



## Wednesday, 3<sup>rd</sup> April

15:00-18:00

### **Pre Session Workshop: Foundational Concepts for Renewable Energy Procurement**

Alexander Quarles, Jim Stanway, Adelina Colace

*Learn how and why to define a renewable energy strategy, which instruments are the best for your company, and pros and cons of direct and virtual PPAs*

18:30-21:00

### **Happy Hour & Welcome Dinner**

Alcazar Restaurant: 62 Rue Mazarine, 75006

## Thursday, 4<sup>th</sup> April

9:00 – 13:00

### **Welcome to Conclave**

NEO Network Team & Attendees

### **Active Energy Management**

Philippe Diez

*Learn how companies can take an integrated approach to managing energy by bringing together various stakeholders to gain a complete picture of energy use, costs, and savings to turn energy from a cost center into an asset.*

### **State of the Renewables Market**

Alexander Quarles & Toby Crewe

*Review the latest state of renewables, key technologies, main trends, and instruments available to corporations for achieving goals in a cost-competitive way.*

### **Coffee Break**

### **Market Overviews**

- *European PPA market overview | Adelina Colace & Fatima Sanchez*
- *Germany's Changing Landscape | Janos Hettyey*
- *France, Italy, Turkey | Adelina Colace*
- *China & Vietnam | Jim Stanway*

13:00 – 14:00

### **Lunch**

14:00 – 16:45

### **European Corporate PPAs: From Theory to Practice**

- *Onsite Solutions | François Guillaume*
- *Corporate Success Story | Alexander Quarles & Sim Van Der Linde, DSM*
- *Developers Panel | Des Connolly, Bertrand Charmaison (ENGIE), Eric Boonman (Statkraft), Luis Lopez Polin (Acciona), and Sven Kossack (E.ON)*

18:00 – 22:00

### **Team Building Cooking Class & Dinner**

Cour des Createurs - "Chef Martial", 80 rue des Tournelles 75003



## Friday 5<sup>th</sup> April

9:00 – 13:00

### **Procuring Renewables in “Difficult” Markets**

Janos Hettyey & Jim Stanway

*Discuss the challenges of meeting renewable energy targets in markets where viable options do not currently exist*

### **Staying Engaged – Best Practices for PPA Negotiation & Risk Mitigation**

Fatima Sanchez

*Explore best practices for long-term off-site PPA project negotiation by knowing the key variables to pay attention to, as well as how to mitigate potential risks and appropriately follow up project's performances over time*

### **Coffee Break**

### **Brexit – The Latest News & It's Impact on Renewables**

Jim Stanway

*Discuss the potential impact of Brexit on carbon markets, guarantees of origin, GO/REGO circulation, and renewable energy project investment.*

### **Closing Notes**

The NEO Team & Attendees

### **Lunch**