SHERATON AUSTIN HOTEL AT THE CAPITOL
19-20 NOVEMBER 2019

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WHY ATTEND?

The world's power markets are in the midst of major changes. Roughly $300 billion is spent every year on renewables globally; in the US, over $18.4 billion is spent on energy subsidies; at least $11 billion of that went to renewable energy and $3 billion to energy efficiency.

The Proximo Austin US Power and Renewables Finance Exchange is taking a different angle on the power markets conversation - we understand the market and aim to arm you with the best tools and knowledge to prepare for this transformation happening in US Power.

It's not just a conversation around new financing, new assets and new technology; it's about restructuring how we think about power businesses, and how to navigate the changes to come.

Increased networking time

Top quality speakers

Hard-hitting content

Experienced & knowledgeable team

Fun and innovative game show formats

TESTIMONIALS

"The Proximo conference style is engaging and business casual, allowing industry leaders to connect with new and innovative companies. It was a pleasure to have the opportunity to pitch. The people we met in industry will certainly be a valued resource and looking forward to next years."

***Chris Ciaravino,* Founder & CEO, Grayblock Power**

"Proximo really understands the role of the moderator in making these panel presentations engaging and timely! Proximo's moderators are top notch and they seem to have a knack for posing just the right question at the right time! The result is a lively conversation that makes you put down your phone and learn!"

***Paul Boucher,* Vice President, Development, KIEWIT Canada**

"Proximo's refreshing new conference format provides a creative, inclusive and dynamic environment for discussing the leading issues facing the industry today. It was a pleasure to take part and I look forward to the next event."

***Carmen Wade,* Partner, Deloitte**

TOP SPEAKERS

Kevin Smith
Chief Executive Officer, Americas
Lightsource BP

Sunny Gupta
Head of New Market Development
Ørsted

John Lushtesky
Senior Advisor, Debt
US Department of Energy

John Woody
Vice President, Business Development
Clearway Energy Group

Becca Glazer
Senior Director - Structured Finance
Sol Systems

Joao Metelo
Chief Executive Officer
Principle Power

Julia Perrier
Vice President
Finance & Transactions
8minuteenergy

Jorge Rodriguez
Managing Director, Head of Debt Capital Markets
Marathon Capital

Daniel Fuchs
Director
BlackRock

John Pollock
Managing Director - Group Head
Infrastructure
AIG Investments

Louise Pesce
Managing Director
MUFG

Tom Murray
Managing Director
Head of Infrastructure Debt
i Squared Capital

Mark Voccola
Managing Director
Ardian Infrastructure

William Demas
Associate Partner
Copenhagen Infrastructure Partners (CIP)

AGENDA

MONDAY, NOV 18

5:30	COLORFUL TOUR OF STREET ART AND MURALS THROUGH DOWNTOWN AUSTIN, DEPARTING FROM THE SHERATON AT 6PM AND FINISHING AT THE NATIVE HOSTEL
7:00	ICEBREAKER DRINKS AND CLASSIC LIVE BLUES BAND AT MAGGIE MAE'S

DAY 1 - TUESDAY, NOV 19

8:30 REGISTRATION AND NETWORKING BREAKFAST

9:15 OPENING PRESENTATION

Paul Plath, President, E3 Consulting

9:25 DEFINING THE TRANSITION: THE FUTURE OF THE US POWER MARKET

- What will an IPP look like in 10 years?
- The future role of utilities in evolving markets
- Where does the low carbon market leave conventional IPPs and utilities?
- Who is paying for this transition, and who benefits?
- Ultimately, what is the reality of the future of utilities?

Jesse Grossman, Chief Executive Officer & Co-Founder, Soltage
John Lushetsky, Senior Advisor, Loan Programs Office, US Department of Energy
Julia Perrier, Vice President, Finance & Transactions, 8minute Solar Energy
Moderator: Paul Plath, Principle, E3 Consulting

10:10 AUDIENCE SURVEY

10:15 NETWORKING BREAK

PLENARY

Gameshows, audience polls, panel discussions, and keynote interviews in the main conference room.

IDEA LABS

Closed interactive workshops where discussion leaders present issues and ideas to the room, and attendees must contribute.

11:00

DISTRIBUTED SOLAR GENERATION

Implications for utilities as grids become more efficient

- Which financial products have been best suited to financing distributed generation?
- What lessons were learned from the first wave of residential securitizations?
- What will the loss of the ITC do to the investor base for distributed solar?
- What are lender perceptions of net metering risk?
- What offtakers are best positioned to take up this opportunity?

Jane Shlimovich, Vice President & Corporate Counsel, Safari Energy LLC
Matthew Ransweiler, Senior Vice President, Finance Onyx Renewable Partners LP
Richard N. Dovere, Managing Member, C2 Energy Capital
Moderator: Andrew Joynt, Senior Director, Global Infrastructure and Project Finance, Fitch Ratings

IF YOU BUILD IT, WILL THEY COME? OVERBUILD CONSIDERATIONS

Implications for utilities as grids become more efficient

- How are developers identifying and approaching market risk, and what risk mitigation methods have they utilized?
- What price signals work?
- What encourages developers to put forward new projects?
- If C&I won't contract for the entire project, who takes the rollover risk?

Tuan Pham, President, PowerFin
Nikolas Novograd, Co-Founder and CFO, Candela Renewables

11:40	**BEYOND THE SEA: OFFSHORE WIND** • Overview of current appetite across the US for offshore wind • Are we getting mature European-type pricing with less mature markets, and does this become a risk vs reward situation? • Has the US yet seen a true deep offshore financing? • What challenges do supply chains present in the US? • Why has the pace of development and financing been so slow? ***Joao Metelo, Chief Executive Officer, Principle Power*** ***Carl Morales, Managing Director, Group Head, SMBC*** ***Sunny Gupta, Head of New Market Development, Ørsted*** ***Paul Bradley, Chief Financial Officer, Northland Power*** ***Moderator: Chad Marriott, Partner, Stoel Rives LLP***	**CCAS & COMMUNITY SOLAR** California has a developed CCA market within the state. New York, Massachusetts, Illinois, New Jersey, New York, Ohio and Rhode Island also having passed legislation in the past few years • Regulatory backdrop of CCAs • Should the responsibility of operation and maintenance still belong to utilities? • What does their credit quality look like, and how easy are they to finance? • We've heard a lot of chatter about CCAs - is this a real trendline or just a fad? Is this really sustainable? ***Andrew Rice, Business Development Manager, Nautilus Solar*** ***Gaurab Hazarika, Chief Investment Officer, ET Capital, Inc***

12:20	**DEAL OR NO DEAL** A fun and interactive way to look at pricing and deal making. We present a panel of industry experts with a rapid-fire series of hypothetical deals questions. Their task is to decide: 1) Whether they would do the deal 2) How they would price the deal 3) Whether they would distribute the deal ***Louise Pesce, Managing Director, MUFG*** ***Ravina Advani, Head of Energy Natural Resources & Renewables Coverage, BNP Paribas*** ***Anthony Licata, Executive Director, JP Morgan*** ***John Pollock, Managing Director – Group Head, Infrastructure, AIG*** ***Moderator: Robert N. Freedman, Partner, Shearman & Sterling***
1:20	**LUNCH**
2:25	**TOPIC INTRODUCTION: POWER M&A** ***Danielle Patterson, Partner, Energy Transactions & Projects, Vinson & Elkins***
2:30	**POWER M&A** • Is the US market still a sellers' market? • What are some of the contractual changes that we're seeing in the M&A market? • What opportunities in renewables are there for buyers to pursue roll-up strategies? • What capital structures do renewable portfolios need, and how do they differ from legacy fossil portfolios? • Much of the current frenzy in the M&A market is around contracted assets - where are the risks rising in purchase and sale agreements? • What asset ownership structures do utilities need to bridge themselves to changed power markets? ***Andy Israelson, Vice President, Business Development, Convergent Energy + Power*** ***Mark Voccola, Managing Director, Ardian Infrastructure*** ***John Woody, Vice President, Business Development, Clearway Energy Group*** ***Anne Marie DeMent, Partner, Excelsior Energy Capital*** ***Moderator: Tom Nelthorpe, Contributing Editor, Proximo***
3:10	**CORPORATE PPAS** • Compare and contrast the risks and rewards of corporate PPAs • Scalability of these contracts to mid- market buyers • Implications for utilities as their customers go straight to the source • How long will this uptick in PPAs last? • Is there an appetite for PPAs from the rise in digital infrastructure? Or is this more of a "bring your own load" situation? ***Juliet Wallace, Senior Director, Infrastructure Group Sumitomo Corporation of Americas*** ***Bruce Thompson, Director, Origination, Lendlease Energy Development*** ***Jennifer Goodwillie, Director, Development, Lincoln Clean energy*** ***Moderator: Maura Murphy, Senior Content Producer, Proximo***
3:40	**NETWORKING BREAK**

4:10	**ARE WE THERE YET? FINANCING POWER STORAGE** • Battery storage at the utility scale • Outside of batteries, what storage technology (pumped, compressed air, hydrogen) is most attractive for financing? • How long will it take for renewables + storage to get competitive? • Will contracts for energy storage be built into PPA contracts moving forward? • Do you see storage as a central asset (i.e, built alongside power plants) or more beneficial to be built downstream as part of a distributed grid? *Jeremy Goertz, Managing Director, Sun Grid Solutions* *Marek Tadeusz Wolek, VP, Global Strategy and Partnerships, Fluence* *Andy Israelson, Vice President, Business Development, Convergent Energy and Power* *Jason Kahan, Principle, Basalt Infrastructure Partners* *Moderator: Stephen Hug, Partner, Bracewell LLP*
4:50	**SHARK TANK** Join in with industry heavyweights as we discuss this year's hottest issues, stories and innovations in the US Power markets *Pitcher: Stetson Tchividjian, Director of Business Development, D3 Energy LLC* *Pitcher: Joao Metelo, Chief Executive Officer, Principle Power* *Shark: Jorge Camina, Director, Infrastructure Debt, Allianz Global Investors* *Shark: Megan Comisky, Director, Diode Ventures* *Shark: Kerri L. Fox, Managing Director and Market Manager, Project Finance, Silicon Valley Bank*
5:40	**CLOSE OF DAY 1** **NETWORKING DRINKS RECEPTION**

DAY 2 - WEDNESDAY NOVEMBER 20

9:00	**OPENING REMARKS & DAY 1 RECAP**
9:10	***KEYNOTE:*** **CASE STUDY: INNOVATIVE PROJECT FINANCING** *Kevin Smith, Chief Executive Officer, Americas, Lightsource BP*
9:35	**THE CHANGING LANDSCAPE OF FINANCIAL SPONSORS** • Do specialist power funds still have a role, or are generalist funds with deep pockets the way? • Which funds are now specialising in single-asset project development? • Does US power pose any challenges for ESG-conscious LPs? • Is more direct institutional investment likely in the US power sector? • How do funds convince investors they can add value? • We've noticed financial sponsors going higher and higher up the risk curve and even going to earlier stage development - is this a sustainable trend or just brought on by the liquidity of the market? And how long does it last? *Maria Jelescu Dreyfus, Founder and CEO, Ardinall Investment Management LP* *Nazar Massouh, CEO Co-Founder, and Managing Partner, Orion Energy Partners* *Josh Bellet, Vice President, Ares Management* *Daniel Fuchs, Director, BlackRock* *Moderator: Kaam Sahely, Partner, Energy Transactions & Projects, Vinson & Elkins*
10:15	**CREATE TO MITIGATE: HAVE YOU DEVELOPED THE BEST CREDIT ENHANCEMENT?** • Strengths and weaknesses of using data to support risk mitigation tools • Do we have an erosion of credit terms and conditions because of the inherently heavy back end risk? • Opportunities for portfolio-level enhancement - scaling from project level • Does direct debt enhancement (partial/total guarantees) have a future? • What additional risk mitigation tools might offshore wind require? *Andrew Ehrlickman, Senior Associate, Infrastructure Investments, Brookfield Asset Management* *Thomas Murray, Managing Director, Head of Infrastructure Credit, I Squared Capital* *Becca Glazer, Senior Director - Structured Finance, Sol Systems* *Moderator: Jorge Rodriguez, Managing Director, Head of Debt Capital Markets, Marathon Capital*

10:55	**NETWORKING BREAK**
11:30	**ROUNDTABLE WORKSHOPS** Three different 25 minute roundtable discussions - our facilitators will move from table to table after the time is up to allow everyone to engage directly on the topics
WORKSHOP 1	**(WIND) FARM TO TABLE: BYPASSING THE TRADITIONAL GRID** ***Leandro Alves, President & COO, WindHQ, Falvez Energy***
WORKSHOP 2	**BEYOND RENEWABLES: ALTERNATIVE GENERATION IN THE US** In this workshop we explore the financing options and tools for alternative power across the states, and the appetite for future expansion. ***John Lushetsky, Senior Advisor, Loan Programs Office, US Department of Energy***
WORKSHOP 3	**OPPORTUNITY ZONES AND SOLAR DEVELOPMENT** Low-carbon projects often tick all the boxes needed to unlock funding in Opportunity Zones, giving renewables developers their own advantage for huge investments. • How can developers take advantage of these zones? • What is needed to qualify to build? • Why haven't more investors taken advantage of this already? ***Jon Bonanno, CXO, New Energy Nexus***
	FINDINGS PANEL
12:50	**CLOSING REMARKS** **CLOSE DAY 2, END OF CONFERENCE**

Register Today

(and avoid disappointment!)

Standard Rate
$1,695

CLICK HERE TO REGISTER

Meet The Team

Maura Murphy

Speak to Maura about speaking slots, corporate passes and our spectacular agenda.

maura.murphy@proximoinfra.com

Jake Presley

Looking to sponsor or bring your whole team? Ask Jake about the best possible group bookings.

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David Samuel

Looking to sponsor or bring your whole team? You can also ask Dave about the best possible group bookings.

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Gary Coates

For logistics, accommodation and Austin know-how, get in touch with Gary.

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We all look forward to seeing you in Austin!