

## 关于风电场开发融资与保险论坛的邀请

各相关单位：

随着中国风电市场的迅速发展，风电场开发中的涉及的融资与保险问题已经引起广泛关注。为提高中国风电开发商在融资与保险方面的知识与能力，向投资、保险业介绍风电行业的业务，了解学习国际上成功的经验，为中国风电发展融资与保险提供借鉴和参考，中国 - 丹麦风能发展项目办与中国资源综合利用协会可再生能源专业委员会共同主办“风电场开发融资与保险论坛”。论坛将邀请国内外资深专家介绍风电融资和保险方面的相关知识和经验。论坛将于 2008 年 5 月 16 日在北京金融街丽兹 - 卡尔顿酒店举行。同时，中国 - 丹麦风能发展项目还将支持“第三届中国可再生能源融资论坛”，资助以上共 50 名“风电场开发融资与保险论坛”的代表参加于 5 月 14 - 15 日在同一酒店举行的“第三届中国可再生能源融资论坛”。两个论坛的日程附后。

特邀请贵单位派员参加。参加人员的工作须与风电场融资和保险方面有密切关系。论坛由中丹风能发展项目全额资助，名额有限，敬请于 5 月 12 日前以回执回复论坛秘书处，根据回执内容大会会与您联系确定参会信息。更多信息请登陆中国 - 丹麦风能发展项目网站 [www.dwed.org.cn](http://www.dwed.org.cn)。

联系人：李魏宏，中国资源综合利用协会可再生能源专业委员会

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中国 - 丹麦风能发展项目管理办公室

2008 年 5 月 4 日



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Dear Reader,

Euromoney and Renewable Energy Finance Forum are organizing a 2-day conference on Wednesday and Thursday 14<sup>th</sup> and 15<sup>th</sup> May in Beijing.

Immediately following this conference, i.e. on Friday 16<sup>th</sup> May, the Sino-Danish Wind Energy Development Programme (WED) is sponsoring an additional conference, focusing on financing and insurance in relation to wind energy. The entrance fee for this 3<sup>rd</sup> conference day will be free **for registered delegates**. The venue is the same as for the REFF conference, the Ritz-Carlton Hotel in Beijing.

We have invited representatives of international and Chinese banks and insurance companies to present and discuss how international best practises can be adapted to the Chinese situation.

WED will sponsor a limited number of named individuals to attend all 3 days' conferences, i.e. WED will cover the entrance fee for the REFF conference. To receive support, it is a precondition that it is documented that:

- people supported have a relevant position in the Chinese wind sector, working with insurance and financing issues related to wind farms; and
- people supported were not otherwise planning on attending the 2 conferences; and
- people supported actually show up and participate (all 3 days); there will be staff on the venue dealing with registrations.

**You are kindly invited to participate in both conferences as a delegate sponsored by WED.**

If you are interested in participating, please fill in the attached registration form and return it to our contact person at CREIA. The limited number of supported delegated will be selected at the discretion of WED on a first come first served basis, and make sure that we have received your feedback before May 12<sup>th</sup>, 2008.

For more details please see to attached conference agendas, or contact CREIA, Ms. Li Weihong, and her detailed information is listed below:

Tel: 010—68002618—205

Fax: 010—68002674

Email: [wendylee0715@yahoo.com.cn](mailto:wendylee0715@yahoo.com.cn)

Sino-Danish Wind Energy Development Programme(WED)

May 4th, 2008

附件 1 Annex A

参会回执  
Registration Form

单位名称 Organization			
代表姓名 Name of Participant		职务 Title	
与风电场融资 和保险有关的 工作职责 Duties in relation to insurance and Finance of Wind Farms			
电话和手机 Tel and Cel no.		传真 Fax	
电子邮件 Email			
邮寄地址 Address			

备注：每个机构限两名代表参会

PS: Due to limited conference room capacity, we would like to keep the amount of attendants from each organization below three.

## 附件二

### Annex B

#### 1、 风电场开发融资与保险论坛日程

Friday, 16 May 2008 Ritz Carlton, Beijing, China

<b>Wind Farm Financing and Insurance Conference Agenda</b>				
<b>Registration and Coffee</b>				7:50
<b>Session A. Opening Speech</b>				
	<b>Chair</b>	Mr. Song Yanqin	WED Director	
1. Mr. Song Yanqin	WED PMO Director			8:30-8:35
2. Mr Shi Lishan,	NDRC (high ranking official)			8:35-8:45
3 TBD	RDE(High Official)			8:45-8:55
4. Erik Kjaer Sorensen	PMO Senior International Advisor			8:55-9:00
5. Mr Li Junfeng,	CREIA executive			9:00-9:10
<b>Session B. International Best Practise Wind Farm Insurance</b>				
	<b>Chair</b>	Mr. Li Junfeng	CREIA executive	
1. Experienced Chinese developer on desired insurance products for wind farms	Mr Yang Xiaosheng/ Mr. Gaohui	Longyuan Group/Deputy		9:10-9:40
2. Experienced international developer on desired insurance products for wind farms	Mr Wang Fujia	CEO, Airticity China		9:40-10:10
<b>Tea Break</b>				10:10-10:25
3. Chinese insurance broker or insurance company on the current state of market development as regards wind farm insurance, including case stories	TBD			10:25-10:55
4. International insurance broker on foreign experiences and insurance products available in the market, including selected case	Mr. James A. Maguire	Managing Director, Aisa Infrastructure		10:55-11:25
5. Experienced consultancy on the risk management of wind farm	Mr Pan Weiping	CEO, Garrad Hassan China Office		11:25-11:55
6. Discussion/Q&A				11:55-12:25
<b>Lunch</b>				12:25-13:30
<b>Session C. 3rd party financing of wind farms (recourse &amp; non-recourse)</b>				
	<b>Chair</b>	Mr. Erik Kjaer Sorensen	WED Inter. Advisor	
1. Major Chinese bank on current state of market development as regards 3rd party financing.	Mr Li Weirong		Senior Manager, VP, Corporate Banking Department, China Merchants Bank	13:30-14:00
2. International bank (HSBC) on state of the art financing of wind farms in other countries, including case stories	Mr Jonathan Drew		Managing Director, Project and Export Finance, Global Banking, HSBC	14:00-14:30
3. NDRC on future regulatory initiatives to facilitate/ease 3rd party	TBD			14:30-15:00
4. Discussion/Q&A				15:00-15:30
<b>Tea Break</b>				15:30-15:45
<b>Session D. Cross cutting panel discussion with all speakers</b>				
	<b>Chair</b>	Mr. Shi Pengfei	Senior Advisor	
1. Moderator to manage discussion to be appointed				15:45-16:30
<b>Session E. Closing Speech</b>				
1. NDRC on their takeaways				16:30-16:45
2. PMO director summing up presentations and vision for the future				16:45-17:00

## 2、中国可在生能源融资论坛日程安排

### 3rd Renewable Energy Finance Forum China

Ritz Carlton, Beijing, China

Day 1 - Wednesday, 14 May 2008

08:00      **Registration and coffee**

08:50      **Welcome and opening remarks**

Vered Tsedaka, Conference Manager, **Euromoney Energy Events**

### SESSION 1: OPENING KEYNOTE POLICY SESSION

**Chair**      **Li Junfeng, Secretary General, Chinese Renewable Energy Industry Association (CREIA)**

09:00      **Keynote opening remarks**

**Gao Guangsheng**, Director General, National Coordination Committee on Climate Change,  
**National Development and Reform Commission**

09:15      **Chairman 担 remarks: China 担 energy status and the new energy law**

?Energy consumption status and projections

?Introducing the draft energy law

?How will the energy law address the climate change goal of China

**Li Junfeng**, Secretary General, **Chinese Renewable Energy Industry Association (CREIA)**

09:30      **The energy white paper, drivers for change and growth demand ?How will the Chinese energy market evolve?**

?China 担 energy demand trends: Outlook on the split between resources

?Grid expansion and the role of renewable resources at the provincial level

?Projected patterns of growth in utilities and infrastructure

**Gao Shixian**, Assistant Director General and Director of Center for Energy Economics and Development Strategy of Energy Research  
Institute, **National Development and Reform Commission**

09:45      **An outlook on renewable energy, policy and market development**

?How will the law promote different technologies?

?What is the role of foreign capital in achieving the goals?

**Shi Lishan**, Director, Renewable Energy Division of Energy Bureau, **National Development and Reform Commission**

09:45      **EU-China cooperation to promote renewable energy**

?Incentive schemes for renewable energy promotion in the EU

?Financing instruments for EU-China cooperation: partnership projects and the China Climate Change Framework Loan

**Dr Stefan Agne**, First Secretary, Head of Sector ?Environment, Energy & Sustainable Development, Development & Cooperation Section,  
**European Union - Delegation of the European Commission**

**10:15**      **Questions and Answers**

**10:30**      **Networking refreshment break**

## SESSION 2: KEYNOTE INVESTMENT FRAMEWORK SESSION

**Chair**      **Dr KK Chan, Managing Director, Head of Investment - Greater China, Climate Change Capital**

**11:00**      **What will be the drivers towards a greater involvement of international banks in the Chinese renewable energy sector?**

?The strengths of domestic lending and existing frameworks for funding renewable energy projects

?The role of foreign banks in facilitating funding for project development

**Jonathan Drew**, Managing Director, Project and Export Finance, Global Banking, **HSBC**

**11:15**      **Domestic lending for renewable energy projects**

**Li Weirong**, Senior Manager, Corporate Banking Department, **China Merchants Bank**

**11:30**      **Project financing for renewable energy in China - The role of foreign institutional investors**

**Dana Younger**, Senior Renewable Energy Adviser, **International Finance Corporation**

**11:45**      **Financial risk management instruments for renewable energy projects in China**

?Underlying operational risks in RE project development

?Financial risk management instruments and revenue stream protection

**James A. Maguire**, Asia Infrastructure Practice Leader and Managing Director, Asia Infrastructure Practice, **Marsh Inc.**

**12:00**      **China 的 renewable energy industry in the context of electric power supply and demand**

**Joseph Jacobelli**, Senior Director, Head of AsiaPac Utilities Research and Head of AsiaPac Energy Technology Research and Equity Research, **Merrill Lynch (Asia Pacific) Ltd.**

**12:15**      **Questions and Answers**

**12:30**      **Networking lunch**

## SESSION 3: MATURATION AND GROWTH IN THE WIND ENERGY MARKET

**Chair**     **Steve Sawyer, Secretary General, Global Wind Energy Council**

The debate will showcase the viewpoints of leading market players, and will consist of two panels, focusing on key opportunities in both manufacturing and project development for the wind industry in China.

### SESSION 3A: MANUFACTURING AND SUPPLY CHAIN FOCUS

**13:45**     **Key topic for discussion:**

?The development of China 组 manufacturing landscape against supply shortages in the global turbine market

?Challenges in entering the Chinese wind energy market from a domestic manufacturer 组 point of view

?Strategic expansion of manufacturing capabilities to cater for emerging Asian markets

**Panel members:**

**Paulo Fernando Soares**, Chief Executive Officer, **Suzlon Energy Ltd.**

**Han Junliang**, President, **Sinovel Wind**

**Fan Xiaohong**, Managing Director, **Shanghai Electric Power Company**

**Jens Olsen**, Designated Chief Executive Officer, **Nordex China**

**Paul Eveleigh**, Group Chief Executive, **Honiton Energy China**

### SESSION 3B: PROJECT DEVELOPMENT FOCUS

**14:45**     **Key topics for discussion:**

?Realising China 组 wind potential

?Investment opportunities for offshore wind in China

?Assessing and pricing risks in wind power project development

?Export prospects for China 组 turbine manufacturing industry

**Panel members:**

**Sebastian Meyer**, Director, Research & Advisory, **Azure International**

**Gary C. Evans**, Chairman, CEO and Founder, **GreenHunter Energy Inc.**

**Simon Luby**, Head, Due Diligence, **SgurrEnergy**

**Tan Zhenyong**, Chief Financial Officer, **State Grid**

**15:45**     **Networking refreshment break**

### SESSION 4: SOLAR PV - OPPORTUNITIES IN TARGETED TECHNOLOGY INVESTMENT

**16:15**     **Panel: Expansion of manufacturing capabilities**

Planned manufacturing expansion in the Chinese solar PV sector requires further knowledge transfer as well as capital injection. This

predominantly export-based market faces shortage of supply of key components, and is grappling with the challenge of reducing technology costs.

**Key topics for discussion will include:**

?Will China retain its competitiveness in the solar market as established markets increase their own manufacturing capacity?

?Role of likely policy changes and establishment of feed-in tariffs for the solar sector

?How established are Chinese capabilities in the raw materials market?

?What are the financial challenges for strengthening China 的 domestic solar PV market?

?Outlook on capital market trends for the Chinese solar industry

**Panel members:**

**Jifan Gao** , Chairman and Chief Executive Officer, **Trina Solar**

**Zhang Jianxin**, General Manager, **Xinjiang SunOasis Co. Ltd.**

**Peng Xiaofeng**, President, **LDK Solar Co.**

**Paul Combs**, Vice President, Strategic Planning, **Solarfun Power Holdings Co.**

**17:15 Questions and Answers**

**17:30 Chairman's closing remarks**

**17:40 Networking drinks reception**

**Day 2 - Thursday, 15 May 2008**

**08:00 Registration and coffee**

**08:50 Welcome and opening remarks**

**Vered Tsedaka**, Conference Manager, **Euromoney Energy Events**

**SESSION 5: KEYNOTE CLIMATE CHANGE SESSION**

**09:00 Session opening Remarks**

**Li Junfeng**, Secretary General, **Chinese Renewable Energy Industry Association (CREIA)**

**09:10 CDM policy and market in China and the new carbon fund**

**Chen Huan**, Deputy Director General, China CDM Fund Management Center, **Ministry of Finance**

**09:25 Creating a joint agenda for addressing climate change in Asia through partnerships**

**Magda Hanna** , Finance Manager, Asia-Pacific Partnership on Clean Development & Climate Change, **U.S State Department**

09:40 Questions and Answers

**SESSION 6: PANEL DISCUSSION - DRIVERS FOR STRENGTHENING THE CARBON TRADING MARKET IN CHINA**

**Chair Christopher Tung, Partner, Mallesons Stephen Jaques**

The panel will examine buyers' and sellers' perspectives on carbon financing within the context of renewable energy project development.

**Key topics for discussion will include:**

?Factoring in policy risks and the prospects for carbon trading beyond 2012

?Navigating policy requirements as a risk mitigation tool

?Simplifying project structuring and putting the elements in place: feasibility, contracting, tendering

**Panel members:**

**Zhao Shiming**, Chief Executive Officer, **Huaneng New Energy Industrial Co Ltd**

**Massimiliano Varrucchi**, Chief Representative, **Enel Trade S.p.A**

**Dr. Martin Kruska**, Director, Carbon Asset Development, **First Climate**

**Vernon Tan**, Director, **AES Alternative Energy, Asia & Middle East**

10:45 Networking refreshment break

**SESSION 7: BIOMASS AND WASTE-TO-ENERGY INVESTMENT - RISKS AND DEVELOPMENTS**

**Chair Michelle Thomas, Corporate Finance Partner - Renewable and Clean Energy, Eversheds**

11:15 **Policy drivers towards the biomass market**

**Wang Zhongying**, Director of Renewable Energy Development Centre, ERI, **National Development and Reform Commission**

11:30 **Project finance feasibility assessment for biomass projects**

?The risk landscape for biomass investment and the challenges in raising non-recourse finance

**Kent Carter**, Managing Director, **ClearWorld Energy Ventures**

11:45 **Securing feedstock for a commercial scale project**

?Successful acquisition of feedstock supply

?Price volatility management strategies

?Collecting feedstock and securing supply agreements on a large scale

**Hou Jingrun**, Chairman, **Shandong Boxing Huanyu Group**

12:00 **Utilizing biomass for power generation ?a case study**

**Xu Qintian**, Managing Director, **Guoneng Biomass Power Generation Co.**

**12:15 Waste-to-Energy project opportunities in the urban landscape**

**Dr Aijuan Wang, Head of China Business, Mott MacDonald Limited**

**12:30 Networking lunch**

### SESSION 8: GROWTH TRENDS IN VC AND PE INVESTMENT IN CHINA

**Chair Stephen Terry, Finance Director, Azure International**

Opportunities for investment in the Chinese renewable energy industry are soaring as international VC companies compete with a growing domestic VC/PE investor base. The session will examine the trends in this landscape and highlight emerging opportunities for investment.

**Key topics for discussion will include:**

?Assessment of potential projects: gaps in the market, operational challenges

?Highlighting the common project development challenges facing both the VC/PE investor and established utility companies

?Challenges facing mainstream funds moving into renewable energy

?Which sector will follow solar, wind turbine manufacturing and wind supply chain as the new Chinese cleantech investment opportunity?

**Panel members:**

**Brian Curtis, Entrepreneur in Residence, Qiming Venture Capital**

**Peter Corne, Managing Director, Eversheds**

**Linda Cai, Head of China, Partners Group**

**15:00 Networking refreshment break**

### SESSION 9: RAISING FUNDS IN THE CAPITAL MARKETS

**Chair Chris Greenwood, Head of Research, New Energy Finance**

**15:30 Managing IPOs - Where and when?**

?Factors in deciding where to list and the implications that follow

?Assessing the maturation point for listing

**Bing Yuan, Managing Director, China Corporate Finance Group, Morgan Stanley**

**15:45 Trends in IPO activities for the cleantech sector and future market scenarios**

**Chetan Bhatia, Managing Director, Asia Investment Banking, CIBC Oppenheimer**

**16:00 Trading Trends in China for Renewable Energy Securities**

?Analysing the attractiveness of listed domestic RE companies

**Chen Hongzhou, General Manager, Institutional Sales, China Galaxy Securities**

**16:15 Recent IPOs ?A case study**

?What are the milestones to be achieved in order to ensure a successful IPO?

?Mid and long term forecast on operation in the international markets

**David Lu**, Managing Director and Chief Representative, **Piper Jaffray & Co.**

**16:30 Questions and answers**

<b>SESSION 10: CHINESE RENEWABLES -WHICH WAY WILL THE WIND BLOW?</b>
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**Chair Li Junfeng, Secretary General, Chinese Renewable Energy Industry Association (CREIA)**

The session will bring together the key themes of the conference as our panel of thought leaders examine the issues that have been highlighted over the course of the two days and place them in the context of projected developments in global politics and financial markets.

**Panel members:**

**Chris Greenwood**, Head of Research, **New Energy Finance**

**Stephen Terry**, Finance Director, **Azure International**

**Dr KK Chan**, Managing Director, Head of Investment - Greater China, **Climate Change Capital**

**17:30 Close of conference**