EMERGING MARKETS FOR U.S. SMART GRID SUPPLIERS AND INVESTORS IN AFRICA, ASIA AND LATIN AMERICA

TUESDAY, MARCH 12, 2019
CONCOURSE MCFADDEN, USAID CONFERENCE CENTER
555 12TH STREET NW, WASHINGTON D.C.
8:30 AM – 1:00 PM
EMERGING MARKETS FOR U.S. SMART GRID SUPPLIERS AND INVESTORS IN AFRICA, ASIA AND LATIN AMERICA

BACKGROUND

Building on a Renewable Energy and Smart Grid Suppliers Forum held in Denver, Colorado in May 2018, the U.S. Agency for International Development is supporting a follow-on forum in Washington, D.C., focused on opportunities for U.S. smart grid, mini-grid, and energy storage suppliers and sources of financing.

The forum will:

- Explore the **emerging markets** in Africa, Asia, and Latin America for U.S. smart grid, mini-grid and energy storage suppliers.
- Examine the most **effective business models** to use to overcome barriers in emerging markets for expanding sales and investments.
- Discuss the strategies and opportunities for U.S. smart grid, mini-grid, and energy storage suppliers to access finance and connect with partners.
- Facilitate **networking** with partners and investors working in the industry.

The forum will focus on market opportunities in developing countries in Africa, Asia, and Latin America. It is organized by the USAID-funded Climate Economic Analysis for Development, Investment and Resilience (CEADIR) Activity implemented by Crown Agents-USA and Abt Associates in conjunction with the Sharing Environment and Energy Knowledge (SEEK) contract implemented by Training Resources Groups, Inc.

AGENDA

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Title</th>
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<tbody>
<tr>
<td>8:30</td>
<td>REGISTRATION AND COFFEE</td>
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<td>9:00</td>
<td>WELCOME AND OPENING REMARKS</td>
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<td></td>
<td>Matthew Ogonowski, USAID Bureau for Economic Growth, Education and Environment (E3) Global Climate Change Office</td>
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<td>Mikell O’Mealy, Event Moderator, CEADIR</td>
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<tr>
<td>9:10</td>
<td>EMERGING MARKETS FOR U.S. SMART GRID SUPPLIERS: REGIONAL AND MAJOR COUNTRY TRENDS</td>
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<td>Ethan Zindler, Head of Americas at Bloomberg New Energy Finance, will provide a context-setting presentation on the latest market trends for U.S. smart grid suppliers and investors in developing countries in Africa, Asia and Latin America.</td>
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<td>Time</td>
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<tr>
<td>9:30</td>
<td><strong>TURNING CHALLENGES INTO OPPORTUNITIES: OVERCOMING BARRIERS TO EXPAND SALES</strong></td>
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<td><strong>AND INVESTMENT</strong></td>
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<td>Industry experts will share insights on challenges encountered by U.S. smart grid, mini-grid, and energy storage suppliers in developing countries in Africa, Asia and Latin America, effective business models to overcome barriers, and emerging markets for expanding sales and investment. Speakers include:</td>
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<td>• John McDonald, <em>Smart Grid Business Development Leader, GE Grid Solutions</em></td>
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<td>• Lara Olsen, <em>Head of Business Development &amp; Industrial Products, Tesla Energy</em></td>
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<td>• Arthur Jacquiau-Chamski, <em>Chief Operating Officer, SparkMeter</em></td>
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<td>• Kiran Kumaraswamy, <em>Vice President, Market Applications, Fluence</em></td>
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<td>• <strong>Moderator:</strong> Victoria Gunderson, <em>International Trade Specialist, U.S. Department of Commerce, International Trade Administration</em></td>
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<td>10:30</td>
<td><strong>NETWORKING AND COFFEE BREAK</strong></td>
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<td>10:45</td>
<td><strong>ACCESSING FINANCE AND PARTNERS IN KEY MARKETS</strong></td>
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<td>Representatives from financial institutions, investment firms, and utility associations will discuss strategies and opportunities for U.S. smart grid suppliers to access finance and connect with partners in emerging markets in Africa, Asia and Latin America. Speakers include:</td>
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<td>• Jimmy Pannett, <em>Energy Specialist, World Bank</em></td>
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<td>• Bart Edes, <em>Representative, North America Representative Office, Asian Development Bank</em></td>
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<td>• Emily McAteer, <em>CEO, Odyssey Energy Solutions</em></td>
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<td>• Nadia Rhazi Khawar, <em>Global Energy Group Manager, Overseas Private Investment Corporation</em></td>
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<td>• Daniel Noll, <em>Senior Manager, International Program, Edison Electric Institute</em></td>
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<td>• <strong>Moderator:</strong> Nadia Scharen-Guivel, <em>CEADIR</em></td>
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<td>11:45</td>
<td><strong>INDUSTRY AND PARTNER NETWORKING</strong></td>
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<td>Participants will rotate among tables with featured speakers representing countries in Africa, Asia and Latin America that are investing in grid modernization; engineering, procurement and construction (EPC) firms that are leading utility-scale projects in these markets; and U.S. Government agencies working with partners in these markets. Remarks from speakers will be followed by discussion and networking in small groups. Speakers include:</td>
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<td>• Héctor Castro Vizcarra, <em>Former Minister for Energy Affairs at the Embassy of Mexico in the U.S.</em></td>
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<td>• Guillermo Malpica Soto, <em>Director of Trade and NAFTA Office, Ministry of Economy, Embassy of Mexico to the U.S.</em></td>
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<td>• Matias Ignacio Pinto Pimentel, <em>Trade Commissioner and Head of the Economic Department, Embassy of Chile in the U.S.</em></td>
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<td>• Arunish Chawla, <em>Economic Minister, Embassy of India</em></td>
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<td>• Manuela Valencia, <em>Investment and Cooperation Advisor, ProColombia</em></td>
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<td>• William Pott, <em>Senior Project Manager, POWER Engineers</em></td>
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<td>• John McDonald, <em>Smart Grid Business Development Leader, GE Grid Solutions</em></td>
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<td>• David Riposo, <em>Implementation Manager, U.S. Trade and Development Agency; Anna Aguilera, Assistant General Counsel, U.S. Trade and Development Agency; María Hilda Rivera, Energy Advisor, Power Africa</em>; and Raul Flores, <em>Private Enterprise Officer and USTDA Liaison, Power Africa</em></td>
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<td>• Nadia Scharen-Guivel, <em>CEADIR, discussing gender considerations in emerging markets</em></td>
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<td>12:45</td>
<td><strong>KEY TAKEAWAYS AND CLOSING REMARKS</strong></td>
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<td>Mikell O’Mealy, <em>Event Moderator, CEADIR</em></td>
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SPEAKERS

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Mikell O’Mealy  
CEADIR

Additional information available online at https://www.sgforum2019.com/speakers