

# WUN

womens utilities network

# FOR ALL



[WWW.THEWUN.CO.UK](http://WWW.THEWUN.CO.UK)



WELCOME TO WUN FOR ALL  
We will be starting shortly

<https://thewun.co.uk/>





# Why WUN for ALL?

So that people have a place to drop into, and ..

- Feel connected
- Share & gain knowledge
- Get positive interaction
- Talk about daily challenges
- Have designated Talk Time
- A space for creativity

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**#WUN**

# Coming up-

We are delighted at the opportunity to meet in person after nearly two years  
– on Thursday 7<sup>th</sup> April from 6pm , Google UK, London.

## **The power of the network - The future of work.**

Key note speaker to be announced.

Includes panel discussion chaired by WUN Founder -Hayley Monks

-Kate Jones - CIO @Cadent Gas

-Anne-Marie Scott -Director of Manufacturing and Industrial - Google Cloud

·-Nivani Govinder - Head of Marketing for Manufacturing & Industrial - Google Cloud

Tickets available now via the WUN website

<https://thewun.co.uk/>



Google Cloud

**The power of a network**  
The future of work



# Today's Agenda

- 1.00pm - Welcome – Hayley Monks WUN Founder & MD of Utilities
- Sector Gobeyond Partners
- 1:05 Jo Butlin, WUN Co-Founder & CEO Energy Bridge
- 1:15 Louise Wapshare CEO Smartest Energy
- 1:25 Adam Clarke, new MD of TEC.
- Discussion /Q&A
- 1.55pm – Wrap up and close – Hayley Monks

# Today's Speakers–



Jo Butlin.

Having qualified as an accountant, Jo has spent over twenty five years in leadership roles working across the energy sector. Jo has deep and broad knowledge and experience of policy, regulation and operational leadership in the sector. She set up her own consulting company, EnergyBridge (UK) Limited in 2017, to help businesses and investors navigate the energy market as it transforms.

In addition to Energybridge, Jo has broad interests across the market. She is currently Chair of the Board of The Energy Consortium (TEC), who are focused on helping the Higher Education sector to effectively manage their energy and carbon costs. Jo is Chair of the OFGEM's ESO Performance Panel, a committee member of the ICAEW's Energy and Natural Resources Group and also a member of National Grid ESO's Power Responsive Steering Committee.

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 **Clancy**



# Today's Speakers–

Louise Wapshare.



Having qualified as an accountant, Louise spent the first 25 years of her career in various finance roles before moving across to general management in 2019. Working in the energy sector for more than 15 years, Louise has held a number of senior leadership positions within Centrica and SmartestEnergy and is currently CEO of SmartestEnergy Business.

Louise is an engaging and dynamic leader, and due to her career path has a broad range of financial, operational and commercial skills and capabilities, which she has used to drive performance and growth in what can be a very challenging market.

Louise has 2 older children and lives in South Oxfordshire where herself and her husband enjoy walking their dogs in the beautiful Oxfordshire countryside and keeping the local food and drink establishments thriving!

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# Today's Speakers

Adam Clarke.

Starting his career in commodity trading and asset optimisation, Adam has over 20-years of UK Trading and Energy Management experience. Adam made the switch from Wholesale trading to Energy Retail in 2012, developing energy trading and risk management products for the I&C sector.

Through the last 6-years of his career with EDF, Adam has established the largest renewable offtake portfolio in the UK – including a number of notable Corporate PPAs. In March, Adam joins The Energy Consortium (TEC) as MD to lead the team in the development of a range of products and services which will enable the Higher Education and UK Museums sectors to achieve ambitious Net Zero targets.



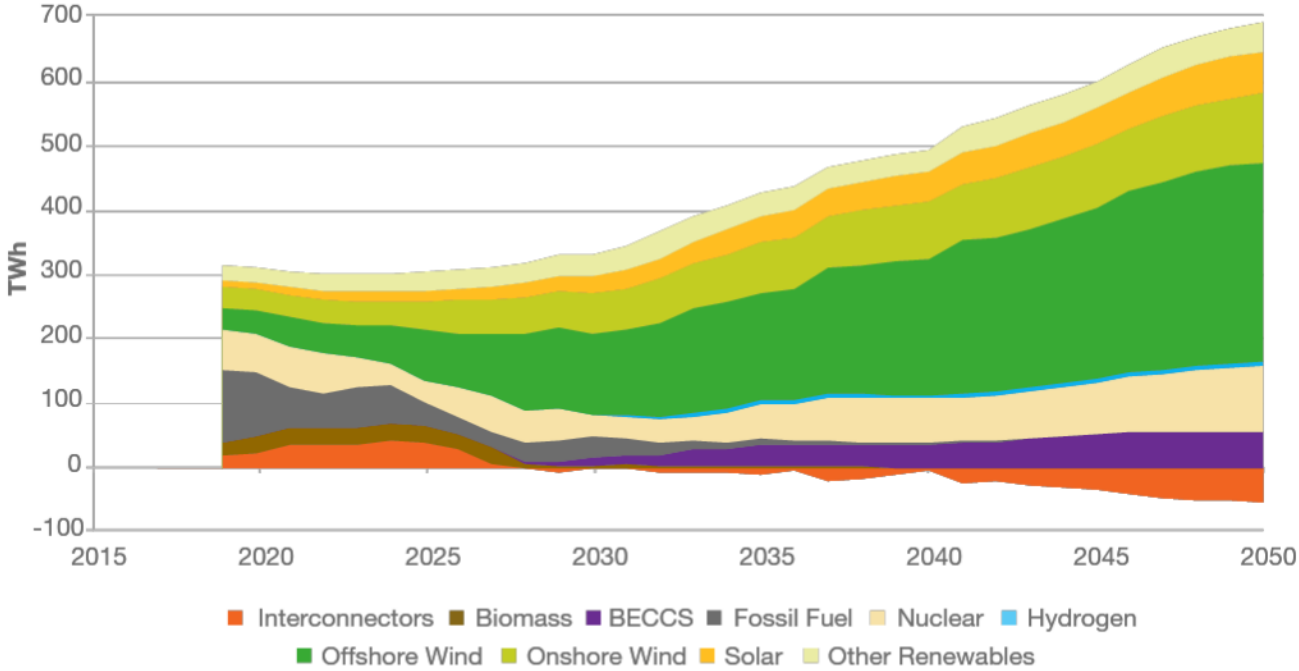
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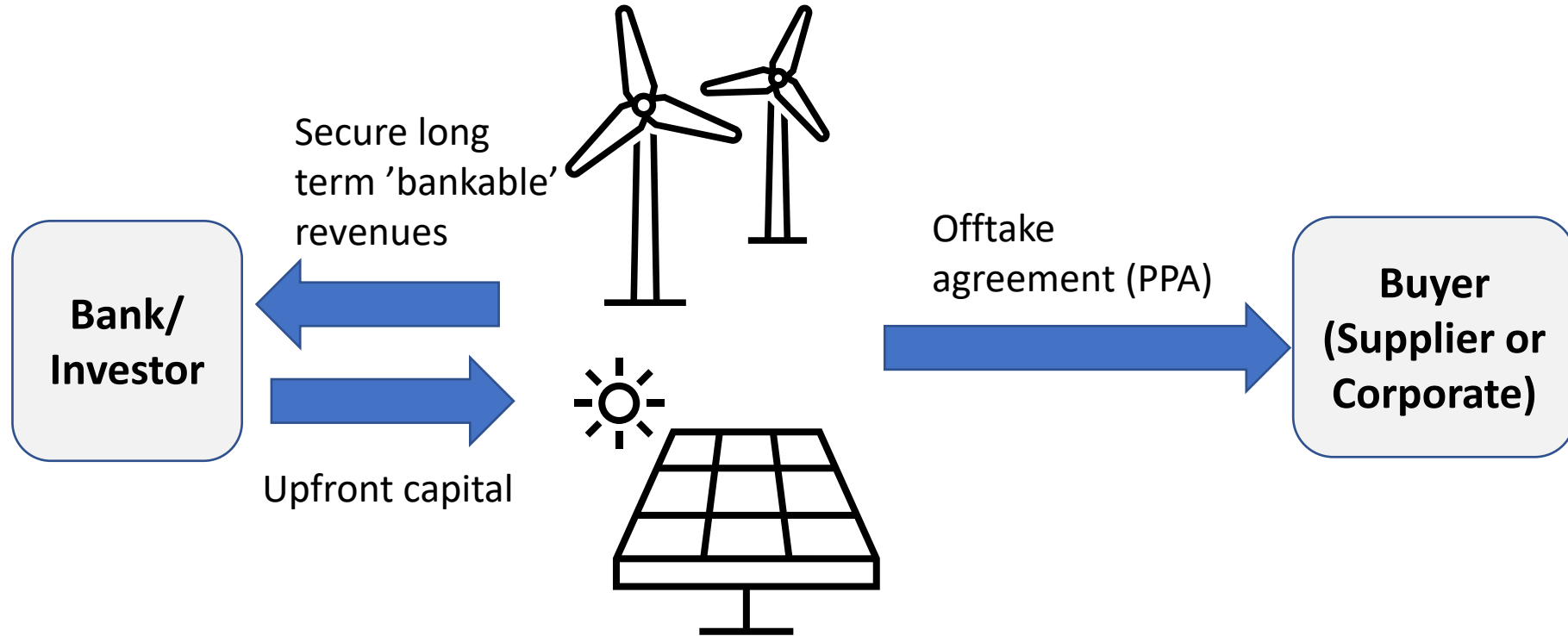
# Growth in supply needed to 2050 (FES 2020)



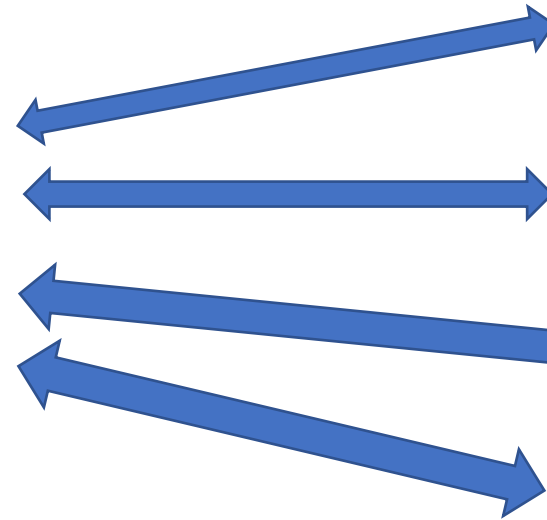
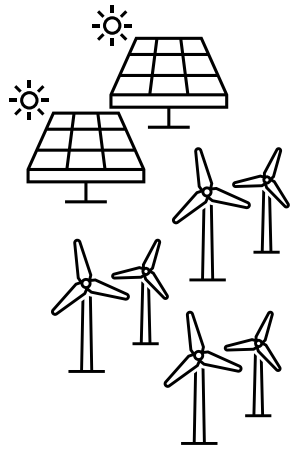
FES 2020 / System view / Electricity supply 85

Wind & Solar- 36GW today...growing to around 200GW by 2050.

# Power Purchase Agreements: The Need



# Options for Developers/Investors



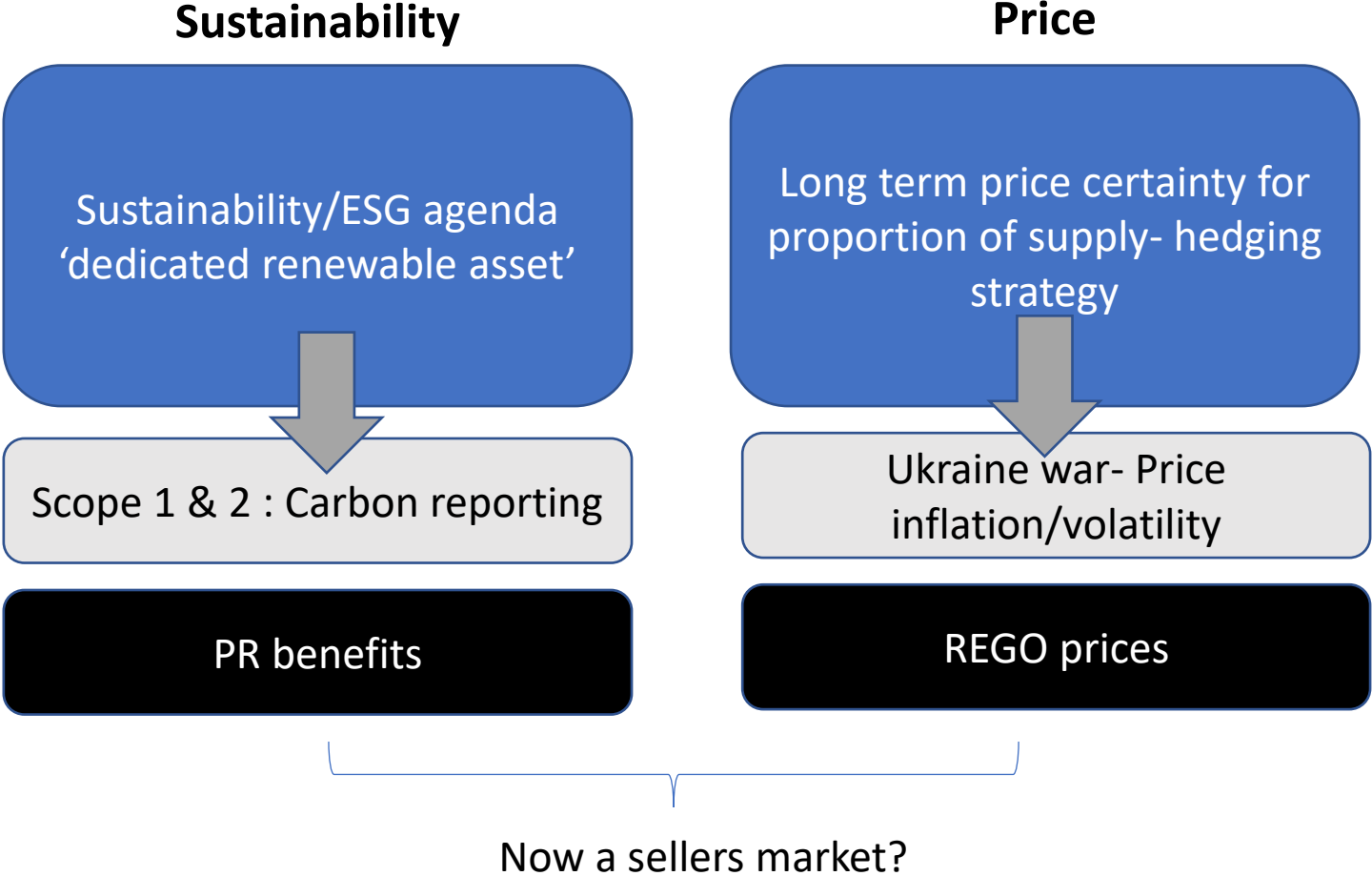
Buyers: Single or Multiple PPAs for part portfolio

Merchant ie market

Contract for Difference (Cfd)

Own use

# Demand for PPAs: Growing!







# Types of PPA and tenure

Louise Wapshare, CEO  
SmartestEnergy Business Ltd

March 2022

# Extraordinary wholesale energy price volatility



- Contributing factors:**
- Extended periods of low wind generation
  - Reduced EU gas reserves and increased demand for LNG
  - Russia’s invasion on Ukraine
  - High gas and carbon prices
  - Loss of interconnector capacity

## Fixed PPA (1-3 years)

Set your power price and protect yourself from market volatility



- **Fix your power price** with a single pricing decision for the whole contract duration
- **Revenue certainty** - with limited exposure to market price fluctuations, you'll know how much you will make for your power
- **Access our online portal** for forward power price curves and daily market commentary updates

## Flexible PPA (3+ years)

Track and react to wholesale prices and trade your power instantly online



- **Maximise project revenue** by regularly interacting with the wholesale market
- **Sell your power in monthly or seasonal blocks of volume** when price opportunities arise
- **Freedom to lock and unlock your volume** - access the full liquid market and published indices to flexibly sell power up to 5 years in the future

## CfD PPA (15 years)

A route to market for generators who have secured a CfD contract



- **Long-term PPA contract with a bankable partner** that aligns with the standard commercial terms of your CfD commitment
- **Choose your preferred pricing option** – Take the Market Reference price (baseload or intermittent, depending on your technology type)
- **Access our online portal** to see the latest prices and manage your account

## Corporate PPA (15 years)

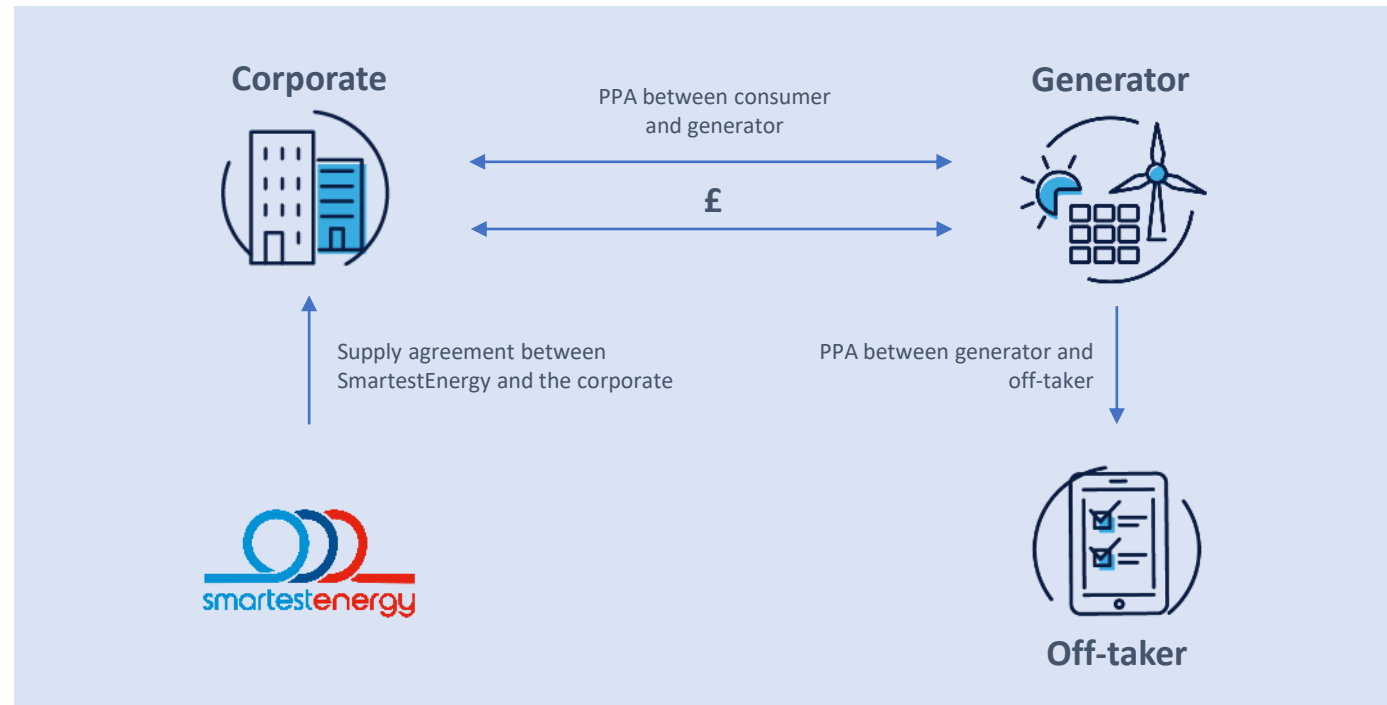
An agreement with a consumer to buy your power over a long-term contract



- **Secure long-term price certainty** whilst enabling a business consumer to play an active part in the net-zero transition
- **Protection from wholesale market volatility** for both parties
- **We can help connect your generation project to interested consumers** with our experience in PPAs and Industrial & Commercial (I&C) business electricity supply

# What does a virtual Corporate PPA look like?

Illustrative contract structure:



**N.B.** This diagram represents the typical flow of power, but there are many ways that the power can be sleeved in; the value of renewables certificates flows back to the corporate



## Transact instantly with a trading platform

Visibility of the market and the ability to hedge quickly is important in these volatile times

Online trading portal, enables customers to manage their market position and lock/unlock volume at the click of a button through quick and easy online transactions





## Price & Tenure

- How does this arrangement support my Hedging and Risk Management Strategy?
- What is the term of the agreement I am signing up to?
- How might the price vary?
  - Inflation linked?
  - Balancing and hedging costs fixed?



## Provenance

- What am I buying?
- How does the product support my Net Zero ambitions?
  - How do I account for the carbon reductions?
- Does the product stand up to the highest levels of scrutiny?



## Financing the project

- What are my financing options?
- What commitments am I making to the developer?
- Are schemes available to support my investment?





## Location

-Is it visible to me!

-Do I need to be 'plugged in' to receive optimum benefits?

-Will benefits be felt across my local region?



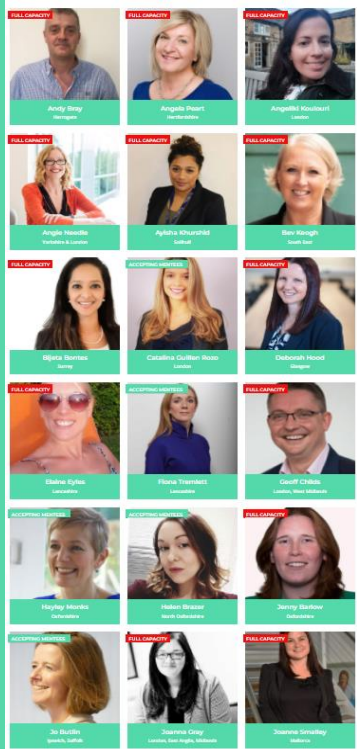
What time and resources do I have to commit to this?



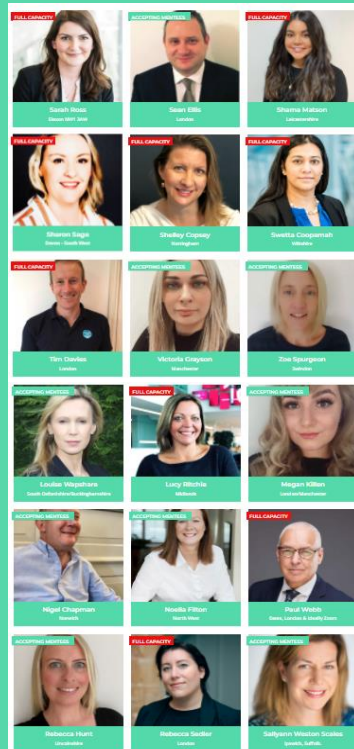
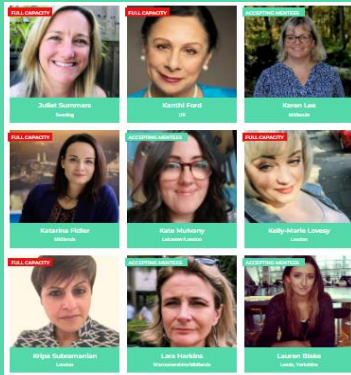
# Q&A/Discussion

<https://thewun.co.uk/>

# Join the free WUN Mentoring Programme



## Our Mentors WUN womens utilities network



WUN offers mentoring to women at any stage of their career in the utilities sector.

We are hugely privileged to have some fantastic experienced mentors within the WUN mentoring programme.

With growing numbers of Mentors and Mentees we are delighted with the community and support fostered within the mentoring programme.

If you are interested in becoming a mentor or a mentee please visit our website: <https://thewun.co.uk/mentoring/>

# WUN Podcast –

Listen to our latest podcast with Dr Cathy McClay, OBE.

WUN Advocate Sabrina Polito, sits down with Dr Cathy McClay OBE, Trading and Optimisation Director at Sembcorp Energy UK.

They discuss Cathy's fascinating academic background and career spanning over 20 years in the energy industry, her recent award of OBE and what success means for her.

You can follow our podcast on Apple Podcasts, Spotify, Amazon Music and wherever else you get your podcasts – just search “WUN4ALL”.

Or just click through for new website <https://thewun.co.uk/news-blc>



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# Don't forget to join the Network

<https://thewun.co.uk/join-wun/>

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Thank you to all our Partners for their  
ongoing support



# #WUN Don't forget to follow us for the latest news and updates



## Women's Utilities Network

@TheWUN1

WUN helps women connect so we can work together to support one another, share learnings, build confidence and create a better future for women in #utilities!

England [womensutilitiesnetwork.com](http://womensutilitiesnetwork.com) Joined October 2018

77 Following 119 Followers

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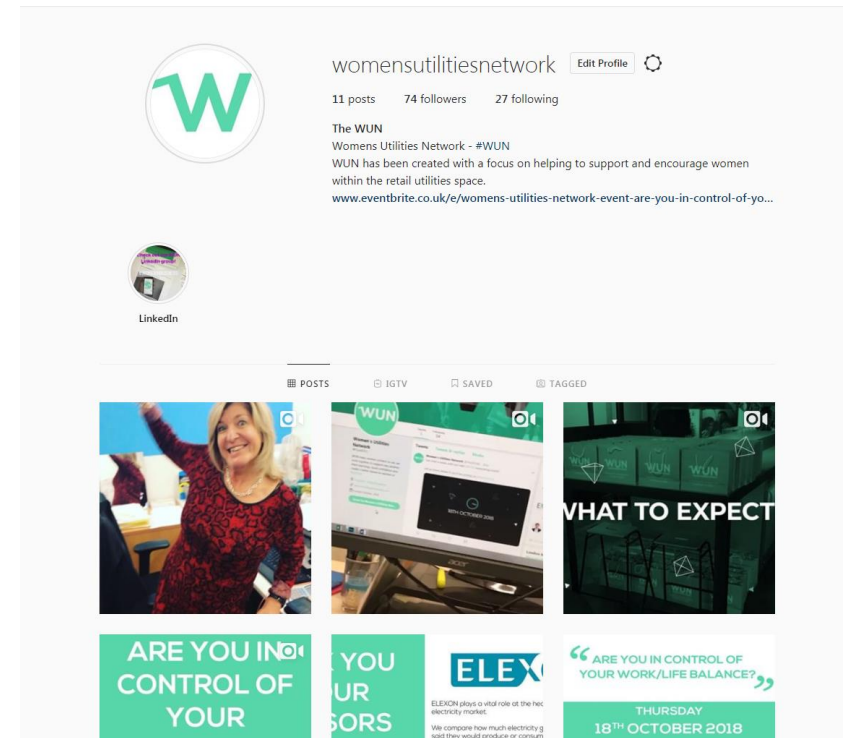
Likes



Women's Utilities Network @TheWUN1 · 22h

Get your tickets to our event quick!

This Thursday is our upcoming WUN event all about Psychometrics...We have



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