



PENREEC

PERUVIAN NEW & RENEWABLE ENERGY CONGRESS

26-28 JUNE 2017
SHERATON LIMA, PERU

BECOME PART OF
PERU'S LONG-TERM
ENERGY MATRIX

*"Green Power events are not only the **best events in the Industry** but also **outstanding places to network and learn** about the Energy future."*

Kahan Energy

WHY NOW?

Peru's renewable energy dawn is fast approaching...

I am excited to introduce you to the latest event in our Latin American portfolio, the Peruvian New & Renewable Energy Congress (PENREC), where we will be exploring the market opportunities and future of renewable energy in Peru.

When we look at Peru, we see one of the early adopters of renewable energy in Latin America and a market with great promise. Like its neighbouring countries, Peru holds all the raw materials and critical components to enable it to become a successful player in the renewable energy sector.

With its large population, open minded government and stable economic growth, Peru is an exciting market to be a part of. Peru has already hosted four successful auctions, enjoys growing support from international development banks and hosts an energy hungry mining industry – all factors that will springboard the success of the renewable energy sector.

At PENREC we will provide you with one to one networking opportunities to meet with key local stakeholders, provide you with regional experts to give you direct insights into market entry strategies, and provide access to local partners to establish your network and business strategy.

Make sure you join us for 3 days of focused content, structured networking and VIP dinners with over 150 stakeholders and 30 expert speakers. Continue reading to find out about our full agenda, speakers and the opportunities available in the Peruvian market space. I look forward to joining you in Peru this June.



Gonzalo Munoz-Carillo

Programme Director



- Access to over **100 local stakeholders** and over **30 expert speakers** providing insight into renewable energy developments in Peru
- Meet the **entire value chain** and the **right people** in the industry across three days
- Access our dedicated online partnering platform to arrange up to **40 1-2-1 meetings**
- Hear **detailed insights** from developers, financiers grid operators and local regulators

"An opportunity to learn about the progress and outlook of solar energy... excellent opportunity to exchange ideas and experiences, source of excellent contacts"

Globeleq Mesoamerica Energy

WHAT'S COVERED?

An overview of what to expect...

- **Policy:** How the government views the current and future role of renewables in driving economic growth
- **Regulation:** Dissecting auctions so far and understanding how to capitalise on future auctions
- **Transmission:** Analysing Peru's transmission infrastructure and how it can absorb renewable capacity
- **Finance:** Pinpointing the financial institutions providing the capital to realise projects and how deals are secured and structured
- **Development:** Gain perspectives, strategies and appetites of developers large and small, international and domestic
- **Case studies:** Lessons learnt, timeframes and critical success factors of utility scale projects so far
- **Role of renewables:** The role of renewable energy alongside major natural gas and hydro power projects
- **Off-grid:** Commercial opportunities for renewables to electrify Peru's 10% without grid access
- **Renewables for Peru's mining sector:** Wind, solar and small hydro as solutions to the mining sector's thirst for electricity
- **Going beyond the 5% renewable demand?** When will 10, 15 and 20% be possible?



150+ attendees from across the industry



30+ expert speakers



3 content rich days



40 pre-arranged 1-2-1 meetings

"The conferences are an excellent place to meet colleagues and clients, hear about new market trends and upcoming challenges and opportunities...we were able to meet the people we do business with."

First Climate



Turning to Peru...

Drawing on our experience and history as a catalyst for renewable energy business, development and investments across Latin America, we're turning to Peru in 2017 and backing it to be big. Across three days of content, high-level networking and exhibition, PENREC will delve into the policies, regulations, macro-economic factors, incentives, financing landscapes, development appetite and energy infrastructure that unite to make Peru a hot renewable ticket.

"Peru has one of the most consistent track records in renewable energy auctions in the region."

Carlos St James, Board Member, Latin American & Caribbean Council on Renewable Energy

The next renewable energy giant in Latam...

- Peru has an estimated wind potential of 22 GW and excellent resources for solar development
- Peru's has already had four successful renewable energy auctions, culminating in ground breakingly low prices for wind and solar!
- Along with its large population, Peru has an open-minded, stable and business-friendly government who'll support future renewable energy projects
- The existence of a large and stable mining industry is already driving the thirst for renewables in Peru
- Peru's renewable energy policy incentives include priority dispatch for renewable electricity, accelerated depreciation and technology-specific auctions
- The challenges of hydro and increase in natural gas prices will help springboard the renewable energy industry



96% of 2016 attendees would recommend our conferences!

AGENDA

Three days of rich content...

Monday June 26

AM

DEEP-DIVE WORKSHOPS

Achieving renewable energy project bankability

Tuesday June 27

CONFERENCE SESSIONS

Realising Peru's energy vision and the role of renewables in powering its growing economy

Wednesday June 28

CONFERENCE SESSIONS

Capitalising on Peru's economic growth, geography and technical capacity to advance renewable energy and clean tech innovation

Networking lunch and 1-2-1 meetings

PM

DEEP-DIVE WORKSHOPS

Contract negotiation and management in renewable energy

CONFERENCE SESSIONS

Assessing Peru's renewable energy auctions and examining the potential for PPAs and an energy spot market

CONFERENCE SESSIONS

Focus on off-grid renewables, Peru's mining sector, the future energy matrix, large hydro and natural gas

EVENING

EXPO NETWORKING
DRINKS RECEPTION

EXHIBITION OPEN

EXHIBITION OPEN

EXHIBITION OPEN

EXHIBITION OPEN

SPEAKERS

Expert insights and perspectives



Úrsula Vanessa Ferrari
Business Development
Manager Peru
Grenergy Renewables



José Estela Ramírez
General Manager
Sami Energy



Roberto Leigh
Business Development
IC Power



Jaime Mendoza Gacon
Head of Generation and
Transmission
OSINERGMIN



Gonzalo Ruiz de Angulo Gomez
Managing Director - Head of Project
Finance Energy
BBVA



César Butrón Fernández
President
COES – SINAC



Eduardo Garcia
Business Development
**Leaf Energy Consulting Group
S.A.C**



Carlos St James
Managing Director
Santiago & Sinclair LLC



Mike Ratliff
Managing Director Global
Energy
OPIC



Marcelo
Sustainable Energy and Climate
Change Specialist
UNEP



Pedro Gamio Aita
Ex-Deputy Minister for Energy
and Mines



Francesca Mayer
CEO
Peru Green Building Council

SPEAKERS

Expert insights and perspectives



Adolfo Rojas
Business Development Manager
LATAM
Sustainable Earth



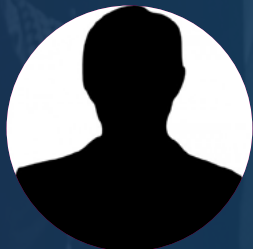
Alberto Ríos
International Renewable Energy
Consultant



César Gutiérrez Peña,
Director
Utilities Perú



César Cornejo
Development Manager
Engie Peru



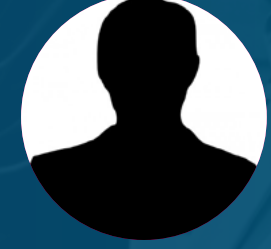
David Fernández
Peru Director
Barlovento Perú



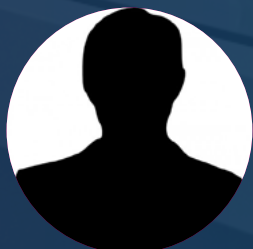
Manuel Espinoza
Renewables Manager
SNV World



César Moreno Figueroa
Independent Consultant in Hydroelectric
Projects and Professor
**Universidad Nacional de Ingeniería of
Perú**



Fredy Ramirez Almanza
Operations and Planning Manager
**Generadora de Energia del Perú
S.A. - GEPSA**



Jaime Burguete
Energy Development
Invenergy



Jorge Moreno
Partner
Inodú



Juan José Navarro Gómez
Renewable Energy Business
Development
Grupo Cobra



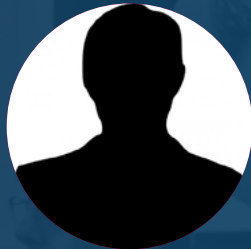
Luis Flores
Head of Regulatory Affairs
Enel Green Power Perú

SPEAKERS

Expert insights and perspectives



David Andresen
Independent Consultant for
Renewable Energy Innovation



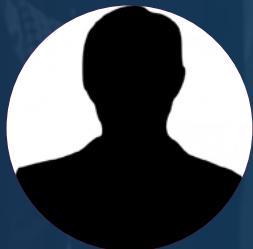
Federico Lau Pun
Investment Officer
IADB



Fernando Micó
Valdenebro
Head of Chile
X-Elio



Franco Canziani
General Manger
Waira Energía



Gonzalo Torres Macchiavelo,
Country Manager Peru,
EDC Energy



Jean Philippe Bellavia
Head of Business Development
Enel Green Power Peru



Jorge Moisés Yataco
General Director – Project and
Corporate Finance
BBVA Continental



Roberto
Head of Energy
PP Group



Pablo Julio Santa Cruz
Roldan
CEO
Mundoecco



Juan Luna
Superintendent of Energy
CT Paramonga AIPSA



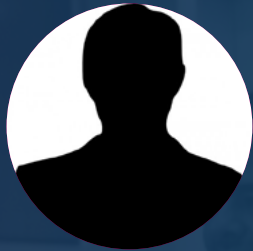
Luis Yamada
President
Ashrae Perú Section



José Estela Ramírez
General Manager
Sami Energy

SPEAKERS

Expert insights and perspectives



Kevin Smith

Renewable Energies
**Energy Systems International
LLC**



Luis Alberto Bonifaz

Wind Concessions Manager
Tres Hermanas



Cecile Koller

Regional Director Latin America
responsAbility Investments



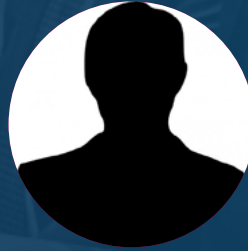
Ivaneth Silva Pernalette

Corporate Director
Bicomb



Daniella Rough

Renewable Energy and Energy Efficiency
NAMA Coordinator
Ministry of Energy and Mines



Jorge Tuesta Rivero

General Manager
Glaxco



Luis Nicho

General Manager
Renovagy Perú



Walter Romero Acuña

General Manager
Americorp



For more information on our
available sponsorship packages
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AGENDA - DAY 1

Pre-conference workshop day

Project bankability and contracting in renewable energy masterclass

As Peru prepares for its next phase of economic growth, and the government shows a willingness and commitment to expand its energy matrix beyond large hydro and natural gas, wind, solar, biomass and small-hydro projects are on the verge of take-off.

To realise these projects both international and local developers, alongside their service providers need to understand just what it takes to make a project bankable to international standards. What will your financial backers demand and look for? How can projects demonstrate their viability and capacity to mitigate risk?

Moreover developing renewable projects at scale and pace require contractual agreements and partners across a dynamic and rapidly evolving value chain. How too can those active in the Peruvian space ensure their contracts are fit for purpose and economically viable?

This one-day workshop will give renewable energy stakeholders the expertise and insight they need to approach renewable energy projects in Peru head-on.

09:30 Registration and morning coffee

10:00 Workshop part 1: Achieving renewable energy project bankability

- Critical components to making a project bankable
- Resource variations
- Technical and commercial requirement
- Developer best practice
- Working with a range of financiers
- Risk mitigation
- Resource assessment
- Case-studies

12:30 Networking lunch

13:30 Workshop part 2: Contract negotiation and management in renewable energy

- Understanding the contracts landscape for renewable energy projects
- Core components and considerations
- Resource variability
- Time frames and commitments
- Grievance
- Case studies

16:00 Q&A and feedback

16:30 Close of workshops



94% of 2016 attendees are planning to **comeback in 2017!**

AGENDA - DAY 2

Conference & exhibition

Realising Peru's energy vision and the role of renewables in powering its growing economy

08:00 Registration and networking coffee

09:00 **Welcome and inauguration of PENREC**

09:05 **Chairpersons opening remarks**

09:10 **Governmental keynote addresses**

Outlining Peru's renewable policies, long term roadmap for development and regulatory framework

Address by the Ministry of Energy and Mines

Highlighting current support for renewable energy in Peru and the government's mission to facilitate a clean energy matrix to support economic growth

- The story so far: Peru's current energy status and assessing recent successes in integrating renewables into the national energy matrix
- Outlining key government activities in the support and facilitation of wind, solar, biomass and small-scale hydro
- Pinpointing how the government expects renewable energy to play a pivotal role in the future energy matrix
- Examining how the government views renewables as a mechanism to electrify remote and off-grid sections of the population and what this means for the sector at large

Representative, **Ministry of Energy and Mining**

09:40 **Peru's national**

Address by COES

Update and status of Peru's national grid and the impact of increased renewable energy

- Assessing the system today and upcoming development plans
- Lessons learnt from the penetration of renewables so far
- Supply and demand forecasts for the next 10 years and what this means

for renewables

César Butrón Fernández, *Chairman, COES - SINAC*

10:10 **Peru's clean energy pioneers**

Examining how developers and financiers have seized the opportunity to make renewables in Peru a reality and how they will continue its growth trajectory

- Examining the first four renewable energy auctions, their successes and key takeaways for future project development
- Assessing the extent to which existing developers and financiers in Peru's renewable space are equipped with the capacity to continue scaling the sector
- Understanding opportunities for renewable growth in an immediate era of ever-supply
- Understanding the macro-economic, policy, infrastructure and technology requirements needed to realise Peru's next wave of renewable projects
- Building a vision for Peru's next wave of renewable projects: How will renewables become an evermore critical piece of the energy matrix? How will large hydro and natural gas impact this?

Moderator:

Alberto Ríos, *International Renewable Energy Consultant, Professor, Universidad Técnica de Ambato*

Panellists:

David Andresen, CEO, **Ecotechadvisors**

Ursula Vanessa Ferrari, *Gestor de Desarrollo de Negocio en Perú, Grenergy Renewables*

11:00 **Speed Networking**

Your chance to rapidly make the connections you need in this quick-fire structured networking session. Exchange business cards and make a brief-introduction in 20x1 minute slots before following up with your newfound wealth of contacts across the coming days.

11:20 **Networking coffee break**

AGENDA - DAY 2 Conference & exhibition

11:50 Financing the future

Reviewing the financing options available to renewable projects in Peru and how developers can best secure project finance

- Examining the financing models adopted for renewable projects so far and drawing from the approach used to finance large hydro and natural gas projects
- Regional lessons: Adopting successful models for renewable energy project financing from neighbouring countries such as Chile and Colombia
- Measuring the appetite amongst international investors and financiers for renewable energy projects in Peru
- Understanding project requirements to ensure bankability
- Weighing up the roles of development banks, commercial banks and equity investors in realising the next wave of renewable projects in Peru

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

Jorge Moisés Yataco, General Director – Project and Corporate Finance, **BBVA Continental**

Mike Ratliff, Managing Director Global Energy, **OPIC**

Cecile Koller, Latin American Regional Director, **responsAbility Investments**

12:30 First four energy auctions

Examining trends and developments from Peru's first four renewable energy auctions

- Mapping the evolution of renewable auctions in Peru and what they have meant for the development of a renewable energy sector
 - o Bidders
 - o Winners
 - o Price
 - o Time-frames
 - o Challenges
- How has the auction process been refined over time and to what extent has this facilitated the more effective development of renewable energy projects?
- Placing the Peruvian auctions into a regional context: How do they compare and provide value for developers and investors?

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

Carlos St. James, Managing Director, **Santiago & Sinclair LLC**

Luis Alberto Bonifaz, Wind Concessions Manager, **Tres Hermanas**

13:10 Networking lunch

14:30 2017/18 auctions

A guide to harnessing the opportunities provided by the 2017/18 renewable energy auctions

- Outlining the 2017/18 auctions: Size, technologies, processes and time frames
- Highlighting dos and don'ts for potential bidders
- Forecasting how the 2017/18 auctions are likely to play out and what this will mean for the renewable energy market in Peru
- The opportunities the auctions provide for service providers
- Assessing the scope for future auctions and the potential for renewables to go beyond the 5% demand target

Moderator:

Alberto Ríos, International Renewable Energy Consultant, Professor, **Universidad Técnica de Ambato**

Panellists:

Adolfo Rojas, Business Development Manager LATAM, **Sustainable Earth**
Ivaneth Silva Pernalette, Corporate Director, **Bicomb**

15:10 Beyond the auctions

Beyond an auction model for renewable energy in Peru – a medium term potential?

- Assessing how renewables could one day compete in the free and regulated markets and policymakers appetite for this to happen
- Examining the necessary conditions for renewable energy to function commercially in Peru's free and regulated markets
- Measuring the cost competitive credentials of wind and solar against conventional resources in Peru
- How regional players have implemented non-auction based models for renewable energy and what Peru can learn from this

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

César Butrón Fernández, President, **COES – SINAC**

Luis Flores, Head of Regulatory Affairs, **Enel Green Power Perú**

Pedro Gamio Aita, **Ex Vice Minister for Energy and Mines**

AGENDA - DAY 2

Conference & exhibition

15:50 Networking coffee break

16:20 CASE STUDIES: wind & solar projects in Peru

Pioneering wind and solar projects in Peru come under the spotlight as we unveil winning strategies for development

- Understanding project size and technical requirements
- Pinpointing specific conditions to Peru and how these affect projects
- Navigating the auction process and guaranteeing regulatory approval at all levels
- Financing projects: How? What are the options?
- Assessing development timelines and what these mean for wider project success
- Successfully navigating common challenges and highlighting lessons learnt in the Peruvian market

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

Juan José Navarro, Renewable Energy Business Development, **Bow Power, Grupo ACS**

Federico Lau Pun, Investment Officer, **IADB**

17:00 CASE STUDIES: elsewhere in LATAM

Regional eye: Identifying both successes and failures in the development of renewable energy in Chile, Brazil, Colombia, Bolivia and Ecuador and how Peru can learn from these

- Scaling up when the time is right, creating the right incentives and balancing local and international expertise
- Pinpointing the critical factors that have enabled steady renewable growth in some countries whilst others have seen their sector's growth stunted
- Examining cross regional opportunities for collaboration across the renewable energy sector
- Assessing the extent to which Peru can and will be a new dawn for renewable energy pioneers in the region

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

Alberto Ríos, International Renewable Energy Consultant, Professor, **Universidad Técnica de Ambato**

Fernando Micó Valdenebro, Head of Chile, **X-Elio**

Jean Philippe Bellavia, Head of Business Development, **Enel Green Power Peru**

Roberto Leigh, Director Business Development, **IC Power**

17:40 **Wrap-up remarks and Day 1 key takeaways**

17:45 **Networking drinks reception**

19:30 **Close of Day 1**



For more information on our available sponsorship packages get in touch with:



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AGENDA - DAY 3 Conference & exhibition

Capitalising on Peru's economic growth, geography and technical capacity to advance renewable energy and clean tech innovation

08:00 Energy efficiency briefing

Scene setter: An overview of the regulatory framework in Peru regarding energy efficiency, current programmes, projects, initiatives and regulatory changes underway

Panel: Exploring energy efficiency projects and initiatives throughout Peru and what these mean for business

- Assessing recent regulatory moves to implement energy efficiency requirements for the public sector: What do these mean in practice?
- Energy efficiency moves in the private sector: How will businesses and Peru's economy at large benefit?
- Strategies to develop an energy efficiency culture and process within Peru's growing economy

Moderator:

Daniella Rough, Renewable Energy and Energy Efficiency NAMA Coordinator, **Ministry of Energy and Mines**

Panellists:

Francesca Mayer, CEO, **Peru Green Building Council**

Pablo Julio Santa Cruz Roldán, CEO, **Mundoecco**

Luis Yamada, President, **Ashrae Perú Section**

Mapping and quantifying Peru's true renewable energy potential and understanding regional differences to maximise these resources

09:00 Energy regulations

Dissecting renewable energy regulation in Peru to ascertain the landscape for viable projects both today and in the near future

- Peruvian electricity sector: Agents, markets, costs and prices. How can renewable projects participate in these markets?
- Highlighting key considerations for renewable energy projects and how developers and power generators can successfully comply with regulation
- The 5% demand cap and what this means for current and future renewable projects
- Assessing recent and upcoming regulatory changes and what these mean for the sector: Can 10% of demand become reality in the near term?

Panellists:

Jaime Mendoza Gacon, Head of Electric Generation and Transmission, **Osinergmin**

César Gutiérrez Peña, Director, **Utilities Perú**

09:25 Q&A Session

Regulations on Renewable Energies in Peru: A view from both the public and the private sector

Panellists:

Jaime Mendoza Gacon, Head of Electric Generation and Transmission, **Osinergmin**

César Gutiérrez Peña, Director, **Utilities Perú**

09:40 Solar

Calculating Peru's solar irradiance and quantifying the true solar potential

- Understanding irradiance across Peru, regional variations and assessing what this means for project developers
- Guaranteeing grid infrastructure is suitably placed to absorb future solar capacity
- Placing Peru's solar potential in a wider regional and global context and estimating what this will mean for the size and shape of its solar sector
- Analysing what Peru's solar potential means for different solar sub-sectors
 - o Utility scale
 - o Distributed generation
 - o Off-grid

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

César Butrón Fernández, President, **COES – SINAC**

Jaime Burguete, Energy Development, **Invenergy**

César Cornejo, Business Development Manager, **ENGIE Energía Perú**

10:20 Bioenergy

Bioenergy: An under exploited but logical answer to Peru's future energy needs?

- Quantifying Peru's energy potential from biomass to power and biogas
- Mapping Peru's agro-industrial space and how this provides a potential for bioenergy to contribute to its renewable base load
- Identifying key players and project opportunities in the biomass sector
- Highlighting successful bioenergy projects so far and learning from their experiences

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

Manuel Espinoza, Renewable Energy Country Sector Lead, **SNV World**

Kevin Smith, Renewable Energies, **Energy Systems International LLC**

Gonzalo Torres Macchiavello, Country Manager, **EDC Energy**

Juan Luna, Superintendent of Energy, **CT Paramonga AIPSA**

AGENDA - DAY 3 Conference & exhibition

11:00 Networking coffee break

11:30 Hydro

Drawing on Peru's large hydro record and capitalising on small hydro legislation to realise its vast potential

- Understanding Peru's unique hydro power potential and how this has been leveraged to great success so far to power the country's economic growth
- Assessing steps towards and opportunities for small scale hydro projects to come to the fore
- Assessing the commercial benefits of small scale hydro over larger projects and how these have been realised to date
- Understanding key risks and challenges to developing hydro projects and mitigating these

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

Roberto Tamayo, Former Managing Director of Electricity, **Ministerio de Energía y Minas**

Fredy Ramirez Almanza, Gerente de Operaciones y Planeamiento, **Generadora de Energía del Perú S.A. – GEPSA**

Ricardo Vásquez Campos, Renewables Manager, **ACM Energía**

12:00 Wind

Gauging the opportunities provided by Peru's vast wind resources: Where and how can this best be harnessed?

- Clarifying wind resource potential across Peru's regions and how this translates to project development opportunities
- Assessing the extent to which existing grid infrastructure is capable of absorbing new wind projects and understanding what is needed of new projects for a smooth integration into transmission infrastructure
- Assessing the extent to which Peru has construction and logistics capacity to develop more wind projects at scale
- Highlighting the unique risks to developing wind power in Peru and how these can be overcome

Moderator:

Alberto Ríos, *International Renewable Energy Consultant, Professor,* **Universidad Técnica de Ambato**

Panellists:

David Fernández, General Manager, **Barlovento Renovables Latinoamérica**

12:40 Distributed generation solar

Effectively tapping into Peru's potential for distributed generation solar: Gauging the market opportunities

- Examining initial moves to develop favourable distributed generation policy and regulations
- Exploring the role of NGOs in accelerating the distributed generation sector in Peru
- Assessing the scope for distributed generation to grow and at what rate
- Understanding existing local capacity to develop and grow the distributed generation solar sector
- Company types and industrial sub-sectors that present the best opportunity for distributed generation growth
- The scope for distributed generation to sell into the grid in the long term

Moderator:

Roberto Tamayo, Former Managing Director of Electricity, **Ministerio de Energía y Minas**

Panellists:

David Andresen, CEO, **Ecotechadvisors**

Franco Canciani, President, **Apeger**

13:20 Electrifying the 10%

Electrifying the 10%: Exploring the potential for renewables to electrify rural and off-grid communities in Peru and the commercial opportunities this presents

- Mapping Peru's off-grid space and identifying key actors
- Developing an off-grid electrification strategy as part of a wider national energy plan
- Success stories in electrifying rural communities so far
- Developing effective business models and value chains to commercialise off-grid opportunities
- Financing options for off-grid renewable projects
- Applying lessons learnt elsewhere when driving off-grid renewables in Peru

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

Manuel Espinoza, Renewable Energy Country Sector Lead, **SNV World**

Franco Canciani, General Manger, **Waira Energía**

Oliver Marcelo, *Especialista en Energía Sostenible y Cambio Climático*

14:00 Networking lunch

AGENDA - DAY 3 Conference & exhibition

15:00 Renewable energy and mining

Renewable energy and mining in Peru: A natural, mutually beneficial partnership?

- Understanding the energy demands of Peru's booming mining sector and how these facilitate opportunities for renewables above hydro and natural gas
- Assessing the extent to which the mining sector has been receptive of renewables so far and understand the value provided to their operations
- Navigating the challenges of 24/7 energy supply whilst capitalising on the benefits of renewables
- Assessing the geographical and logistical landscape of Peru's mining sector and how this affects renewable energy development

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

José Estela Ramírez, Gerente General, **Sami Energy**

Jorge Tuesta Rivero, Gerente General, **Glaxco**

Walter Romero Acuña, Director Gerente, **Americorp**

15:40 Intergration into energy matrix

Optimising the gradual integration of renewables into an energy matrix that has been dominated by large hydro and natural gas: Opportunities and challenges in the near term

- Understanding what large hydro and natural gas has meant for capacity factors, transmission and distribution infrastructure
- Assessing the economics of integrating more renewables into the matrix
- Renewable project lifecycles vs. large hydro and natural gas projects
- Identifying key challenges and likely hurdles faced by bringing both intermittent and base- load renewables into Peru's energy matrix
- Learning from the experience of regional neighbours who have successfully integrated intermittent renewables into their energy matrix

Moderator:

David Andresen, CEO, **Ecotechadvisors**

Panellists:

Jorge Moreno, Socio, **Inodú**

Eduardo García, Business Development, **Leaf Energy Consulting Group S.A.C.**

César Moreno Figueroa, Independent Consultant in Hydroelectric Projects and Professor, **Universidad Nacional de Ingeniería of Perú**

16:20 Wrap up panel

Wrap up panel: Key lessons, takeaways and commercial opportunities for Peru's renewable energy sector going forwards

- Forecasting how Peru's renewable energy sector is likely to develop in the near term and the critical factors facilitating a smooth development
- Top tips for those entering the Peruvian renewable energy space
- Risks and challenges to Peru facilitating a transition to a cleaner, more renewable energy matrix
- Key takeaways from PENREC 2017
- Determining Peru's long term energy matrix: Shape, size and critically the role of renewables

Moderator:

Alberto Ríos, *International Renewable Energy Consultant, Professor,*

Universidad Técnica de Ambato

Panellists:

Roberto Tamayo, Former Managing Director of Electricity, **Ministerio de**

Energía y Minas

Luis Nicho, General Manager, **Renovagy Peru**

17:00 Chairperson's concluding remarks and close of PENREC



150+ attendees from across the industry



30+ expert speakers



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SPONSORSHIP

Branding and speaking opportunities

PENREC will offer special branding opportunities that will be tailor-made to your company's needs. Just some of the options available include:

- Speaking in a panel discussion with other experts
- Delivering a stand-alone presentation to the entire audience
- Having your own branded VIP networking area
- Hosting a VIP lunch or dinner
- Providing delegates with specially branded gifts

Why Sponsor at PENREC?

These packages can provide your organisation with:

Branding exposure in front of new potential Latin American customers in Peru

The opportunity to establish business contacts and pitch potential new clients

Educating new markets about your products and services

Positioning of your company as a thought leader in the renewable energy industry

Opportunities include:

BRANDING SPONSOR

NETWORKING FUNCTION SPONSORS

BRONZE SPONSOR

SILVER SPONSOR

GOLD SPONSOR

AND MANY MORE...

For more information on our other packages get in touch with:



Oriol Brunet

Business Development Director for Latin America

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T: +44 (0)203 355 4211

"The two Green Power events that we have attended have done for us in four days what would have taken six months of research and market development."

Trina Solar

PRICING

See what is included in your pass

MAKE SURE YOU REGISTER BEFORE MAY 26 TO **SAVE USD700!**

International Rates

2 DAY CONFERENCE PASS
June 27-28

3 DAY CONFERENCE PASS
June 26 - 28

EARLY BOOKING PRICE
Until 25 JUNE

USD 1999

USD 2349

FINAL PRICE

USD2299

USD2749

What do you get?

THREE DAY PASS INCLUDES

Access to ALL sessions and networking on main conference days

Participate in two in-depth workshops

Ice breaker drinks reception

Access to PENREC presentations

Access to PENREC online partnering tool

Networking lunches

Full conference documentation (supplied post event)

Post-event report

TWO DAY PASS INCLUDES

Access to ALL sessions and networking on main conference days

Ice breaker drinks reception

Access to the PENREC Presentation

Access to the PENREC online partnering tool

Networking lunches

Full conference documentation (supplied post event)

Post-event report

Locally Headquartered Company?



You might qualify for our special local rate and save up to 60% on your registration!

email Josh Green on: josh.green@greenpowerglobal.com to enquire about discounted local pricing

3 EASY WAYS TO BOOK:



+44 (203) 5989680



www.PENRECCONGRESS.com



joshua.green@greenpowerglobal.com

OUR LEGACY

A proven track record in LATAM

2011

Green Power launches our first conference in LATAM - Wind Power Mexico. The event is a huge success, with over **300 attendees**.

"The Best Wind Power Event in Mexico."
GE Energy

"From suppliers, developers, EPCs, legal and finance experts. All together in one place. very useful."
Grupotec Energy

2012

Solar Brasil becomes the first Brazilian grid connected solar conference, bringing together 150 leaders in Sao Paulo.

2014

CIREC, Chile's premium renewable energy congress, continues to grow in 2014 attracting **600+** senior level decision makers

"CIREC is the largest conference of its kind at themoment. It brings together all the key players and provides good networking opportunities."
BSquared Energy

"MIREC is an event that brings together participants from the whole industry."
Societe Generale

2013

Solar Power Mexico and Wind Power Mexico merge to create MIREC - Mexico's leading clean energy congress - with the inaugural edition selling out with **550 attendees**.

2015

Solar Power Generation Central America launches to great success - **winning "American Conference of the Year"** at the 2015 Conference Awards- and goes on to join with wind power central America in 2016 to create RECAM WEEK

"An unparalleled opportunity to get toknow the advances and landscape in the Central American market."
Globeleq Mesoamerica Energy

"I have never seen an event like this before... Attending AIREC 2017 will be vital in order to fully evaluate market progress this year."
Isla Power

2016

AIREC, the Argentinian Renewable Energy Congress, launches in Buenos Aires and surpasses all expectations, **selling out** and bringing together over **500 of Argentina's energy leaders** and becomes our most succesful launch event ever in the process.

2016

About our LATAM events in 2016

7 High level networking conferences

26 Content rich days

170+ Hours of networking

550+ Industry leading speakers

3000+ Senior level attendees

3750+ 1-2-1 networking meetings

95% of attendees planning to return in 2017

98% Rated networking opportunities highly



TEAM

Meet the team behind PENREC



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MAKE SURE YOU REGISTER BEFORE **JUNE 25** TO **SAVE USD400!**

CALENDER

Our other events in LATAM



MEXICO CITY
8-12 MAY 2017
www.mirecweek.com



MIAMI
13-15 JUNE 2017
www.cleanenergyfinancesummit.org



LIMA
26-28 JUNE 2017
www.penrecongress.com



BUENOS AIRES
2-5 OCTOBER 2017
www.aireccongress.com



RIO DE JANEIRO
23-26 OCTOBER 2017
www.bireccongress.com



BOGOTÁ
27-30 NOVEMBER 2017
www.andrecweek.com



SANTIAGO
JANUARY 2018
www.cirecweek.com



PANAMA CITY
6-8 MARCH 2018
www.recamweek.com

SOLAR - WIND - GRID - STORAGE - ELECTRIC VEHICLES

Utility Scale Projects, Commercial & Industrial Energy, Residential

Just some of our 3000+ happy clients from 2016:

"A very good show relative to the number of conversations we've had about real projects and real opportunities"

J.A., BAYWA R.E.

"I have never seen an event like this before... Attending AIREC 2017 will be vital in order to fully evaluate market progress this year"

M.P., ISLA POWER

"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

For more information on how to attend these conferences and the multi-event discounts we have available, please contact david.sansom@greenpowerglobal.com