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SPEAKERS

OVER 50 EXPERT SPEAKERS WILL COVER THE LATEST MARKET UPDATES FOR RENEWABLES IN SOUTH EAST ASIA

- Alakesh Chetia, CEO, Micropower International Pte Ltd
- Albert Chandler, Partner, Myanmar Legal - Chandler and Thong-EK Law Offices Limited
- Andre Susanto, Clean Energy Consultant operating in Indonesia
- Andy Schroeter, CEO, Sunlabob Renewable Energy
- Anousak Phongsavath, Deputy Director General, Project Manager, Rural Electrification Program-Phase2, Institute of Renewable Energy Promotion, Ministry of Energy and Mines LAO PDR
- Anthony Watanabe, CEO, Asia Clean Innovations
- Bart Lucarelli, Director, Roleva Energy
- Boonrod Yaowaprukek, Clean Energy Finance Team Leader, USAID
- Brian Barry, Vice President, Soleq
- Catherine Ridu, CEO, Sustainable Energy Development Authority, Malaysia
- Celeste A. Burgos, First Vice President, Northern and Central Luzon Lending Group, Land Bank of the Philippines
- Christophe Inglin, Managing Director, Energetix
- Christopher Low, Associate Director, Macquarie Infrastructure Management (Asia)
- Cyrille Antignac, Co-Founder, Uberis Capital
- Daniel Pacheco, Founder and Director, NRG Solutions
- Do Van Ha, President & CEO, Clean Energy JSC
- Duangjai Asawachintachit, Deputy Secretary General, Board of Investment, Thailand
- Edgare Kerkwijk, Managing Director, Asia Green Capital Partner
- Ezio M. F. Ravacchia, Group CFO, Solar Ventures
- Florian Bennhold, Managing Director, Symbior Energy
- Franck Constant, Renewable Sector Entrepreneur and Investor
- Gavin Tong, Regional Director, BYD Company Ltd.
- Geoffrey Tan, Managing Director, Asia Pacific, Overseas Private Investment Corporation
- Geoff Stapleton, CEO, The Big Pond/GSES
- Gert-Jan Monster, Senior Investment Officer Energy, FMO
WHO SHOULD ATTEND?

- Senior industry professionals driving business development in Southeast Asia
- CFOs interested in improving project bankability and innovative financial models
- CEOs looking to reduce deployment costs and increase project pipelines across established and emerging markets
- Technical teams with a need to know the latest technology modernisations and how they fair in Southeast Asia

BENEFITS OF ATTENDING

- Understand current policy support for solar from national Government officials
- Network and share best practice with senior level delegates from major development companies
- Meet local businesses and improve existing relationships across the supply chain to drive down cost of deployment
- 72 hours of unparalleled networking opportunities with established senior stakeholders and new, disruptive market entrants, including a high-level drinks reception
- Bespoke content designed with an exclusive ‘how to’ focus to provide you with the tools to form a joint venture, acquire low cost finance, secure land, gain grid access and much more
- Policy makers from Vietnam, Indonesia, Philippines, Thailand and Myanmar will share inside knowledge of upcoming changes to regional regulations
- International financial institutions, local banks, private equity firms and global development companies have confirmed attendance and are looking for business partners
- Focus sessions address the respective country differences rather than approaching Southeast Asia as a homogenous market
DAY 1 | 29TH NOVEMBER

08:30 Registration and coffee

09:00 OPENING REMARKS FROM THE CHAIR
Nikesh Sinha, International Business Director & Group CEO, NV Vogt

POLICY UPDATES

09:10 KEYNOTE DISCUSSION: POLICY UPDATES AND Q&A – PART 1
▪ Upcoming policy changes and FiT/subsidy alterations
▪ Actions undertaken to increase market and investor confidence
▪ What’s being done to support the IPP market?

09:10 Thammayot Srichuai, Director General, Department of Alternative Energy Development and Efficiency, Thailand
09:40 Anousak Phongsavath, Deputy Director General, Project Manager, Rural Electrification Program - Phase 2, Institute of Renewable Energy Promotion, Ministry of Energy and Mines, Lao PDR

10:10 Catherine Ridu, CEO, Sustainable Energy Development Authority, Malaysia
10:40 Mario C. Marasigan, Director IV, Renewable Energy Management Bureau, Philippines

11:10 Questions from the audience and discussion with previous speakers
11:20 Speed networking & refreshments

UTILITY UPDATE

12:00 KEYNOTE: SCALING PV DEPLOYMENT ACROSS SOUTHEAST ASIA
▪ How to be successful in the Thai market: lessons from the country’s largest and most established developer
▪ Developing PV in Myanmar, Laos, Philippines and Cambodia: what’s needed for market take off?
▪ Q&A with Wandee Khunchornyakong Juljarern

Wandee Khunchornyakong Juljarern, Chairwoman and CEO, SPCG

12:30 BANKABILITY
▪ Bankability – Why should you care?
▪ What makes a brand bankable?
▪ How to evaluate a company’s bankability

Jun Heong Ku, Director of Sales, Asia Pacific, Trina Solar Energy Development

12:50 NETWORKING LUNCH BREAK

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STREAM 1: UTILITY SCALE
COUNTRY FOCUS

14:00 CHAIR’S OPENING REMARKS
14:05 PANEL: PHILIPPINES
▪ Private Wire and PPAs: Accessing end users
▪ Opportunities around net metering

STREAM 2: OFF-GRID
QUALITY & TRAINING

14:00 CHAIR’S OPENING REMARKS: SETTING THE SCENE FOR THE OFF-GRID INDUSTRY IN SOUTHEAST ASIA
Johanna Diecker, Program Manager, Enabling Environment, Global Off Grid Lighting Association
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Speaker</th>
<th>Title</th>
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<td>14:00</td>
<td>PANEL: THAILAND</td>
<td>Pete Maniego, Leandro Leviste, Hubert Liu</td>
<td>Updates on the RPS, Green Energy Option &amp; national renewable energy programme</td>
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<tr>
<td>14:05</td>
<td>PANEL: ENSURING QUALITY ACROSS STAKEHOLDER GROUPS</td>
<td>Moderator: James Ha, Florian Bennhold, Frank Constant, Payomsarit Sripattananon, Zula Luvsandorj</td>
<td>Why is quality important? Isn’t it better to keep costs down? A review of the regulations and guidelines in place to ensure quality: what feedback does the industry have to improve them? Establishing sustainable operational models by improving PPP</td>
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<td>HOW MONO MODULE ENABLES LOWER LCOE</td>
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<td>PANEL: INDONESIA</td>
<td>Andre Susanto, Gu-Yoon Chung, Edgare Kerkwijk, M Rusydi</td>
<td>Update and review of the government solar programme Working with PLN Deploying PV without government support</td>
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<td>Shi Xiaofeng</td>
<td>Building scale in the off grid sector</td>
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<td>14:55</td>
<td>PANEL: SECURING FINANCE FOR YOUR COMPANY AND YOUR PROJECT</td>
<td>Cyrille Antignac, Puree Tantivirasut</td>
<td>What are investors looking for? How do we attract private sector money into the off grid market? Is bankability impossible? What finance is available for you? How do we get local banks involved?</td>
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<td>PANEL: FINANCING FOR END USERS</td>
<td>Sameer Tirkar</td>
<td>How can you provide loans/liquidity to your consumers?</td>
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<td>15:15</td>
<td>HOW CAN YOU SUCCESSFULLY SCALE YOUR COMPANY</td>
<td>Gaurav Bhandari, Amar Samarapally</td>
<td>Tips for supply chain engagement and relationship building on the ground</td>
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18:00 NETWORKING DRINKS RECEPTION
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Day 2 | 30th November

Opening remarks from the chair
Christophe Inglin, Managing Director, Energetix

Vietnam

08:00 Breakfast briefing: A focus on Vietnam
- Policy update
- On grid and off grid policy regulations
- Financing and investment options
- Planning processes and procedures
Oliver Massmann, Partner, Duane Morris Vietnam
Vu Phuong Hoa, Specialist – International Relations Department, Institute of Energy, Vietnam
Do Van Ha, President & CEO, Clean Energy JSC
Tran Thi Hao, Official - Renewable Energy Department, EVN Vietnam

09:00 Opening remarks from the chair
Christophe Inglin, Managing Director, Energetix

Urban Environment

09:00 Using clean technology innovation across urban areas in Southeast Asia
- Turning cities into engines of green growth
- Using clean energy and innovation to attract inward investment
- Supply locally produced and consumed energy
- Lessons learned from urban grids in Singapore
Christophe Inglin, Managing Director, Energetix

Cambodia

09:20 Panel focus on Cambodia
- Update on government policy
- Bilateral PPAs
- Accessing end users
- Identifying good projects and finalising an offer for investors
- How to target the right investors
Philippe Baudez, Renewable Energy Market Development Advisor, SNV Netherlands Development Organisation
Daniel Pacheco, Founder and Director, NRG Solutions
Gordon Peters, Director, Mekong Strategic Partners
Morten Kvammen, Finance Adviser, Investing In Infrastructure (3i)

10:20 HOW TELECOMMUNICATIONS ARE INCREASING ACCESS TO ENERGY IN MYANMAR
- Working with telecoms and national government
- Update on progress to date

Andy Schroeter, CEO, Sunlabob Renewable Energy
Alakesh Chetia, CEO, Micropower International Pte Ltd

11:00 Networking refreshment break

11:30 OFF-GRID MARKETS AND STORAGE
Gavin Tong, Regional Director, BYD Company Ltd.

11:45 LONG TERM PERFORMANCE IMPROVEMENT AND O&M COST REDUCTION WITH MODULE-LEVEL POWER ELECTRONICS
Naama Ohana, Vice President and General Manager, Commercial Business Unit, SolarEdge

12:00 HOW TO BUILD A SMART PV PLANT
Winston Wu, Director, Huawei

12:15 AN INTERNATIONAL PERSPECTIVE ON SOUTH EAST ASIA
Ezio M. F. Ravaccia, Group CFO, Solar Ventures

13:00 NETWORKING LUNCH BREAK

Opening remarks from the chair
Invitation to: Bart Lucarelli, Director, Roleva Energy

14:05 FINDING AN END USER
- What’s driving demand for clean energy in Southeast Asia?
- Financing models: PPAs, third party ownership and self-funding
- Risks, warranties and balancing counter party risk

Anthony Watanabe, CEO, Asia Clean Innovations
Jeffrey Premer, Managing Director, Baryon Energy

ENERGY PRICING TRENDS

14:40 COMPARISON OF THE LEVELIZED COSTS OF ELECTRICITY FOR COAL, GAS, UTILITY SCALE SOLAR PV AND ONSHORE WIND PROJECTS IN ASIA
- Industry standard definition and method for estimating LCOE of power projects
- Description of DCF methodology used to calculate LCOEs
- Data assumptions including main differences between fossil fuel and renewable projects
- Review of results
  o Base case
  o Sensitivity analyses for 3 cases: (i) carbon tax, (ii) changes in prices of coal and gas and (iii) changes in prices of solar PV panels and their efficiencies

Bart Lucarelli, Director, Roleva Energy

15:00 WHOLESALE POWER PRICES FOR FOSSIL FUEL AND RENEWABLE ENERGY POWER PROJECTS IN PHILIPPINES, THAILAND AND INDONESIA
- Wholesale electricity power levels
- Current regulations (FIT) and/or PPA terms that determine the wholesale price of electricity from fossil fuel and renewable energy projects
- Likely changes to those regulations and wholesale prices and implications for grid connected utility scale solar and wind projects
- Outlook for grid-connected utility scale wind and solar projects over the next decade

Sarah Fairhurst, Partner, The Lantau Group
15:30 Refreshment break and networking

MYANMAR

16:00 PANEL: SOLAR PV IN MYANMAR

- Policy update and support for PV development
- Developing solar PV in the current environment: advice for developers
- Deploying solar without a FiT: how to find a commercial off-taker

Moderator: Albert Chandler, Partner, Myanmar Legal - Chandler and Thong-EK Law Offices Limited
Daw Naing Naing Linn, Deputy Director, Directorate of Industry, Ministry of Industry, Myanmar
Jeffrey Premer, Managing Director, Baryon Energy

17:00 NETWORKING DRINKS RECEPTION
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SOLAR FINANCE & INVESTMENT
SOUTHEAST ASIA

DAY 3 | 1ST DECEMBER

08:30 Registration and coffee

09:00 Chair’s opening remarks

POLICY UPDATE

09:10 HOW EFFECTIVE HAVE POLICIES BEEN AT INCREASING DEAL FLOW?

- Where are opportunities for growth in 2017?
- What’s the impact of falling oil prices and improved domestic liquidity
- Where are we seeing the most liquidity: local or international providers?
- What are the interesting trends we’ve learnt in 2016?
- Scaling up deal flow for 2017: where’s the money coming from?

Anousak Phongsavath, Deputy Director General, Project Manager, Rural Electrification Program-Phase2, Institute of Renewable Energy Promotion, Ministry of Energy and Mines LAO PDR
Catherine Ridu, CEO, Sustainable Energy Development Authority, Malaysia
Kiyoshi Nishimura, Chief Executive Officer, CGIF
Celeste A. Burgos, First Vice President, Northern and Central Luzon Lending Group, Land Bank of the Philippines

10:30 Networking refreshment break

INSTITUTIONAL INVESTORS

11:00 HOW DO WE ATTRACT LONG TERM PRIVATE AND PUBLIC CAPITAL TO THE RENEWABLE POWER SECTOR IN ASIA?

- What are institutional investors looking for? What are these risks?
- What’s the role of Government?
- How do ensure robust PPPs?

Christopher Low, Associate Director, Macquarie Infrastructure and Real Assets, Macquarie Infrastructure Management
Zia Azeez, Project Finance (Asia), Investment Banking Department, SMBC
Morten Kvammen, Finance Adviser, Investing In Infrastructure (3i)
DEVELOPMENT BANKS

11:45 WHERE IS INTERNATIONAL COLLABORATION STILL NEEDED TO IMPROVE INEFFICIENCIES IN THE FINANCE MARKET?

- Development bank insight: update on projects in the region
- Where will multilaterals focus in 2017?
- New platforms for financing and investment
- Grid parity
- Private PPA models

Geoffrey Tan, Managing Director, Asia Pacific, Overseas Private Investment Corporation
Herbert Baumgartner, Director, DEG Representative Office Bangkok
Gert-Jan Monster, Senior Investment Officer Energy, FMO
Boonrod Yaowapruet, Clean Energy Finance Team Leader, USAID

MINI-GRID FOCUS

12:30 HOW DO WE ATTRACT FINANCE INTO THE MINI GRID SECTOR?

- What opportunities do mini grids offer access to energy efforts
- Where will finance come from and what will it look like?
- How can we scale investments into this area?

Regine Dietz, Head of Energy Department, GIZ Myanmar
Pariphan Uawithya, Associate Director, The Rockefeller Foundation
Cyrille Antignac, Co-Founder, Ubesi Capital

13:00 Networking lunch break

Country Focus Presentations and Roundtable Discussions

14:00-17:30 Delegates are given the opportunity to attend two roundtable focus groups during the afternoon. Focus groups start with an overview presentation given by a country expert. Discussions are then led by designated country leaders giving delegates the chance to sit with peers and experts and take a deeper dive into the key finance and investment issues specific to their chosen market.

14:00 FINANCING AND INVESTING IN CLEAN ENERGY PROJECTS IN CAMBODIA

- How do you reduce investor risk?
- Who are the main stakeholders and players?
- Expected returns and market idiosyncrasies

Gordon Peters, Director, Mekong Strategic Partners
Morten Kvammen, Finance Adviser, Investing In Infrastructure (3i)

14:20 Roundtable discussion

14:00 FINANCING AND INVESTING IN CLEAN ENERGY PROJECTS IN THE PHILIPPINES

- How do you work with local banks and local partners?
- Securing finance before construction and PPA guarantee
- Private equity update

Ma. Celeste A. Burgos, First Vice President of Northern and Central Luzon Lending Group, Land Bank of the Philippines

14:20 Roundtable discussion

15:00 Networking refreshment break

15:30 FINANCING AND INVESTING IN CLEAN ENERGY PROJECTS IN INDONESIA

- Encouraging FDI into Indonesia
- Finding a local partner and developer
- Working under national restrictions

Sam Yamdagni, CEO, PSS
Andre Susanto, Clean Energy Consultant operating in

15:30 FINANCING AND INVESTING IN CLEAN ENERGY PROJECTS IN VIETNAM

- How to access to finance
- When do investors look to get involved?
- How to secure private equity and debt
- Cost of finance

Hang Thi Thu Tran, IFC
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<td>Manish Singhal, Head - Business Development, Mahindra Susten</td>
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<td>● Attracting low cost capital to Myanmar</td>
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17:00 Feedback to full delegation in the main room

17:20 Conference end