



# 4<sup>th</sup> LATIN AMERICA ENERGY SUMMIT

## THE EVOLUTION OF THE ENERGY SECTOR: NEW FRAMEWORK, NEW BUSINESSES

A Virtual Conference

December 1, 2 and 3, 2020

**Supporting organizations**



**DAY 1 – TUESDAY DECEMBER 1st****Chilean time**

10:30

Welcome Words

10:35

Discussion Panel

**Looking forward: the energy market in the new post-coronavirus scenario**

The Covid-19 pandemic abruptly changed all social and economic scenarios, upsetting the projections of the energy sector and bringing large doses of uncertainty. In this panel we will discuss how prepared the generation sector is to meet a rapid upturn in demand, the main risks faced by electricity markets, how flexible electricity systems among other topics.

Speakers: **Clara Bowman**, Gerente general, **AME**  
**Diego Hollweck**, CEO, **Latin America Power (LAP)**  
**Alfredo Solar**, Gerente General, **Atlas Renewable Energy**  
**Daniel Cámac**, Vicepresidente Comercial, **Engie Energía Perú**  
**James Lee Stancampiano**, head of Business Development, **Enel Green Power**

Moderator: **Jorge Moreno**, Director, **Inodú**

11:30

Discussion Panel

**Reinventing the business model of the electricity sector**

The advance of renewables and the development of new technologies applied to complementary services are radically changing the traditional model of vertical integration of the electricity sector dominated by large players to give shape to a more horizontal and fragmented model, with a more empowered consumer. What are the opportunities in this new model? What are the greatest risks generated by the metamorphosis of the model?

Speakers: **Rodrigo Jiménez**, CEO, **Systep**  
**Jesús Tamayo**, Director, **COES Perú**  
**Ismario González**, Director Ejecutivo América Latina, **Fluence Energy**

Moderator: **Ximena Oviedo**, Socia Directora, **IESD**

12:10

**NETWORKING SESSION**

12:30

Discussion Panel

**New Industry, New Markets: Energy Trading**

The new business model towards which the electricity sector is evolving points to decentralization, a process in which the commercialization of energy — including both electricity and the fuels necessary for thermoelectric generation — takes on great importance. How is Latin America in this process? What are the experiences in the countries where this market is developed and what are the regulatory changes that are being prepared in countries, such as Chile, where it is still under development? How will it impact planning for investment in generation and transmission infrastructure?

Speakers: **Pablo Alberio**, CEO, **Cinergia**  
**Rodrigo Castillo**, Managing Director, **Empresas Eléctricas AG**  
**Eduardo Andrade**, Preseident, **Asoc. Chilena de Comercializadores de Energía**  
**Francisco Sanclemente**, CEO, **Renovatio**  
**Elías Valenzuela**, Director, **Match**

Moderator: **Raúl Ferro**, Director, **Industry Exchange**

13:10

**END OF DAY 1**

**DAY 2 – WEDNESDAY, DECEMBER 2nd**

10:30

Welcome Words

10:40

Opening Presentation

**Barriers and opportunities for hydroelectric development in Brazil and Argentina**

Speaker: **Omar Guerra**, Research Engineer, **NREL**

11:00

Discussion Panel

**Generation Projects: What's ahead?**

Decarbonisation is a clear trend in the generation sector that is manifested in the significant investment flows towards wind and solar projects. However, in the medium term, this transformation requires rapid ramp backup generation. What are the investment opportunities that arise? Is there still room for large-scale thermoelectric projects?

Speakers: **Juan Antonio Rozas**, Country Manager, **Statkraft Perú**  
**Juan Guillermo Walker**, Founder & CEO, **Freepower**  
**Ian Nelson**, Gerente general, **Energía Llaima** (invited)

Moderator: **Moderador: José Antonio Lobo**, Director, **Tambo3**

11:45

## Networking Session

12:15

### Discussion Panel

#### **Distributed Generation and Small & Medium Sized Generators**

Distributed generation continues to advance in the region, despite the fact that regulations in many countries still need to adjust to this new reality. There are auspicious cases, such as Brazil, which expects to reach 12 GW of installed capacity by 2027, or Mexico, which expects to reach 9.5 GW by 2025, representing important business and investment opportunities. What are the main pending steps to drive greater investments in DG? What are the biggest obstacles? How is the market for DG project developers articulating?

Speakers: **Danilo Zurita**, Executive Director, **GPM-AG**  
**Javier Mozó**, Managing partner, **DGEnergy Capital**  
**Ralf Wiesenber**g, VP Business Development, **Azelio AB**

**Moderator: Rony Zimmerman**, Partner, **Lembeye Abogados**

13:00

### Presentation

#### **The New Frontier: Green Hydrogen**

Hydrogen as a commercial fuel is in its early stages of development, but its future looks quite solid, considering the interest of fuel-intensive sectors - such as the commercial aerospace or mining sectors - and the participation of large players in the electricity sector in research current. In South America, and particularly in Chile, there is a line of work that points to the production of hydrogen using wind and solar energy. Who are the main actors on this issue in the region? In what state is its development? What are the Mining3 plans in Chile?

Speaker: **María Paz de la Cruz**, CEO, **H2 Chile**

13:20

**END OF DAY 2**

## DAY 3 – THURSDAY, DECEMBER 3rd

10:30

Welcome Words

10:35

Discussion Panel

### **Finance & Risk Management**

The energy transition underway brings important challenges for the financing of energy projects, with an increasingly flexible and fragmented market that increases uncertainty. What are the main regulatory risks for the electricity sector from a financing point of view? What about climate risks? Is there room for a dynamic M&A market?

Speakers: **Juan Payeras**, Chief Investment Officer, **IFC**

**Stanley Malek**, VP Project Financing, **DNB**

**Enrique Rodriguez-Flores**, Energy Transition Specialist, **European Investment**

**Bank**

Moderator: **Arturo Brandt**, Environmental Lawyer & Consultant, **TFS**

11:20

## Networking Session

11:40

Discussion Panel

### **The Future of Natural Gas in South America**

Latin America is a region rich in natural gas, a hydrocarbon that is presented as a transition fuel towards a decarbonized generation matrix. How is the panorama of natural gas generation projects presented? What role will small and medium gas generators play? What will be the trends in transportation and storage? Will the expansion of LNG projects continue?

Speakers: **Alvaro Rios**, Partner & Director, **Gas Energy**

**Juan Pablo Freijo**, VP Business Development, **CGC**

**Mariano D'Agostino**, Commercial Director, **Pampa Energía**

Moderator: **Raúl Ferro**, Director, **Industry Exchange**

12:30

Presentation

### **Large consumers: the outlook from the mining sector**

The mining industry is one of the main players in the demand for electricity in South America and one of the main sectors in terms of projects and investments, but its expansion is very sensitive to the ups and downs of the global economy. What are the prospects for the mining sector in Latin America? What are the main trends in the management of electricity supply and consumption in the sector?

Speaker: **Eric Medel**, Analista de mercado, **Plus Mining**

12:50

**END OF THE CONFERENCE**