

## INTERVIEW

with David Delaire, Head of Asset Management

David Delaire is Head of Asset Management MPC Renewable Energies. Previously he was Director of Asset management at Natural Power, COO at Greensolver, CTO at Eolfi (a former Veolia company) and Operations Manager at General Electric. His track record includes the technical and commercial asset management of 50+ international wind farms and 13 Photovoltaic (PV) Facilities for infrastructure funds, pension funds and independent power producers (IPPs). He has been in the renewable energies industry for the past 11 years at various stages of the value-chain and has attained the ISO 90001 certification in Asset Management and EPCM for a previous employer. David holds a Bachelor of Science in Electrical Engineering from Tuskegee University, United States and a Masters of Business Administration Management from Webster University, United States.



### WHAT IS YOUR OVERALL ASSET MANAGEMENT STRATEGY?

We have a holistic approach and the strategy can very generally be defined as centralized management with local job execution. Our approach is to clearly show our differentiating skills set from the O&M service provider, who is “obligation-focused” whereas we are “investment-focused”. In detail, we firstly define the asset criteria of the investor based on their yield expectations. Then we optimize the asset as to match the investors needs, maximize the value of the asset and finally bring it to a profitable exit.

#### ASSET MANAGEMENT - HOLISTIC APPROACH



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### WHAT IS SPECIAL ABOUT THE CARIBBEAN ELECTRICITY MARKET?

The Caribbean is very special in that it is highly dependent on oil for generating electricity. The energy mix in Jamaica for example relies to 90 % on fossil fuel. Since oil needs to be imported to the islands – electricity is very expensive. The demand for electricity has increased in the last decade,

but standards are local and cost inefficient. The tariff structure can be very profitable and attractive for investors. So even if the Caribbean is definitely a niche market – it has high potential for renewable energy investments.

### WHY CONSTRUCT A PHOTOVOLTAIC PLANT IN JAMAICA?

Jamaica is a good starting point if you want to enter the Caribbean. Our photovoltaic plant will be the cheapest source of energy for Jamaica, which is currently still dependent on imported oil and natural gas. Also due to the ever-increasing demand and high price of electricity, government energy policies are currently shifting to support renewable energy. So the timing for renewable energy in Jamaica is perfect.

**WHO ARE YOUR PARTNERS IN JAMAICA?**

We have European partners that have a local presence in Jamaica and a solid track record in renewables including photovoltaic projects. So we have both the international know-how and the local expertise.

**WHAT KIND OF SITE IS PARADISE PARK?**

Paradise park used to be a cattle and sugar cane site and will now be the location for our photovoltaic project. This side of the island – the south west side is perfect for the plant in terms of irradiation and protection against hurricanes and other extreme weather conditions.

**WHAT ABOUT OTHER CARIBBEAN COUNTRIES?**

We are currently looking at the whole of the Caribbean region, including the members of the Caribbean Community (CARICOM), other islands in the region, Mexico and countries in South and Central America.