



Morning Program, 3 May 2016

**08:15** Registration and Networking

**08:55** Chairperson's Opening Remarks

**09:00** Status and Trends of Investment in Clean Energy

- Status & trends of investment globally in clean energy
- Investment classes and stages
- How does the MENA region rank

Oil Price and the Impact on Renewables: Global Lessons Learned

H.E. Dr. Nasser Saidi, former Minister of Trade & Economy, **Lebanese Government**, former Chief Economist **Dubai International Finance Centre** and Chairman, **Clean Energy Business Council**

**09:30** Overview of Annual Investment Statistics and Analysis of the Major Global Trends  
Jenny Chase, Head of Global Solar Insight Service, **Bloomberg New Energy Finance**

**09:55** Clean Energy Financing Opportunities – Economic Feasibility of the Future of Renewables

- Policies targeting renewables
- Subsidized retail tariffs
- High LCOE
- Why do renewables matter when commodity prices are coming down?

Introduction

Nathan Weatherstone, Head of Sustainable Business, Global Banking, **National Bank of Abu Dhabi**

Panel Discussion

Frank Wouters, Team Leader, **EU GCC Clean Energy Network II**

Lee Irvine, Counsel, **Latham & Watkins**

Cedric Girod, Head of Acquisitions & Investments & Financial Advisory, **ENGIE**

Representative, **Islamic Development Bank** (TBC)

Moderator

Nathan Weatherstone, **National Bank of Abu Dhabi**

**10:45** Networking Break

**11:05** Overview and Findings of the Green Finance Survey  
Eng. Hussain Khansaheb, Director of Green Development, **Ministry of Climate Change & Environment**

**11:25** MENA Case Studies

- 11:25 Dubai - DEWA PV: Leslie Abraham, Senior Manager, Acquisitions & Project Finance, **ACWA Power**
- 11:45 Morocco - 301 MW Tarfaya Wind Farm: Wim Alen, Senior Vice President Business Development, **ENGIE**
- 12:05 Egypt Feed in Tariff Scheme: **International Finance Corporation (IFC)** (TBC)
- 12:25 Jordan Regulatory Model - Wheeling Scheme, Net-Metering and Direct Bidding: Dr. Raed Bkayrat, Vice President Business Development Middle East & Saudi Arabia, **First Solar**
- 12:45 Audience Q&A

**13:00** Networking Lunch



Afternoon Program, 3 May 2016

**14:00** Mobilising Private Finance by Addressing Risks and Barriers of Renewable Energy Investments  
Aleksi Lumijarvi, Programme Officer for Renewable Energy Private Sector Finance, **IRENA**

**14:20** Making Projects Bankable in the MENA Region

- Local and regional banks as financial players
- How do you capitalize on the renewables market?
- Portfolio funding
- Liquidity aggregating and bundling – rooftop solar in the US
- Off-taker issues & other uncertainties
- Technology risk
- How to work together?

Introduction

David Charlier, Partner, **Ashurst**

Panel Discussion

Steven Perry, Global Head of Debt Markets and Syndications – Wholesale Banking, **First Gulf Bank**

Karim Nassif, Associate Director Infrastructure Finance, **Standard & Poors**

Head of Energy, **National Bank of Abu Dhabi**

David Hodson, CEO & Managing Director, **Blue Pearl Management**

Moderator

David Charlier, Partner, **Ashurst**

**15:20** Case Study – Jebel Ali Free Zone Energy Retrofit Program

- Overview of the challenges of financing an energy saving project, the solutions and particular challenges given the Islamic financing tranche
- What the pipeline is like and prospects for Portfolio Project Financing Etihad ESCO's projects

Stephane Le Gentil, CEO, **Etihad ESCO**

**15:40** Financial Innovation and Energy Innovation

- Financing distributed energy
- Financial innovation and clean energy: green bond, sukuk, etc
- Energy efficiency and new financing models (performance contracts)
- What the next technology innovations will be and reducing intermittency of renewables
- Smart Grids

Panel Discussion

Graeme Sims, Executive Director, **RSB Dubai**

Stephane Le Gentil, CEO, **Etihad ESCO**

Jesus Gutierrez, Founder & Managing Director, **Smart4Power**

Nader Al Zoubi, Energy Vice President UAE & Oman, **Schneider Electric**

Moderator

Gus Schellekens, Partner, Clean Energy & Sustainability Services, **EY**

**16:30** Networking Drinks Reception