

The AIX logo is displayed in white, bold, sans-serif capital letters on a solid blue rectangular background.

Power & Renewables  
Increasing access  
Transmission  
Domestic capital  
Distribution solutions  
Off-grid



# Africa Investment Exchange Nairobi

## Power & Renewables Executive Briefing

Fairmont, The Norfolk, 2-4 October 2018

AIX Nairobi builds on four years of AIX: Power and Renewables meetings, which have brought together project developers, suppliers of off-grid services, policy-makers, established and non-traditional investment sources and other stakeholders to discuss the issues and challenges facing investors in clean energy projects in Africa.

AIX: Nairobi is sponsored by the African Trade Insurance Agency and InfraCo Africa, supported by GOGLA, GreenMax Capital Advisors and the UK

Department for International Trade and co-produced by African Energy.

The meeting is held under the Chatham House Rule (participants are free to use the information received, but neither the identity nor the affiliation of the speaker, nor that of any other participant, may be revealed), structured through a series of panel-led sessions and limited to 90 senior level participants to encourage in-depth discussion on the scaling up of electricity supply industries across Africa.

### Sponsors



**African Trade Insurance Agency**  
Agence pour l'Assurance du Commerce en Afrique



**InfraCo**  
AFRICA

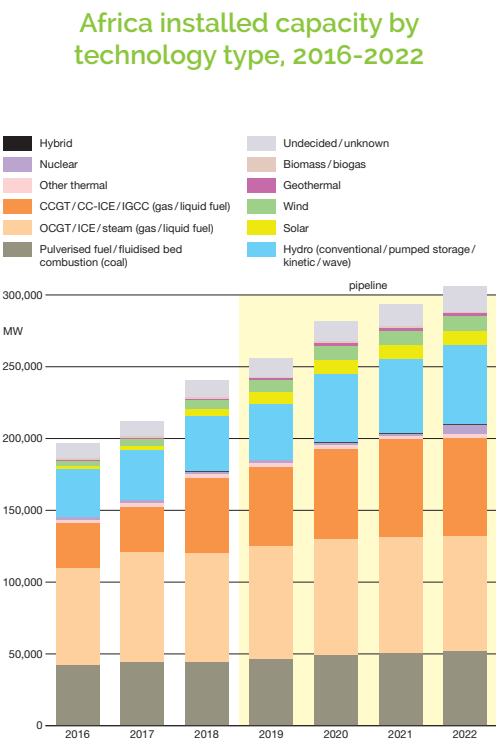
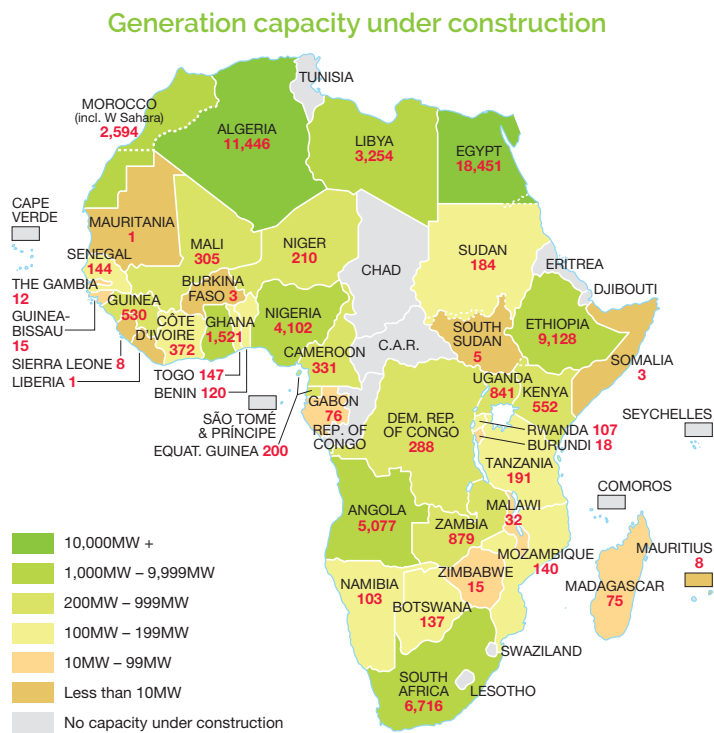
### Partners



[africa-investment-exchange.com](http://africa-investment-exchange.com)

## Strategies to develop fit-for-purpose electricity supply industries

In recognition that accelerated change is expected across the continent's varied electricity supply industries, where possible AIX Nairobi sessions will discuss innovative financing and technologies, and off-grid solutions alongside 'conventional' industrial and financial structures, including national and cross-border grids and utilities.



Source: African Energy Live Data © African Energy 2018 ([www.africa-energy.com](http://www.africa-energy.com))

## A unique perspective

As a consultant and publisher, Cbl has been involved at the heart of the debate surrounding the development of the energy sector in Africa for almost 30 years.

Cbl Meetings pairs the extensive regional expertise and source network of Cbl's African Energy with a seasoned events team experienced in producing high-level investment forums and dialogues across the African continent.

As a consultant, Cbl has a unique perspective when it comes to understanding the themes and topics that provide the foundations for a vibrant conference agenda and the mix of project stakeholders required to create a lively and engaging panel-led discussion.

## African Energy Live Data

African Energy Live Data features details on more than 5,000 projects across the continent that are operating, planned or under construction.

Analysis and data from the platform will be presented at AIX Nairobi providing a unique snapshot of power generation projects currently in development on a continental and regional level.



## Tuesday 2 October - evening

### Evening reception hosted by the UK Department for International Trade

(time and location to be confirmed)



Department for  
International Trade

## Wednesday 3 October - morning

### 08h30 to 09h00 Registration & coffee

### 09h00 to 10h30

#### The state of the industry

Chair: **Jon Marks**, Chairman, Cross-border Information

- Findings extrapolated from the African Energy Live Data platform will provide unique insights into continental electricity supply industry trends, project pipelines and demand growth projections.
- How to integrate power with national industrialisation programmes.
- Is East Africa long on power or is under-supply a constraint on growth?
- Acceleration in off-grid consumption: is it forcing a reassessment of centralised generation?
- Tariffs versus solvency: the future power utility business model

**Kevin Kariuki**, Head of Infrastructure, Industrial Promotion Services

**Richard Warugongo**, Principal Investment Officer, IFC

**Ziria Tibalwa Waako**, Chief Executive Officer, Electricity Regulatory Authority, Uganda

### 10h30 Coffee

### 11h00 to 12h00

#### Strengthening the grid and increasing access

Chair: **Kevin Kariuki**, Head of Infrastructure, Industrial Promotion Services

Strategies to strengthen the grid, finance the 'last mile' and reduce network losses.

- What mechanisms should be developed to integrate private sector thinking more effectively into public policy? What PPP structures and other

solutions are there to transmission shortfalls?

- Tariffs that reflect cost of upgrading and building new transmission and distribution infrastructure.
- How should existing grid networks, grid extension, grid edge and fully off-grid coexist?
- How storage can help strengthen the grid.

**Benon Bena**, Head of Off-Grid Renewable Energy, Rural Electrification Agency (REA), Uganda

**Nemes Victor Massawe**, Manager - Electricity Transmission and Distribution, EWURA

**Anthony Mburu**, East Africa Powerpack Business Development, Tesla

**Allan Munyua**, East Africa Director, Meridiam

### 12h00 to 13h00

#### Generating baseload

Chair: **Jon Marks**, Chairman, Cross-border Information

Strategies for developing a baseload mix (coal, geothermal, hydropower and natural gas).

- Balancing the (and off-) grid
- The transmission challenge for high voltage producers and consumers

**Jimi Akindele**, Assistant Director of Africa Transaction Advisory Services, GreenMax Capital Advisors

**Luka Buljan**, Managing Director, Berkeley Energy

**David Carroll**, Business Development, Quantum Power

**David Muthike**, Strategy & Business Performance Director, KenGen\*

**Laurent Nahmias-Léonard**, Vice-President, Project Execution, Virunga Power

### 13h00 Lunch

\* Awaiting final confirmation

Wednesday 3 October - afternoon

14h00 to 15h15

## East & Southern Africa Power & Renewables

Chair: **Khilna Dodhia**, Chief Executive Officer, Kenergy Renewables

A look at government approaches towards competitive procurements and / or unsolicited bidding in the region.

**John Lentaigne**, Chief Underwriting Officer, African Trade Insurance Agency

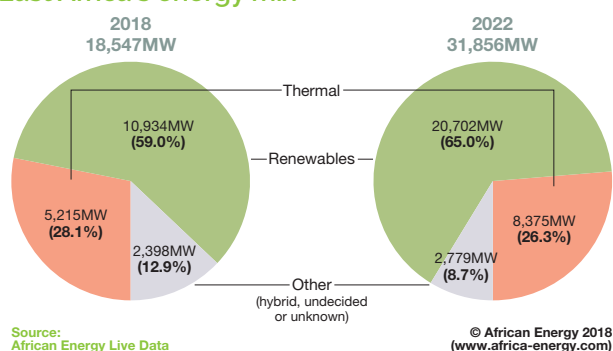
**Judy Raphael**, GET FiT Zambia Director, Multiconsult

**Svetla Stoeva**, Senior Investment Officer, EIB

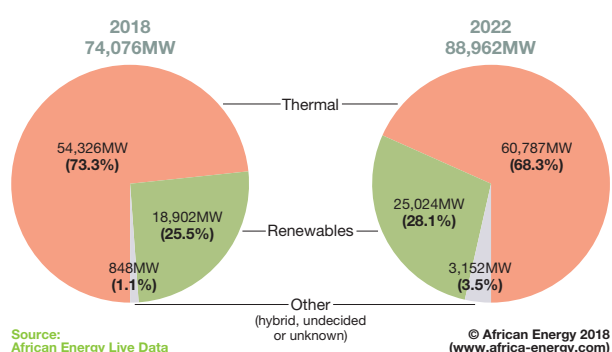
**Ziria Tibalwa Waako**, Chief Executive Officer, Electricity Regulatory Authority, Uganda

15h15 Coffee

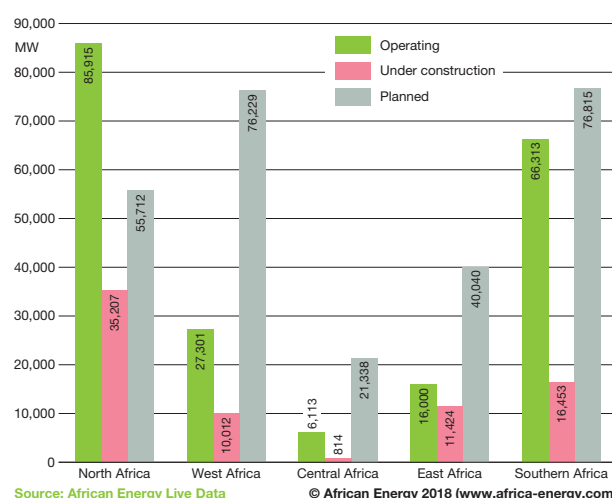
## East Africa's energy mix



## Southern Africa's energy mix



## Power plants operating, under construction and planned



15h45 to 17h00

## Strategies to increase generation - auctions, FiT and negotiated deals

Chair: **Kodjo Afidegnon**, Head of West Africa Business Development, InfraCo Africa

- What options are available to increase power-generating capacity?
- Understanding and managing governance, systems and process design issues.
- How do countries move from FiT to auctions systems?
- Best practices for negotiating PPAs.

**Patrick Mawala**, Manager, Energy Purchase & Regulatory Affairs, Kenya Power & Lighting Company

**Eric Mwangi**, Economic Advisor to the Cabinet Secretary, Ministry of Energy

**Aleem Tharani**, Partner, ALN Kenya | Anjarwalla & Khanna

**Kaniaru Wacieni**, Business Development Director, Globeleq

**Nikhath Zigmund**, Business Development Director, Actis

17h00 Evening reception



Thursday 4 October

## Mobilising finance

08h30 to 09h00 **Morning coffee**

09h00 to 10h30

### Early stage development

Chair: **Bertrand Belben**, Senior Business Development Manager, InfraCo Africa

- Structuring early stage risk and project preparation facilities: is it still a major problem?
- What are the barriers to reaching financial close and how can these be overcome?
- Tackling corruption and other governance issues?

**Florian Cammas**, Associate, Finergreen

**Khilna Dodhia**, Chief Executive Officer, Kenergy Renewables

**Erica Ehst**, Director of Global Energy Group, Overseas Private Investment Corporation

**Katrien Hinderdael**, Country Manager, Sub-Saharan Africa, U.S. Trade and Development Agency

**Benjamin Mugisha**, Resident Underwriter, African Trade Insurance Agency

10h30 **Coffee**

11h00 to 12h30

### Stimulating local capital

Encouraging a greater role for local entities in power projects, improving access to long-term funding in local currency, strengthening the capacity of local markets and creating opportunities for local investors.

- Stimulating local capital markets and improving access to local finance
- Islamic finance legal matters
- Mitigating currency and liquidity risks
- Blending local finance and impact investors
- Perspective from stock markets and pension funds

**Ladé Araba**, Africa Region Representative, Convergence Finance

**Harry Guinness**, Executive Director, Lion's Head Global Partners

**John Kimotho**, Investment Manager, African Infrastructure Investment Managers (AIIM)

**Juliet Mazera**, Partner, MMC Africa Law

12h30 **Lunch**



## Off-grid Investment Exchange

**13h30 to 14h30**

### Scaling-up mini-grids

Chair: **Alex Katon**, Executive Director - InfraCo Africa

Issues include:

- Working mini-grid into regulatory frameworks and government strategies;
- Mini-grid auctions and other options;
- Creating investment instruments that take mini-grid beyond its current subsidised models.

**Cliff Aron**, Principal, GreenMax Capital Advisors

**Caroline Kimathi**, Acting Renewable Energy Director, Energy Regulatory Commission, Kenya

**Joyce DeMucci**, Team Leader, GMG Facility Kenya

**Pam Onyanyo**, Managing Director of Sub-Saharan Africa, Renewvia Energy

**Sam Slaughter**, Chief Executive Officer, PowerGen Renewable Energy

**Rik Wuts**, Co-founder, Powerhive

**14h30 Coffee**

**14h45 to 15h45**

### Industry's paradigm shift – embedded power and other independent solutions

Chair: **Jon Marks**, Chairman, Cross-border Information

Analysis of the ways commercial and industrial consumers are developing and financing their own generation capacity, and the extent this is likely to grow across the continent, including input from manufacturing and mining industries.

**Andrew Githaiga**, Senior Investment Manager, SunFunder

**Elijah Isabu**, Program Coordinator - SUNREF

**Mutuma Marangu**, Advisor & Private Investor

**Japheth Sayi**, General Manager, KTDA Power Company

**James Shoetan**, East Africa Business Development Manager, CrossBoundary Energy

**Ameet Shah**, Chairman & Director, Astonfield Solar

**15h45 Coffee**

**16h00 to 17h00**

### Finance: energy as a consumer service

Chair: **Cliff Aron**, Principal, GreenMax Capital Advisors

It worked for telecoms and, increasingly, it seems it can work for electricity access. This session will discuss financial instruments and strategies, and new approaches to consumers in a period when millions more Africans are becoming financially empowered and buying a range of basic services.

- The role of mobile operators and large corporations in off-grid solar power.
- What new sources of funding, including institutional investment, are available?
- Strategies for catalyzing more local capital, both on the equity and debt sides.
- Impact investors and charitable enterprises – critical so far, but a transitional phase?
- Equity – attracting private finance, conventional developers, developing local partnerships. Are new commercial models emerging as quickly as we are told?
- Debt – the role of concessionary finance, operating with local banks and other institutions.

**Daniel Goldfarb**, Chief Executive Officer, Lendable

**Leonard Kore**, Market Engagement Manager, Mobile for Development Utilities, GSMA

**Rajesh Hemnani**, Investment Manager, CDC Group

**Snehar Shah**, Managing Director East Africa, Azuri Technologies

**Emmanuel Beau**, Investment Manager, Energy Access Ventures

**17h00 End of AIX Nairobi**

**Friday 5 October** – Fairmont The Norfolk hotel can help to organise excursions and tours during your stay. Contact Lauren Andrews for details [lauren@cbi-research.com](mailto:lauren@cbi-research.com).

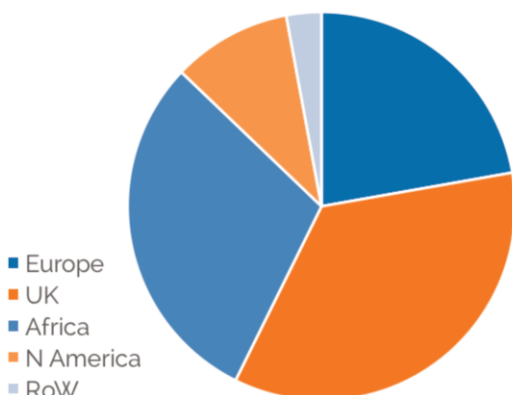
# Sponsor this meeting

Sponsorship	Advanced options
Standard package	Extras available for tailored packages
Corporate logo on event website, agenda, brochure and marketing emails	Meeting room, with tea and coffee, for sponsor to conduct private meetings with clients and potential clients at AIX
Corporate logo on the headline slides	Evening reception sponsor
Full-page colour ad in the meeting book	Off-grid Investment Exchange sponsor
Corporate literature in meeting bag	Lunch sponsor
Prominent panel position	Session sponsor
Input on the agenda	Coffee Break sponsor
3 additional passes for sponsor's staff or guests	Exhibition space
£5,000	Contact us for a tailored package
For sponsorship enquiries contact: Nick Carn Tel: +44 (0)1424 721667 Email: <a href="mailto:nick@cbi-research.com">nick@cbi-research.com</a>	

## Past sponsors



## Past AIX Participants



# Attend our meetings

Please register those listed below for AIX: Nairobi

Price payable: £1,000 per delegate.

**1st Delegate**

Full name .....  
Position .....  
Company/Organisation .....  
Email .....  
Telephone .....

**2nd Delegate**

Full name .....  
Position .....  
Company/Organisation .....  
Email .....  
Telephone .....

**Company contact details (for invoice)**

Full name .....  
Position .....  
Company/Organisation .....  
Address .....  
.....Country .....  
Email .....  
Telephone .....  
VAT number .....

When you have returned this form you will receive a booking confirmation and invoice to be paid by bank transfer. Full payment must be made before event. **Total to pay** .....

Contact Lauren Andrews.  
Tel: +44 (0)1424 721667. Email [lauren@cbi-research.com](mailto:lauren@cbi-research.com)

I have read and agreed to the terms and conditions.

**Terms & Conditions**

**Payments:** All bookings made prior to the conference must be paid in full to guarantee registration. If payment is not made at the time of booking, registration will be provisional.  
**Cancellation:** The fee is non-refundable if cancellation is received less than two weeks before the booked meeting. For a cancellation before this date the fee will be refunded, less a handling charge of £75.

**Indemnity**

Cbi Meetings is not liable for any travel and accommodation costs incurred by delegates in connection with their registration. Cbi Meetings cannot accept liability for any loss, cost or expense suffered or incurred by any person arising from reason of war, including threat of war, riots and civil strife, terrorism or threats thereof, natural disaster, weather, fire, flood, drought, technical, mechanical or electrical breakdown within any premises visited by delegates in connection with the conference, non-provision of services provided by hotel companies or transport operators, industrial disputes, government action, regulations, or technical problems which may affect the services provided in connection with the event.

**Fairmont The Norfolk Hotel**

[fairmont.com/norfolk-hotel-nairobi](http://fairmont.com/norfolk-hotel-nairobi)

A renowned landmark since opening its doors in 1904, Fairmont The Norfolk is located in the heart of the Nairobi city and provides a sophisticated, calm retreat from the vibrant downtown district.

Guest room rates for delegates at AIX Nairobi start at \$180.

Contact us for details on how to book your room.



**For registrations and hotel books contact:**  
**Lauren Andrews**  
Tel: +44 (0)1424 721667  
Email: [lauren@cbi-research.com](mailto:lauren@cbi-research.com)