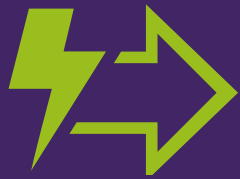


4th Edition



RENEWABLES PROCUREMENT & REVENUE SUMMIT

Post Show Report

21 - 22 May 2025

Hilton London Tower Bridge

I want to extend my gratitude to all speakers, sponsors, and attendees who contributed to making this year's Renewables Procurement & Revenue Summit such a resounding success.

Organising this event during a period where we've witnessed record hours of negative pricing and dramatic shifts in the European energy regulatory landscape meant there were plenty challenges to crowd source solutions to at this year's Summit. Feedback received onsite confirmed this summit remains a premier forum for reaching energy buyers and to receive market intelligence crucial for informing forward revenue and procurement strategies.

The conversations at this year's event highlighted how the renewable energy market continues to evolve rapidly. We saw at this year's event, project sponsors increase their adoption of corporate structures without merchant upside, increase integration of energy storage and flexibility technologies and call for an evolution of CfD structures that incentivise self-curtailment based on power prices.

What became particularly evident is that renewable energy procurement is no longer a one-size-fits-all proposition, with different industries bringing unique shaping profiles and priorities to the table. Many energy buyers also reported feeling pressure to time the market correctly after locking in high energy prices during the 2022 Russia-Ukraine conflict leading to market hesitancy still felt by many today.

As we look ahead, themes of portfolio-based approaches, 24/7 hourly matching, and the impact of policies like REMA or a future iteration will continue to shape renewable energy revenues. We look forward to exploring these topics and more with high-quality generators, consultants, utilities and corporate/public sector offtakers at future editions.

I hope to welcome you back next year for another insightful gathering.

Best regards,



Teresa Ndlovu | Senior Conference Producer

Want to learn more about speaking opportunities? Contact me today!

✉ Teresa.Ndlovu@informa.com

2025 EVENT IN NUMBERS

250+
Attendees



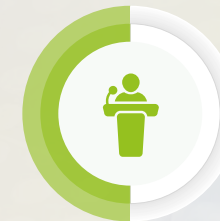
18
Countries
Represented



9
Hours of
Networking



60+
Speakers



10
Sponsors



“ Interesting event for networking and gathering insights from both PPA seller and buyers ” NTR

What Our Attendees Thought:

We surveyed our attendees and asked them how they would rate the Summit for the following:



Will you attend Renewable Energy Revenues Summit 2026?

71.43%
said Yes



Quality of Speakers

94%
said Good or Higher



Format of the conference

91%



Did You Make the Contacts That You Wanted to Make at the Summit?

64%
said Yes



Networking and quality of meetings

85%
said Good or Higher



Venue Location and Facilities

95%
said Good or Higher



Programme Structure and Timings

85%
said Good or Higher



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“ A high level of sophistication into renewable PPAs, allowing detailed discussion to be had ” EDF

Key Themes for 2025

Informa's Summits are celebrated for their unparalleled quality, depth, and expertise, offering a comprehensive blend of strategic insights and technical sessions.

What's New in 2025?

Content in 2025 has been split into two streams to reflect the 50/50 audience split between (1) **large energy buyers** and (2) **renewable energy asset owners, energy traders and developers**.

The 2025 event covers everything from building multi-levels of flexibility into contracts to insights into where PPA negotiations commonly break down. Attendees will leave empowered to navigate PPA complexities with confidence.

An additional networking roundtable focused on emerging offtake markets. This will enable dedicated networking with energy procurement leads from data centre operators, heavy industry, public sector bodies and corporates.

Increased representation for additional renewable asset classes like **green hydrogen** and **tidal** in 2025. **Solar, BESS and onshore wind remain a key focus.**



The Future of Electricity Markets:

Understanding what's next with market reforms and regulatory changes shaping renewable integration, from REMA in the UK to EU-wide decarbonisation efforts.



Optimising Wind, Solar, and Energy Storage Revenues:

Winning strategies for navigating price volatility, merchant opportunities, and emerging revenue streams such as tolling agreements.



Demand-Side Flexibility & Grid Integration:

Technologies and policies enabling grid stability, curtailment reduction, and alignment of energy consumption with renewable supply.



Technology, Portfolio Management & Energy Trading:

AI-driven tools, predictive analytics, and digital platforms transforming portfolio operations and energy trading strategies.



Power Purchase Agreement Strategies:

Insights into innovative PPA structures, negotiation tactics, and aligning contracts with evolving buyer expectations.



Cross-Sector Renewable Energy Procurement:

Tailored approaches to meet diverse energy needs across data centre operators, public sector, and industrial buyers.



Power Trading Across European Markets:

Comprehensive forecasting and modelling of future energy consumption, price dynamics, and opportunities for cross-border trading.



Energy Attribute Certificates:

What is driving EAC prices in 2025, effective strategies for energy procurers to secure additionality and traceability.

Our 2025 Speakers Included:

“ A great opportunity to learn more about the PPAs and renewables sectors ” **Value**



Monika Paplaczek
Chief Investment Officer
Thrive Renewables e



Therese Sliva-Marion
Gas and Electricity
Commission Lead#Conseil
Supérieur de l'Energie



Phoebe O'Hara
Clean Power Lead
Energy Transitions Com-
mission



Robert White
Head of Energy
Ark Data Centres



Helen Kinsman
SVP Commercial & Regula-
tory Affairs
VIRTUS Data Centres



Andrei-Ciprian Pop
Procurement Business
Partner - Energy
Nestlé



Shamiela Lynch
Account Manager
NovoGrid



Olivier de Nomazy
Head of Energy Sourcing &
Market Intelligence
DATA4



Neal Kalita
Senior Director of Power
and Energy
NTT Global Data Centres



Chris Pennington
Director, Energy &
Sustainability
Iron Mountain Data Centers



**Rosalind
Smith-Maxwell**
Director
Quinbrook Infrastructure
Partners



Gus Majed
Group CEO & Founder
Paratus



Ross Irvine
Senior Manager - PPA
Origination & Structuring
EDF



Alexander Vit
Director
Clean Energy Capita



Alastair Carrington
Director of PPA Origination
Cubico Sustainable Invest-
ments



Anna Halpern-Lande
Founder & Co-CEO
Ortus Climate Mitigation



Kari Tikkanen
Head of Revenue
AUKERA Energy



Arhnee Tan
Senior Associate, European
Power Markets
BloombergNEF



Guy Lavarack
Chief Investment Officer
Luminous Energy



Jean-Philippe Fau
Regional Head of Growth,
Northern Europe
Sonnex



Meggie Eloy
Senior Technical Analyst
Climate Bonds Initiative



Reyhaneh Aboutalebi
Energy Portfolio and Risk
Expert
Baringa



Radu Eremciuc
Country Head, Romania
Osten Holding



Tasmin Chowdhary
Market Analyst
Value

Enquire to speak at Renewable Energy Revenues Summit 2026 >

Session Highlights

Plugging into the Future: What Data Centres Need from the Energy Transition

Session highlights included:

- Data centre operators challenged the assumption they would become primary consumers of renewable energy, offering a more balanced perspective of their role in the energy transition
- Panelists detailed how PPA structures are evolving to accommodate data centres' gradual energy consumption ramp-up patterns
- The trend toward private energy networks was debated as either potential market disruptor or catalyst for new collaboration models
- All emphasized the importance of regulatory engagement to develop supportive frameworks for renewable energy integration



What Large Energy Buyers & PPA Originators Want from Each Other

Featured a dynamic panel exploring the frictions in the deal making space between PPA buyers and originators in Europe.

Areas of debate included:

- The tension between standardization and flexibility in PPA contracts
- How corporate buyers are balancing different PPA structures (CPPA, VPPA, private wire)
- Approaches to contract terms including tenure and pricing clauses
- The impact of rising capital costs and market consolidation on deal structures
- Misalignment between buyer pricing expectations and originator return requirements



Session Highlights

“ Very good, keeping you up-to-speed with the different markets and provides a great networking opportunity ”
St Jørgen Holding A/S

Networking Roundtables: Renewable Energy Demand Across Industries

These sector-specific roundtables provided a unique opportunity for participants to engage directly with renewable energy procurement leads from established companies across various industries. Each table focused on a distinct sector, with hosts sharing first-hand experiences and facilitating targeted discussions.

Key aspects of these roundtables included:

- Industry-specific challenges and opportunities in renewable energy procurement
- Varied priorities and requirements from different types of energy buyers
- What different sectors are seeking from their energy partners and suppliers
- Practical insights from experienced procurement leads based on real-world implementation
- Direct networking opportunities with peers facing similar sector-specific energy challenges

The format allowed for meaningful exchange of ideas and best practices tailored to the unique energy needs of different industries, highlighting how renewable energy strategies must be customized rather than using one-size-fits-all approaches.



Is 2025 An Ideal Year to Lock in a Long-Term PPA?

The session featured expert perspectives on the dramatic shift in European energy markets since the 2022 Russia-Ukraine conflict.

Key highlights included:

- Analysis of European electricity pricing trends, including the record 7,841 hours of negative pricing in the first eight months of 2024
- Discussion of Wright's Law suggesting solar costs will decrease more rapidly post-2025, making low LCOE essential for developers in competitive markets
- Examination of PPA term lengths, with most agreements typically spanning 10-20 years despite changing market dynamics
- Insights on how developers are balancing project economics, with examples of 100 MW wind parks requiring €1-2 million per MW investments that must align with long-term demand
- Perspectives on whether 2025 presents unique opportunities for locking in favourable long-term pricing compared to recent volatile years

The panel provided valuable guidance for both energy buyers and sellers navigating this transformed pricing environment.



Companies That Attended Include

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Gallery



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Renewable Energy Revenues Summit

Delegate Profiles

8.5%

Technical and Analytical Roles

- » Commercial Advisor
- » Commercial Structurer
- » Corporate Sustainability Analyst
- » Director - Net Zero
- » Director of Wholesale Market Services
- » Energy Economist
- » Head of Commercial Optimisation
- » Head of Forecasting & Analytics
- » Head of Operations & Asset Management, New Energy
- » Head of Renewable Analysis
- » Market Analyst
- » Professor of Energy and Climate Change
- » Regional Lead - PPA & BESS Transactions
- » Senior Delegates Executive
- » Senior Expert Renewable Power Technical Director

16.5%

Sales and Business Development

- » Account Manager
- » Amarenco Head of Power Revenues
- » BDM
- » Business Development Associate
- » Business Development Director - Renewable Energy
- » Business Development Manager
- » Client Relationship Manager
- » Commercial Director
- » Commercial Lead • Wholesale Market Services
- » Commercial Manager
- » Commercial Officer
- » CPPA Business Development
- » Director of Platform & Sales EU
- » Group Business Development Manager
- » Head of Energy Sales
- » Head of Revenue
- » Head of Sales
- » Marketing Director
- » Mid Market / I&C Marketing Manager
- » PPA Director
- » Regional Head of Growth, Northern Europe
- » Sales & Marketing Director
- » Sales Development Representative
- » Sales Director
- » Sales Manager
- » Sales Negotiator Corporate PPA
- » Sales Trading & Origination Manager
- » Senior Sales Manager
- » Solution Sales Expert
- » Strategic Partnership Manager
- » UK and Ireland Country manager
- » Conference Producer

15%

Procurement and Management

- » Energy & Climate Solutions Manager - DACH
- » Energy & Climate Solutions Manager - France
- » Energy & Climate Solutions Manager - UK & Ireland
- » Energy Category Manager & Energy Buyer
- » Energy Manager
- » Global Category Lead Buyer - Energy & Renewable
- » Global Energy Procurement Lead
- » Global Head of Energy
- » Global Head of Procurement CAPEX, MRO, Energy & Waste
- » Global Strategy Lead for Energy
- » Head of Energy
- » Head of Energy and Low Carbon
- » Head of Energy Sourcing & Market Intelligence
- » Head of Energy Strategy EMEA
- » Head of Programme, Carbon Net Zero
- » Head of Renewables
- » Head of Wholesale Market Reform
- » ICT Procurement Manager
- » Procurement Business Partner - Energy
- » Procurement Director
- » Procurement Lead
- » Property Compliance and Energy Management
- » Senior Category leader
- » Senior Category Manager - Energy
- » Senior Energy Analyst
- » Senior Manager Energy Operations & CleanTech
- » Senior Sourcing Manager for Renewable Energy
- » Specialist Energy Management
- » Utilities & Commercial Properties Manager

11%

Executive Leadership

- » Commission Lead
- » Development Director
- » Director
- » Executive Director
- » Head of Western Europe
- » Regional Director
- » Vice President
- » Board Director
- » CEO
- » CFO
- » Chief Executive Officer
- » Chief Innovation and Planning Officer
- » Chief Investment Officer
- » Chief Strategy Officer
- » Co-CEO
- » Co-Founder
- » COO
- » Former CEO
- » Founder
- » General Counsel
- » Group CEO & Founder
- » Managing Director

9.5%

Operations

- » Administration Manager
- » Associate Director, Administration
- » Contract Manager
- » Coordination Manager
- » Customer Service and Operational Support Executive
- » Customer Success Manager
- » Director of Operations
- » Global Transaction Manager
- » Human Resources Manager
- » Regional Manager - Mediterranean

Energy Trading and Origination

- » AClean Power Lead
- » Director of PPA Origination
- » Director Trading & PPA
- » Downstream Commercial Analyst
- » Energy Markets & PPA Manager
- » Energy Markets Manager
- » Energy Portfolio and Risk Expert
- » Energy Trader, PPA Originator
- » Head of Energy Optimisation & Origination
- » Head of Energy Trading & PPA
- » Head of Eneco Energy Trade UK
- » Head of Energy Transition Origination
- » Head of Long Term PPA Origination
- » Head of PPA Origination
- » Head of Power Hedging and Liquid Markets
- » Head of Trading & Risk
- » Infrastructure & Project Finance Origination
- » Lead Originator - Nordics
- » Manager Origination
- » Originator
- » Originator - PPA and Power Markets
- » PPA Manager
- » PPA Origination Manager EMEA
- » PPA Origination Specialist
- » PPA Originator
- » Power Origination
- » Power Originator
- » Principal Negotiator
- » Principal Originator, European Origination
- » Renewable Strategic Originator - PPA
- » Senior EMEA Procurement Manager Solar
- » Senior Manager - PPA Origination & Structuring
- » Senior Originator
- » Senior Originator Energy Transition
- » Senior PPA Manager
- » Senior PPA Negotiator
- » Senior PPA Originator
- » Senior Power Originator
- » Structuring and Origination
- » UK Originator
- » UK Power Originator
- » Senior Associate, European Power Markets
- » Country Head, Romania
- » Country Manager UK

28.5%

Legal and Regulatory

- » Partner
- » Renewable Energy Solicitor
- » SVP Commercial & Regulatory Affairs

1.5%

Meet the Team and Get Involved

Sponsorship Sales



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Ben Smith
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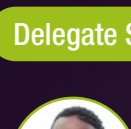
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Delegate Sales

Operations

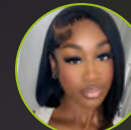


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