



9-10 July 2019, Grand Copthorne Waterfront, Singapore || <https://financeasia.solarenergyevents.com/>

## ONE EVENT, COVERING THE ECONOMICS OF ASIAN SOLAR AND STORAGE

Spend just two-days out of the office and receive an essential update on the major developments across the region.

- See where government **support mechanisms** are really driving industry and how to unlock new solar and storage opportunities
- Find out how a changing the technology mix changes project economics and see how to invest in solar, storage and solar+storage projects
- Meet project funds, banks, equity investors and developers responsible for **tens of millions of dollars** in investment into the region
- Use the event to **plan investment** in 2019 and 2020 and to win new business
- Identify the key countries and growth areas for the future

## ATTENDING COMPANIES INCLUDE



**BOOK YOUR TICKETS HERE**  
<http://bit.ly/SSFA19>

**Venue: Grand Copthorne Waterfront, Singapore**  
<https://www.millenniumhotels.com/en/singapore/grand-copthorne-waterfront/> 392 Havelock Road Singapore 169663 ||  
[enquiry.gcw@millenniumhotels.com](mailto:enquiry.gcw@millenniumhotels.com)  
**SPECIAL ROOM RATES FOR ATTENDEES:**  
 S\$230+taxes per night, inclusive of breakfast and wi-fi.



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## THE CONTENT

### REGULATORY ISSUES

Large-scale solar hopes in Southeast Asia have been tied to support mechanisms but as the cost of equipment and services dropped, how have the economics for solar and storage changed? See how regulatory mandates are pushing the short-term opportunities and opening up longer term investment hope.

### THE ECONOMICS OF STORAGE

See how companies are generating revenue from storage projects. Unpack the differences in co-located and standalone batteries and see which technologies have the most promise in the region.

### THE CORPORATE PPA MARKET

Use the event to find out how the market is growing, where the major opportunities lie and how companies are doing business in 2019.

### FLOATO-VOLTAICS (FLOATING SOLAR)

With its much-hyped ability to remove the land constraint issue, how are companies delivering floating solar projects. The region is of course, awash with water bodies from hydro-dams and thermal power ponds to man-made reservoirs but are they too far away from where the power is required?

### ARE RETURNS TOO LOW?

Once seen as a region where returns for solar should be higher than other markets, we've seen these returns start to get squeezed by the steady rise of competitive auctions, and the large number of international developers in previous editions of the event were testament to that competition, which also drives down prices and impacts returns. Ultimately, large-scale PV progress is going to remain competitive so attendees will see how they can develop an edge.

### UTILITIES' APPROACH TO THE MARKET

Attendees will see how utilities are planning to incorporate solar and storage into their mix – find out where partnership or investment opportunities lie and how to agree a PPA in different markets.

### TECHNOLOGY EVOLUTION

How are businesses planning to incorporate different technologies into future projects and are investors ready to play in these markets? We take a deep dive into STORAGE, HYBRIDS and SOLAR PV as well as technologies facilitating a smarter approach to energy management and generation.

### WHICH COUNTRIES IN THE ASEAN HAVE THE MOST PROMISE?

Use the event to meet government representatives, developers, investors and market experts and plan ahead for 2019 and 2020 to ensure that you pick the right markets to invest in.

“

*A meticulously planned and well researched event of industrial think tanks!  
A great and resourceful platform for networking.*

”

**ANKIT MEHTA - Prosper Coal and Energy Pte Ltd**



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**CONFIRMED SPEAKERS INCLUDE**

- **Sujay Shah**, Managing Director, **Standard Chartered Bank**
- **Christophe Inglin**, Managing Director, **ENERGETIX**
- **Celine Paton**, Senior Financial Analyst, **SERIS**
- **Harold Meurisse**, Representative Director, ASEAN and Oceania, **Ciel Et Terre**
- **Florian Bennhold**, CEO, **Symbior Solar**
- **Ed Francisco**, President, **BDO Capital & Investment Corporation**
- **Daniel Mallo**, Managing Director, **Société Générale**
- **Jen Tan**, Vice President of Solar, SEAsia, **Sembcorp**
- **Han Meng Chan**, Managing Director, **ADL CAPITAL**
- **Kiran Jethwa**, Managing Partner, **Fumase**
- **Luigi Serratto**, Head of Business Development, Southeast Asia, **ENEL**
- **Zia Azeez**, Deputy Head of Asia, Structured Finance, **SMBC**
- **Geoffrey Tan**, Managing Director APAC, **OPIC**
- **Ryan Xiao**, Specialist Manager - Certification Area PV Plant Certification, **TÜV NORD**
- **Dr. Oliver Massmann**, Partner, **Duane Morris**
- **Gayrajan Kohli**, Director of Energy & Infrastructure, **ARC Capital**
- **Ralph Dixon**, Director of Environmental Investments, **YTL Corporation**
- **Sujay Malve**, CEO, **Canopy Power**
- **Jeanne Soh**, Head of Power and Infrastructure Global Structured Finance, **Sumitomo Mitsui Banking Corporation (SMBC)**
- **Bence Szegedi**, Vice President – Asia Investment Team, **SUSI Partners**
- **Sunil Gupta**, Regional Head – SEA & South Asia, **Vena Energy**
- **Prabaljit Sarkar**, Director, Business Development, **InfraCo Asia Development Pte. Ltd.**
- **Afnan Hannan**, CEO, **Okra Solar**
- **Alfredo Jakub**, Principal Consultant, **RINA**
- **Monsoon Wang**, Product Director, **LONGi Solar**
- **Ravi Krishnaswamy**, Senior Vice President & Global Leader Energy & Environment Practice Singapore, **Frost & Sullivan**
- **Vivek Jha**, Co-Founder, **Yellow Tropus**
- **Dr. Prabir Halder**, Account Leader, **Mott Macdonald**

## AGENDA

### DAY ONE: 9TH JULY 2019

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#### 8.30 Registration and refreshments

<p><b>09.00 CHAIR'S OPENING REMARKS</b>  <b>Christophe Inglin</b>, Managing Director, <b>ENERGETIX</b></p>
<p><b>09.10 PRESENTATION AND DISCUSSION: SIZING UP THE ASIAN OPPORTUNITY</b>  A comprehensive session that will cover the latest regulatory developments across the region and will offer different countries' deployment forecasts for 2019-2020</p> <ul style="list-style-type: none"> <li>Regulatory updates per country</li> <li>Considerations regarding the overall market opportunity</li> <li>Power price trends across the region: what could the repercussion be on the different markets</li> <li>Decarbonisation strategy for the region and how its progress it's being perceived</li> </ul> <p><b>Ravi Krishnaswamy</b>, Senior Vice President &amp; Global Leader Energy &amp; Environment Practice Singapore, <b>Frost &amp; Sullivan</b> (<b>PRESENTATION</b>)  <b>Sunil Gupta</b>, Regional Head – SEA &amp; South Asia, <b>Vena Energy</b>  <b>Alfredo Jakub</b>, Principal Consultant, <b>RINA</b></p>
<p><b>10:10 PRESENTATION: SOLAR AND STORAGE HYBRIDS</b>  <b>Dr. Prabir Halder</b>, Account Leader, <b>Mott Macdonald</b></p>
<p><b>10:30 PRESENTATION: MONO, BIFACIAL, PERC AND THE LCOE OF THE TECHNOLOGY</b>  <b>Monsoon Wang</b>, Product Director, <b>LONGi Solar</b></p>
<p><b>10:50 PRESENTATION: BI-FACIAL SOLAR AND THE IMPACT ON PROJECT YIELD IN ASIA</b>  <b>Alfredo Jakub</b>, Principal Consultant, <b>RINA</b></p>
<p><b>11.10</b> Networking refreshment break</p>
<p><b>11.40 PRESENTATION: OVERVIEW OF SERIS FLOATING SOLAR TESTBED</b></p> <ul style="list-style-type: none"> <li>Global FPV status (summary of World Bank's "Where Sun Meets Water" market report, written by SERIS)</li> <li>FPV growth potential, with a focus on Asia</li> <li>Suppliers and technologies</li> <li>FPV policy support in Asia</li> <li>FPV costs and comparison with ground-mounted</li> </ul> <p><b>Celine Paton</b>, Senior Financial Analyst, <b>SERIS</b></p>
<p><b>12:00 DISCUSSION: FLOATING SOLAR: DESIGNING A PROJECT EFFECTIVELY</b></p> <ul style="list-style-type: none"> <li>Potential across Asia, forecast and main drivers for deployment</li> <li>Feasibility studies and what to look out for in the planning stages of projects</li> <li>What can we learn from offshore wind?</li> <li>Reservoirs vs open sea deployment: technical consideration and requirements</li> <li>Insights into equipment requirements for humidity and weather conditions</li> </ul>

- How to model wave movements effectively
- Harold Meurisse**, Representative Director, ASEAN and Oceania, **Ciel Et Terre**  
**Florian Bennhold**, CEO, **Symbior Solar**  
**Celine Paton**, Senior Financial Analyst, **SERIS**  
**Vivek Jha**, Co-Founder, **Yellow Tropus**

1.00 Networking lunch break

#### 2:30 **DISCUSSION: LARGE SCALE RENEWABLES PROJECTS – A VIEW FROM CAPITAL PROVIDERS**

- What are the main attractions of ASEAN markets?
- What will it take to scale up a renewable project in the region?
- Advice to developers: how to establish bankability
- What impact does size have on cost of capital?
- Using size to build economies of scale in equipment purchasing

**Florian Bennhold**, CEO, **Symbior Solar**  
**Zia Azeez**, Deputy Head of Asia, Structured Finance, **SMBC**  
**Daniel Mallo**, Managing Director, **Société Générale**  
**Sujay Shah**, Managing Director, **Standard Chartered Bank**

3:30 Networking refreshment break

#### 4:00 **DISCUSSION: DEVELOPING EFFECTIVE COLLABORATION MODELS**

*There are a multitude of business models, developers and investors alike choose to adopt when entering a new market. This discussion will uncover the reasons of their success and failures.*

- What are the best collaboration business models and why?
- Success based fees model
- Retainer based model
- Partnership with local companies
- PE approach Refinancing post build
- Developer+EPC+O&M vs separate entities
- Considerations about vertical integration

**Gayrajan Kohli**, Director of Energy & Infrastructure, **ARC Capital**  
**Jen Tan**, Vice President of Solar, SEAsia, **Sembcorp**  
**Mason Wallick**, Co-Founder, **Infunde Development**

#### 4:30 **ROUND TABLES AND DRINKS**

*Attendees will have the opportunity to meet in smaller round table discussion groups to discuss the key challenges and opportunities in the market. Focused on specific countries, these sessions will match like-minded attendees to enable them to do business.*

*Attendees will have the chance to change tables mid-way through the session.*

- What is the market size?
- What is the split in offtake agreements between private PPAs, microgrids and Utilities offtakes?
- What are the financing challenges specific to each of these markets?
- What are the different needs of C&I customers in each market?
- How is regulation hindering deployment?
- Land access and grid connections: best-practice in securing both.

**Countries represented and hosts:**

**THAILAND:** Florian Bennhold, CEO, **Symbior Solar**

**SINGAPORE:** Jen Tan, Vice President of Solar, SEAsia, **Sembcorp**

**CAMBODIA:** Han Meng Chan, Managing Director, **ADL CAPITAL**

**PHILIPPINES:** Ed Francisco, President, **BDO Capital & Investment Corporation**

**MALAYSIA:** Kiran Jethwa, Managing Partner, **Fumase**

**TAIWAN:** Daniel Mallo, Managing Director, **Société Générale**

**INDIA:** Host to be confirmed shortly

5:30 Networking drinks reception and close of day one at 6:30

**DAY TWO: 10TH JULY 2019**

08.30 Re-registration and coffee

**09.10 IN CONVERSATION: HOW ARE ASIAN UTILITIES ACHIEVING DIGITISATION, DECARBONIZATION AND DECENTRALIZATION?**

- YTL's roadmap for PV
- What are plans for grids and utilities when it comes to the 3 Ds?
- Strategic ownership vs third party ownership?
- What are monopoly markets and what segments and countries will allow competition in the grid upgrading space.
- How are governments supporting these endeavours?
- Solving grid issues and accessibility: what are the plans in place?
- Reliability, security of supply, clean energy, digitised systems: what are the priorities?

**Ralph Dixon**, Director of Environmental Investments, **YTL Corporation**

**Luigi Serratto**, Head of Business Development Asia, **ENEL**

**10.10 DISCUSSION: THE NEW WAVE OF FINANCING FOR RE PROJECTS ACROSS ASIA**

- How are local banks catering to other regional markets?
- Has the role of multi laterals changed in ASEAN countries with a history of deployment?
- Energy Storage and Hybrid systems: what finance product are available and what is the appetite from multilaterals to support these projects
- What is the potential for offshore wind financing across Asia and how will that help the subsequent financing of other renewable technologies

**Jeanne Soh**, Head of Power and Infrastructure Global Structured Finance, **Sumitomo Mitsui Banking Corporation (SMBC)**

**Ed Francisco**, President, **BDO Capital & Investment Corporation**

**Geoffrey Tan**, Managing Director APAC, **OPIC**

**Bence Szegedi**, Vice President – Asia Investment Team, **SUSI Partners**

11.00 Networking refreshment break



**11.40 PRESENTATION: WHAT LEADS TO THE UNCONTROLLABLE LOSSES IN THE LIFECYCLE OF PV ASSETS?**

As most of the projects in Asia are relatively young it is important for investors to know what are the operating and maintenance risks that may affect projects down the line in order to devise an effective strategy:

- Lessons Learnt From 10 Years operational projects
- Poor performance indications
- Lifecycle Quality Control
- Risk Management Solution

**Ryan Xiao**, Specialist Manager - Certification Area PV Plant Certification, **TÜV NORD**

**12.00 DISCUSSION: ENERGY STORAGE & HYBRID SYSTEMS: KEY QUESTIONS ANSWERED**

- Overview of the landscape and challenges of microgrids in Asia
- Life cycle of batteries and other technologies
- Insights into batteries recycling and costs
- Warranties and how do you assess bankability
- Designing energy storage systems that ensure flexibility of application and dispatch
- O&M issues when dealing with batteries: maximising your investment from
- Ancillary service: What are the timelines for a standardised procurement system for ancillary services to be rolled out in deregulated markets like the Philippines, Korea and Singapore.
  - Supply and demand: where are the next GWs worth of lithium ion batteries going to come from?
  - When will demand response will link to energy storage in Asia?

**Sujay Malve**, CEO, **Canopy Power**

**Mason Wallick**, Co-Founder, **Infunde Development**

**Han Meng Chan**, Managing Director, **ADL CAPITAL**

1.00 Networking lunch break

**2.00 PRESENTATION AND DISCUSSION: VIETNAM**

*In the past 2 years, Vietnam has been the cause of a lot of excitement amongst developers across the region. This session will unpack the Vietnamese opportunity by focusing on:*

- Understanding the level of risk that current Vietnamese PPA carries
- Competition in Vietnam – not a market for everyone
- Project announcement vs actual built projects
- Hydro track-records/ chances of curtailment / general economic state
- Dealing with the termination clause
- Need for standardisation to reduce development cost
- Grid state, grid troubles, access to grid and grid congestion
- Postjune2019: what does the Vietnam solar opportunity look like now

**Dr. Oliver Massmann**, Partner, **Duane Morris**

**Prabaljit Sarkar**, Director, Business Development, **InfraCo Asia Development Pte. Ltd.**

**3.00 DISCUSSION: HOW IS DIGITALISATION OF ENERGY GOING TO UNFOLD IN ASIA?**

*As grids around the world require updates, increasing amount of data gets collected and assets are getting digitized. Software solutions, digital platform and AI based analytics will occupy a more and more prominent role in the energy transition. Innovative tech solutions will be able to disrupt entire verticals within the energy sector and replace existing, process and human resources. This session will introduce some of the Asian based*



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*initiatives alongside some of the most cutting-edge start-ups operant in this space to give attendee a taste of what is it to come and how it is most likely going to unfold.*

- Asia's advance in Energy Tech
- How is blockchain changing the energy space in Asia?
- How is AI being used for better analytics of solar trends??
- What are the digital platforms supporting renewables development?

**Gayrajan Kohli**, Director of Energy & Infrastructure, **ARC Capital**

**Afnan Hannan**, CEO, **Okra Solar**

4.00 Closing remarks from the chair and end of event