



# KPMG Global Power & Utilities Conference 2017

## Catalysts for a new energy world — A new reality

8 November 2017 | Marriott Hotel Grand Place, Brussels, Belgium



Wednesday 8 November 2017	
8:15 — 9:00am	Registration
9:00 — 9:30am	<b>Opening remarks:</b> Regina Mayor, Global Sector Leader, Energy and Natural Resources, KPMG in the US
9:30 — 10:30am	<b>Panel I: Changes in the regulatory and policy landscape — Implications for Power &amp; Utilities</b> <b>Moderator:</b> Simon Virley, Head of Power and Utilities, KPMG in the UK Topics will include; 2 years on, where are we on implementing the Paris Agreement on Climate Change? A year after Trump in the White House — what impact has it had on the energy sector in the US and globally? Is China now going to lead the way in terms of developing new clean technologies, like electric vehicles, as it has done in solar? What does Brexit mean for the future of European Energy Policy? Does the falling costs of renewable technologies reduce the importance on subsidies? What role do coal and nuclear have to play in the global power mix going forward? Can gas and renewables provide the basis of a secure, affordable, lower carbon energy mix?
10:30 — 10:45am	<b>Network break</b>
10:45 — 11:45am	<b>Concurrent breakout sessions</b> <b>I. Digital transformation</b> <b>Moderators:</b> Cassandra Hogan, National Sector Leader, Power and Utilities, KPMG in Australia Alberto Martin Rivals, Partner, Head of Energy and Natural Resources, KPMG in Spain Power and gas utilities across the world are moving beyond the 'digitization' of consumer data (which was much of the focus of the last 10 years) into the full 'digitalization' of their whole business model and operations, leveraging the change in consumer behavior, available technology and regulatory requirements. This breakout session will focus on the real-life experiences and challenges of this digital transformation, including its implications on consumer satisfaction, productivity improvement and profitability. <b>II. New delivery model</b> <b>Moderators:</b> Todd Durocher, Principal, Power and Utilities Management Consulting, KPMG in the US Ted Surette, Industry Leader, Energy and Natural Resources, KPMG in Australia A number of disruptive forces are causing utilities across the value chain to undergo significant transformation. Perhaps one of the greatest disruptors is advancements in information technologies and operational technologies, as well as their deployment and utilization. This panel will demonstrate and explore the types of disruptive technologies that are forcing utilities to adapt to a new approach and become 'the utility of the future,' including adoption and implementation of cloud solutions, integration of information technologies and operational technologies, digitization of processes, and innovation with the utility company. Additionally, this interactive discussion will address the hurdles utility companies are facing as they begin to deploy these new technologies, and ways to get ahead in becoming the utility of the future.

	<p><b>III. Strategies taken by large utilities in relation to renewables project deployment</b></p> <p><b>Moderators:</b> Manish Aggarwal, Head, Energy and Natural Resources, KPMG in India Adrian Scholtz, Partner, Head of Renewables, KPMG in the UK</p> <p>Interactive session discussing the strategy of European and Asian utilities in relations to renewables. How are they responding and restructuring to the changing power market? How interconnected or separate are the markets? Are they properly positioned to capture the market landscape and is their strategy including deals? Where is innovation positioned within their strategy?</p>
<b>11:45 — 12:00pm</b>	<b>Network break</b>
<b>12:00 — 12:45pm</b>	<b>Luncheon</b>
12:45 — 1:45pm	<b>Keynote address:</b> Mitch Lowe, Co-Founding Executive of Netflix, CEO of Movie Pass, and former President of Redbox
<b>1:45 — 2:00pm</b>	<b>Network break</b>
2:00 — 3:00pm	<p><b>Panel II: Customer in the utility of tomorrow</b></p> <p><b>Moderator:</b> Cassandra Hogan, National Sector Leader, Power and Utilities, KPMG in Australia</p> <p>The energy industry is undergoing significant disruption from multiple forces. In today's market, utility customers are becoming more sophisticated and starting to expect simplicity, flexibility and greater control. This brings challenges and opportunities for the 'Utility of Tomorrow' to respond to this emerging disruption in a way that enhances the end-to-end customer experience. We will explore this topic in a few areas:</p> <ul style="list-style-type: none"> <li>— How is disruption reshaping customer relationships in the energy market?</li> <li>— What is the customer perspective on the Future Connected Home? How is this defining what customers need from an energy provider?</li> <li>— How do retailers build customer service excellence in the 'Utility of Tomorrow'?</li> </ul>
<b>3:00 — 3:15pm</b>	<b>Network break</b>
3:15 — 4:15pm	<p><b>Panel III: Electrification of the automotive sector</b></p> <p><b>Moderator:</b> Dieter Becker, Partner, Global Head of Automotive, KPMG in Germany</p> <p>eMobility will lead to a major change in the interaction between customers, utilities and car manufactures. The future of energy-supply (utilities) companies in the increasingly decentralized generation of power lies in finding new solutions and business models for the sale of electricity. It's not only serving customers with a new product. Automotive OEMs will have to adopt their strategies to the electric challenge. One of the key questions will be how an effective eMobility value chain has to look like in the future? We will discuss areas like:</p> <ul style="list-style-type: none"> <li>— How will customer demand drive utilities' strategies and how will automotive OEMs respond?</li> <li>— How will the ecosystem of eMobility have to look like in order to guarantee ease of use for the customer?</li> <li>— Which roles will the different players in the eMobility ecosystem take on and how will they differentiate?</li> <li>— Is a wide spread charging infrastructure going to pay off in the light of the tremendous technological advancements in the battery technology space?</li> </ul>
4:15 — 4:45pm	<b>Keynote address:</b> Miguel Arias Cañete, Commissioner for Climate Action and Energy
4:45 — 5:00pm	<b>Closing remarks:</b> Regina Mayor, Global Sector Leader, Energy and Natural Resources, KPMG in the US

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