



CORPORATE ENERGY SERIES EUROPE

21-22 MAY 2019
INTERCONTINENTAL
MARCEAU HOTEL
PARIS

 WWW.CORPORATEENERGYSERIESEU.COM  @CESERIES #CESEUROPE

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WELCOME TO CORPORATE ENERGY SERIES EUROPE



DEAR RENEWABLE ENERGY ENTHUSIASTS,

It is my great pleasure to announce **the Corporate Energy Series**, a series of events held in key regions around the world to accelerate corporate renewable energy uptake through unprecedented networking sessions and specialised expert workshops and roundtables.

The global transition to a cleaner, digitalised and decentralised energy system is accelerating as concerns over global warming are rising. Corporations – which consume two thirds of the world’s electricity – have a major role to play in the transformation to a carbon neutral energy mix.

Major corporations around the world have already committed to powering their operations solely with renewable electricity, as part of broader sustainability strategies – and some have already reached their 100% renewable electricity target.

This creates **business opportunities** between commercial and industrial users and the energy industry: no less than **73 corporate renewable energy contracts** that totaled **6.33 GW** were signed in 2018!

Corporate action for renewable electricity not only sends a strong message to wider society, it also enables emissions reductions, and helps to drive renewables uptake globally – notably encouraging the addition of new projects to feed into the grid.

The first of the **Corporate Energy Series** is held in France, at the InterContinental Paris - Avenue Marceau on **21-22 May 2019**. The event will explore solutions for corporates to reach 100% renewable electricity. Decision-makers from global and European corporations, renewable energy project developers, banks, law firms, advisory firms, as well as regulators, government representatives and think tanks will gather to discuss the challenges and opportunities of actively procuring and sourcing renewable energy.

Corporate Energy Series Europe will provide an **unrivalled learning platform through workshops and roundtables**, enabling in-depth debates and discussions on the specifics of corporate clean energy sourcing and regional regulatory and market differences. **The event networking app will facilitate greater interaction opportunities**, allowing participants to set up meetings before and during Corporate Energy Series Europe.

We are also delighted that thanks to our Sustainability Partner, South Pole Group, CES Europe will be a completely carbon neutral event!

I am excited to see you all in Paris, to drive corporate renewable energy uptake together, and create new business partnerships for a more sustainable economy!

BERENICE LAMBLIN

CORPORATE ENERGY SERIES EVENT DIRECTOR
BERENICE.LAMBLIN@GREENPOWERGLOBAL.COM
T: +44 (0)203 355 4219L





2
DAYS



200+
SENIOR LEVEL
ATTENDEES



55+
THOUGHT LEADER
SPEAKERS



5
SPECIALISED
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Download our integrated event app!



- View the full list of senior attendees
- Contact any participant
- Schedule business meetings before, during, and after the event
- Ask our speakers questions during sessions

Exclusive dinner reception



Brunch and speed networking



Google's PPAs in Europe have enabled **1 BILLION EUROS** in investment into renewable energy. **WE'RE EXCITED TO BE PLAYING A ROLE IN ACCELERATING EUROPE'S CLEAN ENERGY TRANSITION**".

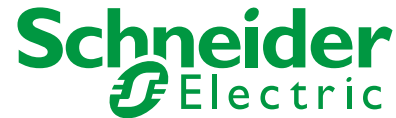
MARC OMAN

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WHY NOW? WHY EUROPE?

Increasing global pressure for climate action:

200 countries signed a rulebook at COP24 to accelerate the implementation of the Paris Agreement; the European Commission revised the **Renewable Energy Directive 2** to increase renewable energy use to **32% by 2030**.

A rapidly growing market:

In 2018, there were **73 corporate renewable energy contracts** that totaled **6.33 GW**, boosting the industry from a previous total of 0.32 GW just five years ago.

Unique market opportunity:

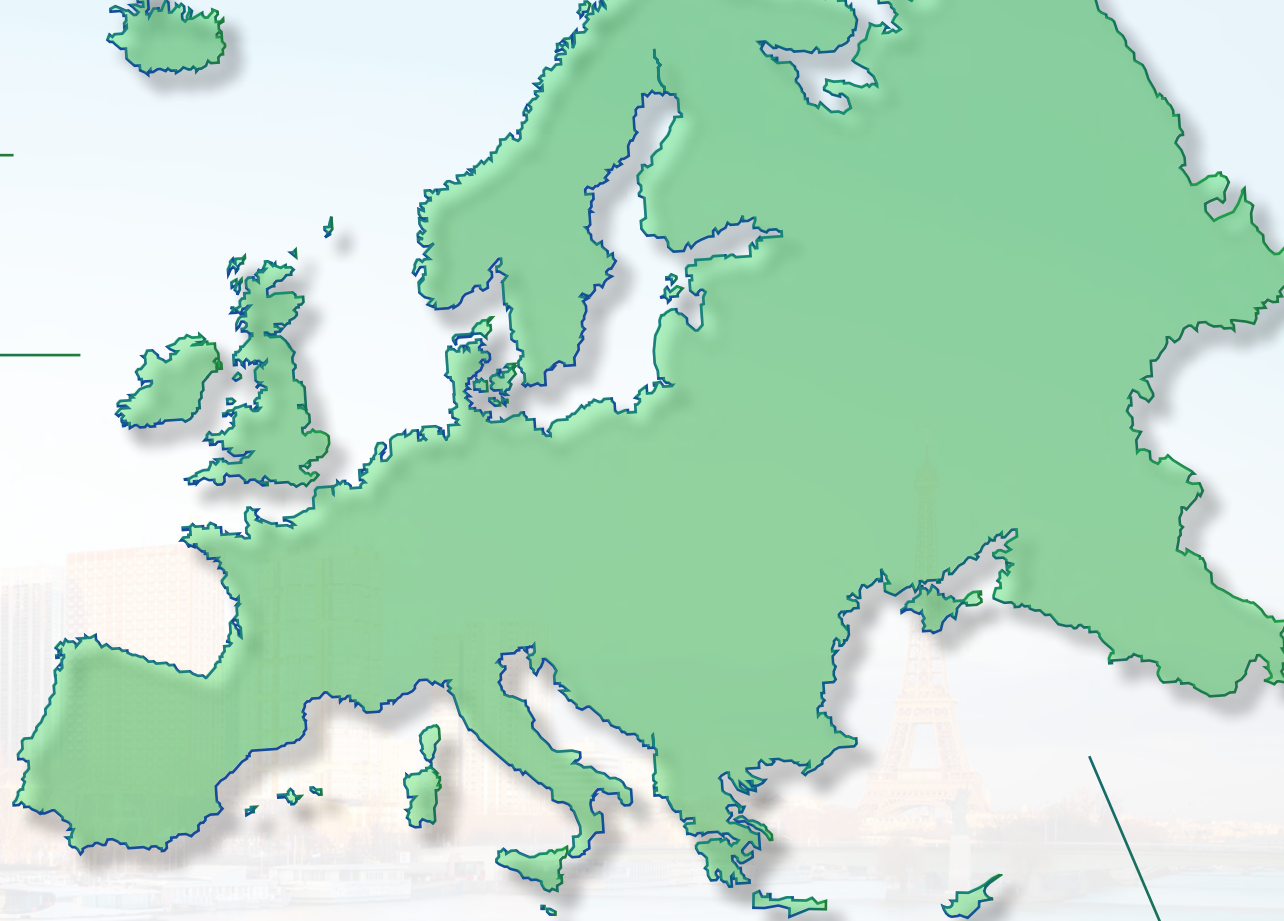
Corporations and industrials consume about two thirds of the world's electricity – the industrial sector alone being responsible for 54% of energy consumption globally.

Corporate effort:

158 companies have already joined the RE100 initiative, publicly committing to powering their operations with 100% renewable electricity.

New renewable energy project financing solutions:

The Guarantees of Origin (GO) market is booming in Europe, and while Scandinavia is far ahead in terms of the corporate PPA market, Solvay notably expects the **first French corporate PPA deal in 2019**.



COMPANIES ATTENDING CES EUROPE



At CES Europe 2019,

your brand will reach a pan-European audience, and a global demographic of senior corporates and energy professionals.

WHY SPONSOR?

- **Demonstrate expertise through prominent speaking positions** in the main conference sessions.
- **Strengthen your brand and market position in front of existing customers**, creating the right impact with new customers as well as potential competitors.
- **Reach important commercial prospects face to face** in an environment designed for business.

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WEBSITE
VISITORS



300,000
EMAILS READ



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LINKEDIN
GROUP
MEMBERS

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Promote, connect, engage and entertain stakeholders in the European corporate procurement market.

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Features

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MASTERING RENEWABLE & CORPORATE PPAS



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11 - 12 JUNE - BARCELONA

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A **two day course for renewable energy professionals**, brought to you by Green Power Academy

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“THE PPA COURSE WAS VERY PROFESSIONAL AND A BENEFICIAL EXPERIENCE. VERY COMPLETE TRAINING ON HOW EACH SECTION IS STRUCTURED”

CES PROGRAMME AT A GLANCE

DAY 1
TUESDAY
21 MAY

CORPORATE RENEWABLE ENERGY SOURCING TRENDS

Crash course: Understanding PPAs as a corporate

Attendance: corporates only, 30 max,
free to attend

Plenary sessions Corporate sustainability and renewable electricity sourcing solutions

Lunch and speed networking

Plenary sessions Corporate renewable energy sourcing trends

Coffee break & 1-2-1 networking

Roundtables Country briefings

Networking drinks reception

Exclusive dinner at the M64 Restaurant



DAY 2
WEDNESDAY
22 MAY

CHOOSING RENEWABLE ELECTRICITY: PRACTICAL DISCUSSIONS

Industry workshops

- Handling risks
- Energy efficiency
- Corporate PPAs
- Onsite generation

Lunch & 1-2-1 networking

Plenary sessions The renewable energy business case

Coffee break & 1-2-1 networking

Plenary sessions Financing mechanisms and next steps

End of the conference

CES EUROPE SPEAKERS INCLUDE



JUAN PABLO DELGADO

GLOBAL CATEGORY MANAGER ENERGY & FACILITIES
TELEFONICA



MARC OMAN

SENIOR LEAD, ENERGY & INFRASTRUCTURE
GOOGLE



MARY CURTISS

GLOBAL HEAD OF ENERGY AND SUSTAINABILITY
HP Inc



HANNES MAC NULTY

Co-CHAIR, INDUSTRIAL ENERGY EFFICIENCY TASK FORCE
UNITED NATIONS ECONOMIC COMMISSION FOR EUROPE



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HEAD ENVIRONMENTAL SUSTAINABILITY
GLAXOSMITHKLINE PLC



ROBERT WILLIAMS

GENERAL MANAGER PROCUREMENT
BT PLC



HELEN DEWHURST

CORPORATE SUSTAINABILITY ASSOCIATE
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ROMAIN TALAGRAND

SECTOR HEAD – POWER & RENEWABLE ENERGY FINANCING SOLUTIONS
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FOUNDER AND MANAGING DIRECTOR
MAYCROFT



MERVE GÜNGÖR

ASIA & NORTH AFRICA LIAISON COORDINATOR
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CHRIS BOWDEN

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BUSINESS DEVELOPMENT
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SYLVIE PERRIN

DIRECTOR
LA PLATEFORME VERTE



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PROCUREMENT SPECIALIST
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PIERRE-ANTOINE MACHELON

HEAD OF RENEWABLES INVESTMENT STRATEGY
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HEAD OF ENERGY, NETWORKS & UTILITIES
DEKABANK



DIRK VAN EVERCOOREN

PRESIDENT
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BODIES**



JEROME DEFLESSELLES

CO-HEAD POWER
**SOCIETE GENERALE
INVESTMENT BANKING**



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KINGFISHER



SIMON PICKETT

INVESTMENT DIRECTOR
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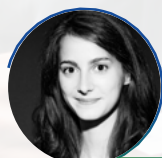
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MARION LABATUT

DIRECTOR - POLICY ISSUES
EURELECTRIC



IVAN DEBAY

CHIEF EXECUTIVE OFFICER
ORIGO



PIERRE-ALBERT LANGLOIS

HEAD OF ECONOMY, OPERATION AND LEGAL
AFFAIRS **FRANCE ENERGIE
EOLIENNE - FEE**



MARIO PAVLOVIC

ORIGIN PRODUCT OWNER
ENERGY WEB FOUNDATION



THOMAS HILLIG

MANAGING DIRECTOR **THEENERGY | DR.**
**THOMAS HILLIG ENERGY
CONSULTING**



NEKTARIA KARAKATSANI

MEMBER OF THE BOARD **REGULATORY
AUTHORITY FOR ENERGY
(RAE)**



ANDOR SAVELKOULS

HEAD OF ENERGY SOURCING FOR EMEA
AIR PRODUCTS



CES EUROPE SPEAKERS INCLUDE



DAVID FILLON MANUFACTURING
SUPPORT & DEVELOPMENT GENERAL
MANAGER **TOYOTA MOTOR**
MANUFACTURING FRANCE



BERTRAND CHARMAISON
DIRECTOR – GREEN POWER FOR CORPORATES
ENGIE GLOBAL ENERGY
MANAGEMENT



SIMONA RENS ADVISOR ENERGY
AND ENVIRONMENT **ROYAL DANISH**
EMBASSY, BERLIN – THE
TRADE COUNCIL



SENIOR REPRESENTATIVE
ENEL GREEN POWER



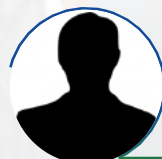
CAROLINE BRUN ELLEFSEN
GLOBAL HEAD INSTATRUST, ENERGY
DNV GL



LARS MECKENSTOCK
DIRECTOR ASSET COMMERCIALIZATION
E.ON



JAMES LEWIS
DIRECTOR
INTERNATIONAL
CLEANTECH



LUCIEN J.W. WIEGERS
DIRECTOR, HEAD OF TRADING, ASSET &
PORTFOLIO MGT
ENECO ENERGY TRADE

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AT CES EUROPE, PLEASE CONTACT:



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WE ALSO HAVE PRE-EVENT INSIGHTS!

Check out the CES EUROPE website for:



EXCLUSIVE SPEAKER INTERVIEWS



IN-DEPTH REPORTS

SPECIALIST WEBINARS



09:00 - 12:30

Masterclass: Understanding PPAs as a corporate

Corporate PPAs are getting more and more attraction with the realisation that they are appealing to solutions for the corporate sourcing of renewable electricity, notably allowing lower and fixed price. This free pre-event workshop is designed for corporates to develop their basic knowledge of PPAs and their implications and processes.

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KASPER WALET FOUNDER AND MANAGING DIRECTOR **MAYCROFT**

Who is it for?

Corporate energy managers looking to familiarise themselves with corporate PPA processes.

What will you learn?

- Understand what a Power Purchase Agreement is
- Find out more about the different types of corporate PPAs
- Learn about the economics of a PPA
- Hear about how to assess risks, and how to mitigate them
- Get an understanding of how to negotiate a corporate PPA

09:00 - 09:05 - Organiser's welcome

09:05 - 09:15 - Chairperson's opening remarks

09:15 - 09:35

Opening keynote address: Active sourcing of clean energy – Empowering consumers

Since the Paris Agreement wake-up call, consumers around the world increasingly demand sustainability measures from their suppliers and retailers. This, together with the dropping costs of renewable energy technology, has driven corporates and industrials to become more proactive to achieve 100% electricity within their operations. In the energy industry – like in most industries – consumers are taking more and more initiatives and making more active choices to help the global effort to tackle climate change while growing their business.



09:35 - 10:30

Leaders' debate: Corporate sustainability as the new norm

In the recent years, corporations around the world have shown increasing leadership in driving sustainability both internally and to influence wider society.

- What are the factors for corporates to develop sustainability strategies?
- What is the impact of the growing corporate sustainability trend?
- Does wider society influence corporations or the reverse?



10:30 - 11:10 - Coffee break and 1-2-1 networking opportunities

11:10 - 11:30

A dive into the most popular corporate renewables sourcing model - production for self-consumption

With an estimated 165 TWh of global corporate sourcing of renewable electricity in 2017, self-generation is the most common option for corporates to ensure their electricity is renewable.

- What are the advantages of self-generation?
- What are the challenges for corporates willing to start self-generating their electricity?
- How does this tie in with co-generation?
- What does this trend mean for traditional energy players?



11:10 - 11:40

Innovation focus: Digitalisation for simplified processes

MARIO PAVLOVIC ORIGIN PRODUCT OWNER **ENERGY WEB FOUNDATION**

11:40 - 12:30

What are renewable energy certificates, and why are they the second preferred corporate sourcing option?

130 TWh of corporate renewable electricity was sourced through unbundled energy attribute certificates (EACs) in 2017.

- What are the different sorts of renewable energy certificates?
- What are the pros and cons of buying certificates?
- How can certificates be combined with corporate PPAs, and what are the benefits?

MERVE GÜNGÖR ASIA & NORTH AFRICA LIAISON COORDINATOR
EKOENERGY

PIERRE-ALBERT LANGLOIS HEAD OF ECONOMY, OPERATION AND LEGAL AFFAIRS **FRANCE ENERGIE EOLIENNE - FEE**

IVAN DEBAY CHIEF EXECUTIVE OFFICER **ORIGO**

12:30 - 13:00 - Speed networking session

13:00 - 14:15 - Lunch and 1-2-1 networking opportunities

14:15 - 15:20

C-Suite panel: Energy leapfrog - New market entrants and shifting business models

The whole energy industry is changing rapidly as it evolves to a decentralised, digitalised and cleaner system. What are the new business models, and what do the new and future energy landscapes look like?

- Find out about the overall impact of corporations taking a more active role in buying renewable energy
- Hear from industry leaders how corporates can go farther than the 100% electricity target
- Learn about the role of retailers in ensuring their whole supply chain is involved in renewable electricity efforts
- Understand the creation of new market competition between actors from different sectors, due to a shift of business models

THOMAS HILLIG MANAGING DIRECTOR **THEENERGY**

MARC OMAN SENIOR LEAD, ENERGY & INFRASTRUCTURE **GOOGLE**

JUAN PABLO DELGADO GLOBAL CATEGORY MANAGER ENERGY & FACILITIES **TELEFONICA**

MARY CURTISS GLOBAL HEAD OF ENERGY AND SUSTAINABILITY **HP INC**

TOR-OVE HORSTAD SENIOR VICE PRESIDENT AND HEAD OF COMMERCIAL ENERGY **NORSK HYDRO**

LUCIEN J.W. WIEGERS DIRECTOR, HEAD OF TRADING, ASSET & PORTFOLIO MGT **ENECO ENERGY TRADE**

15:20 - 15:40

Case-study: Success story – Reaching 100% renewable electricity and beyond

A global corporation whose operations are now powered by 100% renewable electricity explains how they have achieved this target, and what they are doing to take their organisation to the next stage to fight global warming.

SENIOR REPRESENTATIVE **THE LEGO GROUP**

15:40 - 16:00

Expert Interview: EU leadership in creating an enabling environment – What is being done?

What is the European Union doing to facilitate corporate sourcing and the procurement of renewable energy?

- What is the Renewable Energy Directive II and how will it impact European markets?
- How is the EU supporting national governments to implement regulations and policies?
- How can interconnection be improved between countries to enable cross-border transactions?



16:00 - 16:35 - Coffee break and 1-2-1 networking opportunities

16:35-18:00

Roundtables: Different country, different rules – A dive into key EU national markets

Find out about the specifics of different promising European markets, understand the policy frameworks and regulations and what their impacts are on national and European electricity markets.

Regional tables:

France - Germany - Spain - Poland - United Kingdom - EU and cross-border - Eastern Europe

Spend 25 minutes at the three tables of your choice – hear from an expert roundtable host and take part in an interactive discussion with 25 other attendees.

ANDRZEJ KAŹMIERSKI DIRECTOR OF RENEWABLE ENERGY
DEPARTMENT **MINISTRY OF ENERGY, POLAND**

ALEXANDRE SOROKO BUSINESS DEVELOPMENT **UNIPER FRANCE**

GRAEME BROWNLIE PROCUREMENT SPECIALIST **VODAFONE**

SENIOR REPRESENTATIVE **ENGIE**

DIRK VAN EVERCOOREN PRESIDENT **ASSOCIATION OF ISSUING BODIES**

CAROLE MATHIEU, HEAD OF EU ENERGY AND CLIMATE POLICIES,
INSTITUT FRANCAIS DES RELATIONS INTERNATIONALES

18:00 - 19:30 - Drinks reception and 1-2-1 networking opportunities

19:30 - 22:00 - Exclusive VIP Dinner at the M64 Restaurant



22:00 - End of day 1 of CES Europe

08:30 - 12:00

Industry workshops: Closing the education gap to accelerate corporate renewable electricity uptake

New players are entering the energy business – driving the creation of new types of partnerships, and business deals. Industry stakeholders all need to understand each other better, and to educate themselves about the different solutions that already exist to encourage corporate sourcing of renewable energy.

08:30 1. Handling risks

Assessing, understanding and mitigating the new risks organisations face in the young market of clean energy sourcing.

2. Corporate PPA 101

Learn about PPA processes and how to navigate the hurdles of a long-term contract.

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10:00 Coffee break and 1-2-1 networking opportunities

10:30 3. Energy efficiency

Understanding energy efficiency solutions and hear about best practice in overall energy management to reduce consumption and emissions.

4. Onsite generation

When is onsite generation the right solution to power operations with renewable electricity? What are the key factors to be aware of?

Sign up to one of the expert-led workshops on the topic that is most relevant to your business. Take part in an interactive and informative session in a intimate roundtable set-up.

ALEXIS MANUEL RENEWABLES BUSINESS LINE MANAGER **SOLVAY**

ROBERT WILLIAMS GENERAL MANAGER, PROCUREMENT **BT PLC**

JEREMY PARSONS HEAD OF SUSTAINABLE ENERGY AND RENEWABLES **KINGFISHER**

HANNES MAC NULTY CO-CHAIR, INDUSTRIAL ENERGY EFFICIENCY TASK FORCE **UNITED NATIONS ECONOMIC COMMISSION FOR EUROPE**



12:00 - 13:15 - Lunch and 1-2-1 networking opportunities

13:15 - 14:10

Panel discussion: Building a business case – Analysing risks and choose adequate clean energy sourcing solutions

In a growing market – with new players and different rules – it is crucial that all parties understand the new risks they are exposed to, to be able to choose the adapted solutions.

- Can corporate PPAs eventually be applied everywhere? What are the best solutions for each case?
- Case-study from a global corporation with activities across the world; choosing the right solution
- How to create the right partnerships and collaborations to understand and mitigate risks?
- What is needed to stay aware of existing solutions and to drive innovation?
- How can corporates ensure that the solutions they choose are also the right ones for the grid?
- How can corporates mitigate price fluctuation risk, and what are the other relevant risks?

MARION LABATUT DIRECTOR – POLICY ISSUES **EURELECTRIC**

HELEN DEWHURST CORPORATE SUSTAINABILITY ASSOCIATE **BLOOMBERG NEW ENERGY FINANCE**

SIM VAN DER LINDE PROJECT DIRECTOR RENEWABLE ENERGY **DSM**

PIERRE-ANTOINE MACHELON HEAD OF RENEWABLES INVESTMENT STRATEGY **EIFFEL INVESTMENT GROUP**

SIMON PICKETT INVESTMENT DIRECTOR **OCTOPUS INVESTMENTS**

ANDOR SAVELKOULS HEAD OF ENERGY SOURCING FOR EMEA **AIR PRODUCTS**

14:10 - 14:30

Fire-side chat: Scaling up – How can small and medium businesses become big leaders?

Fire-side chat: Scaling up – How can small and medium businesses become big leaders?

Now that large corporations are leading the way in terms of active renewable energy sourcing, the movement needs to scale up and broaden to include other companies.

- Corporate PPAs are currently only a good fit for very large companies, how can this be adapted? Is standardisation the way forward?
- Are corporate PPAs really the answer, or merely an ephemeral trend? Should innovation efforts be focusing on other solutions?
- What is the role of aggregation and intermediation in helping involving smaller corporates?

CHRIS BOWDEN MANAGING DIRECTOR **SQUEAKY ENERGY**

MARIE CHRISTINE BLUETT HEAD OF RENEWABLES PORTFOLIO
MANAGEMENT **SOUTHPOLE GROUP**

14:30 - 15:00 - Coffee break and 1-2-1 networking opportunities

15:00 - 15:50

Panel discussion: Financing solutions for renewable energy projects

A recurring challenge is securing finance to build and maintain projects. It is crucial for all parties to understand the mechanisms and solutions that exist, but also for investors and banks to keep innovating to create solutions that reflect the state of the market.

- Understand the bank's point of view in financing projects and corporate PPAs
- Find out about the different financing solutions
- Learn more about what makes a project bankable
- Discuss with investors the financial innovation needed to support corporate renewable energy sourcing

SYLVIE PERRIN PARTNER **DE GAULLE FLEURANCE & ASSOCIÉS**

CARLOS REY MICOLAU DIRECTOR **FORESIGHT GROUP**

ROMAIN TALAGRAND SECTOR HEAD – POWER & RENEWABLE ENERGY
FINANCING SOLUTIONS **BNP PARIBAS**

JEROME DEFLESSELLES CO-HEAD POWER **SOCIETE GENERALE**
INVESTMENT BANKING

ALEXANDER OPPENHÄUSER HEAD OF ENERGY, NETWORKS &
UTILITIES **DEKABANK**

JULIA PRESCOT CHIEF STRATEGY **MERIDIAM**

15:50 - 16:00

Polling session: What does the industry think?

After two days of workshops and high-level debate around corporate sourcing of renewable energy, attendees will all get the chance to express their views on the current trends. This is a good way to know what the rest of the industry think, and maybe to find out where the next business opportunity lies! Get your app ready and vote with the rest of the participants!



CES EUROPE PROGRAMME

DAY 2
WEDNESDAY
22 MAY

16:00 - 16:50

High-level closing discussion: Next steps – What is to come and what needs to happen?

A debate between industry leaders on what needs to happen in 2019 to bring corporate renewable energy to the next stage.

- Discussing upcoming corporate energy trends for the year to come
- Establishing what corporates and energy leaders need to focus on to reach 100% renewable electricity and beyond
- Setting an integrated and comprehensive corporate sustainability strategy
- Getting ready for future challenges and a changing global context

JEAN-PIERRE RICHE PRESIDENT **ORYGEEEN INSTITUTE**

CLAIRE LUND HEAD ENVIRONMENTAL SUSTAINABILITY
GLAXOSMITHKLINE PLC

DAVID FILLON MANUFACTURING SUPPORT & DEVELOPMENT GENERAL
MANAGER **TOYOTA MOTOR MANUFACTURING FRANCE**

16:50 - 17:05

Closing keynote address

17:05 - 17:15 - Chairperson's closing address

17:15 - End of Corporate Energy Series Europe



“ Our energy efficiency, **RENEWABLE ENERGY AND EMISSIONS REDUCTIONS OBJECTIVES**

FOR 2015-2020 are not only compatible with the expansion of the network and quality of service, but will also help us to be more competitive”.

JUAN PABLO DELGADO,

GLOBAL CATEGORY MANAGER ENERGY & FACILITIES, **TELEFONICA**

IF YOU ARE INTERESTED IN SPEAKING
AT CES EUROPE, PLEASE CONTACT:



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EXPERIENCE CORPORATE ENERGY SERIES EUROPE



ATTEND CES EUROPE AS A DELEGATE

WHY ATTEND?

- **Network and create business** with corporate energy managers and decision-makers across the whole value chain!
- **Get access to CES Europe's networking event app**, and set up meetings before, during and after the event!
- **Keep up to speed with a fast evolving market**, and make sure your organization is playing its role in the transition to a 100% electricity system!

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26TH APRIL
2019

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HEAD OF DELEGATE SALES

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MEET THE CES EUROPE TEAM



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OUTSTANDING VENUE

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