



INTERNATIONAL
TRADE
ADMINISTRATION

International Buyer Program Seminars

SOLARPOWER
INTERNATIONAL

September 10-13, 2017
Mandalay Bay | Las Vegas, NV

Powered by:  Solar Energy Industry Association  Smart Electric Power Alliance

Monday, September 11

- 9:00 - 10:00 am **Solar Top Markets Report – Surf A**
Presentation by U.S. Department of Commerce
Learn about the markets with most export potential – for utility scale, distributed, and off-grid solar
- 10:00 - 10:30 am **Power Africa – Surf A**
Presentation by U.S. Agency for International Development
- 10:30am – 12 noon **Markets in East Africa – Surf A**
Learn about opportunities in Ethiopia, Kenya, Tanzania, and Uganda
- 12:30 - 1:15pm **Kuwait Opportunities – Surf A**
- 1:10 – 2:10 pm **Roundtable Discussion: “Future Prospects for Foreign Direct Investment in the U.S. Solar Supply Chain” – Innovation Theater**
The Trump Administration has signaled a variety of policy changes designed to incentivize U.S. manufacturing, e.g., a lower corporate tax rate, reduced regulations, and changes to “Buy American” laws. How will these policy changes impact investments in U.S. manufacturing, including foreign direct investment? In addition, and perhaps more importantly, what are states doing to incentivize manufacturing investments? The panel will address these questions and more with a specific focus on future implications for U.S. solar manufacturing.
- 1:30- 2:30 pm **Central America/South America– Surf A**
Learn about opportunities in Costa Rica, El Salvador, Honduras, and Guyana
- 2:00 – 3:30 pm **Foreign Buyer Financing for Solar Exports – Mandalay Bay H (Press Conf Rm)**
Presentation by the U.S. Export-Import Bank
- 2:20 – 3:20 pm **Panel Presentations: “Energy Storage Policies in Asia, Africa, and Latin America” – Innovation Theater**
Panelists will share their insights on the opportunities and challenges of regulatory environments for energy storage in markets around the world. The panel will focus on emerging markets where energy storage is seen as a key enabler of expanding solar deployment.

SCHEDULE SUBJECT TO CHANGE

- 2:30 - 3:30 pm **Mexico Overview – Surf A**
- 3:30-4:30 pm **Roundtable Discussion: “Six Cent Solar in Zambia?! How to Succeed in Solar in Emerging Markets” – Innovation Theater**
Project developers, international partners, development organizations, and government officials share lessons learned on succeeding in emerging markets in an era where reverse auctions, low prices, and new institutions are changing the way we do business in countries where the solar is just taking off. Panelists will reflect on recent trends and discuss the outlook for continued commitments to solar in some of the world's fastest growing markets.
- 3:30 – 5:00 pm **Morocco Roundtable – Mandalay Bay H (Press Conference Room)**
- 4:00 - 5:00 pm **Markets in Southern Africa – Surf A**
Learn about opportunities in Botswana, South Africa, and Malawi

Tuesday, September 12

- 9:00 - 10:30 am **Markets in North Africa – Surf A**
Learn about opportunities in Egypt, Jordan, Morocco, and Lebanon
- 10:30 am - 12 noon **Caribbean Markets – Surf A**
Learn about opportunities in the Bahamas, Dominican Republic, and Jamaica
- 1:00 - 2:00 pm **European Markets – Surf A**
Learn about opportunities in Iceland and the Ukraine
- 2:00 -4:00 pm **Saudi Arabia Roundtable – Surf A**
- 4:00 - 5:30 PM **South East Asian Markets – Surf A**
Learn about opportunities in India, Sri Lanka, and Pakistan

Wednesday, September 13

- 9:00 - 10:30 am **Western Africa Markets Part I – Surf A**
Learn about opportunities in Burkina Faso, Mali, Mauritania, and Senegal
- 10:30 am - 12 noon **Western Africa Markets Part II – Surf A**
Learn about opportunities in Cameroon, Congo, and Cote D’Ivoire