

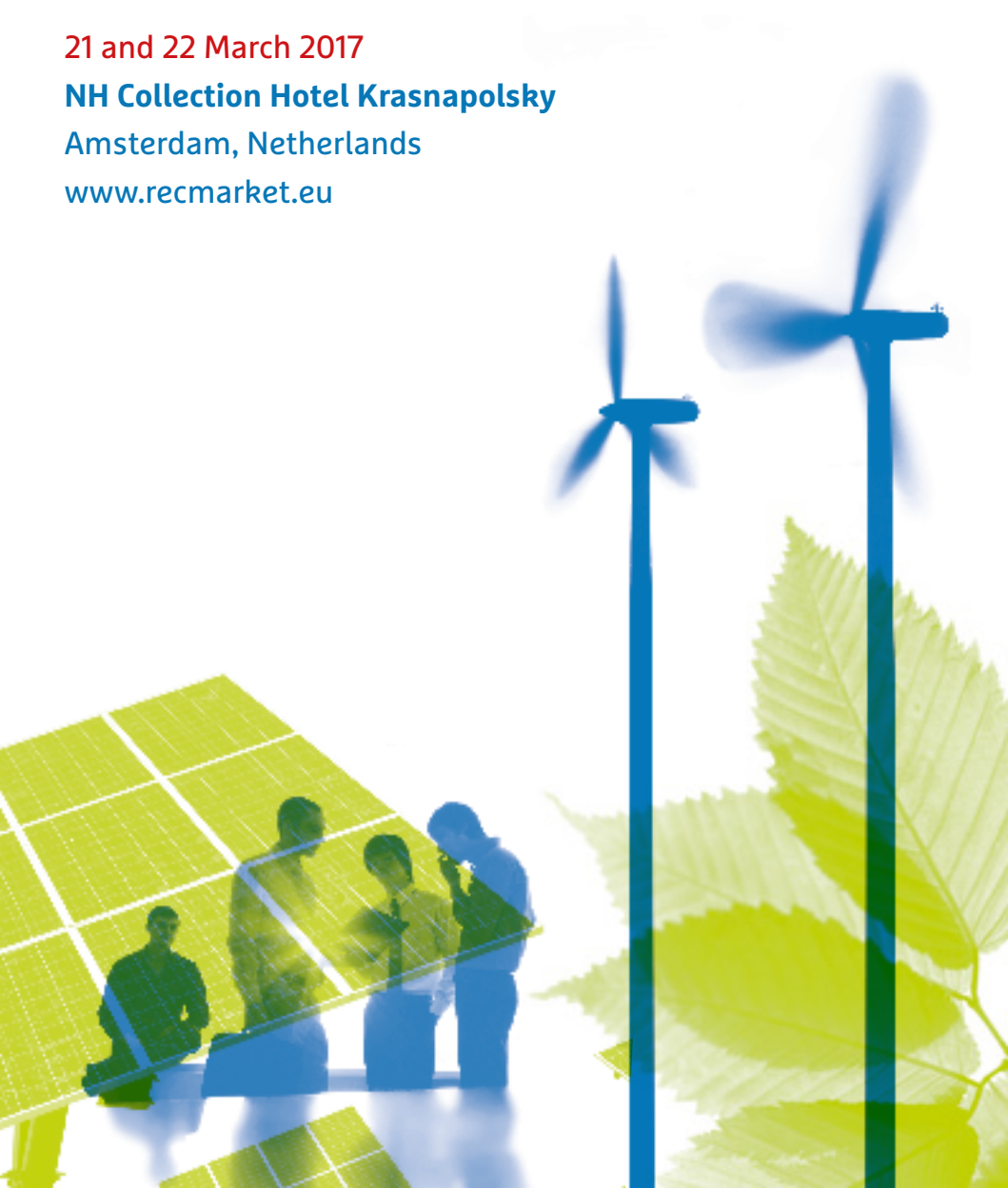
Consumers driving the energy transition

21 and 22 March 2017

NH Collection Hotel Krasnapolsky

Amsterdam, Netherlands

www.recmarket.eu



21 - 22 MARCH AMSTERDAM, NETHERLANDS

RECs MARKET MEETING 2017 at a glance

MONDAY 20 MARCH 2017

14.00 – 16.30

Pre conference workshops

- Fast track towards the Guarantee of Origin market
- Renewable Energy Certificates Trade Agreements (RECTA's) and Corporate Power Purchase Agreements (CPPA's)

17.00 – 18.30

RECS General meeting

18.00 – 20.00

Pre-registration

20.00 – 22.00

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TUESDAY 21 MARCH 2017

08.30 - 10.00

Registration desk opens, welcome coffee

10.00

Opening session in Grand Ballroom

When corporates set targets

12.00

Networking buffet lunch

13.15 - 14.45

- **Parallel session 2A in Diamond room**
Governing RECs: how standards are simplifying consumer choice
- **Parallel session 2B in Grand Ballroom**
Procurement of renewables and the link with Power Purchase Agreements

14.45 - 15.15

Coffee break

15.15 - 16.15

- **Parallel session 3A in Diamond room**
From voluntary to national – how EU systems are integrated into law
- **Parallel session 3B in Grand Ballroom**
Setting standards for consumer claims

16.30 - 17.30

Session 4 in Grand Ballroom

European policy developments: the consumer in the driver's seat?

18.30

City walk sightseeing Amsterdam

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19.30 - 23.30

Dinner party

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WEDNESDAY 22 MARCH 2017

09.30 - 10.30

- **Parallel session 5A in Diamond room**
Voluntary offsets and voluntary RECs
- **Parallel session 5B in Grand Ballroom**
Renewables market overview: volumes and prices

10.30

Coffee break

11.00 - 12.30

Session 6 in Grand Ballroom

What has COP21 delivered?

12.30

Networking buffet lunch

14.00

End of RECs Market Meeting 2017



Tuesday 21 March 2017

08.30 – 10.00

REGISTRATION AND WELCOME COFFEE

10.00 – 12.00

OPENING SESSION

(GRAND BALLROOM)

When corporates set targets

Targets are nothing new for governments. The 2020 targets, for example, are fundamental to European energy policy and a frequent discussion topic among stakeholders. Targets aren't new for corporate companies either, which regularly present financial targets for the coming quarter or year.

What is new, however, is that now corporates are setting these targets for their environmental impact. Often focusing on the long-term, these targets may be looking ahead 5, 10 and sometimes even 20 years. The scope of the targets may vary: from onsite recycling, to the use of chemicals and emissions. One thing is clear, In setting these targets, corporates are becoming increasingly aware of the fact that renewable electricity is a solution that is cost-effective and can help achieve a reduction in their total emissions.

Targets set by corporate companies are ambitious but realistic. With organizations like CDP, RE100 and the Science Based Targets initiative supporting their efforts, corporates are looking towards setting both financial and environmental targets in the future.

We start the conference by looking at these targets, how they are set, and how they are met.

Moderator: Jared Braslawsky, Secretary General, RECS International

10.00 - 10.10 Welcome to the 7th annual RECs Market Meeting

Introduction

Jared Braslawsky, Secretary General, RECS International

10.10 - 10.30 Accelerating change through audacious goals

Sam Kimmins, Head of Corporate Campaign, RE100

10.30 - 10.50 Science-based target setting and its implications for RE procurement planning

Alberto Carrillo Pineda, Head of Climate and Business Engagement, WWF International

10.50 - 11.10 Corporate renewable engagement – a ripple or a tsunami?

Tom Lindberg, Managing Director, ECOHZ

11.10 - 11.30 There is no single answer, get out of the box

Marty Sedler, Director Global Utilities and Infrastructure, Intel Corporation

11.30 - 12.00 Discussion and questions from the audience

12.00 – 13.15

NETWORKING BUFFET LUNCH

21 - 22 MARCH AMSTERDAM, NETHERLANDS

13.15 - 14.45

PARALLEL SESSION 2A
(DIAMOND ROOM)

Governing RECs: How standards are simplifying consumer choice

In the late 1990s we saw the first initiatives to implement consumer choice in the electricity industry. These were small, local initiatives and there were lots of kinks in the cables along the way. But as the systems gained popularity, so too did stakeholders' interest and they began to push for improvements. Consequently electricity end-users became better protected. Local systems eventually became included in national legislation: in Europe as the Guarantee of Origin (GO) system and in the US as state and national Renewable Energy Certificates (RECs) programs.

These steps stimulated growth and use of the systems, and development has not stood still. Today national governments around the world are looking at ways in which attribute tracking systems can support the cost-efficient development of renewables and expand choice in the electricity market.

In this session, experts will review international examples of attribute tracking systems that are currently operating around the world.

Moderator: Peter Niermeijer, Chairman of the Board, The International REC Standard

13.15 - 13.25 Introduction

Peter Niermeijer, *Chairman of the Board, The International REC Standard*

13.25 - 13.35 North American renewable energy credit markets -- How to understand a bifurcated market with decentralized control

Ben Gerber, *Executive Director, Midwest-Renewable Tracking System*

13.35 - 13.45 The consumer empowering potential of the GO

Dirk van Evercooren, *President, AIB*

13.45 - 13.55 Brazilian Renewable Energy Certification Program

Fernando Lopes, *Director, Instituto Totum*

13.55 - 14.45 Discussion

14.45 - 15.15

COFFEE BREAK



13.15 - 14.45

PARALLEL SESSION 2B
(GRAND BALLROOM)

**Procurement of renewables and
the link with Power Purchase
Agreements**

Power Purchase Agreements (PPAs) are a procurement option that every medium and large end-user has considered. Even small offtake is now an option via the PPA. The movement towards this 'direct' procurement option is having a significant effect on the industry. Supply companies are signing deals with corporate end-users and so-called virtual PPAs are becoming one of the more popular procurement options for SMEs with high levels of demand.

PPAs provide significant financial and environmental benefits for clients but they are often quite complex endeavours that require long-term commitment and a degree of certainty. This session is devoted to the development and use of PPAs in Europe and around the world. The speakers have helped form, secure – or research – countless PPA agreements with individual end-users. They know that PPAs are not a hype, but rather a valuable procurement method that is turning the electricity industry on its head. Join them in the session and learn more about these valuable tools.

Moderator: Mariana Heinrich, Manager Climate & Energy, World Business Council for Sustainable Development (WBCSD)

13.15 - 13.30 Introduction

Mariana Heinrich, *Manager Climate & Energy, World Business Council for Sustainable Development (WBCSD)*

13.30 - 13.45 Is there a second wave of corporate PPAs heading for Europe?

Phil Dominy, *Assistant Director, Ernst & Young*

13.45 - 14.00 Negotiating corporate PPAs: issues and solutions

Andrew Hedges, *Senior Consultant, Norton Rose Fulbright*

14.00 - 14.15 Corporate renewable PPA's a cornerstone on our energy strategy

Marcel Galjee, *Director Energy, AkzoNobel*

14.15 - 14.45 Discussion

14.45 - 15.15

COFFEE BREAK

21 - 22 MARCH AMSTERDAM, NETHERLANDS

15.15 - 16.15

PARALLEL SESSION 3A
(DIAMOND ROOM)

From voluntary to national – how EU systems are integrated into law

The first attribute tracking systems were implemented in the US and in Europe. These systems have been developed over time, are well anchored in legislation, and all are natural monopolies. Just as there is only one physical network to deliver electricity to consumers, so too electricity tracking systems have developed as a single national system to deliver the attributes of that electricity to end-users. In the case of Europe an international standard was introduced, securing cross-border trade between countries in the EU, thus serving the internal market.

Since early 2016 the Renewable Energy Directive (RES Directive) has been up for review and its initial publication took place as part of the European Commission's Winter Package. The revisions show a strengthening of the role of the Guarantee of Origin system – and, more generally, the consumer driven market for renewable energy. The impact of the changes however will be far-reaching. Experts are reviewing what the possible revisions will mean for long-term agreements, sustainability strategies and Power Purchase Agreements (PPAs) that are already implemented or expected in the future.

Moderator: Laura McIntyre, Analyst, Bloomberg New Energy Finance

15.15 - 15.20 Introduction

Laura McIntyre, Analyst, Bloomberg New Energy Finance

15.20 - 16.40 What does the Winter Package mean for GO systems administrators? What are the practical implications?

Phil Moody, Secretary General, Association of Issuing Bodies (AIB)

16.40 - 16.00 Proposed amendments to the GoOs under the new RES Directive – A threat to voluntary markets?

Andreas Gunst, Partner, DLA Piper

16.00 - 16.15 Discussion

15.15 - 16.15

PARALLEL SESSION 3B
(GRAND BALLROOM)

Setting standards for consumer claims

The Green House Gas Protocol (GHGP) is seen by many stakeholders as the guiding document for reporting Scope 2 emissions and making renewable energy claims. The fact that the CDP (formerly Carbon Disclosure Project) and other organizations are following the GHGP Scope 2 guidance shows how important it is.

But questions remained following publication. How are market boundaries defined in practice? How to deal with voluntary renewables procurement in the absence of a clear reporting hierarchy? And how to work within the structures of an unreliable national system? End-users are well served when the renewable procurement choices are all credible options. However, unfortunately, until the International REC Standard or other reliable national tracking systems are implemented globally, this is not likely to be the case. In the meantime, end-users should not have to question whether their choice of renewables is credible.

Moderator: Alexandra Münzer, Managing Director, Greenfact

15.15 - 15.20 Introduction

Alexandra Münzer, Managing Director, Greenfact

15.20 - 15.35 Accelerating new capacity and sustainable development: A new Gold Standard REC label

Owen Hewlett, Chief Technical Officer, The Gold Standard

15.35 - 15.50 Green-e certification and international market development

Alex Pennock, Green-e, Center for Resource Solutions

15.50 - 16.05 Renewable Electricity Good Practice and the foundation of reliable procurement

Federico Di Credico, Emissions and Renewables, ACT Commodities

16.00 - 16.15 Discussion



16.30 - 17.30

SESSION 4

(GRAND BALLROOM)

European policy developments: the consumer in the driver's seat?

From the start the electricity market was never considered to be a demand-driven market. It was not that long ago that electricity companies were monopolies, with market prices strongly regulated by governments. Because of this history national governments often try to induce change by influencing the production side, thus completely bypassing businesses and consumers. As end-users are becoming a driving force in the transition to new and renewable technologies, governments and other stakeholders are now increasingly looking at ways to use this driving force to change the way we produce and consume electricity. We know that in Europe consumers have long had the freedom to choose their electricity supplier. But does the consumer have a choice in product they wish to consume?

Moderator: Claes Hedenström, President, RECS International

16.30 - 16.40 Introduction

Claes Hedenström, *President, RECS International*

16.40 - 17.30 Discussion

Torsten Amelung, *Senior Vice-President, Trading & Customers, Statkraft*

Hans Grünfeld, *Managing Director, Dutch Federation of Non-Domestic Energy and Water Consumers (VEMW)*

Ron Wit, *Director Corporate Strategy, Eneco*

18.30 CITY WALK SIGHTSEEING

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19.30 RECS DINNER PARTY

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ORIGIN MATTERS

21 - 22 MARCH AMSTERDAM, NETHERLANDS

Wednesday 22 March 2017

09.30 - 10.30

PARALLEL SESSION 5A
(DIAMOND ROOM)

Voluntary offsets and voluntary RECs

As discussed in session 3B, the GHGP introduced a number of leading principles to the market for renewable electricity. A crucial aspect discussed by GHGP in their Scope 2 guidance document was the relationship between voluntary offsets and voluntary RECs. The way in which companies can report their carbon footprint and account for emission reductions – in a specific year or over time – helped clarify the boundaries between these two markets.

However other concerns remain. As more companies are reporting emissions in non-Annex 1 countries, the concern of attribute double counting is real; this is even a concern when no REC system is in place. This session is a follow-up to the highly appreciated 2016 pre-conference session entitled 'Developments in voluntary offsets and tracking instruments.'

Moderator: Simon Henry, International Carbon Reduction & Offset Alliance (ICROA) Programme Director, IETA/ICROA

09.30 - 09.35 Introduction

Simon Henry, *International Carbon Reduction & Offset Alliance (ICROA) Programme Director, IETA/ICROA*

09.35 - 09.55 How to serve consumers in a changing marketplace

Aron Simon, *Senior Originator, Statkraft*

09.55 - 10.15 Best practice for corporate climate leadership

Meinrad Burer, *Director, EcoAct*

10.15 - 10.30 Discussion

10.30 - 11.00

COFFEE BREAK

09.30 - 10.30

PARALLEL SESSION 5B
(GRAND BALLROOM)

Renewables market overview: Volumes and prices

This session has become a staple of the RECs Market Meeting. Volumes, prices, trades, demand and trends – everything the traders and originators among us need to prepare for the new year. In these markets we are used to double-digit growth. Every year we see increased demand, more complex product definitions and increased interest from stakeholders and policy makers. This should not be a surprise, as we are talking about renewable electricity, consumers and choice in the electricity market. This year, however, we will take a broader look. Let's cover Europe, of course, but also look around the world at developments in REC markets and make predictions for the future.

Moderator: Roger Rütze, Head of Sales Green Portfolio & Certification, Enovos Luxembourg

09.30 - 09.35 Introduction

Roger Rütze, *Head of Sales Green Portfolio & Certification, Enovos Luxembourg*

09.35 - 09.55 Insights into the US REC markets

Scott Eidson, *Vice President Environmental Markets, 3Degrees*

09.55 - 10.15 The European marketplace: development and outlook

William Dixon, *Portfolio Manager, Originator, Agder Energi*

10.15 - 10.30 Discussion

10.30 - 11.00

COFFEE BREAK



11.00

KEYNOTE SESSION
(GRAND BALLROOM)

What has COP21 delivered?

COP21 isn't immediately reducing emissions and it alone is not going to be enough. But COP21 was a trigger and as such it was a success. For the first time it is not just governments that are committing themselves to action it was consumers as well.

The true success of COP21 was that a wide range of stakeholders, businesses and citizens made clear that they will take action. With or without national policy, they are moving forward. This is a big difference compared to the traditionally chosen paths in our industry. State-led renewables are a reality that is here to stay, but corporate-led and citizen-led renewables are a reality too!

This keynote session invites high-level speakers to discuss the successes of COP21. Are these already having an effect in the real world or is it all a hype?

11.00 - 11.05 Introduction

Moderator **Jared Braslawsky**, *Secretary General, RECS International*

With contributions from

Renat Heuberger, *CEO, South Pole Group*

Nigel Topping, *CEO, We Mean Business*

Oliver Edberg, *Renewable Energy Specialist, Tetra Pak International*

12.20 - 12.30 Questions and Closing

Jared Braslawsky, *Secretary General, RECS International*

12.30

NETWORKING BUFFET LUNCH

14.00

RECS MARKET MEETING 2017 ENDS

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ECOHZ

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ECOHZ offers global renewable energy solutions to businesses, organisations and electricity providers – providing renewable electricity, from a wide range of sources, regions and qualities. Renewable electricity is documented by Guarantees of Origin in Europe, RECs in North America and International RECs (I-RECs) in a growing number of countries in Asia, Latin America and Africa. ECOHZ also provides an innovative additionality solution - GO² - combining renewable energy purchases with the financing and building of new renewable power generation.

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Luxembourg's main energy supplier is Enovos, which also operates in Germany, Belgium and France. Its mission is to provide electricity, natural gas and renewable energies to a wide range of customers including industrial clients, SMEs and private households. Enovos is actively engaged in the domains of eco-mobility, energy efficiency, smart applications, distributed energy services and renewable services.

Visit www.enovos.lu

Greenfact

Greenfact is an intelligence web-platform and analytical tool for the renewable energy market with a unique focus on Guarantees of Origin. Greenfact combines 7 years of experience in the GOs market with the latest developments and updates on the whole sector.

Visit www.greenfact.com



South Pole Group (SPG) is a leading provider of global sustainability solutions that help public and private actors develop climate proven policies and strategies. South Pole Group creates value for its clients by facilitating investments in renewable energy projects and providing companies with tailored, high-quality Renewable Energy Certificates and Guarantees of Origin.

Visit www.thesouthpolegroup.com

Supporting Associations



The AIB guarantees the origin of European energy by using and promoting the European Energy Certificate System - EECS – which ensures the reliable operation of international certificate schemes - and operates the inter-registry communications Hub.

Visit www.aib-net.org



CDP is a not-for-profit that runs the global disclosure system for investors, companies, cities, states and regions to manage their environmental impacts. Over the past 15 years we have created a system that has resulted in unparalleled engagement on environmental issues worldwide. Visit www.cdp.net



The European Federation of Energy Traders (EFET) promotes competition, transparency and open access in the European energy sector. We build trust in power and gas markets across Europe, so that they may underpin a sustainable and secure energy supply and a competitive economy. Visit www.efet.org



Green-e is a global certification standard and program for renewable energy buyers and sellers. A service of U.S.- based NGO, the Green-e Energy Framework and Regional Standards drive the growth of new wind, solar, geothermal and other zero- or low-emission resources in the voluntary market.

Find out more at www.green-e.org



The International REC Standard is a non-profit organization that has been tasked with providing robust attribute tracking systems around the world. This standard requires local stakeholders and government authorities, wherever possible, to facilitate national implementation in adherence with local or national regulations.

Visit www.irecstandard.org

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RECs Market Meeting 2017

The power of choice



The RECs Market Meeting is organised by RECS International

RECS International is an organisation striving to create an open pan-European renewable energy market, facilitated by commonly accepted and harmonized tracking systems.

Our mission is:

- To stimulate renewable energy demand across Europe by adopting harmonized standards & principles for a transparent transfer of information to the enduser, and
- To encourage the further generation of emerging renewable energy technologies by increasing competition and cost-efficiency through the expansion of cross-border trade and international cooperation mechanisms.

For more information please go to www.recs.org or contact RECS International at secretariat@recs.org or T+31 (0) 26 8200396.