



LAC-CORE FINANCE SUMMIT

MIAMI | OCTOBER 3-5

2016

HOSTED BY

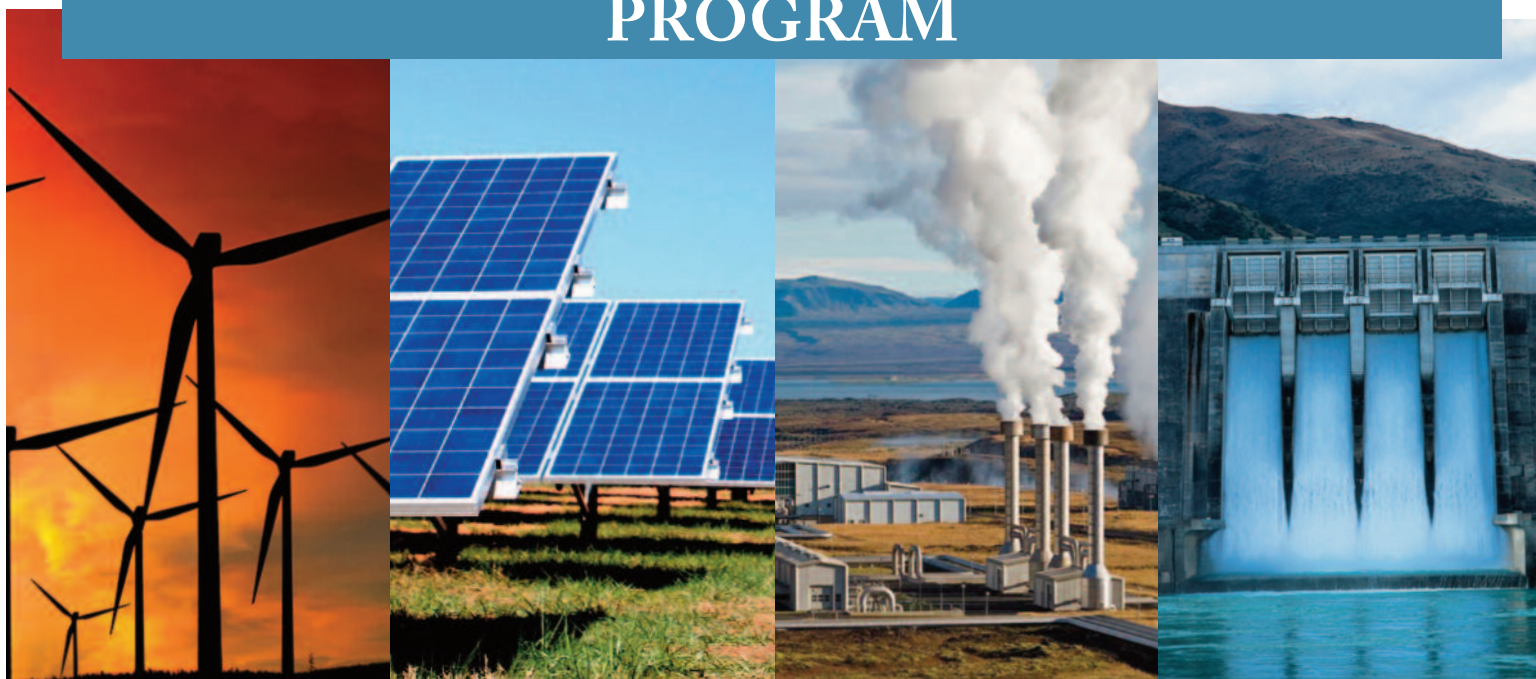


**LATIN AMERICAN AND CARIBBEAN
COUNCIL ON RENEWABLE ENERGY**

**The ONLY regional event
focused on renewable energy FINANCE
in Latin America and the Caribbean**

**Now in its
Fifth Year**

PROGRAM



**150 attendees + 60 speakers + multiple exhibitors
+ 1 award + 3 days of networking = ONE GREAT EVENT!**



PROGRAM

The **Latin American and Caribbean Council on Renewable Energy ("LAC-CORE")** invites you to its annual regional event. It is designed to help leading industry players address their successes and challenges in an environment focused on capital: Who invests in projects? Which financial institutions are available to finance them, and what are they looking for in projects? Which countries have the most suitable regulatory frameworks that facilitate business?

The **LAC-CORE Finance Summit 2016** will be held at the Ritz-Carlton Hotel in Miami, Florida between October 3rd and the 5th. A must attend event for anyone seeking to get firsthand understanding of the issues directly from the decision makers.

- *Arrange private meetings with the energy ministry officials in attendance;*
- *Meet and discuss your project capital needs with the investors and banks that comprise the primary speaker base;*
- *Learn from the more than 50 speakers on financing tools available in the region*



"This event has proven to be the single most important one for senior executives looking to network with their peers, meet one-on-one with financiers, senior government officials, and learn of the leading trends in the region in renewables."

– Gonzalo Ruiz de Angulo, Managing Director,
Global Infrastructure, BBVA



"The LAC-CORE Summit has proven to be the most important regional event for investment funds like ours to tap into viable projects and connect with fellow investors."

– Emily Hersh, Managing Partner, ArMega
Early Stage Renewables Fund



"This regional event is key for investors to identify new market opportunities and tap into projects requiring capital."

– Patrick Doyle, Managing Director,
MGM Sustainable Energy Fund



DEAR RENEWABLE ENERGY EXECUTIVE

It gives me great pleasure to welcome you to the Latin American and Caribbean Council on Renewable Energy's (LAC-CORE) annual regional event: the LAC-CORE Finance Summit 2016

Latin America received \$20 billion in new renewable energy investment in 2015, and has proven to be a consistent recipient of investment over the years. Investment growth in the region exceeds the world's average. Investment trends are changing rapidly; new opportunities emerge while other markets begin to mature. Argentina's bold renewable energy mandates are attracting a lot of attention and are likely to be the story of the



year. But no less so Mexico with its energy reforms now addressing renewables; meanwhile, Central America has received over \$3.5 billion in fresh investment in the last three years. Brazil, the leading recipient of investment over the last decade continues to provide excellent opportunities with new auctions despite its current difficulties. Meanwhile, Chile is rapidly addressing its own roadblocks while seeking to remain the darling of investors seeking low risk.

The LAC-CORE Finance Summit is the only event where the entire region – from Mexico through the Caribbean to the Patagonia – is addressed in two and a half days of intense debates, discussions and discussions, where

you as a Delegate play a key role. Because the stage as well as the floor are filled with leaders from public and private sectors, best practices are addressed and true comparisons of the relative successes and failures can be addressed.

Please take some time to see the program and the caliber of speakers convening in Miami this October.

I look forward to seeing you there and welcoming you personally.

Cordially,

Carlos St. James
Chairman
LAC-CORE Finance Summit 2016



THE SUMMIT

MONDAY, OCTOBER 3, 2016

**EVENING COCKTAIL PARTY TO
NETWORK AND MEET WITH
SPEAKERS AND ORGANIZERS**

TUESDAY, OCTOBER 4, 2016

**FOCUS ON FINANCE AND
FINANCIERS**

WEDNESDAY, OCTOBER 5, 2016

**FOCUS ON MARKETS AND
LAC-CORE CLEAN ENERGY AWARD**



DAY ZERO: Welcome

Monday, October 3, 2016

18:00 – close

Welcome and Networking Reception

- The DiLido Beach Club, outdoor terrace overlooking the ocean, Ritz Carlton South Beach, Miami

DAY ONE: Focus on Financiers and Financing

Tuesday, October 4, 2016

07:45 – 09:15

Pre-Conference Private Sector Investment Pitches

A panel in which developers seeking early stage funding for their projects will pitch them to a group of investors and bankers active in the Latin America region.

Moderator:

- Luis Aguirre-Torres, CEO, Green Momentum

Panelists:

- Karla Canavan, Director Sustainable Finance, Bunge
- Robert Constantino, Director Latin America, Developing World Markets
- Erik Wallsten, Co-Founder, Adobe Capital
- Daniel Robin, Senior Partner, In3Finance

07:45 – 09:15

Delegate's Registration & Networking Coffee

09:15 – 09:25

Summit Chairman's Opening Remarks

- Carlos St. James, board member, Latin American and Caribbean Council on Renewable Energy (LAC-CORE)

09:25 – 09:45

Keynote Speech: Argentina

- Mauro Soares, National Director for Renewables, Energy Ministry, Argentina

09:45 – 10:05

Keynote Speech: Cuba

- Delice Moreno Garcia, Director General, Cuban Electrical Engineering and Project Company (INEL)

** This presentation will be in Spanish with no simultaneous translation*



10:05 – 10:25

Keynote Speech: Citigroup

- Michael Eckhart, Managing Director, Global Head of Environmental Finance and Sustainability, Citigroup

10.25 – 10.55

Networking Coffee Break

10:55 – 11:45

Lending: What banks and lending institutions are active in project finance — and what projects and countries are getting most of their attention?

Latin American renewable energy projects depend almost exclusively on long term project finance solutions to get utility scale wind farms, solar parks and bioenergy plants up and running. What is new in this sector and what new market entrants will be arriving into the region?

Moderator:

- Gonzalo Ruiz de Angulo, Managing Director, Global Infrastructure, BBVA; board member, LAC-CORE

Panelists:

- Ivan Oliveros, Executive Director, Power and Renewables, Sumitomo Mitsui Banking Corp
- Michael Ratliff, Managing Director, Renewable and Clean Energy Group, OPIC
- Marc Ricart, Managing Director, Corporacion Interamericana para el Financiamiento de Infraestructura(CIFI)

11:45 – 12:40

What are the Prospects and Opportunities for Climate Finance in Latin America?

The World Economic Forum projects that by 2020, about \$5.7 trillion will need to be invested annually in green infrastructure, much of which will be in today's developing world, including Latin America. Thus, a unique opportunity exists for public and private sector actors to work together to increase climate change-related capital flows to developing countries. This panel will address the growth of climate finance and opportunities in the region.

Moderator:

- Phillip Ludvigsen, PhD., Market Area Director, First Environment

Panelists:

- Michael Eckhart, Managing Director, Global Head of Environmental Finance and Sustainability, Citigroup
- Stacy Swann, Founding Partner, Climate Finance Advisors
- Ubaldo Elizondo, Environmental and Climate Executive, Corporacion Andina de Fomento (CAF)
- Jeremie Dumon, Senior Investment Officer, Blended Finance, IFC
- John Padilla, Managing Director, IPD Latin America

12:40 – 14:00

Networking Lunch

- The Ritz Carlton Ballroom



14:00 – 14:50

Intergovernmentals and Non-Governmentals: Regional renewable energy finance tool?

Several tools to gather and share valuable information about the renewable energy industry and finance in Latin America and the Caribbean, to match investors and projects, to provide advice for policy makers and to evaluate the climate for renewable energy investments in the region are increasingly available to policy makers and industry players in the region.

Moderator:

Camila Ramos, Managing Director, CELA Clean Energy Latin America; board member, LAC-CORE

Panelists:

- Victoria Healey, Project Manager, Clean Energy Solutions Center, National Renewable Energy Laboratory (NREL)
- Aleksi Lumijarvi, Programme Officer, Renewable Energy Finance, International Renewable Energy Agency (IRENA)
- Tabaré Arroyo Currás, Regional Director, Sustainable Energy Policy, World Wildlife Fund
- Christine Lins, Executive Secretary, REN21

14.50 – 15:30

How have industry associations managed to bring together public and private sectors to aid in the establishment and growth of their country's renewable energy industry?

Industry trade associations have emerged all over the region, some broadly covering a wide spectrum of technologies, and some very focused on only one. Hear from a panel of association board members share their experiences, challenges and horror stories from the trenches.

Moderator:

- Nelson Colaferro, President, Brazilian Photovoltaic Industry Association (ABSOLAR)

Panelists:

- Juan Ignacio Cabrera, board member, Uruguayan Wind Energy Association (AUdEE)
- Steve Morgan, CEO, American Clean Energy; and board member, ACORE

15:30 – 16:10

Regulatory frameworks: Which ones work best and why?

Governments have a number of tools to reduce risk and attract investment into the renewable energy industry of their countries such as auction, feed-in tariffs, subsidies. Which have worked best?

Moderator:

- Dino Barajas, Partner, Akin Gump

Panelists:

- Mauro Soares, National Director for Renewables, Energy Ministry, Argentina
- Alexandre Viana, Executive Director for Auctions and Regulated Market, CCEE, Brazil
- Luis Muñozcano, Deputy General Director for Renewable Energy, Secretariat of Energy, Mexico



16.10 – 16:40

Networking Coffee Break

16.40 – 17:20

What does it take for equity investors to participate more actively in the industry?

Investment in the region is up, but there are still too many inconsistencies between countries, and investors think twice about investing in long term assets

Moderator:

- John Paul Moscarella, Senior Managing Director, Emerging Energy & Environment; Chairman of the board, LAC-CORE

Panelists:

- Francisco Galeano, Investment Acquisition Specialist, Entropy Investment Management
- Bruce Belliveau, Principal, Roman Arch Clean Energy Finance
- Patrick Doyle, Managing Director, MGM Sustainable Energy Fund
- Ben Moody, CEO, Pan American Finance

17.20 – 18:00

Trends in Early Stage Funding

Grants for donors, governments, governmental agencies and crowdfunding have become an increasingly common and viable way to get early stage projects going. They have proven valuable tools in the Caribbean Islands; will they expand onto the continent?

Moderator:

- Dr. Roland Clarke, CEO and Director, Clarke Energy Associates; board member, LAC-CORE

Panelists:

- Federico Fische, Chief of Party, USAID
- Emily Hersh, Managing Partner, ArMega Early Stage Financing
- Sudipta Lahiri, Senior Consultant, DNV GL-Energy
- Pablo Reyes, Director, Center for Latin American Strategic Studies

18:00 – 18:10

Summit Chairman's Day One Closing Remarks

- Carlos St. James, board member, LAC-CORE

18:10 – 20:00

Networking Cocktail



DAY TWO: Focus on Markets

Wednesday, October 5, 2016

07:45 – 09:00

Project Finance Workshop & Briefing

Repower Capital and In3Finance have created a state-of-the-art software program which allows project developers and investors to score the viability of a given project based on a number of variables. This breakfast workshop and briefing will allow participants to discuss various aspects of project development and better understand the value of this product.

Presentation by:

- Derek Gauger, CTO & Chief Architect, Repower Capital
- Daniel Robin, Senior Partner, In3Finance

07:45 – 09:00

Networking Coffee

09:00 – 09:10

Day Two Opening Remarks

- John Paul Moscarella, Chairman of the Board, Latin American and Caribbean Council on Renewable Energy (LAC-CORE)

09:10 – 09:25

Announcement of the recipient of the 2016 LAC-CORE Clean Energy Award

At each annual conference, the Latin American and Caribbean Council on Renewable Energy (LAC-CORE) recognizes an individual for her or his achievements. LAC-CORE gives the award to an individual that has shown great leadership in promoting the renewable energy industry in Latin American and the Caribbean. This year the award to Mr. Ramon Mendez, who while National Director for Energy at Uruguay's Ministry of Energy and Mines, attracted over \$2 billion in renewable energy investment, and helped make Uruguay the greenest country in South America.

Official Acceptance Speech

- Ramon Mendez

09:25 – 09:45

Keynote Speech: Mexico's Clean Energy Strategy.

- Luis Muñozcano, Deputy General Director for Renewable Energy, Secretariat of Energy, Mexico

09:45 - 10:30

Is Mexico the new engine for growth in Latin America?

Mexico's energy reforms are driving profound transformations in the country's power sector by opening up opportunities for private companies. In this session, we will discuss what the reforms have accomplished so far and what leading players in the Mexican market expect from upcoming regulations.

**Moderator:**

- Ian Ross, Managing Director, Deutsche Bank

Panelists:

- Lilian Alves, Head of Latin America Research, Bloomberg New Energy Finance
- Luis Muñozcano, Deputy General Director for Renewable Energy, Secretariat of Energy, Mexico
- Edgar Arvizu, VP Business Development, Sonnedix
- Erik Wallsten, Co-Founder, Adobe Capital

10:30 – 11:20**What are the prospects for Brazil's fast-growing renewable energy industry in the context of the country's recent political and economic troubles?**

With more than 27 GW of wind, solar, biomass and small hydro electricity capacity in operation and another 2 to 3 GW of new renewable energy capacity contracted every year, Brazil presents one of the largest opportunities in the renewable energy sector in the world. The wind industry is mature, and was the 4th globally in new installed capacity in 2015. The PV industry is in ascent, with the first 3 GW of new capacity auctioned in 2014 and 2015, and a new net metering legislation allowing for virtual net metering is in place since March 2016. What will be the impact of the recent political and economic troubles in this pungent sector?

Moderator:

- Lilian Alves, Head of Latin American Research, Bloomberg New Energy Finance

Panelists:

- Camila Ramos, Managing Director, CELA Clean Energy Latin America; board member, LAC-CORE
- Miguel Lobo, General Manager Latin America, Martifer Renewables
- Alexandre Gleria, Attorney at Law, ASBZ Advogados

11:20 – 11:50**Networking Coffee Break****11:50 – 12:40****Argentina's Round One 1000 MW tender and the opening of the renewable energy market**

Argentina's new pro-business government is aggressively promoting investment in renewable energy. In addition to the current 1 GW tender, the country needs to add approximately 10 GW over the next decade to comply with the legally mandated requirements. Can this be achieved?

Moderator:

- Carlos St. James, co-founder and past President, Argentine Renewable Energies Chamber (CADER)

Panelists:

- Juan Bosch, President, SAESA
- Mauro Soares, National Director for Renewables, Energy Ministry, Argentina
- Emily Hersh, Managing Partner, ArMega Early Stage Financing
- Andres Tahta, EVP, Argentine Investment Agency



12:40 – 13:20

Central America: a market with enormous untapped potential

Central America has received over \$3.5 billion in renewable energy investment in the last three years. While offtaker risk is often high and individual markets slow to respond, an existing regional transmission grid is creating a significant market where risk is leveled off.

Moderator:

- Jorge Barrigh, Board member, LAC-CORE

Panelists:

- Fernando Alvarado, CEO, Sustainable Energy Central America
- Nico Johnson, Director of Business Development, Faro Energy
- Edward Hoyt, Principal, Abt Associates, Inc.

13:30 – 14:40

Networking Lunch

- The Ritz Carlton Ballroom

14:40 – 15:30

Unlocking Latin America's potential in the solar PV sector

The Latin America solar market is on pace to install 2.2 GW of PV in 2016, growing 55% over last year's 1.4 GW, due to growth in the utility scale and distributed generation markets. Hear about these opportunities as well as challenges from experts active in the region.

Moderator:

- Jorge Kamine, Counsel, Skadden, Arps, Slate, Meagher & Flom

Panelists:

- Maria Gabriela da Rocha Oliveira, South America Head of Business Development, First Solar
- Thomas Falz, Managing Partner, Sybac Solar, LLC
- Pablo Burgos, CEO, Solarpack

15:30 – 16:20

The Andean region: very diverse success

Colombia, Ecuador, Venezuela, Peru and Bolivia have had very different experiences to date in the development of their renewable energy sectors. Which have had greater success and why? What changes can be expected in the next year?

Moderator:

- Ubaldo Elizondo, Environmental and Climate Executive, Corporacion Andina de Fomento (CAF)

Panelists:

- Robert Constantino, Director of Latin America, Developing World Market
- Jaime Alvarez, CIO, Faro Energy
- Daniel Petrie, Vice President, HBI Banca de Inversion



16:20 – 16:50

Regional panel: Discussion of the opportunities and challenges in individual markets across Latin America and the Caribbean in the coming year

Moderator:

- John Paul Moscarella, Chairman of the board, Latin American and Caribbean Council on Renewable Energy (LAC-CORE)

Panelists:

- Marco Monroy, CEO, MGM Innova Capital
- Jorge Kamine, Counsel, Skadden, Arps, Slate, Meagher & Flom
- Karla Canavan, Director Sustainable Finance, Bunge

16:50 – 17:00

Concluding remarks and announcement of the 2017 partnership between LAC-CORE and Greenpower

- Grania Chesterton, Director Latin America, Greenpower Conferences