where are the Big Bottlenecks?
10.10 10.00	One of the single biggest bottlenecks is obtaining grid codes for BESS connections, a perpetual problem across the renewables industry. This panel will go into more detail on:
	What are developers doing to overcome crucial grid connection issues?
	What are grid operators doing to help alleviate the problems and develop grid infrastructure?
	When might an Environmental Impact Assessment be necessary for projects and how to approach this
	 Understanding and highlighting other incidences which may impact the speed of development for projects in different countries
	Moderated By: Filip Sypko, Head of Global Business Development, Green Genius
	Piotr Czembor, Managing Director, Hynfra Energy Storage
	Adam Zalewski, Business Development Director, Griffin Energy
	Ewelina Szulc, Country Manager, Poland, Grenergy Renovables
10:50-11:30	Morning Networking Break

DAY 2: 27 September 2023

11:30-12:10

Panel Discussion How Can Regional Associations Help Support the Cause?

Péter Kaderják, Managing Director, Hungarian Battery Alliance

Barbara Adamska, President, Polish Energy Storage Association

Mariyana Yaneva, Policy Director, Association for Production, Storage and Trading of Electricity (APSTE)

12:10-12:50

Panel Discussion Financing Energy Storage Projects: All You Need to Know

- How the approach to financing energy storage differs from other renewable technologies in the region
- What is the ratio of debt vs. equity in the current market and what do future predictions look like?
- The difference between financing standalone vs hybrid projects
- Security of contracted revenues ahead of deploying projects
- M&A activity in the region is now the right time to acquire early-stage projects?
- Learnings from financing projects in Western Europe

Moderated By: Piotr Biernacki, Head of Structured & Project Finance Department, DNB Bank Polska

David Scribner, Partner, Cameron Barney

Ewelina Walisiak, Managing Director, Global Debt Financing, Santander Bank Polska

Juan Carlos Badillo, Managing Partner, AtZ Investment Partners

12:50-13:50

Lunch and Networking

13:50-14:10

Presentation Why Early Detection (via Li-ion Tamer) is the Optimum Fire Safety Technology to Help Prevent Thermal Runaway

Some estimates indicate that the Central & Eastern European region could be the largest manufacturer of Lithium Ion batteries in Europe by the end of the decade. Without appropriate safety measures in place, though, Li-ion batteries may pose a serious fire hazard, which is often a consequence of thermal runaway.

This presentation examines why off-gas early detection (via Li-ion Tamer) is the optimum fire safety technology to help prevent thermal runaway in BESSs. We explain why neither existing fire safety standards and regulations nor traditional fire detection and suppression technology are fit for purpose.

Justin McNamara, Business Development Manager, EMEA, Honeywell Advanced Detection



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DAY 2: 27 September 2023

14:10-14:50

Panel Discussion Operational Best Practice, Advice and Concerns

- Minimising risk: safety & reliability for projects
- What kind of software systems are needed?
- Effective asset management and making the most of your asset
- How to manage and extend asset life with advanced analytics
- How do you get better at forecasting, modelling and performance for operational assets?

14:50-15:10

Presentation Lessons Learned from Energy Storage Demonstrations in Poland: A DSO Perspective

- Polish ESS demonstrators integrated with distribution system grid
- Tests of energy storage units connected to the low voltage grid
- Potential added value of ESS in cooperation between local energy clusters and DSOs
- Potential profits and formal limits from DSO perspective

Tomasz Rodziewicz, Innovation & New Technologies Manger, TAURON Dystrybucja

15:10-15:50

Panel Discussion Energy Storage in the Balkans

What are the nuances of deploying storage in the Balkans, with a particular focus on Bulgaria, Romania and Croatia.

- How will the European Commission funding for 103million euros help drive energy storage build-out in Romania, and what do the timelines look like?
- What is the outlook for more clearly defined flexibility and capacity markets in countries like Romania and Bulgaria?
- How will recent changes to the law for renewables in Bulgaria help bolster energy storage growth?

Moderated By: Yuri Katanov, Board Member & Executive Director, Renalfa

Severin Vartigov, Country Manager, Bulgaria, Enery Energy

Varinia Radu, Partner, Head of Energy and Projects - Romania, CMS

Mariyana Yaneva, Policy Director, Association for Production, Storage and Trading of Electricity (APSTE)

15:50-16:30

Panel Discussion Energy Storage in Hungary

What are the opportunities for energy storage deployment in Hungary?

- How energy storage can help alleviate grid issues and achieve the 12GW renewable energy target
- How important are local developers and local capital for this goal?
- What is the biggest challenge for deploying more energy storage as it stands?

Tamás Pazsiczky, Director, Head of Energy & Resources, Deloitte Hungary

Péter Kaderják, Managing Director, Hungarian Battery Alliance

16:30-16:45

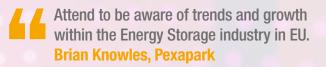
Closing Remarks & Close of Conference





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Sponsorship Benefits



We are committed to delivering ROI and optimising your time and budget; whether you want to fuel a sales team with new leads, heighten your brand or launch new services, no one is better placed to help than our team. Contact Paul Collinson D



Lead **Generation**

Make sure you make the best use of your time, and develop new business opportunities with quaranteed 1-2-1 meetings on-site in Warsaw



Shorten

Accelerate decisions by accessing qualified decision makers responsible for **Energy Storage deployment** across the Central & Eastern Europe



Thought Leadership

Present a case study, ensuring the market is fully conscious of the unique benefits of your solutions and advantages of partnering or investing in you



Innovation & Leadership

Join a panel and strengthen your commitment to driving energy storage deployment and position yourself as a key enabler



Relationship **Building**

Network and have fun with attendees, cementing your position as a leading partner of choice when implementing energy storage projects



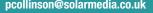
Amplify your brand around the event and ensure you are front of mind with qualified decision makers and industry stakeholders



A great networking opportunity and incredibly informative and thought provoking sessions. Brad Whipps, Rolls-Royce Solutions UK Ltd



A professional and influential energy storage event in the UK. **Emma Geieregger, Samsung SDI Battery Systems GmbH**



Sponsorship Options

	Host £60,000	Diamond £40,000	Platinum £30,000	Gold £25,000	Silver £20,000	Bronze £15,000	Supporting £12,000	Exhibitor £7,000
Conference Influence								
Opportunity to chair the event	•							
Keynote solo presentation	•	•						
Keynote panel position	•	•						
Solo presentation			• Day 1	• Day 1	Day 2			
Panel position			•	Or •	Or •	•	•	
Private round table / workshop	•	•	•					
Sponsored content - Q&A / Interview format	•	•	•	•				
Pre or post-event webinar	•	•						
Event Branding								
Exhibition stand with backdrop and basic furnture (*upgraded furniture package)	•*	•*	•*	•*	•	•		•
Enhanced branding - Tier 1	•	•	•	•				
Enhanced branding - Tier 2					•	•		
Logo to appear on all event event signage	•	•	•	•	•	•	•	•
Advertisement in event app	•	•	•	•				
Profile and logo in event app	•	•	•	•	•	•	•	•
Meeting & Networking Service								
Delegate passes	10	10	6	5	3	3	2	2
Customer VIP tickets	10	10	5	3	2			
Access to the event networking tool allowing you to set up meetings and capture leads (1 week before - 4 weeks afterwards	•	•	•	•	•	•	•	•
Target account list invite with 50% off promotional ticket code	30	30	20	20	10	5		
Guaranteed introductions	10	10	10	8	6	3		
Post Show								
Full event delegate list to be shared including: full name, company name, job title and email address.	•	•	•	•				
Sponsors solo presentation or panel discussion partcipant list only to be shared including: Full name, company name, job title and email address.					•	•	•	
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Reciprocal Website link to your home page from event website	•	•	•	•	•	•	•	•
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Promotion on relevant social media channels		•	•	•	•	•	•	•



Additional Branding

Tier 1:

Gold Level and Above.

- VIP Dinner
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- Networking Drinks Reception
- Lunch Sponsor
- Event App & Networking Zone
- WIFI
- Notepad & Pens

Tier 2:

Silver Level and Below.

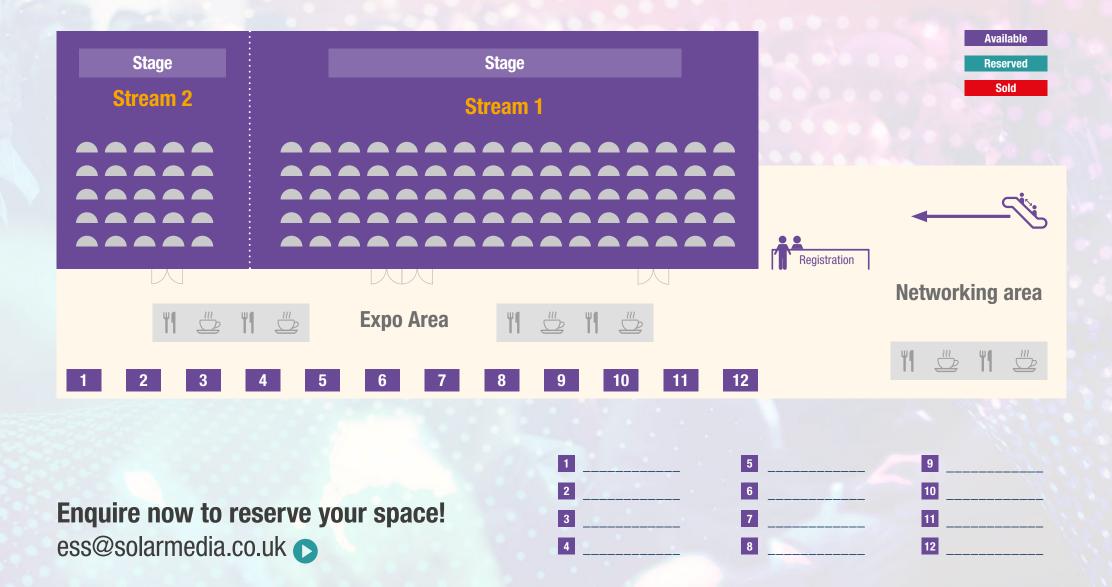
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- Round Table Host



Floorplan



Ticket Prices

Advanced Pricing	Super Early Bird	Early Bird	Full Price
Ends 7th July	Ends 11 August	Ends 8 September	9 September onwards
£949	£1,199	£1,599	£1,899

Delegate Ticket Protection

Add Delegate Ticket Protection for just £99 when you register and we will refund the cost of the ticket in full* should the named ticket holder ('Holder') be unable to attend due to:

- Sickness, accident or injury of the Holder
- Death of Holder, or death of Holder's immediate family within 30 days of the event
- Preventative travel delays outside of Holder's control
- Extreme or adverse weather (snow, fog, storm) that prevents Holder's attendance to event venue
- Unavoidable jury service
- Strikes, riots, terrorism or other extraordinary national/international circumstance
- Changes of the date, location or main thematic qualities of the event

To view our full terms & conditions, please visit here or contact us

About the Venue

Hilton Warsaw City

Our hotel is in the heart of Warsaw's financial district, within three kilometers of Old Town Market Place, The Royal Castle in Warsaw, and the Uprising Museum. Lazienki Park, Copernicus Science Center, and Warsaw Chopin Airport can be reached in 15 minutes. We offer extensive conference space, along with a pool, sauna, and











Meet the Team & Get Involved



Paul Collinson Commercial Director pcollinson@solarmedia.co.uk



Lucy Jacobson-Durham Senior Conference Portfolio Manager lucy@solarmedia.co.uk



Jacinta O'Brien Senior Marketing Manager jobrien@solarmedia.co.uk



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Event Organiser

SOLAR MEDIA

Andy Colthorpe Editor - Energy-Storage.news acolthorpe@solarmedia.co.uk



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Future Events



19-20 September 2023 | London, UK



26-27 September 2023 | Warsaw, Poland



14-15 November 2023 | Warsaw, Poland



31 January - 1 February 2024 | London, UK



21-22 February 2024 | London, UK