



# 2<sup>nd</sup> LATIN AMERICA ENERGY SUMMIT

## OPPORTUNITIES AND CHALLENGES OF SOUTH AMERICA'S ENERGY TRANSITION

Santiago, October 17 & 18, 2018

### Sponsors:



### Supporting Organizations:



## DAY 1

08:45 Opening remarks

### **Energy Transition: new models, new opportunities**

09:00 Keynote presentation

#### **Chile's Energy Vision**

The government's role in the new industry landscape

Speaker: **Susana Jiménez**, minister, **Ministry of Energy** (to be confirmed)

09:20 Discussion panel

#### **Energy Transition: The New Utility**

How are generating companies adapting to the technological changes and the new business models created around them? How are utilities managing their innovation process to stay in the loop?

- A market with new and aggressive players
- The challenges of the renewables expansion
- Implications of the development of storage technologies for the electric power business
- Challenges and opportunities for the distributed generation model

Speakers: **Mauricio Bezzeccheri**, CEO, **Enel Américas**

**Diego Hollweck**, CEO, **Latin America Power**

**Juan Antonio Rozas**, country manager, **Statkraft Perú**

**Peter Hatton**, CEO, **Orazul Energy Chile**

**Alfredo Solar**, gerente general, **Atlas Renewables Chile**

**Thomas Keller**, CEO, **Colbún** (invitado)

**Astrid Álvarez**, CEO, **Grupo de Energía de Bogotá** (invitada)

10:00 Discussion panel

#### **The Regulators and the Challenges of the New Electric Power Business**

The profound transformation of the electric power business demands the design of new rules and regulations. What's the vision of the authorities? Do the regulators have all the tools they need to keep pace with the technological innovations that are transforming the industry?

Speakers: **Jesús Tamayo**, President of the Managing Council, **Osinergmin-Perú**

**Hugh Rudnick**, Emeritus Professor, **Pontificia Universidad Católica de Chile**

**José Venegas**, Executive Secretary, **Comisión Nacional de Energía**

10:40 Special presentation

**Generac: Energy Transition and the need for back up generation for natural gas**

Speaker: **Frank Moreno**, Senior Director Marketing & Development, **Generac**

10:55 Discussion panel

**The future of electric vehicles in South America**

Carmakers are focusing on electric vehicles, for both individual and mass transit. What is the outlook for electric vehicles in South America? What are the regulatory changes needed to fuel its development? How do utilities look at this new source of demand?

Speakers: **Tamara Berríos**, Country Manager, **BYD**

**Nicola Borregaard**, General Manager, **EBP Chile**

**Claudio Seebach**, Managing Director, **Generadoras AG**

**Rodrigo Sánchez**, Head of Green Mobility, **ENGIE Factory**

11:30

**COFFEE BREAK**

12:00 Discussion Panel

**Innovation and start-ups in the electric power sector**

The expansion of renewables, the irruption of Distributed Generation and Small Distributed Generation, energy storage and the digitization of the electricity sector are opening big opportunities for new, innovative companies that will accelerate the energy transition process in the region. What are the key factors in this process? Who are the main players? What are the potentially disruptive proposals under development? What is the role of Universities within this process?

Speakers: **Enzo Sauma**, Director, **Energy Research Center Pont. Univ. Católica**

**Akshay Makar**, CEO, **Climatenza**

12:45 Discussion Panel

**The challenges of a low carbon model for the electric power sector**

Chile officially started a process to reduce the carbon print of its energy mix, a move which includes the commitment of power generators to start shutting down its coal-fired thermoelectric plants. What are the challenges of this initiative? What would be the role of hydroelectricity and natural gas in the process?

Speakers: **Marina Hermosilla**, directora ejecutiva, **Líderes Empresariales contra el Cambio Climático**

**Javier Bustos**, coordinador mesa de descarbonización, **Ministerio de Energía** (invited)

**Arturo Brandt**, Green Senior Broker & Environmental Lawyer, **TFS**

**Juan Pablo Schaefer**, Gerente de la División de Desarrollo Sustentable, **Colbún** (invited)

13:15

**LUNCH**

## Generation Projects: The Path to Decarbonization

14:30 Discussion panel

### **Renewables 2.0: projects, challenges and opportunities in an evolving market**

Renewables are no longer the future but the current drivers of the electric power market. What are the main challenges ahead? What the opportunities? Will electricity prices continue to drop? What O&M models are being adopted?

Speakers: **Sebastián Coates**, CEO, **Eoliasur**

**Alejandro Lucio**, Executive Director, **Asoc. de Energías Renovables – SER Colombia**

**Jorge Dengo**, Market Development, **Celsia**

**Marta Alonso Pelegrin**, CEO South America, **Global Energy Services**

**José Antonio Lobo**, Development Director, **Solar Reserve**

15:30 Discussion panel

### **Storage and ancillary services: disruption in the business**

The growth of renewable energy resources would require significant changes and investments in the power grid, like large storage facilities, backup generating plants and the development of ancillary services. How are these changes affecting the business? What are the opportunities that arise? Who will pay for the extra cost and required investments?

16:15

**COFFEE BREAK**

16:45 Discussion panel

### **Distributed generation and PMGD**

Distributed generation projects and Small Generation companies (PMGD) are taking off in South America. Is this new model reaching its turning point? What is the outlook of the business? Is the current regulation good enough to promote this model? What are its advantages and what is the impact on traditional electricity businesses in South America over the next few years?

Speakers: **Anais Scapini**, CEO, **Central/Grupo Phineal**

**Javier Mozó**, Managing Partner, **DGEnergy Capital**

17:30 Discussion panel

**Unregulated customers and renewable energy: is the market ready?**

A growing number of large, unregulated customers are contracting electricity supply from renewable energy. Does this strategy make economical sense? What are the risks ahead? Is this trend increasing the need for more backup generation plants?

Speakers: **Daniel Garrido**, Commercial Manager, **AELA**

**Juan Carlos Fernández**, CEO Latin America, **Saferay Holding**

**Horacio Vázquez**, Founding Partner, **Lader Energy**

**Emiliano Espinoza**, CEO Latin America, **Cox Energy**

18:00 Discussion panel

**Electricity Transmission: the challenges ahead**

How is the electricity transmission network adapting to the new business environment within the electric power sector? What are the main needs and the main projects in Chile? How will the transmission network look in the future? Are we ready for smart transmission?

Speakers: **Andrés Kuhlmann**, CEO, **Transelec**

**Juan Carlos Araneda**, Transmission Planning Manager, **Coordinador Eléctrico Nacional**

**Manuel Sanz**, CEO, **Celeoredes**

18:30

**WELCOME AND NETWORKING COCKTAIL**

## DAY 2

### **Economic Recovery in South America and energy demand**

08:45 Opening remarks

09:00 Discussion panel

#### **Economic recovery in Latin America and the future of the energy demand**

The recovery of commodity prices, especially copper, is resulting in a new wave of investment and projects, mainly in Chile and Peru. Does this mean that we need to adjust upwards our energy demand forecasts for the medium term? What kind of investment in generation and transmission capacity will be needed?

Speakers: **Juan Carlos Guajardo**, Executive Director, **Plusmining**

**Francisco Danitz**, gerente corporativo de energía, **Codelco**

**Verónica Cortés**, Energy Manager, **Cía. Minera Doña Inés de Collahuasi** (invited)

09:40 Discussion panel

#### **The Outlook for natural gas in South America and the development of thermoelectric projects:**

Natural gas-based power generation seems to be one of the best alternatives to complement the growing capacity from renewable energy sources while maintaining a cleaner energy mix. The development of a new LNG hub in Central America and the Caribbean, the new investments in the sizeable shale district of Vaca Muerta in Argentina and the uncertainty around the construction of the Gasoducto del Sur pipeline in Peru are drawing a new map for the natural gas market in the region. How will these trends affect the market for natural gas?

Oradores: **Álvaro Ríos**, Director & Partner, **Gas Energy**

**Gustavo Rioseco**, Development Director, **Andes LNG** (invited)

**René Fernández**, CEO, **Los Guindos Generación** (invited)

10:40 Discussion panel

**Financing power projects: the challenges in an evolving business**

Traditional metrics to financially evaluate new projects in the electric power sector are changing. New payback periods, additional risks and a different generation of players brings profound changes in the way investors evaluate risks and opportunities.

Speakers: **Claudia Valdés**, Leader Investment Officer, Infrastructure & Energy, **BID Invest**  
**Valentin Albinet**, CEO, **Antuko**  
**Philip Hardwick**, managing director, **HCBL**  
**Jaime Solaun**, Head of Structured Finance, **SolarPack**

11:30

**COFFEE BREAK**

12:00 Discussion panel

**Argentina: the challenges of the electric power sector**

What has been the evolution of the electric power sector in Argentina during 2018 and what can we expect for the next five years? Is the implementation of new renewable capacity contracted in the last round tenders on track? Which are the main generating projects currently in the pipeline?

Speakers: **Martín Genesio**, Country Manager, **AES Argentina**  
**Sebastián Coates**, CEO, **Eoliasur**  
**TBD**, **TBD**, **Enel Argentina** (invited)

13:30 Discussion panel

**The new electric power market in Argentina**

How is the reconfiguration of the electricity wholesale market advancing in Argentina? What opportunities arise from the new Mercado a Termino de Energías Renovables (MATER)?

Speakers: **Jorge Siryi**, Head of Programming, **Cammesa** (invited)  
**Gabriel Vendrel**, Energy Resources Manager, **Aluar** (invited)  
**Horacio Vázquez**, Founding Partner, **Lader Energy**

14:15

**LUNCH AND END OF THE CONFERENCE**