

The Philippines Energy and Infrastructure Finance Forum 2016

7th September 2016 | Fairmont Makati, Manila

*The first dedicated event under
the new government examining the future of infrastructure*

Key speakers confirmed



Hon Ernesto Pernia
Socio-economic Planning
Secretary and NEDA
Director-General
Republic of the Philippines



Frank Thiel
General Manager
San Buenaventura Power Ltd. Co.
& Managing Director
Quezon Power Philippines Ltd



Robert John L. Sobrepeña
Chairman
MRT Holdings, Inc.



Roel A. Refran
SVP, Chief Operating Officer
The Philippine
Stock Exchange, Inc.



Rodrigo E Franco
President & CEO
Metro Pacific Tollways
Corporation (MPTC)



J.V. Emmanuel de Dios
Chief Executive Officer
GE Philippines

Supporting organizations:



Media Partners:



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There are exciting times ahead for the Philippines' infrastructure market. Along with a new administration, there is promising build-up in the pipeline of ready to be procured PPP projects. There is also huge anticipation of the new PPP scheme that should minimize risks to investors and make joint ventures more transparent. The traditionally dominant local bank and developer market will simply not have the capacity to finance and construct all of these projects.

This changing Philippines landscape may herald the region's greatest opportunity for overseas lenders and developers to generate significant new business whilst helping the country realize its infrastructure ambitions and targets.

2015's USD financing of the Limay coal-fired power plant project and the likelihood of foreign bank involvement in the upcoming Galax road PPP project is just the beginning. What other infrastructure opportunities will the future bring to overseas lenders and developers? And what do you need to know in order to win a share of this market?

Join this conference in September to discover the answers.

08.15 Registration and refreshments

09.00 Chairman's opening remarks

09.10 Keynote address: The new government's plans for infrastructure development in the Philippines



Hon Ernesto Pernia, Socio-economic Planning Secretary and NEDA Director-General, Republic of the Philippines

09.30 Understand what's required to meet the Philippines' ambitious infrastructure needs

- What has been achieved to date, and what are the country's needs over the six-year life of the new administration?
- What's in the pipeline and what needs to be added to it?
- What are opportunities for foreign participation and what are the impediments?
- How will the new government address the 40% rule on foreign ownership of SPVs?



John Walker AM, Executive Chairman Infrastructure, Utilities and Renewables, Asia, Macquarie Capital



Moderator: **Mia Tahara-Stubbs**, Senior Reporter, Asia-Pacific, IJGlobal

10.20 Explore what the future holds for the Philippines' PPP programme

- What PPP Act amendments introduced by Aquino's cabinet will be taken forward by the new administration and what will be cast aside?
- If implemented, what implications would a recently proposed "hybrid" type of PPP have on private sector participation?
- In which sectors and from which regions will new projects emerge?
- How would the introduction of PPP equity securities impact financing?



Roel A. Refran, SVP, Chief Operating Officer, The Philippine Stock Exchange, Inc.



Robert John L. Sobrepeña, Chairman, MRT Holdings, Inc



Ferdinand Pecson, Executive Director, Public-Private Partnership Center of the Philippines



Moderator: **Dean Van Drasek**, Executive Director, Arch Advisory Limited

11.10 Morning refreshments and networking break

11.40 Examine the appetite of domestic and foreign lenders for infrastructure projects

- What level of currency risks are lenders willing to accept and how can they be mitigated?
- What challenges and opportunities are presented by domestic banks' evolving limit & liquidity positions?
- What will attract more international bank participation and is the Limay coal-fired power plant project the template for further involvement of foreign banks in infrastructure deals?
- What role should DFIs and ECAs play given the abundant liquidity in the local bank market?
- How was the Tiwi-Makban Geothermal Complex project – the first project bond refinancing since 1996 – put together and what model does it provide for the Philippines or broader Asia Pacific project bond market?



Kiyoshi Nishimura, Chief Executive Officer, Credit Guarantee and Investment Facility (CGIF)



Richard Pearson, Business Development Officer – Asia-Pacific, Export-Import Bank of the United States*



Frédéric Thomas, Senior Investment Specialist, Private Sector Operations Department, ADB

12.30 Explore what developers and investors are looking for when bidding for infrastructure projects

- What does it take to make projects bankable and what role can ECA financing play?
- How can challenges like land acquisition and a lack of government guarantees be addressed?
- What technical expertise and technology can be found domestically and what needs to be imported?
- Where are the opportunities for collaboration between domestic and foreign developers and investors both in the Philippines and beyond?



Hans-Martin Aerts, Managing Director, Head of Infrastructure Investments, Asia Pacific, APG Asset Management Asia



Wilfredo "Wolf" Bacareza, President, Philippines, Infunde Development Pte. Ltd.



Timothy Koo, Investment Director, Asia, H.R.L. Morrison & Co



Moderator: **Allard M. Nooy**, CEO, InfraCo Asia

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13.30 Lunch

POWER



14.40 Case study: San Buenaventura power project

- What lessons can be learnt from the success of this project?



Frank Thiel, General Manager, **San Buenaventura Power Ltd. Co.** & Managing Director, **Quezon Power Philippines Ltd**

15.10 Opportunities and challenges in the conventional power sector

- How to mitigate bankability issues for offtake agreements with entities other than Meralco?
- What has been accomplished in creating a wholesale market for power projects?
- Are LNG/gas-fired power plants the solution to environmental concerns surrounding coal-fired power generation?
- How can the Philippines secure a stable LNG supply?
- Where do the opportunities lie for developing new LNG regasification terminals?



Anthony Becker, President and COO, **GN Power Ltd. Co.**



Gerald M. Lotilla, **Next Power Consortium, Inc.**



Moderator: **Edward McCartin**, Director, **Asia Greentech Pte Ltd.**

INFRASTRUCTURE



14.40 Case study: Mactan-Cebu airport project

- Why was this such a successfully implemented PPP project?
- How can other deals follow this example?



Gwen de Vera, Partner, **PJS Law**

15.10 Collaborative opportunities for domestic and foreign developers in airport and port projects

- What is the outlook for developing ports and airports through PPP schemes?
- How commercially viable are the pipeline port and airport projects?
- What will the bidding process for regional airports' operation and maintenance contracts look like?



Marianne Hontiveros, Chairperson, **Philippines AirAsia**

16.00 Coffee and networking break

16.30 The renewables sector as part of the energy mix

- What level of interest has the threshold increase for solar projects generated?
- How is the Philippines leveraging its vast geothermal potential?
- What refinancing opportunities are available via capital markets?
- How do developers address the challenge of awarding feed-in tariff contracts on a 'first come first serve' basis?



J.V. Emmanuel de Dios, Chief Executive Officer, **GE Philippines**



Edgare Kerkwijk, Managing Director, **Asia Green Capital Partners**



Tom Teehan, CEO, **SOLREV Energy, Inc.**



Moderator: **Geoffrey Tan**, Managing Director, **Asia Pacific, Overseas Private Investment Corporation**

16.30 Maximizing opportunities in roads and railways

- What is the likelihood of foreign banks financing the Calax road PPP project? What other projects might follow?
- Private sector and government collaboration – how can viability gap funding and permitting procedures be improved?
- What needs to be understood about the availability of minimum revenue guarantees in the Philippines?
- What is the level of overseas interest in bidding for the 653km PPP North to South railway?



Rodrigo E Franco, President & CEO, **Metro Pacific Tollways Corporation (MPTC)**



Myra C. Reinoso, Chief Financial Officer, **Private Infra Development Corporation**

17.20 Closing remarks followed by cocktail reception

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