

# GREEN INVESTMENTS SUMMIT INDONESIA 2010

13 JULY 2010  
CONFERENCE DAY 1

TIME	SESSION
09:00	<b>Chairperson's Welcome and Opening Remarks</b>  Edwin Khew, Chairman, Sustainable Energy Association of Singapore (SEAS)
09:15 PRESENTATION	<b>Conference Opening from The Ministry of Energy and Mineral Resources</b>  Dr. Darwin Zahedy Saleh SE, Minister, Ministry of Energy and Mineral Resources Indonesia (ESDM)
<b>PLENARY SESSION 1</b> <b>GOVERNMENTS' INITIATIVES IN PUSHING FORTH CLEAN ENERGY IN INDONESIA</b>  Chairperson: Edwin Khew, Chairman, Sustainable Energy Association of Singapore (SEAS)	
09:30 PRESENTATION	<b>Developing a Comprehensive Grid - The Future Role of Renewable Energy versus Fossil Fuel Based Energy in the Indonesian Economy</b> <ul style="list-style-type: none"><li>• Reviewing the economic viability of both sources of power generation - How competition can be avoided through a balance of subsidies and taxations?</li><li>• Identifying strategies to minimise carbon emissions from power plants - Fuel diversification</li></ul> <ul style="list-style-type: none"><li>• Ir. Jacob Purwono, Director General - Directorate General of Electricity and Energy Utilization, <b>Ministry of Energy and Mineral Resources Indonesia (ESDM)</b></li><li>• Ir. Maryam Ayuni, Director General - Directorate General of New Energy, Renewables and Energy Conservation, Directorate General of Electricity and Energy Utilization, <b>Ministry of Energy and Mineral Resources Indonesia (ESDM)</b></li></ul>
10:00 PRESENTATION	<b>A Comprehensive Review on Indonesia's Power Policies - Regulatory Framework and Incentive Regimes</b> <ul style="list-style-type: none"><li>• Clean energy's role in increasing Indonesia's energy capacity - Clean energy prospects in the short, medium and long term</li><li>• Reviewing current policies and legislative structures - What are the challenges and what is the government doing to reduce investment barriers?</li><li>• Identifying the bi-lateral and multi-lateral organizations supporting clean energy development in Indonesia - Who they are and how do they work?</li></ul> Luke Devine, Foreign Legal Consultant, Finance and Project Group, <b>Hadiputranto, Hadinoto &amp; Partners Indonesia</b>
10:30	Networking Coffee Break
11:00 PRESENTATION	<b>The Role of Private Sector in Clean Power Generation and the Various Investment Models - How It Accelerates Clean Energy Project Developments</b> <ul style="list-style-type: none"><li>• Evaluating the regulatory and economic landscape of Indonesia - What needs to be done to facilitate the involvement from the private sector and what are the opportunities?</li><li>• Reviewing the different public-private-partnership investment models - Market risks, challenges and returns</li><li>• Benchmarking on successful investment models - Identifying key strategies to negotiate power purchase agreements</li></ul> Dr. Ir. Montty Girianna, Director for Energy, Mineral Resources, and Mining, <b>National</b>

11:20  
PRESENTATION

**Development Planning Agency, BAPPENAS**

**Low Carbon Investment Initiatives In Indonesia & South East Asia**

- Overview on Indonesia CDM capacity & potential
- Overview on policy & regulatory framework on energy mix and renewable energy
- SCC in Indonesia & SEA - Key activities, sectors of choice for SCC investment initiatives, key accomplishments
- A case study of SCC Green Investment in Indonesia Agricultural Waste Sector
  - Project Structuring
  - Risk and Mitigations
  - Lessons Learned

Rudy Sembiring, Vice President - Agricultural Solutions Group, **Sindicatum Carbon Capital**  
Suryantoro Prakoso, Vice President - South East Asia Origination, **Sindicatum Carbon Capital**

11:50  
PANEL  
DISCUSSION

**Powering Up Clean Energy Development in Indonesia - Identifying Inhibitors and Catalysts for Growth**

- Evaluating the current investment and financing climate for clean energy projects - Are they conducive and are they key industry drivers in Indonesia ready?
- Reviewing the issues of pricing, incentive structures, financing mechanisms, taxation structures and what are the recommended solutions?

Moderator: Edwin Khew, Chairman, **Sustainable Energy Association of Singapore (SEAS)**

- Agus Purnomo, Head of Secretariat, **National Council on Climate Change**
- Hilmi Panigoro, President Commissioner, **PT Medco Energi Internasional**
- Prof. Dr. Singgih Riphath, Senior Expert - Fiscal Policy Office, **Ministry of Finance Indonesia**
- Nasri Sebayang, Chief of Primary Energy Unit, **PT PLN (Persero)**

12:30

Networking Lunch Break

**PLENARY SESSION 2**  
**CAPITAL RAISING STRATEGIES AND OPTIONS FOR CLEAN ENERGY PROJECTS**

**Chairperson: Dr. Peter Du Pont, Chief of Party, Eco-Asia CTI-PFAN**

14:00  
PANEL  
DISCUSSION

**Examining the Different Capital Raising Options for Clean Energy Projects in Indonesia**

- What are the sources of capital for clean energy projects of different nature and scale?
- Identifying the key drivers and inhibitors of project financing - How do you tap into financiers and investors decision making criteria
- Assessing the openness of the debt market towards funding clean energy in Indonesia

Moderator: Jeffery Dickinson, Advisor, **Eco-Asia/ CTI-PFAN**

- Richard Finlayson, Head of Asia Asset Finance & Leasing Group, **Deutsche Bank**
- Paul Heinemann, Vice President, **DEG**
- Jurgen Rigterink, Chief Investment Officer, **FMO**
- Dr. Anh-Dung Do, Chief Representative, **MEACP Maybank**

14:30  
PRESENTATION

**Financing Greenfield Renewable Power Projects**

- A phased approach
- Attracting mainstream investor
- Emerging market challenges

Sudhir Bhat, Director Project Finance, **First Climate AG**

15:00

**Case Study 1: Successful Capital Raising Models and Changing Financing Trends for**

PRESENTATION	<p><b>Biomass Projects in Indonesia</b></p> <ul style="list-style-type: none"> <li>Analysing the sources of capital for biomass projects in Indonesia - What are the available incentive schemes, funds, loans and how do you tap onto them?</li> <li>Benchmarking on successful international biomass projects - What are the lessons to be learnt, how they attract investors and financiers and what are the changing financing trends?</li> <li>Financing of carbon assets to carbon credits - Which project types have carbon credits and how will these change post 2012?</li> </ul> <p>Edgare Kerkwijk, Managing Director, <b>Asia Green Capital</b></p>
15:30	Networking Tea Break
16:00 PRESENTATION	<p><b>Case Study 2: Successful Capital Raising Models and Changing Financing Trends for Energy Efficiency Projects in Indonesia</b></p> <ul style="list-style-type: none"> <li>Analysing the sources of capital for energy efficiency projects in Indonesia - What are the available incentive schemes, funds, loans and how do you tap onto them?</li> <li>Benchmarking on successful international energy efficiency projects - What are the lessons to be learnt, how they attract investors and financiers and what are the changing financing trends?</li> </ul> <p>Dr. Peter Du Pont, Chief of Party, <b>Eco-Asia CTI-PFAN</b> Maaïke Gobel, Director of SEA and The Pacific, <b>REEEP</b></p>
16:20 PRESENTATION	<p><b>Case Study 3: Successful Capital Raising Models and Changing Financing Trends for Geothermal Projects in Indonesia</b></p> <ul style="list-style-type: none"> <li>Analysing the sources of capital for geothermal projects in Indonesia - What are the available incentive schemes, funds, loans and how do you tap onto them?</li> <li>Benchmarking on successful international geothermal projects - What are the lessons to be learnt, how they attract investors and financiers and what are the changing financing trends?</li> </ul> <p>Tomiya Kiiichi, Senior Deputy Representative, <b>Japan International Corporation Agency</b></p>
16:40 PRESENTATION	<p><b>Optimal Risk Assessment and Management Strategies for Clean Energy Investments</b></p> <ul style="list-style-type: none"> <li>Identifying the different levels of risk involved for clean energy project - How to measure the risks and returns?</li> <li>Reviewing a lender's perspectives on risk assessment - How lenders assess the impact of risk on revenue streams?</li> </ul> <p>Dr. Johan Bastin, Chief Executive Officer, <b>Capital Advisors Partners Asia Pte. Ltd</b></p>
17:00 PANEL DISCUSSION	<p><b>Capturing Sustainable Green Investments in Indonesia - Challenges, Innovations and Successful Partnerships</b></p> <ul style="list-style-type: none"> <li>Examining the outlook for growth in Indonesia's green sector from the perspectives of various stakeholders</li> <li>What are the key capital raising issues inhibiting project development and what are the recommended strategies to overcome this?</li> <li>Exploring innovations for project financing models - How IPPS, financiers, public agencies and investors can achieve a dynamic partnership?</li> </ul> <p>Moderator: Dr. Peter Du Pont, Chief of Party, <b>Eco-Asia CTI-PFAN</b></p> <ul style="list-style-type: none"> <li>Deepak Natarajan, Managing Director, <b>Intel Capital</b></li> <li>Tri Mumpuni, Executive Director, <b>People Centred and Business Economic Institute (IBEKA)</b></li> <li>Frederic Crampe, Managing Director, <b>ReEx Capital Asia</b></li> <li>Hans Peter Haesslein, President Director and CEO, <b>PT Siemens Indonesia</b></li> </ul>
17:30	End of Conference Day 1

**14 JULY 2010  
CONFERENCE DAY TWO**

TIME	SESSION
09:00	Chairperson's Welcome Back and Opening Remarks
09:15	Remarks from Ir. Basah Herwono, Director of Forestry and Water Conservation, BAPPENAS
09:30 PRESENTATION	<p><b>Conference Day 2 Keynote</b>  <b>Outlook of the Carbon Market Post Copenhagen - Challenges and Opportunities</b></p> <p>Takashi Hongo, Director General And Special Advisor, Japan Bank for International Corporation</p>
<p><b>PLENARY SESSION 3</b>  <b>INCREASING INDONESIA'S CDM CAPACITY &amp; ACCELERATING PROJECT POTENTIALS</b></p> <p>Chairperson: Seleha Lockwood, Policy and Regulatory Officer, Sindicatum Carbon Capital</p>	
10:00 PRESENTATION	<p><b>Indonesia's Carbon Market Dynamics - Defining Challenges and Prospects in Reducing Indonesia's Carbon Footprint</b></p> <ul style="list-style-type: none"> <li>• Removing the CDM red tapes - Examining governments' initiatives in facilitating carbon offset projects</li> <li>• Assessing the performance of existing projects - How do they fare and what are their challenges across the value chain?</li> <li>• The carbon market post 2012 - How would these affect project take-offs?</li> </ul> <p>Agus Sari, Non-Executive Director, PT Pelangi Energi Abadi Citra Enviro</p>
10:30	Networking Coffee Break
11:00 PANEL DISCUSSION	<p><b>Identifying the Business Value of REDD- A Comprehensive Understanding of REDD, The Business Propositions and The Key Drivers</b></p> <ul style="list-style-type: none"> <li>• What is REDD and what are its roles in climate change and economic developments of Indonesia?</li> <li>• Updates of regulation and policies on REDD - Who are they key stakeholders and key drivers of REDD?</li> <li>• REDD mechanism as a climate change fund - How does this work and what are the challenges?</li> <li>• Sources of financing for REDD Projects - Who they are and what are their terms of investments?</li> </ul> <ul style="list-style-type: none"> <li>• Dr Nur Masripatin, Secretary for Forestry Research and Development Agency, <b>Ministry of Forestry Indonesia</b></li> <li>• Dr. Kuntoro Mangkusubroto, Director, <b>The Rehabilitation and Reconstruction Implementing Agency, Aceh*</b></li> <li>• Luke Swainson, Director, <b>Global Eco Rescue*</b></li> </ul>
11:30 PANEL DISCUSSION	<p><b>Benchmarking on Successful CDM Project Models in the Various Clean Energy Subsectors</b></p> <ul style="list-style-type: none"> <li>• Evaluating the key success factors of implemented CDM projects - What are they key drivers and solutions to the roadblocks surfaced?</li> <li>• Identifying the challenges within the CDM value chain - What are the bottle necks and recommended solutions to mobilize Indonesia's vast CDM potential?</li> </ul>

- Moderator: Seleha Lockwood, Policy and Regulatory Officer, Sindicatum Carbon Capital
- Dr. Annette Detken, Vice President, **KfW Carbon Fund**
  - Dicky Erwin Hindarto, Division Head of the Carbon Trading Mechanism, **National Council on Climate Change**
  - Yoshitaka Mari, Deputy Chairman, CDM/JI Senior Consultant **Mitsubishi UFJ Morgan Stanley Securities Co. Ltd.**
  - Sushila Maharjan, Origination Director, **Tricorona**

12:30

Networking Lunch Break

**PLENARY SESSION 4  
IDENTIFYING CLEAN ENERGY PROJECT STAKEHOLDERS & OPPORTUNITIES IN INDONESIA**

**Dr. Ranald Spiers, Executive Director Middle East & Asia, International Power**

14:00  
PRESENTATION

- Indonesia Clean Energy and Climate Change Sectoral Roadmap in Indonesia**
- Dieter Brulez, Coordinator of the Priority Area Climate Change, **GTZ**

14:30  
PANEL  
DISCUSSION

- Views from the Stakeholders: The Geothermal Business Analysis and Devising Key Strategies to Escalate Indonesia's Geothermal Potential**
- Updates on the current regulatory structures and the available risk sharing facilities
  - What are the requirements of meeting the greater advance commitment of capital for geothermal projects?
  - What are the recommended strategies to mitigate upstream risks and key features of a successful PPA?
  - What are the challenges for technology transfer and capacity building for the private sector?
  - Drawing The Business Roadmap Ahead - How stakeholders should capitalise on Indonesia's enviable position on the Ring of Fire?

Moderator: Dr. Ranald Spiers, Executive Director Middle East & Asia, **International Power**

- Subramanya Bettadapura, Director Energy and Power Systems Asia Pacific, **Frost and Sullivan**
- Dr. Surya Darma, President/ Director of Operations, **Indonesia Geothermal Association/ Pertamina Geothermal Energy**
- Dr. Alex Smillie, Vice President Geothermal Operations, **Star Energy**

15:00  
PANEL  
DISCUSSION

- Views from the Stakeholders: The Biomass Power Business Analysis and Devising Key Strategies to Increase Capacities Across the Biomass Value Chain**

- What are the tax measures, fiscal policies and subsidies available for biomass power projects?
- Identifying the financing challenges, risks and costs associated with bio power generation
- What are the investment trends and investment barriers?
- Updates on market potential and challenges in biomass upstream, sustainable feedstock, co-firing, biomass gasification and waste-to-energy plants
- The Business Roadmap Ahead - Strategies in building Indonesia's biopower portfolio

Moderator: Dr. Ranald Spiers, Executive Director Middle East & Asia, **International Power**

- Joseph Hwang, Managing Director, **PT Gikoko Kogyo**
- Austin Arensberg, Business Development Director, **Prime Energy Investments**
- William Pazos, Managing Director and Global Head of Carbon Origination & Finance, **Standard Bank**

	<ul style="list-style-type: none"> <li>Paul van Ruitten, Dutch Expert in Renewable Energy - Energy Working Group, Indonesian Netherlands Association</li> </ul>
15:30	Networking Tea Break
16:00 PRESENTATION	<p><b>The Mini-Hydro/ Micro-Hydro Power Business Analysis and Devising Key Strategies to Increase Project Capacities</b></p> <ul style="list-style-type: none"> <li>What are the government's support program and legislative structures to assist project developments?</li> <li>Identifying the financing challenges, risks and costs associated with Mini-Hydro/ Micro-Hydro generation</li> <li>What are the investment trends and investment barriers?</li> <li>What are the challenges for technology transfer and capacity building for the private sector?</li> <li>What are the recommended negotiation processes for project materialization?</li> </ul> <p>Arian Ardie, Governor Power Committee Chair/ Chief Operating Officer, American Chamber of Commerce Indonesia/ Terrasys Energy</p>
16:30	Closing Remarks & End of Conference

**15 JULY 2010  
MASTERCLASS**

**FINANCIALLY EVALUATING CLEAN ENERGY PROJECTS AND MANAGING RISKS**

Masterclass Leader: Jeffery Dickinson, Advisor, Eco-Asia/CTI-PFAN

**Duration: 09:00 - 17:00**

**Course Objectives**

- To understand the process of risk identification through risk portfolio diagnosis
- To identify the sources of risks and defining the nature of the risks for clean energy projects
- To assess existing and new approaches for financial risk management and their specific applications
- To analyze public-private approaches to financial risk management for the clean energy sector
- To identify the main challenges of current risk management mechanisms and to source for recommended strategies
- To assess the renewable energy production hedge and how you can apply it to reduce the volatility of debt services and strengthening
- To understand the impact of insurance on project returns, recommended insurance, recommended financial solutions and recommended debt instruments

**Who Should Attend?**

CEOs, CIOs, CFOs, Managing Director, Director of Project Development, Head of Finance, Head of Investments, Head of Operations

- Regulators and policy developers
- Power generators
- Renewable energy project developers
- Financiers
- Investors
- Consultants