

# Private Power in Central America

Economic and Regulatory Environment, Development and Funding Strategies,  
Portfolio Diversity

June 11–12, 2009 • Real InterContinental Guatemala • Guatemala City, Guatemala

## Gain Insights from Regional and International Industry Leaders:

Luis Perez, AES Nejapa Gas, Ltda

Vera A. Rechsteiner, Andrews Kurth LLP

Richard A. Lammers, Arctas Capital Group, Ltd.

Santiago Garcia, Citibank

Jaime Contreras,

Comisión Ejecutiva Hidroeléctrica del Río Lempa (CEL)

Roberto Duque-Ruiz,

Comisión Federal De Electricidad (CFE) (Mexico)

Carlos Eduardo Colom Bickford,

Comisión Nacional de Energía Eléctrica (CNEE)

Juan Carlos Posada,

Consejo de Electrificación de América Central (CEAC)

Mario Alvarado,

Costa Rican Association of Power Producers (ACOPE)

John D. Carter, Duke Energy International

Ezequiel Galdámez Fuerte,

Empresa Propietaria de la Red, S.A.

Elsia Esther Paz Macias,

Federación de Energía Renovable para Centroamérica y El Caribe (FERCCA)

Phillippe Delmotte, GdF Suez Energy Central America

Paul York, Globeleq

Arturo Cruz,

Instituto Centroamericano de Administración de Empresas (INCAE)

Jean Marc Aboussouan,

Inter-American Development Bank

Gabriel Goldschmidt,

International Finance Corporation

Luis Mauricio Membreño Guzmán,

Inversiones Columa, S.A. de C.V.

Jay D. Gallegos, Mesoamerica Energy

Ton Nijenstein,

Netherland Development Finance Company (FMO)

Tom Ogrzyzlo, Polaris Geothermal Inc.

Teófilo De La Torre, Proyecto SIEPAC

Juan A. B. Belt,

US Agency for International Development (USAID)

Sampo Suvisaari, Wartsila North America, Inc.

## Hear Informed Perspectives on Today's Electric Sector Issues:

- **Impact of the worldwide economic recession** — Energy demand, funding, fuel and equipment sourcing
- **Commodity price outlook and impact** — Key drivers, supply/demand analysis, and subsidies vs. fuel pass-through
- **Regional capacity planning** — Modeling the variables; CEAC's 2009–2023 indicative plan
- **Progress on SIEPAC and MER** — Construction advances, Mexico's interconnection, and harmonization of regulations
- **Renewable development** — Government promotion, incentives, and CER/CO<sub>2</sub> market developments
- **Developing viable projects** — Technology and fuel choice, regulatory environment, investors, off-takers, PPAs, and risk assessment
- **Project funding** — Availability, access, terms, structures, debt-to-equity ratios, interest rates, and guarantees

## Learn Specific Countries' Regulatory and Development Plans:

Guatemala and Costa Rica

## Benefit from Project Experience Gained in 6 Case Studies

- **AES's Nejapa** — Landfill gas
- **CEL's Chaparral and Cimarron** — Hydro
- **Consortio Eólico Amayo** — Wind
- **Duke's DEG** — Coal-fired
- **Mesoamerica's Cerro del Hula** — Wind
- **Polaris's San Jacinto Tizate** — Geothermal

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*“Best conference to find out what is going on in the region; you will not find a better place to do networking with the other participants in the region.”*

— Eduardo de la Guardia, **Inkia Energy** (2008 attendee)

## DAY ONE: Thursday, June 11, 2009

7:15 Conference Registration and Continental Breakfast —

Hosted by:



8:15 Chair's Welcome and Opening Remarks

Sampo Suvisaari, General Manager, Power Plant Sales, Central America, **Wärtsilä North America, Inc.**

## Climate for Power Development — Economics, Commodity Prices, and Politics

8:30 **Impact of the Worldwide Economic Recession on Central America**

- How it is affecting the region and, especially, the energy sector
- Energy demand
- Availability of fuel supply
- Project finance — Loss of liquidity
  - investment in new generation projects on hold — even with long-term PPAs
  - plants already in development stalled; hit a wall with financing
- Supply chain issues — Easier or harder to get equipment?
  - depending on demand
  - depending on suppliers' ability to meet demand, capacity constraints
- Viability of energy companies — Will some be selling assets?

Luis Mauricio Membreño Guzmán, President, **Inversiones Columa, S.A. de C.V.**

9:00 **Commodity Prices — Outlook and Impacts**

- Overview of world energy markets
  - key drivers behind energy price fluctuations
  - 2008 review; looking into 2009 and beyond
- Supply and demand analysis
  - crude and products discussion
  - supply analysis, including OPEC cutting production and its impact
  - demand diminishing with economic crisis
  - supply and demand balance — inventory scorecard
- Lower price of oil — How that changes the landscape
  - switch to interest in renewables and coal when prices are high
  - switch back to oil when prices are low
- Subsidies — Some governments have huge subsidies
  - can't support them
  - need for fuel pass-through — and removal of subsidies

Santiago Garcia, Director Commodities, **LATAM, Citibank**

9:30 **Political/Regulatory Environment for Development**

- Political uncertainty — General in the region
- Impact of the economic climate on the political environment
- Political risk — Impact on foreign investment
  - problems with municipal elections in Nicaragua
  - move to the left in El Salvador and Guatemala
- What to expect from the new Administration in the United States

Arturo Cruz, Ph.D., Professor, Political Analysis, **Instituto Centroamericano de Administración de Empresas (INCAE)**

10:00 *Networking & Refreshment Break*

10:30 **Project Funding — Availability and Access**

- Banks building up reserves and waiting to see when the market will hit bottom
- Banks want to take less risk
- Would higher debt to equity ratios (60:40) resolve current risk and funding issues?
- Higher interest rates make it difficult to meet debt service ratio
- Expected guarantees by shareholders/sponsors
- Cash sweep provisions
- Length of terms shorter
- Fewer project finance structures
- Is mezzanine finance an option?
- Sustainable energy projects and mezzanine finance
  - trends in financial and energy markets
  - mezzanine — why and how?
  - which factors to watch
- How are the DFIs/IFIs looking at the region?
- Impact of member countries' economies on multi-laterals' funding
- More co-financing among multilaterals to deploy capital
- Guidelines on local content
- How to address capital needs when many Central American projects can't access US financial markets

Moderator: Vera A. Rechsteiner, Partner, **Andrews Kurth LLP**  
Ton Nijenstein, Senior Investment Officer,  
**Netherland Development Finance Company (FMO)**

Gabriel Goldschmidt, Manager of Infrastructure for Latin America and the Caribbean,  
**International Finance Corporation (IFC)**

Jean Marc Aboussouan, Chief, Infrastructure Division,  
Structured and Corporate Finance Department,  
**Inter-American Development Bank (IDB)**

12:00 *Luncheon — Hosted by:*



## Planning and Strategies for Electric Sector Development

1:15 **Energy Sector Planning in the Context of Volatile Prices and Global Climate Change Initiatives**

- Energy planning using the MARKAL model
- Hydrocarbon prices and power generation costs
- Dealing with recent multiple challenges
  - volatility in the price of oil and other hydrocarbons
  - global financial crisis
- USG/USAID role
  - reform/regulatory strengthening
  - renewables
  - energy efficiency
  - demand side management
  - regional trade (SIEPAC)

Juan A. B. Belt, Director, Office of Infrastructure and Engineering, Bureau for Economic Growth, Agriculture, & Trade, **US Agency for International Development (USAID)**

To register call toll-free 866-355-2930 (781-430-2100 outside the US) or fax 781-430-2101.

1:45 **Indicative Regional Plan for Expansion of Generation 2009–2023**

The Indicative Regional Generation Plan analyzes and compares the ideal sequence of entry of different available generation plants in the region, considering technological options and both renewable and non-renewable sources. Stages are established based on prices of fuels, changes in demand, extra-regional electrical interconnections, and limitations to project candidates. The audience will observe the impact of the following factors in the expansion of electricity generation in Central America:

- Prices of fossil fuels
- Growth of the demand for electricity
- Electrical interconnection with Mexico and Colombia
- The development of hydroelectric projects

*Juan Carlos Posada, Secretario Ejecutivo, Consejo de Electrificación de America Central (CEAC)*

- Fuel choice — A major consideration
  - price considerations
  - balancing the portfolio — heavy fuel, gas, coal, wind, hydro, etc. — reduces risk
- Environmental requirements

*Philippe Delmotte, Chief Executive Officer, GdF Suez Energy Central America*

2:15 **Renewable Energy — Diversifying the Power Generation Matrix**

- How are governments supporting renewables?
  - what are the development incentives?
  - why not promote renewables more aggressively?
  - why not invite Public/Private Partnerships (PPPs)?
  - are regulatory changes needed to provide support?
- Governments promoting hydro
  - smaller projects getting done
  - how can projects more than 20MW be encouraged?
- How can other renewables be encouraged?
- How will the region become carbon neutral?
  - CER/CO<sub>2</sub> market developments
  - Kyoto and its successor regime — which impacts are to be expected?

*Elsia Esther Paz Macias, President, Federación de Energía Renovable para Centroamerica y El Caribe (F.E.R.C.C.A.)*

4:15 **Thermal Projects in Construction — Duke’s DEG Coal Plant, Guatemala**

This presentation examines the thermal project currently under construction in Guatemala. Specific topics include moving a previously owned unit to Guatemala from the United States and considerations necessary for such a move.

- Determine special considerations for changes in climate
- How to organize for success
- EPC considerations for limited experience contractors
- Refurbishment of previously owned equipment
- Training and startup
- How to maintain the schedule
- Developing PPAs

*John D. Carter, Managing Director, Project Execution, Duke Energy International*



4:45 *Close of Day One*

2:45 *Networking & Refreshment Break*

3:15 **Prioritizing Investments in a Challenging Financial Environment — Main Criteria for Selecting Viable Projects**

- Sound technology — Environmental considerations
- Reduction of risks — Need for bankable PPAs, project size, and fuel availability and pricing
- Healthy regulatory environment and economic parameters
- Need for sound off-takers — Reduced number of players on the distribution side introduces additional challenges
- Valuation challenges with commodity prices and carbon credits
- Other issues — Achievable COD dates, reasonable penalties and risk sharing, and new WB Environmental Guidelines for development of generation projects

*Paul York, Vice President, Americas, Globeleq*

3:45 **Developing a Viable Project — Investors, Costs, and Risks**

- Need for strong investors
- Need to integrate risk in assessment and return
- Insurance requirements
  - business continuity clauses
  - earthquake affected two big projects in Costa Rica

4:45–5:45

**Cocktail Networking Reception**



Hosted by:



**DAY TWO: Friday, June 12, 2009**

7:45 *Continental Breakfast — Hosted by:*



8:15 *Chair’s Review of Day One*

*Sampo Suvisaari, General Manager, Power Plant Sales, Central America, Wärtsilä North America, Inc.*

**Country-by-Country — Regulations and Plans for Generation and Transmission**

8:30 **Plans for Electricity Transmission and Generation Projects in Guatemala**

According to the Electricity Transmission Power Plan developed by CNEE, several projects will be constructed in Guatemala, valued at more than US\$500 million. In the year 2009, CNEE will accomplish at least one tender for the supply of electricity (300MW).

- Guatemala’s electricity transmission power plan 2008–2018
- Construction of more than 1300km of transmission lines by 2015

- Opportunities for investment in electricity transmission projects
- Auction mechanisms being developed in Guatemala
- Plans for development of new electricity generation projects
- Plans for small renewable power plants

*Carlos Eduardo Colom Bickford, Presidente,  
Comisión Nacional de Energía Eléctrica (CNEE)*

#### 9:00 **Costa Rica's Regulations**

- New legal framework for hydro concessions approved in the Assembly
  - because of repeal of law 258, it was unclear who has the right to grant concessions
  - PPAs were not being renewed
  - framework was necessary to guarantee the water rights of new PPAs
- Space and alternatives of 7200 law
  - BOO in Chapter 1
  - BOT in Chapter 2
  - tariff definition
  - contract's structure
- Bills related to the electric sector

*Mario Alvarado, Executive Director,  
Costa Rican Association of Power Producers (ACOPE)*

- Nejapa landfill gas project
  - project general description
  - coordination of gas collection and landfill operations
  - historical production of the Nejapa project
  - forecast for Certified Emission Reduction (CER)
    - municipalities and their waste volume for disposal
    - Central American Landfill Gas Model
    - CERs forecast
  - current operations
    - methane gas production from landfill waste
    - process of collection and destruction of methane gas
  - future operations
    - power generation process
    - equipment/technology to be used
    - status of power generation project
- Benefits of LFG collection and LFG energy
  - electricity service improvements
  - direct GHG emission reduction
  - other benefits

*Luis Perez, Business Manager, AES Nejapa Gas, Ltda*

#### 11:00 **Polaris Geothermal's San Jacinto Tizate Concession in Nicaragua**

Polaris Energy Nicaragua S.A. (PENSA), a subsidiary of Polaris Geothermal Inc., is currently developing the San Jacinto Tizate (SJT) geothermal power project. PENSA commenced operations in June 2005, is currently operating at 10MW, and expanding to 34MW, then to 72MW. SKM, our technical consultant, has reported that SJT field is estimated with 90% probability at 203MW of energy. PENSA has a 72MW Power Purchase Agreement (PPA) with Disnorte-Dissur (subsidiaries of Unión Fenosa) until 2029. As of April 8th, 2006, PGI was registered with the UNFCCC to sell carbon credits.

- PGI key stakeholders
- Access to capital market — TSX
- Company's growth in Nicaragua and worldwide
- Geothermal energy and its benefits
- Nicaragua's potential and opportunities
- Project development plan
- PPA important aspects
- Sale of carbon credits
  - first geothermal project
  - first 100,000 tons deliveries completed Q1-2008

*Tom Grzyzlo, President & Chief Executive Officer,  
Polaris Geothermal Inc.*

## Renewable Energy Projects — Case Studies

#### 9:30 **Hydroelectricity in El Salvador**

Learn about the different players in electricity generation in El Salvador, especially the hydroelectric sector and the future development of hydroelectric projects El Chaparral and El Cimarron.

- Examine electricity generation in El Salvador
- Generation retained by GOES
- Describe the current hydroelectric central plants
- The feasibility study for the Cimarron Project and design continuation (261MW)
- The Chaparral hydro project construction and schedule (65MW)
- Construction schedule for 2015

*Jaime Contreras, Project Manager,  
Comisión Ejecutiva Hidroeléctrica del Rio Lempa (CEL)*



**CASE  
STUDY**

#### 10:00 *Networking & Refreshment Break*

#### 10:30 **AES Nejapa Landfill Gas Generation Plant Project**

Learn about the operation of the gas collection network from the landfill site and the process for its utilization to produce electricity under the clean development mechanism (CDM).

- Nejapa project acquisition
  - project developers
  - assets and rights acquired
  - stakeholders
- The Kyoto protocol and development of projects under the Clean Development Mechanism
  - Green House Gas (GHG) contribution to global warming
  - general concepts of the Clean Development Mechanism (CDM)
  - UNFCCC certification
  - methodology for monitoring and calculation of emission reduction
  - converting this information into Certified Emission Reduction

**CASE  
STUDY**

#### 11:30 **Cerro del Hula Wind Project — Mesoamerica Energy**

- 100MW wind project in Honduras
- Concession approved by Congress
- 3 years to execute
- Capacity component
- 20 year PPA signed with ENEE

*Jay D. Gallegos, Chief Executive Officer, Mesoamerica Energy*

**CASE  
STUDY**

#### 12:00 **Consorcio Eolico Amayo Project**

- 40MW wind farm in Nicaragua
- \$95 million, 19 turbines
- Local/foreign joint venture — Energia Eolica de Nicaragua, Centrans Energy Services (Guatemala), and Arctas Capital Group (USA)
- CBEI approved \$71 million in financing
- PPA 15 year — Take as delivered contract
- On-line and producing
- CDM approved

*Richard A. Lammers, General Manager,  
Arctas Capital Group, Ltd.*

**CASE  
STUDY**

12:30 Luncheon

## Regional Interconnection and Market Development

### 1:45 **SIEPAC — Preview of Execution and Perspectives on Start-up**

The project will interconnect six countries of Central America electrically by means of a 230 KV transmission line, with an estimated length of 1800 kilometers. The objective of the project is to make more robust and efficient use of the energy resources of the whole region (with preference for renewable resources) by exchanging the surpluses of one country with another, using rules of operation previously approved and known by all the participants in the market.

- Objectives of the SIEPAC project
- Components of the project infrastructure
- Cost of the project
- How the project is financed
- Capacity of energy transmission
- Participating regional and extra-regional countries
- Construction of the project — Participating companies
- Advances in construction
- Parallel projects

*Ezequiel Galdámez Fuerte, Gerente Técnico y Coordinador Sucursal EPR en El Salvador, Empresa Propietaria de la Red, S.A.*

### 2:15 **Mexico's Involvement in SIEPAC and Progress on Interconnections**

- CFE (Mexico) has joined the SIEPAC alliance
  - acquired 11.1% stake
- Mexico/Guatemala interconnections progressing
  - to be completed in second quarter 2009
  - contract allows 120–200MW sales

*Roberto Duque-Ruiz, Coordinator, International Division, Comisión Federal de Electricidad (CFE)*

### 2:45 **Progress on the Electric Regional Market**

- Final legal adjustments to the Treaty have been approved
- Market to start operating under new rules in 2010
- Pending the harmonization of regulations
- Currently, regional regulations cannot supersede local regulations
- Some regulators are not willing to award a PPA to a project in another country
- Issues to be solved for developing regional generation projects
- How is Costa Rica to comply with the Electric Regional Market?

*Teofilo De La Torre, Gerente Unidad Ejecutora, Proyecto SIEPAC*

3:15 *Close of Conference*

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