

# SOLAR FINANCE & INVESTMENT ASIA

29-30 June, Shangri La Hotel, Singapore

Over 30 fantastic speakers representing government, developers, banks and funds, including:



**Chee Kiong Goh**  
Executive Director

**Economic Development  
Board of Singapore**



**Andrew Affleck**  
Founder

**Armstrong Asset  
Management**



**Sung Woo Yang**  
Director

**Equis**



**Wandee Khunchornyakong**  
Chief Executive Officer

**SPCG**



**Deepak Verma**  
Managing Director

**NV Vogt**

## AGENDA AT A GLANCE

Day 1: 29 June

### Practical Workshop: Solar Investment 101

- Financing renewable energy projects
- Investing in solar PV projects
- Breakout session: skills development in financial modeling

**Practical information to get you to financial close**

**VIP welcome lunch**

**Government keynotes**

**VIP networking**

**Leaders in solar round table working groups**

**Networking reception**

Day 2: 30 June

**Breakfast brief: risk mitigation in PV finance**

### Main Conference

- Developer case studies
- Infrastructure and storage update
- Ensuring bankability

**Networking lunch**

### Main Conference

- Private equity
- Debt finance
- Rooftop PV: making it work

**Networking drinks reception**

**Save weeks of  
travelling, attend this  
one essential event to:**

- Find early-stage, bridge and construction finance
- Understand how governments are providing a framework for the industry to grow
- See how to navigate government policy throughout the region
- Develop effective risk mitigation mechanisms
- Meet developers with active projects developed in the region

## Workshop: Solar Investment 101

*This Solar PV Investment 101 Workshop is designed as a focused session that builds practical understanding and capabilities for attendees. The Workshop will cover the range of investment opportunities in the growing Solar PV sector in Asia, with an intensive focus on project level investment analysis. It is designed to combine lecture and breakout style sessions in a way that conveys practical information, develops analytical skills and keeps the audience engaged.*

### 09:00 - Financing renewable energy projects

#### Survey of Solar PV Investment Opportunities in Asia

- Overview of different types of financing uses in renewable energy projects
  - Public equities
  - Bonds
  - Equity in projects
  - Debt
- Examples of financing terms and structures
- New developments in global renewable energy finance

#### Focus on key countries:



### 09:30 - Investing in solar PV projects

- **State of technology and why it matters**
- **Drivers for renewable energy project economics**
  - Review of the primary factors that uniquely impact renewable energy finance
  - Modeling and analyzing renewable energy projects
- **Project development stages**
- **Risks and mitigation strategies**
  - Risk, cash flow, and value across the development cycle
- **Investment return and value creation**

- Understanding key project risks
- Technology, country, development, regulatory and other risks
- Comparing and contrasting risk versus other investments
- Risk mitigation strategies
- **Creating a renewable energy company**
  - Growth, value creation, core competencies and successful business models in renewable energy
  - Analyzing joint ventures and acquisitions

### 10:20 - Networking refreshment break

### 10:35 - Breakout: Skills development in financial modelling

*The breakout is designed as a skills development session built around a working financial model for a typical Solar PV project. In this session, the audience will be divided into 4-5 groups who will be provided with an investment case, a financial model, and a computer. The intention is to enable each group to perform meaningful analysis of project viability by testing different scenarios and drivers. Each group will be given a different investment case, in the form of a project “teaser” that will enable them to gain a practical understanding of issues related to investment analysis, valuation, and recommendations.*

- Practical understanding of what drives renewable energy returns and valuations
- Relative magnitude and likelihood of risks
- Project valuation
- Premiums paid for buying into projects
- Determining tariff prices in an auction settings
- Renewable energy investment decision making



**Jack Kneeland**, Managing Director - Energy & Infrastructure, **AWR Lloyd**

Jack has twenty years of experience in the energy, renewable energy and related sectors in Asia with a focus on finance and investment decision-making.

Jack is currently serving at the Managing Director of Energy for AWR Lloyd, a management consulting and financial advisory firm based in Bangkok. He has advised large Thai companies on renewable energy investment strategies and worked with a wide range of project developers seeking funding. Jack was previously Director, Head of Research and Energy Analyst at UBS Securities, Thailand, Executive Vice President and Head of Research at Asia Plus Securities PCL (with ABN Amro).

**12.00 - VIP welcome lunch & registration for the main conference**

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**13:00 - Keynote: Singapore as a regional partner to the solar industry**

- Finding local technology partners
- R&D and innovation in Singapore
- Beyond solar: new technologies

**Chee Kiong Goh**, Executive Director, Cities, Infrastructure and Industry,  
**Economic Development Board of Singapore**

**13:30 – Keynote: Policy round-up**

- Overview of government policy to encourage solar
  - Thailand
  - Indonesia
  - Philippines
- Incentive schemes throughout the region: how necessary are they?

**Pedro H. Maniego Jr.**, Chairman, **National Renewable Energy Board, Philippines (NREB)**  
**Thailand representative invited**  
**Indonesia representative invited**  
**Malaysia representative invited**

**15:00 - Roundtable discussions**

The roundtables discussions are hosted debates designed to give an essential update on key markets in the region. These sessions will be collaborative, interactive and will provide a fantastic opportunity to find out about new business opportunities and meet new business partners.



**PHILIPPINES**

**Tetchi Cruz-Capellan**  
 Founder  
**Philippine Solar Power Alliance**



**SINGAPORE**

**Samridh Goyal**  
 CEO  
**Solar Horizon**



**INDONESIA**

**Dr. M. Rusydi** Director  
**SGI - Mitabu**



**INDIA**

**Rahul Goswami**,  
 Managing Director  
**Greenstone Investment Bank**



**THAILAND**

**Somchai Rojasavastera**,  
 Business Development Director,  
**Premier Products Public Company Ltd**

**17:00 Feedback from the round table hosts**

**17:30 – Networking reception**

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"The future of solar is now dependent not on technological advancement, but on creativity and innovation in putting capital to work. This event offers a collaborative path to this goal." *Conergy*

"A tremendous depth and range of industry leading speakers not only providing real UK market information on a broad range of topics but also a global perspective." *Solcap Energy*

**8:00 - Breakfast brief: risk mitigation in PV finance**

- Policy risk
- Currency risk
- Risk of equipment failure
- Environmental risk
- Counterparty risk

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**09:00 - Chair's opening remarks**

**Deepak Verma**, Managing Director, **NV Vogt**

**09:10 - Keynote: case study: Solar as a major part of a utility's offering**

- Overview of SPCG's activity in Thailand to date
- How are SPCG working with government and grid?
- Outline of what part solar should play in a modern energy mix

**Wandee Khunchornyakong**, Chief Executive Officer, **SPCG**

**09:30 – The future of finance: lessons from the wave of securitisation in mature solar markets**

**Sanjeev Chaurasia**, Managing Director, Head of Industrials & Renewables, Asia Pacific, **Credit Suisse**

**09:50 Independent Engineer (IE): The good, the bad and the ugly**

- The Good: how can an IE maximise project value through a staged DD
- Process starting early in the project life-cycle?
- The Bad: What are the risks of investing in PV?
- The Ugly: What can go wrong on projects?

**Simon Turner**, Director, **OST Energy**

**10:10- Networking refreshment break**

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**10:30 - Ensuring bankability across the value chain**

- How bankable is your PPA?
- What makes a development bankable:
  - Construction risk

- Connection risk
- Off-taker risk
- Currency risk and political risk
- Ensuring counterparty credit-worthiness
- Are you using bankable equipment?
- What impact does climate (smog, humidity, heat) have on your project?
- Technological innovations to improve bankability

**Yanis Boudjouher**, CEO, **Re-Ex Capital Asia**

**11:15 - Infrastructure and energy markets round-up**

- Overview of how local markets work
- Grid penetration throughout the region
- Off-grid and rooftop – how can developers attain scale required by banks?
- Power markets in Asia – overview of how different markets work
- Levelized cost of solar – how does it compare with other technologies?

**Jack Kneeland**, Managing Director - Energy & Infrastructure, **AWR Lloyd**

**Manish Kasliwal**, Head of Smart Energy Business Incubation Centre and Director, **NEC**

**Dana Younger**, Chief Renewable Energy Specialist, **IFC**

**12:00 – Roundtable discussions**

Want to sponsor a roundtable discussion or suggest a topic? Contact Oriol Brunet [obrune@solarmedia.co.uk](mailto:obrune@solarmedia.co.uk)

**ROOFTOP MARKET**

**Thomas Reindl**, Cluster Director, Solar Energy Systems, **Solar Energy Research Institute of Singapore**

**13:00 - Networking Lunch break**

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**14:00 – Panel Discussion: Asian private equity update**

- Who are the main PE players in the market?
- What financial structures are working?
- Overview of recent deals

**Edgare Kerkwijk**, Managing Director, **Asia Green Capital**

**Andrew Affleck**, CEO, **Armstrong Asset Management**

**Sung Woo Yang**, Director, **Equis**

**Nekul Zaveri**, Vice President, **Global Environment Fund**

**Joost Van Acht**, Senior Investment Manager, **Berkeley Energy**

**15.00- Debt Financing: what are financiers looking for from developers?**

- Lowering the cost of capital: finding competitive partners
- What can project developers, EPCs and technology do to reduce CAPEX?
- Financial innovations driving down the cost of capital
- Anatomy of a deal
- Expectations of debt providers: term, ROI and due diligence

**Jerome Ortiz**, Director, Clean Energy Project & Export Finance, **Standard Chartered Bank**

**Aniruddha Patil**, Investment specialist, Solar Private Sector Operations Department, **Asian Development Bank**

**Laurent Margoloff**, Director Project Finance Asia, **BNP Paribas**

**David Gore**, Managing Director, Energy Finance & Advisory, Asia Pacific, **Société Générale**

**16:00 - Networking refreshment break**

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**16:30 - What's under the hood? Embedding quality into a PV project**

**Pierre-Emmanuel Frot**, Solar Power Generation, Business VP, **Schneider Electric**

**16:50 - Case study: Solar development over the 200MW mark**

**Vineet Mittal**, CEO, **Welspun**

**16:50 Panel Discussion Rooftop PV: Making it work**

- What scale do banks require for rooftop?
- Overview of different models Establishing bankability of counterparties
- Mainland China context
- Rolling out a portfolio
- Mixing PV with other technologies to increase value

**Dominique Pommier**, Founder & Managing Director, **Active Capital Asia**

**Thomas Lapham**, CEO, **Asia Clean Capital Ltd.**

**17:30 – Networking drinks reception**

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"The Solar Media Team really put on a stellar event with an impressive array of conference topics and industry experts. Alongside this there was a relaxed and engaging atmosphere for networking easily with the speakers and other attendees." *Renewable Power*

"Best in class speakers and attendees. A must visit to prepare for the start of new financial year." *JA Solar*

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