



BRAZIL RENEWABLE ENERGY FINANCE & INVESTMENT SUMMIT

19-21 October, 2010 | AMCHAM Câmara Americana de Comércio | São Paulo

Supporting Sponsors



Supporting Organizations



Tuesday, 19 October 2010:

8:00-9:00 Registration & Coffee

9:00-9:15 Opening Remarks by Chair

9:15-10:15 Panel Discussion:

Developing a Workable Master Strategy for Renewable Energy in Brazil

This panel of government representatives, energy regulators and other authorities will discuss the trade offs between economic, social and environmental goals and the realities of putting together a viable program to achieve those goals. They will review the progress made so far, the status of current projects, and the potential for future renewable energy tenders.

- Impacts of National targets and long-term goals on planning
- Regulatory incentives for renewable energy in Brazil

Panelists:

Amilcar Gonçalves Guerreiro, *Director of Economic Studies and Energy*,
EMPRESA DE PESQUISA ENERGÉTICA

Gilberto Goellner, *Senator*, STATE OF MATO GROSSO, BRAZIL*

10:15-10:45 Morning Refreshment and Networking Break

10:45-11:45 Panel Discussion:

Perspectives on Wind & Solar Project Development and Finance

This panel of wind & solar power developers and equipment vendors will discuss recent tenders, their financing needs, and the potential for reducing project costs through the addition of local equipment manufacturing infrastructure.

Panelists:

Ricardo Simões, *President*, ABEEÓLICA

11:45-1:00

Panel Discussion:

Perspectives on Small Hydroelectric Projects

After years of delays, many hydroelectric projects are poised to launch. With environmental issues gaining greater importance, some new projects are taking innovative technological and design approaches to reduce their impacts. What will the impacts be on project economics? What opportunities for investors in this area? What types of financing will be needed and sought? This panel will explore these issues.

Panelists:

Cicero Bley Jr, *Coordenador de Energias Renováveis*, USINA HIDRELÉTRICA DE ITAIPU

Armando Casado de Araújo, *Director of Finances and Investor Relations*,

ELETROBRAS

Fábio Sales Dias, *Diretor Executivo*, APMPE

Julien Dias, *Sustainability Manager*, BROOKFIELD ENERGIA RENOVÁVEL

Marcelo Souza, *Chief Financial Officer*, ERSA - ENERGIAS RENOVÁVEIS S|A

1:00-2:30

Group Luncheon

2:30-3:30

Panel Discussion:

Bioenergy in Brazil—Perspectives on Strategic Opportunities and Investments

Brazil has long been a leader in biofuels and bioenergy. Recently the bioenergy market has heated up, with major international concerns making major investments in Brazil bioenergy. Is a major industry consolidation coming—an M&A movement that will entail major financing? Will new biomass cogen projects be emerging? This panel of biofuels and bioenergy industry players will discuss their plans and potential need for financing.

- How has your organization's strategy evolved over the last 5 years?
- Where do you see the biggest opportunities for the sector in the next 5 years?
- What attracts investors to Brazilian biofuels projects?
- How can the goals of project developers and financial investors be aligned?

Panelists:

Roberto Murat, *Director*, BRAZILIAN JATROPHA GROWERS ASSOCIATION

Frederico Durães, *General Chief*, EMBRAPA AGROENERGIA

Paulo Morais, *Technical Assessor to Senator Gilberto Goellner*, STATE OF MATO GROSSO

3:30-4:00 Afternoon refreshment & networking break

4:00-5:00 Panel Discussion:

Investment in Transmission Infrastructure to Facilitate Delivering Renewable Energy

Most current and planned wind assets are located far away from most consumption centers in Ceará, Rio Grande do Norte and Bahia. As a result, their success will necessarily be tied to the development of additional transmission capabilities to deliver their power to load centers. When are transmission upgrades likely to begin? Where will the opportunities for development and investment lie? This panel will discuss these and additional issues.

5:00-6:00 Cocktail Reception

Wednesday, 20 October 2010:

9:00 – 9:15 Opening Remarks by Chair

9:15 - 9:45

BNDES Perspective on Financing Renewable Energy in Brazil

- State participation and the equalization of guarantees before the BNDES

Speaker:

Alan Adolfo Fischler, *Head of Department of Telecommunications and Alternative Energy Sources*, BNDES

9:45-10:15 Morning Refreshment and Networking Break

10:15-11:30 Panel Discussion:

Perspectives of Multilaterals and ECAs on Financing Renewable Energy Projects in Brazil

Representatives of multilateral lenders and export credit agencies will discuss their views on investing in renewable energy projects in Brazil. They will explore the types of regulatory incentives that might affect investment, and the appetite of foreign companies to invest in Brazil.

- Sources of financing for Brazilian renewable developments
- How can investors tap into Brazil's potential?
- What is the appetite of foreign companies to invest in the Brazilian renewable energy sector?
- Maximizing opportunities for investors and developers

Panelists:

Christiane Ache, *Project & Export Finance Director, Latin America*, ALSTOM
Flávio Bertolossi, *Head of SACE SpA Latin America*, SACE SPA

Takahiro Hosojima, *Representante Chefe*, JBIC (invited)
Lynn Tabernacki, *Senior Manager, Renewable Energy & Sustainable Development Finance*, OPIC
Ana Maria Vidaurre, *Senior Investment Officer Infrastructure Division*,
INTER-AMERICAN DEVELOPMENT BANK

11:30-12:30 Panel Discussion:

Providing Debt to the Brazilian Renewable Energy Market

Bankers and other financiers will discuss what drives them to participate in the Brazilian renewable energy market, and will provide a preview of what developers should expect in 2010 as they seek financing for their projects. What are the most important drivers to get financed today, and where do they see opportunities developing in the future?

- Sources of funding for the renewable energy sector
- Critical analysis of what will be necessary to get financed
- Key project performance metrics
- Types of terms and tenors that might be obtained

Panelists:

Daniel Mallo, *Managing Director, Project and Structured Finance – Energy*,
SOCIÉTÉ GÉNÉRALE
Nadia Scharen, *Head of Natural Resources, Infrastructure & Power*,
BANCO CRÉDIT AGRICOLE BRASIL S.A.
Eduardo Serra, *Head of Project Finance*, CITIBANK BRAZIL

12:30-2:00 Lunch Break

2:00-3:00 Panel Discussion:

Perspectives on Private Equity and Venture Capital Investment in Renewable Energy

Private equity and venture capital investors will share their perspectives on the Brazilian market. While this type of equity has been challenging to find in the past, new funds are being formed and other types of funds (for example, infrastructure funds) are being redirected to the renewable energy sector. This panel of private equity investors and financial advisors will discuss the current market for project-level equity investments, what investors look for in terms of sponsor management and prospects, technology issues, project-level economics and future development pipelines.

Panelists:

Carlos Corrêa (Pepê), *Sou Superintendente de Investimento*, SANTANDER -
PRIVATE EQUITY

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Eduardo Farhat, *Executive Director*, DARBY OVERSEAS INVESTMENTS LTD. and DARBY STRATUS ADM. INVESTIMENTOS LTDA.

Karina Robial, *Private Equity Manager* – BANCO VOTORANTIM - INVESTIMENTOS ALTERNATIVOS

Salvador Escobedo, *Investment Manager, Cleantech*, GRUPO ECOS

Private Equity, BANCO VOTORANTIM S.A.

3:00 – 3:30 Afternoon refreshment & networking break

3:30-4:30 Panel Discussion:

Equipment Manufacturers Role in Financing Renewable Energy Projects

- Role of insurance and warranties in financing renewable energy projects
- Equipment manufacturers as a source of capital
- EPC Agreements
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Panelists:

Marcelo Prado, *Market Development Director*, GE ENERGY

Senior Representative, SIEMENS

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4:30 Summit Adjourns