



3rd March 2017

RETAIL & PROPERTY ENERGY FORUM 2017

Utility challenges of a multi site portfolio

Sponsored by:



WELCOME FROM THE CEO

Gary Stokes
CEO, Inenco

THE AGENDA

Kevin Jackson

Senior Consultant, Inenco

AGENDA

09:00am – 09:30am Arrival and registration	Includes breakfast
09:30am – 09:35am Welcome and introduction	Gary Stokes, CEO, Inenco
09:35am – 09:40am Agenda intro from event host	Kevin Jackson, Lead Consultant, Inenco
09:40am – 10:25am 2017: What's on the horizon	09:40am - David Cockshott, CCO, Inenco At 40,000 feet - An update on the macro issues being faced by professionals in the utility sector. 09:55am - David Oliver, Feasibility Consultant, Inenco The other half of the bill - An overview of the current situation for non-commodity elements. 10:10am - Matthew Osborne, Head of Risk Management, Inenco Market update - A summary of the factors affecting the commodity elements of commercial utility bills.
10:25am – 10:55am Update from BEIS	Arjan Geveke, Assistant Director of Energy & Policy, BEIS (Department for Business, Energy & Industrial Strategy) An opportunity to hear the latest thinking on industrial strategy and plans for business energy from the department responsible for policy.
10:55am – 11:15am Mid-morning break	Includes refreshments and networking
11:15am – 11:25am Session intro	Event Host - Kevin Jackson
11:25am – 11:40am Carbon reporting & CSR	Mike Shirley, Head of Marketing, SmartestEnergy & Guy Rickard, Senior Consultant, Carbon Trust An overview of reporting to the Greenhouse Gas Protocol standard, the importance of third party verification of renewable electricity, and a 6-point checklist for comparing renewable electricity offerings from suppliers.
11:40am – 12:05pm The commercial case for sustainability	Martin Hunt, Built Environment & Infrastructure Lead, Forum for the Future The transformation of our grid requires a step change in how businesses participate in the energy system, from community energy projects to the Living Grid.

AGENDA CONT.

12:05pm – 12:15pm The role of energy in sustainability policy	Kate Neale, Environment & Energy Manager, Hammerson Sustainability in action - How Hammerson deliver positive impacts economically, socially and environmentally through their sustainability vision.
12:15pm – 12:45pm Retail: an ever changing landscape	John Ryan, Stores Editor, Retail Week From changing consumer expectations to future trends, what themes are shaping retail spaces and how can that inform a retailers' energy needs now and in the future?
12:45pm – 13:30pm Lunch	Lunch buffet and networking
13:30pm – 13:50pm Transport, heat & energy storage: unlocking new opportunities	Ben Rouncefield-Swales, Head of Property Sector, Inenco introducing Robert Hughes, Business Development Director, Powerstar. Transport, Storage and Heat have been identified as the hot topics for 2017 and are likely to become the most challenging yet opportunistic aspects in whether the UK will meet its climate targets. How will energy storage, low carbon fleets, electric vehicle charging and other new technologies become a fundamental part of an organisation's energy strategy?
13:50pm – 14:25pm Utility Masterclass 1	Delegates will choose one: 1. Complete Energy Management in Retail Matt Jones Hosting - David Oliver & Lorcan Anglin presenting Re-energise your utility strategy - A six step guide to get your utility strategy more exposure at the top of your organisation. 2. MEES: a 12 month action plan Kevin Jackson Hosting - Presented by Ben Rouncefield-Swales A masterclass on what steps to take to meet the new MEES requirements by April 2018.
14:25pm – 15:00pm Utility Masterclass 2	Delegates will choose one: 3. Optimising your European portfolio Matt Jones hosting with Matthew Osborne & Frans La Grand presenting Understanding a pan-European approach to energy procurement - A review of the differences and similarities across European countries and a quick guide to getting the best value across your European portfolio. 4. Open Water: making it work for you Kevin Jackson hosting with Chris Tarr presenting Taking the plunge - With deregulation in the business water market on the horizon, what action can businesses take now to prepare for the changes, and what benefits will there be to those that take the plunge?
15:00pm Finale	Event Host Kevin Jackson will give an event summary and close the event
15:10pm Event close/optional drinks	Post Event Networking - beer, wine and soft drinks will be available

2017: WHAT'S ON THE HORIZON

David Cockshott
CCO, Inenco

A YEAR SINCE OUR LAST RETAIL AND PROPERTY FORUMS

-  Government announced it was scrapping the CRC
-  Britain voted to leave the EU & America voted Donald Trump as their 45th President
-  The Government brought forward the capacity market
-  Hinkley Point C was given the go-ahead
-  UK signed up to the Paris Climate Agreement and pledged to close all coal plants by 2025

WHAT'S ON THE HORIZON FOR 2017?

More Change?

BUSINESS COSTS ARE RISING

11bn

National Living Wage – £11bn cost (eg hotel, retail, leisure and healthcare sectors taking a £6bn hit)

400%

Business rates – up to 400% increase for high street shops

6bn

Workplace pension - £6bn/year for employers

3bn

Apprenticeship Levy – 0.5% of annual salary expenditure for businesses with annual pay bill of more than £3m.

BREXIT & TRUMP

-  Article 50 will be triggered this year – and it's going to create a lot of uncertainty in the markets.
-  When it comes to energy, the long term impact is unknown: we might be leaving the single market, but we don't yet know if we're leaving the single energy market.
-  *Climate change agreements* – with Trump in the White House, we could see a weakening of America's willingness to fulfil the Paris agreement.

THE GOOD NEWS...

Building our industrial strategy

“ Long term road map to
minimise business energy costs.”

Page 94, Building our industrial strategy.

MORE GOOD NEWS?



P272 kicks in from the 1 April:

a lot of suppliers have held off transitioning businesses onto half hourly settlement and billing until the official deadline.



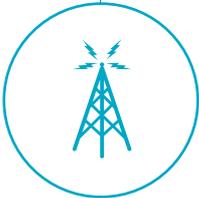
The deregulation of the water market:

In under a month, all businesses can choose their suppliers within the water market. Savings may be modest to begin with.

ENERGY COSTS BACK ON THE AGENDA



Wholesale market costs
up 40% year-on-year



The Capacity Market
Kicks in from this winter



Cost of energy intensive relief
9-23k pa for a medium user

THANK YOU

David Cocksott, Chief Commercial Officer, Inenco.

david.cockshott@inenco.com