

**EIGHTH PLENARY MEETING OF THE POLICY DIALOGUE ON
NATURAL RESOURCE-BASED DEVELOPMENT**
Building collective knowledge for actionable policies

**Innovation and shared power: sharing
practices for discussion and validation**

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Executive Director
ACERA AG
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Chilean Association of Renewable Energies A.G. - ACERA

Founded in 2003

Mission:

Encourage the implementation of a national sustainable energy strategy.



Solar



Wind



Mini-hydro



Sea



Geothermal



Biomass

120 + members

Project development

Power stations operation

Energy commercialization

Service delivery

Equipment supply

Financing and Insurances

Legal services



ACERA

asociación chilena de energías renovables alternativas a.g.

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[PURA ENERGÍA]

Member companies



Individual members: Aldo Poblete – Carlos Jorquera – Hugo Correa – Jaime Vasquez – Mauricio Zeman – Ricardo González – José Luis Domínguez – Richard Sanhueza – Pablo Cruz



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ACERA's profile

- ACERA was created in **2003** to promote a regulatory framework in Chile which would allow **NCRE*** (Non Conventional Renewable Energies) **to compete on equal terms** with other conventional sources.
- **120+ members**, from **every NCRE technology**, covering the entire renewable energy value chain.
- ACERA represents **71%** of NCRE's **current operating** capacity, including **90%** wind and **91%** solar photovoltaic.
- **ACERA's members** are building **55%** of **new NCRE projects**
- **NCRE** are the main source of investment in Chile:
 - > **3,000 MUS\$ to be built** as a result of the last tenders.
 - > **4,153 MUS\$** in projects **under construction**.
 - > **8,200 MUS\$** in already **operating** plants.
- As a result of **NCRE's participation** in the last **tender**, final consumers **will save over 1,800 MUS\$**.
- The law goal of **20% NCRE** by 2025, will most probably be met by **2019/2020**.
- So far this year, NCRE have contributed with **15%** of Chile's generation.

*: Wind, solar, geothermal, biogas/biomass, wave&tidal, hidro below 20MW



ACERA´s main activities.

- **Represent** the NCRE sector before authorities, Congress, public and press, just to mention a few.
- Together with its members, it **prepares and disseminates** the association´s **positions** concerning subjects of interest to the sector.
- Promote the **relationship** among NCRE sector´s companies.
- Represent the sector in energy and sustainability **events**, in Chile and countries of the region.
- **Disseminate** the knowledge of NCRE, the transition towards a sustainable energy system.
- **Organize** technical events of its own, or together with other energy sector entities.
- Organize the **Annual Dinner** of Renewable Energies.
 - **Sponsorship** and dissemination of others´ congresses, seminars and fairs.
 - **Newsletter** ACERA is distributed every month to over **6,500** people in Chile and abroad.
 - Permanent **presence** of NCRE on **social networking**.
- **Training** on energy for **journalists** – over **300** journalists have attended ACERA´s Energy Course, from Arica to Puerto Montt.
- **Training** on energy for **authorities and civil society** – in 2016 in Arica and Iquique.
- **Reception** and initial **orientation** of **national and foreign** companies interested in the NCRE sector in Chile.



Non-conventional Renewable Energy NCRE

-  Solar
-  Wind
-  Mini-hydro (<20 MW)
-  Sea
-  Geothermal
-  Biomass

NCRE Power Purchase Agreement with a large mining operation



Enabling factors (as of 2011)

- Generation in the grid almost 100% originated in LNG, coal and diesel.
 - Chile has almost no LNG, oil and coal relevant reserves. Dependence on international markets and long supply lines.
 - Price subject to high variations and eventual problems of fuel supply.
 - High carbon footprint.
- Very high power prices and low competitiveness of the conventional generation market.
 - Take it or leave it “contracts of adherence” style from conventional suppliers.
- New regulations in place about NCRE development.
- Alignment with sustainability policy of the company.
- Very high interest from NCRE companies in winning a PPA with the company.



Obstacles (as of 2011)

- Lack of internal understanding about the business and sustainability cases for NCRE.
- Being this the first public tender for power from NCRE sources in Chile, scarce knowledge and no experience was available on what were the right T&C and on how to manage it.
- Rigidity of the existing PPA of the mining company.
- Lack of experience and procedures at the Independent Operator for the connection of NCRE.
- Lack of quality and timely data about the grid.
- Financing institutions not familiar with T&C applicable to NCRE PPAs.
- Perception that innovation may be risky.



Lessons Learned

- NCRE was (and is) very competitive.
- A solid business and sustainability case was possible to be built.
- Association to ERNC brings reputational benefits to the offtaker.
- Innovation is always a risk.... but worth to be faced.



¡Gracias!



Carlos Finat D.

Director Ejecutivo ACERA

- Ingeniero Civil Electricista
- Director de Operación y Peajes del CDEC-SING – 1999 – 2008
- Gerente de Energía – Minera Collahuasi – 2008 – 2012
- Representante de clientes libres en el Directorio del CDEC-SING – 2010 – 2012
- Presidente del CDEC-SING – 2011-2012
- Director Ejecutivo de ACERA desde Octubre de 2012



Our information platforms:

Web



 informaciones@acera.cl

Newsletter



 [@ACERAAG](https://twitter.com/ACERAAG)

Mapa de Proyectos



 [Asociación Chilena de Energías Renovables, ACERA AG.](https://www.linkedin.com/company/asociación-chilena-de-energías-renovables-acera-ag)

