



Brazil-Canada New Energy Investment Forum 2020

**INVESTMENT OPPORTUNITIES IN BRAZIL'S
RENEWABLE ENERGY SECTOR**

WHEN: June 22, 2020

**11:00AM PDT.
12:00PM MDT**

**2:00PM EDT
3:00PM BRAZIL**

Organized by



BCCCC
Brazil-Canada Chamber of Commerce
Chambre de Commerce Brésil-Canada

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INTRODUCTION

Valuable investment opportunities exist in the Brazilian new energy sector. Brazil is ranked the third most attractive country for clean energy investment (BNEF-Climatescopes 2019). By 2035 BloombergNEF projects wind and solar generation in Brazil to exceed 60 GW, attracting over \$US 50 Billion of investment.

Canadian Investors are formidable international players in the New Energy sector and Brazil can prove to be a new or expanding frontier for their portfolio development.

The Brazil Canada New Energy Investment Forum 2020 profiles the value, scope and challenges of Brazilian new energy investment opportunities. The forum is intended to attract, enlighten and strengthen Canadian investment in the Brazilian New Energy sector.

This event is being organized by Navigatio Capital, APEX Brasil (Brazilian Trade & Investment Promotion Agency) and the Brazil-Canada Chamber of Commerce, in partnership with the Embassy of Brazil in Ottawa and the Consulate-General of Brazil in Rio de Janeiro.

EVENT FOCUS:

- Brazil's power market state of affairs: generation & demand matrix, evolving regulatory framework; time of day pricing, load tariff design, C&I PPA - energy market developments, incentivized new energy transmission tariffs.
- Brazilian capital markets & FDI in the power sector; privatization, current & future perspectives to 2030.
- Renewable Energy segment: current & future investment perspectives; opportunities in green, brownfield asset transactions.
- Foreign Investor - Brazilian Developer perspectives: portfolio overviews, barriers-motives for direct investment in the Brazilian power market.

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AGENDA

2:00 PM | OPENING STATEMENTS

ROBERTO ESCOTO, Investment Manager at Apex-Brasil
EVELYNE COULOMBE, Consul General of Canada in Rio de Janeiro
AMBASSADOR PEDRO BORIO, Ambassador of Brazil to Canada

2:15 PM | BRAZIL RENEWABLES SECTOR: CURRENT STATUS AND TRENDS

Brazilian Regulated Free Market

MATHEUS PALMA CRUZ, Regulations Specialist at ANEEL (Brazilian Electricity Regulatory Agency)

Financing Options for Renewable Energy Projects

GUILHERME ARANTES, Manager of Electric Power Research, Energy Division at BNDES - Brazilian Development Bank
NICOLA MICCIONE, Manager, Promotion & Investment Attraction, Institutional Relations at BNB - Banco do Nordeste do Brasil / Rio de Janeiro office
FERNANDA CUSTODIO, Senior Regional Manager at Export Development Canada (EDC)

2:45 PM | SUCCESS CASE: BROOKFIELD

EVELYN JOERG, Vice President, Portfolio Management at Brookfield Asset Management

2:55 PM | SUCCESS CASE: CPPIB

RICARDO SZLEJF, Managing Director, Infrastructure, Latin America at CPPIB

3:05 PM | ROUNDTABLE DISCUSSION

Moderator: Markus Lehmann, President Navigatio Capital

JOAO PAULO MAURO, Partner at Newen

IVAN HONG, CFO at Casa dos Ventos

SALLY TAYLOR, Senior Advisor Business Development at Suncor

3:35 PM | Q&A

Moderated by DANIEL PRATES, Investment Officer of Apex-Brasil

3:55 PM | CLOSING REMARKS

DANIEL PRATES, Investment Officer of Apex-Brasil

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SPEAKER's BIOS

in order of appearance

ROBERTO ESCOTO

Investment Manager at APEX Brazil

Roberto Escoto, Head of the Investment Department of the Brazilian Trade and Investment Promotion Agency (Apex-Brasil), is a Major General of the Brazilian Army (Retired). He graduated from the Brazil Military Academy (AMAN) and holds a master's degree in International Relations from the University of Brasilia (UnB) and a PhD in Military Sciences from the Army Command and General Staff College (ECEME). Along 37 years in the military, he served in several advisory, leadership and command positions in Brazil and abroad. Between 2008 and 2010, he was the Army Attaché's Deputy at the Brazilian Embassy in the United States and Canada. During this period, he headed the Brazilian Army Commission in Washington (CEBW), a body responsible for international purchases of defence material. He also worked at the United Nations Stabilization Mission in Haiti (MINUSTAH) and at the United Nations Department of Peace Operations in New York

EVELYNE COULOMBE

Consul General of Canada in Rio de Janeiro

Evelyne Coulombe (BSc [Civil Engineering], Montréal Polytechnic School, 1994; MSc Applied [Environment], McGill University, 1996; MBA [Strategic Management], University of British Columbia, 2000) joined the Department of Foreign Affairs and International Trade in 2002 after having worked in the private sector in Canada and abroad as a business strategy consultant and an engineering project manager. During her time at Headquarters, Ms. Coulombe was a policy officer in the Science Technology and Innovation Division and the South Asia Division, deputy director of the Southeast Asia and Pacific Division and, from 2014 to 2016, director of the Mission Support Division. Overseas postings included Hanoi from 2004 to 2007, where she served as first secretary (political). She also served as chargé d'affaires in Phnom Penh from 2008 to 2009 and in Guatemala City from 2010 to 2011. Her most recent posting was in Santiago as political counsellor from 2011 to 2014. .

AMBASSADOR PEDRO BORIO

Ambassador of Brazil to Canada

Ambassador Pedro Bório joined the foreign service in 1977 as an adviser in the department of international organizations. A year later, he was sent to New York and stayed on as an adviser at the mission to the United Nations. In 1986, he went to Tokyo as second secretary and eventually chargé d'affaires over a three-year posting. He returned to headquarters in 1989, and was posted again to the U.S., this time to Washington, as counsellor in 1993. He returned to headquarters in 1998, working on files in communications, culture and law. In 2008, he was sent to Sri Lanka as ambassador and also represented Brazil in the Maldives during part of that posting. He returned to Brasilia as a senior adviser to the minister of foreign affairs before being sent as consul-general to San Francisco. Ambassador Bório is arrived in Ottawa in March 2020.

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MATHEUS PALMA CRUZ

Regulations Specialist at ANEEL - Brazilian Electricity Regulatory Agency

Matheus Palma Cruz is a regulation specialist at the Brazilian Electricity Regulatory Agency (ANEEL) since 2007, working at the Superintendency of Economic Regulation and Market Studies (SRM). He got his Bachelor Degree in Electrical Engineering from the Federal University of Santa Catarina (UFSC) in 2005 and acquired his master and PhD in Electrical Engineering with emphasis in Power System in 2007 and 2017, respectively, in the same university. His main activities are related to electricity market regulation, and economic regulation of natural monopolies.

GUILHERME ARANTES

Manager of Electric Power Research, Energy Division at BNDES - Brazilian Development Bank

Graduated in Electrical Engineering, with extension in Energy Planning and a postgraduate degree in Finance, Guilherme is Manager of Electric Power Research in BNDES Energy Division. As an engineer in the Department of Registration and Local Content, he took part in the design and implementation of Wind and Solar Energy Industries incentive policies in Brazil. He was also Energy Research Analyst at EPE - Energy Research Company, the body responsible for energy planning studies in Brazil, where he worked on renewable energy studies, focusing on wind, solar and biomass; and in the development of integrated resource optimization models for the Brazilian Energy Matrix expansion studies.

NICOLA MOREIRA MICCIONE

Manager, Promotion & Investment Attraction, Institutional Relations at BNB - Banco do Nordeste do Brasil / Rio de Janeiro office

Officer Manager of Banco do Nordeste do Brasil, Promotion and attraction of Investments and Institutional Relationship Office in Rio de Janeiro. Lawyer. Former Chief Risk Control - CRO in Banco do Nordeste do Brasil. MBA in Business Management from FIA-USP. Member of the Brazilian Finance Executive Institute-IBEF-RJ. Holds experience in legal and compliance department, credit recovery and financing contracts.

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FERNANDA CUSTODIO

Senior Regional Manager at EDC - Export Development Canada

Fernanda de A Custodio joined Export Development Canada (EDC) in October 2003 and has more than 20 years experience in Financing, international trade, market research and business development. Prior to EDC, Ms. Custodio worked as a Financial analyst at CAEMI, Brazilian mining company, and as a Sector Manager at UKTI in Rio de Janeiro. Based in Rio de Janeiro, Ms. Custodio is part of the Americas Team at the International Business Development Group of EDC. Ms. Custodio, Brazilian born, has an MBA in Marketing from IBMEC in Rio de Janeiro and a Masters in Production Engineering (emphasis in Finances and Investment Analysis) from the Rio de Janeiro Catholic University (PUC). She also holds a BSc in Electrical Engineering.

EDC is Canada's export credit agency, offering innovative commercial solutions to help Canadian exporters and investors expand their international business. EDC's knowledge and partnerships are used by more than 8,300 Canadian companies and their global customers in up to 200 markets worldwide each year. EDC is financially self-sustaining and is a recognized leader in financial reporting, economic analysis and has been recognized as one of Canada's Top 100 Employers for nine consecutive years.

EVELYN JOERG

Vice-President, Portfolio Management at Brookfield Asset Management

Evelyn Joerg joined Brookfield in 2011 in Brazil focusing on financing and accounting across a number of portfolio companies in the country. Prior to joining Brookfield, Ms. Joerg worked at PricewaterhouseCoopers in the assurance practice in Toronto and in Rio de Janeiro. Ms. Joerg holds a Bachelor of Commerce degree from Queen's University, and is a Chartered Professional Accountant and a CFA charterholder.

RICARDO SZLEJF

Managing Director, Infrastructure, Latin America at CPPIB

Ricardo is responsible for leading our investment activities in Infrastructure in Latin America and has been overseeing investments in energy and infrastructure in Brazil, Mexico, Chile and Peru. Prior to joining CPP Investments in 2015, Ricardo spent over 20 years covering the energy and infrastructure segments, including at Bank of America and Santander. Ricardo holds a BS in Business Administration from Fundação Getúlio Vargas in São Paulo and an MBA from INSEAD (Paris). He is on the boards of CESP and VTRM in Brazil, Grupo Costanera in Chile and IDEAL in Mexico.

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IVAN HONG

CFO, Casa dos Ventos

Bachelor of Business Administration from Fundação Getulio Vargas (FGV-SP) and with an MBA from Columbia Business School, Ivan Hong is CFO at Casa dos Ventos since 2015. Prior to joining the company, he was a founding partner at Lakeshore Partners and was involved in the Financial Department of Brazilian vessel company Sete Brasil. Ivan also accumulated experience in Project Finance at Santander and ABN Amro and Investment Banking at Bank of America Merrill Lynch. Casa dos Ventos is a pioneer and leading developer of wind projects in Brazil. Ten years in the market, we are responsible for the largest number of projects that sold energy in government auctions and that celebrated power purchase agreements through bilateral contracts in the free market. These projects total approximately 5.5 GW of installed capacity and represent around 30% of all wind farms under construction or operation in the country.

JOÃO PAULO MAURO

Partner, Newen

Newen is a Renewable Energy Generation development and management platform that was born as Steelcons Energy. The company develops and operates renewable energy generation projects, having solar energy as a main focus in Brazil. Newen is currently Brazil's 2nd largest auction winner (PPA's in the Regulated Market) for Solar Power Generation. Newen also owns a power trading company, New Energies Soluções em Energia, which adds value to the company's strategy in the Brazilian Free Market.

MARKUS LEHMANN

President, Navigatio Capital

Navigatio provides capital solutions, connecting institutional investors with new energy projects worldwide. Markus has a triple corporate masters degree (Georgetown University (Washington D.C), Esade (Madrid), and FGV-Ebape, (Rio de Janeiro) and extensive experience in the Canadian and Brazilian energy sector, having served as a strategic advisor to the Danish Sovereign Wealth Fund prior to establishing the investor relationship for the acquisition of Canada's largest solar project (400 MW). Navigatio counsels international investors/developers in wind, solar, storage & hydrogen.

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SALLY TAYLOR

Senior Advisor Business Development at Suncor

DANIEL PRATES

Investment Officer at APEX Brazil

Daniel Prates is the investment officer for the renewables sector at Apex-Brasil – the Brazilian Trade and Investment Promotion Agency. His main activities involve globally promoting opportunities and facilitating FDI in the Brazilian new energy sector. He holds a Master's degree in Law & Technology from Tilburg University, the Netherlands (2016) and a Bachelor's degree in Law from the University of Brasilia, Brazil (2013).

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ANNEX 1 - SUPPORT DOCUMENTS

CLICKABLE LINKS

[APEX-BRASIL INVESTMENT GUIDE 2019](#)

[BNEF- CLIMATESCOPE RANKING](#)

[EPE - EXECUTIVE SUMMARY PDE 2029](#)

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