

AGENDA

3RD BVES INVESTOR SUMMIT EUROPE

MONEY MAKER ENERGY STORAGE SYSTEMS

Investment Opportunities

Best Practices

Trends

October 21, 2025

09:00–21:00 CET

Radialsystem Berlin

Holzmarktstr. 33

10243 Berlin

AGENDA

9.00 – 10.00 AM **MORNING COFFEE**

10.00 AM **OFFICIAL START / OPENING SESSION**

Moderation: Vanessa Hensel, DIAS & Dr. Sebastian Scholz, Munich Re

WELCOME REMARKS BY BVES AND THE MODERATORS

Urban Windelen, BVES e.V.

Sebastian Scholz, Munich Re, Green Tech Solutions

Vanessa Hensel, Decarbonization Investment Acceleration Services (DIAS)

KEYNOTES:

Whence We Come and Where to Go: A Stable, Resilient and Economically Efficient European Energy System

Alexander Antonyuk, European Investment Bank

The Missing Link – Challenges and Opportunities for Increasing Flexibility of Europe's Power Sector

Volker Hild, Siemens Energy Global GmbH & Co. KG

Bridging the Gap: Turning Europe's Energy Transition Potential into Real Investments

Jaroslav Macek, Elevion Group

Too Good to Be True? Navigating the Reality, Risks, and Opportunities of Investing in the Peak of the German Storage Market

Tom Smout, LCP Delta

High Voltage Grid Access: Ensuring Reliable Grid Access in Major European Markets

Dr. Ralf Bucher, H&MV Engineering GmbH

DISCUSSION

12.00 – 1.30 PM **LUNCH**

1.30 – 3.00 PM **WORKSHOP SESSIONS (PARALLEL)**

WORKSHOP 1

Battery Business 3.0: The Boom is accelerating, the quality is the key: BESS(t) practice from an international perspective. Today's and future market opportunities.

Moderation: Britta Wißmann, Watson Farley & Williams LLP & Gerrit Lühring, BVES

BESS in Germany and Other European Core Markets – Success Factors for Investments and Financing

Dr. Christian Bauer, Watson Farley & Williams LLP

Update on the European Energy Storage Market: Without a Market, There Are No Revenues

Thaddäus Kreisig, Aurora Energy Research

WORKSHOP 2

C&I - How Pilot Projects and Best Practices Enable Investments in C&I

Moderation: Johannes Lohmann, European Investment Bank & Simon Steffgen, BVES

Legal Framework for BESS Investments in the Industrial Sector

Dr. Christian Ertel, Taylor Wessing Partnerschaftsgesellschaft mbB

Triple Win: Billion-Euro WEL Energy Hub Project with PV, Battery Storage, and Data Center Integration

Matthias Sinde, Greenmake GmbH

WORKSHOP 3

Beyond Stand-Alone BESS – How Co-Location, Sector Coupling and Smart Mobility Infrastructure Create Synergies and Unlock Diversified, Stable Revenues in the Flexibility Market

Moderation: Vanessa Hensel, DIAS & Beatrice Schulz, BVES

Regulatory Framework: Storage integration is possible – complex, but a solvable task

Dr. Patrick Schulz, BRAHMS NEBEL Partnerschaft von Rechtsanwälten mbB

Stand-Alone Was Just the Surf – Co-Location & V2G Are the Next Great Ride

Marcus Fendt, The Mobility House Energy GmbH

Unlocking the Full BESS Revenue Stack Today and in the Future – Kyon's New Independent Flexibility Provider Perspective

Benedikt Deuchert, Kyon Energy Solutions GmbH

Innovative BESS Solutions for Sustainable Energy Supply – Opportunities, Challenges, and Their Role in Global Trading Portfolios

Rohit Prasad, Second Foundation Germany GmbH

Built to Last: High-Quality Bankable Storage with Guarantees and Financing

Joachim Thomen, Rolls-Royce Solutions Berlin GmbH

DISCUSSION

Innovative Thermal Storage Solutions for Industrial Applications and their Finance Models

Dr. Susanne König, Kraftblock GmbH

Turning Industry Projects into Profitable Business Models

Kai Becker, Energy2market GmbH

Financing Energy Storage Projects: Opportunities and Challenges

Marcus Starke, NordLB

DISCUSSION

Offtaker's Perspective on Standalone vs. Co-Located BESS Considering Grid as Constraining Factor

Dr. Michael Miller, EnBW Energie Baden-Württemberg AG

High-Performance Modular Storage Solutions for the European Market

Dennis Müller, ADS-TEC Energy GmbH

Optimization of Hybrid Energy Assets – Unlocking the Full Value of Co-Located Flexibility

Tom Witter, Suenä GmbH

DISCUSSION

3.00 – 3.45 PM

COFFEE BREAK

3.45 – 5.15 PM

WORKSHOP SESSIONS (PARALLEL)

WORKSHOP 4

New Rules – New Roles: Batteries are Changing the Energy Game: Mitigating risks and shaping returns via fixed and diversified revenues

Moderation: Christian Schindler, Watson Farley & Williams LLP & Gerrit Lühring, BVES

Regulatory Update: Where does the BESS regulation in Germany stand

Dr. Maximilian Boemke, Watson Farley & Williams LLP
Britta Wißmann, Watson Farley & Williams LLP

Dependence on Data Providers for Revenue and IRR Projections – Future Capacity Markets, Forecasts, and Revenue Streams

Carlos Perez Linkenheil, AFRY Management Consulting

Utility-Scale Battery Operations: Shaping Tolling Agreements and New Market Standards

Dietrich Sümmerrmann, Uniper Energy Storage GmbH

Navigating Growing Grid Constraints: From Static Limits to Actively Being Grid Supportive

Lars Löhle, Entrix GmbH

WORKSHOP 5

Looking For Money? Meet Your Financier – Investor, Lender, Or Both? How are Assets Originated, Portfolios Built and Companies Scaled

Moderation: Lennart Schlegel, PT1 & Vanessa Hensel, DIAS

From Storage Innovation to Investment Strategy: Navigating Global Markets

Bill Reaugh, VDE Group

Attractiveness of the German BESS Market from an International Investor Perspective

Aurelia Marti, Alpiq AG

Financing and Leveraging for Energy Storage Assets

Jan Richter, Commerzbank AG

Energy Storage Investment Strategies: Practical Toolbox for SMEs

Joseph Engelhart, Allianz Investment Management SE

WORKSHOP 6

Investing Beyond Lithium-Ion Batteries: Same, Same but Different. Markets and applications are evolving, bringing new value to well-trying technologies competing with emerging tech – a deep dive for investors and developers.

Moderation: Maria Leis & Beatrice Schulz, BVES

Different Applications of Energy Storage – System Benefits, Owner Value, and Multi-Use Potential

Dr. Andreas Hauer, ZAE Bayern – Bavarian Center for Applied Energy Research

Technical Due Diligence as the Foundation for an Optimal Investment Decision

Ilona Dickschas, TÜV NORD EnSys GmbH & Co. KG

Thermal Storage in Gas-Fired Combined Cycles – Unlocking Performance and Flexibility

Michael Geyer, Malta Hochtemperatur Wärmepumpen Stromspeicher GmbH

Zinc-Powered Money Maker – Bankable and Future-Proof

Benjamin Henecka, Nala Energy GmbH
Christoph Gardlo, ESFORIN SE

4:45 – 5:15 PM	Development and Investment Strategies for BESS Projects in Germany Thorsten Klöpper, Voltwise Power Holdings Ltd.	Innovating in Energy Storage: Venture Capital Perspectives Thomas Antonioli, Terra One Climate Solutions GmbH	Compressed Air Energy Storage and Hybrid Solutions for Grid Flexibility Sigmund Brielmaier, Siemens Energy Global GmbH & Co. KG
	Global Case Studies: Reducing the Cost of Capital Through Diversified Contracting Structures Adam Carver, ECU Energy	Diversified Energy BESS Investments with Stable Returns Grace Kankindi, Aquila Clean Energy	The Potential of Pumped Storage – Investment Opportunities and Portfolio Strategies Mario Ledic, ANDRITZ HYDRO GmbH
	DISCUSSION	DISCUSSION	DISCUSSION
5.15 – 5.25 PM	WALK OVER TO PLENARY		
5.25 – 6.30 PM	CLOSING SESSION & KEY TAKEAWAYS Moderation: Vanessa Hensel, DIAS & Dr. Sebastian Scholz, Munich Re		
	KEY TAKEAWAYS OF THE SUMMIT Sebastian Scholz, Munich Re, Green Tech Solutions Vanessa Hensel, Decarbonization Investment Acceleration Services (DIAS)		
	PANEL DISCUSSION: Releasing a multi-billion-euro business – how the storage industry is shaping energy infrastructure markets		
6.30 PM	NETWORKING / MEET & GREET		
	EVENING RECEPTION: Unleash the potential of new energy markets as a giant investment opportunity		
END OF THE SUMMIT			

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