

# Agenda at a glance

11th Edition



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## 23rd February 2026 - Pre-Conference World Cafés

Australia Café

Canada Café

## 24th February 2026 - Main Conference Day One

### Plenary Keynotes

### Country Focused Round Tables

#### Stream One:

Routes to Market:  
Financially and  
Bankability

#### Stream Two:

Data Centres, AI &  
Demand Growth

#### Stream Three:

M&A, Valuations &  
Market Consolidation

#### Stream Four:

Grid Connection  
Reform, Bottlenecks  
and Market Design

#### Stream Five:

Executive Workshops

Networking Drinks, Gala Dinners & After-Party

## 25th February 2026 - Main Conference Day Two

### 5KM Fun Run

#### Stream One:

Optimisation, Trading  
and Revenue Stacking

#### Stream Two:

European Market  
Comparisons

#### Stream Three:

Supply Chain Risk and  
Critical Minerals

#### Stream Four:

Safety, Fire Risk and  
Critical Infrastructure

#### Stream Five:

Executive Workshops

Happy Hour and Close of Conference



# Pre Conference World Cafés

## Monday 23rd February 2026

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13:00 – 17:00

### Australia Café

13:00 - 13:30

#### Welcome to the Australia Cafe: Scene Setting & Market Context

Join this exclusive workshop exploring Australia's rapidly evolving energy storage landscape in 2026. As one of the world's most dynamic energy storage markets, Australia continues to present exceptional opportunities for European investors and developers seeking diversification and growth.

- Opening remarks and participant introductions
- Why is Australia one of the fastest-growing energy storage markets globally?
- What are the key policy developments and Australia's investment implications for 2026 and beyond?
- Where are international developers and financiers focusing on within the Australian market?
- Are there any noteworthy updates from 2025?
- Audience Q&A

**Sam Lowe**, Senior Counsellor for Climate Change, Energy and Resources, Department of Climate Change, Energy, **Environment and Water (DCCEEW)**



13:00 – 15:00

### Canada Café

13:00 – 13:15

#### Welcome and Scene Setting – Canada's Energy Storage Moment

This closed-door workshop, hosted by Energy Storage Canada, the country's leading voice for the energy storage industry, will provide a platform for international and domestic players to explore how to build bankable energy storage portfolios in Canada. Operating under Chatham House Rules, the session will offer valuable insights into:

Why Canada is emerging as a global leader in energy storage. With its ambitious net-zero commitment by 2050, Canada is creating a robust market for energy storage solutions.

- Why Canada is emerging as a global leader in energy storage. With its ambitious net-zero commitment by 2050, Canada is creating a robust market for energy storage solutions.
- What are the key opportunities available? From Ontario's 2,500 MW LT1 procurement to Alberta's deregulated market and federal incentives like the Clean Technology Investment Tax Credit, there are significant growth opportunities across the country.
- Where are the international developers and investors focusing their efforts in Canada? What have been the biggest successes and challenges in navigating Canada's energy storage landscape?

As the host, Energy Storage Canada will bring its unparalleled expertise and industry connections to ensure participants gain actionable insights and meaningful connections to navigate Canada's rapidly evolving energy storage market. This session will set the stage for a deeper exploration of the drivers, opportunities, and strategies shaping this dynamic sector.

**Leone Benson-King**, Vice-President, Corporate Services, **Energy Storage Canada**



# Pre Conference World Cafés

## Monday 23rd February 2026

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13:00 – 17:00

### Australia Café

13:30 – 14:30

#### State Spotlight Presentations

Representatives from the Victorian, Western Australian, and South Australian state Governments will provide a short 10-minute presentation focused on:

- What do state-specific investment incentives and support programs look like?
- Are there regional grid requirements, and what do storage opportunities entail?
- What planning and approval processes are in place for international developers?
- What do success stories and lessons learned from recent projects look like within our states?

This session will conclude with a group Q&A following the final presentation.

**Moderator: Julianne Davis**, Director, Investment UK & Ireland, **Australian Trade & Investment Commission (Austrade)**

**David Burrows**, Senior Trade & Investment Manager, Government of Western Australia European Office, **Government of Western Australia**

**Michael Benson**, Investment Director, **Government of Victoria**

**Henry Lawton**, Investment Director (UK & Europe), **Government of South Australia**

14:30 – 14:45

#### Networking Break



13:00 – 15:00

### Canada Café

13:15 – 14:00

#### Regional Strategies for Advancing Energy Storage in Canada

- How is Ontario leading in energy storage adoption through initiatives like the LT1 RFP, and what makes it a frontrunner in structured tenders and capacity procurement?
- What strategies is Alberta employing to address peak demand challenges in its deregulated market, and how are ancillary services and market-driven solutions evolving?
- How is British Columbia leveraging hybrid storage solutions with hydroelectric resources, and what are the key challenges around grid integration and project scalability?
- In provinces like Quebec and Nova Scotia, how is storage balancing renewable energy shares, and what opportunities exist for supporting industrial growth and grid modernization?

**Moderator: Leone Benson-King**, Vice-President, Corporate Services, **Energy Storage Canada**

**Matt Harper**, President & Co-Founder, **Invinity Systems**

**Sean Maddison**, General Manager Commercial Operations, **e-STORAGE**

14:00 – 14:15

#### Networking Break





# Pre Conference World Cafés

## Monday 23rd February 2026

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13:00 – 17:00

### Australia Café

14:45 – 15:00

#### Industry Update: What is Happening within the Australian Market in 2026 and Beyond?

Senior Representative, **Modo Energy**

15:00 – 15:45

#### The Australian Investment Reality Check

- What is the current investment landscape and capital availability within Australia?
- What are the risk assessment and mitigation strategies for international investors?
- How can revenue stacking opportunities across different storage applications?
- What are the regulatory compliance and operational considerations, particularly cross-border considerations?
- What do market entry strategies for European developers look like, and how can these be utilised?

Moderated by **Molly Green**, Senior Reporter – UK Lead, **Solar Media**

**Daniel Burrows**, CEO, **Eku Energy**

**Rosalind Smith-Maxwell**, Senior Director, **Quinbrook**

Senior Executive, **UBS**

13:00 – 15:00

### Canada Café

14:15 – 14:30

#### From Vision to Viability: Making Utility Scale Storage Bankable in Canada

- How international investors view Canada's energy storage market?
- What are the practical challenges with permitting, grid connection, and dispatch rules the industry learns from first movers?
- What assumptions in financial models have held up in real operations?
- How Canada compares to other markets like the US, Australia, and Europe in terms of risk and return?

**Sarah Griffiths**, VP of Government & Regulatory Affairs, **Hydrostor**

14:30 – 15:00

#### Networking Roundtables: Turning Insights into Action

Participate in one of several themed roundtables, each designed to address critical aspects of Canada's energy storage market. Select the topic most relevant to your strategy and engage in focused discussions led by industry experts.

- **First Project Strategy:** For developers and IPPs navigating their first Canadian storage project, this roundtable will provide practical guidance and insights
- **Provincial Deep Dive:** Explore opportunities in one or two provinces with the most promising storage potential
- **Capital and Partnership Models:** Discuss how international funds, domestic banks, and strategic investors can structure joint ventures and platforms
- **Technology and Delivery Risk:** Examine warranty, degradation, safety, and performance challenges unique to Canadian conditions

**Sean Maddison**, General Manager Commercial Operations, **e-STORAGE**

**Sarah Griffiths**, VP of Government & Regulatory Affairs, **Hydrostor**

**Matt Harper**, President & Co-Founder, **Invinity Systems**

**Leone Benson-King**, Vice-President, Corporate Services, **Energy Storage Canada**



# Main Conference Day One

## Tuesday 24th February 2026

11th Edition



**Energy  
Storage**  
SUMMIT 2026

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**Envision**

08:00 – 08:45

### Registration & Refreshments

08:45 – 08:50

### Welcome Address from Solar Media

**Andy Colthorpe**, Editor - *Energy Storage News*, **Solar Media**

08:50 – 08:55

### Opening Address from Envision Energy

**Safia Limousin**, Executive Vice President, Strategic Development & Innovation, **Envision Energy**



08:55 – 09:25

### Keynote Interview: A Tale of the TSO: The Vital Role of Storage

Gerard Reid and Laurent Segalen, co-hosts of the Redefining Energy podcast, unpick the vital contribution that storage is making to power markets. They will discuss how storage is being procured, the role it plays in supporting grid resilience, and the market frameworks being developed to attract investment at scale.

Moderators: **Gerard Reid**, Co-Host, **Redefining Energy**

**Laurent Segalen**, Co-Host, **Redefining Energy**

**Salvatore De Carlo**, Head of System Strategy and Positioning, **Terna SpA**

09:25 – 09:40

### Powering Hyperscalers, Protecting Grid Stability, The Envision Approach

**Dr. Kotub Uddin**, CTO of Energy Storage, **Envision Energy / AESC**



09:40 – 09:55

### Ukraine's Power Market and the Role of BESS

- How Ukraine's power system has adapted under extreme operational stress, including system balancing, cross border coordination, and emergency market measures
- The evolving role of battery energy storage in Ukraine, supporting frequency control, system stability, renewable integration, and rapid response capacity
- Recent legislative and regulatory updates for BESS in Ukraine, including asset classification, market participation rights, and alignment with EU energy frameworks
- How the Ukrainian electricity market is functioning in practice, with real world examples of balancing operations, flexibility procurement, and price signals under constrained conditions

**Serhii Nahorniak**, Head of the Subcommittee on Energy Saving and Energy Efficiency, Committee on Energy, Housing and Utility Services, **People's Deputy of Ukraine**

**Wenyan Sharp**, Deputy Regional Director, **SolaX Power**



# Main Conference Day One

## Tuesday 24th February 2026

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09:55 - 10:10

### Batterization of Ukraine: Rapid Deployment of 200 MW Shield

- Why Ukraine deployed large-scale storage during active conflict, and what system pressures forced action
- How DTEK and Fluence delivered a fully remote-commissioned project under wartime constraints
- What a 6-7 month build cycle reveals about compressed delivery, approvals and execution discipline
- What early operational data shows from 3-4 months of live dispatch on a stressed national grid
- Lessons for developers, system operators and investors on rapid deployment, remote design and resilience-led storage strategy

**Vadym Utkin**, Advisor to the CEO, **DTEK Renewables**

10:10 – 10:25

### Going Global: What New Power Markets Reveal About Europe's Future

**Ed Porter**, Director of Industry, **Modo**

10:25 - 10:40

### Driving Sustainable Compliance: Sunwoda Digital Battery Passport and Supply Chain Compliance Solution

Since August 18, 2025, the EU's new Battery Regulation (EU) 2023/1542 has come into full force. This regulation sets higher requirements for the full lifecycle management of batteries and the compliance of upstream and downstream supply chains. Against this backdrop, Sunwoda, adhering to the philosophy of "driving the development of the new energy industry through innovation" and deeply practicing the LEAP sustainable development goals, has independently developed a digital battery passport platform and built a supply chain compliance management solution, helping to achieve the strategic goal of green and compliant global expansion of battery products.

- Core requirements and challenges under the EU's new Battery Regulation
- Sunwoda's self-developed Digital Battery Passport Platform and the supporting supply chain compliance management solution, based on the pilot case of Sunwoda's 261 Energy Storage Outdoor Cabinet
- The follow-up construction plan, implementation timeline and key milestones of Sunwoda's Digital Battery Passport Platform and supply chain compliance system

**Vicente Aguilar Camps**, EU Sales Technical Director, **Sunwoda ESS**

**SUNWODA**

10:40 - 10:55

### Manufactured Locally. Bankable Globally.

- Local/nearshore manufacturing strengthens resilience: shorter lead times, reduced logistics/geopolitical exposure, and faster spare-parts access
- Bankability that unlocks financing (incl. leasing): robust QA/QC, testing, and traceability that reduce technical risk and support leasing and other structured finance solutions
- Serviceability protects revenues: long-term warranties, lifecycle support, O&M readiness, and rapid response to safeguard performance over time
- Vertical integration reduces interface risk: manufacturer + EPC under one umbrella means clearer accountability, smoother commissioning, and more predictable delivery

**Ruben Valiente** Speaker at Energy Storage Summit 2026 **Ruben Valiente**, Managing Director, **Maxxen**

**maxxen**

10:55 – 11:30

### Refreshments & Networking Break

11:30 – 11:45

### Sungrow ESS: Powering Innovation and Beyond

PowerTitan 3.0 is coming to Europe. This innovation highlights the advantages of AC Block design, the industry's 1st mass productive 600Ah+ laminated battery cells, SiC (Silicon Carbide) PCS, and intelligent management features. With even more flexibility, it can serve all project requirements with excellence.

**James Li**, Vice President, **Sungrow Europe**

**SUNGROW**  
Clean power for all



# Main Conference Day One

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11:45 – 12:25

### Shaping Bankable Storage: Market-Tested Insights

- How are developers, OEMs and asset owners can shape projects to meet the expectations of larger investors and lenders?
- How scale, standardisation and bankability are evolving in storage, and deal structures are gaining traction across Europe
- Project sizes, revenue models and risk profiles that can unlock debt and equity
- How developers can present portfolios, hybrid assets and long-term service strategies in ways that speak to infra capital
- What today's lenders are asking for on tenor, counterparties and operational guarantees, and how the sector can respond

Moderator: **John Leonti**, Partner, **Troutman Pepper Locke**

**Ruben Valiente**, Managing Director, **Maxeen**

**Semih Oztrevces**, Chief Commercial Officer (BESS), **Zenobē**

**Erik Stromso**, CEO, **BW ESS**

**Henry Xu**, Head of UK, Energy Storage, **Sungrow**

**Eliano Russo**, CEO Italy, **Zelevra**

12:25 – 12:40

### The Brains Behind the Batteries: Future-Proofing BESS Assets

Battery Energy Storage Systems (BESS) offer unmatched flexibility at grid scale, but this potential is only realised when supported by advanced control systems. As generation and consumption patterns evolve, so too must the strategies that underpin grid reliability. Modular Power Plant Controller (PPC) design accelerates deployment, enhances performance, and future-proofs assets. We'll examine how a modular PPC enables the rapid integration of new grid compliance functions, including virtual inertia and fast frequency response, helping BESS asset owners be the first to benefit from regulatory and market shifts.

**Raymond Walsh**, General Manager, Energy Storage PM, AFEU and UK Managing Director, **Wärtsilä Energy Storage**



12:40 – 12:55

### From Capital to Capacity: Enabling the Next Generation of BESS Projects

This session explores the collaboration between Trina Storage and Gore Street Capital to bring together long-term capital, technology, and execution expertise in support of the next generation of BESS projects.

**Alicja Kowalewska-Montfort**, Managing Director Energy Storage, **Gore Street Capital**

**Gabriele Buccini**, Head of Energy Storage, **Trina Storage**



12:55 – 13:10

### Update from the IEA

**Araceli Fernandez Pales**, Head of Technology Innovation Unit, **IEA**

13:00 – 14:00

Lunch Break

11:45 – 13:00

### European Country-Focus Round Tables

Attendees will have an opportunity to join a round table of their choice, focused on a specific European storage market.

- United Kingdom
- Republic of Ireland [Bobby Smith]
- Spain [Jose Donoso]
- Italy [Alfredo Pantini]
- Romania
- Germany
- Poland [Barbara Adamska and Maciej Szambelanczyk]
- Netherlands [Koen Broess]

Moderator: **Jacopo Tosoni**, Deputy Secretary General, **Energy Storage Europe**

**Barbara Adamska**, CEO, **Polish Energy Storage Association (PSME)**

**Maciej Szambelanczyk**, Board Advisor, **Polish Energy Storage Association (PSME)**

**Bobby Smith**, Head, **Energy Storage Ireland**

**Jose Donoso**, President, **UNEF**

**Koen Broess**, Member, **Energy Storage NL (ESNL)**

**Alfredo Pantini**, Engineering and Business Development Manager, Italy, **Telis Energy**





# Main Conference Day One

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### STREAM ONE

#### Routes to Market, Financing and Bankability

14:00 – 14:15

##### From Grid to Glory - How to Successfully Commission Battery Storage and Avoid Mistakes



In this presentation, Daniel Crotzer, CEO of Fractal EMS will provide a comprehensive overview of the battery storage commissioning process, from mechanical completion to COD, while highlighting pitfalls and best practices.

**Daniel Crotzer**, CEO, **Fractal EMS**

### STREAM TWO

#### Data Centres, AI & Demand Growth

14:00 – 14:40

##### Rising to the Challenge: Enabling Data Centres to Deploy at Scale in the UK & Europe

- With power consumption estimated to reach 1,000 TWh by 2026 alone, what key challenges are users coming up against now – keeping up with demand, grid constraints, or procurement expertise?
- Data indicates a regional shift in data centre growth with much capacity located outside of traditional hubs - where do users see the future build-out happening?
- What are the challenges and opportunities on this in terms of connectivity, load balancing, and co-benefits?
- How can providers overcome the disconnect between market expectations and deliverability, and how is the storage industry best positioned to solve some of these bottlenecks?

Moderator: **Keith Breed**, Associate Director, Europe Data Centre Solutions Consulting, **CBRE**  
**Nicolette Salazar**, Procurement Pricing Manager, **National Grid**

**Astrid Wynne**, Head of Sustainability, **AI & Automation Techbuyer Europe**

**Brenden Rawle**, Senior Director, **Equinix**

**Ana Gorgyan**, Executive Director of Engineering, **Independent Power Corporation PLC**

### STREAM THREE

#### M&A, Valuations & Market Consolidation

14:00 – 14:40

##### M&A Market: How Attractive is BESS Right Now?

- With a slight downturn in the M&A market for energy storage across multiple markets, trends suggest markets are maturing quickly.
- Why is M&A slowing down? Financing complexities, market saturation or lack of revenue clarity?
- Do investors of 2025/26 have a preference to acquire operational assets, or do they prefer to have a stake in their development?
- Examining the trends of whether acquiring development platforms or portfolio businesses vs. high-value acquisitions is preferred by investors

Moderator: **Tom Strickland**, Partner, **Cameron Barney LLP**

**Nadiya Vargola**, Head of BESS Business Development, **Alpiq**

**James Taggart**, Head of Corporate Development, **Eelpower Energy**

**Ariane Brunel**, Investment Director, **Triple Point**

**Heather Offord**, Investment Director, **Eku Energy**

### STREAM FOUR

#### Grid Connection Reform, Bottlenecks and Market Design

14:00 – 14:15

##### Mastering Grid Stability & Space: HyperStrong's Proven BESS Solution for Europe's Energy Transition



- Market overview and the pain points
- HyperStrong's utility and C&I solutions. Technology and product innovation
- Proven in practice. Project case study
- HyperStrong's value proposition

**Dr. Stefano G. Alberici**, VP Technology, EMEA / Country Manager South Europe, **HyperStrong**

14:15 – 14:55

##### Market Design Shaping Storage Revenues in Europe

- How new grid codes and connection frameworks are changing project timelines and risk allocation
- How capacity auctions and system service markets (FFR, aFFR, PICASSO) are impacting project revenues
- What developers and investors need from policymakers to unlock the next wave of capacity

Moderator: **Simon Dupond**, Policy Advisor, **SolarPower Europe**

**Eva Zimmermann**, Senior Associate, **Aurora Energy Research**

**Amanda Niklaus**, Global Head of Markets, **Ingrid Capacity**

**Coen Hutters**, Energy Transition Specialist, **RaboResearch**

**Prof Michael Grubb**, Professor of Energy & Climate, **UCL**





# Main Conference Day One

## Tuesday 24th February 2026

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### STREAM ONE

#### Routes to Market, Financing and Bankability

14:15 – 14:55

##### Tolls are Trending, Merchant is Waning: Structuring Bankable Deals in 2026

- What is driving the move toward tolling and hybrid structures, and why has confidence in pure merchant exposure cooled?
- Revenue frameworks that capital providers now view as bankable for multi-hour storage
- How tolling structures distribute risk and stabilise cashflows for investors
- Why tolls have become a standout route-to-market in 2026, and how this differs from earlier cycles
- What emerging tolling providers bring to the table that fixed-price or merchant-only contracts cannot deliver

Moderator: **Louise Dalton**, Partner, **CMS**

**Loic Boniface**, Head of Origination, Western Europe, **BKW AG**

**Maayan As**, Director, **Nofar Energy**

**Isabel Rosriguez**, Managing Director, **Nuveen Global**

**Mark Meyrick**, General Manager, Smart Grid (Powered by Ecotricity), **Ecolibrium**

**Jacob Lloyd**, Managing Director, Specialist Asset & Battery Storage Finance, **Natwest**

### STREAM TWO

#### Data Centres, AI & Demand Growth

14:40 - 14:55

##### Smarter Storage for a Scaling Sector: Using AI and IoT to Unlock Hyperscale Deployment



Hyperscale demand is rising fast, but grid constraints and operational complexity are slowing delivery. This session explores how AI- and IoT-enabled storage digitalisation helps overcome these barriers by bringing clarity, consistency, and control to mixed BESS fleets. We'll unpack how unified monitoring, risk-aware dispatch, and evidence-grade reporting reduce operational risk, strengthen availability, and give investors, insurers, and offtakers the confidence needed to support hyperscale growth.

**Sachit Prakash**, Director, Smart Grid & Storage, **Univers**

14:55 – 15:10

##### AI is Transforming Data Centres, and Straining Power Systems

- Extreme GPU load swings and grid requirements for continuous connection are delaying projects.
- Traditional UPS and BESS solutions are unable to meet the demands of AI-driven data centres.
- EPC Power's agile grid-forming BESS smooths nearly 100% of fluctuations, ensuring uninterrupted operations during faults.
- Protects assets while supporting grid stability.
- Enables faster and more reliable implementation of AI data centres.

**Jyrki Leppanen**, Director, Global Sales, **EPC Power**

### STREAM THREE

#### M&A, Valuations & Market Consolidation

14:40 – 14:55

##### Modular Power for Energy Resilience: Maximizing Energy Value through Omni Adaptability



Utility-scale storage projects face ongoing challenges related to site conditions, power density requirements and compliance with local regulations. This session examines how modular system design can address these constraints, improve project adaptability and support stronger lifecycle performance.

- How can modular hardware and system architecture increase flexibility across different environments, grid conditions and load profiles?
- In what ways does design simplicity improve integration, commissioning and operational stability?
- How do choices made at system design stage influence long-term efficiency, maintenance needs and project returns?
- What role can scalable and policy-aligned system design play in improving deployment timelines and overall asset value?

**Jennifer Zhong** Sales Manager, Nordic & Western Europe, **SINEXCEL Europe**

### STREAM FOUR

#### Grid Connection Reform, Bottlenecks and Market Design

14:55 – 15:10

##### Charging Ahead: How the Current Pace of BESS Adoption Is Reshaping the Risk Landscape



As Battery Energy Storage Systems (BESS) are adopted at an accelerating pace, the risk exposure landscape is evolving.

The rapid deployment of large-scale BESS projects is creating alternative risk profiles, with changing climate factors, fire hazards, and operational demands that create fresh challenges throughout the project lifecycle. Additionally, the surge in BESS adoption is driving increased production, which brings its own set of changing risks. In this presentation, Zurich Resilience Solutions examines how these dynamic factors are reshaping the risk exposure. We will share how we are adapting our advice to address the potential impacts on the resilience of BESS & the local grid network.

**Himmat Sohal**, Sustainable Energy Engineer, **Zurich Resilience Solutions**



# Main Conference Day One

## Tuesday 24th February 2026

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### STREAM ONE

#### Routes to Market, Financing and Bankability

14:55 – 15:10

##### Navigating BESS overbuild in a growing market

- Defining the GB and European BESS requirement
- Analysing saturation risks and revenue impacts
- Modelling downside risks & equity upside
- Structuring a robust investment case & debt financing

**Steven Coppack**, Director, **Timera Energy**



15:10 – 15:40

##### What Separates Survivors from Casualties in Europe's Storage Markets?

- Why many early movers fail to reach commercial operation, and which capabilities, from raising capital to EPC execution and OEM partnerships, determine success
- How investors differentiate between credible platforms and over-extended developers
- The specific risks facing smaller players in markets like Germany, Italy, and Spain and how they can still compete

Moderator: **Michael Mizon**, Director, **Opus**  
**Markus Ovaskainen**, Sales Director, **Merus Power**  
**Andy Willis**, Founder, **Kona Energy**  
**Souvik Sanyal**, Energy Storage Technology Manager - UK & European Markets, **Anesco**

15:40 – 15:55

##### Fireside Chat with Ben Guest



### STREAM TWO

#### Data Centres, AI & Demand Growth

15:10 – 16:10

##### AI, Data Centres, and Storage: Meeting the Load Growth Challenge

- How data centres are prioritising securing grid connectivity
- Can storage provide a reliable alternative to new CCGTs and diesel for powering data centre growth?
- How storage can help operators manage grid access delays, price volatility, and 24/7 renewable supply
- What financing and partnership models (own vs third-party) make storage viable and colocation providers?
- What technical, regulatory, and permitting hurdles must be overcome for storage to be part of the solution?

Moderator: **Pierre-Louis Raust**, Director of Engineering & Procurement, **Power Capital**  
**Søren Juel Hansen**, Director, **Nordic Solar**  
**Panagiota Panagiotakopoulou**, Market Analytics Senior Manager, **National Grid**  
**Agnieszka Szot-Pokrzywka**, Head of Project Management Office, **Greenvolt Power**  
**David Hebert**, Vice President Energy Storage Global Sales Management, **Wärtsilä Energy Storage**  
**James Mitchell**, Decarbonisation Engineer, **Clarke Energy**  
**Brian Knowles**, Sr. Lead, Energy Storage & Flexibility, **Google**  
**Ben Potter**, Chief Operating Officer, Energy Storage as a Service, **Energy Dome**

### STREAM THREE

#### M&A, Valuations & Market Consolidation

14:55 – 15:40

##### Energy Price Volatility and the Storage Business Case in Europe

- How are recent energy price trends in the UK and EU reshaping merchant revenues for storage?
- What forward price curves and volatility assumptions are investors using in 2026?
- How tariffs, carbon pricing, and geopolitical factors are influencing spreads
- Are today's contracts (tolls, floors, PPAs) adequately capturing future price risk — or leaving projects exposed?
- Unpredictable cost curves and the impact of this on the commercialisation of assets

Moderator: **Allison Weis**, Global Head of Energy Storage, Power & Renewables, **Wood Mackenzie**

**Alexa Strobel**, Head of Strategy & Analysis, **Field Energy**

**Dan Moore**, Head of BESS Asset Management, **Root Power**

**Mikel Pino**, Head of Energy Storage Europe, **Exus Renewables**

**Koen Broess**, Member, **Energy Storage NL (ESNL)**

15:40 – 15:55

##### Power Your Data: Battery-Driven Resilience for Modern Data Centers

**Elisa Blasco**, Product Application Engineer, **Power Electronics**



### STREAM FOUR

#### Grid Connection Reform, Bottlenecks and Market Design

15:10 – 15:55

##### The UK's New Market Design: Opportunities for Storage

- After years of consultations around reforms in the grid connection landscape, zonal pricing and market redesign, what are the next steps to enable more deployment in the UK energy storage sector?
- What does the outcome of the REMA process mean for storage opportunities in the UK?
- What would make battery storage a clear and easy investment asset with a clear deployment pipeline for 2026 and beyond?
- What will the reformed national pricing package entail and how will it affect developers plans for projects delivered under CP2030?

Moderator: **Mark Futyan**, Chair, **Arenko**

**Georgina Morris-Rowbottom**, Policy & Public Affairs Lead, **Zenobē**

**Olly Frankland**, Electricity Storage Network Lead, **Regen**

**Mike Ryan**, Commercial Director, **Constantine Energy Storage**

**Simone Sullivan**, Head of Storage, **EDF**

**Paul Manning**, Director, **Novogrid**



# Main Conference Day One

## Tuesday 24th February 2026

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HOST SPONSOR



15:55 – 16:25

### Networking Break & Refreshments

#### STREAM ONE Routes to Market, Financing and Bankability

16:25 – 16:40

##### Opportunities and Challenges of Power Systems with High Penetration of Renewable Energy



- How rising shares of variable renewables affect system stability, inertia and fault recovery
- Operational challenges created by greater intermittency and uncertainty across the grid
- The role of power electronics and what shifts in grid dynamics mean for system operators
- Barriers to large scale deployment, including high storage costs, evolving policy frameworks and immature market mechanisms
- Why data security, interoperability and cross sector coordination are becoming core system risks
- Where grid forming PCS strengthens system stability, and what gaps remain
- How NR's NR ISGrid solution integrates power system engineering with power electronics and what has been demonstrated across more than 100 validated projects

**Dong Shen**, Product Manager, BESS, **NR Electric Co.**

#### STREAM TWO Data Centres, AI & Demand Growth

16:25 – 16:40

##### Powering the AI Revolution: How Energy Storage is Enabling the Next Wave of Data Centre Growth



As artificial intelligence accelerates into every sector, data centres are facing an unprecedented surge in power demand. This presentation explores how the convergence of AI, hyper-scale computing, and energy infrastructure is reshaping electricity consumption and grid dynamics across the UK and Europe.

- Attendees will gain insights into how Battery Energy Storage Systems (BESS) are becoming critical to bridging the gap between the grid's limitations and the relentless growth of data processing needs. The session will examine:
- The scale and speed of AI-driven data centre expansion and its impact on power networks.
- How energy storage technologies are evolving to support data centre reliability, flexibility, and decarbonization goals.
- The emerging role of hybrid energy solutions—integrating storage, renewables, and flexible grid services—to meet 24/7 uptime and power quality requirements.
- Innovation trends driving the next generation of energy infrastructure for the AI era.

**Ken Rahn**, VP of Marketing & Customer Solutions, **Flexgen**

#### STREAM THREE M&A, Valuations & Market Consolidation

16:25 – 16:40

##### When Power Gets Loud: Unmasking the Noise Behind Energy Storage Projects



As the global push for decarbonization accelerates, Battery Energy Storage Systems (BESS) are becoming a cornerstone of modern power infrastructure. They enable grid flexibility, stabilize renewables, and support peak-shaving in urban and industrial zones. Driven by ambitious climate targets, governments and developers are rapidly deploying BESS near load centers, often close to residential and commercial communities. Yet this market shift brings an often-underestimated challenge into sharp focus: noise. This presentation will explore the main sources of BESS noise, the technical and regulatory challenges faced in real project applications and share field insights on how our AlphaESS solution enables quieter, community-friendly BESS deployments.

**Mark Hale**, Managing Director, **Alpha ESS UK**

#### STREAM FOUR Grid Connection Reform, Bottlenecks and Market Design

16:25 – 16:40

##### Empowering Europe's Energy Autonomy: Building Next- Generation Energy Storage with Grid Resilience and Supply Chain Security



Europe's energy transition faces dual challenges: on one hand, the exponential growth of data centers and large-scale renewable integration pose severe tests to grid stability; on the other hand, supply chain security and localization requirements are reshaping the competitive landscape. In this presentation, EVE Energy will provide an in-depth analysis of the current European energy storage market and propose innovative solutions. We will share insights on how technological advancements and strategic partnerships can help European customers address grid stability challenges while meeting increasingly stringent localization demands. The discussion will focus on innovative pathways such as long-duration energy storage and grid-forming technologies, demonstrating how EVE Energy's localized collaboration models deliver high-performance energy storage solutions that ensure both operational excellence and supply chain security for Europe's energy transition

**Jimmy Ye**, General Manager, European Sales Center, **EVE Battery**





# Main Conference Day One

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### STREAM ONE

#### Routes to Market, Financing and Bankability

16:40 – 17:35

##### Debt Ready Storage: How to Structure Projects That Lenders Back

- Which revenue structures, counterparties, tenors, and DSCRs bring lenders to the table — and when do they walk away?
- What role does debt play in financing energy storage projects in 2026?
- What are the project finance complexities presented by energy storage now?
- Where do lenders stand on risk appetite for projects in emerging European markets?

Moderator: **Gili Almagor**, Energy Storage Manager, **Nofar Energy**

**Jean-Christophe Oberto**, Managing Director, **IDCM**

**Chris Elder**, CEO, **Fidra Energy**

**Rohit Kumar**, Director-Investment Banking, **Standard Chartered**

**Orkhan Farzaliyev**, Director- Renewable & Power Financing, **ING**

**Claire Heaton**, Associate Director, Structured & Specialist Finance, Corporate & Commercial Banking, **Santander UK plc**

**Matthew Clare**, SVP, Business Development, **Masdar**

### STREAM TWO

#### Data Centres, AI & Demand Growth

16:40 – 17:20

##### Grid Constraints and the Impact on Data Centre Evolution

- Contrasting how data centres utilise grid connections compared with TSOs – maximum efficiency vs. reserved capacity
- Highlighting inefficiencies and potential procurement risks that these differences might cause
- Issues around unused capacity and 'stranded assets', forecasting usage patterns and AI surges
- Who pays for grid reinforcement to serve hyperscale datacentres?

Moderator: **Bruce Huber**, CEO, **Alexa Capital**  
**Sammi Charad**, Head of Digital, **Electric Land**

**Louise Alter**, Sustainability Director, **Lighten Data Centres**

**Magdalena Markiewicz**, Chief Financial Officer, **hscale**

**Calum Blair**, Power & Energy Manager, **CyrusOne**

**Helen Kinsman**, SVP, **Virtus Data Centres**

**Paul Manning**, Director, **Novogrid**

17:20 – 17:35

##### Managing ESG Risks Throughout the Life Cycle of BESS Projects

**Eva-Marie Chanliau**, Strategy Analyst, **SAFT**



### STREAM THREE

#### M&A, Valuations & Market Consolidation

16:40 – 17:20

##### The Changing Economics of Energy Storage: Post-Saturation Scenarios in European Markets

- What have we learned from market saturation in more mature markets like the UK and US?
- What are the implications for European markets in the future and how might these be avoided?
- What might business cases look like in post-saturation scenarios?
- What to expect from investments and ROI if saturation happen
- Are project economics improving through scale, co-location, and hybridisation — or being squeezed by market saturation and falling merchant spreads?

Moderator: **Rutwij Hoshing**, Senior Investment Manager, **Gore Street Capital**

**Olta Cibuku**, Senior Asset Manager, **Sosteneo**

**Michelle Kwok**, Energy Storage Manager, **Starlight Energy**

**Samuel Harden**, Global Director, **Enfinity**

**Lucie Kanius-Dujardin**, Global Managing Director, **NHOA**

### STREAM FOUR

#### Grid Connection Reform, Bottlenecks and Market Design

16:40 – 16:55

##### The Narcissism of Small Differences



This session provides an overview of Jinko ESS while examining the striking similarities across the energy storage industry. As products and services increasingly converge, the presentation explores why competition often focuses on minor distinctions and how this dynamic shapes collaboration, innovation, and market behavior within the sector.

**Neill Parkinson**, Product Manager and Business Development Manager at **Jinko ESS**.

16:55 – 17:35

##### Germany's Storage Rules: From BKZ to FCAs, What Investors Need to Know

- With many different complicated energy storage regulations taking place in one of Europe's key markets, what is happening and when?
- Grid tariff structures, the Baukostenzuschuss (BKZ), the 2028 capacity market and Flexible Connection Agreements – what is most impactful when thinking about the business case for energy storage?
- Are government and policymakers creating the right market signals for investment into energy storage in Germany?

Moderator: **Cosima Sagmeister**, Market Analyst, **Modo Energy**

**Ben Brooks**, Managing Director, **Noveria**

**Roberto Jimenez**, Executive Director, **BW ESS**

**Kari Tikkanen**, Head of Revenue, **AUKERA Energy**

**Johannes Müller**, Head of Structuring & Origination, **LichtBlick**





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### STREAM THREE M&A, Valuations & Market Consolidation

17:20 – 17:35

#### ACCURE & Gore Street Capital: Turning SOC Accuracy Into 5%+ More Trading Revenue



Accurate State of Charge (SOC) is the heartbeat of battery performance—and the foundation of revenue optimization. Yet even small errors can accumulate into significant financial losses, particularly at large-scale sites. In this session, we'll share real-world results from multiple battery sites, where SOC inaccuracies were limiting performance. By providing more accurate estimates, traders can make more informed decisions in real time, increasing revenue and avoiding penalties - without adding additional capacity through augmentation.

- Insight into how SOC errors develop and their hidden financial impact
- A clear methodology for identifying and correcting SOC inaccuracies
- Lessons learned from applying advanced analytics at scale
- Tangible evidence that “getting the numbers right” pays off in both performance and profit

**Kai-Philipp Kairies**, CEO, **ACCURE Battery Intelligence**

17:35 – 19:00

### Networking Drinks, Gala Dinners & After-Party

#### Official After Party 20:00 - Late



#### Boom Battle Bar, The O2

Wind down after the conference with the official ESS London after party, sponsored by Modo Energy. Join us at Boom Battle Bar at The O2 for drinks, games, and a chance to connect with the energy storage community in a more relaxed setting.

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## MODOENERGY



# Main Conference Day Two

## Wednesday 25th February 2026

11th Edition



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08:00– 08:50

### Networking and Refreshments

08:50 – 09:00

### Audience Seating and Welcome to Day 2

#### STREAM ONE Optimisation, Trading and Revenue Stacking

09:00- 09:45

##### How Are Energy Traders Reshaping the Revenue Stack in Europe?

- Understanding the key role that energy trading companies will play in post-MACSE Italy
- The vital role of traders in strong merchant markets such as Germany
- Energy trading-as-a-service for BESS – what you need to know
- Frequently changing cost curves and the impact this has commercialisation and operation of BESS assets

Moderator: **Will Chilvers**, Head of GB Services, **ElectroRoute**

**Rimshah Javed**, Originator, **Danske Commodities**

**Martin Daronnat**, Head of Flexibility & Structured Origination, **Engie**

**Mikko Preuss**, Chief Commercial Officer (CCO), **terralayr**

**Ingmar Grebien**, Managing Director; Head of Commodities Sustainable Solutions & GS Pearl Street, **Goldman Sachs**

#### STREAM TWO European Market Comparisons

09:00 – 09:15

##### Stabilising the Shift: Cornex's Innovative Solutions for a Decarbonized Europe



- How technical requirements for energy storage diverge by region
- Why some standards no longer cover global market needs
- Where custom design is required: noise limits, temperature ranges, local PCS compatibility
- Preparing for the shift toward longer duration storage
- How Cornex adapts product performance to regional rules and long duration use cases

**Yi Peng**, General Manager of Technical Pre-sales, **Cornex**

#### STREAM THREE Supply Chain Risk and Critical Minerals

09:00 – 09:40

##### Lessons Learned from BESS Construction Projects

- What to consider in the BOP and BESS supplier contracts
- Key interface considerations between the BOP contractor and the BESS supplier
- Construction site lessons learned
- Site acceptance test process and data analysis

Moderator: **Andy Colthorpe**, Editor - *Energy Storage News*, **Solar Media**

**Steven Xuereb**, Executive Director, **Kiwa**  
**Kai-Philipp Kairies**, CEO, **ACCURE Battery Intelligence**

**Gili Almagor**, Director of Energy Storage, **Nofar Energy**

#### STREAM FOUR Safety, Fire Risk and Critical Infrastructure

09:00 – 09:40

##### The Path to Safer Systems: Setting Standards Before Crisis Strikes

- With safety considerations able to swiftly derail project deployment, how can industry come together to ensure standards are in place long before problems occur?
- Assessing the new European Battery Regulation 2023/1542 – is this enough to address existing safety concerns and accelerate deployment?
- Codes and standards for energy storage globally – which market is setting the precedent?

Moderator: **Bobby Smith**, Head, **Energy Storage Ireland**

**Jim Dickinson**, Exec Vice President, **Stat-X Fire Suppression**

**Carolina Cruz**, Junior Policy Advisor, **Energy Storage Europe**

**Christina Maria Huber**, Senior Policy Advisor on Sustainability, **SolarPower Europe**



# Main Conference Day Two

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### STREAM ONE Optimisation, Trading and Revenue Stacking

09:45 – 10:00

#### Asset Management Solutions to Improve Safety and Performance of BESS Assets, Including Use of Advanced Analytics



- Key steps to improve and maintain safety and efficiency in asset management
- The benefits of advanced analytics, delivering deeper performance insights and predictive maintenance capabilities
- Real-world case studies demonstrating how these combined approaches translate into measurable operational and financial improvements

**David Rosisse**, Asset Manager Team Leader, Storage Systems, **Greensolver**

**Philippe de La Foretelle**, Chief Revenue Officer, **PowerUp**

### STREAM TWO European Market Comparisons

09:15 – 10:00

#### Subsidy, Contracted and Merchant - Which Revenue Models Will Deliver Europe's Storage Pipeline

- Poland and Spain rely on capacity schemes which are subject to de-rating factors, change in power and geopolitical shifts- what happens when these schemes no longer exist?
- Germany and UK have stronger, but more risky revenue potential based on accessible ancillary services, arbitrage markets and merchant exposure
- Comparing the benefits of government intervention vs. market-led price signals

Moderator: **Anna Darmani**, Principal Analyst, **Wood Mackenzie**

**Dario Hernandez**, Head of Energy Storage, **NextEnergy Capital**

**Daniel Connor**, Director & CEO, **Dais Energy**

**Kilian Leykam**, Executive Director Revenue, **BW ESS**

**Tomasz Janiszewski**, Chair of the BESS Economics and Financing Section, **Polish Energy Storage Association (PSME)**

**Tom Smout**, Head of Energy Storage, **LCP Delta**

### STREAM THREE Supply Chain Risk and Critical Minerals

09:40 – 10:20

#### Storage CAPEX in 2026. Cost Drivers, Risk, and Control

- What is pushing CAPEX in 2026: Cells, modules, balance of plant, power conversion, civil works, grid connection, and EPC risk pricing?
- Procurement tactics that protect budgets: Multi sourcing, framework agreements, indexed contracts, liquidated damages, and contingency sizing
- EU sustainability, traceability, and recycled content rules and how they flow into supplier pricing and bankability
- What lenders and equity expect to see in 2026 CAPEX assumptions and downside cases

Moderator: **Monika Paplaczky**, Chief Investment Officer **Thrive Renewables**

**Sarah Montgomery**, CEO & Co-Founder, **Infyos**

**Toby Read**, Senior Market Operations & Responsibility Manager, **ion ventures**

**Kieran Hartley**, Senior Sales Manager, **Jinko ESS**

**Paul Soskin**, Vice President of Supply Chain and Contracts, **Masdar**

**Aaron Marks**, Market Intelligence Consultant, **Clean Energy Associates**

### STREAM FOUR Safety, Fire Risk and Critical Infrastructure

09:40 - 09:55

#### Ofgem & DESNZ Cybersecurity Update

09:55 - 10:35

#### Cybersecurity and Critical Power Infrastructure

You face rising cyber risk as storage assets scale and connect to grids, markets, and cloud systems. This panel focuses on practical exposure, board-level risk, and actions you can take this year.

- Why cybersecurity must be a priority in 2026
- Where attacks hit first
- Minimising the operational and financial impact

Moderator: **Scott Lennox**, Director of Cyber Security/ Chief Information Security Officer, **Envision Energy**





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### STREAM ONE

#### Optimisation, Trading and Revenue Stacking

10:00 – 10:50

##### The Future of Asset Optimisation in Ancillary Markets

- Maximising BESS profitability in Europe through forecasting and real-time optimisation
- SoC vs SoH – what impact is this data having on bidding?
- How using data analytics efficiently will provide asset owners the edge in a competitive market
- What are the latest advancements in trading and optimisation tools?
- Storage as a digital asset - digital twins and EMS

Moderator: **John Southern**, Operations and Strategy Director, **Energy Storage Association UK**

**Daniel Sherlock-Burke**, Head of Asset Performance, **Gore Street Capital**

**Adam Sroka**, Co-Founder & CEO, **Hypercube**

**Maier Chebbo**, Managing Director, **Unifers**

**Hannes Schneider**, Senior Technical Solutions Engineer, **TWAICE**

**Roger Hollies**, CTO, **Arenko**

**Vasso Katsiki**, Senior Product Manager. **Power Factors**

### STREAM TWO

#### European Market Comparisons

10:00 – 10:15

##### Same Asset, Different Market – What Really Changes When Deploying BESS Across Markets in Europe

Deploying BESS across Europe requires a clear understanding of what must adapt locally versus what should remain consistent. Differences in grid connection, permitting, and market access often drive execution risk more than technology choices. Experiences gained in the UK can help with decisions that need to be made and define boundaries that reduce uncertainty when entering newer European markets.

**Mark Walton-Hayfield**, Managing Director of Business Development, EMEA, **e-STORAGE**



10:15 – 10:30

##### Grid-Forming Storage. Delivering Stability Services as Power Systems Change

- Why frequency, voltage, and fault-level stress are increasing as conventional plant retires
- How grid-forming systems batteries provide inertia-like response, voltage control, and system strength
- What software-led controls enable during fast, multi-event grid disturbances
- Why hardware capability matters for overloads, thermal margins, and fault current delivery
- What developers, asset owners, investors, and grid operators need to factor into project design

**Sakthisekar Rangasamy**, Application Engineer – Large Scale, **SMA**



### STREAM THREE

#### Supply Chain Risk and Critical Minerals

10:20 – 10:35

##### Designing BESS for Revenue Optionality: Lessons from the UK, Signals for Europe?

From single-service assets to multi-service grid infrastructure

- Why Grid-forming, controls and validation as drivers of long-term asset value
- UK lessons for Europe's next market phase
- How power electronics, BoP and site constraints shaping revenue access

**Michael Koller**, Director Energy Storage Solutions, **Envision Energy**



10:35 – 10:50

##### The Stability Stack: How Hybrid BESS Secure the Future Grid

- The physics of our modern grid is changing as renewables become more prevalent.
- Frequency drops are just the beginning!
- Inertia, short-circuit current and voltage levels are all key factors in maintaining grid stability and security.
- In this presentation on Hybrid BESS, Siemens Energy will demonstrate how BESS can be combined with conventional assets, such as gas turbines and Syncons, to achieve greater stability, using real-world examples.

**Dr. Simon Sinsel**, Global Head of BESS Sales, **Siemens Energy**



### STREAM FOUR

#### Safety, Fire Risk and Critical Infrastructure

10:35 – 11:15

##### Product Selection, Quality, and Underperformance in Battery Storage Projects

- How battery product selection is evolving as projects move from modelled returns to real performance.
- Why storage projects underperform in the field.
- What goes wrong at design, procurement, factory production, and quality control stages.
- How early technical and quality decisions affect long-term revenues.
- Implications of falling storage prices for OEM quality and bankability.

Moderator: **Cameron Murray**, Senior Reporter, **Energy Storage News**

**Elias Garcia Goma**, Technical Advisor, **STS**

**Maria Cuadrado**, Global BESS Strategy and Development Manager, **ContourGlobal**

**George Touloupas**, Vice President, ESG and New Services, **CEA**

**Sulaimane Mezzouji**, BESS Director, **Rezolv Energy**





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### STREAM ONE

#### Optimisation, Trading and Revenue Stacking

10:50 – 11:05

##### Hybrid Park Multimarket Trading & Optimisation



Hybrid parks that integrate battery storage with solar or wind generation are reshaping how renewable assets operate and participate in energy markets. They mark the next major phase in the sector's evolution, where flexibility and intelligent optimisation are key to boosting both performance and profitability.

This session will explore in detail how hybrid parks can be operated as a single flexible asset behind the Point of Interconnection (POI) to maximise value across wholesale and balancing markets. We'll discuss how to optimise decision-making when managing operational constraints and complex opportunity costs, as well as how AI-driven optimisation can reduce forecasting errors and minimise curtailment losses.

**Henri Taskinen**, CEO, **Capalo AI**

11:00 – 11:30

#### Refreshments & Networking Break

### STREAM TWO

#### European Market Comparisons

10:30 – 10:45

##### UK Battery Storage Market Outlook: Size, Pipeline, Grid Reform, and Co-Location Trends

- UK market sizing, and forecast
- Pipeline and activity over the last 12 months
- Necessity of batteries for grid stabilisation and where they are planned to be built
- Effect of the grid reform on the market, and pipeline
- Co-location, activity of solar and wind and growing trends with those co-location markets

**Josh Cornes**, Analyst, **Solar Media Market Research**

10:45 – 11:00

##### Bankability in a Global Market

This presentation will cover key market trends in the battery industry and how companies respond to them. More importantly, for battery manufacturers and procurement teams, how these market dynamics affect their bankability and what ways they can help to try to nullify some of this risk. Will start with an overview of the market and then get into more specifics about bankability and why it's important for them.

**Joe Hennessy**, Market Research Analyst, **Informa Markets**



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### STREAM ONE

#### Optimisation, Trading and Revenue Stacking

11:30 – 11:45

##### Insight to Action: On-Premises Battery Intelligence for Continuous Optimisation



This session will examine how on-premises battery intelligence can transform underperforming and unpredictable assets into continuously optimised systems that generate maximum value.

During this session we will explore:

- A new approach to energy and power availability monitoring, EMS integrations for smarter dispatch, and automated rack-level balancing that increases revenue, uptime and availability
- Real-time reporting of power derating for intelligent input to market optimisation software to maximize Day-ahead and Real-time (DA/RT) energy market revenues
- Integrating cloud-based battery degradation and safety monitoring with on-premises real-time controls to create a holistic, end-to-end asset optimisation system

**Tim Engstrom**, Managing Director, **Elysia Battery Intelligence**

**Shyam Srinivasan**, EVP Grid-scale BESS, **Elysia Battery Intelligence**

11:45 – 12:25

##### Riding the Ever-Evolving Battery Storage Revenue Rollercoaster

- With revenue highs and lows across European markets seen between 2022 – 2025, what market predictions are expected for 2026 onwards?

### STREAM TWO

#### European Market Comparisons

11:30 – 12:15

##### The Money Maker: Assessing Germany's Unique Merchant Opportunities

- Exploring the unique business case for energy storage - what makes a BESS project bankable in Germany?
- Understanding the reality of merchant revenues and why portfolio performance transparency is critical for asset owners and investors
- Intraday opportunities, arbitrage and wholesale markets- what have others learned when commercializing BESS

Moderator: **Eva Zimmerman**, Senior Research Associate, **Aurora Energy**

**Florian Mayr**, Partner, **Strategy&**

**Leandra Boes**, Director Commercial Asset Management, **Green Flexibility**

**Amin Akherati**, Associate Director – Infrastructure & Energy, **Berenberg**

**Loic Cerulus**, Director, Investments, **CVC DIF**

### STREAM THREE

#### Supply Chain Risk and Critical Minerals

11:30 – 11:45

##### Why Energy Storage Needs Independent Pricing

As the ESS market matures, investors and developers need reliable pricing to assess risk and unlock capital. Drawing on Argus' experience in commodity price reporting, Chris outlines why independent ESS benchmarks are critical to unlocking financing and driving large-scale deployment.

**Chris Welch**, Reporter, **Argus Media**

11:45 – 12:15

##### Closing the Loop: Recycling, Lifecycle Data, and Battery Sustainability

- What recycling challenges will arise as the first wave of utility-scale batteries reaches end-of-life and how can the industry prepare?
- How lifecycle assessments are shaping procurement, financing, and compliance decisions
- How operational data on performance and degradation can improve warranties, repowering, and second-life planning

Moderator: **Eileen Maes**, Communications Manager, **Critical Minerals Association**

**Dr Christian Marston**, COO, **Altium**

**Hans Eric Melin**, Managing Director, **Circular Energy Storage**

**George Hawkings**, Director of Development and Delivery, **Hyosung**

**Denis Prokopczyk**, Sales Director, **SUNWODA Electronic Co.**

### STREAM FOUR

#### Safety, Fire Risk and Critical Infrastructure

11:30 – 11:45

##### Managing the Threat of Thermal Runaway



The increasing deployment of energy storage systems (ESS) globally requires a focus on understanding their hazards and ensuring reliable safety systems. Every ESS is unique in its dimensions, battery types, goals, location of deployment. Fike will present the dangers & causes of thermal runaway, an unpredictable fire hazard occurring in the lithium battery cells held in an ESS. Backed by years of internal test data, we'll explore the various layered methods of protecting an ESS and more importantly nearby people that we recommend to mitigate the effects of thermal runaway, which may include fire, explosion and offgassing hazards.

**Mark Kendall**, Director, Fire Solutions Group, UK and Europe, **Fike**



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### STREAM ONE

#### Optimisation, Trading and Revenue Stacking

- Will there be a resurgence of revenues or a downturn in markets such as Germany, Italy, the UK, or Poland?
- Exploring revenues earned by BESS in Europe in correlation to prices
- What changes to the revenue stack could be seen in European markets, following owners' diversification of trading portfolios?

Moderator: **Tom Palmer**, Head of Business Development, **Zenobē**

**Paul Mason**, Chief Investment Officer, **Harmony Energy**

**Chema Zabala Lopez**, Managing Director, **Alantra**  
**Alexander, Drousiotis**, Vice President, Structured Finance Energy Europe, **Santander**

**Dr. Alexander Antonyuk**, Senior Economist, **European Investment Bank**

12:25 – 12:40

#### From Megawatts to Gigawatts: How to Stop the 20% Revenue Leak as Portfolios Scale



Leon Gosh, Founder and Managing Director of Collect Energy, will discuss key challenges in managing utility-scale Battery Energy Storage Systems (BESS) as fleets scale from megawatts to gigawatts. Based on interviews with over 50 BESS asset managers, the session highlights recurring operational issues—data overload, fragmented control infrastructure, and multi-stakeholder coordination—that can drive downtime and revenue leakage. The talk then focuses on four practical questions:

### STREAM TWO

#### European Market Comparisons

12:15 – 13:00

##### Life After MACSE: The Green Light for BESS Investors

- Has the first round of exceptionally competitive auctions brought more clarity for BESS investors looking at Italy, and what will life after MACSE look like? What about the capacity market and future MACSE auctions?
- What are the biggest blockers for project execution post-MACSE – from planning and land acquisition, to permitting, construction, and expertise?
- What are the operation obligations and expected performances for being profitable with BESS in Italy?
- Private PPAs and tolling arrangements – the next clear step, but for how long?

Moderator: **Roberto Castiglioni**, CEO & Co-Founder, **Ikgai Capital**

**Tancredi Peraino**, Senior Project Manager, **Enel Green Power**

**Mahael Fedele**, Partner & CEO, **Sphera Energy**

**Antonio Montoto**, Head of Storage, **Greenvolt Power**

**Simona Burchill**, Flexibility Lead Italy, **Octopus Energy**

### STREAM THREE

#### Supply Chain Risk and Critical Minerals

12:15 – 12:30

##### Early Detection of Cell Venting in Battery Storage Systems – The Key to Fire Safety



Venting events in lithium-ion batteries are critical early indicators of thermal runaway and potential fires. Timely detection enables preventive actions such as shutdown, cooling, or targeted alarms, and is essential for protecting people and infrastructure.

During venting, toxic and flammable gases such as carbon monoxide and hydrogen are released, which can lead to dangerous deflagrations in enclosed spaces. Without appropriate sensor technology, the fire detection system remains blind to these events.

Modern sensor systems – including gas detectors and advanced aspirating smoke detectors – enable reliable detection and integration into automated safety processes. As such, venting detection becomes an indispensable part of a comprehensive fire protection strategy for battery storage systems.

**Gerd Hülsen**, Global Fire Safety Application Design, **Siemens**

### STREAM FOUR

#### Safety, Fire Risk and Critical Infrastructure

11:45 – 12:25

##### Prioritising Profit: Innovation, Risk Assessments & Warranty Considerations in Energy Storage

- Technology innovations within fire safety – mitigating thermal runaway, sensors, suppression systems, and deflagration panels
- Container risk assessments and warranty considerations for energy storage projects in Europe – who takes liability?
- How do lenders and insurers view the key industry concerns based on recent global incidents of fire safety?

Moderator: **Lucas Root**, Engineering Director, **Innova**

**Derrick Hall**, Director of Sales and Marketing, **Kentec Electronics Ltd**

**Matt Tingle**, Investment Director, **Schroders Greencoat**

**Nicolas Chouleur**, Partner, **Everoze**

12:25 – 12:45

##### How Can LDES Support Net Zero and Unlock New Market Opportunities?

The UK has set a precedent for LDES in Europe, with final details around the cap and floor scheme being released in September 2025, and the first projects expected to be approved by Spring 2026. With batteries dominating the space, no new 'traditional' LDES infrastructure has been built in the last four decades, owing to numerous barriers,





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### STREAM ONE

#### Optimisation, Trading and Revenue Stacking

- How can we streamline complex and slow onboarding processes to accelerate deployment—without sacrificing data quality or operational readiness?
- What steps can we take to enhance analytics for higher uptime and predictive maintenance, using warranty-grade telemetry we can trust?
- How do we address rising battery incidents with improved monitoring, earlier detection, and stronger safety workflows?
- What strategies break down SCADA/OEM/ market silos and improve communication across teams and systems—turning operational data into trader-ready signals?

**Leon Gosh**, Founder & Managing Director, **Collect Energy**

12:40 – 13:20

#### Operating at the Top – Getting to the Senior Leadership Team and Beyond (WINES)



- Pathways to senior leadership
- Overcoming barriers to progression
- Building influence and visibility
- Sponsorship, mentorship, networks
- Lessons from women at the top



### STREAM THREE

#### Supply Chain Risk and Critical Minerals

12:30 – 12:45

##### The Value of Integration: What Could Go Wrong?



Self-integration is the current trend in the industry. When should an IPP consider full integration and what are the common pitfalls if they self-integrate?

**Andrew Tang**, Chief Executive Officer, Overseas Business, **REPT Battero**

12:45 – 13:00

##### Demonstrating System Safety Under Extreme Fire Conditions

**Richard Ridgway**, Senior Application Engineer, **HiTHIUM**

### STREAM FOUR

#### Safety, Fire Risk and Critical Infrastructure

including high upfront costs. This keynote will examine how the proposed cap and floor regime aims to confront this crucial issue and enable the expansion of LDES and transition to net-zero.

**Mark Horley**, Senior Policy Advisor, **Ofgem**

12:45 – 13:00

##### Preventing Blackouts in a Renewables-Dominated Power System: The Strategic Role of LDES

- Lessons from recent system stress events and near-misses in high-RES systems
- Why short-duration flexibility alone cannot manage multi-day renewable shortfalls
- LDES as a clean alternative to fossil firm capacity for security of supply
- Integrating LDES into energy security frameworks, adequacy standards, and planning tools
- Implications for market design, grid codes, and investment signals

**Jacopo Tosoni**, Deputy Secretary General, **Energy Storage Europe Association**

13:00 – 14:00

#### Lunch Break





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### STREAM ONE

#### Optimisation, Trading and Revenue Stacking

14:00 – 14:45

##### Closing the Gap Between Promised Revenues and Real-World Performance

- Why the disconnect persists between expected technical KPIs and what projects actually deliver once operational
- How gaps in data capture, system monitoring and performance reporting feed directly into financial model inaccuracies
- Where warranties and manufacturer boiler plates diverge from real operating conditions, and what this means for developers and investors
- How acquisition due diligence is exposing systematic weaknesses in assumptions, definitions and terminology across the value chain
- Why technical teams, commercial teams and manufacturers often speak past each other, and how clearer shared definitions can improve bankability
- What developers, manufacturers and technical advisers can do to align performance expectations with achievable revenue outcomes

Moderator: **Joe Miletic**, Managing Director, **Amberside Management Solutions**  
**Simon Ede**, Senior Managing Director, Advisory, **Kyos**  
**Robin Redfern**, Partner, **Everoze**  
**Joshua Murphy**, Head of Energy Storage, **Econergy**  
**Sam Langston**, Power Markets Manager, **Pulse Clean Energy**  
**Manohar Bassan**, Commercial Head, UK & Ireland, **Envision**

### STREAM TWO

#### European Market Comparisons

14:00 – 14:15

##### Stabilising a Solar-Heavy Grid in Central and Eastern Europe: Lessons from Hungary

- Rapid solar growth in CEE is exposing grid congestion, curtailment, and price volatility, with Hungary as a leading example
- Landlocked geography and limited interconnection increase reliance on domestic energy storage for system stability
- Grid designs and market frameworks imported from Western Europe do not fully reflect CEE operational realities
- System modelling shows how different storage durations can relieve midday oversupply and improve renewable utilisation
- Early Hungarian PV and storage projects highlight practical lessons for siting, permitting, and long-term system planning

**Bálint Karagich**, CEO, **Institute for Energy Strategy**

### STREAM THREE

#### Supply Chain Risk and Critical Minerals

14:00 – 14:45

##### The Carbon Benefit of BESS and its Impact on Reducing Emissions

- With ESG considerations high on many investors' list of criteria, how should the industry be evaluating and monetising the carbon benefit of energy storage?
- What does the prospect of 24/7 carbon-free energy mean for energy storage, and for future operations?
- What are the revenue and cost-saving implications and what has the industry seen so far?
- Insights from industry groups bringing together different stakeholder perspectives to tackle this issue

Moderator: **Molly Green**, Senior Reporter, **Energy Storage News**

**George Syranidis**, ESG Lead, **Field**

**Chiel Borenstein**, Director of External Engagement, **Watttime**

**Naomi Baker**, Senior Policy Manager, **Energy UK**

### STREAM FOUR

#### Safety, Fire Risk and Critical Infrastructure

14:00 – 14:45

##### Driving LDES Forward: The Perfect Time to Invest?

- The long-awaited cap and floor scheme, confirmed in March 2025, is expected to bring more revenue certainty to LDES projects in the UK, but what challenges might it also bring?
- What does the industry think of the potential for investment and viability of the scheme as a long-term instrument?
- Which technologies have a place in the scheme?
- Is BESS a contender for long-duration energy storage?

Moderator: **Cameron Murray**, Reporter, **Energy Storage News**

**John Sturman**, Managing Director, **NatPower UK**

**Bex Sherwood**, Head of Development, **Field**

**Matt Harper**, President **Invinity Energy Systems**

**Brian Perusse**, Managing Director UK/Ireland, **Fluence**

**Nick Provost**, Sales Manager Utilities Storage UK, **Trina Energy Storage**



# Main Conference Day Two

## Wednesday 25th February 2026

11th Edition



HOST SPONSOR



### STREAM ONE Optimisation, Trading and Revenue Stacking

14:45 – 15:00

#### SiC Power Converters & Intelligent Energy Management

**Stephen Doherty**, Senior Strategic Business Development Manager, Strategic Business Development, **DEIF A/S**



### STREAM TWO European Market Comparisons

14:15 – 14:30

#### Energy Storage Economics and Deployment Outlook in Europe

- How storage costs are shifting, with clear cost drivers across technology, supply chains, and scale
- Where Europe sits versus the US, China, and global benchmarks on capex and levelised costs
- How revenues, policy design, and delivery constraints shape Europe's installation outlook through 2030.

**Sonia Grunenwald**, Energy Storage Research Associate, **BNEF**

14:30 – 14:45

#### GB BESS Revenue Outlook: Taking Stock of 2025 and Looking Beyond

**Sophie Parsons**, Senior Analyst, **Aurora Energy Research**

### STREAM THREE Supply Chain Risk and Critical Minerals

14:45 – 15:00

#### Innovation in Battery Energy Storage Systems: CALB's Roadmap

Presenting CALB's technological development roadmap for Battery Energy Storage Systems (BESS), focused on developing innovative solutions that improve life cycle performance, reliability, and energy efficiency, while addressing BESS safety concerns and enabling customers to achieve greater economic benefits throughout the entire project lifecycle at a lower total cost of ownership, across utility-scale and C&I segments.

**Filipe Guerra**, Product Manager, **CALB**



### STREAM FOUR Safety, Fire Risk and Critical Infrastructure

14:45 – 15:30

#### Technology Choices for Long-Duration Energy Storage

- With 4–6 GW of LDES required by 2030 in the UK's CP2030 strategy, what technology options are available and what stage are they at?
- LDES innovations in new battery chemistries such as iron flow or sodium ion batteries
- Assessing new-age battery capabilities in the current investment landscape - efficiency, scalability and cost-effectiveness

Moderator: **Sam Wilks**, Clean Power Analyst, **Energy Transitions Commission**

**Marek Kubik**, Director of Energy Storage, **NEOM**  
Senior Representative, **LDES Council**

**Dan Moore**, Head of Asset Management, **Root Power**

**James Mills**, Managing Director, **Adaptogen Capital**

**Oonagh O'Grady**, Vice President, International Origination, **Hydrostor**

**Osamudiamwe Evbuomwan**, Senior Manager, **Baringa**

15:00 – 16:00

Happy Hour and Close of Conference



# Day One

## Executive Workshops

11th Edition



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## Tuesday 24th February 2026

13:30 - 14:15

### Building and Mastering Bankable Battery Strategies in a Constrained Grid

In a grid that is evolving faster than most operational strategies can keep up, battery projects succeed or fail based on one factor above all others: real, local grid knowledge. This workshop demystifies curtailment, shows how battery operators can turn constraints into revenue opportunities, and provides a framework for continuously updating strategy as the network changes. Attendees will learn how to interpret curtailment data, identify high-value locations, and design operational profiles that reflect what is physically possible - not just what is modelled.

- Understand the real drivers of curtailment and why economics-only strategies underperform.
- See how local grid conditions, technology mix, and seasonal patterns determine your battery's true revenue ceiling.
- Learn how to turn high-curtailment zones into prime opportunities for storage assets.
- Get hands-on with real curtailment datasets and apply them to operational decision-making.
- Discover how evolving grid reforms and queue restructuring can materially alter your project's ROI.
- Explore five-year forward modelling techniques to strengthen investment cases and refinancing discussions.

Sponsored by **Novogrid**



14:15 - 14:30

### Presentation Structuring Energy Storage Project in Emerging Markets

**Chana Abrams**, *Principa*, **Channing Law**  
**Paul Manning**, *Director*, **NovoGrid**



15:55-16:40

### LDES Council Members Meeting

Sponsored by **LDES**





# Day Two

## Executive Workshops

11th Edition



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### Wednesday 25th February 2026

09:50 - 10:05

#### Lithium-Ion Sets the Benchmark for Long Duration Energy Storage

Hundreds of vendors are developing technologies that can perform long duration (8+ hour) energy storage, and a few of these will scale rapidly in the late 2020s. Based on vendor-level technology, finance, deployment, and economics datasets, Sightline Climate's 1H26 LDES Leaderboard reveals which vendors are leading right now and who might unseat the incumbent: long duration lithium-ion batteries.

##### Three audience takeaways:

- Long duration energy storage will experience a step change as government tenders drive up to 10GW of deployment in the late 2020s.
- Early LDES winners will emerge from tender results announced in the next four months.
- Long duration lithium-ion batteries are the technology to beat, but several mechanical storage vendors are close behind.

**Lukas Karapin-Springorum**, Research Associate, **Sightline Climate**

10:10 - 10:55

#### Unlocking Real-World Applications of LDES - Hosted by the LDES Council

- Introduction: LDES current state of play
- LDES reports: key findings
- LDES Council members: Technology pitching session
- Interactive Discussion + Audience Questions

##### Workshop outlines:

- Hear directly from LDES Council technology providers on how projects perform in real system conditions, not just in models.
- Learn how LDES supports grid flexibility, resilience, and decarbonisation across different energy markets.
- Leave with a clearer understanding of which LDES applications work best, where, and why.

**Oghosa Erhahon**, Manager, Policy and Markets, **Long Duration Energy Storage (LDES) Council**

**Will Broad**, Global Director Policy and Markets, **Long Duration Energy Storage (LDES) Council**

**Eren Engur**, Managing Director, **Malta**

**Jake Iverson**, VP Business Development, **Redox One**

**Paul Smith**, Senior Vice President, Global Sales, **Energy Dome**



11:10 - 11:55

#### Beyond Bidding: Addressing the Development Deadlocks and Investment – Hosted by Flower

The industry is reaching a tipping point where the traditional RtB goal is losing its meaning. Across Europe, high-quality BESS projects are sitting idle, often trapped by unmet technical milestones, grid operator delays, and a mismatch between developer reality and investor expectations.

This workshop moves Beyond Bidding to address the structural gaps in the current BESS development cycle. We will explore how a technical-first approach to due diligence, early-stage cash flow commitments, and refined EPC expertise can bypass these bottlenecks. Join us to discuss the framework for standalone and co-located projects that provides developers with a clear path to liquidity, and the freedom to focus on development, while ensuring assets don't just reach RtB, but are truly shovel ready.

**Annie Olofsson**, Vice President of Asset Development, **Flower**



12:10 - 12:55

#### Electricity Storage Network Member Working Group: Sustainability, Safety and Supply Chain

This member-led working group focuses on the GB market and is managed by the Electricity Storage Network, the industry body and voice for grid-scale storage in Great Britain. It will cover fire safety, including new guidance from the National Fire Chiefs Council, supply chain transparency issues (EU battery regulations), and track wider industry activity.

**Chair: Daniel Burke**, Director of asset performance, **Gore Street Capital**

