

Registration and Networking

08:15 – 08:55	Registration and Networking
09:00 – 09:15	Opening Remarks - Post Paris: The Role of Solar in Combating Climate Change and How We Can Deploy this Global Initiative in MENA - H.E. Dr. Nasser Saidi, Chairman, Clean Energy Business Council
09:15 – 09:30	Keynote Address - H.E. Ahmed Buti Al Muhairbi, Secretary General, Dubai Supreme Council of Energy
09:30 – 10:00	MENA Market Outlook
	4 Things Transforming the Energy Sector Presenter: Seb Henbest, Director Europe and Middle East, Bloomberg New Energy Finance
10:00 – 11:00	What's Next for Utility Scale Solar – What Does the Future Look Like for MENA?
10:00 – 10:30	Saudi Arabia Utility-Scale Solar and Wind Plans: KSA's Renewable Energy Strategy The Kingdom's projects, programs and future developments, regulatory framework and government propositions
10:30 – 11:00	Oman's Clean Energy Program Overview of Oman's national strategy for renewable energy development, current schemes and future plans. Presenter: Qais Saud Al Zawkani, Executive Director, Authority for Electricity Regulation, Oman
11:00 – 11:15	NETWORKING BREAK
11:15 – 13:00	Utility Scale Solar in the MENA Region – The Story So Far and Lessons Learned
11:15 – 12:00	Increasing Deployment of CSP in MENA and the Role of Energy Storage Thermal Energy Storage Applications (TES) Molten Salt Energy Storage Technology Electrical Storage Panelists: Michael Geyer, Managing Director Abengoa Solar & Director Business Development Europe & Africa, Abengoa Driss Berraho, Business Development Manager, ACWA Power Xavier Lara, Executive Director Construction and Services Business Unit, Empresarios Agrupados Dr. Steven Griffiths, Vice President for Research, Masdar Moderator: Michael Geyer, Managing Director Solar & Director Business Development Europe & Africa, Abengoa
12:00 – 12:30	What are the Challenges in Financing Utility Scale Solar Projects: Case Study of CSP versus PV Overview and analysis of financing utility scale solar and the key differences and challenges between financing CSP and PV projects. This session considers two projects in play - Morocco's Noor Ouarzazate Solar Plant (CSP) and Phase 2 of Dubai's Mohammed bin Rashid Al Maktoum Solar Plant (PV). Presenter: Thierry Tardy, Executive Director Acquisitions & Project Finance, ACWA Power
12:30 – 13:00	Jordan: Review of the Economics Around Net Metering and Wheeling Projects in Jordan and the Value of Storage Presenter: Hanna Zaghloul, Chief Executive Officer Energy, Water, Environment, Kawar Energy
13:00 – 14:00	NETWORKING LUNCH
14:00 – 15:00	Accelerating Project Implementation for Distributed Solar in the Residential, Commercial & Industrial Sectors

What are the short-term/long-term benefits to owners? Can tenants benefit as well? What are commercial and industrial offtakers looking for, key concerns, what will project portfolio debt financing parties expect to see? How to assess offtaker credit? How to mitigate offtaker credit?

Contract standardization - what are the implications for portfolio financings involving debt from commercial lenders?

Solar Generation Models: PPA vs lease vs loan | Term and Savings | Liabilities and Termination | Utility Interaction

What can banks & financial institutions in the region learn from the way distributed generation has been financed in other regions? What role can other financing mechanisms (e.g. crowd funding) play for distributed solar generation?

What regulatory mechanisms could work for scaling up distributed solar and storage in MENA and how can these be shaped to maximize value for the stakeholders and the grid?

Panelists

H.E. Dr. Maher Matalka, Managing Partner, **Consultus**, and Chairman, **EDAMA, Jordan**

Ivano Ianelli, CEO, **Dubai Carbon Centre of Excellence**

Armando Dominion, Sr Manager - Regulation, **Dubai Electricity & Water Authority (DEWA)** (TBC)

Daniel Zywietz, Founder & CEO, **Enerwhere**

Moderator: Marc Norman, Senior Associate, **Chadbourne & Parke**

15:00 – 15:45 Accessing Affordable Finance for Solar – Securing a Low Carbon Future

Access to affordable finance remains an important challenge for both developed and developing country solar industries and supportive policies and government incentives are crucial to maintain momentum. What are the policy and regulatory gaps and what needs to be done to ensure stable growth in investment and policy incentives that can change as the market becomes increasingly independent and self-sustaining.

Increasing renewable energy uptake through public funding to mobilise private investment - what strategies are needed to mobilise private investment and close the power sector investment gap.

Panelists

Representative, EFG Hermes (TBC)

Umer Ahmad, Head of Project & Infrastructure Finance, Deloitte Middle East

Frank Wouters, Director, EU-GCC Clean Energy Network

Jaikishin Asnani, Investment Officer IFC – World Bank Group

Moderator: Nathan Weatherstone, Executive Director - Head of Sustainable Business, National Bank of Abu Dhabi

15:45 – 16:30 Phasing Out Subsidies and How Solar Can Benefit from Development in a Subsidy Free Environment

Review of the commitments in the MENA region to phase out subsidies and how solar (particularly PV) can benefit from development in a subsidy free environment.

Analysis of the real cost of power, the levels of subsidies in the region and how solar PV (and other RE) could take off if these are phased out.

Panelists:

Graeme Sims, Executive Director, Regulatory Services Bureau Dubai

Stephane Le Gentil, CEO, Wattaqa

Jeremy Crane, Founder & CEO, Yellow Door Energy

Sami Khoreibi, CEO, Enviromena

Dominic Holt, Director, PwC

Moderator: Mhairi Main Garcia, Counsel, Ashurst

16:30 – 17:00 Energy Efficiency and ESCO Models: Impact of Increased Electricity/Fuel Pricing Across the GCC

Recommendations for Organizations and Policy Makers – Official Launch of CEBC White Paper

Big changes are taking place regionally with respect to energy price changes. How should organizations and governments react? Are these changes added risk or an opportunity for regional organizations? What are the methods for organizations to best turn the increased prices into an opportunity to save costs.

- Overview of energy efficiency related programmes/policies across the GCC
- Commercial – Status of ESCO markets in the region
- Industrial - ISO 50001 industrial energy management
- Transportation Sector - Impact of energy prices across the region and importance of companies to better manage large fleets
- Residential – Impact of pricing changes across the region
- How to pay for EE projects
- Project Implementation

Presenters:

Charles Blaschke, CEO & Founder, takaSolutions

Ridah Sabouni, Managing Director MENA, Energetics

Jean Pascal Boutin, Partner, Eversheds

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