7th Edition

Energy Storage SUMMIT 2022

23-24 February 2022 | Park Plaza Victoria, London

Post Show Report

The 7th edition of the Energy Storage Summit returned in-person to gather investors, developers, project leaders, storage solution providers, DNOs, aggregators, system integrators and software companies to discuss the latest opportunities within the industry and how accelerated deployment can be achieved.

This year we saw leading industry figures discuss the impact of increased capital and growth in the sector, with insights on disruptive technologies, expectations for supply, necessary policy change across the UK and Europe, as well as announcements of government funding.

With over 500 attendees and a sold out program in 2022, the 8th edition will be bigger than ever and with sponsors and attendees already getting onboard, you don't want to miss out in 2023.

Thank you to all speakers, sponsors, and attendees for contributing to the leading storage event of the year.



Rebecca Shacklady | Conference Producer

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#StorageSummit

2022 Event in Numbers



COUNTRIES REPRESENTED

NETWORKING SESSIONS

106 SPEAKERS

40



EXHIBITORS

What Our Attendees Thought:

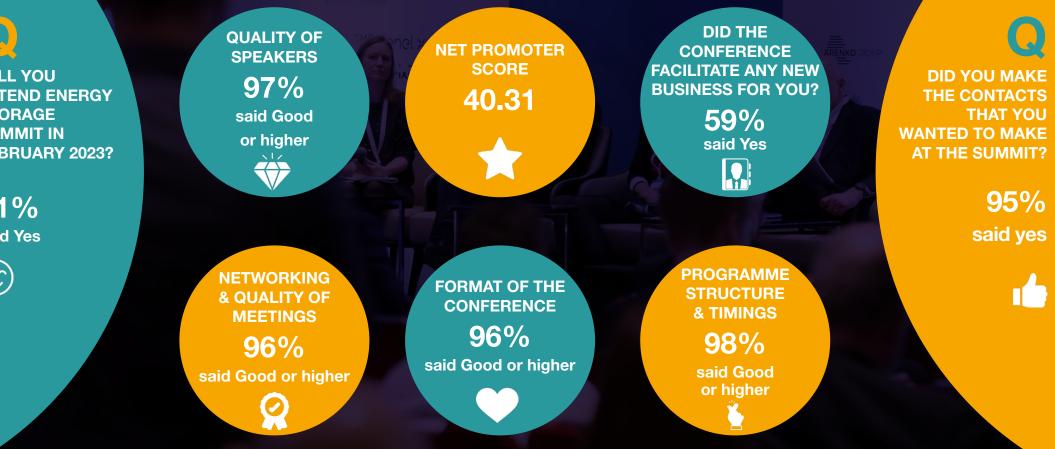
Energy Storage Summit in London was the perfect demonstration of how the European Storage Market is currently booming" Jaime Vega, Managing Director, E22

How would you rate the conference for the following?

WILL YOU **ATTEND ENERGY** STORAGE SUMMIT IN **FEBRUARY 2023?**

91% said Yes





If you are in the Energy Storage business, there is no better place to be than ESS" Justin McNamara, Business Development Manager, Xtralis

Thank You To Our 2022 Sponsors!

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Our 2022 Speakers Included:

The ESS is a great place to catch up with the latest developments in large-scale battery storage in the UK and the European Union" Heleen Groenenberg, Business Developer **Customers & Markets, Tennet**







João Galamba of State for Energy MINISTRY OF ENVIRONMENT AND CLIMATE ACTION.

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Patrick Clerens Secretary General EASE



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Heleen Groenenberg Senior Electricity Market TENNET



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Quentin Scrimshire MODO ENERGY



Todd Mooney Jaime Vega Managing Director ENLIGHTEN INNOVATIONS E22 ENERGY STORAGE SOLUTIONS



Stathis Mokkas Energy Markets Lead **UK POWER NETWORKS**



Ben Irons HABITAT ENERGY



Kilian Leykam

Richard Thwaites

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Louise Dalton Partner CMS



Jan Andersson Ioannis Grammatikakis **INACCESS**



Pritil Gunian **GUIDEHOUSE INSIGHTS**



Mark Meyrick ECOTRICITY



ACCURE BATTERY

INTELLIGENCE GMBH



Jacob Lloyd NATWEST

Our 2022 Speakers Included:

Matt Allen

PIVOT POWER



Felicity Jones LIVEDILIGENCE

TRINĂ STORAGE



Greg Stevens

ABUNDANCE

INVESTMENTS

Manager EMEA

HONEYWELL ADVANCED

DETECTION

Jae Choi TRINA STORAGE

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Daniel Greten TRINA STORAGE

Dr. Neville Towers Brian Knowles Director of Wholesale Markets Senior Energy Storage Advisor Regional Sales Vice President PEXAPARK EDF

The Energy Storage Summit is a great place to expand

and opportunity rich business area"

your knowledge and meet people involved in this vital

Greg Stevens, Investments Director Infrastructure, **Resources & Energy, Abundance Investment**

> Aroa Pache FIREAWAY INC



Ed Ruggles Chief Sales Officer FIREAWAY INC.



Lee Priestley CONRAD ENERGY



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Head of e-Storage Solutions

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Conrad Purcell HAYNES BOONE



Berto Martins EDP



Francesca Putzu ARENKO



Robin Redfern

EVEROZE

Mark Wilson ILI ENERGY



Dr. James Li Head of Technical Energy Storage System SUNGROW

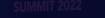




Ian Bartle NOBEL FIRE SYSTEMS

Enquire to speak at Energy Storage Summit 2023

HUAWEI TECHNOLOGIES



Key 2022 Themes

Lots of highly relevant panels and discussion. Great opportunity to catch-up with most relevant players from the storage industry" Kilian Leykam, Investment Manager, Aquila Capital

The Future of Long Duration

As policy and regulation changes to allow longer duration storage options, we examine the need for these and assess the bankability of these projects and where they fit into the market.

Colocation

We look at storage colocated with generation assets and evaluate what value batteries can add. Are colocated projects economically viable and what role does location play in this? How can we establish long-term revenue certain evidence for investors?

Financing

Join to understand how to improve investor confidence in your project – what makes a project attractive to investors? We will examine how you can ensure a well-funded pipeline as more investors look towards renewable energy and interest £ in energy storage

Asset Management

As operational projects age. understanding the data becomes increasingly important. How can you ensure

projects?



be bankable? Does the market allow for these emeraina technologies and what can be done to allow newer companies to

Regulation

Interest in energy storage is increasing and as technology within the industry progresses, we examine whether policy is changing at the right pace to allow energy storage to reach its full potential. What updates have we seen in the past year and what still needs to be done across the UK and Europe to remove the barriers to largescale deployment of storage.





seen DNOs increasing Active Network Management across networks. What does this potential curtailment mean for revenue and how do we manage grid congestion as demand for renewable energy and storage increases?

Securing the Supply Chain

In the wake of rising gas prices and global disruption, what challenges can we expect in ensuring stability across the supply chain. As demand for batteries increases, we unpack how to evaluate suppliers effectively and maintain confidence in achieving project will your batteries come from, and

will we see more localised supply in the future?

Looking Forward: **Market Predictions**

a robust Asset Management

plan and are there lessons to

be learnt from solar and wind

Uncertainty surrounding new technologies and risk appetite can

make investing

in and building new projects difficult. We will look at previous predictions and evaluate how the market actually performed and establish what businesses can expect from storage in the coming year.



What Is Next For Batteries?

With a market dominated

batteries evolving and can

other technologies prove to

by Lithium-ion, how are

and as more cases of fires emerge, how can you establish a framework that prioritises safety. What does the future of fire safety look like in relation to batteries and what steps do you need to take?

An absolute must for anyone who is serious about investing into energy storage. Outstanding content and analysis in the presentations and panel discussions, invaluable networking opportunities during the breaks. The organisers provide everything one needs to utilise the full potential of the event, both in-person and online, from a dedicated conference app, to written materials, to proactive matchmaking" Jan Libicek, Investment Director, Bluefield Partners

Key Sessions

I very much enjoyed the Energy Storage Summit, the panels and presentations were excellent with really insightful contributions from the speakers and members of the audience. It was an excellent use of time to immerse myself for two days in all of the different aspects of the battery storage business and learn from the leading experts in the market" **Conrad Purcell, Partner, Haynes Boone**

What Kind of Market Design will Stimulate the Private Sector?

The State of GB Energy Storage in 2022: What Does the Data Tell Us?

Stability in Supply

Co-location: Opportunities for the Storage Industry

The Future of Long Duration

Lenders' Approach to Energy Storage

Regulatory Barriers Across Countries

Looking to the Next Big Storage Markets

A triumphant return of this valuable conference – surely the most important energy storage conference. A sell-out attendance and thoroughly engaged audience made this a very valuable event for anyone in the industry"

Mark Henderson, Chief Investment Officer, GRIDSERVE

The Summit was a great opportunity to meet today's storage value chain but also for a glimpse of what the future might look like, across technology, supply chain, policy and geographies. All in all, a conference that captures the energy of the growing storage sector" Tom Harries, Partner, Nardac

Catch Up On Key Sessions ()

Companies That Attended

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ABL Group ABO Wind ABP Abundance Investments BEIS ACCURE Battery Intelligence GmbH blk Adaptogen Capital ADS TEC ENERGY Aer Soléir BNRG **AEW Europe** Afcon Holdings BP Aktireg OÜ Albion Technologies Ltd Alexa Capital LLP Alfen AlsoEnergy Altelium Ltd Alter Capital Energy Amarenco Amberside Energy Ameresco Ampt Apricum GmbH Aquila Capital Arendals Fossekompani Arenko Cleantech Limited Arlington Energy Limited Association for Borderless Renewables Australian Trade Commission Axpo **B3 New Energy Baringa Partners**

Batri Itd BavWa R.E **Beaufort Energy** BloombergNEF Bluefield Partners LLP **Bluefield Services Bouygues Energies & Services** BrightSource Energy UK Ltd **British Solar Renewables** Bryt Energy Storage BSR EPC **Burns & McDonnell** BW Group Calisen Cambridge Power Ltd Cameron Barney Canadian Solar Cantor Fitzgerald Cell Cube **Centrica Business Solutions** Cero Generation Ltd CHINA HUANENG GROUP HK LTD. Christian Barba Rodulfo Clarke Energy Clean Horizon Consulting Climate17 clydesdale bank

CMS Cameron McKenna Nabarro Olswang LLP College of Engineering, Mathematics and Physcical Sciences Conrad Energy Limited Constantine Energy Storage Copenhagen Infrastructure Cubico Sustainable Investments Dalia Power Energies Ltd Department for Business, Energy & Industrial Strategy Deutsche Bank **Diesel Progress International** DNV Downing LLP Drax E Energies Ltd E22 EASE **Eclipse Power** Econergy Renewable Energy Ltd Ecotricity Eden Renewables LLC **EDF** Renewables Eelpower EFT Systems (BYD) ElectroFleet Elgin Energy EMSC UK Ltd T/A Powerstar Endava **Endurance** Power Enel X

Energix Renewable Energies Energy Storage Systems Inc. **Energy Systems Catapult** Energy Uganda Energy UK Enerox (CellCube) **Enertis Solar** Engie SA **Enlight Energy Enlighten Innovations Inc** Entrix Eos **EPC Power Ov** Equinor UK Ltd ERG POWER GENERATION SPA ESG Global ESS Inc **Ethical Power Connections** European Association For Storage of Energy (EASE) European Energy Heating Everoze FIC EMEA LIMITED Fichtner Consulting Engineers Limited Field Energy **Fire Shield Systems** Fireaway Inc Firstland General Services Limited Fladgate LLP Fluence Energy Foot Anstey LLP

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Top Attending Countries:

Germany

🔯 Israel



Ireland

storagesummit.solarenergyevents.com

📧 Spain

Companies That Attended

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High Voltage System Services - HVSS
HMS Industrial Networks
Honeywell
Huawei
Hyosung Heavy Industries Corp.
IB Vogt Gmbh
IEP Technologies
ILI Group Plc
Inaccess
infra3 Limited
Innova Renewables Limited
Instanbulges
Interland Energy
Investec Bank PLC
Invinity Energy Systems
JBM Solar
Jinko Solar
JLL
Johnson Rand Ltd
Jones Engineering
kahane Group
Kibo Energy PLC
King's College London
KrakenFlex
LG Energy Solution Europe GmbH
Lightsource BP
Limejump
LiNa Energy
Linesight
Lion Storage
LiveDiligence
Lombard Asset Finance

Low Carbon Asset Management Services Ltd Lumergo Macquarie Capital Man Energy Solutions Marsh Commercial Mew Srl Midea Västerås AB Ministry of Energy, Portugal Ministry of Environment and climate Action of Portugal Mitsubishi Hitachi Power Systems Europe Modo Energy Moixa Technology Montel News **MPK Garages** Nardac National Grid Natural Power NatWest Bank NEOM Newcastle University Nexceris Next Kraftwerke NextEnergy Capital **NHOA Energy** Nobel Fire Systems Ltd Norvento Enerxía NTR plc NW Storage **Oaktree Capital Octopus Energy**

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Renalfa AD
Renewable Energy Systems Ltd
RenewableUK
Renewco Power
RePack AS
RES
Rigi Real Estate GmbH
Rolls-Royce Solutions UK Ltd
Saft
Saft Batteries
Samsung SDI Europe GmbH
Santander UK Plc
Sec Energy Investment Co., Ltd.
Sembcorp
Severn Trent
SMA Solar UK
SMA Sunbelt Energy GmbH
Smartenergy
Smarter Grid Solutions
Smith Brothers (Contracting) Ltd
SMS Plc
Solar Energy UK
Solar Ventures SpA
Solegreen - Silo Energy
Solos Power
SSE
Statera Energy
Statkraft
STEAG Energy Services GmbH
Strukton Power B.V.
Sungrow Power
Susi Partners

Swanbarton
Swgt
Tag Energy
Technova Inc
Telelink Infra services
TenneT
Thrive Renewables plc
Tishman Speyer
Total Energy
Trina Solar
TUVA Partners Ltd
TWAICE
UK Power Networks
UrbanChain
Velkommen A/S
Vital Energi
Vogtsolar
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Gala Dinner Hosted By 火 HUAWEI



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Official After Party Hosted By MOdo

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Which Job Titles Attended?

The Summit is a great channel to showcase your innovation to many stakeholders involved in the battery storage space. We used the opportunity to present the role of batteries in our peer-to-peer exchange" Somayeh Taheri, CEO, UrbanChain

Account Executive	Chief Sales Officer	Editor	Head Of Business Development
Account Manager		Editor In Chief	Head Of Business Development and Marketing
Advisor	СМО	Electrical Engineer	Head Of Connections
Analyst	Co-Founder & CEO	Energy Business Development Manager	Head Of Development
Asset Manager	Commercial	Energy Markets	Head Of Development UK
Associate	Commercial Analyst	Energy Markets Lead	Head Of Energy Storage
Associate Director	Commercial Analyst/Junior Data Scientist	Energy Storage Director	Head Of Engineering
BD Associate Director	Commercial Director	Energy Storage Engineering & Development	Head Of External Communications
BD Lead	Commercial Manager	Manager	Head Of Flexibility
BDM	Communications Director	Energy Storage Lead	Head Of FRV-X
BESS	Connection Engineer	Energy Storage Manager	Head Of Grid
BESS Director	Consultancy Manager	Engineering Manager	Head Of Growth
BESS Engineering Manager	Consultant	EPC Business Development	Head Of Marketing
Business Developer	Contracts Manager	EPC Manager	Head Of New Energy Services
Business Development	COO	ESS INGINEER	Head Of Northern Europe
Business Development Associate	COO & Co-Founder	EU Service Director	Head Of Operations & Asset Management
Business Development Director	Co-ordinator	EVP Business Development	Head Of Pre-Construction
Business Development Manager	Corporate M&A	Excutive Director	Head Of Product & Engineering
Business Development Manager - DACH	Country Manager	Executive Director Commodities Structured	Head Of Projects
Business Development Support	Сто	Finance & Principal Investments	Head Of Renewable Energy
Business Director	Data Scientist	Executive Director, General Manager and CEO	Head Of Sales
Business Unit Manager	Demand Generation	Global Business Line Energy Storage Executive VP	Head Of Sales, Power and Renewable Energy UK
Business Unit Manager Energie Opslag	Deputy CEO		Head Of Service Sales
ССО	Deputy Editor	Flex Marketing Manager	Head Of Storage
CEO	Deputy GM	Flexibility Product Owner	Head Of Storage - Markets
CEO & Co-founder	Deputy Minister and Secretary Of State for Energy	Founder	Head Of Strategic Procurement
CEO & Founder	Development Director	Founder Director	Head Of Technical ESS
CEO & Partner	Development Engineer		Head Of V2G
CEO Of project manager	Development Manager	Future Technologies Evangelist	Incubation manager
CFO	Development Surveyor	General Manager	Innovation Lead
Chairman	Director	Global Accounts Director	Innovation Manager
Channel Partner Lead	Director - Renewable Energy	Global Business Development Manager	Investment Associate - Energy Storage
Chief Business Development Of ficer	Director EMEA	Global Head Of Sales & Accounts	Investment Director
Chief Commercial Of ficer	Director EU operations	GLP Chairman Of fice Special Assistant, Spe- cial Assistant to the Chairman Of GLP Financial Services	Investment Fund Manager
Chief Executive	Director Of Business Development		Investment Manager
Chief Financial Of ficer	Director Of Power Construction Department	Gm Energy Solutions, Sses	Investment Manager Technologies
Chief Innovation Of ficer	Director Of Wholesale Market Optimisation	Grid Engineer	Investment Professional
Chief Of Staff	Director Project Finance	Head Business Development	Investments Director

Which Job Titles Attended?

The energy storage summit once again succeeded bringing together the main storage stakeholders from the UK and European markets. Through engaging discussions and presentations, the event plays a key role in enabling the continued acceleration of the storage industry in the UK" **Julian Jansen, Fluence**

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Investor	Policy Advisor	Reporter	Senior Project Manager
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Key Account Manager UK & Ireland - France	Policy Officer	Revenue Optimisation Manager	Service Sales Manager
Key Accounts Director	Portfolio Development Manager	Sales	Solar Design Engineer
Land Development Manager	Portfolio Manager Sustainable Energy	Sales Director	Solar Division Manager
Lead Construction UK	Power & Infrastructure Finance	Sales Director -EMEA	Solution Manager
Lead Design Estimator	Power Risk	Sales Engineer	Sr. Energy Storage Analyst
Lead Storage Quant	PPA Transaction Manager	Sales Manager	Sr. Sales Manager
Local Area Energy Planning	Principal	Sales Manager Energy Storage	Storage Analyst
Managing Director	Principal advisor	Sales Manager Europe	Storage Applications Engineer
Managing Director New Energy	Principal UK	Sales Manager Storage UK & Ireland	Storage Specialist
Managing Partner	Process & Control Engineer	Sales Manager UK	Strategic Account Manager
Market Applications Director	Procurement	Secretary General	Systems Engineer
Market Development Manager	Procurement Engineering Manager	Sector Director	Team Manager
Market Strategist	Product Line Director	Senior Account Manager	Technical Director
Marketing	Product Management Associate	Senior Advisor	Technical Manager
Marketing & Insight	Product Manager	Senior Analyst	Technical Manager, Investments & Transact
Marketing Coordinator	Product Manager Grid Services	Senior Asset Manager	Technical Pre-sales
Marketing Director	Professor In Energy	Senior Associate	Techsales Manager EMEA
Marketing Executive	Professor Of Pure and Applied Electrochemistry	Senior Business Developer	Tender Manager
Marketing Manager	Programme Manager	Senior Consultant	UK Country Manager
Marketing Specialist	Project and Infrastructure Financing Director	Senior Developer	UK Sales Manager
Media & Comms Manager	Project Assistant Energy Storage Systems	Senior Director Of Project Implementation and	Vice President
Membership support	Project Development	Operations	_ Vice President Business Development
MI Manager Europe	Project Development Engineer	Senior Electricity Market Developer	_ Vice President Business Partner Solar Proje
MU Northern Europe Marketing Manager	Project Development Leader	Senior Energy Storage Advisor	Delivery
New Business Director	Project Development Manager	Senior Investment Executive	Vice President Engineering
New Markets Originator	Project Director	Senior Manager	Vice President Engineering & Construction
Operations Director	Project Manager	Senior Manager Energy	Vice President Engineering and Operation
Operations Engineer	Property Faculative	Senior Manager Of Commercial Delivery	Vice President Global Markets and Develop
Ops Director	Pro-Vice-Chancellor & Executive Dean	Senior Manager Of Flexibility Operations	Vice President Marketing & Sales
Optimisation Lead	PV & ESS Division, Intl' Marketing	Senior Manager Risk Advisory	Vice President Of EPC Construction
Originator	Reader	Senior Manager, Business Development	Vice President Of Supply Chain
Owner	Regional Manager WEWA	Senior Marketing Manager	
Partner	Regional Sales Manager, EMEA	Senior Policy Analyst	
Partner, Head Of UK	Regional Sales Vice President Europe and LATAM	Senior Product Manager	
Performance Manager	Renewable Energy Director	Senior Project Engineer	

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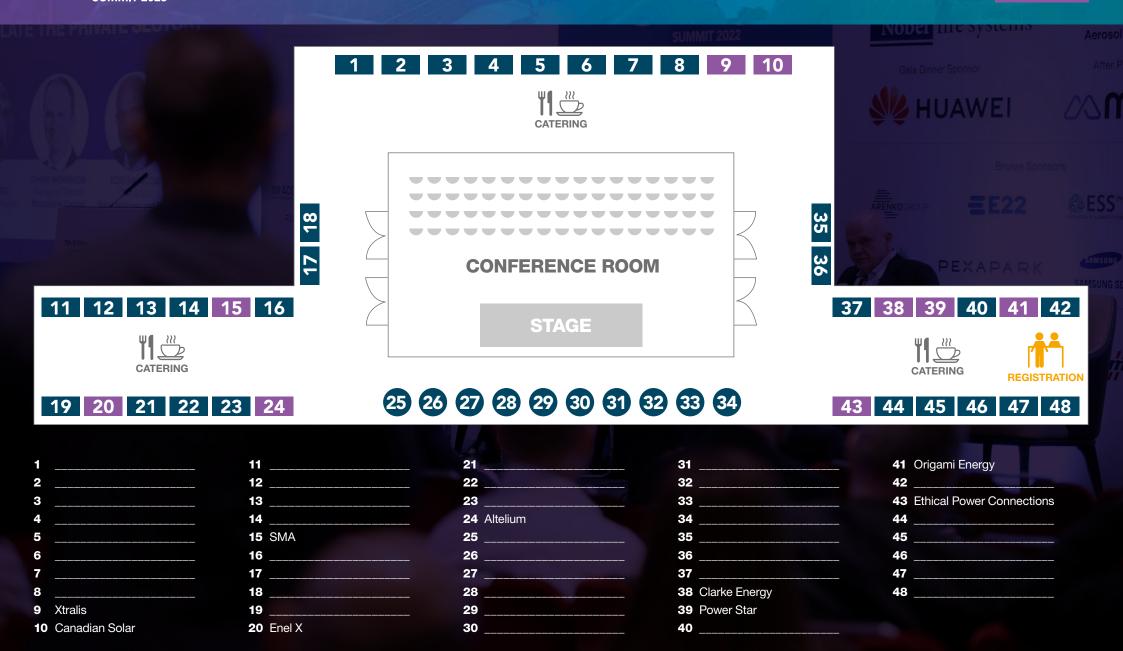
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SUSI Partners eyes solar-plus-storage opportunities in Italy

By Jules Scully March 4, 2022 La Companies, Financial & Legal, Markets & Finance, Power Plants, Projects, Storage Americas, Europe LATEST O Facebook Twitter 🛄 LinkedIn 🔿 Reddit S Email India changes PLI rules and opens up new rounds to previous winners, bids capped at 10GW Shoals Technologies to double manufacturing capacity as backlog Where is module pricing headed in the next two years? EDITORS' BLOG, FEATURES Risen Energy to supply PV module for

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By Solar Media Staff March 1, 2022

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Diverse energy storage market segments, tech and applications will drive growth to accelerate decarbonisation

Energy storage an increasingly accepted asset class, but European market regulation a hurdle

By Cameron Murray February 23, 2022 Europe Margin Grid Scale III Business, Policy, Technolog

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Jessica Craddock Marketing Assistant jcraddock@solarmedia.co.uk

Liam Stoker Editor-in-Chief Istoker@solarmedia.co.uk

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I found the event very positive and worthwhile. As well as getting the message out for long duration storage to a great crowd I was able to meet face to face with many of our clients and learn extensively about how the energy sector is evolving. I would highly recommend anyone who is looking to be involved in energy storage, to attend your events" Mark Wilson, CEO, ILI Group

It was fantastic to have the key players from the energy storage industry together again after the COVID-enforced hiatus. Our meetings scheduled around the event enabled us to catch up with a broad range of partners. The presentations and panel sessions facilitated topical discussions on a range of issues" **Richard Thwaites, CEO, Penso Power**

A great balance between content and networking. I estimate that about 80% - 90% of the key GB storage industry stakeholders were present, so a really superb opportunity to hear from and speak to so many of our clients and industry co-workers all in one place. A large number of the sessions were panels, allowing multiple viewpoints on a given topic. Now I just need to find the time to process all of the insights and leads we gained!" **Robin Redfern, Partner, Everoze**

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