



# BIREC

BRAZIL INTERNATIONAL RENEWABLE  
ENERGY CONGRESS  
23-25 OCTOBER 2017 - RIO DE JANEIRO

“ BIREC 2016  
was a **TREMENDOUS**  
EVENT! ”

**Victor Muñoz**  
Managing Director and  
Regional Head Latin America  
Denham Capital

## SEIZING THE OPPORTUNITY IN BRAZIL'S HIGH-REWARD RENEWABLE ENERGY SECTOR



**300**

ATTENDEES



**90**

THOUGHT  
LEADERS



**10**

EXHIBITORS



**3**

DAYS



**1**

EVENT

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LAW FIRM  
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# WELCOME TO BIREC

It is my honour to give you an insight into the **Brazil International Renewable Energy Congress – BIREC**, which we are delighted to be hosting in Rio de Janeiro. Brazil is Latin America’s largest renewable energy market, with a huge economy and an enormous demand for affordable and sustainable electric power. **In 2016 Brazil saw US\$6.8 billion in renewable energy investment**, between 2015 and 2017 Brazil boasts a 400% increase in installed solar capacity. The Minister of Mines and Energy has announced a major overhaul of the Brazilian power sector which is set to open up a host of opportunities in renewable energy development following the country’s period of recession.

BIREC returns for its second year as **Brazil’s leading strategic and investment focused renewable energy event**. The content rich agenda provides the latest updates and **in-depth insights into Brazil’s energy sector and covers distributed generation, utility scale, wind and solar energy, energy storage and commercial and industrial power projects**. The 2017 speaker lineup reflects the market’s highest level of seniority, making BIREC the place to meet Brazil’s primary decision makers, largest investors, most active financiers, top developers, large energy consumers and key industry stakeholders.

The only event of its kind, BIREC is the place Brazil’s renewable energy leaders come to do business and secure investment, driving the country’s renewable energy industry across a host of networking opportunities, including a VIP dinner, drinks receptions and online networking platform.

I look forward to welcoming you personally in Rio de Janeiro this October!

**Isabella Lewis**  
Programme Director  
BIREC



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“ BIREC 2016 WAS ONE OF THE BEST EVENTS I attended. The presentations, panels and most of all, the high-level networking were very useful to my company ”

**Bruno Wilmer Fontes**  
Commercial Director  
Solstício Energia

# WHAT TO EXPECT

## OVER 300 SENIOR-LEVEL DECISION MAKERS

driving Brazil's renewable energy market

## 90 EXPERT THOUGHT LEADERS

share their collective experiences and forecasts

## 35 HOURS OF NETWORKING OPPORTUNITIES

to build and nurture essential relationships in a relaxed and comfortable atmosphere

## 27 HOURS OF INDUSTRY DRIVEN CONTENT

giving you current and practical insights to drive your business forward

## INNOVATIVE NEW FORMATS AND SESSIONS

engineered to maximise peer-to-peer interaction & networking

## NEW NETWORKING OPPORTUNITIES



- NEW and improved online networking tool
- Dedicated meeting zones for one to one private meetings
- VIP Gala Dinner sponsored by 
- All of Brazil's key stakeholders under one roof

## NEW CONTENT AND SPEAKERS



- Residential and C&I solar stream
- Over 12 hours of **Finance content**
- One year on - **updates from projects on the ground**
- Analysing the opportunities ahead for **distributed generation**
- **New format, new speakers, new city!**

“ BIREC 2016 WAS AN EXCELLENT OPPORTUNITY to improve my network and exchange knowledge with key persons in the renewable business industry ”

**Marcos Meireles**  
Chief Executive Officer  
Rio Energy

# WHAT'S DIFFERENT ABOUT BIREC?



**SPEED NETWORKING SESSION** – take just **30 seconds to introduce yourself** and exchange business cards



**FLEX SPONSORED VIP GALA DINNER** – the perfect **opportunity to network and enjoy good food** and fine wine after a busy conference day



**STRATEGY AND INVESTMENT FOCUSED PLENARY SESSIONS** – **providing practical lessons** for developing a successful renewable energy business in Brazil



**SOLAR, WIND AND ENERGY STORAGE STREAMS** – allow you to **explore the opportunities of each technology** in detail and network across Brazil's renewable energy sector



**DRINKS RECEPTION** – giving you the opportunity to **meet potential business partners** and nurture essential relationships



**DEDICATED FINANCE SUMMIT on day one** – deep-diving into the economics, commercial viability and financing options of Brazil's renewable energy industry



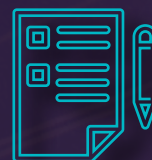
**VIP SOLAR PROSUMERS, DG DEVELOPERS, INSTALLERS AND DISTRIBUTORS LUNCH** by invitation only, meet Brazil's leading equipment distributors.



**ROUNDTABLE DISCUSSIONS** – enabling you to be part of the dialogue, discussing different market strategies, solutions and opportunities, as well as **expanding your network**



**1-2-1 ONLINE NETWORKING** – giving you the opportunity to **schedule up to 40 1-2-1 meetings in advance** and throughout the congress



**REAL LIFE CASE STUDIES of renewable energy projects** – so that you can hear from those who operate in the market and benefit from practical true experiences

# WHY ATTEND BIREC?

## CONTENT

We conduct over **100 in-depth** interviews with market leaders and sector experts. These detailed conversations with those who have built successful renewable energy businesses ensure that our **content is up-to-date and reflective of the current renewable energy climate**. BIREC unveils new investment opportunities, financing strategies, regulatory updates, risk-reward perspectives, lessons from success stories and much more!



## MAXIMISE YOUR NETWORKING OPPORTUNITIES

book a **PREMIUM PASS** today!

Contact **DAVID SANSOM** to  
**REGISTER NOW**

**DAVID SANSOM**  
COMMERCIAL DIRECTOR  
T: +44 (0)20 3384 5791  
E: david.sansom@greenpowerglobal.com



## NETWORKING

Save time and money by **meeting all Brazil's key stakeholders** under one roof. With an easy-to-use, bespoke networking tool and a **host of networking opportunities** over fine food and drink, BIREC gives you the opportunities and tools to build and nurture essential relationships.

“ BIREC 2016 had **TOP MANAGERS AND DECISION MAKERS IN ATTENDANCE**. BIREC 2017 is not to be missed! ”

**Valdomiro Pinheiro de Lima Jr**  
ME3 Engenharia

# ACCESS THE BRAZILIAN POWER MARKET

## OPPORTUNITIES

Brazil is not only the biggest power market in Latin America but it also has a **greater capacity for wind and solar power than the installed capacity of all other Latin American countries combined.**

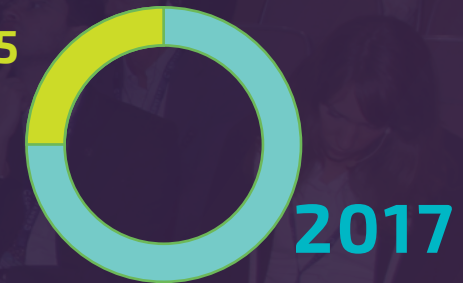
With a population of over 200 million people consuming nearly 600,000 GWhs of electricity per year, power producers can rely on consistent electricity demand. Brazil boasts an **established energy auction system** providing security to power producers and legislation supporting renewable energy development, including commitment to COP 21.

In the last year Brazil has seen enormous **advances in renewable energy technologies**; and subsequently increased competitiveness of wind and solar against traditional energy resources combined with a **reduction in technological risks.**

## US\$6.4BILLION INVESTED IN SOLAR AND WIND ENERGY IN 2016

**SOLAR PV CAPACITY  
HAS GROWN BY  
400% SINCE 2015**

2015



INSTALLED  
CAPACITY

2016

TARGET

2024

**WIND  
ENERGY**

11 GW

24 GW

**SOLAR  
ENERGY**

97.5 MW

7 GW

# A FIRST GLANCE AT **BIREC 2017**

## MONDAY 23 OCTOBER

INFRASTRUCTURE AND REGULATORY FRAMEWORKS

Regulatory and Energy Trading Plenaries

VIP Solar DG Lunch

Lunch

Residential and C&I Solar

Energy Storage

Drinks Reception

Sponsored by  
**YASKAWA**  
SOLECTRIA SOLAR

VIP Gala Dinner

Sponsored by  
**flex**

EXHIBITION OPEN & 1-2-1 MEETINGS

## TUESDAY 24 OCTOBER

INVESTING IN PROJECT DEVELOPMENT

Investment Strategy Plenaries

Lunch

Large Scale Solar

Wind & New Energy Systems

EXHIBITION OPEN & 1-2-1 MEETINGS

## WEDNESDAY 25 OCTOBER

FINANCE SUMMIT

Debt Finance and Capital Markets

Lunch

Project Finance and Investment

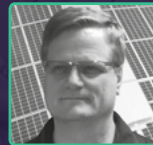
Close of BIREC 2017

# BIREC 2017 FEATURED SPEAKERS

The speaker faculty reflects **the market's highest level of seniority** making BIREC the place to **meet Brazil's primary decision makers**, largest investors, most active financiers, top developers and key industry stakeholders.



**ALESSANDRO GREGORI**  
New Business Director  
CPFL Renováveis



**DALE A. VANDER WOUDE**  
President & Chief Executive  
Officer  
Helio Energias Renováveis



**ALESSANDRA MARINHEIRO**  
Chief Executive Officer  
ContourGlobal LATAM



**MARCIO TRANNIN**  
Chief Executive Officer  
Enel Soluções



**EDUARDO SERRA**  
Chief Executive Officer  
Energia Capital



**ANTONIO A. T. DE BASTOS  
FILHO**  
Chief Executive Officer  
Omega Energia Renovável



**LUIZ RENATO QUINALHA**  
Manufacturing & Supply Chain  
Director for Americas Region  
Renault do Brasil S.A



**PEDRO VAQUER BRUNET**  
President  
Solatio



**GILBERTO TONIM**  
Energy Manager  
Nestlé

“ Outstanding network: selective, high profile and solid participants. Definitely **ONE OF THE BEST EVENTS IN 2016** ”

**Claudio Loureiro**  
General Manager  
JA Solar



# BIREC 2017 INSPIRATIONAL SPEAKERS



**MARCOS MEIRELES**  
Chief Executive Officer  
Rio Energy



**RODRIGO SAUAIA**  
Chief Executive Officer  
ABSOLAR



**GLAUCIA ROVERI**  
Energy Services Manager  
General Motors



**RENATO BOAVENTURA**  
CEO  
Global BU Fibras – Rhodia of  
Solvay Group



**CORALIE  
CARRIER-CLÉRAMBAULT**  
Head of Development  
Thesan



**CLAUDIO LOUREIRO**  
General Manager  
JA Solar



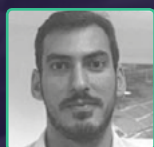
**ALESSANDRA AMARAL**  
Director President  
Energisa Comercializadora



**LIGIA BARROS DAS CHAGAS**  
Head of the Alternative Energy  
Sources Department  
BNDES



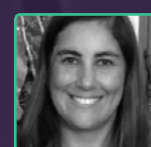
**CARLOS GROS**  
SVP M&A  
Brookfield



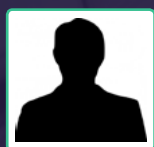
**THIAGO VASCONCELLOS  
BARRAL FERREIRA**  
Superintendent of Generation  
Projects EPE



**EDSON OGAWA**  
Head of Power Sector Project  
Finance  
Santander



**SILVANA BIANCO**  
Head of Energy South America  
ABN AMRO



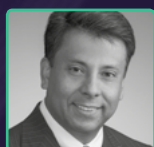
**ADA LI**  
Director  
Sungrow



**ROBERT KLEIN**  
General Manager Brazil  
Votalia



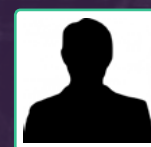
**NELSON FALCÃO**  
Country Manager Brasil  
FLEX



**VICTOR MUÑOZ**  
Managing Director  
Denham Capital



**SÉRGIO BRANDÃO**  
Director of Energy in Brazil  
Actis



**PAULO PEREIRA**  
Global Vice President, Utilities  
and Industry  
SparkCognition

# BIREC 2017 INSPIRATIONAL SPEAKERS



**SEBABRATA SARKAR**  
*Weather Resource Risk Expert*  
Swiss Re



**MARCELO SZPILMAN**  
*President*  
AquaRio



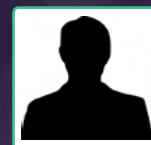
**ALBERTO CUTER**  
*General Manager Latam*  
Jinko Solar



**NICOLA MOREIRA MICCIONE**  
*Director of Control and Risk*  
Banco do Nordeste



**HELTON CHAGAS MENDES**  
*Superintendent of Business*  
Banco do Nordeste



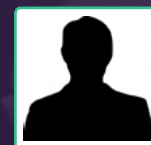
**PIERRE-EMMANUEL MOUSSAFIR**  
*Country Manager*  
EREN do Brasil



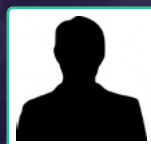
**LEONARDO WALTER**  
*Head of Business Development*  
Enel Green Power



**ANTONIO BARBALHO**  
*Energy Practice Manager for Latin America and the Caribbean*  
World Bank



**VITOR RODRIGUES**  
*Regional Business Field Manager*  
Spain and Latin America  
TÜV Rheinland



**GUILLAUME TIRET**  
*Investment Officer*  
International Finance Corporation



**JOÃO GRECO PINHEIRO**  
*Managing Director*  
Alupar Investimentos



**OLIVIERO ARMEZZANI**  
*Executive VP and Co-owner*  
Convert Italia



**MARKUS JOSEF VLASITS**  
*Commerical and Technical Director*  
Faro Energy



**NATALIA SVEJGAARD**  
*Investment Director*  
Danish Climate Investment Fund IFU



**MARGARITA GARCIA DE PAREDES**  
*Lead Investment Officer*  
Inter-American Investment Corporation



**RICARDO BARROS**  
*Country Manager Brazil*  
Solairedirect



**ANGELA MARTINS**  
*Chief Representative and Regional Manager for Latin America*  
National Bank of Abu Dhabi



**EDUARDO FARHAT**  
*Managing Director*  
Darby Private Equity

# BIREC 2017 INSPIRATIONAL SPEAKERS



**BENJAMIN GUERINI**  
*Head - South America*  
**Proparco**



**BRIAN O'HANLON**  
*Head of Business Development*  
**OPIC**



**THIAGO SENDELBACH**  
*Project Finance Director*  
**BNP Paribas**



**THATYANNE GASPAROTTO**  
*Program and Relationship  
Manager for Brazil*  
**Climate Bonds Initiative**



**NELSON COLAFERRO JR**  
*President*  
**ABSOLAR**



**ALINE OLIVEIRA**  
*Investment Officer*  
**APEX-BRASIL**



**WYLIE LEVONE**  
*Partner*  
**Hogan Lovells**



**CLAUDIO DE ARAÚJO FERREIRA**  
*Corporate Vice President*  
**EchoEnergia**



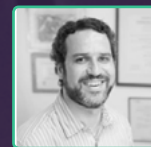
**LEANDRO MELLO DE ANGELES**  
*Vice President, Project Finance*  
**Itaú BBA**



**DIEGO MANSUR**  
*Director*  
**Sigma Energia Solar**



**HELENA CHUNG**  
*Research Analyst*  
**BNEF**



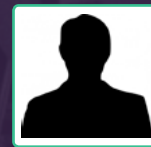
**GUSTAVO MALAGOLI BIUATTI**  
*President*  
**ALSOL**



**GABRIEL GUIMARAES**  
*Sales Director*  
**SolarVolt Energia**



**MARCELO DE ANDRADE**  
*Partner*  
**Earth Capital Partners**



**ALCIONE BELACHE FERREIRA**  
*CEO*  
**Renovigi Energia Solar**



**CARLOS AUGUSTO LEITE  
BRANDÃO**  
*President*  
**ABAQUE**



**PABLO OTIN**  
*VP Emerging Markets*  
**8minutenergy**



**FRANCISCO DA COSTA LOPES**  
*Research Associate*  
**ELETOBRAS CEPEL**

# BIREC 2017 INSPIRATIONAL SPEAKERS



**SERGIO REINAS**  
Founding Partner  
Grupo Rio Alto



**CAMILA RAMOS**  
Managing Director  
CELA



**GUILHERME DE LUCENA  
CRISPIM**  
Commercial Director  
Liv Energia Eficiente



**NADIA SCHAREN-GUIVEL**  
Principal Clean Energy Finance  
Associate  
Abt Associates



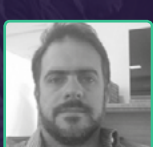
**JOSÉ HENRIQUE FALCÃO  
ZLOCCOWICK**  
Consultant  
Facto Energy



**VICTORIA MASTROBUONO**  
Vice President  
Global Capital Finance



**JOÃO LAMPREIA**  
Manager  
Carbon Trust



**MARCELO VON GAL**  
Co-Owner  
Ecori Energia Solar



**ENRIQUE GALDOS**  
Senior Manager  
Nordic Power Partners



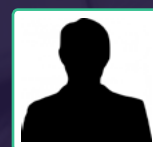
**EDUARDO TOBIAS RUIZ**  
Director  
CELA



**JULIEN DIAS**  
Founder  
Julien Dias Finance &  
Renewable Energy



**CELINA ALMEIDA**  
Director  
Instituto Totum



**BRUNO WILMER FONTES LIMA**  
Commercial Director  
Solstício Energia



**PEDRO SCHUCH MALLMANN**  
Director  
Renobrax



**AURELIO DE ANDRADE  
DE SOUZA**  
General Manager  
USINAZUL

# MONDAY 23 OCTOBER — INFRASTRUCTURE AND REGULATORY FRAMEWORKS

08:00 - Registration, Networking Coffee and Prescheduled 1-2-1 Meetings

09:00 - Welcome Address

**Isabella Lewis**, Programme Director, Green Power

09:15 - Chairperson's Opening Remarks

09:25 - Keynote Speech

**Rodrigo Sauaia**, Chief Executive Officer, ABSOLAR

09:40 - Brazil's Renewable Energy Investment Climate

*A panel of leading renewable energy investors discuss their investment strategy in Brazil, followed by Q&A.*

- Uncovering the key project characteristics which attract renewable energy investors
- Highlighting how renewable energy investors in Brazil mitigate currency risk
- Examining how investors handle challenging project timelines. What certainties do they require from
  - Regulators
  - Developers
  - Manufacturers
  - EPCs

**Victor Muñoz**, Managing Director, Denham Capital

*Denham Capital has raised over \$9bn in working capital to invest in energy and resources investment funds.*

**Marcelo de Andrade**, Partner, Earth Capital Partners

*Earth Capital Partners are a responsible investor, who invests in renewable energy infrastructure development and construction, sustainable technology, sustainable agriculture and forestry.*

**Brian O'Hanlon**, Head of Business Development, OPIC

*OPIC is the United States government's development finance institution and have \$6bn to invest in renewable energy technology and projects across the world.*

**Victoria Mastrobuono**, Vice President, Global Capital Finance

10:30 - The Future of Brazil's Energy Matrix

*An expert presentation followed by Q&A.*

- Highlighting how Brazil can achieve a sustainable, long-term and clean energy matrix
- Integrating solar power
  - How strong will solar be?
  - How fast will solar be?
  - How competitive will solar be?
- Re-assessing wind's place in Brazil's renewable energy matrix
  - The falling price of wind
  - Wind energy's capacity to compete with conventional power resources

**Thiago Vasconcellos Barral Ferreira**, Superintendent of Generation Projects, EPE

11:00 - Networking Coffee Break and Prescheduled 1-2-1 Meetings

11:30 - Corporate & Industrial - Towards Zero Emissions

*A panel of leading Brazilian companies discuss their energy consumption and sustainability strategies, followed by Q&A.*

- Assessing how energy "prosumers" are driving Brazil's distributed generation market
- Exploring what is driving more businesses in Brazil to generate their own renewable energy
- Highlighting the challenges faced by companies in Brazil moving to renewable energy distributed generation
- Understanding the conditions required for driving C&I solar in Brazil

**Glucia Roveri**, Energy Services Manager, General Motors

*General Motors are a leading automotive group with 200,000 employees and \$166bn of group revenues.*

**Gilberto Tonim**, Energy Manager, Nestlé

*Nestle is one of the World's largest food companies with revenues exceeding \$90bn and over 330,000 employees.*

**Luiz Renatto Quinalha**, Manufacturing & Supply Chain Director for Americas Region, Renault do Brasil

*Renault is a leading global car company with annual revenues of \$50bn and 127,000 employees.*

**Renato Boaventura**, CEO, Global BU Fibras – Rhodia of Solvay Group

*Rhodia is the synthetic fibres and polymers company of the Solvay Group, a leading global chemicals group with over \$12bn in revenues and a workforce of 27,000 employees.*

**Pierre-Emmanuel Moussafir**, Country Manager, EREN do Brasil

# MONDAY 23 OCTOBER

## 12:30 - Opportunities in Residential and C&I Solar

Brazil's leading prosumers, installers and solar equipment distributors highlight current and future opportunities in the country's residential and C&I solar market, followed by Q&A.

- Assessing the latest regulations and guidelines for residential solar
- Reviewing tariffs for net-metering and net-billing
- Examining international solar leasing models and their applicability in Brazil

**Diego Mansur**, Director, **Sigma Energia Solar**  
**Gabriel Guimaraes**, Sales Director, **SolarVolt Energia**  
**Marcelo Von Gal**, Co-Owner, **Ecori Energia Solar**  
**Alcione Belache Ferreira**, CEO, **Renovigi Energia Solar**  
**Bruno Wilmer Fontes Lima**, Commercial Director, **Solstício Energia**

## 13:30 - Extended Networking Lunch and Prescheduled Meetings

## 13:30 - VIP Solar Prosumers, DG Developers, Installers and Distributors Lunch

Invitation only - Meet Brazil's leading solar prosumers, DG Developers, installers and solar equipment distributors.

## BIREC Separates into Two Streams

### Solar Distributed Generation STREAM

### Energy Storage and Grid STREAM

## 14:55 - Chairperson's Opening Remarks

**Aurelio de Andrade de Souza**, General Manager, **USINAZUL**

## 15:00 - Sustaining Brazil's 2016 60% Solar Distributed Generation Growth

*Lessons Learnt and Success Stories: Brazil's leading solar distributed generation stakeholders reflect on lessons learnt and forecast the future of Brazil's DG market, followed by Q&A.*

- Assessing in which conditions solar distributed generation projects are most commercially viable and provide the best return on investment
- Global lessons learnt – combining good developer business models and favourable regulatory frameworks
- Exploring opportunities in using large solar DG portfolios in order to refinance projects – how to use project portfolios as financing collateral
- Understanding how a scalable business model will increase productivity and ROI
- Examining the needs and aims of investors in the Brazilian solar DG space

**Dale A.Vander Woude**, President/CEO, **Helio Energias Renováveis**  
**Marcio Trannin**, CEO, **Enel Soluções**  
**Nelson Colaferro Jr**, President, **ABSOLAR**

## 15:50 - Thesan Feature Presentation

**Coralie Carrier-Clérambault**, Head of Development, **Thesan**



## 15:00 - Energy Storage in Brazil

*An in-depth presentation assesses the Brazilian uptake of energy storage technology, followed by Q&A.*

- Reviewing storage technology innovations and their applicability in the Brazilian market
- Assessing the cost of renewable energy storage and it's feasibility in the Brazilian market landscape
- Examining new storage regulations and what their impact will be on the Brazilian uptake of energy storage

## 15:30 - How will the commercialisation of energy storage impact Brazil's renewable energy market

*A panel of key energy storage and renewable energy stakeholders discuss the future of storage in Brazil's renewable energy space, followed by Q&A.*

- Effectively developing grid and transmission infrastructure to adapt to the onset of increased renewable energy supply from wind and solar
- Determining how utilities and grid operators globally are using storage to manage their services
- Uncovering the economic benefits to developers as a result of storage incorporation, including reduced intermittency and improved reliability for energy customers
- Reconciling Brazil's energy storage future with its established hydro power economy

**Carlos Augusto Leite Brandão**, President, **ABAQUE**  
**Gustavo Malagoli Biuatti**, President, **ALSOL**  
**Francisco da Costa Lopes**, Research Associate, **Eletrobras Cepel**

# MONDAY 23 OCTOBER

## 16:10 - JA Solar Feature Presentation

**Claudio Loureiro**, *General Manager, JA Solar*



## 16:30 - Networking Coffee Break and Prescheduled 1-2-1 Meetings

*Promote your brand and position yourself as a market leader by becoming coffee sponsor.*

## 17:00 - Solar Distributed Generation Case Study

*Key players responsible for a successful distributed generation solar project in Brazil discuss the project lifecycle and overcoming challenges, followed by Q&A.*

- Which key factors did they take into account when performing due diligence and resource assessment?
- How did they structure their project financing model?
- What were the main challenges during the construction stage of the project and how were they overcome?
- Structuring the project within a holistic business model
- What is the one piece of advice to give a solar developer looking to enter Brazil's DG market?

**Markus Vlasits**, *Commercial Director, Faro Energy*  
**Marcelo Szpilman**, *President, AquaRio*

## 16:10 - Economics of Brazil's New Energy System

*An expert presentation assesses the potential of energy storage projects in Brazil*

- Pricing the new energy system: renewable energy + storage vs fossil fuels
- Determining the competitiveness of current renewable energy prices with storage against traditional energy sources
- Exploring how energy storage contributes to the development of renewable energy
- Examining pricing trends and forecasting the country's energy storage future trends
- Identifying the project financing avenues available to energy storage projects
- Assessing how energy sector economic will evolve with the growth of distributed generation's matrix share

**Alessandra Amaral**, *Director President, Energisa Comercializadora*

## 16:30 - Networking Coffee Break and Prescheduled 1-2-1 Meetings

## 17:00 - The Future of Brazilian Energy Consumers: Sufficiency, Sustainability and Efficiency in Construction

*A panel discussion explores the future of Brazil's energy conscious building, followed by Q&A.*

- Driving the integration of sustainable energy and energy efficacy in new builds and renovations
  - Regulations
  - Incentives
  - Benefits
- Exploring advances in building integrated energy technologies
  - PV
  - Efficiency
  - Storage
- Assessing recent developments in energy efficacy at a residential, commercial and industrial scale

**Guilherme de Lucena Chrispim**, *Commercial Director, Liv Energia Eficiente*

“ **BIREC 2016 WAS AN EXCELLENT OPPORTUNITY** to improve network and exchange knowledge with key persons in the renewable business industry. Looking forward to BIREC 2017 ”

**Eduardo Tobias Ruiz**, *Director, CELA*



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## 17:45 - Drinks Reception

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## 19:15 - VIP Gala Dinner

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# TUESDAY 24 OCTOBER — INVESTMENT MANAGEMENT AND PROJECT DEVELOPMENT

08:00 - Registration, Networking Coffee and Prescheduled 1-2-1 Meetings

## 08:50 - Chairperson's Opening Remarks

**Camila Ramos**, *Managing Director, CELA*

## 09:00 - Brazil's macroeconomic landscape

*An in-depth expert presentation followed by Q&A.*

- Reflecting on how Brazil's macroeconomic landscape impacts the country's renewable energy market
- Identifying how political leadership and regulations will impact Brazil's renewable energy sector
- Reviewing future demand for renewable energy in Brazil and determining the commercial opportunity

**Helena Chung**, *Research Analyst, BNEF*

## 09:20 - Industry Titans: The growing role of strategic investors

*Brazil's strongest industry players discusses their strategic investments in the country.*

- Exploring the evolution of strategic investment in Brazil's renewable energy landscape
- Understanding what strategic investors look for in a renewable energy investment opportunity in Brazil
- Assessing steps taken by industry leaders to mitigate country and currency risk when investing in Brazil
- Learning how strategic investors calculate project bankability

*Moderator:*

**Rodrigo Sauaia**, *Chief Executive Officer, ABSOLAR*

*Panellists:*

**Sérgio Brandão**, *Director of Energy in Brazil, Actis*

**Alessandro Gregori**, *New Business Director, CPFL Renováveis*

**João Greco Pinheiro**, *Managing Director, Alupar Investimentos*

**Leonardo Walter**, *Head of Business Development, Enel Green Power*

## 10:15 - The Investor's Outlook: What leading investors look for in Brazilian renewable energy opportunities

*A panel of leading investors active in Brazil discusses their investment strategies, followed by Q&A.*

- Understanding the necessary attributes investors seek in potential renewable energy investments
- Calculating project bankability and ensuring return on investment – what do I need to know?
- Examining how investors handle the changing investment landscape

- Exploring how investors ensure flexibility and are ready to seize investment opportunities
- Identifying the processes by which leading investors conduct due diligence of potential opportunities
- Assessing how investors judge project investment viability

**Eduardo Farhat**, *Managing Director, Darby Private Equity*

**Natalia Svejgaard**, *Investment Director, Danish Climate Investment Fund, IFU*

**Aline Oliveira**, *Investment Officer, Apex-Brasil*

11:00 - Networking Coffee Break and Prescheduled 1-2-1 Meetings

## 11:30 - Reviewing Brazil's most recent innovative power technologies

*A panel of leading innovators review the latest advances in electricity and power technologies, followed by Q&A.*

- Identifying the latest technologies to support greater connectivity
- Reflecting on how information technologies will change Brazil's power trading dynamics
- Technology selection and development – which technological advancements are best suited to the Brazilian renewable energy sector?

**Alberto Cuter**, *General Manager Latam, Jinko Solar*

**Oliviero Armezzani**, *Executive VP and Co-owner, Convert Italia*

## 12:10 - How will government reforms of Brazil's power sector impact the country's renewable energy market?

*A panel of Brazil's key renewable energy stakeholders from across the sector discuss how the overhaul will affect their business, followed by Q&A.*

- Exploring how reforms to Brazil's tariff system will impact the renewable energy market
- Understanding the effects of a reductions in subsidies will mean for the renewable energy sector
- Highlighting how the overhaul of the power sector will impact each of the key renewable energy sub-sectors: - Solar distributed generation - Large scale solar - Wind
- Assessing what will the regulatory reforms mean for the distribution of electricity in Brazil

**Alessandra Marinheiro**, *Chief Executive Officer, ContourGlobal LATAM*

**Eduardo Serra**, *Chief Executive Officer, Energia Capital*

**Claudio de Araújo Ferreira**, *Corporate Vice President, EchoEnergia*

**Nadia Scharen-Guivel**, *Principal Clean Energy Finance Associate, Abt Associates*

13:10 - Extended Networking Lunch and Prescheduled Meetings

## BIREC Separates into Two Streams

Solar

Wind & New Energy Systems



# TUESDAY 24 OCTOBER

## Solar

### 14:25 - Chairperson's Opening Remarks

**José Henrique Falcão Zloccowick, Consultant, Facto Energy**

### 14:30 - Utility Scale Solar: Not whether it'll happen in Brazil, but when and how

*A panel of Brazil's leading utility scale solar players discuss their solar vision for Brazil, followed by Q&A.*

- Re-defining best practices in utility scale project development – do we need a more methodical and slower approach?
- Reconciling government support with private sector needs
- How can Brazil's auction system drive utility scale solar?
- Understanding what needs to be done to support a transition of solar power from reserve auctions to a main power on the national energy grid
- Forming a successful business strategy as solar prices become increasingly competitive

**Ricardo Barros, Country Manager Brazil, Solairedirect**  
**Eduardo Serra, CEO, Energia Capital**  
**Pedro Vaquer Brunet, President, Solatio Energia**  
**Pedro Schuch Mallmann, Director, Renobrax**

### 15:15 - Driving Brazil's solar sector growth in an environment of local content rule restrictions and lack of solar infrastructure

*A panel of leaders from across Brazil's solar energy value chain reflect on how to advance Brazilian solar, followed by Q&A.*

- Understanding how to scale the solar supply chain in Brazil
- Predicting demand for solar equipment in Brazil
- Exploring what can be done to reconcile

## Wind & New Energy Systems

### 14:30 - Public-private collaborative approaches to tackle renewable deployment challenges

*An expert presentation, followed by Q&A.*

- Analysing estimates for required investment in low carbon technologies and how to drive costs down in order to accelerate low carbon energy deployment
- Driving private sector and government collaboration
- Analysing Carbon Trust case studies of successful collaborative models

**João Lampreia, Manager, Carbon Trust**

### 14:50 - How Artificial Intelligence Will Revolutionize Your Utility

*Feature presentation followed by Q&A*

- Sharing a glimpse of the future with examples of how utilities can begin adapting next generation technologies
- Using next generation technologies to drive significant improvement in revenue and reduction in operation costs
- Discussing examples of how Artificial Intelligence is augmenting current practices, making operation and maintenance professionals more efficient

**Paulo Pereira, Global Vice President, Utilities and Industrial, SparkCognition**

### 15:15 - Overcoming Brazilian wind infrastructure challenges to drive the industry forward

*A panel of key wind power stakeholders discuss how they navigate the Brazilian market*

- Highlighting which factors must contribute to increasing wind's share of the energy matrix
- Examining current wind equipment infrastructure
- Reflecting on challenges of importing wind technology

the need to import equipment

- Assessing how Brazil's solar manufacturing sector could become more competitive

**Nelson Falcão, Country Manager Brasil, FLEX**  
**Vitor Rodrigues, Regional Business Field Manager Spain and Latin America, TÜV Rheinland**

### 16:00 - Networking Coffee Break and Prescheduled 1-2-1 Meetings

### 16:40 - Successfully financing solar energy projects in Brazil

*A panel of key solar stakeholders discuss how to successfully structure financing models in the Brazilian landscape, followed by Q&A.*

- Reviewing what commercial banks are doing to accelerate solar financing
- Exploring dedicated solar funds available from Brazil's regional development banks
- Examining how to successfully structure project finance for Brazilian solar
- Assessing the Brazilian companies taking solar finance into their own hands

**Sergio Reinas, Founding Partner, Grupo Rio Alto**  
**Pablo Otin, VP Emerging Markets, 8minutenergy**  
**Helton Chagas Mendes, Superintendent of Business, Banco do Nordeste**  
**Enrique Galdos, Senior Manager, Nordic Power Partners**

- Learning how to scale Brazil's wind market accurately

**Alessandra Marinheiro, CEO, ContourGlobal LATAM**  
**Antonio A. T. de Bastos Filho, CEO, Omega Energia Renovável**  
**Robert Klein, General Manager Brazil, Voltaia**

### 16:00 - Networking Coffee Break and Prescheduled 1-2-1 Meetings

### 16:30 - Certificates of Renewable Energy in Brazil

*An expert presentation followed by Q&A.*

- Understanding the concept of Renewable Energy Certificate
- Positioning the Renewable Energy Certificates Market in Brazil and in the world
- Reviewing how to issue and transact Renewable Energy Certificates in Brazil

**Celina Almeida, Director, Instituto Totum**

“ **BIREC was a great first for its participants, industries' leaders from the wind and solar PV sectors were present, the content reflected all major issues and opportunities facing these sectors nowadays in Brazil** ”

**Kirsten Kramer, Manager, Accenture**

# WEDNESDAY 25 OCTOBER — BIREC FINANCE SUMMIT

## 08:30 - Registration, Networking Coffee

## 09:00 - Chairperson's Opening Remarks

**Nadia Scharen-Guivel**, *Principal Clean Energy Finance Associate, Abt Associates*

## 09:05 - How does IFC finance the renewable energy sector in Brazil?

- Understanding IFC's strategy for renewable energy
- Exploring IFC's financing rules in Brazil
- Reviewing IFC case studies

**Guillaume Tiret**, *Investment Officer, International Finance Corporation*

## 09:30 - Updates from BNDES

*An expert presentation offers updates on BNDES' role in Brazil's renewable energy sector, followed by Q&A.*

- Understanding BNDES' strategy in Brazil's renewable energy sector as the development bank scales down activity
- Gathering essential knowledge and tools to access BNDES funding
- Assessing how BNDES financing avenues are changing
- Reviewing current BNDES regulations – what do I need to know?

**Ligia Barros das Chagas**, *Head of the Alternative Energy Sources Department, BNDES*

## 10:00 - Tackling Brazil's high cost of capital

*A panel of financiers and renewable energy developers explore how to tackle Brazil's high cost of capital, followed by Q&A.*

- Examining banking services available that offer cheap capital for projects' early years
- Assessing how development and commercial banks can share project risk
- Highlighting how the re/insurance industry can share project risk
- Reviewing the successes and challenges experience by developers who have taken loans in US\$ and/or Euros from offshore banks

**Thatyanne Gasparotto**, *Program and Relationship Manager for Brazil, Climate Bonds Initiative*

**Benjamin Guerini**, *Head - South America, Proparco*

**Wylie Levone**, *Partner, Hogan Lovells*

**Seabratra Sarkar**, *Weather Resource Risk Expert, Swiss Re*

## 10:45 - Networking Coffee Break

## 11:15 - Driving the clean energy economy: What roles do commercial banks play?

*A panel of commercial banks assesses the most successful renewable energy financing models, followed by Q&A.*

- Exploring the role played by international financiers in Brazil's financing landscape as BNDES decreases its role
- Instigating the move from corporate banking to more holistic project finance capable of early stage funding
- Examining renewable energy specific funds from commercial banks and how to access them

**Silvana Bianco**, *Head of Energy South America, ABN AMRO*

**Leandro Mello de Angeles**, *Vice President, Project Finance, Itaú BBA*

**Thiago Sendelbach**, *Project Finance Director, BNP Paribas*

**Edson Ogawa**, *Head of Power Sector Project Finance, Santander*

**Angela Martins**, *Chief Representative and Regional Manager for Latin America, National Bank of Abu Dhabi*

## 12:10 - The growing role of non-BNDES financing bodies

*As the national development bank reduces its involvement in the renewable energy sector. A panel of development banks and multilaterals discuss how to drive Brazil's renewable energy market, followed by Q&A.*

- Assessing the space left for other development banks left by BNDES' retraction of renewable energy financing
- Examining the future of long term financing in Brazil's new project finance landscape
- Highlighting the potential role of export-credit agencies in Brazil's renewable energy space
- Exploring re/insurance solutions that can help Brazil's renewable energy projects become more financially attractive / bankable

**Nicola Moreira Miccione**, *Director of Control and Risk, Banco do Nordeste*

**Margarita Garcia de Paredes**, *Lead Investment Officer, Inter-American Investment Corporation*

**Antonio Barbalho**, *Energy Practice Manager Latin America & the Caribbean, The World Bank*

**Seabratra Sarkar**, *Weather Resource Risk Expert, Swiss Re*

## 13:00 - Extended Networking Lunch

## 14:30 - The latest in Brazil's wind mergers & acquisitions

*A panel of experts and Brazil's leading wind players discuss opportunities in the country's current wind M&A market, followed by Q&A.*

- Tracking recent merger & acquisition trends in the Brazilian wind market
- Building a successful M&A business strategy
- Tackling key issues in M&A transactions in the Brazilian renewable energy space

**Carlos Gros**, *SVP M&A, Brookfield*

**Julien Dias**, *Founder, Julien Dias Finance & Renewable Energy*

# WEDNESDAY 25 OCTOBER

## 15:10 - Accessing BNDES financing for large scale wind developments: A Rio Energy Case Study

The 223MW Serra da Babilônia wind farm project in Bahia developed by Rio Energy will consist of eight wind sites and 95 turbines. Under the financing agreement BNDES will provide BRL\$848 million (\$272 million). The strategic leaders of the project take us on the path they followed to secure BNDES financing. The project stakeholders walk through the journey to accessing BNDES finance, followed by Q&A.

- Which key factors did they take into account when performing due diligence and resource assessment?
- How did they structure their project financing model and BNDES application?
- What was the backup plan if the project failed to access BNDES funding?
- What is the one piece of advice you would give to a project developer applying for BNDES funding?

**Victor Muñoz**, Managing Director, **Denham Capital**  
**Marcos Meireles**, Chief Executive Officer, **Rio Energy**

## 15:35 - The latest in Brazil's solar mergers & acquisitions

Investment experts in Brazil discuss opportunities in the country's current solar M&A market, followed by Q&A.

- Mapping of utility scale M&A transactions in the sector
- Examining why projects with PPA suddenly became so attractive
- Assessing M&A strategies and trends for the future
- Reviewing case studies of specific M&A transactions

**Eduardo Tobias Ruiz**, Director, **CELA**

## 16:00 Networking Coffee Break

## 16:30 Meet Your Project Finance Partners Roundtables & Wrap-up Drinks

Join one of our roundtable hosts as they lead a group discussion, digging deeper into project financing and investment challenges in each sub-market.

<b>Table 1:</b> Utility Scale Solar	<b>Table 2:</b> Distributed Generation Solar	<b>Table 3:</b> Large Scale Wind	<b>Table 4:</b> Energy Storage Project
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“ **BIREC WAS ONE OF THE BEST EVENTS THAT I EVER ATTENDED** The quality of all speakers was high and the seniority and quality networking of the participants was fundamental for the success of the event. ”

**Filippo Meucci**, CEO, **Cellini do Brasil**



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## CLOSE OF BIREC 2017

# BENEFITS OF ATTENDING BIREC

**UNDERSTAND** how Brazil's **macroeconomics** will impact investment opportunities

**ASSESS** the role of **commercial banks** in Brazil's renewable energy landscape and how they can drive the sector

**RECEIVE UPDATES** on the **renewable energy programs** of leading development banks



**EXPLORE** Brazil's booming **distributed generation solar market**

**EXPLORE** the best **financing models** for your renewable energy projects in Brazil



**EXAMINE ROLES** and business strategies of **different investor types** including:

- Venture capital
- Private equity
- Strategic investors
- Investment banks

**FORECAST** future **renewable energy demand** in Brazil and scale the market to build an effective business plan



Reflect on **THE FUTURE OF BRAZIL'S** utility scale solar, solar distributed generation, wind and energy storage markets, and build a successful business strategy

**DETERMINE** the **business opportunities** in various technologies and project types

Be the first to **LEARN ABOUT** **regulatory changes** and renewable energy **auction updates**

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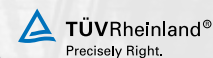
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“ **BIREC 2016 WAS A STRONG, COMPACT AND VALUABLE EVENT**, where all the major players in Brazil were gathered together to discuss focused business in the country. A luxury venue for 4 days of intense networking. ”

**Aurelio de Andrade Souza**  
General Manager  
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# OUR LATAM CLEAN ENERGY TRANSITION EVENTS FOR 2017

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**L. S. H., Ekf**

"We get an incredible amount of exposure from this event; we would recommend it to any company"

**D.C., Canadian Solar**

"We consider it essential to take part in MIREC: For us, it is a long term investment in our brand."

**J.A., JA Solar**

"Very good event. With high quality panelists and sponsors, CIREC is essential to keep updated in this industry in Chile"

**F.F., Dax Energy**



# BIREC

BRAZIL INTERNATIONAL RENEWABLE ENERGY CONGRESS  
23-25 OCTOBER 2017 - RIO DE JANEIRO

## SEIZING THE OPPORTUNITY IN BRAZIL'S HIGH-REWARD RENEWABLE ENERGY SECTOR

“ **BIREC IS BRAZIL'S MOST RELEVANT RENEWABLE ENERGY CONFERENCE** that focuses on finance, policy and regulation and project deployment issues, addressing the Brazilian solar PV and wind segments. It brings together the main decision makers in renewable energy in the country, from investors, project developers, equipment manufacturers and financiers ”

**Bruno Wilmer Fontes**  
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