

## AGENDA

| Day 1:                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 10 September 2019 |
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| 8:30-09:00                                                  | <b>Registration</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                   |
| 09:00-09:20                                                 | <b>Introduction and Welcome Remarks:</b><br><i>H.E. Ms. María Fernanda Suárez Londoño, Minister of Mines and Energy of Colombia</i><br><i>Gurbuz Gonul, Director, Country Support and Partnerships, IRENA</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |
| 09:20-09:35                                                 | <b>Presentation on the global energy transformation and the Regional Action Plan for Latin America</b><br><i>Fabian Barrera, IRENA</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                   |
| 09:35-10:00                                                 | <b>Group photo and Coffee break</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                   |
| <b>Session 1: Enabling policy and regulatory frameworks</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                   |
| 10:00-11:30                                                 | <b>Presentation on policy and regulatory design to promote renewable energy investment</b><br><i>Diala Hawila, IRENA</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                   |
|                                                             | <b>Panel discussion on enabling frameworks in Latin America: Challenges and Opportunities</b><br>Enabling policy and regulatory schemes are the basis for future renewable energy investment and deployment in Latin America. While there is no one-size-fits-all policy mix, significant experience has been accumulated throughout the region on how to design effective policies to promote renewable energy development, and how to adapt these policies to varying market conditions and stages of renewable energy deployment. This panel session will gather policymakers and regulators to: <ul style="list-style-type: none"> <li>• Exchange experiences and lessons learned among countries in Latin America with establishing enabling renewable energy policies and regulation</li> <li>• Enhance understanding of available policy instruments to promote investment in renewables</li> <li>• Increase awareness of common power sector policies (targets, auctions, grid access policies) and end-use sector policies (biofuel blending mandates, solar thermal mandates) in the region</li> </ul> <p><i>Moderator: Diala Hawila, IRENA</i><br/> <i>Panellists:</i></p> <ul style="list-style-type: none"> <li>- <i>Julian Zuluaga, Ministry of Mines and Energy, Colombia</i></li> <li>- <i>OLADE (tbc)</i></li> <li>- <i>Cecilia Tam, OECD</i></li> <li>- <i>Javiera Correa, Chile</i></li> <li>- <i>Nicolás Castroman, Uruguay</i></li> </ul> |                   |
| <b>Session 2: Financing renewable energy projects</b>       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                   |
| 11:30-13:00                                                 | <b>Presentation on the renewable energy investment landscape in Latin America</b><br><i>USAID (tbc)</i><br><b>Presentation on the link between financing, quality and sustainability for successful renewable energy projects</b><br><i>Oscar González, KfW</i><br>Q&A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                   |
|                                                             | <b>Panel discussion: Barriers and solutions to scaling-up renewable energy investment in Latin America</b><br>The lion's share of renewable energy financing in Latin America has been provided by development banks, which have offered long-term loans with attractive conditions, covering a large share of the demand for debt by project developers. More recently, private finance institutions have increased their activity, mainly in more mature markets with sound renewable energy policies in the region. To provide decision-makers with an overview of the current barriers and solutions to scaling-up renewable energy in Latin America, this panel session will gather policymakers, development banks, private financiers and project developers to:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                   |



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|                                                                                      | <ul style="list-style-type: none"> <li>• Share experiences in financing renewable energy projects in the region, and discuss lessons learned good practices for replication</li> <li>• Identify actions to increase investors' ability to fund renewable energy projects in Latin America</li> <li>• Explore how public financing can advance public policy goals and create local value</li> <li>• Evaluate emerging channels for investment in renewables in Latin America, with a focus on green bonds</li> <li>• Discuss future assistance by IRENA to support renewable energy financing in the region</li> </ul> <p><i>Moderator: OLADE (tbc)</i></p> <p><i>Panellists:</i></p> <ul style="list-style-type: none"> <li>- <i>ACOLGEN (COL)</i></li> <li>- <i>Santiago Pardo, Astris Finance</i></li> <li>- <i>Adrian Dugulan, ENEL</i></li> <li>- <i>Ruben Contreras, ECLAC</i></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| 13:00-14:30                                                                          | <b>Lunch break</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Session 3: Catalysing private finance to scale up renewable energy investment</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| 14:30-16:00                                                                          | <p><b>Presentation on introduction to renewable energy risk mitigation</b><br/><i>Serkan Ata, IRENA</i><br/>Q&amp;A</p> <p><b>Panel discussion on unlocking private investment in renewable energy</b><br/>Public finance faces constraints related to the long-term sustainability of development policies and the potential impact on public accounts. To address this gap, available public capital can instead be used as a catalyst for private finance of renewables in Latin America. When the enabling framework is in place, public financing institutions can leverage the participation of private institutions in the capital mix of renewable energy investments through a range of financial instruments. This session will gather policymakers and both public and private financiers to:</p> <ul style="list-style-type: none"> <li>• Exchange experiences and success stories from the region on leveraging public finance to mobilise private capital participation in renewable energy investment</li> <li>• Identify actions that can increase cooperation between policymakers, public financiers and private actors to mobilise private investment in renewables in Latin America</li> <li>• Evaluate how specific mitigation instruments should be used carefully and selectively to address well-defined market failures</li> <li>• Enhance understanding of available financial instruments in the region, including dedicated credit lines and guarantees to mitigate lending risks, and how they can be further utilised</li> </ul> <p><i>Moderator: USAID (tbc)</i></p> <p><i>Panellists:</i></p> <ul style="list-style-type: none"> <li>- <i>Tonci Bakovic, IFC</i></li> <li>- <i>Ramón Fiestas, President for Latin America, GWEC</i></li> <li>- <i>Luis Fernando Gomez, Bancolombia</i></li> <li>- <i>Guilherme Arantes, BNDES</i></li> </ul> |
| 16:00-16:30                                                                          | <b>Coffee break</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>Session 4: Renewable Energy PPA design and documentation standardisation</b>      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| 16:30-18:00                                                                          | <p><b>Presentation on renewable energy PPA design and documentation standardisation</b><br/><i>Serkan Ata, IRENA</i><br/>Q&amp;A</p> <p><b>Panel discussion on renewable energy project preparation</b><br/>Project planning is a key part of the renewable energy project cycle. However, this stage is often overlooked when designing renewable energy procurement policies and regulation, as there is an assumption that attractive projects will be developed anyways. Given this situation, project planning in Latin America can create bottlenecks to renewable energy deployment, and often requires improved administrative processes and enhanced contractual arrangements for renewable energy producers. This panel session will gather policymakers, regulators and public financial institutions to:</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |



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|             | <ul style="list-style-type: none"> <li>• Share experiences on overcoming barriers to market entry for private participation</li> <li>• Evaluate how different PPA design strategies can strengthen the investment environment for renewable energy</li> <li>• Discuss the opportunity for utilising renewable energy project documentation standardisation in Latin American countries</li> <li>• Explore the role of licensing in project development, identifying successful experiences to streamline and facilitate licensing procedures.</li> <li>• Examine how risk allocation can be optimised under project contracts</li> </ul> <p><i>Moderator: Oscar Gonzáles, KfW</i><br/> <i>Panellists:</i>     - <i>Christian Jaramillo, CREG (CO)</i><br/>                       - <i>Claudio Damiano, ADERE</i><br/>                       - <i>Cesar Pereira, CCEE (BR)</i><br/>                       - <i>IDB (tbc)</i></p> |
| 18:30-20:30 | <b>Reception</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

| <b>Day 2: 11 September 2019</b>                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
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| <b>Session 5: Building renewable energy project pipelines in Latin America</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| 09:00-10:00                                                                    | <p><b>Panel discussion on developing pipelines of bankable projects: The developer’s perspective (part I)</b><br/> Advancing a pipeline of investment mature projects in the Latin America requires support to project developers to help bring projects to financial closure, as well as engagement with investors to identify and facilitate project development. The second day of the workshop will begin with a discussion among project developers, which have hands-on experience with large-scale projects in the region, to gain insight into the main bottlenecks faced in project development, with a focus on the following areas:</p> <ul style="list-style-type: none"> <li>• Finding the next investment: from screening local investment frameworks to managing portfolios</li> <li>• Project preparation and cost structure: from permitting to contractor engagement</li> <li>• Closing the capital gap: access to equity, debt and hedging instruments</li> <li>• Entry mechanisms: from participation in tenders to merchant project development</li> <li>• After commissioning: from managing post-implementation risks to exit strategies</li> <li>• Defining potential future project facilitation support from IRENA</li> </ul> <p><i>Moderator: Diala Hawila, IRENA</i><br/> <i>Panellists:</i>     - <i>José Ignacio Escobar, ACCIONA</i><br/>                       - <i>Jorge Londoño De la Cuesta, EPM</i><br/>                       - <i>Adrian Dugulan, ENEL (tbc)</i><br/>                       - <i>Greenyellow</i></p> |
| 10:00-11:00                                                                    | <p><b>Panel discussion on developing pipelines of bankable projects: The financier’s perspective (part II)</b><br/> The second segment of the session will continue with a discussion among financing institutions that have committed resources to the development of projects in the region. By exchanging information and experiences on financing renewable projects, institutions will help reveal how different policy and regulatory measures, market conditions, and financing mechanisms interact to create the right opportunities for capital attraction, and which initiatives can be taken to make the regional renewable landscape even more attractive to creditors. Items to be covered include:</p> <ul style="list-style-type: none"> <li>• Creating financing lines for renewables: from assessing potential market volume to developing product lines for renewable energy</li> <li>• Loan agreements: from risk assessment to defining loan parameters and guarantees</li> <li>• After financial closure: from management of loan portfolios to monitoring market evolution</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                |



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|                                                                               | <ul style="list-style-type: none"> <li>Identifying ways IRENA can work with financial institutions in Latin America to accelerate investment in the region</li> </ul> <p><i>Moderator: Serkan Ata, IRENA</i></p> <p><i>Panellists:</i></p> <ul style="list-style-type: none"> <li>- <i>Guilherme Arantes, BNDES</i></li> <li>- <i>Luis Fernando Gomez, Bancolombia</i></li> <li>- <i>Santander (tbc)</i></li> <li>- <i>Itahú (tbc)</i></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 10:00-11:20                                                                   | <b>Coffee break</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 11:20-12:30                                                                   | <p><b>Roundtable discussion on developing pipelines of bankable projects (part III)</b></p> <p>The final segment of the session will comprise a roundtable discussion to allow participants of the previous two panels (developers and creditors) to address comments and questions from each other's panel discussions. Through an open format, participants will respond to the project development and financing priorities raised in the following structure:</p> <ul style="list-style-type: none"> <li>An opening round for each panel member from part I (project developers) to comment on the financiers discussion (3 min/panel member)</li> <li>A 2<sup>nd</sup> round for each panel member from part II (financiers) to comment on the project developer discussion (3 min/panel member)</li> <li>A final round to include an open discussion among both panels, as well as all audience members, to provide input on the key challenges and opportunities to develop pipelines of bankable projects in the region (15 min total)</li> </ul> <p><i>Facilitator: Cecilia Tam, OECD</i></p>                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 12:30-14:00                                                                   | <b>Lunch</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| <b>Session 6: The role of entrepreneurship in renewable energy deployment</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 14:00-15:30                                                                   | <p><b>Presentation on IRENA's Entrepreneurship Support Facility</b><br/><i>Gurbuz Gonul, IRENA</i></p> <p><b>Presentation on Colombia E2 Entrepreneurship Programme</b><br/><i>Juan Camilo Vallejo, Fenoge</i></p> <p>Q&amp;A</p> <p>Renewable energy entrepreneurship is an important driver for the deployment of renewables in Latin America, and can help promote innovation in the sector while addressing challenges related to energy access. In this context, efforts have been made in several Latin American countries to support the investment environment for renewable energy entrepreneurs in the recent years. This panel will gather entrepreneurs, policymakers, development agencies and innovation/entrepreneurship institutions to:</p> <ul style="list-style-type: none"> <li>Share experiences and lessons learned on the implementation of programmes to promote entrepreneurship in the energy sector</li> <li>Increase awareness of opportunities for renewable energy entrepreneurs in the region</li> <li>Assess challenges and risks for entrepreneurs in the development of renewable energy projects</li> <li>Enhance understanding of benefits of entrepreneurship in the renewable energy deployment</li> </ul> <p><i>Moderator: Ruben Contreras, ECLAC</i></p> <p><i>Panellists:</i></p> <ul style="list-style-type: none"> <li>- <i>Alexandra Arias, HIVOS</i></li> <li>- <i>Colombia Inteligente</i></li> <li>- <i>Carolina Cuevas, Fundación Chile</i></li> <li>- <i>Katherine Ovalle, Bancoldex</i></li> </ul> |
| 15:30-16:00                                                                   | <b>Closing remarks</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |