



MEXIREC



DEMEX

ORGANISMO NACIONAL DE ENERGÍA ELÉCTRICA  
FUNDADO EN 1963

Spanish/English  
Simultaneous Translation  
Provided

← Back to Programme

## Market and regulatory framework from investor's perspective Financing of Large Scale Renewable Energy in Mexico: Challenges, Risks & Mitigation Instruments

**Day:** September 11th 2017

**Time:** 15.00 – 16.30

**Room:** OLMECA

### Description:

Long term auctions, short term energy markets, bilateral PPA, qualified supplier etc.: The Mexican energy reform has created new market opportunities for large scale renewable energy projects, with first promising results. The first two long term clean energy auctions are expected to trigger investments of more than 6.5 Billion US\$, primarily in solar and wind projects. Within this new and still evolving market environment, developers, investors and lenders frequently reevaluate the inherent risks and adjust their strategies accordingly. The new business opportunities require new financial models to capture and structure investments into the sector and to balance different risk profiles.

### Objectives:

The panel of the event will present and debate the framework conditions and evolving business and financial models for large scale renewable energy in Mexico from the investor's perspective. Drawing from practical experiences in financing renewable energy in Mexico, future policy and financial instruments to mitigate investment risks and scale up market development will be discussed. The panel will be composed of representatives from SENER, IRENA, Bancomext, Zuma Energía and Banco Santander.

### Organisers:

The side event is organized and hosted by the German Development Cooperation with Mexico – GIZ Deutsche Gesellschaft für Internationale Zusammenarbeit and KFW Development Bank in the framework of the bilateral cooperation program "Large Scale Solar Energy in Mexico"



## Detailed Programme:

<b>15:00 – 15:10</b> <b>Opening, introduction to the topic and the panel</b>
<ul style="list-style-type: none"><li>• Moderator: Joscha Rosenbusch , Principal advisor, GIZ Programme Large Scale Solar Energy in Mexico</li></ul>
<b>15:10 – 15:20</b> <b>Presentation. Conducive framework conditions for large scale investment in renewable energy</b>
<ul style="list-style-type: none"><li>• Diala Hawila, Associate Programme Officer Policy, Knowledge, Policy and Finance Centre, IRENA</li></ul>
<b>15:20 – 15:30</b> <b>Presentation: Cornerstones of Mexico’s new market framework for renewable energy investments.</b>
<ul style="list-style-type: none"><li>• Victor Hugo Luque Salcedo, Managing Director for State owned Enterprises, Ministry of Energy, SENER</li></ul>
<b>15:30 – 16:25</b> <b>Panel discussion with three impulse interventions</b>
<b>Panelists</b> <ul style="list-style-type: none"><li>• Diala Hawila, Associate Programme Officer Policy, Knowledge, Policy and Finance Centre, IRENA</li><li>• Victor Hugo Luque Salcedo, Managing Director for State owned Enterprises, Ministry of Energy, SENER</li><li>• Carlos Lerma, Director Energy Sector Financing, Bancomext</li><li>• Adrian Katzew, Executive Director, Zuma Energía</li><li>• Guadalupe Gonzalez, Vice President Project Finance, Energy, Oil &amp; Gas, Banco Santander Mexico</li></ul> <b>Part 1: Reflections on the Mexican framework conditions and investment risks for renewables</b> <b>Part 2: Practical experiences in financing renewable energy in Mexico</b> Introduced by two impulse interventions <ul style="list-style-type: none"><li>• <b>Carlos Lerma, Bancomext: Development bank’s experiences &amp; challenges</b></li><li>• <b>Guadalupe Gonzalez, Banco Santander: Commercial bank’s experiences &amp; challenges</b></li></ul> <b>Part 3: Policy and financial instruments to mitigate investment risks and scale up market development</b> Introduced by an impulse intervention <ul style="list-style-type: none"><li>• <b>Adrian Katzew, Zuma Energía: Next steps to scale up investment in renewable energy in Mexico</b></li></ul>
<b>16:25 – 16:30: Wrap up and closure</b>

**Speakers:**

- Joscha Rosenbusch , Principal advisor, GIZ Programme Large Scale Solar Energy in Mexico
- Diala Hawila, Associate Programme Officer Policy, Knowledge, Policy and Finance Centre, IRENA
- Victor Hugo Luque Salcedo, Managing Director for State owned Enterprises, Ministry of Energy, SENER
- Carlos Lerma, Director Energy Sector Financing, Bancomext
- Adrian Katzew, Executive Director, Zuma Energía
- Guadalupe Gonzalez, Vice President Project Finance, Energy, Oil & Gas, Banco Santander Mexico