4TH EQ CLEANTECH FINANCE SUMMIT 2016

New Delhi, July 27-28, 2016

VENUE:
Shangri-la’s Eros Hotel

INDIA’S PREMIER RENEWABLE ENERGY FINANCE & INVESTMENT CONFERENCE

EXPECTING 100+ SPEAKERS | 200+ DELEGATES

Platinum Partner
SUNGROW
Green and Effective
INVESTORS PERSPECTIVE

This session will talk on investor’s outlook on bankability, returns expected, terms & conditions, their perception to risks, etc.

- What do investors seek for when looking to invest in renewable energy projects?
- What factors determine bankability (like developer, technology, geography)?
- Returns required by investors
- What are the investment timeframes of large investors?
- Their perception to risks like – PPA risk, regulatory and policy risk, technology risk, construction risk and others.

INTERNATIONAL FINANCING

This session talks on the availability of foreign lending to finance renewable energy projects in India, what limits their lending,......

- Regulatory barriers
- Hedging Forex risks and its related high costs.
- Types of financing structures needed
- How can we mitigate cost of currency swaps and country risk to make foreign lending more attractive?
- Foreign lending – general terms and conditions

COMMERCIAL BANK LENDING

Low commercial bank lending to renewable energy projects is a major reason for low availability of debt.

- Problems faced by small and foreign developers in raising debt financing as relationships play strong role in Indian Banking
- Are banks nearing their renewable energy sector exposure limits (which is clubbed with power, utility or energy sector limits) due to major exhaustion by conventional power projects financing? And should we consider enhancements for future?
- Should renewable energy sector exposure limits be decoupled from the power or energy sector?
- Banks limit their exposure to the sector due to unfamiliarity with renewable energy policy and markets. Way forward?

EQUITY MARKETS

This panel explores important developments in equity market, recent M&A’s and their strategies.

- Problems faced by small and foreign developers in raising debt financing as relationships play strong role in Indian Banking
- Are banks nearing their renewable energy sector exposure limits (which is clubbed with power, utility or energy sector limits) due to major exhaustion by conventional power projects financing? And should we consider enhancements for future?
- Should renewable energy sector exposure limits be decoupled from the power or energy sector?
- Banks limit their exposure to the sector due to unfamiliarity with renewable energy policy and markets. Way forward?
POLICY MATTERS

This session analyses the impact of Indian policies on the attractiveness of renewable energy investments to various classes of investors.

- Poor finances of State electricity boards (SEB) and its impact on renewable energy financing in those states like Tamil Nadu, Uttar Pradesh, Bihar (despite of good renewable energy potential)
- Elevated risk free rates due to high government borrowings – leading to increased costs of debt
- Positive impacts of accelerated depreciation benefit and 10 year tax holidays.
- Concessional Excise and Customs duty – how much will it benefit the industry?
- WTO Rules – local vs. international sourcing; anti-dumping duty and solar trade wars

DEBT FINANCING

Discussing on corporate bond markets, recourse - non recourse financing, availability, etc. this session will consist of panelists from the Debt Market.

- Problem of low availability of long tenor debts leading to significant increase in cost of debt
- Weak corporate bond markets due to – government regulations, under developed financial market of India and hence, low liquidity,
- Do we have enough availability to finance the renewable energy potential of the country
- Non-recourse financing vs. Balance Sheet Financing

DEVELOPERS PERSPECTIVE

This session will explore the developer’s perspective on seeking finance – pathway, challenges, availability....

- Challenges faced by them in procuring the right finance
- How accessible are pension funds and private equity as alternatives to banks?
- New financing Models and their perception on it
- Problems faced due to unavailability of fixed interest debt
- Access to foreign lending
- Raising finance through green bonds, debt funds
- FIT vs. REC vs. Competitive biddings

PATH FORWARD FOR RENEWABLES

Discussing on financing 175GW by 2022, Ultra Mega Projects, green energy corridors, etc.

- Do we have sufficient resources to finance the ultra mega projects?
- Solar cities and green energy corridors – Vision and the way to finance it
- How are micro-grids and roof top installations being financed?
- Finance design required to provide long term and lost cost debt
- Indian grid is ageing – new technology offers and ways to finance it
- Case studies and international comparisons – US, Europe, Brazil, China
- Thinking and developing methods beyond traditional financing
WHY ATTEND

EQCFS 2015 is going to focus heavily on the latest financing developments for renewable energy in areas like Debt Financing, Equity Financing, International Finance, M&A’s, Securitization, Green Bonds and Yieldcos. As well as focusing on government policy and the role of the financial community in supporting renewable energy, the event will chart the way forward for the renewable energy financing industry for the years to come. Given the strong innovations that the financial community are showing in the renewable energy space, we expect this to be a very exciting year for the conference.

MARKET INNOVATION

With greater penetration of clean energy and maturation of technologies, more innovative financing mechanisms are being added to the clean energy financing toolbox. The past year has seen yieldcos, green bonds, and securitizations as well as billion dollar plus financings.

DISRUPTIVE AND CONVERGENCE

The convergence of information technology with energy technology is empowering consumers and disintermediating traditional players. The combination of advanced technologies with the increasingly compelling value proposition of distributed renewables and competitive utility scale solutions is disrupting everything from traditional utility models to household gadgets to transportation. Find out where the next multi-billion dollar business will come from and who may be left behind.

PAST SPONSORS & PARTNERS
<table>
<thead>
<tr>
<th>#</th>
<th>Deliverables</th>
<th>Diamond Sponsorship (Exclusive)</th>
<th>Platinum Sponsorship (Exclusive)</th>
<th>Gold Sponsorship (Exclusive)</th>
<th>Silver Sponsorship (Exclusive)</th>
<th>Lanyard Partner</th>
<th>Networking Reception</th>
<th>Conference Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Special Presentation Slot during Summit “10 Min”</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>√</td>
</tr>
<tr>
<td>2</td>
<td>Telecast 3-5 Minutes Of State Promotional Film In The Conference Hall During Breaks</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>3</td>
<td>Insertion Of Promotional Literature In The Delegate Bags</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>4</td>
<td>1 HTML Shoot To The Entire Database</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>5</td>
<td>Logo to be displayed on Delegate Bags</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>6</td>
<td>Flex Promotion On The Front Façade Of The Main Entrance</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>X</td>
<td>√</td>
<td>4 Standees During Session</td>
</tr>
<tr>
<td>7</td>
<td>Name To Be Displayed On All Promotional Collaterals, Backdrops, Panels, Website, Etc With An ‘Exclusive’ Status</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>X</td>
<td>√</td>
<td>Banner in front of Podium</td>
</tr>
<tr>
<td>8</td>
<td>Distribution Of Sponsor’s Literature From Delegate Registration Counter</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>9</td>
<td>Logo To Be Included In All Printed And E-Invitation Cards</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>√</td>
</tr>
<tr>
<td></td>
<td>Promotion Banner On EQ Web Site &amp; Newsletter For 1 Month</td>
<td>Press Release Dissemination &amp; Editorial Services Through EQ News Letter</td>
<td>2 Full Page Editorial Coverage In EQ Magazine</td>
<td>Complimentary Conference Delegate Invitations</td>
<td>Advert in Conference Booklet</td>
<td>Media Interaction</td>
<td>Opportunity to be seated in the inaugural session along with ministries.</td>
<td>Prime and highest level logo coverage on the main stage backdrop.</td>
</tr>
<tr>
<td>---</td>
<td>-----------------------------------------------------------</td>
<td>---------------------------------------------------------------------</td>
<td>----------------------------------------------</td>
<td>-----------------------------------------------</td>
<td>-----------------------------</td>
<td>-------------------</td>
<td>---------------------------------------------------------------</td>
<td>---------------------------------------------------------------</td>
</tr>
<tr>
<td>10</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>10</td>
<td>Inside Double Spread</td>
<td>√</td>
<td>√</td>
<td>√</td>
</tr>
<tr>
<td>11</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>8</td>
<td>Back Cover</td>
<td>√</td>
<td>√</td>
<td>√</td>
</tr>
<tr>
<td>12</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>6</td>
<td>Full Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>13</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>4</td>
<td>Half Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>14</td>
<td>√</td>
<td>√</td>
<td>√</td>
<td>3</td>
<td>Half Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>15</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>3</td>
<td>Full Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>16</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>4</td>
<td>Half Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>17</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>3</td>
<td>Half Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>18</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>3</td>
<td>Full Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>19</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>4</td>
<td>Half Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>20</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>3</td>
<td>Half Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>21</td>
<td>√</td>
<td>√</td>
<td>X</td>
<td>4</td>
<td>Full Page</td>
<td>√</td>
<td>X</td>
<td>X</td>
</tr>
</tbody>
</table>
ABOUT EQ INTERNATIONAL


* PLATFORM : EQ offers a diverse & integrated platform with its Bi-Monthly Technical Magazine (Distributed in Print & Digital Formats), Special Supplements addressing Specific industry, Weekly E Newsletters, Diverse Digital Publishing with its appearance on Web, iPad, Kindle, iPhone, Blackberry, Android Platforms along with strong emphasis on Social Networking @ Facebook, Twitter to enhance your reach, visibility, branding and addressing the issues you feel are most important.

* REACH : EQ Maintains a strong focus on the Indian Market from where it is published with 15,000 Copies distributed to Key Decision Makers. Approximately 2,500 copies are printed for Select International presence. Its unique and strong digital presence (Distributed to 100,000 Contacts) takes it beyond borders and get popularity in International Market.

* PRESENCE : EQ is present in almost all Fair & Conference in India and the Most important International Events.
EQCFS is the premier renewable energy financing event in India. Attendees of this event include CEOs and other senior company officials, lenders, investors, investment bankers, private equity investors, venture capitalists and other top transactional professionals in renewable energy finance. The event draws an especially senior audience, comprising of over hundreds of senior decision makers, financiers and professionals in the renewable energy finance field.
EQ International is a monthly technical magazine (print & digital), providing unique Insights & Transparency in Power Generation, Clean Energy, Low Carbon Technologies & Carbon Markets. Latest Industry Information, News, Research & Analysis, Technology & Products Information, Policy & Regulation is delivered to an interesting diverse readership base in Energy Corporations, Government, Policy Makers & Regulators, Consultancy & Advisory Firms, Associations, Banking & Financial World. EQ maintains a strong focus on the Indian Market from where it is published with 15,000+ Copies distributed to Key Decision Makers. Also, more than 2,500 copies are printed for Select International presence.

Its unrivaled daily e-Newsletter and website - www.EQMagLive.com being the most updated website on Renewable Energy sets it apart receiving more than 15000 page views per week (google analytics verified).

For Sponsorship Opportunity
GOURAV GARG
gourav.garg@EQmag.net
093033 43777

For Delegate Registration
Piyush Mishra
piyush.mishra@EQmag.net
0731 4222268

For Speaker Opportunity
Prasoon Agrawal
prasoon.agrawal@EQmag.net
096440 94933

ANAND GUPTA
anand.gupta@EQmag.net
098262 44496

ARPITA GUPTA
arpita.gupta@EQmag.net
090095 55914

For More Information Visit Us At www.EQCFS.com
SPONSORSHIP & EXHIBITION OPPORTUNITIES

**FLEX**
Promotion of your organisation on front façade of main entrance

**LOGO**
Visibility on all promotional collaterals, brochure, backdrops, panels, website, etc.

**VIDEO CLIP**
Telecast of promotional video clip of 3-5mins in Conference Hall during breaks

**LANYARD & BADGES**
Presence of Logo on lanyard & badge of every speaker & delegate

**EXHIBIT**
Booth in prime networking location of conference

**PROMOTIONAL LITERATURE**
Have exclusive literature of your organisation inserted in every delegate bag

**NETWORKING LUNCH/DINNER**
Get exclusive visibility of your logo & signages throughout the lunch room
REGISTRATION FORM

I would like to register for the conference. I am enclosing Rs_________________________ vide cheque/demand

Draft no__________ Drawn on_________ Dated_________ in favor of

First Source Energy India Pvt Ltd payable at Indore.

OR Send Wire transfer Payment to:

Bank Name: Citibank N.A., Indore Branch, 
Bank Address: UG - 1, Apollo Square, 7/2 Race Course Road, Indore - 452 001 (M.P) INDIA

Beneficiary: First Source Energy India Pvt Ltd
Account No.: 0005163544 (10 Digits)
Swift Code: CITIINBX
IFSC Code: CITIB0000020
MICR Code: 452037002

Name(s)/Designation (IN BLOCK LETTERS):

Company:

Mailing Address:

Phone: __________________ Mobile __________________

Fax: __________________

E-mail: __________________

PLEASE NOTE

• Registration will be confirmed on receipt of the payment. • Full payment must be received prior to the conference. • Conference fee includes lunch, tea/coffee and conference material. • Conference fees can not be substituted for any other product or service being extended by FIRST SOUCE ENERGY INDIA PVT. LTD.

Suryacon conference 5th April 2016 New Delhi - photos
https://picasaweb.google.com/118249063127220135424/SuryaConDelhiApril52016?authuser=0&authkey=Gv1sRgK6pvfKzYiOQ&feat=directlink

Suryacon conference 7th April 2016 Bangalore - photos
https://picasaweb.google.com/118249063127220135424/SuryaConBangaloreApril72016?authuser=0&authkey=Gv1sRgCI0a2yJ8N84Q&feat=directlink

- Also the videos from previous conferences are available at <http://www.eqmagpro.com/eq-solar-tv/>

EQ Solar Leadership Summit, New Delhi, 1st Aug 2014 - https://picasaweb.google.com/118249063127220135424/PhotosEQSolarleadershipSummitAug102?authuser=0&authkey=Gv1sRgCQ1D15o8L6wB&feat=directlink


EQ Cleantech Finance Summit, New Delhi - https://picasaweb.google.com/118249063127220135424/PhotosEQCLEANTECHFINANCESUMMITNEWDELHI2014?authuser=0&authkey=Gv1sRgCPIjzPBQhEvutenberg&feat=directlink

EQ Solar Leadership Summit, South - Hyderabad, April 2015
https://picasaweb.google.com/118249063127220135424/PhotosEQSolarLeadershipSummitHyderabadApril82015?authuser=0&authkey=Gv1sRgCjJmpc7y_5KioQA&feat=directlink

EQ Solar Leadership Summit Hyderabad April 2015 - https://picasaweb.google.com/118249063127220135424/PhotosEQSolarLeadershipSummitHyderabadApril92015?authuser=0&authkey=Gv1sRgCMpYuZr59jMg&feat=directlink

EQ Cleantech Finance Summit, New Delhi, July 2015
https://picasaweb.google.com/118249063127220135424/PhotosEQCLEANTECHFINANCESUMMITNEWDELHI2015?authuser=0&authkey=Gv1sRgCMWApqjUns37bw&feat=directlink

EQ Cleantech Finance Summit, Mumbai, Oct 2015 - https://picasaweb.google.com/118249063127220135424/PhotosEQCLEANTECHFINANCESUMMITMumbai2015?authuser=0&authkey=Gv1sRgCMi7wFyP79sYwZg&feat=directlink

CONTACT:

PIYUSH MISHRA
Conference Cell, First Source Energy India Pvt.Ltd.
17,Shradhanand Marg,Chawani,Indore-452001,M.P.,India
Tel:+91-96441-22268,+91-96441-33319 | Cell:09893099769 | E-Mail:piyush.mishra@eqmag.net

Pics Link: