



# The New Normal of Energy

Using flexible energy solutions to de-risk energy security  
and manage market volatility

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15 July 2025

**aggreko**





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CREATING CLARITY

# Agenda

Welcome and introduction

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**1** **Rebalancing the Energy Transition:**  
Key findings from Aggreko's C-suite report

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**2** **Policy, regulation and the market.**  
What's changed since the research?

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**3** **Becoming more grid-dynamic:**  
The advantages of temporary energy solutions

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**4** Q&A

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Quick poll

# What is your organisation's greatest energy challenge?

Options:



Rising costs



Resilience



Security

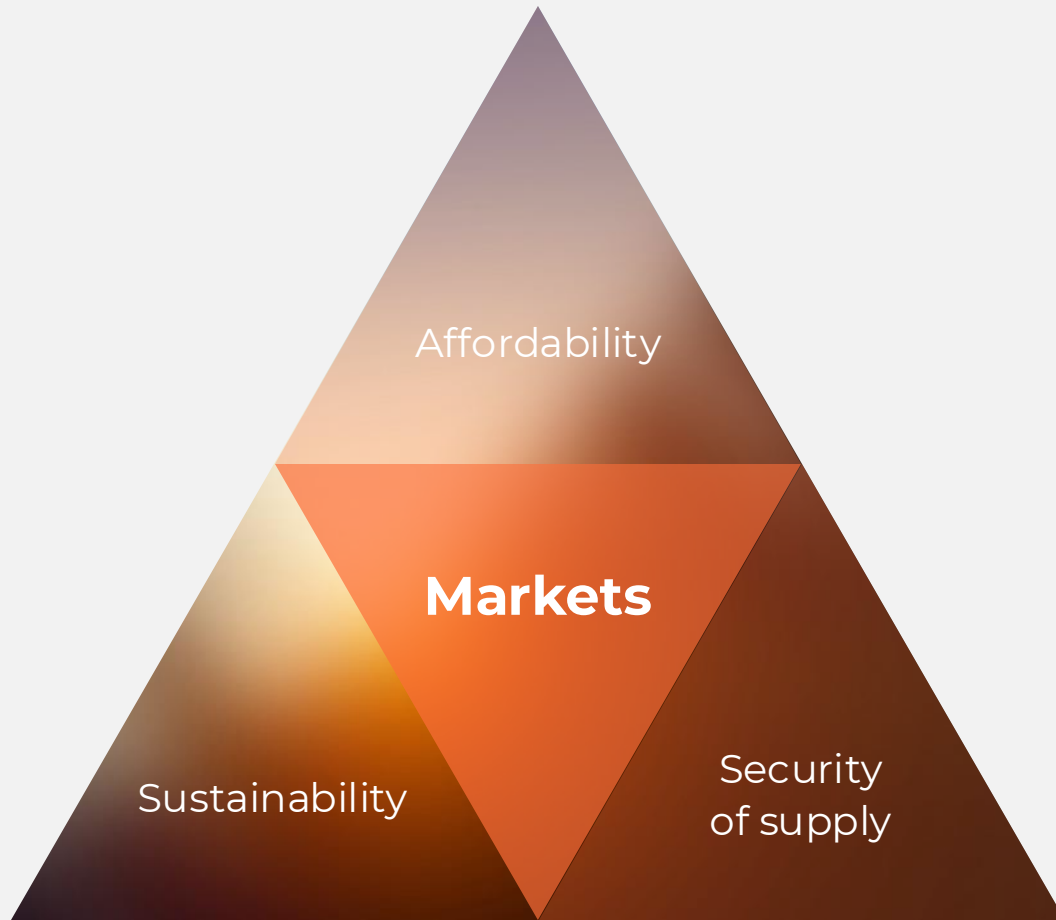


Access to  
new technology



Decarbonisation

# The energy trilemma



sky news Watch Live

### 'Catastrophic failure' led to Heathrow power outage - with chances missed to prevent it

Two opportunities were missed to take action that could have prevented the failure, including in 2018, according to a new report.

Wednesday 2 July 2025 13:37, UK

9:33

Heathrow outage: 'Catastrophic failure'

Why you can trust Sky News >

The Guardian UK

Sport Culture Lifestyle

Banking Money Markets Project

### UK manufacturing poised for funding boost to reduce energy costs

Struggling steel sector among those expected to benefit in government's long-awaited industrial strategy

NEWS Menu

Business | Economy | Technology of Business | AI

### Cheaper energy part of 10-year plan for industry

Charlotte Edwards  
Business reporter, BBC News  
@EdwardsCLM >

22 June 2025 · 1350 Comments  
Updated 23 June 2025

## Part 1

# Rebalancing the Energy Transition:

Key findings from Aggreko's C-suite report

▲ 37.88

▼ -39.16

# The report

Who did we speak to?



**400** European  
CEOs

All working in high-energy industries, such as manufacturing, data centres and petrochemicals



**€200m**  
minimum turnover



Regions included:

**UK, Germany,  
France and Italy**



Research conducted

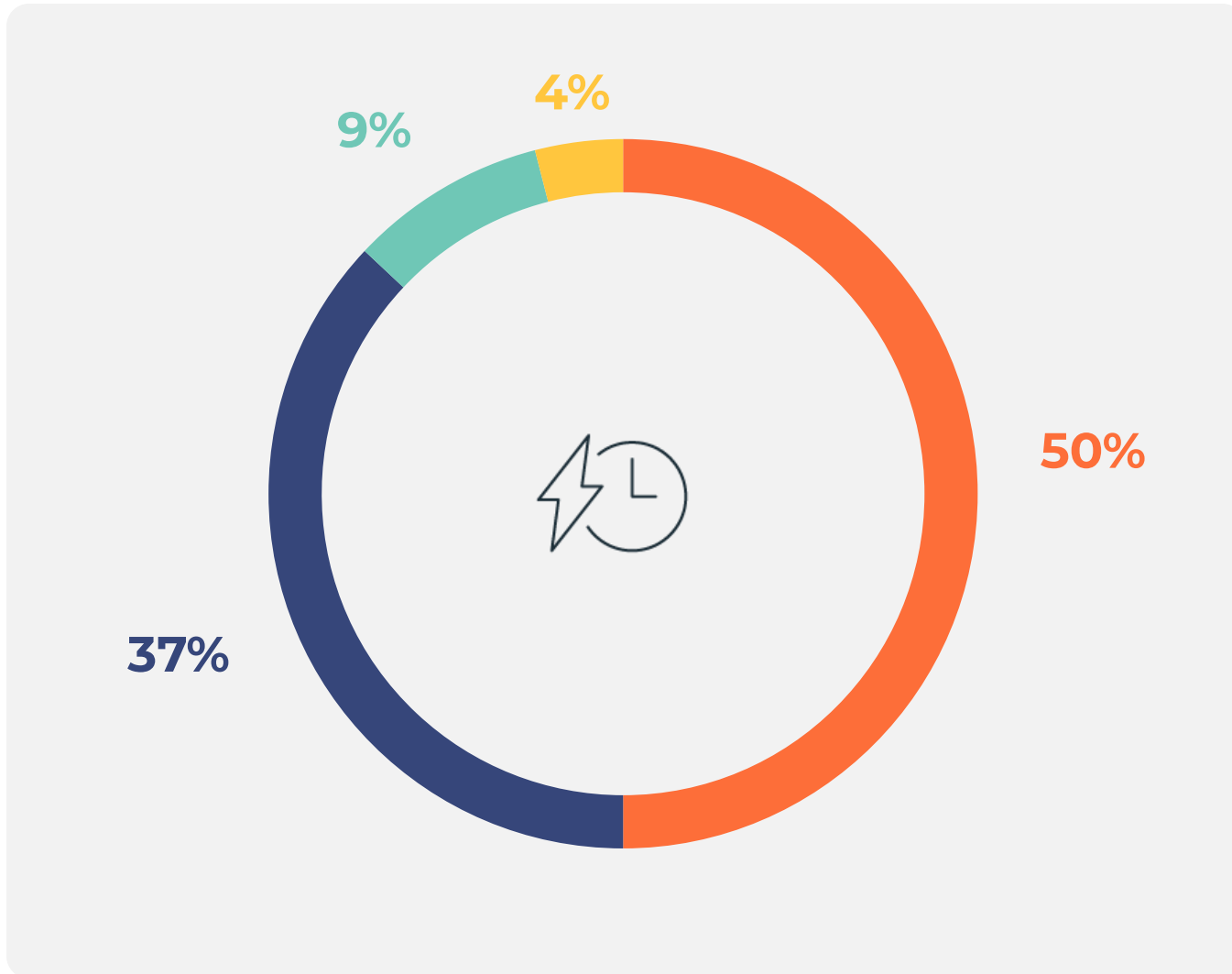
**July 2024**

by independent global insights  
research company Censuswide



# CEO perspectives

## Key findings



## Considering recent energy supply and pricing issues, have you adjusted your energy transition targets?

- Yes, we have extended the timescales around net zero targets
- Yes, we have adjusted short-term goals, but are on track for net zero targets
- Yes, we have accelerated the timescales to achieving net zero
- No, we have not changed anything



# CEO perspectives

## Key findings

### The results were similar across Europe.

#### Germany and France

The majority said they had **extended timescales** around net zero.

#### Italy

The largest number of respondents had **extended timescales** around net zero. However, over a third in the region also said they were on track to meet the target despite short-term adjustments.

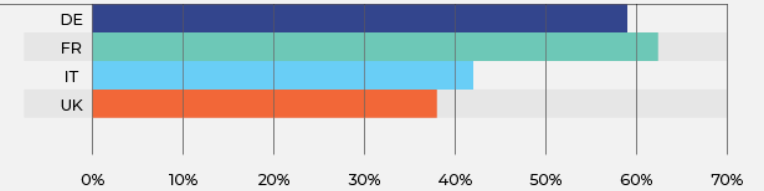
#### UK

The majority said they had **adjusted short-term goals** but were still on track to achieve targets set before the energy crisis took hold.

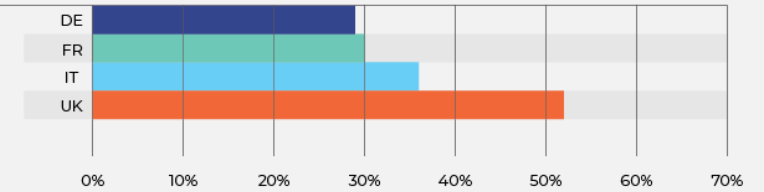
Less than 10% in all regions said they had not changed their plans.

### Considering recent energy supply and pricing issues, have you adjusted your energy transition targets?

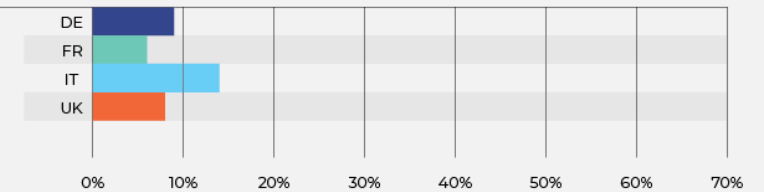
Yes, we have extended the timescales around net zero targets



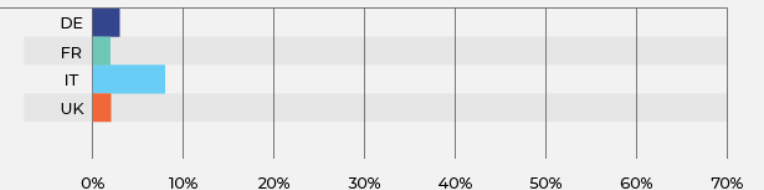
Yes, we have adjusted short-term goals, but are on track for net zero targets



Yes, we have accelerated the timescales to achieving net zero



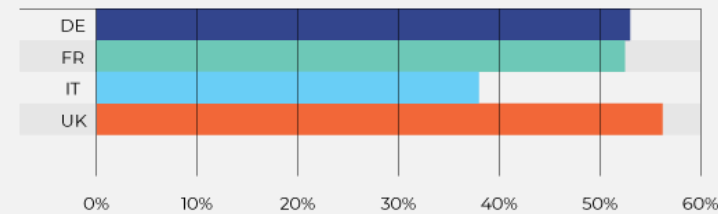
No, we have not changed anything



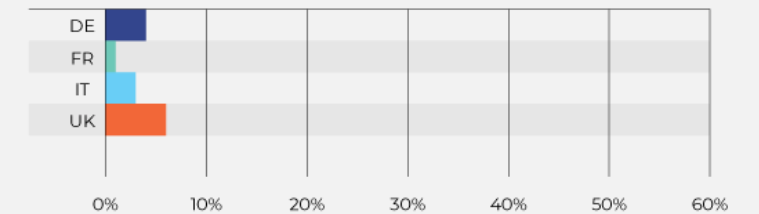
# 80% of CEOs expect to increase investment into their energy transition, but the levels will likely fall well short of what's needed

**When considering your company's investment into the energy transition over the next 12 months, do you plan to increase or decrease investment?**

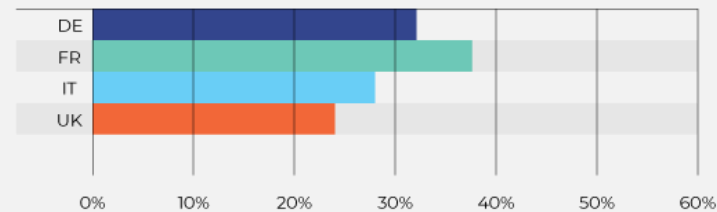
Somewhat increase investment



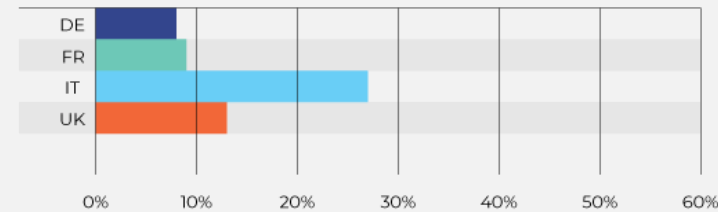
Somewhat decrease investment



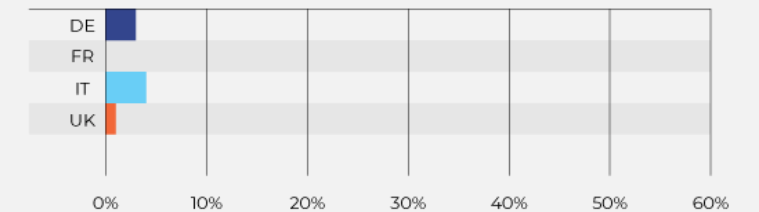
Significantly increase investment



Neither increase nor decrease investment



Significantly decrease investment



# Cost and commerciality are **still prioritised**



When it comes to the energy transition, what are the top priorities for your organisation, if anything?

Delivering a commercial advantage

**40%**

Reducing the cost of energy

**40%**

## Part 2

# Policy, regulation and the market.

What's changed since the research?

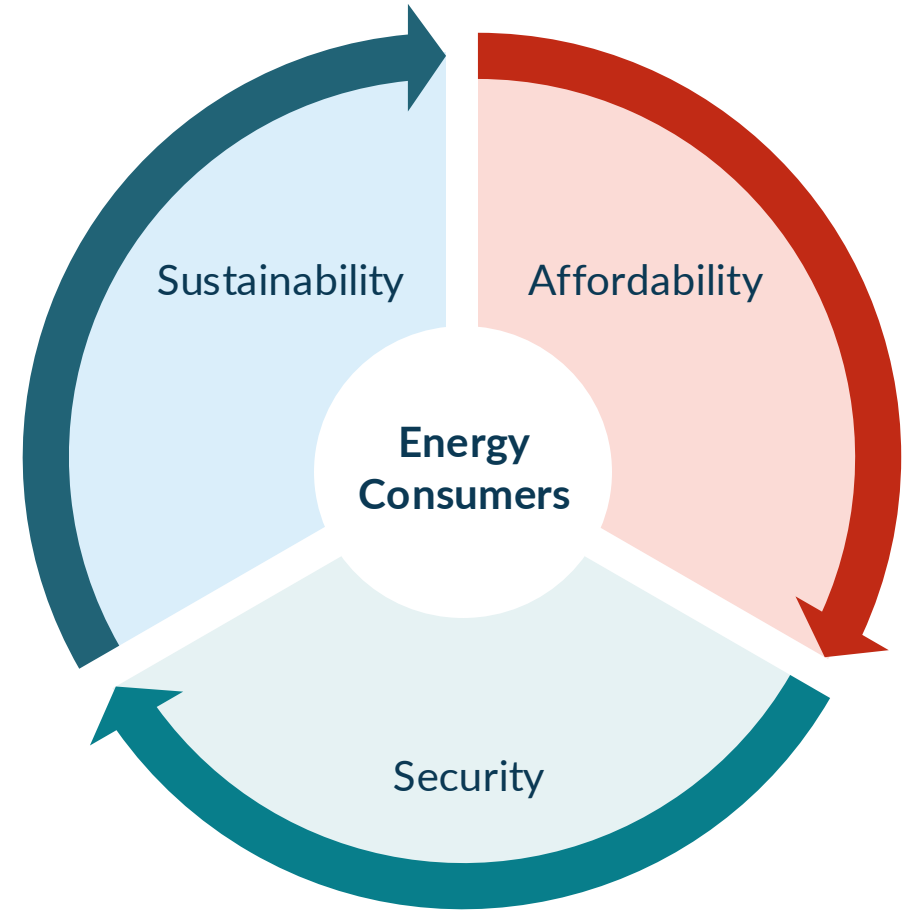
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# The Energy Trilemma Remains For Businesses With Affordability Being The Strongest Objective

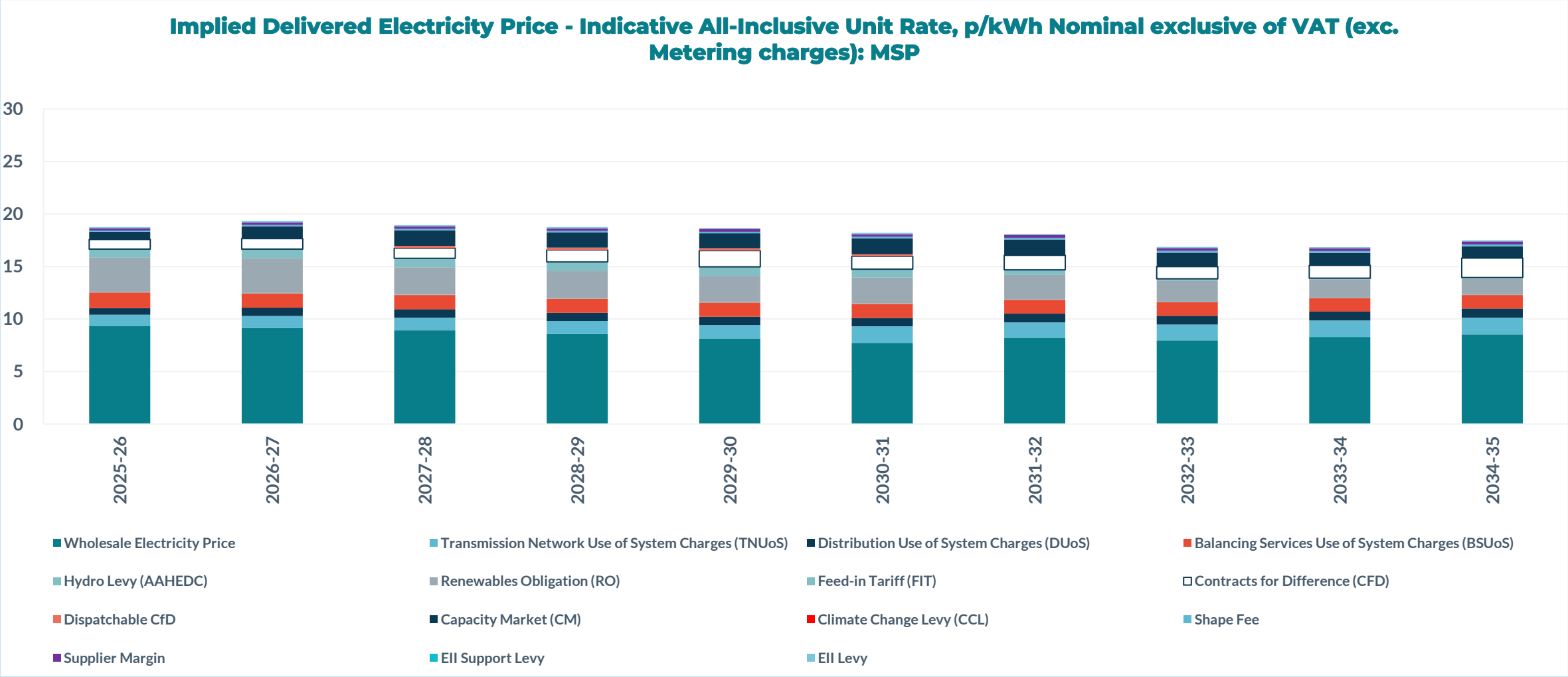
The energy trilemma refers to the challenge of balancing three core objectives for businesses: energy security, affordability and environmental sustainability.

For larger consumers of energy this trilemma presents distinct and often conflicting pressures:

- **Affordability** – keeping energy costs predictable and manageable (*the highest profile challenge currently*)
- **Security of supply** – businesses are often highly energy dependent, and disruptions could halt operations
- **Sustainability** – reducing carbon emissions and environmental impacts



# Businesses Are Expected to Pay Above Historic Norms For Their Electricity

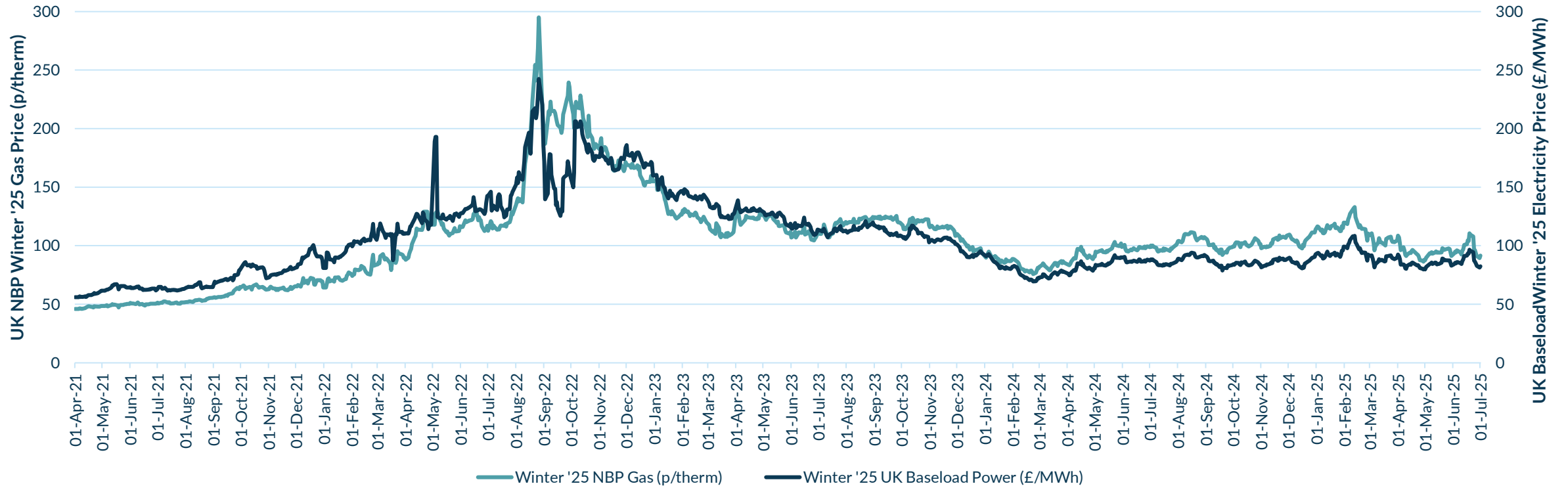


Source: Cornwall Insight

# What's Driving The Movement in Wholesale Prices?

As the largest single part of the typical energy bill, movements in wholesale markets provide the direction for – and volatility in – energy costs. Given the UK is an importer of electricity and (in particular) natural gas, this means that global market trends are reflected in domestic bills – both in terms of energy supplies and the wider economic outlook

**Winter '25 NBP Gas (p/therm) and Baseload Electricity (£/MWh) Prices, April 2021 to June 2025**



# There Are Some Major Policy & Regulatory Workstreams to be Aware of

## Reallocation of Policy Costs

- The government announced plans recently to expand exemptions from low carbon levies as part of the British Industrial Competitiveness Scheme
- From 2027, eligible businesses will be exempt from paying the RO, FiT and Capacity Market costs
- Aimed at large energy users who do not meet Energy Intensive Industry definition
- These policy costs amount to nearly £50/MWh (5p/kWh or ~25% of an electricity bill)

## Review of Electricity Market Arrangements (REMA)

- REMA is aimed at implementing a market design that ensures the UK's electricity market is fit for the future—as we transition to a decarbonised, secure, and affordable system
- The Government has announced that it will implement a “Reformed National Pricing” package, rejecting the move to a zonal wholesale price.
- This will seek to improve efficiency, reduce costs, and provide clearer investment signals.

## Connection Reforms

- Getting a timely new connection to the electricity network is a significant hurdle for energy consumers and generators alike
- New reforms are aimed at speeding this process up by moving from “first come, first served” to “first ready, first connected” approach
- Impacts on all connections above 1MW with stage-date approach to assess connections

## Other Costs on Energy Bills

There are some new costs coming to be aware of, including:

- Nuclear Regulated Asset Base (RAB) levy to fund investments in new nuclear (e.g. Sizewell C)
- Dispatchable Power Agreement (DPA) levies to pay for carbon capture, usage and storage (CCUS)
- Dispatchable CfD levy for continued biomass support beyond 2027 (e.g. Drax)



# Other Market Trends Include Increased On-Site Generation and Storage



- Nearly 90% of businesses increased their energy consumption last year; around half are committed to net zero by 2030; and businesses rank the cost of action as biggest barrier (*recent PwC survey*)
- Fundamentally, on-site generation and storage technology options have to be commercially-viable to businesses. Cost (+ cost savings) are the principal driver for most businesses



- Rooftop and on-site solar PV is seeing growth in UK (and Europe), driven by falling CAPEX, high electricity prices and corporate sustainability drives
- Industrial rooftops are seen as the largest segment of overall rooftop solar market potential – UK has 25GW from warehouse rooftops alone



- Battery storage has seen strong growth in the UK – principally driven by grid-scale solutions but now increasingly by on-site developments alongside energy users
- BESS can make commercial sense (energy costs savings) and also provide some security of supply to energy users



- Co-location of multiple technologies is becoming increasingly prevalent
- But typically, we see these multiple separately operated assets on-site, rather than integrated technology given the continued challenges of pure co-location in the UK

Quick poll

# Has or is your organisation changing your current energy strategy in response to recent market conditions?

Options:



Yes



No

## Part 3

**Energy agility has  
never been more  
important.**



How strategic temporary energy solutions can satisfy these priorities...



# Priorities are shifting

What solutions are available to meet these goals?



1

**Affordability**

2

**Reliability**

3

**Security**

4

**Sustainability**

# Priorities are shifting

What solutions are available to meet these goals?

## 1 Affordability



- Temporary solutions require lower upfront investment
- Predictable OPEX vs. high CAPEX
- Access to the latest technologies = no obsolescence risk

## 2 Reliability



- Adapting to fluctuating energy needs and market conditions offers flexibility
- Guaranteed source of back-up power

## 3 Security



- Ability to scale up power according to demand
- Performance monitoring and predictive maintenance
- Reduced downtime
- Support from third-party engineers

## 4 Sustainability



- Access to greener sources of power via PPAs
- Easy integration to decarbonise operations
- Ability to improve process efficiency
- A simple means to manage the challenges outlined in the C-suite research
- Ability to participate in schemes, e.g. DSR



- Construction >
- Data Centres >
- Manufacturing >
- Petrochemical / Refining >
- Utilities >
- Greener Upgrades >

# Resources



## C-suite research report

Our industry report explores how top CEOs across Europe are **navigating the complex landscape of net zero goals** amid a volatile energy market.

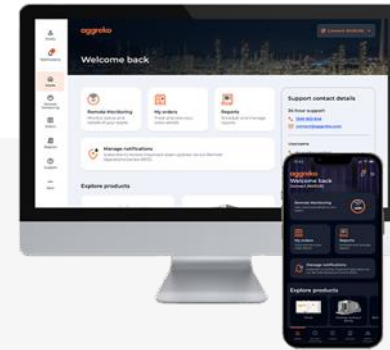
FIND OUT MORE



## Aggreko World

Explore how our Greener Upgrades are energising change for a more sustainable future – **helping you navigate the energy transition** and balance sustainability with commercial success.

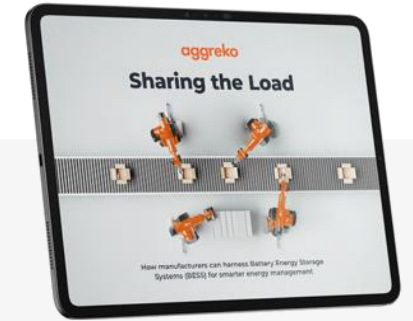
FIND OUT MORE



## Aggreko Connect platform

Aggreko Connect is **your central online hub, giving you fast, simple access to equipment, orders, and performance insights** – helping you boost operational efficiency.

FIND OUT MORE



## BESS applications guide

Discover how battery storage can empower UK manufacturing to **stay agile, competitive and boost sustainability** in challenging energy markets.

FIND OUT MORE



**Thanks for joining.**  
**Any questions?**



Quick poll

**Would you be open to a brief interview about your energy challenges for an industry insights piece?**

Options:



Yes



No