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*Programme on site*

*12–13 May 2011, London*

# ***Solar Industry Summit – UK 2011***

Policy, markets, finance,  
quality, sales & marketing, technology

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## **Welcome note**

### **Welcome to the Solar Industry Summit – UK 2011**

The Solar Industry Summit – UK 2011 brings together international solar energy players from the UK and other parts of Europe, from across the industry sector: representatives from the political and financial worlds, manufacturers, installers and the press. While ongoing policy is a key feature, this leading industry conference offers presentations and discussion on a much wider range of issues facing the PV and the solar thermal sectors today, such as technology developments, project planning, equipment and installer certification, quality issues, finance and marketing.

With more than 20 years of experience in solar energy markets worldwide and a track record of gathering international audiences at their events, Solarpraxis is facilitating an event with expertise and insights from the UK and markets around the world.

I wish you a successful and enjoyable conference.

*Severine Scala*  
*Solarpraxis AG*

**Thursday, 12 May 2011**

### Room Edinburgh – Day 1

**8:30** Registration and welcome coffee

**10:00** Welcome address

*Severine Scala, Solarpraxis*

#### Keynote speeches

Policy and finance background to achieve a sound UK renewable energy economy; sharing of insights from the German feed-in tariff model.

**10:10** Dr Alan Whitehead, Chairman of PRASEG, MP

**10:30** Tobias Rothacher, GTAI

**10:50** Questions and discussion

**11:00** Coffee break / press conference

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#### Discussion:

The immediate and mid-term future of solar energy production in the UK

#### Session 1 – Open discussion

**11:30** PV and solar thermal:

**What are the opportunities now?**

*Chair: Prashant Vaze, Consumer Focus*

- *Dave Sowden, Micropower Council*
- *Philip Wolfe, Ownergy*
- *Eleni Despotou, EPIA*
- *Nigel Cotton, ESTIF*
- *Stuart Pocock, Solar Trade Association*
- *Jan Sisson, juwi Renewable Energies*

**12:50** Questions and discussion

**13:00** Lunch

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## Room Edinburgh – Day 1

### Session 2

**14:00** UK solar energy market – cutting through the red tape

*Chair: Reza Shaybani, BPVA*

**PV insurance – insurance risk management and the demands of project finance**

• *Ian Webber, TIB UK / Trust*

**“Smart” technology knowledge: Automated data farming and a new 21st century paradigm**

• *Adrian Hewitt, Emergence*

**Power Roofs RetroFIT: The UK’s largest social housing solar retrofit scheme**

• *Craig Jackson,*

*South Yorkshire Housing Association*

**Key legal issues affecting the development of solar PV in the UK**

• *Dominic FitzPatrick, Taylor Wessing*

**15:35** Questions and discussion

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**15:45** Tea break

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### Session 3

**16:15** How to expand in the UK

*Chair: James Beal, UKTI*

**The characteristics of the photovoltaic market in the UK – answers for a successful marketing strategy**

• *Ruediger Muehlhausen,*

*Apel+Hoyer Consulting in Communications*

**Establishing industrial scale PV engineering, procurement and construction capability in the UK**

• *Chris Buckland, Lightsource Renewable Energy*

**Entering the UK PV market – best practice examples**

• *Armin Fischer, Bosch Solar Energy*

**The UK PV market’s BIPV potential – concepts and outlook**

• *Willi Ernst, Centrosolar*

**17:45** Questions and discussion

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**18:00** Networking reception

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## Room Balmoral – Day 1

### Session 4

#### 14:00 Quality part 1

*Chair: Christian Steinberg, Solarpraxis*

#### **Quality assurance measures for optimal PV yields**

- *Anselm Kröger-Vodde, Fraunhofer ISE*

#### **First micro inverter technology to match the life-time of solar modules**

- *Henrik Raunkjaer, Enecsys*

#### **MCS certification – are you up to the mark?**

- *David Gall, BRE Global*

#### **The journey is the reward – lessons learned from 12 years experience in the PV industry**

- *Jaak Palisaar, Conergy*

#### **PV+Test – importance of independent PV module testing**

- *Andreas Cox, TÜV Rheinland*

#### 15:35 Questions and discussion

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#### 15:45 Tea break

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### Session 5

#### 16:15 Quality part 2

*Chair: Lars Waldmann, Schott Solar*

#### **Problems with large PV systems**

- *Rob Gwillim, Graduate School of the Environment at the Centre of Alternative Technology*

#### **Factors that determine the value of a solar investment**

- *Vanessa Gombert, SOLON*

#### **UK certification of installers**

- *Chris Beedel, ELECSA*

#### **How to build a quality work force at all levels**

- *Griff Thomas, GTEC Training*

#### 17:45 Questions and discussion

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#### 18:00 Networking reception

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**Friday, 13 May 2011**

**8:30** Early morning tea and coffee

## Room Edinburgh – Day 2

### Session 6

**09:00** Designing through to installation

*Chair: Steven Harris, Energy Saving Trust /  
Ymddiriedolaeth Arbed Ynni*

**Structural analyses as a precondition for safe  
mounting systems**

• *Dr Cedrik Zapfe, Schletter*

**Designing and developing city-scale PV projects  
on social housing**

• *Matthew Rhodes, Encraft*

**Financial and layout analysis for small and  
medium roof arrays**

• *Chris Laughton, The Solar Design Company &  
Valentin EnergieSoftware*

**Options for large scale roof arrays**

• *Kerry Burns, Solar Sense*

**10:20** Questions and discussion

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**10:30** Coffee break

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### Session 7

**11:00** Electrical grid connections

*Chair: Giuliano Digilio, The Electrical Contractors'  
Association*

**Grid connection of embedded photovoltaic  
generation in the UK**

• *Jonathan Oguntona, Senergy Econnect*

**Technical & physical options of the connection**

• *David Spillett, Energy Networks Association*

**The inverter's pivotal role in PV grid integration**

• *Richard Batty, Mastervolt*

**Buy-in or feed-in tariffs – what's the deal?**

• *Barry Marsh, British Gas New Energy*

**12:40** Questions and discussion

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**13:00** Lunch

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8:30 Early morning tea and coffee

## Room Balmoral – Day 2

### Session 8

09:00 Solar thermal – renewable heating incentives

*Chair: Xavier Noyon, ESTIF*

**How is the RHI working?**

• *Howard Johns, Southern Solar*

**Insights on international solar thermal subsidies**

• *Alexander Storek, Wagner & Co Solartechnik*

**RHI now and the future**

• *Russell Gore, Kingspan Hot Water Systems and Renewables UK*

**Metering and meeting the RHI requirements**

• *Iain Summerfield, GASTEC at CRE*

10:20 Questions and discussion

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10:30 Coffee break

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### Session 9

11:00 Bankability: What is it all about?

*Chair: Rory Quinlan, CapitalDynamics*

**Market situation and perspectives for solar energy worldwide**

• *Kevin Webster, LDK Solar*

**Financial solutions from roof-top to utility scale**

• *Verena Kempe, WestLB*

**Increasing bankability with non-cancelable warranties and performance guarantees**

• *Zhe Jiang, Upsolar*

**More than the sum of its parts: keys to bankability in PV**

• *Dr Tim Jungblut, Gehrlicher Solar*

12:40 Questions and discussion

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13:00 Lunch

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## Room Edinburgh

### Session 10

#### Discussion Points

- Financing issues: debt and equity
- The UK market: On the right way to maturity?
- Status and trends in supply and demand
- Five-year forecast

#### 14:00 Discussion: Experts' outlook for the UK market

*Chair: Stephen Hill, Eversheds*

- *Ash Sharma, IMS research*
- *Oliver Soper, OST Energy*
- *Paula Mints, Navigant Consulting*
- *Ellis Acklin, Jefferies*
- *Daniela Schreiber, EuPD Research*

#### 15:30 Closing remarks

- *Jackie Jones*
- *Chris Laughton*

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**End of conference**

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## Room Balmoral

### 13:30 – 16:00 Brokerage event

The Enterprise Europe Network (EEN) in collaboration with Solar-praxis invites you to attend an international Brokerage Event, on Friday afternoon 13th May, during the Solar Industry Summit!

This event gives you the great opportunity to meet in individual B2B meetings with innovative solar business organisations from **Berlin-Brandenburg – one of the leading German regions in the photovoltaic industry.**

EEN is an initiative of the European Commission that brings together business support organisations in the European Union and beyond – with more than 570 member organisations. The Network helps your company to find international business partners, new technologies or to apply for EU funding & finance.

**Participation fee for the Brokerage Event:**  
€ 59 (excl. VAT)

**More information & online registration:**  
[www.tsb-europa.de/solarsummit2011](http://www.tsb-europa.de/solarsummit2011)



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## Participation fees

### Registration “late bird” from 1 May 2011

▶ Standard . . . . .	€ 795
▶ Partner . . . . .	€ 695
▶ Day-pass . . . . .	€ 545

All prices excluding VAT

Registration:

[www.solarpraxis.de/conferences](http://www.solarpraxis.de/conferences)

## Conference Venue

The Grand Connaught Rooms is one of the most superior and innovative conference, meeting and banqueting rooms in Central London. It is located right in the center in between Holborn and Covent Garden station.

### Grand Connaught Rooms

61 – 65 Great Queen Street

London, WC2B 5DA

United Kingdom

Tel: +44 (0)20 7405 7811 | Fax: +44 (0)20 7831 1851

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We accept no liability for personal injury or any damage to property either during travel to or from the venue, or during the conference itself.

The conference proceedings will be audio recorded. If you do not wish your record to be made available to the delegates, please inform the staff.

The production of audio and video recordings is prohibited.

### Organiser

Solarpraxis AG is your one-stop provider of knowledge, technical expertise and services in the fields of engineering, publishing and conferences.

Founded in 1989, the company has developed into a leading provider of consulting and services for the renewable energies sector.

### Conferences

Solarpraxis has been one of the leading organisers of conferences in the renewable energies sector since 1998.

Its conferences are valued industry platforms which offer decision makers in the renewable energies industry opportunities for targeted networking and information exchange. They are well-established, close to the market and customer-oriented. Using a combination of specialist presentations and topical panel discussions, they examine the technology, development, financing and policies of the market, always focusing on practical benefits. Industry representatives are given the opportunity to share ideas, to follow and discuss the latest developments, and to meet representatives from politics, the press and the financial world.

### Conference management

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## Upcoming Conferences 2011

- ▶ **German PV Market Executive Briefing** ..... 19 May 2011  
Frankfurt, Germany · EuPD Research and Solarpraxis Event
- ▶ **Conferencia de la Industria Solar – España 2011 (CIS-ES 2011)**  
..... 13/14 October 2011  
Madrid, Spain · Policies, Markets & Finance, Marketing & Sales,  
Public Relations
- ▶ **12<sup>th</sup> Forum Solarpraxis** ..... 17/18 November 2011  
Berlin, Germany · Policies, Markets & Finance, Marketing & Sales
- ▶ **PV Power Plants – USA 2011** ..... 1/2 December 2011  
USA · Technology, Production, R & D, Markets & Finance,  
Marketing & Sales
- ▶ **2<sup>nd</sup> Inverter and PV System Technology Forum** ..... January 2012  
Berlin, Germany · Technology, R & D, Production, Markets & Finance
- ▶ **SMEThermal** ..... 7 February 2012  
Berlin, Germany · Solar Thermal Materials, Equipment & Technology
- ▶ **Conferenza dell’Industria Solare – Italia 2012 (CIS-IT 2012)**  
..... 23/24 February 2012  
Rome, Italy · Policies, Markets & Finance, Marketing & Sales,  
Public Relations
- ▶ **Inverter and PV System Technology Forum – USA** ..... February 2012  
CA, USA · Technology, R & D, Production, Markets & Finance
- ▶ **PV Power Plants – EU 2012** ..... March 2012  
Europe · Technology, Production, R & D, Markets & Finance,  
Marketing & Sales
- ▶ **Thin-Film Industry Forum 2012** ..... April 2012  
Berlin, Adlershof, Germany · Technology, Production, R&D, Markets &  
Finance, Marketing & Sales  
As a part of the “4<sup>th</sup> Photovoltaics  
Thin-Film Week”

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