

**Opening Session**  
**Introductory speech – Johannes Teysen**  
**Monday, 2 June 2014**

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Distinguished guests, ladies and gentlemen,

Good morning and welcome to EURELECTRIC's annual convention and conference, ***"Building Trust in the New Energy World"***. EURELECTRIC is grateful to Chief Executive Angela Knight and her staff for the immense effort that has gone into the organisation of this event – and over 400 attendees acknowledge your effort today. An event of this dimension could not have been organised without the generous financial contribution of our many sponsors as well and I would like to take the opportunity to thank our long-time partner and Gold sponsor, Accenture, for its commitment to EURELECTRIC over several years. Sincere thanks as well to Silver and Bronze sponsors, Pöyry and Ormazabal respectively, who too have been faithful followers of EURELECTRIC events. Finally, I would like to thank all supporting partners, including Glen Dimplex, IHS Energy Insights, FTI Compass Lexecon and IEEE.

Ladies and gentlemen, as the conference title suggests, *Building trust in the new energy world* is not simply a big challenge – it is the most important one for our sector: without trust you can't have engaged relationships with your customers and without engagement you won't be a successful leader. This is the reason why in the next days we, as energy executives, policymakers and industry customers will focus exactly on how to move forward on this topic in building the new energy world by ensuring consumer confidence and participation.

To do so, all actors involved will interact: energy companies, banks and financial institutions, customers and policymakers.

So what is the programme offering us:

**Session 1** addresses the *“Future of European Power”*.

In view of the coming European Summits, a number of burning questions arise: Which direction will our national leaders adopt in June and October? Are current discussions related to the Ukraine crisis distracting from the necessary decisions for the longer-term, of which reaching an early agreement on the 2030 energy and climate policy framework is a priority?

EURELECTRIC believes that despite the attention given to energy security this has not changed the reasoning behind our request to the European Council to opt for a single binding 40% CO2 reduction target as a key element of the 2030 energy and climate framework.

**Session 1** will also reflect the views of national energy policies and their compatibility with the European Internal Energy market. How can we get governments to think long-term? How do we make sure that market design for conventional and renewable energies is coordinated throughout Europe? Is the Commission taking the lead or sitting on the side-line? At least as EURELECTRIC, we believe that it is now that the Commission must ensure fast implementation of a well-functioning and interconnected internal energy market.

In the afternoon, **Session 2** will address the question of *“A sustainable and affordable energy transition: how far? And at what cost?”*

The ongoing energy transition is clearly revolutionary – it has reoriented policy from demand to supply and is shifting power generation in some countries from centralized to distributed low-carbon generation. But is this shift undertaken in a sustainable and affordable way? And what are the missing pieces in Europe’s energy jigsaw? We will explore how some of our choices today impact tomorrow’s energy landscape.

**Session 2** will also focus on recommendations for a “sustainable and cost-efficient energy transition”, as outlined in a joint EURELECTRIC study, undertaken together with Accenture. The study analyses the development of energy costs over the period 2008-2012 and projects energy costs to 2030. In conclusion, it recommends “building blocks” that are necessary for an effective and cost-efficient energy transition

This leads me to **Session 3** entitled "*Happily ever after? Engagement and Trust in the New Energy World*".

We are all aware that tomorrow's energy will be more distributed and diverse. But the real challenge will be to create opportunities for our customers that they cannot easily capture alone. There are plenty of opportunities to reduce costs but choice is not easy since there are many technical options and sometimes intransparent incentive regimes to benefit from. Hence: our customers need help to manage complexity.

The energy industry must therefore be the integrator of distributed energy solutions and cover "end to end" value proposition on energy efficiency, on-site generation, as well as optimization of flexibility. To make this affordable, we must provide economies of scale and scope. How to get there will be one of the questions to debate.

Finally, industry CEO's in the "*Energy Leaders Forum*" in **Session 4** will address: "*Are Customers, Politicians and Industry on the same line?*" This session will highlight concrete and specific actions to be addressed by policymakers in order to ensure the right balance between sustainability, affordability and competitiveness of the electricity industry.

Ladies and gentlemen, the conference also features the traditional **EURELECTRIC industry and student awards**, which take place tomorrow afternoon, a small exhibition and social networking events. We will also be honoured by the presence of Alderman Fiona Woolf CBE, the Right Honourable the Lord Mayor of London, who will officially close the event tomorrow.

I remind you that you can also follow us on [twitter.com/EURELECTRIC](https://twitter.com/EURELECTRIC) and use the hashtag **#EURELECTRIC2014** to post your comments.

I now hand the floor over to our host Energy UK's Chief Executive, Angela Knight, for a few opening words.