

# 3<sup>RD</sup> SUSTAINABLE BUSINESS DIALOGUE

IN COOPERATION WITH THE GLOBAL

## PRACTITIONERS' DIALOGUE ON CLIMATE INVESTMENTS (PDCI)

7-9 OCTOBER 2015

SHANGRI-LA HOTEL | JAKARTA



Federal Ministry  
for Economic Cooperation  
and Development

implemented by

**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH

in cooperation with



**7 October, 2015**

**Sustainable Business Practices Enhancing Southeast Asia's Economy**

08:00 – 09:00	<b>Registration and Morning Coffee</b>
09:00 – 09:40	<p><b>Welcome remarks</b></p> <ul style="list-style-type: none"> <li>• <b>Shinta Widjaja Kamdani</b>, Vice Chairwoman for Environment, Climate Change and Sustainable Development, Indonesian Chamber of Commerce and Industry (KADIN Indonesia)</li> <li>• <b>Thorsten Hutter</b>, Deputy Head of Mission, Embassy of the Federal Republic of Germany to Indonesia, Timor-Leste and ASEAN</li> </ul> <p><b>Opening remarks</b></p> <ul style="list-style-type: none"> <li>• <b>H.E. Saleh Husin</b>, Minister of Industry, Republic of Indonesia, tbc</li> </ul>
09:40 – 10:00	<p><b>Keynote speech</b></p> <ul style="list-style-type: none"> <li>• <b>Emil Salim</b>, Professor Emeritus of University Indonesia</li> </ul>
10:00 – 12:00	<p><b>Indonesia's challenges and opportunities in developing sustainable and inclusive business models</b></p> <p><b>Panel discussion</b></p> <ul style="list-style-type: none"> <li>• <b>David Faulmann</b>, General Manager – Advocacy, B4MD</li> <li>• <b>Bryan Tilaar</b>, President Director, Martha Tilaar Group</li> <li>• <b>Charles Vincent</b>, President Director of PwC Consulting Indonesia and PwC South East Asia Consulting COO, tbc</li> <li>• <b>Tony Wenas</b>, President Director, PT. Riau Andalan Pulp and Paper (APRIL)</li> </ul> <p><b>Moderator:</b> Andini Effendi, Anchor of MetroTV</p>
12:00 – 13:00	<b>Lunch break</b>
<b>13:00 – 14:30</b>	<b>Parallel break-out sessions</b>
<b>Group 1</b>	<p><b>Sustained growth through sustainable tourism?</b></p> <ul style="list-style-type: none"> <li>• <b>Nuning Barwa</b>, CSR Director of PT. Martina Berto Tbk <i>Inclusive business models in tourism</i></li> <li>• <b>Emad A. Hassan</b>, Energy Advisor to the Egyptian Minister of Tourism <i>Bridging economic and ecological constraints – solutions from Egypt</i></li> <li>• <b>John Higson</b>, CEO, Ecoregions Indonesia <i>Reacting to new market trends: business model community-based tourism</i></li> <li>• <b>David Makes</b>, Chairman Sustainable Management Group, <i>Valuing nature – based tourism across the archipelago</i></li> </ul> <p><b>Facilitator:</b> Bernardino M. Vega, KADIN Indonesia</p>

7 October, 2015

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**Group 2**

**Sustainable business practices in agro-business**

- **Stephen Krecik**, Senior Manager of Southeast Asia Sustainable Agriculture, Rainforest Alliance  
*Certification of sustainable agro business*
- **Ruslan Krisno**, Agri-group Sustainable Director, PT. Great Giant Pineapple  
*Symbiosis in agro-business*
- **Arianto Mulyadi**, Senior Manager, Corporate Communication and New Business Development, PT. Indesso Aroma  
*Sustainability initiatives of Indesso*
- **Daroe Handojo**, CEO, PT Sumatran Organic Spice (SOS)  
*Integrated approach towards sustainability of small farmers business*

**Facilitator:** W. D. Lionel Gunaratne, Executive Director, International Pepper Community (IPC)

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**Group 3**

**Funding the extra-mile - sustainable finance**

- **Marlina Efrida**, Director of Banking Research Department, Financial Services Authority of Indonesia (OJK)  
*Incentivizing sustainable finance in Indonesia*
- **Ir. Judianto Hasan**, Indonesia ESCO Association, Chairperson of APKENIDO  
*Financing energy efficiency revolution in Indonesia*
- **Sucipto Prayitno**, Senior Vice President, PT. Bank Mandiri Tbk, tbc  
*Financing renewable energy and energy efficiency project*
- **Agus Sari**, Senior Advisor on issues related to REDD+ Financing and Sustainable Palm Oil  
*Financial options for land-based sector (incl. Forestry)*

**Facilitator:** Fabby Tumiwa, Director of Institute for Essential Services Reform (IESR)

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**Group 4**

**Green industry & eco industrial estate**

- **Liana Bratasida**, Executive Director of Indonesia Pulp and Paper Association (APKI)  
*Greening pulp and paper industry*
- **Yuda Nugraha**, Environmental Manager, FrieslandCampina, PT. Frisian Flag Indonesia  
*The company's initiatives and lessons-learned*
- **Prasetyoadi**, Deputy to Chairperson, Green Building Council Indonesia  
*Development of rating tools for sustainable neighborhood*
- **Gunawan Rahardjo**, Vice Secretary General of Industrial Estate Association of Indonesia (HKI) and Water Treatment & Environment Control Manager at PT. East Jakarta Industrial Park (EJIP)  
*Moving towards sustainable estate: the role of industrial estate management*

**Facilitator:** Mubariq Ahmad, Senior Environmental Specialist, World Bank

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## 7 October, 2015

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14:30 – 15:30	<b>Brief reports from facilitators of each group and conclusions</b>
15:30 – 15:45	<b>Outlook</b> <ul style="list-style-type: none"><li>• <b>Amanda Katili Niode</b>, Head of Expert Team in Office of The President's Special Envoy on Climate Change, Republic of Indonesia</li></ul>
15:45 – 16:15	<b>Coffee break</b>
16:15 – 17:00	<b>Cultural event</b> <ul style="list-style-type: none"><li>• <b>Saung Udjo Angklung</b> Performance</li></ul>
17:00 – 18:00	<b>Evening Session</b> <b>Sustainable business models in a changing climate</b> Climate business models as an opportunity for SMEs – experiences from around the globe <ul style="list-style-type: none"><li>• <b>Yono Reksoprodjo</b>, Head of Standing Committee on Energy and Sustainable Resource, Indonesian Chamber of Commerce and Industry (KADIN Indonesia)</li><li>• <b>Ir. Sutanto Suhodo</b>, M. Eng, Governor Deputy on Industry, Trade, and Transportation, Provincial Governor of DKI Jakarta, tbc</li></ul> <p>Interactive discussion with the audience moderated by Monika Jones, Deutsche Welle TV, Germany</p>
18:00 – 20:00	<b>Dinner reception</b>

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## 8 October, 2015

### Practitioners' Dialogue on Climate Investments (PDCI)

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08:00 – 09:00	<b>Registration, welcome coffee &amp; tea</b>
09:00 – 09:20	<b>Opening and welcome remarks</b> <ul style="list-style-type: none"><li>• <b>Ina von Frantzius</b>, Counsellor / Head of Development Cooperation, Embassy of the Federal Republic of Germany to Indonesia, Timor-Leste and ASEAN</li><li>• <b>Billy Hindra</b>, Secretary Directorate General for Climate Change Control of Ministry of Environment and Forestry, Indonesia</li></ul>
09:20 – 9:45	<b>Setting the context: Working together for climate-friendly growth</b> <p>Introduction to the “Practitioners’ Dialogue on Climate Investments”</p> <ul style="list-style-type: none"><li>• <b>Frédéric Wils</b>, Head of Project, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH</li></ul> <p>Global funds - local challenges: How to channel global climate finance to unlock private investments in low-carbon and climate-resilient growth?</p> <ul style="list-style-type: none"><li>• <b>Samy Ben-Jaafar</b>, Director, Private Sector Facility, Green Climate Fund (video message)</li></ul>
09:45 – 10:40	<b>Unlocking private climate investments – Stakeholder perspectives</b> <ul style="list-style-type: none"><li>• <b>Assaad W. Razzouk</b>, Chairman of the Board, Association for Sustainable &amp; Responsible Investment in Asia (ASrIA)</li><li>• <b>H.E. Ngedikes Olai Uludong</b>, Ambassador of Palau to the European Union and Ambassador on Climate Change Institution, Government of the Republic of Palau</li><li>• <b>Alejandro Miranda Velázquez</b>, Principal Executive, Directory of Environment and Climate Change, Development Bank of Latin America</li></ul>
10:40 – 10:50	<b>Introduction to the methodology of the working groups</b> <b>Facilitation team</b>
	<b>Moderator:</b> Monika Jones, Deutsche Welle TV, Germany

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8 October, 2015

<b>10:50 – 12:15</b>	<b>1- Advancing public incentive schemes</b>
10:50 – 11:00	<p><b>Impulse 1: Public incentive schemes 2.0</b></p> <ul style="list-style-type: none"> <li>• <b>Andy Schroeter</b>, CEO &amp; Founder, Sunlabob Ltd., Laos</li> </ul>
11:00 – 12:15	<p><b>Working Phase 1: Advancing public incentive schemes</b></p> <p>In the area of renewable energies and energy efficiency public incentive schemes, such as feed-in tariffs or tax breaks for energy efficiency equipment are widespread instruments to stimulate investments from the private sector. The contributor will present one specific idea on how such a public incentive scheme and the accompanying ecosystem should be designed for widespread private sector investments - the resource persons will comment on the suggestions based on their experience.</p>
Group 1.1	<p><b>How can governments incentivize private investments in adaptation measures and products?</b></p> <ul style="list-style-type: none"> <li>• <b>Andrés Aranda</b>, Consultant, Climate Change Unit, Latin American Development Bank</li> <li>• <b>Jeniffer Hanna Collado</b>, Technical Assistant to the Executive Vicepresident, Dominican Republic</li> <li>• <b>John Firth</b>, CEO and co-founder, Acclimatise Group Ltd, United Kingdom</li> <li>• <b>Johannes Puy</b>, Business Unit Manager, Mörk Water Solutions, Germany</li> </ul>
Group 1.2	<p><b>What is a cost effective policy mix to promote private investments in RE solutions?</b></p> <ul style="list-style-type: none"> <li>• <b>Wei-nee Chen</b>, Chief Corporate Officer, Sustainable Energy Development Authority Malaysia</li> <li>• <b>Kabil Dahmani</b>, Director, General Committy of the Stat's Budget Administration, Ministry of Finance, Tunisia</li> <li>• <b>Christoph Henrich</b>, Energy Finance Specialist, Independent Consultant</li> </ul>
Group 1.3	<p><b>What are best practices to incentivize energy efficiency measures in private companies?</b></p> <ul style="list-style-type: none"> <li>• <b>Victor Abainza</b>, Consultant, Association of Development Financing Institutions in Asia and the Pacific (ADFIAP), Philippines</li> <li>• <b>Vicente Co</b>, Vice President, Philippine Plastics Industry Association</li> <li>• <b>Emad A. Hassan</b>, Energy Advisor to the Minister of Tourism, Egypt</li> <li>• <b>Steve Piro</b>, Director, Synergy Efficiency Solutions, Indonesia, tbc</li> <li>• <b>K.S. Venkatagiri</b>, Executive Director, Confederation of Indian Industry (CII), India</li> </ul>
12:15 – 13:15	<b>Networking lunch</b>

8 October, 2015

<b>13:15 – 14:40</b>	<b>2- Adjusting regulatory frameworks</b>
13:15 – 13:25	<p><b>Impulse 2: Why regulatory frameworks matter so much</b></p> <ul style="list-style-type: none"> <li>• <b>Marlina Efrida</b>, Director, Banking Research Department , Indonesian Financial Services Authority/ Otoritas Jasa Keuangan</li> </ul>
13:25 – 14:45	<p><b>Working Phase 2: Adjusting regulatory frameworks</b></p> <p>Private sector actors such as companies, banks and investors consider reliable, stable and smartly designed laws and regulations a necessity for climate investments. The contributor will present one specific idea on how regulatory frameworks should be designed to facilitate private sector investments – the resource persons will comment on the suggestions based on their experience.</p>
Group 2.1	<p><b>How to adjust banking regulation to promote clean energy investments?</b></p> <ul style="list-style-type: none"> <li>• <b>Muhammad Saleem</b>, Additional Director, IH &amp; SME Finance Department, State Bank of Pakistan, Karachi</li> <li>• <b>Edi Setijawan</b>, Deputy Director, Banking Research Department , Indonesian Financial Services Authority/ Otoritas Jasa Keuangan (OJK)</li> </ul>
Group 2.2	<p><b>Mandating preparedness: How to set standards for climate-proof infrastructure?</b></p> <ul style="list-style-type: none"> <li>• <b>Carlos Fuller</b>, Caribbean Community Climate Change Center (CCCCC), International and Regional Liaison Officer, Office of the Executive Director, Belize</li> <li>• <b>Prasetyoadi</b>, Deputy to Chairperson, Green Building Council Indonesia</li> </ul>
Group 2.3	<p><b>How to develop a market for stand-alone RE systems?</b></p> <ul style="list-style-type: none"> <li>• <b>Hamis Mikate</b>, Managing Director, Ensol Ltd., Tanzania</li> <li>• <b>Jay Patel</b>, Vice President of Business Development, Village Energy, Kenya</li> </ul>
14:45 – 15:10	<b>Coffee &amp; tea break</b>

8 October, 2015

15:10 – 17:05	<b>3 - Introducing effective financial mechanisms</b>
15:10 – 15:50	<p><b>Panel discussion: Mobilizing, leveraging, catalyzing – different financial mechanisms, same challenges</b></p> <ul style="list-style-type: none"> <li>• <b>Niranjali Amerasinghe</b>, Associate, Sustainable Finance Centre, World Resources Institute, United States</li> <li>• <b>H. E. Diann Black-Layne</b>, Ambassador, Department of the Environment, Ministry of Health and the Environment, Antigua and Barbuda</li> <li>• <b>Assaad W. Razzouk</b>, Chairman of the Board, Association for Sustainable &amp; Responsible Investment in Asia (ASrIA), Singapore</li> </ul>
15:50 – 17:05	<p><b>Working phase 3: Introducing effective financial mechanisms</b></p> <p>Around the world sufficient liquidity exists in financial markets and individual as well as institutional investors are looking for interesting investment opportunities. The questions are what are attractive financial mechanisms attracting private sector capital and which role does the public sector need to play. The contributor will present one specific idea on how an effective financial mechanism should to be designed to attract private sector investments - the resource persons will comment on the suggestions based on their experience.</p>
Group 3.1	<p><b>Investing in resilient supply chains: How to form partnerships for financing MSMEs?</b></p> <ul style="list-style-type: none"> <li>• <b>Naning Adiwoso</b>, Green Building Council Indonesia</li> <li>• <b>Anne Hammill</b>, Director, Resilience, International Institute for Sustainable Development (IISD)</li> </ul>
Group 3.2	<p><b>How does a high-impact financial instrument for energy investments look like?</b></p> <ul style="list-style-type: none"> <li>• <b>William Pazos</b>, CEO, Kuber Energy Pte. Ltd., Singapore</li> <li>• <b>Belynda Petrie</b>, CEO, OneWorld, South Africa</li> <li>• <b>Galzagd Tuul</b>, Director, Eco Banking Department, XacBank, Mongolia</li> </ul>
Group 3.3	<p><b>How does an effective financial mechanism to finance ESCOs look like?</b></p> <ul style="list-style-type: none"> <li>• <b>Corazon Conde</b>, Group Head, Consulting, Association of Development Financing, Institutions in Asia and the Pacific (ADFIAP), Philippines</li> <li>• <b>Alejandro Velazco</b>, CEO, Quality Energy Solutions, Colombia / Germany</li> </ul>
Group 3.4	<p><b>What can be the role of business networks in supporting private climate investments?</b></p> <ul style="list-style-type: none"> <li>• <b>Maria Virginia Vilarino</b>, Energy &amp; Climate Coordinator, Business Council for Sustainable Development Argentina (CEADS)</li> </ul>
17:05 – 17:45	<b>Closing</b>
18:00 – 21:00	<b>Informal dinner at the Satoo Restaurant, Shangri-La Hotel</b>



## 9 October, 2015

### Practitioners' Dialogue on Climate Investments (PDCI) – Stakeholder workshop

After fruitful discussions and feedback rounds on 8 October, all presented suggestions will be revised and specified during the stakeholder workshop. Smaller groups of experts will meet to jointly work on the refinement of the proposed solutions and/or collaboratively develop additional solutions. The results will inform PDCI's future process. The key questions and solutions to be discussed will be selected by the PDCI team in the morning of 9 October. Between 09:00 - 09:30 the topics will be introduced. All participants can then select one morning and one afternoon group to partake at. The same methodology ("glider graphic") as of 8 October will be used for documentation of the discussion.

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08:00 – 09:00      **Welcome coffee & tea**

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09:00 – 09:30      **Welcome remarks and introduction**

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09:30 – 11:00      Stakeholder workshops I

1. What is a cost effective policy mix to promote private investments in EE solutions?
2. How to shape markets for off- and mini grid RE projects?
3. How to create a market for adaptation services and products. What is the business case?

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11:00 – 13:00      **Lunch**

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13:00 – 14:30      Stakeholder workshops II

4. Which banking regulations lead to results in EE investments and RE projects?
5. What is a cost effective policy mix to promote private investments in RE solutions?
6. How can business networks stimulate climate resilience in SMEs?

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14:30 – 15:00      **Presentation of results**

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15:00 – 15:15      **Break**

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15:15 – 17:00      **Training sessions**

**Business and climate change adaptation**

- **Leena Wokeck**, Associate, CSR Asia

**NAMA finance training**

- **Sebastian Wienges**, Senior Climate Change Specialist, Climate Change Policy Team, World Bank Group
- **Frédéric Wils**, Head of Project, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

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17:00 – 17:05      **Closing**

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