

Program

Battery Business & Development Forum

March 31-April 1, 2026 | Frankfurt am Main, Germany
www.battery-business-forum.com

Tuesday, 31.03.2026

10:00 am - 11:15 am **Ball Room Frankfurt 1 - 5**

Capital Flows into BESS: Where Investors Put Money and What They Expect Now

Capital for battery storage is available – but it is becoming more selective. Starting with a European market outlook, this session brings together infrastructure funds, utilities, and mid-market investors to discuss where capital is flowing, how risk appetite is changing, and what developers need to deliver to secure funding today.

What you will discuss:

- Which European markets are currently attracting capital – and which are being avoided
- How institutional investors assess merchant risk, regulation, and pipeline quality
- What typically makes investors walk away from a deal
- What “investment-ready” means today for mid-sized BESS projects (e.g. 40–60 MW)
- How smaller developers can access equity and scale into institutional capital

10:00 am - 11:15 am

Capital Flows into BESS: Where Investors Put Money and What They Expect Now

Anna Darmani, Principal Analyst, Wood Mackenzie

Christoph Ostermann, CEO & Co-Founder, green flexibility

Arne Weinig, Managing Partner, Tauber Energy

Nadiya Vargola, Head BESS Business Development, Alpiq AG

Yann Laot, Director M&A, TotalEnergies

Jeroen Zanders, Managing Director, Macquarie Capital

Walburga Hemetsberger, Chief Executive Officer, SolarPower Europe

Nils Hammon, Managing Director, Head of Investments, re:cap global investors ag

Moderator

Michael Fuhs, pv magazine

Marija Maisch, pv magazine

11:15 am - 11:45 am **Lobby**

Coffee Break

11:15 am - 11:45 am

11:45 am - 1:00 pm **Ball Room Frankfurt 1-3**

Ball Room Frankfurt 4-5

BESS Routes-to-Market in Europe: Merchant, Capacity, and Tolling – What Works Where

Revenue models for battery storage are evolving – but not all of them are equally reliable, scalable, or financeable. This session breaks down the three dominant routes-to-market in Europe and examines where they work in practice, how they are structured, and what risks they carry.

What you will discuss:

- How reliable merchant revenues really are over a 10-year horizon and which assumptions are often wrong
- Whether capacity markets provide meaningful downside protection and if models like Poland could work elsewhere
- How tolling agreements are actually negotiated: key risk allocation, pricing challenges, and deal-breakers
- What makes structured offtake agreements “bankable” and where negotiations typically fail
- Which routes-to-market are currently viable in Germany vs. other European markets

11:45 am - 1:00 pm

BESS Routes-to-Market in Europe: Merchant, Capacity, and Tolling – What Works Where

Anna von Bremen, Partner, Head of Energy Innovation, Osborne Clarke
Eva Zimmermann, Senior Research Associate, Aurora Energy Research
Carlos Perez Linkenheil, Global Head of Reports, AFRY Management Consulting
Daniel Schwarz, Senior Structured Originator, ENGIE
Flip van der Weijden, Head of Growth, Return Storage
Semih Oztreves, Chief Commercial Officer - Network Infrastructure, Zenobē
Rémi Mahoudeaux
Michal Swol, Chief Investment Officer, R.Power

Moderator

Ulrike Gunnemann, Managing Director, Electric Blue

Deep Dive: Resilient Grids with Grid-Forming Batteries: Market Opportunities and Technical Pathways

Batteries are transforming power system resilience at both utility and residential scales. This session highlights their growing role in grid stability, including grid-forming, voltage control, congestion management and system support across transmission and distribution networks. The discussion will identify established and emerging markets for these services, such as in Germany from 2026, detailing their impact on inverter-based systems. Experts will assess how large-scale and distributed batteries complement each other, offering a market overview and technology perspectives, and will outline pathways for implementing power electronics and control systems for secure, flexible grid operations.

11:45 am - 1:00 pm

Deep Dive: Resilient Grids with Grid-Forming Batteries: Market Opportunities and Technical Pathways

Carsten Wendt, Head of Large Scale Storage, SMA Solar Technology AG
Marie Garstecki, Regulatory & Policy Manager, sonnen
Ivan Volodin, ESS Product Manager, Sungrow Deutschland
Tian Xiang, Head of EU C&I, Cubenergy

Moderator

Catarina Augusto, Head of System Integration, SolarPower Europe

1:00 pm - 2:00 pm **Lobby**

Lunch Break

1:00 pm - 2:00 pm

2:00 pm - 3:15 pm **Ball Room Frankfurt 1-3**

Financing BESS: What Banks Accept – and Where Deals Break

Debt for battery storage is available, but conditions are changing as merchant exposure increases and revenue structures become more complex. This session brings together banks, developers, offtakers and investors to discuss what is currently financeable, how contracts are structured in practice, and where expectations diverge.

What you will discuss:

Ball Room Frankfurt 4-5

Deep Dive Europe 1: What's Brussels' Plan for Battery Storage in European Markets

Representatives from the EU and industry associations will discuss Europe's upcoming regulatory priorities and market design for battery storage. The session explores how EU strategies - under all relevant policy frameworks, including a dedicated Energy Storage Strategy under preparation – aim to scale storage deployment, strengthen flexibility markets, and accelerate integration into a resilient, renewables-based power system across EU member states.

- How much merchant exposure banks are currently willing to accept
- What makes a tolling agreement truly bankable in practice
- Where expectations between banks, offtakers and developers typically diverge
- How financing structures change when revenue uncertainty increases
- Whether refinancing and new structures can unlock projects without long-term contracts
- At what point a project becomes too risky even for equity

2:00 pm - 3:15 pm

Deep Dive Europe 1: What's Brussels' Plan for Battery Storage in European Markets

Christian Barba, Senior Director of Energy Storage for Europe, EDP
 Paula Dorado Miranda, Policy Officer, European Commission
 Benedikt Deuchert, Director Business Development & Regulatory Affairs, Kyon Energy Solutions GmbH
 Samir Jeddi, Head of Commercial Analysis, Statkraft
 Torsten Knop, European Regulation, E.ON SE

Moderator

Dries Acke, Deputy CEO, SolarPower Europe

2:00 pm - 3:15 pm

Financing BESS: What Banks Accept – and Where Deals Break

Marcus Starke, Director Energy Origination, NORD/LB
 Ruben Valiente, Managing Director, MAXXEN ENERGY AG
 Alexander Drousiotis, Vice President Structured Finance Energy, Santander Corporate & Investment Banking
 Mikko Preuss, Chief Commercial Officer, terralayr
 Grace Kankindi
 Coen Hutters, Energy Transition Specialist, Rabobank
 Nils van Afferden, Asset Originator Flexibilities and Batteries, RWE Supply & Trading GmbH
 Maxime Nekoian, Finance Director, Gresham House
 Mark van Zon, Senior Director, ABN AMRO

Moderator

Ann Cocquyt, Director - PPA & BESS Transactions, Pexapark

3:15 pm - 3:45 pm **Lobby**

Coffee Break

3:15 pm - 3:45 pm

3:45 pm - 5:00 pm **Ball Room Frankfurt 4 - 5**

European Success Stories - What Drives Storage Deployment?

From the UK to Italy, Bulgaria, and Spain, this session highlights the policies and revenue streams driving Europe's most dynamic and promising utility-scale battery storage markets. Hear from market analysts, industry lobbyists, developers, and technology providers about how local regulation, price signals, and different grid services are fostering deployment, what lessons can be learned from these key European markets, and where new growth opportunities are emerging across the continent.

3:45 pm - 5:00 pm

European Success Stories - What Drives Storage Deployment?

Nikola Gazdov, Chairman, APSTE - Association for Production Storage and Trading of Electricity
 Matteo Lionetti, Utility-scale BESS working group coordinator, ANIE
 Odin Foldvik Eikeland, Senior Analyst, Rystad Energy
 Laura Hoffmann-Ostenhof, Central Europe Industry Lead, Gridcog
 Marko Svetina, Co-founder and CPO, BM2Solar

Moderator

Michael Schmela, Executive Advisor and Director of Market Intelligence, SolarPower Europe

3:45 pm - 5:30 pm **Ball Room Frankfurt 1 - 3**

Deep Dive Germany 1 | Grid Access in Germany: FCA, Grid Fees and Market Perspectives

Grid connection remains one of the central bottlenecks for battery storage in Germany. At the same time, new instruments such as flexible connection agreements (FCA) and upcoming changes in grid fees are reshaping how projects are developed, assessed and financed. This session brings together regulators, grid operators and developers to discuss how the system currently works and where it is heading.

What you will discuss:

- How FCA agreements are currently negotiated in practice and where uncertainty remains
- Whether FCA can become a standardized and investable framework
- How grid operators and developers assess risk, predictability and cooperation
- What to expect from upcoming reforms (AgNeS, grid fees) and how they affect project economics
- What developers should do today to make projects robust under changing rules

3:45 pm - 5:30 pm

Deep Dive Germany 1 | Grid Access in Germany: FCA, Grid Fees and Market Perspectives

Georg Gallmetzer, Managing Director, ECO STOR

Philipp Hesel, Senior Associate, Aurora Energy Research

Barbara Plura, Asset Management HV/MV, LVN

Lars Stephan, Director Policy and Advocacy, Fluence

Nora Amer Mahgoub, Senior Research Consultant, FfE

Karsten Bourwieg, Chairman of Ruling Chamber 8, electricity network tariffs, Bundesnetzagentur

Steffen Schülzchen, CEO & Founder, Entrix

Christina Hepp, Director Strategy, green flexibility

Niklas Högel, Head of Strategic Asset Management, Schleswig-Holstein Netz GmbH

Friedrich Kunz, Senior Advisor Market Design, TenneT TSO

Moderator

Lars Stephan, Director Policy and Advocacy, Fluence

5:10 pm - 6:00 pm **Ball Room Frankfurt 4-5**

Start-up Pitch Session | New Players in BESS: Technologies, Business Models and Market Entry

Innovation in battery storage is increasingly driven by new market entrants developing technologies, software and business models across the value chain. In this fast-paced session, selected start-ups present their solutions and explain how they position themselves in a competitive and rapidly evolving market.

Each company gives a short pitch, followed by brief discussion and feedback from the moderator.

What you will discuss:

- Which specific problems in the BESS value chain new companies are addressing
- How software tools and AI-based approaches can support areas such as performance analysis or O&M
- How new solutions aim to improve project returns, scalability or operational efficiency
- Which applications and customer segments these companies are targeting
- How these approaches fit into today's storage market

5:10 pm - 6:00 pm

Start-up Pitch Session | New Players in BESS: Technologies, Business Models and Market Entry

Matthias Engel, Managing Partner, Vireo Ventures

Elias Aruna, Founder, Scale Energy

Florian Heise, Co-Founder, Re-Twin Energy

Laura Laringe, CEO, reLi Energy

Joseph Perrotta, Founder, Invertix

Peter Bruins, Founder, Fudura

Volker Schöller, CTO, Schoenergie GmbH

Jörg Beringer

Moderator

Matthias Engel, Managing Partner, Vireo Ventures

6:00 pm - 9:00 pm **Lobby**

Networking Reception

Networking, Drinks and Dinner

6:00 pm - 9:00 pm

9:00 am - 10:00
am **Lobby**

Official Registration and Welcome Coffee

Wednesday, 01.04.2026

10:15 am - 10:45 am

Lobby

Coffee Break

10:15 am - 10:45 am

10:45 am - 12:00 pm

Ball Room Frankfurt 1-3

Hybridisation of Solar PV with BESS in Europe – the Best Alternative to Stand-Alone?

As grid access tightens and price volatility quickly grows across Europe, hybridising batteries with PV is emerging as a smart way to go. By sharing grid connections, boosting revenues through energy shifting and ancillary services, and reducing curtailment, hybridisation enhances both profitability and flexibility. This session explores the regulatory, technical, and commercial advantages of hybrid solar and storage assets across Europe. Experts will discuss where hybridisation is already viable, leading markets, and key regulatory hurdles in permitting and grid connection. We will explore system value, comparing hybrid PPAs and emerging business models to market-optimised stand-alone batteries.

10:45 am - 12:00 pm

Hybridisation of Solar PV with BESS in Europe – the Best Alternative to Stand-Alone?

Sven Albersmeier-Braun, VP Sales Central Europe Sigenergy, Sigenergy Technology

Joanna Holt, Partner, Everoze

Christian Salzeder, Managing Director, Sunotec Germany

Stefan Müller, COO & Co-Founder, enerparc

Moderator

Antonio Arruebo, Market Analyst, SolarPower Europe

Ball Room Frankfurt 4-5

Deep Dive Europe 2: Made in Europe – How to Build a Competitive European Manufacturing Base

Building a strong domestic battery manufacturing base is critical to Europe's energy autonomy. This session unpacks EU policies such as NZIA, CISAF and EU-made bonuses, addressing competitiveness, skills, and raw material challenges. Battery manufacturers and policymakers share insights on needs, targets, project designation and lessons learned at home and from Asia and the U.S., outlining potential pathways to bankability and industrial strength.

10:45 am - 12:00 pm

Deep Dive Europe 2: Made in Europe – How to Build a Competitive European Manufacturing Base

Mariyana Yaneva, COO, IPS

Ruben Valiente, Managing Director, MAXXEN ENERGY AG

Peter Fath, CEO, RCT Solutions GmbH

Christoph Lienemann, Global BU Lead, PEM Motion

Moderator

Walburga Hemetsberger, Chief Executive Officer, SolarPower Europe

12:00 pm - 1:00 pm

Lobby

Lunch Break

12:00 pm - 1:00 pm

1:00 pm - 2:15 pm

Ball Room Frankfurt 4 - 5

Safety, Security & Sustainability – Aiming High Despite Huge Cost Pressure

Ensuring high technical and operational standards for BESS systems is essential to maintain and increase bankability, particularly in the context of strong cost pressure and rapid market growth across Europe. As investors and lenders increasingly scrutinise project risks, transparent technical due diligence, robust design practices, and clear risk mitigation frameworks become critical. While formal standardisation plays an important role, it takes time to develop and implement. In the meantime,

Ball Room Frankfurt 1 - 3

Deep Dive Germany 2 | Co-located PV and Storage: EEG reform, PPAs and Bankability

As grid constraints increase and regulatory frameworks evolve, co-location of PV and battery storage is becoming a key development pathway in Germany. But the business case is not yet fully established. This session examines how different models perform in practice and under which conditions they become financeable.

What you will discuss:

effective knowledge sharing and industry guidelines are critical to reflect current best practices and lessons learned across the BESS value chain. This session highlights key technical and risk-related considerations impacting BESS bankability. The discussion will underline how shared knowledge can reduce perceived risks, support informed investment decisions, and strengthen confidence among financiers, insurers, and project developers contributing both to reliable BESS deployment today and to future standardisation efforts.

1:00 pm - 2:15 pm

Safety, Security & Sustainability – Aiming High Despite Huge Cost Pressure

Carmen Kompatscher, Strategy Manager, Fluence

Dimitar Dimitrov, Business Development Manager, Renewable Energy Insurance Broker

Elias Garcia Goma, Senior Technical Advisor Supply Chain, STS Certified

Sarah Montgomery, CEO and Co-founder, Infyos

Julong Wang, Business Development Manager, EVE

- How the upcoming EEG reform and tender design may affect co-located projects
- Whether adding storage to PV creates measurable economic value
- How hybrid PPAs are structured and what makes them work in practice
- How banks and offtakers assess co-located projects compared to stand-alone BESS
- Which project setups are currently viable in Germany

1:00 pm - 2:15 pm

Deep Dive Germany 2 | Co-located PV and Storage: EEG reform, PPAs and Bankability

Thomas Seltmann, Solar Technology & Storage Officer, German Solar Association

Alexander Straube, Director - Flexibility & Structured Transactions, EnBW Energie Baden-Württemberg AG

Pieter van der Meulen, Senior Account Manager, Account Management, LevelTen Energy

Christoph Strasser, CEO, MaxSolar GmbH

Peer Günzel, Deputy Managing Director, DAL Deutsche Anlagen-Leasing GmbH & Co. KG

Lukas Ebner, enervis energy advisors

Jörn Carstensen, CTO, greentech

Phillip Goethe, Head of Sales & Business Development, suena energy

Moderator

Margarete von Oppen, Partnerin, Orka

2:15 pm - 2:45 pm **Lobby**

Coffee Break

2:15 pm - 2:45 pm

2:45 pm - 4:00 pm **Ball Room Frankfurt 1 - 3**

Future-Proof BESS: Procurement, Design and Lessons from Operating Projects

Technical decisions made early in a battery storage project have long-term consequences for performance, reliability and revenue. This session examines how procurement, system design and construction choices affect project outcomes – and what developers should do differently.

The session is structured in two parts: first, a focus on procurement and component quality, including insights from factory audits; second, real-world cases from operating projects, analysing where design assumptions failed and how issues could have been avoided.

What you will discuss:

- What developers should prioritize when procuring batteries and key components – including insights from factory audits
- Which design choices have the biggest impact on long-term performance and flexibility
- How to prepare systems for augmentation and changing market requirements
- Typical issues observed in real projects, including SOC errors, PCS configuration, thermal management and control system integration
- How to align EPC, system integration and operational strategy from the start

2:45 pm - 4:00 pm

Future-Proof BESS: Procurement, Design and Lessons from Operating Projects

Garikoitz Sarriegi Etxeberria, Head of Converter and Storage Services, Kiwa PI Berlin

Vural Oezcan, COO, juniz

Hamid Bardideh, Solution Manager, HyperStrong International

Mohammed Qudaih, Technical Director, Utility Smart PV & ESS

Darya Rüwald, Director Battery Intelligence, ACCURE Battery Intelligence GmbH

Lutz Morawietz, Head of Algorithm Development, volytica diagnostics

Nils Twietmeyer, Senior Business Development Manager, Wärtsilä Energy Storage

Hauke Lapschies, Originator, Energy2market

Moderator

Michael Fuhs, pv magazine

8:00 am - 9:00 am **Lobby**

Official Registration and Welcome Coffee

8:00 am - 9:00 am

9:00 am - 10:15 am

Ball Room Frankfurt 4 - 5

Global Supply Chains – Ensuring Access to Critical Raw Materials for BESS for Europe

As Europe rapidly expands its battery storage fleet and looks to increase domestic production, supply chain security becomes essential. This session looks at measures taken to make the EU more independent in sourcing critical raw materials for BESS components and how the framework conditions to facilitate recycling and circular economy in BESS need to evolve. This session will assess how EU legislation such as the Batteries Regulation, the Circular Economy Act and the REsource EU Action Plan affect businesses and whether they can contribute sufficiently to providing European manufacturers with access to the quantity and quality of critical raw materials needed to ensure diversification.

9:00 am - 10:15 am

Global Supply Chains – Ensuring Access to Critical Raw Materials for BESS for Europe

Laura Blazevic, EU Affairs Officer, Metlen Energy & Metals

Giuseppe Artizzu, CEO, NHOA Energy

Tristan Moeller, Director of Business Development - Central Europe, Sinovoltaics

Tom Voegelé, Policy Director, PRO Circularity Alliance

Edward Rackley, Head of Energy Storage, CRU

Moderator

Christina Huber, Senior Policy Advisor on Sustainability, SolarPower Europe

Ball Room Frankfurt 1 - 3

Interactive BESS Lab: Structuring and Financing Storage Projects in Europe

This interactive session moves from discussion to application. Based on real-world assumptions, analysts present two battery storage projects – one stand-alone and one co-located with PV. A panel of banks, investors, developers and optimizers, together with the audience, assesses whether these projects are financeable – and under which conditions.

Participants follow the full decision process: from cost assumptions and revenue stacks to risk allocation and financing structure. The session makes transparent how different stakeholders evaluate the same project and where views diverge.

What you will discuss:

- How realistic revenue assumptions hold up under current market conditions
- Which risks (grid, regulation, market) most affect financing decisions
- What banks, investors and optimizers require to support a project
- How financing structures change depending on revenue mix and uncertainty
- Where projects fail to convince – and what would make them investable

9:00 am - 10:15 am

Interactive BESS Lab: Structuring and Financing Storage Projects in Europe

Marcel Marquart, Country Manager Germany, Clean Horizon

Xenia Ritzkowsky, Senior Consultant, enervis energy advisors
Tim Koenemann, Global Head Green Infrastructure Finance,
Commerzbank AG
Marcus Fendt, Managing Director, The Mobility House Energy
Anoucheh Bellefleur, Team Manager Finance and Sales, ABO Energy

Moderator
Marija Maisch, pv magazine
