



**PROXIMO**

# CHILE: FINANCING THE TRANSITION IN ENERGY AND INFRASTRUCTURE

Virtual Executive Business Meeting

June 30th 2021

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# CHILE: FINANCING THE TRANSITION IN ENERGY AND INFRASTRUCTURE

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June 30th 2021

*Hosted on the Proximo's Virtual Event Platform - Kujenga*

Chile has long led Latin America in infrastructure procurement, and is now set to lead the region in facilitating the energy transition. It boasts a 25-year history of project finance, proven concession structures, and has attracted record-low bids on renewable energy procurements. It combines vibrant local bank and capital markets with strong interests from overseas banks and investors.

The country has faced recent challenges in making infrastructure more responsive to popular priorities, and the demands of decarbonisation will be immense. But Chile's strong recent track record in project finance means it is still the market to watch. Big-name financial and strategic sponsors are still very active in the country, and Chile is still developing new and promising financing structures.

**Join this virtual business meeting on June 30th** to discuss pressing issues for developers, sponsors and lenders active in the country's infrastructure finance market, and future procurement and financing opportunities.

## KEY ATTENDEES WILL INCLUDE

- Relevant government personnel
- Renewable energy and transportation developers
- Generalist and specialist financial investors
- DFIs and ECAs active in supporting transactions
- Local pension funds and insurance companies
- Local banks
- International commercial banks

To find out more about sponsoring this meeting please email

[david.samuel@proximoinfra.com](mailto:david.samuel@proximoinfra.com)

# AGENDA

*All times are Eastern Standard Time (EST)*

9.30 AM	<p><b>Keynote address - A new contract and new infrastructure priorities</b></p> <ul style="list-style-type: none"> <li>• What a new social contract will mean for the provision and funding of infrastructure in Chile</li> <li>• What opportunities will exist for private capital (domestic and international), and should investors' return expectations be adjusted?</li> <li>• How the energy transition in Chile will affect existing and future investors and lenders in the power and transportation sectors?</li> <li>• The focus of future procurement - regions, assets and structures</li> </ul>
10.00 AM	<p><b>Renewables developers - From winning the bid to building a business</b></p> <ul style="list-style-type: none"> <li>• As Chile's renewables market matures, how important is competitive financing to winning bids?</li> <li>• What is the outlook for M&amp;A activity in the sector?</li> <li>• What impact, if any, has Chile's tariff stabilisation process had on renewables development?</li> <li>• What are the main institutional obstacles to faster renewables development, and can they be easily mitigated?</li> <li>• What role will corporate offtakers continue to play in the sector?</li> <li>• How central on an ongoing basis will DFIs be to the renewables in Chile?</li> <li>• Is Chile's regulatory environment supportive enough of storage development and financing?</li> </ul> <p><b>Bettina Winstel</b>, Director - Energy, Resources and Infrastructure, <b>BNP Paribas</b>  <b>Chris Ryan</b>, Mainstream Renewable Capital  <b>Andrew Ellenbogen</b>, Managing Director, <b>EIG</b>  <b>Felipe Novoa</b>, Head of Business Development for the Andean Region, <b>Solarpack</b>  <b>Alfredo Solar</b>, General Manager - Chile, <b>Atlas Renewable Energy</b>  <b>Moderator: Alexandro Padres</b>, Partner and Head of the Latin America Affinity Group, <b>Shearman &amp; Sterling</b></p>
10.45 AM	<p><b>Transport developers - Evolving and adapting in an age of decarbonisation</b></p> <ul style="list-style-type: none"> <li>• What opportunities are there likely to be to develop and finance low-carbon transport assets in Chile?</li> <li>• Should toll road investors and lenders be worried about the long-term health of their assets, given the push to decarbonise and social and political pressures?</li> <li>• Has there been a shift in lender perceptions towards transport assets during the pandemic?</li> <li>• Who are the natural long-term owners of transport assets? Local or international players?</li> <li>• What will the greenfield opportunities in the sector look like?</li> </ul> <p><b>Anthony Hadley</b>, Principal - Infrastructure Equity, <b>AMP Capital</b>  <b>Emilio Andrade</b>, Director, <b>Ardian</b>  <b>Sergio Merino</b>, Portfolio Manager - Infrastructure, <b>Frontal Trust</b>  <b>Simone Tripepi</b>, Head of EnelX LatAm, <b>EnelX</b>  <b>Moderator: Carlos Silva</b>, Partner, <b>Morales &amp; Besa</b></p>
11.30 AM	<b>STRETCH BREAK</b>
11.40 AM	<p><b>Debt markets - Does Chile still lead the region in capital markets financing?</b></p> <ul style="list-style-type: none"> <li>• What are global bond investor perceptions of Chile like at present?</li> <li>• How influential could the electricity receivables structure be in other sectors in Chile and elsewhere in the region?</li> <li>• What opportunities are there to refinance generating and toll road portfolios in the bond market?</li> <li>• Has there been a blurring of roles between banks and institutional investors in Chile's local currency debt markets?</li> </ul> <p><b>Jean-Valery Patin</b>, Managing Director and Co-Head of Energy, Resources &amp; Infrastructure - Americas, <b>BNP Paribas</b>  <b>Paul David</b>, Head of Americas - Infrastructure Debt, <b>BNP Paribas</b>  <b>Moderator: Tom Nelthorpe</b>, Contributing Editor, <b>Proximo</b></p>
12.10 PM	<p><b>Networking &amp; Idea Labs</b></p>
	<div> <p><b>Renewables:</b></p> <ul style="list-style-type: none"> <li>• Are Chilean banks now the most competitive source of debt financing for infrastructure?</li> <li>• What new or existing sources of debt could contribute more in Chilean infrastructure?</li> <li>• Are there still promising acquisition opportunities in energy and infrastructure?</li> <li>• What new assets might Chile have to bring to market in the near future?</li> </ul> </div> <div> <p><b>Transport:</b></p> <ul style="list-style-type: none"> <li>• Is Chile still the safest destination for infrastructure investment in Latin America?</li> <li>• Will it be hard for developers to keep offering competitive bids without further changes to the country's regulatory framework?</li> <li>• Will the country have to change its approach to transport procurement?</li> <li>• What is the biggest risk to the health of the market over the next two years?</li> </ul> </div>
1.00 PM	<b>Close of Event</b>