

**2nd Edition**



# **UK Solar SUMMIT**

**The UK's New Landscape for Utility  
& Rooftop Solar: Opportunities  
Within a GW+ Annual Market**

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POWERful WOMEN



# Welcome to UK Solar Summit 2023

Since the inaugural UK Solar Summit took place in September 2022, UK solar has gone from strength to strength with deployment reaching over 1GW in 2022. New ground-mount solar sites are being announced daily with sizes ranging from the smallest individual landowners through to “mega-solar” sites of 100s of MW. On the commercial rooftop side we are seeing businesses looking to solar as a way to gain control in light of rapidly increasing energy costs. This event will look at the role solar currently plays in the energy mix, how this will change over the coming years and how this aligns with net-zero and other government targets.

The UK Solar Summit brings together stakeholders from across the value chain as a valuable opportunity to share knowledge and make new business connections to keep driving the sector forward. The event will help businesses and individuals’ identify the market drivers and dynamics that will provide opportunities over the coming years. Expert speakers will share their knowledge on how to bring projects through from the earliest stages of planning through to technology decisions and ultimately asset management.

The UK Solar Summit is your annual update on all things solar in the UK and how your business can benefit from the opportunities available.



**Jo Wilkinson**  
Director, Event Content  
[jwilkinson@solarmedia.co.uk](mailto:jwilkinson@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

UK Solar Summit is far more than just another Solar event – our unique proposition is that we are obsessed with delivering unique insights creating dialogue and partnerships. Your customers attend this summit to find capital for solar projects, better understand the technology roadmap, build strong partnerships and to seek help with making the right deployment decisions across the UK.

As the UK solar industry evolves at pace and we see more projects in the pipeline, the market has never been more competitive. As we see utility-scale solar & rooftop opportunities explode in 2023, 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.

# Who We Are: Solar Media Ltd.

We believe companies in the energy industry are helping to build a cleaner and fairer world. That is why we want to help our sponsors to build their brands, make the right connections, and win the deals that help them to grow. If we can do that, we not only improve a company's bottom line but also contribute to tackling climate change and helping governments reach their decarbonisation goals.

Established in 2006, Solar Media Ltd is a business-to-business media company specialising in the provision of digital news, business intelligence, print publishing and high-quality events to serve the needs of the solar, energy storage, electric vehicle, hydrogen and wind sector.

Incorporating UK Solar Summit events into our established portfolio is part of our ongoing strategy to be the number 1 media platform in the renewable energy industry. Our aim is to serve as an indispensable promotional partner for our customers by consistently delivering audience engagement through quality content.

We will continue to bring together key stakeholders who are shaping the sustainable energy future and showcase real world opportunities to accelerate the transition to a low carbon energy system world-wide.



SOLAR MEDIA  
EVENTS | PUBLISHING | RESEARCH



CURRENT<sup>±</sup>

## Our Events Portfolio Includes:



Est. 2013



Est. 2021



Est. 2022



Est. 2014



Est. 2014



Est. 2021



Est. 2022



Est. 2021



Est. 2016



Est. 2019



Est. 2023



Est. 2020



Est. 2018



Est. 2020



# Who Will You Meet?

**Buyside**  
**60%**

- Developers
- Asset Owners
- Utilities
- Aggregators
- Funds / Banks / Financiers
- Commercial & Industrial companies
- Local Authorities
- Policy makers

**Sellside**  
**40%**

- Consultants
- Module Manufactures
- Inverters
- Mounting Systems
- Component Suppliers
- Software Providers
- O&M Services
- Installers / contractors
- EPCs / ICPs
- Legal
- Insurance



This was a fantastic event, very informative and topical, with a great attendee list."

**Patrick Doyle, Bouygues Energies & Services**

## Attendees By Location

**79%**  
UK & IRE

**17%**  
European

**4%**  
ROW

## Event In Numbers



**300+**  
Attendees



**90**  
World-Class Speakers



**70%**  
Senior Stakeholders



**8**  
Hours of  
Networking

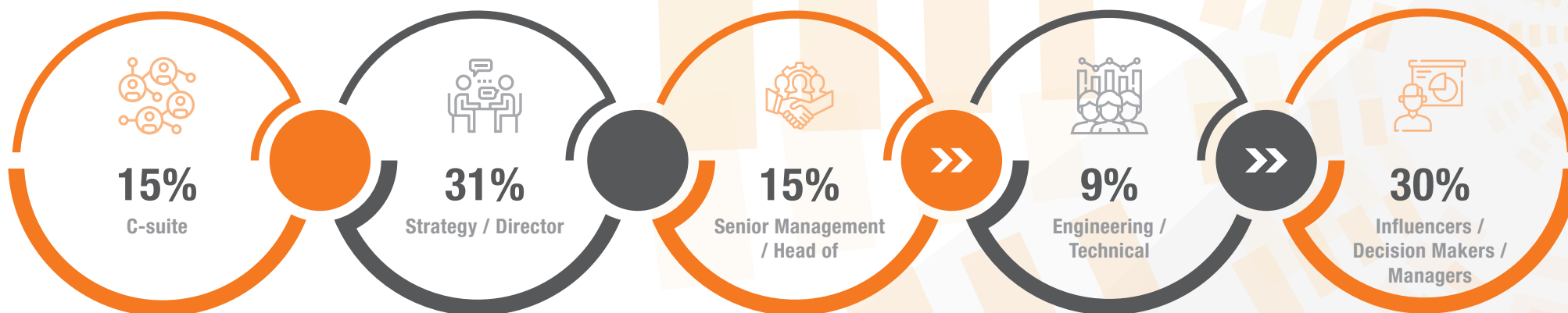


**175+**  
Companies  
Represented

# Delegate Profiles



The event to go to if you are looking for high quality information on the UK solar market, market updates and networking. Came away with new contacts, ideas and better understanding of the market. Definitely on my calendar for the next event.”  
**Simon Wragg, Renewable Development Investment**



## Job Titles Of Previous Attendees

Account Executive  
 Acquisition Manager, UK  
 Administration Manager  
 Analyst  
 Asset Manager  
 Assistant Project Manager  
 Associate  
 Associate, Energy and Infrastructure Advisory  
 Associate, Senior Consultant  
 Battery Energy Storage System and Solar PV Lead  
 Business Development  
 Business Development and Finance  
 Business Development, Director  
 Business Development, Manager  
 Business Development, Manager, Infrastructure  
 Business Development Manager, APAC  
 Category Manager Solar  
 Chief Commercial Officer  
 Chief Executive Officer  
 Chief Executive Officer and Executive Chairman  
 Chair  
 Chair of Events  
 Chief Adviser, Renewable Energy and

Climate Change  
 Chief Development Officer, Europe  
 Co-Chief Executive Officer and Co-Founder  
 Commercial Director  
 Communications Manager  
 Construction Project Manager  
 Construction Team Lead (Solar)  
 Consultant  
 Consulting Director  
 Consulting Partner  
 Corporate Finance Manager  
 Country Manager  
 Deputy Director, Commercial Models Team  
 Development Director  
 Development Engineer  
 Development Manager  
 Director  
 Director, Energy and Infrastructure Advisory  
 Director, Green Energy  
 Director, Business Development  
 Director, UK Project Development and Business  
 Director, M&A  
 Director, Planning and Landscape Team  
 Director, Energy Infrastructure  
 Director, Europe Editorial Lead  
 Director, Sales EMEA

Europe Development Director  
 Finance Director  
 General Manager  
 Global Procurement Manager  
 Head of Asset and Portfolio Management  
 Head of Business  
 Head of Business Development  
 Head of Business Development, UK and Ireland  
 Head of Central Engineering  
 Head of Eneco Energy Trade UK  
 Head of Energy Business Development  
 Head of HV  
 Head of International Sales  
 Head of Market Research  
 Head of Net Zero  
 Head of Power and Flexibility  
 Head of Project Finance  
 Head of Project Management  
 Head of Solar  
 Head of Solar Development  
 Head Solar Technical Asset Management UK  
 Investment Director  
 Investment Fund Manager  
 Investment Manager  
 Sector Director  
 Key Account Manager, Utility UK and Ireland

Major Projects Finance Manager  
 Manager, MEP  
 Managing Director  
 Managing Partner  
 Market and Insights Analyst  
 Marketing Event Coordinator  
 Marketing Manager  
 Marketing Manager, Europe  
 Managing Director, AVH Solar  
 Origination  
 Partner  
 Partner, Corporate Renewables  
 Policy Analyst  
 Policy Manager  
 Policy Officer  
 Power Solutions Manager  
 Principal Business Development Manager  
 Principal Consultant  
 Programme Strategy Manager, Renewables  
 Project Director  
 Project Manager  
 Renewable Energy Specialist  
 Rural Chartered Surveyor  
 Rural Surveyor  
 Sales Director  
 Sales Manager

Sales Manager, UK and Ireland  
 Senior Account Manager  
 Senior Associate  
 Senior Commercial Director  
 Senior Construction Manager  
 Senior Development and Investment Manager  
 Senior Development Manager  
 Senior Director, Europe  
 Senior Policy Advisor  
 Senior Project Engineer  
 Senior Project Manager  
 Senior Project Manager, New Technology Delivery  
 Senior Vice President, UK Development  
 Solar Business Developer, C&I Renewables  
 Solar PV Director  
 SynaptiQ Sales Manager  
 Technical Account Manager  
 Technical Director, Utility Europe  
 Technical Service Director, Europe  
 UK Country Manager  
 UK Head of Development  
 UK Sales Manager  
 Vice President

# 2023 Participating Companies Include



# Key Themes for 2023

Solar Media's Summits are renowned for their quality, breadth and expertise, featuring an all-encompassing range of strategic and technical sessions – UK Solar Summit is no exception!

**Sizing the UK Solar opportunity**



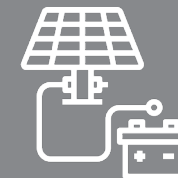
**Large-Scale Solar Farms as Part of UK's Energy Mix**



**GW+ Annual Deployment on UK Commercial Rooftops**



**Storage Co-Location & Mixed Energy Hubs**



**New Rooftop PV Business Models, Designs**



**Role of Solar and ESG**



**Planning, Developing & Operating Solar Farms in the UK**



**Public Sector & Community Solar Developments**



**Optimising Solar to the Grid & the Evolution of PPAs**



**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!**





# Our 2023 Speakers Include:



Excellent event, providing very useful insight into the significant potential of UK solar PV, set against the not insignificant challenges.

**Nick Kay, BayWa r.e.**



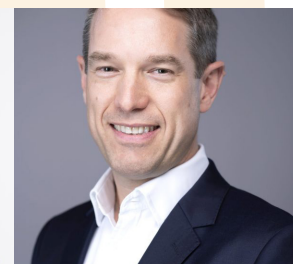
**Rt Hon Graham Stuart MP**  
Minister of State  
**Department For Energy  
Security & Net Zero**



**Tim Warham**  
Renewable Electricity Senior Policy  
Advisor  
**Department For Energy  
Security And Net Zero**



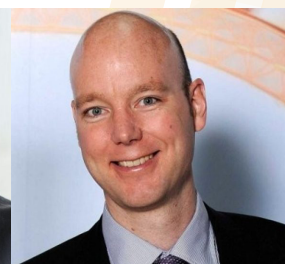
**Dr. Alan Whitehead MP**  
Shadow Minister for Energy and the  
Green New Deal  
**MP For Southampton Test**



**Axel Thiemann**  
CEO  
**Sonnedit**



**Geoff Hoffheinz**  
Chief Engineer  
**Glennmont Partners**



**Ben Fawcett**  
Head of Solar  
**EDF Renewables UK**



**Rosalind Smith-Maxwell**  
Senior Vice President  
**Quinbrook Infrastructure  
Partners**



**Bob Psaradellis**  
President and Chief Executive Officer  
**Renewable Power Capital**



**Andrew Donovan**  
Investment Director  
**Schroders Greencoat**



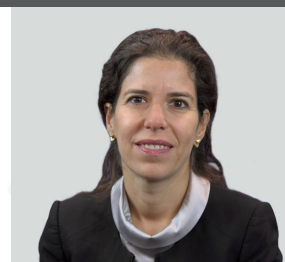
**Lee Moscovitch**  
Partner  
**Schroders Greencoat**



**Inga Doherty**  
Energy Insights Lead  
**Oxfordshire County Council**



**Stéphane Têtôt**  
Director, BlackRock Infrastructure  
**BlackRock**



**Luba Kotzeva**  
MD, European Energy & Renewables  
**Lazard**



**Justin Thesiger**  
Director of Operations and  
Asset Management  
**Low Carbon**



**Clare Bottle FCILT**  
CEO  
**UK Warehousing Association**



**Lynne McDonald**  
Programme Manager - Distribution  
System Operator (DSO) Readiness  
**UK Power Networks**



**Ross Driver**  
Managing Director  
**Foresight Group**



**Nancy Yell**  
Head of Sales for Northern and  
Eastern Europe  
**Schletter Group**



**Jon Crouch**  
Head of Commercial Development  
**Infinis**



**Massimo Resta**  
Partner  
**Zouk Capital**



**Andy Hawkins**  
Policy and Commercial Development  
Manager  
**Low Carbon Contracts Company**



# Our 2023 Speakers Include:



**Marta Sanchez Lopez**  
Head of Asset Management  
**Cero Generation**



**Joseph Holmes**  
Executive Director - Resources  
**West Berkshire Council**



**Jing Liu**  
Executive Director – Sector Lead of  
Power, Utilities, Metals & Mining  
**SMBC Bank International Plc**



**Peter Bolton**  
Investment Director, Renewable  
Energy  
**Gresham House Plc**



**Tadhg Cullen**  
Head of Energy Storage  
**Cero Generation**



**Chris Hewett**  
Chief Executive  
**Solar Energy UK**



**Steve Atkins**  
Senior Manager, Stakeholder  
(Distribution)  
**Scottish And Southern  
Electricity Networks**



**Sophy Fearnley-Whittingstall**  
Founder  
**SFW Communications Ltd**



**Rachel Hayes**  
Associate director, Regen & Director  
Energy Storage Network  
**Regen / Energy Storage Network**



**Scott Burrows**  
Director, Co-Founder  
**Eden Sustainable Group**



**Stephen Cirell**  
Founder  
**Stephen Cirell Consultancy Ltd &  
Advisor, APSE Energy**



**Brian Moorhead**  
Lead Grid Connections Manager  
**ESmart Networks**



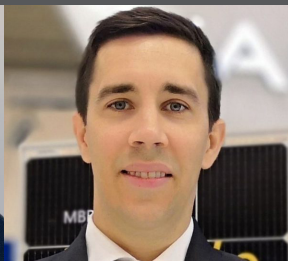
**Chris Jardine**  
Technical Director  
**JoJu Solar**



**Jonathan Selwyn**  
Managing Director  
**Bluefield Development**



**Joshua Murphy**  
Head of Storage  
**Econergy Renewable Energy**



**Alastair Mounsey**  
Regional Sales Director  
**JA Solar**



**Robert Simon**  
Business Development Manager –  
Renewable Energy  
**Stäubli**



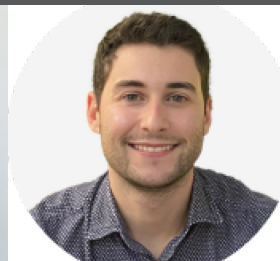
**Chloe Hood**  
Head of Communications  
**Aura Power Developments**



**Amandine Tetot**  
Head of Project Finance  
**Triodos Bank UK**



**Constantinos Peonides**  
Senior Vice President Europe  
**Skyfri**



**Gonzalo De Blas**  
Account Executive UK&I  
**RatedPower**



# Agenda: Day One 27 June

09:00 - 09:10	<b>Welcome from Solar Media &amp; the Conference Chair</b> <b>Jo Wilkinson</b> , Director, Event Content, <b>Solar Media</b>
09:10 - 09:20	<b>Keynote Presentation: The Role of Solar in the UK's Pathway to Net Zero</b> The Net Zero Strategy sets out how the UK will deliver on its commitment to reach net zero emissions by 2050. Renewables will be a key part of reaching this target and combination of private and public capital will need to be deployed to achieve these goals. This session will give attendees an understanding of how the government will support this transition. <b>Rt Hon Graham Stuart MP</b> , Minister of State, <b>Department for Energy Security &amp; Net Zero</b>
09:20 - 09:40	<b>Keynote Presentation: Progress Towards 70 GW Solar in the UK by 2035</b> Solar Media's Dr. Finlay Colville will present the statistics that underlie the huge growth expected in UK solar. <b>Finlay Colville</b> , Head of Market Research, <b>Solar Media</b>
09:40 - 10:00	<b>Fireside Chat: The Direction of Travel for Solar Policy in the UK</b> <ul style="list-style-type: none"><li>• In July 2022, the UK ran AR4, in which 66 solar projects with a combined capacity of 2.2 GW won at a price of £45.99/MWh. Capacities ranged from 6MW - 112MW and included Cleve Hill, the first Nationally Significant solar farm to secure support.</li><li>• What should we expect from AR5?</li><li>• In January 2023, we saw the publication of the Skidmore report which outlined the need to transform infrastructure in the UK to meet net zero goals.</li><li>• February 2023 saw BEIS being broken up and a new department for Energy Security and Net Zero was created.</li></ul> This conversation will give you in-depth insight into future plans to drive forward with net zero plans and how the government will approach the UK solar industry. <b>Tim Warham</b> , Renewable Electricity Senior Policy Advisor, <b>Department for Energy Security and Net Zero</b> <b>Chris Hewett</b> , Chief Executive, <b>Solar Energy UK</b>
10:00 - 10:20	<b>UK Solar State of the Market</b> As the solar industry matured, we saw larger players - be they funds, oil and gas companies or utilities like EDF come into the sector. This is an exciting growth story and testament to the hard work we have seen throughout the years. At less than 1 per cent of global installations around a decade ago, the International Energy Agency expects solar make up the largest share of generation capacity of any power source. And we haven't even mentioned storage! This presentation will showcase EDF's plan for UK solar, giving you insight into the part they will play in growing the industry. <b>Ben Fawcett</b> , Head of Solar, <b>EDF Renewables UK</b>
10:20 - 11:00	<b>What to Expect of AR5</b> Specifics around the UK's fifth allocation round, AR5 should be available in March 2023. There will be two "pots" and solar will sit in Pot 1. In a change from AR4, Offshore Wind will compete in Pot 1. The administrative strike price for solar will be the same as it was for Allocation Round 4 at £47/MWh. <b>Jon Crouch</b> , Head of Commercial Development, <b>Infinis</b> <b>Andy Hawkins</b> , Policy and Commercial Development Manager, <b>Low Carbon Contracts Company</b>
11:00 - 11:30	<b>Networking Coffee Break</b>



# Agenda: Day One 27 June

Stream One: Large Scale Projects	Stream Two: Public Sector & Community Solar
<p><b>11:30 - 12:10</b></p> <p>Panel Discussion: <b>Focus on the NSIPs Opportunity for Solar</b></p> <p>Nationally Significant Infrastructure Projects (NSIPs) within England and Wales are those projects which are in excess of 50MW and require a Development Consent Order (DCO) application to be submitted to the Planning Inspectorate. There are a few projects in the mix in the hundreds of MW range, for example Low Carbon's 500MW Gate Burton Energy Park, Cleve Hill at 350 MW and Botley West with a capacity of 840 MW.</p> <p>This panel will explore this segment in detail, including:</p> <ul style="list-style-type: none"> <li>• How developers of NSIPs projects are planning their supply chains</li> <li>• How developers are working with local communities to gain support and acceptance</li> <li>• Project case studies</li> </ul> <p><b>Ben Fawcett</b>, Head of Solar, <b>EDF Renewables UK</b>  <b>Rosalind Smith-Maxwell</b>, Senior Vice President, <b>Quinbrook Infrastructure Partners</b>  <b>Lee Moscovitch</b>, Partner, <b>Schroders Greencoat</b></p>	<p><b>11:30 - 12:10</b></p> <p>Panel Discussion: <b>Collaboration for Effective Local Energy Plans</b></p> <p>The transition to net zero in the UK will take collaboration across the board. Local authorities have an important role to play but they can't do this without support from other stakeholders. This session will explore initiatives such as SSEN's RESOP project and discuss the ways in which knowledge and data can enable a local authority to make an effective long term plan which considers:</p> <ul style="list-style-type: none"> <li>• Energy needs and energy use</li> <li>• Technologies (with a focus on solar PV, energy storage and electric vehicle charging points)</li> <li>• Constraints on the system</li> </ul> <p><b>Inga Doherty</b>, Energy Insights Lead, <b>Oxfordshire County Council</b>  <b>Lynne McDonald</b>, Programme Manager - Distribution System Operator (DSO) Readiness, <b>UK Power Networks</b>  <b>Steve Atkins</b>, Senior Manager, Stakeholder (Distribution), <b>Scottish and Southern Electricity Networks</b></p>
<p><b>12:10 - 12:30</b></p> <p>Presentation: <b>Grid Curtailment</b></p> <p>Presentation Reserved for NovoGrid</p>	<p><b>12:10 - 13:00</b></p> <p>Panel Discussion: <b>How are Local Councils Using Solar to Meet Net Zero Goals?</b></p> <p>By investing in solar energy, local authorities can reduce their carbon footprint and contribute to national and local climate change targets. This can help councils meet sustainability goals and demonstrate leadership on environmental issues. This session will explore updates on:</p> <ul style="list-style-type: none"> <li>• Ground mount solar</li> <li>• Rooftop solar opportunities</li> <li>• How can local councils take advantage of battery storage?</li> <li>• Electric vehicles and fleet electrification</li> <li>• What finance is available for local councils?</li> </ul> <p><b>Stephen Cirell</b>, Founder, <b>Stephen Cirell Consultancy Ltd &amp; Advisor, APSE Energy</b></p>
<p><b>12:30 - 13:10</b></p> <p>Panel Discussion: <b>How are Networks Preparing for Growth in UK Solar?</b></p> <p>Like many countries going through the energy transition, the UK is facing connection delays and long queues for new projects to gain access to the grid. This panel will look at what can be done to alleviate this problem.</p> <ul style="list-style-type: none"> <li>• Grid connection dates for transmission projects are now out into the 2030s, slowing the addition of clean solar power to the energy mix</li> <li>• How are network operators planning for the future?</li> <li>• What part can technology - e.g. smart management systems or storage play?</li> </ul> <p><b>Brian Moorhead</b>, Lead Grid Connections Manager, <b>eSmart Networks</b>  <b>Jonathan Selwyn</b>, Managing Director, <b>Bluefield Development</b></p>	
<p><b>13:00 - 14:00</b>      <b>Networking Lunch Break</b></p>	



# Agenda: Day One 27 June

Stream One: Large Scale Projects	Stream Two: Public Sector & Community Solar
<p><b>14:00 - 14:40</b></p> <p>Panel Discussion: <b>New Approaches to New Build Solar – How is Technology and Experience Improving Project Design?</b></p> <ul style="list-style-type: none"> <li>• Lessons from previous waves of new build solar</li> <li>• How is technology improving the game?</li> <li>• What difference is digitisation and AI making to the industry?</li> <li>• What are the newest innovations in project finance?</li> </ul> <p><b>Geoff Hoffheinz</b>, Chief Engineer, <b>Glennmont Partners</b>  <b>Gonzalo De Blas</b>, Account Executive UK&amp;I, <b>RatedPower</b></p>	<p><b>14:00 - 14:40</b></p> <p>Panel Discussion: <b>Financing Public Sector Projects</b></p> <p>This session will delve into the financials of public sector projects, exploring the mix of capital sources on offer as well as the benefit to local authorities. We will explore debt, equity and asset finance options as well as different models for selling energy and hosting solar assets on public sector spaces.</p> <p><b>Massimo Resta</b>, Partner, <b>Zouk Capital</b>  <b>Jing Liu</b>, Executive Director – Sector Lead of Power, Utilities, Metals &amp; Mining, <b>SMBC Bank International plc</b></p>
<p><b>14:40 - 15:30</b></p> <p>Panel Discussion: <b>How is Digitisation Improving Solar Projects?</b></p> <ul style="list-style-type: none"> <li>• What are the challenges of bringing new technologies into a portfolio?</li> <li>• What specific problems are being solved?</li> <li>• Which technologies could asset managers NOT live without?</li> <li>• What does the future look like in a fully digitised portfolio?</li> </ul> <p><b>Justin Thesiger</b>, Director of Operations and Asset Management, <b>Low Carbon</b>  <b>Marta Sanchez Lopez</b>, Head of Asset Management, <b>Cero Generation</b>  <b>Constantinos Peonides</b>, Senior Vice President Europe, <b>Skyfri</b></p>	<p><b>14:40 - 15:30</b></p> <p>Panel Discussion: <b>How is the Community Energy Sector in the UK Growing?</b></p> <p>This session will look at the community energy sector and hear from developers and investors about their approach to this segment.</p>
<p><b>15:30 - 16:00</b>    <b>Networking Coffee Break</b></p>	
<p><b>16:00 - 17:00</b></p> <p>Keynote Session: <b>PV Component Supply, Optimization &amp; Future Trends</b></p> <ul style="list-style-type: none"> <li>• Outlining the critical decisions for IPPs and project developers</li> <li>• How the modules you choose can have a significant impact on your project's CapEx, revenue, debt load and lifetime NPV</li> <li>• Avoiding wrong decisions on module choices and costly mistakes</li> <li>• Why a pricing focused approach is not enough</li> <li>• Using a holistic procurement process to make selections that maximize project NPVs</li> </ul>	<p><b>16:00 - 17:00</b></p> <p>Keynote Session: <b>Winning Hearts and Minds – How the Solar Industry can Maintain Public Support</b></p> <p>The public in the UK is broadly in favour of solar PV, however, as more is developed, there is a risk that the rhetoric could turn sour. Nimbyism isn't new but how can the industry retain the support it has to ensure we can benefit from the part solar can plan in moving the UK towards net zero?</p> <p><b>Joseph Holmes</b>, Executive Director - Resources, <b>West Berkshire Council</b>  <b>Sophy Fearnley-Whittingstall</b>, Founder, <b>SFW Communications Ltd</b>  <b>Chloe Hood</b>, Head of Communications, <b>Aura Power Developments Ltd</b>visor, <b>APSE Energy</b></p>
<p><b>17:00 - 18:30</b>    <b>Networking &amp; Drinks Reception</b></p>	

# Agenda: Day Two 28 June

08:00 - 08:55

## Breakfast Briefing: **How do we Ensure a Just Transition?**

This smaller group discussion is open to all conference attendees and is designed to provoke ideas around equity in the energy transition. We will cover a number of topics, including:

- Diversity and inclusion - how well are we doing as employees?
- Who reaps the financial rewards of the energy transition?
- What kind of long-term jobs can we provide as business owners?
- Which areas might need more attention in the UK?

08:30 - 09:00

**Refreshments & Networking**

## Stream One: Large Scale Projects

09:00 - 10:00

### Panel Discussion: **ESG in the UK Solar Industry: What do Investors Want from the Industry?**

The solar industry has become an important focus for ESG investors, given the sector's potential to address climate change and contribute to a more sustainable energy system. However, concerns around the supply chain have recently become more apparent and there is a reputational risk to investors. This session will explore:

- How investors and suppliers can work in tandem
- The long-term considerations around equipment such as recycling
- Limiting the direct impact to the environment with a well-planned biodiversity strategy
- How the industry can carry on improving

**Stéphane Tétot**, Director, BlackRock Infrastructure, **BlackRock**

**Luba Kotzeva**, MD, European Energy & Renewables, **Lazard**

10:00 - 10:20

### Presentation: **Challenges of Large-Scale Solar Parks**

**Nancy Yell**, Head of Sales for Northern and Eastern Europe, **Schletter Group**

10:20 - 11:00

### Panel Discussion: **Land Use in the UK Market**

2022 saw a debate over land use in the UK but missed the point over the potential benefits of solar to landowners and farmers. This session will explore the current state of the UK agrivoltaics market and the potential it could offer in the future.

**Jonathan Scurlock**, Chief Adviser - Renewable Energy and Climate Change, **National Farmers' Union (NFU)**

## Stream Two: Commercial & Industrial Solar

09:00 - 10:00

### Panel Discussion: **Working with Large Industrial Customers**

- Large industrial customers need to decarbonise, they often need to electrify industries and they would benefit hugely from flexibility, how can the solar industry cater to these needs?
- How did high energy costs and inflation change appetite from large industrials?
- Current business models often do not support the needs of these larger customers, how would revenue change if they did?
- What specific services is the solar industry best-placed to provide?

**Clare Bottle FCILT**, CEO, **UK Warehousing Association**

10:00 - 11:00

### Panel Discussion: **How are Corporate Offtakers Approaching PPAs?**

Towards the end of 2022, UK PPA prices rose by 30% (the highest number in Europe). This, in part, was stimulated by the CfD auctions but happens at a time when inflation is already cutting into profitability for a lot of UK businesses. With that in mind, how are offtakers approaching PPAs in 2023?

11:00 - 11:30

**Networking Coffee Break**



# Agenda: Day Two 28 June

11:30 - 12:10

## Panel Discussion: **Optimal Storage Collocation With Solar Assets**

Collocation of solar and storage assets is the obvious answer to intermittency and growing issues around the grid and networks but like all easy answers, it's not that simple! This session will get into some of the nitty-gritty around collocation of batteries and solar...

- Equipment selection and supply chain - the challenge of relying on different suppliers and timelines
- What do you need from your grid connection(s)?
- How to size the battery to get the best results
- Siting and planning questions to ask
- Ownership and SPV options for the project
- What will your revenue models be?
- Structuring offtake agreements
- How much merchant risk you are allowed to take/want to take?
- Modelling the battery's performance and behaviour against the solar curve
- Metering arrangements for a storage asset

**Peter Bolton**, Investment Director, Renewable Energy, **Gresham House plc**

**Tadhg Cullen**, Head of Energy Storage, **Cero Generation**

**Rachel Hayes**, Associate director, Regen & Director Energy Storage Network, **Regen / Energy Storage Network**

**Joshua Murphy**, Head of Storage, **Econergy Renewable Energy**

11:30 - 12:10

## Panel Discussion: **What will it take to Unleash a Rooftop Revolution?**

The recent Skidmore report mentions rooftop solar as a key component of the UK's march towards net zero however, even though rooftop portfolios have become more attractive to institutional investors of late, there is a sense that this segment of the market remains largely untapped. With both investors and corporate offtakers showing increasing interest in this space, what can we do to make investments more attractive and how can debt providers innovate to enable growth?

- How are corporates using rooftop solar in their decarbonisation strategies?
- How do financing models differ from groundmount solar?
- What risks should building owners consider?

12:10 - 13:00

## Panel Discussion: **How are Solar Revenues Changing?**

As we see a shift in renewable power revenue models, there has been an emergence of novel approaches expanding access to new players. We have seen investor appetite grow with institutional investors much more willing to back projects at an early stage now than previously. What's next? To sustainably scale in this industry, revenue models must evolve to both account for growing demand and to future-proof against dynamic variables including fuel pricing, supply chain challenges, policy changes and local resistance. Hear from a panel of experts from across the spectrum who will challenge the audience to think about how to evolve their business models to build in more resiliency and show why business as usual won't get the industry to the next stage.

**Ross Driver**, Managing Director, **Foresight Group**

12:10 - 13:00

## Panel Discussion: **What to Expect During a Rooftop Installation**

- Site assessment: assessing the orientation, shading, and structural integrity of the roof, as well as the electrical system and other factors that can impact the installation
- Design and engineering: determining the size and orientation of the solar array, selecting the appropriate mounting system, and designing the electrical system
- Procurement: making the best choice when selecting solar panels, mounting system, inverters, and other components of the solar system
- Installation of the system
- Electrical installation - connecting the solar panels to the inverters and the electrical grid
- Commissioning: testing and verifying the performance of the system
- Long term operations, maintenance and monitoring

**Scott Burrows**, Director, Co-Founder, **Eden Sustainable Group**

**Chris Jardine**, Technical Director, **JoJu Solar**

# Agenda: Day Two 28 June

13:00 - 14:30

Networking Lunch Break

14:30 - 15:30

## Interactive Roundtable: **Investor-Developer Meet & Greet**

These round tables will allow investors and developers to network, learn about projects in progress and spark new relationships. There will be time for three sets of 15-minute discussions and we will split the group by focus area. Each round table will be hosted by an investor and developers will move around the room.

- NSIPs projects
- Ground mount solar >49 MW
- Ground mount solar 25 MW - 49 MW
- Ground mount solar sub 25 MW
- Commercial and industrial rooftop solar
- Community energy projects

**Andrew Donovan**, Investment Director, **Schroders Greencoat**

**Ross Driver**, Managing Director, **Foresight Group**

14:30 - 15:10

## Panel Discussion: **Real Estate as Real Energy Assets**

Real Estate is more than a physical space and is now an active participant in the energy market as a producer, consumer, and grid services provider. Significant investment is required in energy infrastructure but is no longer about building energy bill savings but survivability.

- How will developers, real estate owners and tenants develop multi-decade power plans?
- Who will finance the infrastructure?
- Who and how to take advantage of opportunity and who will be loose?
- How electrification is not a building amenity but critical to the future of investment?

**Matt Black**, Chair, **Solar Energy UK**

15:30 - 16:10

## Closing Keynote: **The Next Era for UK Solar What Risks are Stakeholders Preparing for?**

- Changing taxation and windfall taxes
- Risk posed by the grid and networks and the impact in terms of project delays and overruns
- Power price volatility
- Supply chain specific to the UK market
- How will we fill the skills gap?
- What should the solar industry ask of the next administration?

**Axel Thiemann**, CEO, **Sonnedix**

**Bob Psaradellis**, President and Chief Executive Officer, **Renewable Power Capital**

16:00

Event close



# 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.



## Lead Generation

Make sure you make best use of your time, develop new business opportunities with guaranteed 1-2-1 meetings on site in London



## Shorten Sales Cycles

Accelerate decisions by accessing qualified decision makers responsible for Utility Scale Solar & Rooftop deployment across the UK



## 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 UK Solar 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 UK Solar projects



## Brand Recognition

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

“ The UK Solar Summit delivered on all fronts. Confirmation of exponential market growth, highlighting the major risks and challenges the market is facing, introduction of new technologies and innovations as well as a productive networking event. A ‘must go’ event in our calendar, would highly recommend.”  
**John Davies, 2DegreesKelvin**

“ The UK Solar Summit provided an outstanding overview of the sector which is experiencing exciting growth across the board. The range of speakers presented timely data on the project pipeline and brilliant summaries of planning, network access, community engagement and technology development.”  
**Tim Warham, BEIS**

# 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
<b>Conference Influence</b>								
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	•	•						
<b>Event Branding</b>								
Exhibition stand with backdrop and basic furniture ( *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	•	•	•	•	•	•	•	•
<b>Meeting &amp; Networking Service</b>								
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		
<b>Post Show</b>								
<b>Full event</b> delegate list to be shared including: full name, company name, job title and email address.	•	•	•	•				
Sponsors solo presentation or panel discussion participant list only to be shared including: Full name, company name, job title and email address.					•	•	•	
<b>Pre-Event</b>								
Company logo and profile to feature on our website	•	•	•	•	•	•	•	•
Reciprocal Website link to your home page from event website	•	•	•	•	•	•	•	•
Company logo and link to be included in HTML email campaigns	•	•	•	•	•	•	•	•
Promotion on relevant social media channels	•	•	•	•	•	•	•	•



## Additional Branding

### Tier 1:

#### Gold Level and Above.

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

### Tier 2:

#### Silver Level and Below.

- Coffee Break
- Seat Drop
- Delegate Bags
- Sponsored Gift
- Round Table Host

#### Also Available but Subject to Price

- Webinars
- Private Meeting Rooms
- Personalised Functions
- 45 Minute Workshop
- Breakfast Briefing
- Delegate Bags
- Sponsored Gift
- Round Table Host



# What Our Attendees Thought:

How would you rate the conference for the following?

Quality of  
Speakers

**95%**

said good or higher



Will you attend  
UK Solar Summit  
in 2023?

**94%**

said yes



Did you make new  
business connections  
at the event?

**98%**

said yes



Relevance of  
agenda topics

**93%**

said good or higher



Format of the  
Conference

**94%**

said good or higher



Programme  
Would recommend the  
event to others

**98%**

said yes



“ The Summit was very informative and helpful to gauge the PV Industries' opinion on the current & future challenges. Presentations and speakers were to a high standard and delegates keen to participate.

**James Innes, Peridot Solar**



# Ticket Prices

Advanced Pricing <i>Ends 31 March 2023</i>	Early Bird <i>Ends 2 May 2023</i>	Full Price
<b>£949</b>	<b>£1,199</b>	<b>£1,899</b>

## Book Online »

### Delegate Ticket Protection

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

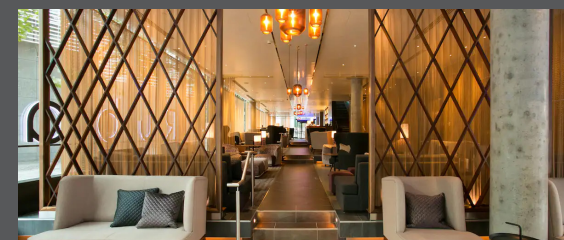
View full terms here: [uss.solarenergyevents.com/delegate-ticket-protection](https://uss.solarenergyevents.com/delegate-ticket-protection)

## About The Venue

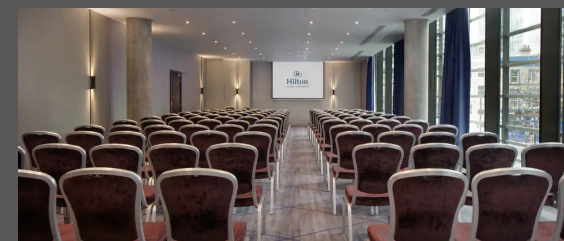
The Hilton Tower Bridge is an exceptional venue for the upcoming UK Solar Summit. With its modern facilities, the hotel provides a professional setting for attendees to engage in discussions and collaborate on innovative solutions for the solar industry.



The guest rooms at the Hilton Tower Bridge are designed with the utmost comfort and convenience in mind, making them an excellent choice for attendees staying at the Summit.



Moreover, the Hilton Tower Bridge's central location makes it easily accessible for both local and international guests, with convenient transport links to major airports and train stations. The hotel's experienced events team will work closely with the organizers to ensure that every aspect of the Summit is meticulously planned and executed, from catering and audiovisual requirements to logistical support.





# Meet the Team



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## Our Upcoming Events



4-5 July 2023 | Athens, Greece



7-8 November 2023 | New York



14-15 November 2023 | Warsaw, Poland



31 January - 1 February 2024 | London, UK



27-28 March 2024 | Lisbon, Portugal

Event Organiser



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