



A WORD ABOUT WIND

Intelligence. Insight. Connections

Financing Wind Energy 2014: Profiting from Risk

1st October 2014

Agenda

08:00 Arrivals, registration & coffee

09:00 Open & welcome:

Adam Barber, Publisher, A Word About Wind

Ben Warren, Global Power & Utilities Corporate Finance Leader, Ernst & Young

09:30 Initiating investment: galvanizing growth

What is the significance of developing and building appropriate investment strategies? And how will these plans realise future growth?

Nick Gardiner, Managing Director, Direct Investment, Green Investment Bank

09:45 Track A: Harnessing future investment

Fintan Whelan, Co-Founder & Corporate Finance Director, Mainstream Renewable Power
A series of quick-fire 8-minute presentations, followed by a 30-minute Q&A

How can developers and financiers work more effectively with major funds and institutional investors interested in investing in on and offshore wind energy, to reduce project risk and facilitate future finance and investment opportunities?

The developer: How can independent Power Purchase Agreements with major corporations offer greater certainty to developers during a period of significant change? How do you reduce project risk, to ensure that the projects look financially attractive?

Matthieu Hue, Director Onshore & M&A, EDF Energy Renewables

The institutional investor: How can wind energy projects be structured more attractively to ensure greater institutional investment interest? What does an institutional investor actually want? How can debt be better managed in infrastructure and when it comes to longevity of cash flow, why invest in wind at all?

Ian Berry, Head of Infrastructure, Aviva Investors

The fund: How can wind energy developers and operators adopt a more proactive approach towards attracting and managing future corporate investment?

Richard Nourse, Managing Partner, Greencoat Capital



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10:45 Coffee break

11:30 Track B: Emerging and established markets

Moderator: Pierre Antoine Tetard, Energy Investment Consultant

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As the wind industry expands into new emerging markets globally, what kind of strategy will be required to satisfy the needs of manufacturers in the short-term and investors in the long-term?

Using the African sub continent as an example, what are the opportunities and risks associated with project development in rapidly expanding, new markets?

The manufacturer: To achieve genuine, long-term commercial growth, at what point should manufacturers invest in the regional supply chain and in a local manufacturing base? To what extent should manufacturers prioritise the introduction and installation of new technology, over established and proven turbine equipment?

Kasper Dalsten, Director, Global Business Development, Vestas

The regulator/policy maker: What are the key elements that regulators and policymakers operating within a nascent wind energy market, need to be able to quickly address, to facilitate future growth? What is in the mind of the regulator, when they commit to subsidy support? What happens if the scheme creates unfavorable long-term economics and how can this be avoided?

Steve Sawyer, Secretary General, Global Wind Energy Council

The financial advisor: At what point in the evolution of an emerging market should you invest? What is necessary and required in order to best reduce project and investment risk?

Jérôme Guillet, Managing Director, Green Giraffe Energy Bankers

12:30 Networking lunch

14:30 Close