

5th Annual

SOLAR & OFF-GRID RENEWABLES SOUTHEAST ASIA

20-21 NOVEMBER 2017

Radisson Blu Plaza, Bangkok, Thailand



SOLAR MEDIA
EVENTS | PUBLISHING | RESEARCH

FEATURING:

- Government and utility updates
- Country roundtables
- Storage market potential
- Business models for successful micro grid projects

65+ EXPERT SPEAKERS ACTIVE IN SOUTHEAST ASIA INCLUDING:



Department of Alternative Energy Development and Efficiency (DEDE) Ministry of Energy
Thailand, Patthamaporn Poonkasem, Director of Innovation Group



Ministry for Energy Management, Natural Resources, and Environment Coordinating Ministry for Economic Affairs
Indonesia Budi Utomo, Non-Conventional Energy Division Head



Renewable Energy Centre at Institute of Energy MOIT
Vietnam Dr. Tuan Nguyen Anh, Director



Tenaga Nasional Berhad
Project director, Project Execution (Renewable Energy)
Energy Ventures Division



Sustainable Energy Development Authority (SEDA) Malaysia, Ir. Akmal Rahimi Abu Samah, COO

Companies attending in 2017 include:



Cambodia | Indonesia | Laos | Malaysia | Myanmar | Philippines | Singapore | Thailand | Vietnam

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BANGKOK, THAILAND

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Government



NEW FOR
2017!

**Department of Alternative
Energy Development and
Efficiency (DEDE) Ministry of
Energy**

*Thailand, Suree Jaroonsak,
Director of Solar Energy
Development Bureau*



NEW FOR
2017!

**Department of Alternative
Energy Development and
Efficiency (DEDE) Ministry of
Energy**

*Thailand, Patthamaporn
Poonkasem, Director of
Innovation Group*



**Ministry for Energy
Management, Natural
Resources, and Environment
Coordinating Ministry for
Economic Affairs**

*Indonesia Budi Utomo,
Non-Conventional Energy
Division Head*



NEW FOR
2017!

**Renewable Energy Centre
at Institute of Energy MOIT**

*Vietnam Dr. Tuan Nguyen
Anh, Director*



NEW FOR
2017!

**Sustainable Energy
Development Authority
(SEDA)**

*Malaysia, Ir. Akmal Rahimi
Abu Samah, COO*

Utilities



NEW FOR
2017!

ENGIE

*Csilla Kohalmi-
Monfils,
EVP Strategy & New
Business for Asia
Pacific*



EVN

Vietnam, Tran Thi Hao



NEW FOR
2017!

MERALCO

*Anna Maria A. Reodica,
Programme Manager and
Specialist Renewables*



NEW FOR
2017!

Tenaga Nasional Berhad

*Project director, Project
Execution (Renewable
Energy)
Energy Ventures Division*

EPCs



**Ciel & Terre ASEAN
& Oceania**

*Olivier Phillippart,
Head of Engineering*



Conergy Group

*Alexander Lenz
CEO*



Energetix

*Christophe Inglin,
Managing Director*



Voltalia

*Márcio Matos,
Business
Development
Director*

Finance



NEW FOR
2017!

**Agence Française de
Développement (AFD)**

*Lois Sevestre
Energy Project Officer*



NEW FOR
2017!

**Asian Development Bank
(ADB)**

*Pradeep Tharakan, Senior Energy
Specialist, Energy Division*



**IFC - International Finance
Corporation: Lighting
Myanmar**

Martin Hamann, Consultant



NEW FOR
2017!

Infra Capital Myanmar - ReEx

*Mr Yanis Boudjouher,
Managing Director*

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Finance



Kasikornbank PCL
Ittiporn Intravisit, First Vice
President/Head of Corporate
Credit Product Development



Leopard Capital
Kenneth Stevens,
Managing Director



**Millennium Challenge
Account**
Verania Andria,
Associate Director

NEW FOR
2017!



**Overseas Private
Investment Corporation**
Geoffrey Tan, Managing
Director, Asia Pacific



Société Générale
Daniel Mallo, Managing
Director, Head of Energy
Project Finance and Metals
& Mining, Asia Pacific

NEW FOR
2017!



Sunfunder
Surabhi Visser, Global
Investment Officer

NEW FOR
2017!



IPPs

EGCO
John Palumbo, Senior
Executive VP for Business
Development

NEW FOR
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Developers



8 minute Energy
Pablo Otin,
Vice President
Emerging Markets

NEW FOR
2017!



**Armstrong Asset
Management**
Edward Douglas, Partner



Bluejay Energy
Andre Susanto, Senior Vice
President



Canadian Solar
Andrew Nelson,
Associate Director



Cleantech Solar
Jerome Baco, COO



Constant Energy
Franck Constant
CEO



EREN RE
Michael Vawser,
Regional Development
Director - Asia Pacific

NEW FOR
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Fumase
Kiran Jethwa, Managing
Partner

NEW FOR
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Developers



Greenenergy Solutions Inc
Ruth P Briones,
Chairman/President



NEW FOR
2017!

Indigo Energy
Allen Himes,
Managing Director



NEW FOR
2017!

InfraCo Asia Development
Allard Nooy, CEO



Infra Co Asia Development
Prabaljit Sarkar, Business
Development Director



NEW FOR
2017!

Infunde Development
Mason Wallick, Managing
Director



NEW FOR
2017!

Macquarie Capital
Adam Worthington,
Managing Director



MRC Allied, Inc.
Carlos Jose P. Gatmaitan,
Chairman



Nortis Energy
Prapharat Tangkawattana,
CEO



Postscriptum Ventures
Dimitar Enchev,
Managing Partner



RE Power Group
Gustaf Godenhjelm,
Managing Director



Sembcorp Industries
Jen Tan, Vice President, Group
Business Development and
Commercial (Renewables)



**Sindicatum Sustainable
Resources**
Jay Mariyappan,
Managing Director



NEW FOR
2017!

**Solar Home
Myanmar**
Vaishnav Sunil, CFO



Solar Philippines
Leandro Leviste,
CEO and Founder



Sunlabob
Andy Schroeter, CEO



Sunseap
Quang Do, Director



Symbior Solar
Florian Bennhold,
Managing Director

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Experts



NEW FOR
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**Alliance for Rural
Electrification**
Katarina Hasbani,
Board Member



Baker McKenzie
Frederick Burke, Vietnam
Managing Partner



NEW FOR
2017!

Bloomberg Energy Finance
Abhishek Rohatgi,
Analyst



NEW FOR
2017!

Bloomberg Energy Finance
Itamar Orlandi, Head of
Frontier Power



NEW FOR
2017!

**Climate Change Solutions
Co Ltd**
Christopher Seeley, CEO



NEW FOR
2017!

**Confederation of Solar
Developers of the
Philippines**
Dr Reynaldo Casas, President



NEW FOR
2017!

Council on Foreign Relations
Varun Sivaram, Douglas Dillon
Fellow & Acting Director,
Energy & Climate



Duane Morris
Dr Oliver Massmann,
Partner



NEW FOR
2017!

**Enhancing Readiness
for Solar Power Deployment
in Vietnam**
Louis Lefevre, Technical Advisor



IMI Group
Dave Edmonds, Vice
President Business
Development



NEW FOR
2017!

Jollywood
Vincent Cao, Overseas Sales
General Manager



K. S. Lee Energy LLP
Dr Richie Lee, CEO



NEW FOR
2017!

**MOIT/GIZ Energy Support
Programme**, Ingmar Stelter,
Programme Director



Mott Macdonald
Philip Napier Moore,
Lead Energy Advisor



Roleva Energy
Bart Lucarelli,
President



SolarEdge
James Higgins,
China and Southeast Asia
General Manager



UKC Holdings Corporation
Dr Fred Chen,
Engineering Manager



NEW FOR
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USAid PFAN Asia
M K Balaji, Chief of Party



NEW FOR
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USAid
Peter Du Pont, Clean Energy
Advisor, Co-Chair of Asia Clean
Energy Forum

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THE STORY

On the 20-21st November 2017, in Bangkok Thailand, Solar Media will host its 5th annual edition of **Solar & Off-Grid Renewables Southeast Asia** the leading conference dedicated to delivering a full solar market update on opportunities and growth within the Asean Solar PV market.

With a population of over 600 million and covering more than 4.5 million square kilometres, the opportunities within Solar PV are huge. With over a 5th of the region's population having no access to electricity today the challenge must be met between government and developers to deliver renewable electricity solutions to service those still without power.

Learn from 50+ speakers and network with 200+ attendees with talks from government, asset owners, IPPs, investors, lenders, developers and advisors active in the Asian solar market.

DISCOVER:

- The current status of solar, storage and microgrids in the Asean region
- Opportunities to enter the Solar PV market
- Opportunity for growth in off grid markets
- How to overcome start up difficulties
- Investment risk vs reward
- Country policy updates
- Stakeholder opinions
- Regulatory hurdles to look out for in each country and how to best combat them

Arrange
one to-one meetings
with delegates at
this event using our
dedicated networking
platform



Talks from representatives throughout the region including:



WHO YOU WILL MEET

- Utilities and IPPs
- Associations and NGOs
- Government and Regulators
- Project Developers
- Engineering, Procurement and Construction (EPCs)
- Institutional Investors, Project Financiers and Banks
- Battery & Energy Storage
- Solar Inverters
- Asset Management, Operations & Maintenance
- Panel Manufacturers
- Legal, Risk & Advisory Service

MEET THE TEAM

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VENUE: RADISSON BLU PLAZA BANGKOK

WITHIN WALKING DISTANCE OF BANGKOK'S SKYTRAIN AND SUBWAY

The Radisson Blu Plaza is an award winning hotel situated in the heart of Bangkok with waterfront access with fine dining restaurants at its doorstep.

Getting there

The airport rail link is just a kilometre away and Suvarnabhumi International Airport (BKK) is a 40-minute drive from the hotel, the hotel is 200 meters from BTS Asoke and MRT Sukhumvit stations

- BTS (sky train) Asoke Station - 200 m
- MRT (subway) Sukhumvit Station - 200 m
- Airport Rail Link Makkasan Station - 1 km

Explore the city

Situated on Sukhumvit Road and walking distance to the Queen Sirikit National Convention Center and Benjasiri Park as well as popular malls, The Emporium, Emquartier and Terminal 21.



MEET THE TEAM

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DAY 1: 20 NOVEMBER 2017

9:10 WELCOME AND INTRODUCTION

Solar Media | David Owen CEO

9:30 KEYNOTES: POLICY AND SOLAR MARKET UPDATE

- New policy announcements and commitments from government officials and regulators in the SEA region
- Updates on FiTs and subsidies for each country
- The vision and expectation for the next 5-7 years from your regulator's perspective.
- Deep dive into updates with Q&As from the floor
- THE DEBATE: FiT vs Auction
 - ASEAN Governments discuss the benefits and challenges of both

MODERATOR: Energetix | Christophe Inglin, Managing Director

Sustainable Energy Development Authority (SEDA) | Malaysia, Ir. Akmal Rahimi Abu Samah, COO

Ministry for Energy Management, Natural Resources, and Environment

Coordinating Ministry for Economic Affairs | Indonesia, Budi Utomo, Non-Conventional Energy Division Head

Renewable Energy Centre, Institute of Energy, MOIT | Vietnam, Dr. Tuan Nguyen Anh, Director

Department of Alternative Energy Development and Efficiency (DEDE) | Thailand, Patthamaporn Poonkasem, Director of Innovation Group

11:00 Networking refreshment break

11:30 KEYNOTE: FUTURE OF ENERGY: NATIONAL UTILITIES

Long term plans to scale PV across the ASEAN region

- Renewable target agreements
- Integrating renewables into the energy mix
- PPAs and working with government to encourage private investment
- Grid – strengths, weaknesses and investment
- Privatisation the role of private sector in implementing utility scale solar
- Transmission systems accommodating intermittent power
- Tariff review given the changing customer usage patterns
- Technical standards for interconnection.

MODERATOR: PV Tech | Tom Kenning, Deputy Editor

EVN | Vietnam, Tran Thi Hao

Tenaga Nasional Berhad | Dr Azhar Abd Rahman, Project director, Project Execution (Renewable Energy) Energy Ventures Division

Meralco | Anna Maria A. Reodica, Programme Manager and Specialist Renewables

13:00 Networking Lunch Break

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MEET ENERGY

DAY 1: 20 NOVEMBER 2017

STREAM 1 MODERATOR: Constant Energy CEO, Constant Energy	STREAM 2 AFTERNOON MODERATOR BLOOMBERG ENERGY FINANCE Itamar Orlandi, Head of Frontier Power																
<p>14:00 THE EMERGENCE OF THE CORPORATE PPA IN THE EVOLUTION OF SOUTHEAST ASIAN PV</p> <ul style="list-style-type: none"> • What are the drivers and benefits of corporate PPAs for the offtakers and generators? • Defining the challenges and risks unique to corporate PPAs compared to standard utility PPAs and how to combat them <p>Constant Energy Franck Constant, CEO Sunseap Quang Do, Director Cleantech Solar Jerome Baco, COO</p>	<p>14:00 OVERVIEW FOR OFF GRID RENEWABLES AND THE ASEAN MARKET: TRENDS AND OPPORTUNITIES</p> <ul style="list-style-type: none"> • A cost analysis and assessment of potential for growth in each market • Distributed energy fundamentals and outlook • The addressable market for off-grid renewables and hybrid projects • Market trends for micro-grids and off-grid energy • Business and financial innovation <p>Bloomberg Energy Finance Itamar Orlandi, Head of Frontier Power</p>																
<p>14:40 DEVELOPING BANKABLE RE PROJECTS IN SOUTHEAST ASIA</p> <p>Successfully reduce risk and achieve rapid growth by discovering:</p> <ul style="list-style-type: none"> • What to expect when entering the market • Common mistakes made and how to avoid making them • How to handle corruption during the bidding process <table border="0"> <tr> <td>Risks:</td><td>Opportunities</td></tr> <tr> <td>• Investment</td><td>• Government backing</td></tr> <tr> <td>• Currency</td><td>• Level Playing field for foreign investments</td></tr> <tr> <td>• Political Factors</td><td>• Corporate PPAs</td></tr> <tr> <td>• Institutional Risk</td><td>• Tax benefits</td></tr> <tr> <td>• Corruption</td><td>• New FITs</td></tr> <tr> <td>• Market immaturity</td><td>• Renewable targets</td></tr> <tr> <td></td><td>• Regulatory updates</td></tr> </table> <p>Overseas Private Investment Corporation Geoffrey Tan, Managing Director, Asia Sembcorp Industries Jen Tan, Vice President, Group Business Development and Commercial (Renewables) Société Générale Daniel Mallo, Managing Director, Head of Energy Project Finance and Metals & Mining, Asia Pacific RE RE Power Group Gustaf Godenhjelm Managing Director</p>	Risks:	Opportunities	• Investment	• Government backing	• Currency	• Level Playing field for foreign investments	• Political Factors	• Corporate PPAs	• Institutional Risk	• Tax benefits	• Corruption	• New FITs	• Market immaturity	• Renewable targets		• Regulatory updates	<p>14:40 INNOVATIVE SOLUTIONS FOR DRIVING UNIVERSAL ACCESS TO ELECTRICITY & ELIMINATING ENERGY POVERTY</p> <ul style="list-style-type: none"> • Pay-as-you-go model • Reducing costs and barriers to use renewable energy as a means to rural electrification • Building and engaging self-sustaining communities • Crowd-funded and community-led renewable energy projects <p>IFC - International Finance Corporation: Lighting Myanmar Martin Hamann, Consultant Sunlabob Andy Schroeter, CEO Solar Home Vaishnav Sunil, CFO</p>
Risks:	Opportunities																
• Investment	• Government backing																
• Currency	• Level Playing field for foreign investments																
• Political Factors	• Corporate PPAs																
• Institutional Risk	• Tax benefits																
• Corruption	• New FITs																
• Market immaturity	• Renewable targets																
	• Regulatory updates																

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DAY 1: 20 NOVEMBER 2017

15:20 Networking refreshment break

15:30 Malaysia Round Table: Solar Energy Market Outlook and Overview with Philip Napier Moore Lead Energy Advisor at Mott Macdonald

Meet with active supply chain from Malaysia's energy market including: Utility, Government, Development and Finance

**15:30 Vietnam Consulting Roundtable with Dr. Oliver Massmann, Partner Duane Morris**

- Bankability of the solar PPA
- Securing a PPA and best practices/ experience
- Difficulties in project development: land clearance, land use right, construction permit, connection agreement, etc.
- Government guarantee for solar projects and project financing
- Currency hedging and convertibility of profits to remit abroad

**16:00 WHAT IS THE ASEAN STORAGE MARKET POTENTIAL?**

- Case study: Philippines
- Case study: Australia
- How much diesel can be replaced
- What can storage do with regional grids?
- How does the technology operate in the climate?
- Battery storage for smart grid application
- Cost economics and innovative business models

Solar Philippines | Leandro Leviste, CEO

Conergy Group | Alexander Lenz, CEO

Armstrong Asset Management | Edward Douglas, Partner

16:00 RAISING CAPITAL FOR OFF-GRID BUSINESSES

- Funding through grants and foundations
- How businesses have scaled up
- What is the industry's profit projection?
- Examples of offsetting risks
- What to consider when looking for a local financier
- Project location
- Evolving business models
- Roles of micro finance
- Developing and financing micro grids

Millennium Challenge Account | Verania Andria, Associate Director

USAID PFAN Asia | M K Balaji, Chief of Party

16:40 FINANCE AND INVESTMENT OUTLOOK IN THE ASEAN REGION

Financing national utilities and final consumers for solar PV development. Experiences shared by the French Development Agency:

- Sovereign and non-sovereign loans with the power national utilities. Overview of AFD past projects in other geographies and Vietnam instruction with EVN
- SUNREF, an initiative to develop credit line facilities to promote small private investments in partnership with the local banking sector. Case study with the credit line with the Kasikornbank in Thailand for green investments in buildings.

Agence Française de Développement (AFD) |

Lois Sevestre, Energy Project Officer

Continued on next page...

16:40 FINESSING THE MICRO/MINI GRID MARKET- WHAT TOOLS DO WE NEED TO ACCELERATE THIS?

- What are the notable barriers in regional regulatory processes?
- The applications for storage in micro grid
- The potential and challenges with deployment:
 - o Remote grid and island solar -gaining buy in and municipality influence
 - o PV-Hybrids - How to reduce financial risk and combat technological challenges
 - o Micro grids for off-grid Mines

EREN RE | Michael Vawser, Regional Development Director - Asia Pacific

Continued on next page...

MEET THE TEAM

MARKETING & PARTNERSHIPS:

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- What are the investors really looking for? Deep dive into the decision process for financing renewable energy projects
- Spot problems before they occur by identifying the potential financial hurdles for renewable energy projects
- What are the business models for local vs international banks
- Dos and Don'ts for developers
- Exit options
- Structure your financial agreements to reduce your project risks
- Financing 2MW or less of Solar + Storage in developing countries
- Regional strategy
- Private PPAs
- Multilateral and Bilateral Involvement
- Lessons learnt for Thai developers from financing in Thailand, Laos, and Cambodia

CHAIR: USAID PFAN Asia | M K Balaji, Chief of Party

Macquarie Capital | Adam Worthington, Managing Director

Nortis Energy | Prapharat Tangkawattana, CEO

Kasikornbank PCL | Ittiporn Intravisit, First Vice President/ Head of Corporate Credit Product Development

Alliance for Rural Electrification | Katarina Hasbani, Board Member

Postscriptum Ventures | Dimitar Enchev, Managing Partner

Infra Capital Myanmar | Mr Yanis Boudjouher, Managing Director

17:40 THE POTENTIAL AND BENEFITS OF FLOATING SOLAR IN ASEAN

A major solution to the following

- Lack of space (Japan, Taiwan, Singapore)
- Land use conflicts (India, Malaysia, Thailand)
- Water Preservation (Iran, Chile,)
- Avoid major infrastructures investments (Brazil)
- Floating Solar the new market competitor

Development Process

- EPC Costing
- Yield enhancement
- Comparative business models

How to develop a Floating Solar Project

- Permitting
- EIA
- Recommendations
- Proposal to Authorities

Ciel & Terre ASEAN & Oceania | Olivier Phillippart, Head of Engineering

18:00 Networking Drinks

MEET THE TEAM

MARKETING & PARTNERSHIPS:

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DAY 2: 21 NOVEMBER 2017

STREAM 1: MORNING MODERATOR: Solar Media David Owen, CEO	STREAM 2: MODERATOR: Bluejay Energy Andre Susanto, Consulting Director
<p>09:00 THE TRANSFERRAL OF INTERNATIONAL BEST PRACTICE TO THE ASEAN MARKET</p> <p>An international developer's approach to solar projects:</p> <ul style="list-style-type: none"> • Benchmarking long term performance and degradation based on international market experiences • Examples of crossover and improvements to be implemented <p>Perspectives on:</p> <ul style="list-style-type: none"> o Regional challenges and opportunities o Expectation versus delivery • Lessons learned from participating in solar auctions around the world <p>InfraCo Asia Development Allard Nooy, CEO Canadian Solar Andrew Nelson, Associate Director Mott Macdonald Philip Napier Moore, Senior Energy Advisor Voltaia Márcio Matos, Business Development Director</p>	<p>09:00 ENERGY FUTURE VISION FOR A SMART SYSTEMS SOCIETY</p> <p>Financing and Technology</p> <ul style="list-style-type: none"> • Venture capital trends in new technology • Making energy efficiency bankable • How various smart systems accommodate intermittent renewable energy • Electric cooling system case studies: Malaysia and Philippines <p>Data and Analytics</p> <ul style="list-style-type: none"> • Smart grids and optimizing energy consumption • Smart information processing and analytics • Internet of things in smart environments • IOT Network - examples in Singapore and Australia <p>Policy and Regulation</p> <ul style="list-style-type: none"> • Energy efficiency policy's impact on market • Importance of smart regulation for renewable energy scale-up
<p>09:40 HOW MARKET SCALE, GOVERNMENT POLICY AND TECHNOLOGICAL ADVANCES ARE IMPACTING THE ECONOMICS OF UTILITY-SCALE SOLAR PV PLANTS IN ASIA</p> <ul style="list-style-type: none"> • Current estimates of EPC and O&M costs, capacity factors and calculated LCOEs for a hypothetical utility-scale solar PV plant in Asia • Project economies of scale vs market scale impacts on Solar PV economics • Implications of advances in Solar Cell, Battery and Inverter technologies on Solar PV economics • Asian government solar PV policies as creators and destroyers of solar PV markets • Outlook and uncertainties concerning the direction of Asia's utility-scale, solar PV markets <p>Roleva Energy Bart Lucarelli, Director</p>	<p>CHAIR: USAid Peter Du Pont, Clean Energy Advisor, Co-Chair of Asia Clean Energy Forum</p> <p>Climate Change Solutions Co Ltd Christopher Seeley, CEO</p> <p>ENGIE Csilla Kohalmi-Monfils, EVP Strategy & New Business for Asia Pacific</p> <p>Council on Foreign Relations Varun Sivaram, Douglas Dillon Fellow & Acting Director, Energy & Climate</p>

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DAY 2: 21 NOVEMBER 2017

10:00 THE FUTURE OF SOLAR IN THE PHILIPPINES



- Where are the opportunities for growth?
- Are current regulations good enough to encourage growth?
- Modelling the Philippine WESM market
- Future trends and scenarios
- What is the FiT diurnal solar resource and the WESM peak demand and peak pricing?
- Is solar viable without a FiT?
- We consider the Philippines in 10-15 years and how a huge increase in built solar will affect:
 - o Market pricing
 - o Load profile
 - o A non-solar generation mix

CHAIR: Confederation of Solar Developers of the Philippines | Dr Reynaldo Casas, President

MRC Allied, Inc. | Carlos Jose P. Gatmaitan, Chairman

Infunde Development | Mason Wallick, Managing Director

10:00 ESTABLISHING LONG TERM FINANCIAL POTENTIAL IN OFF GRID RENEWABLES

- Working with sector stakeholders to provide access to finance, market intelligence, quality assurance
- Donor Driven vs The 60:20:20 model
- Looking beyond PPPs and how to achieve scale
- What happens when the National Grid arrives?
- The shift to DESCOs' (distributed energy service companies) and offering solar home systems as a 'Pay-As-You-Go' solution
- Enabling policy and exchange of sector knowledge

Sunlabob | Andy Schroeter, CEO

Leopard Capital | Kenneth Stevens, Managing Director

10:40 Networking refreshment break

11:10 PROSPECTS AND THE PROJECTIONS FOR VIETNAM'S SOLAR MARKET



- Unpacking the draft PPA
- What are most important aspects of the PPA that must change to improve bankability?
- What capacity can we expect to be installed in Vietnam in the next 2 years?
- Interpreting Vietnam's Solar FiT
- Where are the solar development opportunities?
- Long term outlook and incentives for foreign/private investment in PV solar
- What are the implementation challenges?
- Opportunities in respect to Direct Power Purchase Agreements

CHAIR: Baker McKenzie | Frederick Burke, Vietnam Managing Partner

Renewable Energy Centre at Institute of Energy MOIT | Vietnam, Dr. Tuan Nguyen Anh, Director

MOIT/GIZ Energy Support Programme | Ingmar Stelter, Programme Director

Infra Co Asia Development | Prabaljit Sarkar, Business Development Director

Enhancing Readiness for Solar Power Deployment in Vietnam | Louis Lefevre, Technical Advisor

11:10 MANAGING ASSETS AND OPERATIONAL EXCELLENCE IN ASEAN

- Maximizing the value of C&I PV systems with module-level power electronics (presentation)
- Insight into component performance and degradation in various climates (presentation)
 - o Financial implications for PV plants
 - o Soiling and Module Degradation
- Working with a weaker grid – how to combat this?
- Comparing real operational performance of different solar power plants across the region

SolarEdge | James Higgins, China and Southeast Asia General Manager

UKC Holdings Corporation | Dr Fred Chen, Engineering Manager

IMI Group | Dave Edmonds Vice President Business, Development

Jolywood | Vincent Cao, Overseas Sales Manager

MEET THE TEAM

MARKETING & PARTNERSHIPS:

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DAY 2: 21 NOVEMBER 2017

12:00 **JOINT VENTURES: HOW TO BRIDGE THE GAP WHEN WORKING WITH LOCAL PARTNERS**

Assess the market to match with the best in local and external talent.

- Ensuring partnerships adhere to local regulations
- What to look for in a co-developer or partner
- Choosing a partner that expedites scale and network
- Working with local lenders and financiers
- Mitigating local knowledge risk
- Examples of sharing both risk and reward
- Opportunities to be gained from joining capabilities

CHAIR: Symbior Solar | Florian Bennhold, Managing Director

Fumase | Kiran Jethwa, Managing Partner

K. S. Lee Energy LLP | Dr Richie Lee, CEO

12:00 **COUNTRY FOCUS: INDONESIA**

- Insight and analysis into FiT and financing
- We consider what might happen after the first round of bids
- Are renewable energy subsidies, proposed tax cuts for renewable energy producers and new solar FITs, sufficient?
- What are the future allocation plans to meet the energy demands of each region

Millennium Challenge Account | Verania Andria, Associate Director

Infunde Development | Mason Wallick, Managing Director

Ministry for Energy Management, Natural Resources, and Environment Coordinating Ministry for Economic Affairs | Indonesia, Budi Utomo, Non-Conventional Energy Division Head

12:50 **Networking lunch break****AFTERNOON MODERATOR:**

Energetix | Christophe Inglin, Managing Director

14:00 **COUNTRY FOCUS: THAILAND**

- Best Practice for solar power development
- Turning solar from intermittent generation supply to firm supply
- Solar/Bio Hybrids and a different PPA / tariff structure
- Opportunities in the secondary market

Constant Energy | Franck Constant, CEO

Symbior Solar | Florian Bennhold, Managing Director

EGCO | John Palumbo, Senior Executive VP for BusDev

Department of Alternative Energy Development and Efficiency | Patthamaporn Poonkasem, Director of Innovation Group

IMI Group | Dave Edmonds Vice President Business, Development

14:00 **IS AFRICA REALLY DOING IT BETTER? LESSONS WE CAN LEARN FROM AFRICA'S JOURNEY TO RURAL ELECTRIFICATION**

- Crowdfunding
- Business models
- Availability of capital
- Cheaper entry vs Asia's promise of solid economic growth

Alliance for Rural Electrification | Katarina Hasbani, Board Member

SunFunder | Surabhi Visser, Global Investment Officer

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DAY 2: 21 NOVEMBER 2017

14:40 **LOW COST SOLAR VS HIGH COST SOLAR: COMMON MISCONCEPTIONS**

- Main factors affecting the cost of solar generation
- Comparing the winning low cost bids and the leveled cost of generation
- Can SE Asia achieve low cost bids like those seen in India and Middle East?

Bloomberg | Abhishek Rohatg, Analyst**8 minute Energy** | Pablo Otin, VP Emerging Markets14:40 **RURAL ELECTRIFICATION AND OFF GRID SOLAR IN OUTLYING/DISTANT ISLANDS OF INDONESIA AND THE PHILIPPINES**

- Hybrid technology and diesel replacement- gas/diesel engines and solar
- Storage
- Bankable / international PPAs

Greenenergy Solutions Inc. | Ruth P Briones, President**Asian Development Bank (ADB)** | Pradeep Tharakan, Senior Energy Specialist, Energy Division15:20 **Networking refreshment break**15:50 **EMERGING MARKETS IN SOUTHEAST ASIA: VIETNAM CAMBODIA LAOS AND MYANMAR**

- Finance and develop bankable PV projects in the new burgeoning markets of Southeast Asia

Asian Development Bank (ADB) | Pradeep Tharakan, Senior Energy Specialist, Energy Division**Indigo Energy** | Allen Himes, Managing Director**Sunseap** | Quang Do, Director**Leopard Capital** | Kenneth Stevens, Managing Director15:50 **BUSINESS MODELS FOR SUCCESSFUL MICRO GRID PROJECTS**

- Defining micro grids by type and how to choose the right project
 - o Community-based model
 - o Private sector-based model
 - o The utility-based model
 - o Hybrid business model and converting diesel-based mini-grids to hybrid systems
- Examples of replicable success stories
- Regulatory aspects to consider
- Operations and maintenance
- PPPs, PPA and PAYG

Bluejay Energy | Andre Susanto, Senior Executive President**ENGIE** | Csilla Kohalmi-Monfils, EVP Strategy & New Business for Asia Pacific**Infra Capital Myanmar ReEx** | Mr Yanis Boudjouher, Chief Executive Officer**8 minute Energy** | Pablo Otin, VP Emerging Markets16:30 **THE SECRET TO COMBATING REGULATORY CHALLENGES DEVELOPING SOLAR PV PROJECTS IN SOUTHEAST ASIA**

- Defining the procedure and requirements in challenging regions
- A risk-based approach to meet or exceed compliance requirements

**Greenenergy Solutions Inc.** | Ruth P Briones, President16:30 **SCENARIO AND BUSINESS OPPORTUNITY FOR NEPAL'S SOLAR MARKET****Alternative Energy Promotion Center (AEPIC) Ministry of Population and Environment (MoPE)** | Pankaj Kumar, Senior Programme Manager17:00 **Conference close**

ATTENDING ORGANISATIONS 2016

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Acciona Energia
ACO Investment Group
Alfanar
Applied Materials
Aquion Energy
Asia Clean Innovations
Asia Green Capital
ASIACAP HOLDINGS LIMITED
Baryon Energy PTE. Ltd.
BYD
CANADIAN SOLAR INC
Cathay United Bank Co., Ltd.
CGIF
Chubb Insurance
Clean Energy JSC
Clenergy
Climate Fund Managers
CLP Holdings Ltd.
CLP Wind Farms (India)
Conergy Group
d.light design, Inc.
DEG Representative Office Bangkok
DPA OPTO ELECTRONICS (THAILAND) CO., LTD
Duane Morris Vietnam LLC
Enel Green Power
Energetix
Ennary UAC
Enmax Holding (Thailand) Co., Ltd
EVN- VIETNAM
FMO - Netherlands Development Finance Company
Fortum India Private Limited
GIZ Vietnam
GIZ Myanmar
Global Climate Capital
Global Off-Grid Lighting Association
Glow Company Limited
Goldbeck Solar GmbH
Green Business JV Marketing Sdn Bhd
Green Light Planet
Green Yellow Thailand
Greencells Energy Pte Ltd
Greenlight Planet
GREENSIDE HOLDINGS LTD
Growatt New Energy Technology (Thailand) Co., Ltd.
Helios Photovoltaic Sdn. Bhd.

Huawei
Hunton & Williams (Thailand) Limited
IFC
IJGlobal
ILF Consulting Engineers (Asia) Ltd.
Institute of Energy
International Solar Energy Consultancy
IOT Power Service
Jinko Solar
Kisun Solar
Land Bank of the Philippines
LERRI Solar Technology Co., Ltd
Macquarie
Mahindra Susten Pvt. Ltd.
Mahindra Susten/PSS
Manor Group
Mekong Strategic Partners
Meyer Burger Technology AG
Micropower International Pte Ltd
Ministry of Energy and Mines
Ministry of Industry
Mitabu
Munich Re
Myanmar Legal Services
National Renewable Energy Board
Nirvana
NRG Solutions
NV Vogt
Ocean Bay Trading Company
OPIC
Optimus Energy
PEA
Phelan Energy Group
PowerGuard
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PROPARCO
PT Bukit Makmur Mandiri Utama
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REC Solar
Renewable Energy World
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Roleva Energy
Save Elephant Foundation
SEDA
Sepik Investment Management Pte Limited
SERIS

Siemens AG
Siemens Limited
Sindacatum
skytron energy GmbH
SMA Solar
SMBC
SNV Netherlands Development Organisation
Solaredirect - ENGIE
Solar Frontier K.K
Solar Home PTE Ltd.
Solar Philippines
Solar Ventures
SolarEdge Technologies
Solarif Insurance
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Solet Technics UAB
Solomon Technology Thailand
Solventia Solar
Sonnedix Group
SPCG
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Sungrow Power Supply Co., Ltd.
Sunlabob Renewable Energy
SunPower
SUNTAC TECHNOLOGIES CO., LTD.
Symbior Energy
Symbior Solar
Synergy Consulting
Thai MM Ltd
Thai Solar Energy Public Co., Ltd.
The Big Pond/GSES
The Lantau Group (HK) Limited
The Rockefeller Foundation
Trina Solar
TRIPLE JUMP
TUV NORD Shanghai Branch
TUV Rheinland
TWSOLAR
Uberis Capital
USAID
Vector Cuatro group
Vermeer SEA PTE LTD
Vibrant Energy Holdings
Weidmuller Pte Ltd
Wolfson Capital
X-ELIO

96%



Rated the event as
Exceptional or Very good

95%



Would/would likely attend
the event again

89%



Would/would likely
recommend the event to
colleagues

MEET THE TEAM

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