



POWER DEVELOPMENT **DELEGATION,** **LED BY AMBASSADOR BLAKE**

35,000 MW for Indonesia

APPLICATION DEADLINE: May 5th, 2016 *

Jakarta, May 18-20, 2016

Palembang, May 23, 2016 (optional mission add-on)

U.S. Embassy Jakarta and the U.S. Power Working Group are proud to announce the **Power Development Delegation, led by Ambassador Blake.**

The purpose of the mission is to provide U.S. companies with high-level access to the key ministries for electrical power generation. Ambassador Blake will lead the delegates to a series of closed door ministerial level meetings in Jakarta.

In addition, delegates have the option of a trip to Palembang, Sumatra to meet the Governor and Mayor to discuss the city's power needs for the Asian Games.

** After the deadline date please contact us to see if space is still available.*

MARKET – 35,000 MW and Beyond – In early 2015 President Jokowi announced his plan to revitalize Indonesia's core infrastructure. As part of this initiative, the government launched the 35,000 MW program, which is estimated to require approximately \$100 billion to execute. While challenges remain, the Indonesian government and the National Electric Company (Perusahaan Listrik Negara (PLN)) have made substantial progress towards this goal. In 2015, PLN signed power purchase agreements for 17,300 MW, and they aim to sign the remaining amount to reach the 35,000 MW goal by the end of 2016.

In February at the Bali Clean Energy Forum, Minister of Energy and Mineral Resources Sudirman Said stated his Ministry (ESDM) is already laying the foundation to increase installed power capacity by 500%. Next year, PLN and the ministry will begin planning to add a second 35,000 MW of capacity, for a total target of 70,000 MW of expansion between 2015 and 2024. At the same time, the government aims to substantially increase the share of generation capacity from renewable sources and is in discussion with the Indonesian Parliament (DPR) to establish an Energy Resilience Fund to provide financing to renewable energy projects. As part of this effort, the "Indonesia Terang" (Bright Indonesia) program aims create microgrid utilities and grid extensions to power over 12,000 isolated communities who currently have no, or radically insufficient, access to electricity.

MISSION STRUCTURE – *Ongoing Dialogue* – While substantial progress has been achieved, significant challenges remain. The purpose of this PWG business mission is to provide U.S. companies a venue for a high-level dialogue to ask questions and propose suggestions to Indonesian decision makers. The mission will consist of a series of high-level closed door discussion sessions.

The Embassy will make every effort to set up meetings with the following ministries and offices:

Core priority

- 1) Ministry of Energy Ministry & Mineral Resources (ESDM)
- 2) Ministry of State Owned Enterprises (BUMN)
- 3) Ministry of Finance (MOF)
- 4) Perusahaan Listrik Negara (PLN)

Additional target meetings

- 5) Indonesian President's Office
- 6) Investment Coordination Board, (BKPM)
- 7) Ministry of Economic Coordination (MENKO Ekonomi)

NOTE – Your team in the Embassy will make every effort to schedule as many of these meetings as possible with the highest ranking officials possible. However, please be aware it is unlikely we will be able to secure all of these target meetings at a ministerial level. We will update participants as the schedule develops, though meetings in Indonesia are often subject to last-minute changes.

BUSINESS PROPOSALS – *One-on-one meetings with the government* – Where possible we will arrange one-on-one side meetings with the Indonesian Ministries in Jakarta. The Embassy will collect business proposals/technology introductions from the delegation and present them to the Ministries. The Ministries will review and select proposals for one-on-one meetings with relevant officials. Meetings will be arranged around the core itinerary as scheduling permits. The Ministry of Energy and Mineral Resources (ESDM) has already agreed to review and select proposals of interest to them.

PALEMBANG – *Energy for the Asian Games and Beyond* – The city of Palembang and South Sumatra Province are moving aggressively to provide sufficient energy for the Asian Games 2018 and its larger industrial needs. This city of 2.5 million people (in a province of 8 million) currently faces a deficit of available power and needs to grow generation capacity by several hundred megawatts. The Governor and Mayor are actively working towards meeting this need and welcome U.S. industry involvement. U.S. Consulate Medan has been in ongoing dialogue with the local officials. During the Palembang section of the mission delegates will meet with the Governor and Mayor, receive a presentation on local energy needs, and attend a reception with the Governor, Mayor and local officials. The island of Sumatra has a population of 55 million, the largest cities outside Java, and the second largest share of foreign investment behind Java. Nevertheless, South Sumatran Provincial officials credibly note Sumatra has a vast and underexploited potential. Sumatra



35,000 MW
UNTUK
INDONESIA

*“35,000 MW for
Indonesia” –
President Jokowi*

contains Indonesia's largest crude oil, gas, coal and coal bed methane reserves. Sumatran oil and gas account for over 50% of Indonesia's oil and gas exports. Indonesia also has 40% of the world's geothermal potential with the majority of that potential on Sumatra and untapped. Indonesia produces half of the world's palm oil. Most exported CPO is consolidated and shipped from Sumatra. Sumatran cities, especially Palembang, are some of Indonesia's fastest growing and local leaders note energy is key to the increasing development.

COST – The cost is \$1800 per delegate for Jakarta and \$960 per delegate for Palembang. Companies can participate in both or just one of the cities. Funds collected will be used to pay for mission activities. Airfare (international and domestic), lodging, meals outside of official activities, and other expenses *are not included* in the mission payment.

NUMBER OF DELEGATES – Only two delegates per company will be allowed for the mission. If space allows, we will make every effort to allow a third attendee per company.

TOPIC FOCUS – Mission focus is limited to supporting Indonesia's energy infrastructure for all forms of power generation and power distribution.

SENIOR EXECUTIVE – As we are targeting ministerial level officials for the meetings, U.S. company delegates will need to be at a senior level.

ELIGIBILITY – To participate, the U.S. company must meet U.S. Department of Commerce Service Eligibility Policy (SEP) requirements: 1) A U.S. entity (U.S. citizen, incorporated in the U.S., or 95%-owned by either of the first two); and 2) (a) of U.S. origin or (b) 51% U.S. content if not of U.S. origin.

PARTNER AGENCIES – Partner U.S. government agencies and U.S. associations/chambers add substantial value to the mission and are very welcome to participate on a space availability basis. Please contact us for details.

POINT OF CONTACT – Space is limited on the mission and eligible delegates will be considered on a first reserve first serve basis. Please RSVP as soon as possible to Meiyi Tjugito E: Meiyi.Tjugito@trade.gov M: +62-81510800471 O: +62-21-526-2850. For questions please reach out to Andrew Billard, O: +62-21-526-2850 x3003, E: Andrew.Billard@trade.gov

U.S. POWER WORKING GROUP FOR INDONESIA (PWG)

Supporting Indonesia's Power Infrastructure

Join the PWG to introduce your product, meet decision makers, and learn about the market.

U.S. Embassy Jakarta has established the U.S. Power Working Group (PWG) as an American team program for firms supporting President Jokowi's "35 GW" power development plan. This Embassy assisted team serves as a platform for American firms to dialogue with the Indonesian government on how they can contribute to Indonesia's power infrastructure.

The initiative was formally established at PLN headquarters in September 2015 with the signing of a memorandum of understanding by Ambassador Blake and Minister Sudirman Said representing the U.S. Embassy and the Ministry of Energy and Mineral Resources, respectively. Since the creation of the program, the group has expanded to approximately 60 leading U.S. energy firms.

The platform enables Team USA to execute a series of group-proposed activities aimed at introducing, supporting, and developing commercial projects, and providing constructive input into relevant legislation. Activities include:

1. *Embassy-Led Group Meeting(s)*
2. *Technical Seminar/Workshop Presentation(s)*
3. *Business Proposals Meetings with Government*
4. *Market Webinars*
5. *Policy Courtesy Translations*
6. *Market Information*
7. *Announcements for Related Events*
8. *Team U.S.A. Energy Directory*
9. *Embassy Introductions to Indonesian Government Officials*