

# Corporate Energy Procurement 2023 program

## Registration

### **Session I. - Electricity and gas procurement - How, when, how much, for what?**

In the last few weeks, there has been an encouraging fall in listed gas and electricity prices and perhaps the competition is consolidating in the market. At the same time, however, the situation of domestic consumers in a critical energy market still raises several burning questions this spring. For this reason, it is worth for buyers and traders to initiate dialogue now to negotiate the right gas and electricity contracts for the 2023-34 season and our event will help catalyse these discussions.

What we will talk about: changes in energy market prices (gas-electricity) - international/domestic influencing factors; domestic possibilities/practice of procurement strategies; altering trader-consumer relations and conditions of bidding; consumer experiences with purchasing/contracting.

**Moderator: Kata Tóth**, Conference project leader, Portfolio

#### **13:00 - 13:15 Fundamental frameworks and regulatory outlook, expected prices on the gas and electricity market**

Speaker:

**Attila Weinhardt**, Analyst, Portfolio

#### **13:15 - 13:30 Energy procurement trends, challenges and opportunities from an electricity wholesale perspective**

Speaker:

**Kornél Czinege**, Chief Executive Officer, MVM Partner Ltd.

#### **13:30 - 13:45 The sun will rise again tomorrow, but who does it work for?**

Speaker:

**Gábor Tihanyi**, Megbízott Zöldenergia Értékesítési Vezető, E.ON Energiamegoldások Kft.

**13:45 - 14:00 New types of contractual arrangements from a legal perspective**

Speakers:

**Dr. Dávid Hanis**, ügyvéd, Oppenheim Ügyvédi Iroda

**Dr. Gergely Légrádi**, Attorney-at-law, Partner, Oppenheim Ügyvédi Iroda

**14:00 - 15:00 Panel discussion of energy traders and users: Change is the only constant - how do players cope with energy procurement challenges?**

**First-hand advice and experience**

Moderator: **Attila Weinhardt**, Analyst, Portfolio

Conversation participants:

**Tamás Feczák**, Managing Director, Hódkertész Kft.

**Gábor Hiezl**, CEO, MVM Next Energiakereskedelmi Zrt.

**Márton Kádár**, Head of Sales, HUPX/CEEGEX

**Viktor Losó**, Director, Mirelite Mirsa

**Dr. Zoltán Nagy**, President, Hungarian Industrial Energy Consumers' Association (IEF)

**László Thierry**, Managing Director, ElringKlinger Hungary Kft.

## **Coffee break & Networking**

### **Session II. - Energy efficiency technologies and first-hand experience**

The real question is who will survive this period among those in a difficult situation because they cannot get a good annual contract, especially not a fixed price or only with an extra surcharge and they do not have the liquidity for longer advance payment. How can we save with a Take or Pay obligation or if unilateral trader contractual amendments are built into the General Business Conditions? There's nothing left to do but go forward: energy rationalising programmes, specific reduction in consumption costs, replacing energy use, subrogating costs and reducing production. How do others do it and what do the experts suggest?

**Moderator: Kata Tóth**, Conference project leader, Portfolio

**15:30 - 15:45 Energy procurement fixed over the long term - PPA**

Speaker:

**Gábor Berényi**, ügyvezető, Smart Solar Kft.

**15:45 - 16:00 Corporate case study I. - IL-PE Kft.**

Speaker:

**László Petis**, managing director, IL-PE Kft.

**16:00 - 17:00 Panel discussion: Who, what, why, and from how much -  
Which investment supports best a cost-efficient corporate  
operation?**

Moderator: **Gábor Bali**, Managing Director, ENERGIQ Kft.

Conversation participants:

**Márk Dányi**, Senior Corporate Sales Trader, Holt Global International AG

**dr. Péter Horvai-Hillenbrand**, Lawyer, Partner, Oppenheim Law Firm

**Zoltán Kigyósi**, CFO, Kaposvári Villamossági Gyár Kft.

**Géza Losonczy**, Associate Partner, Head of Energy & Utility Advisory Services,  
KPMG

**Szabolcs Soós**, Financial Director, Solar Markt Group

**17:00 - 17:05 Closing remarks**

**Networking & Champagne toast**