

# ASIA CLEAN ENERGY FORUM 2016

GEARING UP FOR THE POST-COP 21 ERA OF IMPLEMENTATION

SHOWCASING CLEAN ENERGY INNOVATIONS

Manila, Philippines 6-10 June 2016



WORLD  
RESOURCES  
INSTITUTE

## Deep dive workshop: How corporate demand for green power can support renewable energy markets in Asia.

6 June 2016, Monday, 12:30 – 5:00 PM

6 ADB Avenue, Mandaluyong City 1550, Metro Manila, Philippines

### Overview

This deep dive workshop is an opportunity to explore how corporate demand for renewable energy and their collective buyer power can be leveraged to help build markets for renewable energy in ASEAN countries and bring benefits to other customer classes.

As leading corporations (some of the largest electricity consumers) around the world have embraced the business case for renewable energy and ambitious climate action, they've found themselves facing high transaction costs when sourcing RE. At the same time, RE project developers are having difficulty securing low cost financing and need good credit off-takers for their power. WRI has worked since the early 2000's through corporate buying groups to support efforts to build renewable energy markets and finance RE projects. With partners, in 2016, this work is coalescing into a global Renewable Energy Buyers Alliance

In the United States and India, this partnership provides a range of market making services, from support on power purchase contracts and a marketplace for companies to meet project developers to direct utility collaboration and regulatory and policy guidance. In 2015, this partnership led to over 3 GW of corporate supported renewable energy contracts in the US and over 200 MW of contracts are being negotiated in India. There is interest in expanding this work to China, Indonesia, and other ASEAN markets.

WRI is conducting a deep dive workshop to explore the feasibility, challenges, and opportunities of establishing this partnership across more Asian countries, with a focus on India, Vietnam, Indonesia and China. This deep dive will explore which issues the partnerships should address and how approaches can be developed to create system benefits beyond the corporate purchasers.

#### Key questions to explore in the deep dive:

What can we learn from the experience working with energy users in other markets?

Will this kind of an approach work in the ASEAN region? Why and why not?

What has been tried earlier and what can we build on?

What concerns and challenges will this initiative pose?

# ASIA CLEAN ENERGY FORUM 2016

GEARING UP FOR THE POST-COP 21 ERA OF IMPLEMENTATION

SHOWCASING CLEAN ENERGY INNOVATIONS

Manila, Philippines 6-10 June 2016

## Draft Schedule

Time	Activity
2:00 PM	Speakers will share perspectives from corporates, utilities, financiers and regulators across ASEAN countries on the barriers to scaling renewable energy for large buyers, ideas for solutions, and how this partnership could be designed for impact.
3:00 PM	Speakers will share experiences from the US and India on how the existing partnership has been designed, the impacts it has had, and lessons learned for improving the partnership going forward.
4:00 PM	Moderated discussion on how demand from the private sector could best support an energy transition, and issues to consider by region as renewable energy use increases from the largest customers. Where can this partnership be most effective? What goals should the partnership establish?
5:00 PM	Wrap up and next steps

## Speakers

<p><b>Alexander Perera, Global Director – Charge (WRI’s Electricity Initiative).</b> Alex Perera is the Acting Director of WRI’s Global Energy Program. Alex has over 20 years of experience in energy policy, finance, and corporate energy strategy. Prior to joining WRI, he helped found Bigbelly Solar, a renewable energy company with a mission of developing innovative new solar energy products. Alex has worked with NGOs, financiers, governments, and corporates to develop innovative approaches to sourcing renewable energy.</p>	
<p><b>Alexia Kelley, Partner – Allotrope Capital.</b> Alexia has worked with government, NGOs, philanthropy and private equity on climate change mitigation policy design and implementation for a decade. Her work has spanned emissions trading market design, the international climate negotiations, and low emissions development strategies in developing countries. She holds a B.A. in Planning, Public Policy and Management, a Master of Community and Regional Planning and a Master of Public Administration, from the University of Oregon.</p>	
<p><b>Deepak Krishnan, Manager, Green Power Market Development Group, WRI-India.</b> Deepak is part of WRI’s Energy program and leads the Green Power Market Development Group, India initiative. As part of his responsibility, he has to interact with industrial and commercial users of energy, regulators, renewable energy developers and financiers and try to evolve solutions to encourage greater private investment in renewable energy. Prior to WRI, Deepak has worked with the energy consulting practices of Deloitte and PwC.</p>	

## Contact

# ASIA CLEAN ENERGY FORUM 2016

GEARING UP FOR THE POST-COP 21 ERA OF IMPLEMENTATION

SHOWCASING CLEAN ENERGY INNOVATIONS

Manila, Philippines 6-10 June 2016



Ashok Thanikonda, WRI – [ashok.thanikonda@wri.org](mailto:ashok.thanikonda@wri.org)

Alex Perera, WRI – [aperera@wri.org](mailto:aperera@wri.org)