



10th BUSINESS OPPORTUNITIES FAIR 2019



Energy Sector —Modernizing Central Asian Power System with Clean Energy

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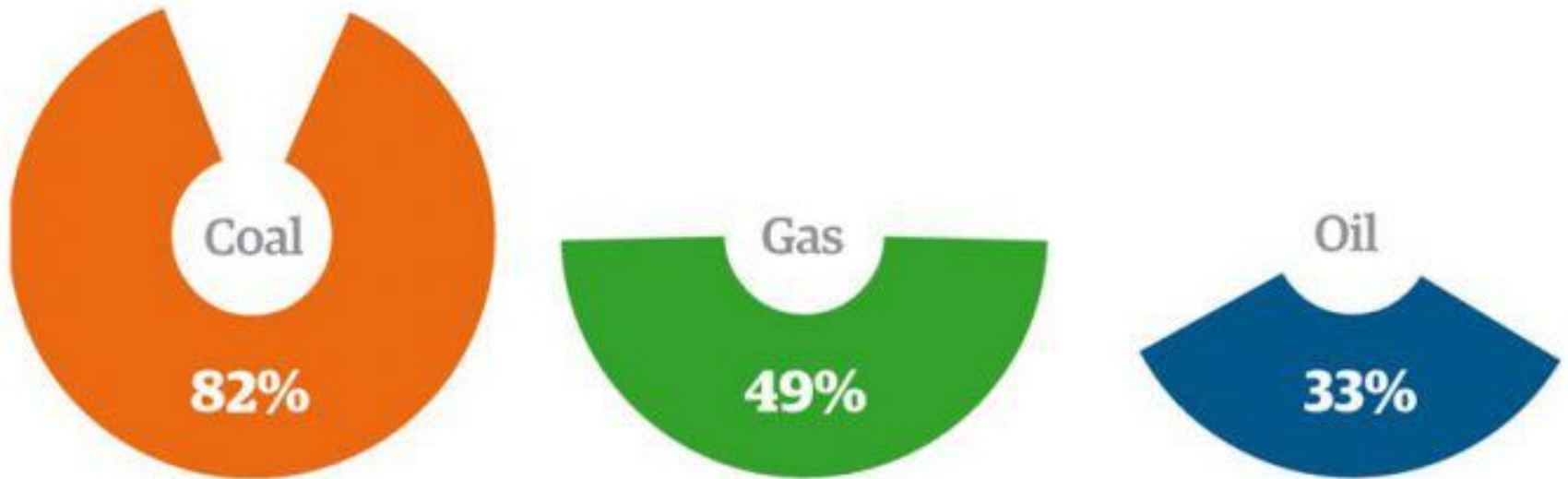


Unburnable fossil fuels

Known, extractable coal, oil and gas reserves that must not be burnt in order to prevent dangerous climate change of more than 2C

Global reserves

Per cent that cannot be burned



Our investments

policy market reform gas distribution, floating solar

Gas generation, power transmission, smart meters, gas pipeline, hydropower

partnership with private sector

Hydropower rehabilitation

power transmission

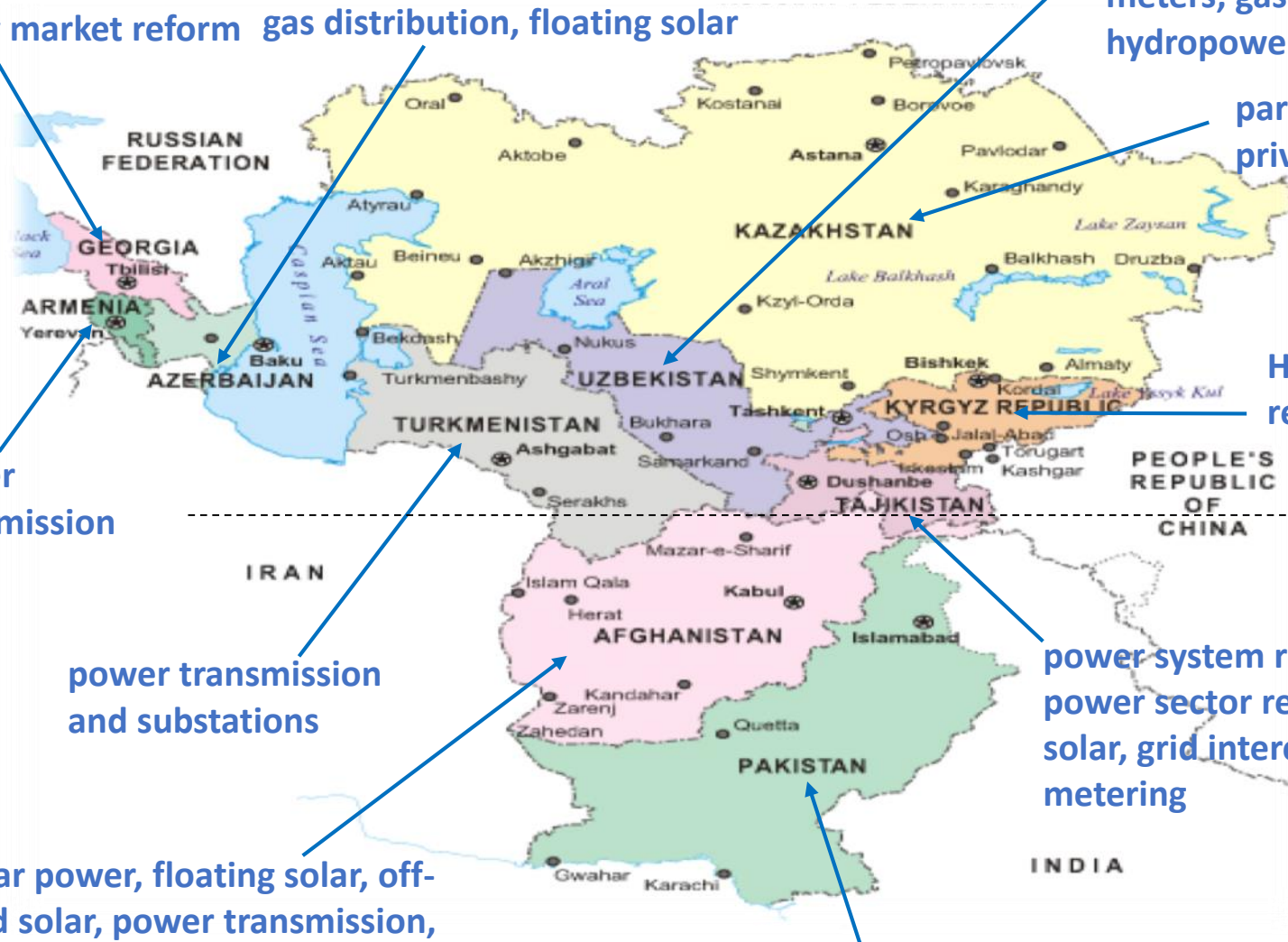
power transmission and substations

power system rehabilitation, power sector reform, off-grid solar, grid interconnection, metering

solar power, floating solar, off-grid solar, power transmission, substations and power distribution

hydropower, smart metering, power distribution, power transmission, on-grid battery, energy efficiency

ADB

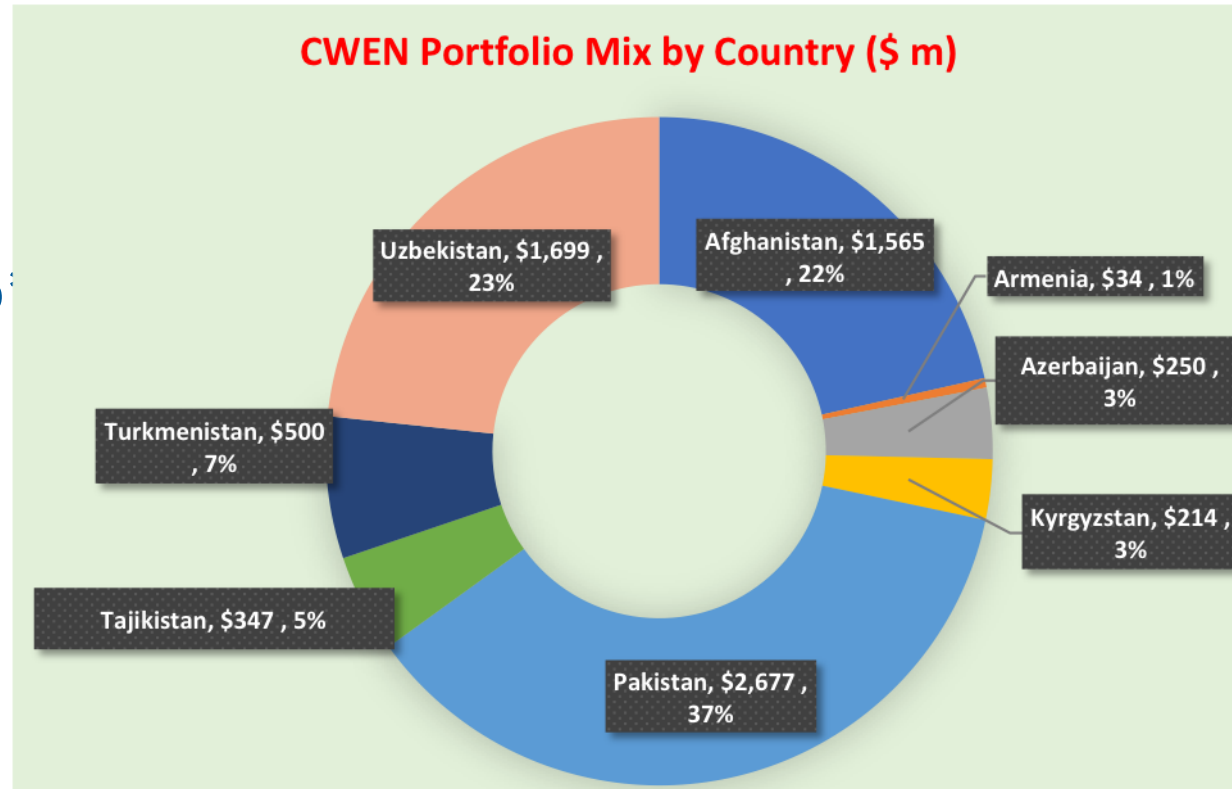




Broken tower of AFG-UZB 220 kV line.jpg (2048 x 1365)

Our Portfolio

- **\$7.3 billion** portfolio
- **39** projects in 8 of 10 CWRD countries
- 26 TAs; including 4 RETAs



* CWEN also administers L3492-AZE: Shah Deniz PCG (\$498m) which is not reflected here

Our Strengththe Team

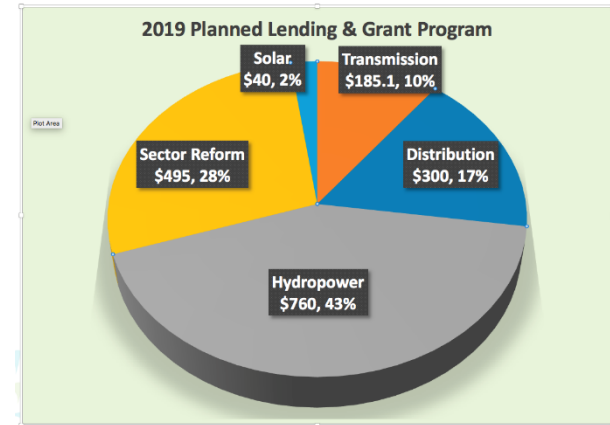




Lending Pipeline, 2019–2021

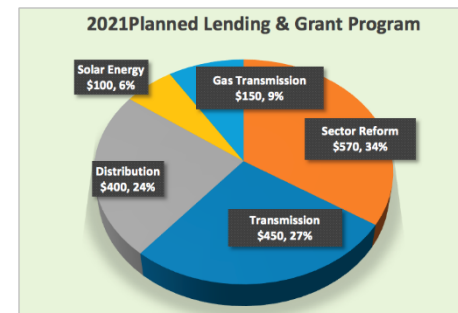
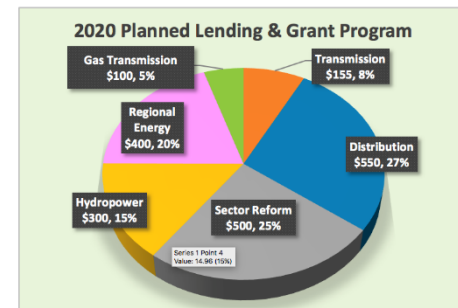
2019

- **\$1.7** billion (firm)
- **\$1.1** billion (standby)
- Solar power, hydropower rehabilitation, market reform, and new technology (Afghanistan, Georgia, Kyrgyz Republic, Pakistan, and Uzbekistan)



2020

- **\$1.65** billion
- (Gas pipeline, hydropower, smart meters, gas transmission, power distribution)



Note: Projects are indicative and timelines subject to change



Nonlending Pipeline, 2019–2021



2019

- **\$13.5 million (firm)**
- **\$28.0 million (standby)**
- Sector strategy (KAZ), feasibility studies (PAK), gas modernization, T&D (Georgia), regional power trade (REG), electric vehicle strategy (REG), energy efficiency
- Project Implementation Consultants
- Individual Consultants (**\$750,000**)





Key Opportunities



Consultants

- \$10+ million – hydropower modernization, ERP systems, power sector master plan, gas distribution efficiency

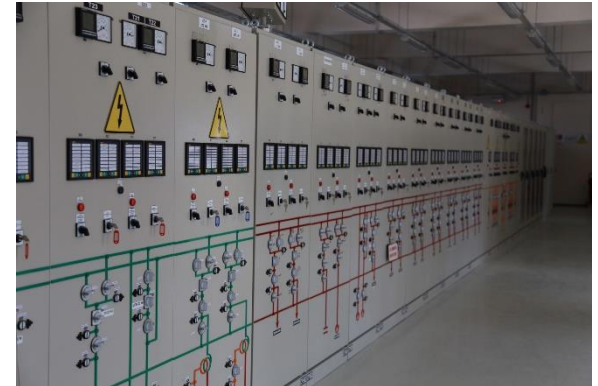
Procurement Packages

2019

- \$240 million AFG: HVDC converter station
- \$300 million TKM: Power transmission and substations
- \$36 million AFG: 20 MW Solar
- \$24 million PAK: 220 KV substations

2020

- \$85 million PAK: SCADA and metering
- \$15 million PAK: 220 kV power transmission





Tips for business development

- **Bring a story, a special project**
 - Stand out
 - Bring a solution, talk about innovation and technology
- **Try influencing**
 - Share knowledge and experience
 - short video on project
 - Show passion
- **Bring in experts**
 - Generate value
 - Demonstrate country knowledge
- **Sell people, relationships, ideas not just the company**
 - Create opportunities
 - Explain partnerships (local, technology providers)
 - Bring in expert technical staff
 - Invest in long term relationship





We cannot solve our problems
with the same thinking we
used when we created them.

Albert Einstein

 quote fancy



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