

AIX



Innovative financing
Market strategies
Generation mix
Off-grid investment
Political risk
Distribution models



Africa Investment Exchange Power & Renewables

Enabling power project development in Africa

14-15 November 2018, RSA House, London

Now in its fifth year, AIX Power & Renewables is held under the Chatham House Rule and structured around panel-led sessions with an audience limited to 180 participants to preserve the networking environment.

The meeting is held under the Chatham House Rule and features two main conference streams, additional

break-out sessions and an evening reception alongside:

- The third annual **Offgrid Investment Exchange**.
- **AIX: Gas 2018 Update**.
- **AfricaHardball** - a roundtable focused on political risk and governance issues that impact on projects and investment decisions.

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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.

We are focused on producing meetings that create enduring dialogues between development finance institutions and private sector investors including, private equity firms, venture capitalists, family offices, foundations, institutional investors and impact investors.

Africa Investment Exchange: Power & Renewables is held under the Chatham House Rule, structured around interactive panel-led sessions and limited to 180 high-level participants.

Over the last five years, participants have used the two-days of AIX: Power & Renewables to hold private meetings with new and already established partners in convenient break-out rooms at RSA House.



Why RSA House?

We picked RSA House for its unique combination of excellent conference facilities, break out spaces and private meeting rooms packaged together in a venue that provides a unique slice of London's history.

A hidden gem in the heart of London, and within a few minutes walk of major transport hubs, hotels, theatres and some of London's most famous landmarks, RSA House was designed by Robert Adam in the early 1770s, and is the historic home of the Royal Society of Arts.

A famous centre for Enlightenment thinking, the building has been the intellectual and social home of some of the greatest thinkers and social activists of the past 200 years.



Timetable

Day one – 14 November

AIX Power & Renewables

08h30 to 09h00	Registration and coffee, The Benjamin Franklin room		AIX Gas Update 2018 Durham Street Auditorium 08h30 to 09h00 Registration & Coffee 09h00 to 10h00 Gas Outlook 10h00 to 11h00 Gas to Power 11h00 to 11h30 Coffee 11h30 to 12h45 Gas to market	
09h00 to 10h45	Africa power & renewables strategy, The Great Room			
10h45 to 11h15	Coffee, The Benjamin Franklin room			
	Stream 1 – The Great Room Finance & development	Stream 2 – The Tavern Room Transmission, distribution and 'disruptors'		
11h15 to 12h45	Early stage development	Grid-based & distributed strategies for access		
12h45 to 13h45	Lunch, The Vaults			
13h45 to 15h15	FIT, negotiated deals and RE auctions	Distribution models		Geothermal power Durham Street Auditorium
15h15 to 15h45	Coffee, The Benjamin Franklin room			
15h45 to 17h00	Engaging local capital	Africa Disruptors		
17h00 to 20h00	Evening Reception, Benjamin Franklin Room			

Day two – 15 November

	Stream 1 – The Great Room	Stream 2 – The Tavern Room	
09h00 to 10h30	West and Central Africa	Southern Africa Focus	
10h30 to 11h00	Coffee, The Benjamin Franklin room		
11h00 to 12h30	East Africa Focus	North Africa Focus	
12h30 to 13h30	Lunch, The Benjamin Franklin room		
	Off-grid Investment Exchange, The Great Room		AfricaHardball The Tavern room
13h30 to 15h15	Beyond the grid – investing in distributed solutions Energy as a consumer service		13h30 to 15h00 Project risks, politics and governance
15h15 to 16h30	Mobilising private finance – from conventional and innovative sources		15h00 to 16h30 Scenario building
	Coffee will be served during the Off-grid Investment Exchange and AfricaHardball		

14 November – morning

08h30 to 09h00 Registration & coffee
Benjamin Franklin room

09h00 to 10h45, The Great Room

Africa power & renewables strategy

The meeting kicks off with a strategic overview and critical analysis of continental electricity supply industry trends, project pipelines and demand growth projections.

- The latest analysis of trends will be presented from the [African Energy Live Data](#) platform.

In a moderated debate – held, like the rest of the conference under the Chatham House Rule to

ensure the most frank conversation possible – leading figures from the industry, finance and from among policy-makers will discuss questions including:

- What mechanisms should be developed/built upon to integrate private sector thinking more effectively into public policy?
- How can governments integrate off-grid solutions into national planning? Indeed, should they?
- A lot of focus is being given to 'transformative' and 'disruptive' trends that could transform poorly performing energy economies into dynamic, consumer-driven success stories. Is this really the narrative through which to understand current trends on the continent?

10h45 Coffee, Benjamin Franklin room

Stream 1 – The Great Room Finance and development

11h15 to 12h45

Part one - Early stage development scorecard

Early AIX: PR debates honed in on the lack of early stage support as a major weakness for power developers; subsequent meetings registered ever more initiatives. So where are we now? A 'scorecard' will be presented to show where we are at present – with the number of early stage risk, credit enhancement and guarantee instruments available – and what is still needed.

Part Two - What stakeholders want

What do administrations and regulators want from a project? How does this align with what developers and financiers need to make projects work?

Stream 2 – The Tavern Room Transmission, distribution and the challenge from 'disruptors'

11h15 to 12h45

Grid-based and distributed strategies to increase access

A panel discussing strategies to strengthen the grid and private sector solutions to help overcome transmission shortfalls. Including analysis of:

- major plans for national grids;
- cross-border interconnections – logical solutions dogged by mistrust?
- the need for tariffs (or equivalent cash-flow) that reflect the cost of upgrading and building new T&D infrastructure.

How should existing grid networks, grid extension, grid edge and fully off-grid coexist?



12h45 to 13h45 Lunch in the Vaults

AIX: Gas 2018 Update



This half-day briefing will pick up on key themes discussed at AIX: Gas 2018, which was held in London on 11-12 April, and provide an update on the progress of major gas, LNG and GTP projects across the continent.

08h30 to 09h00 **Registration & coffee**

Durham Street Auditorium

09h00 to 10h00

Africa Gas Outlook

The opening session highlighting key trends, with expert analysis and data from African Energy Live data to kick off the discussion. Countries and issues will include key progress with projects in Cameroon, Equatorial Guinea, Ghana, Mozambique, Nigeria, Senegal and South Africa

10h00 to 11h00

Gas-to-power

- Security of supply: sourcing fuel for power generation.
- Investment strategies and risk mitigation
- Legal and financial challenges for LNG-to-power as

well as look at lessons learned from successful projects in other countries.

11h00 **Coffee**

11h30 to 13h00

Gas-to-market

The challenges of developing an indigenous gas industry that serves both African and international markets.

- Challenges and opportunities in the LNG market and what this means for African LNG producers
- Prospects for future pipelines and LNG regasification terminals
- Upstream perspectives: barriers to commercialising Africa's gas deposits

13h00 **Networking lunch in the Vaults shared with AIX Power & Renewables**

Tickets for the AIX: Gas 2018 Update are included as part of the main AIX: Power & Renewables ticket or may be bought separately for £450 excl VAT. Email lauren@cbi-research.com

All participants are welcome at the AIX Power & Renewables evening reception 17h00 to 20h00

14 November - afternoon

13h45 to 15h15, The Great Room

FIT, negotiated deals and renewable energy auctions

How do the options now being used to promote projects compare? Are RE auction mechanisms attractive compared with FIT and negotiated deals?

- Industry and financial leaders and policy-makers share their experience, plans and challenges of financing RE auctions in Zambia, Ghana, Namibia, South Africa, Ethiopia and elsewhere.
- Is it possible to identify which technologies work best with the different options?

13h45 to 15h15, Tavern Room

Distribution models

A handful of distribution companies like Umeme in Uganda have shown how discos can draw in international and local finance to provide sustainable services.

- Nigeria's disco privatisation excited investors but has proved a huge challenge. What should be done to make discos a more attractive asset.
- Making national discos into profitable services companies.
- Mini-grid development, their regulation and pricing.
- Financing the 'last mile' and reducing network losses.

15h15 Coffee, Benjamin Franklin room

15h45 to 17h00, The Great Room

Engaging local capital

A tried and tested formula for building sustainable industries in other emerging markets, this session is dedicated to building up domestic markets to encourage 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.



15h45 to 17h00, Tavern Room

Africa Disruptors

Investment in technologies and other 'disruptors' that are changing the African energy landscape.

This session will ask three key questions:

- 1) how are disruptive technologies impacting along the electricity value chain? The real, potential and hypothetical impact of storage, hybrid mobile phone towers, solar pumps for agriculture, off-grid solar for industry, PAYG systems and other innovations.
- 2) is the boom (in South Africa and other markets) of embedded power and other independent solutions signalling a revolution driving industrial growth?
- 3) can mining and other industries develop sufficient generation and mini-grids to create a sustainable regional development? Do the solar-diesel hybrid plants now widely favoured have long-term potential. How should best practices for negotiating PPAs, etc be consolidated?

AIX Power & Renewables

Afternoon breakout sessions

As with previous years, the afternoon of day one will include a selection of breakout sessions designed to examine key areas in greater detail.

13h45 to 15h15 – Geothermal Development in East Africa, Tavern Room

Break-out session to examine geothermal models.

- Focus on progress in key projects in Ethiopia, Kenya and Tanzania.
- The experience of utilities in the early stages of developing geothermal prospects.
- Investor and power developer perspective on opportunities, obstacles and risks.



Further break-out sessions will be determined in co-ordination with sponsors and partners.

17h00 to 20h00, Evening reception

Benjamin Franklin room

Hosted by African Energy Live Data
Including presentation of
the Africa Energy Live Data book 2018



15 November – morning

Regional Focus: a morning of sessions gathering together stakeholders representing utilities, on- and off-grid developers, investors, regulators, policy-makers and analysts to discuss in greater detail the demands and opportunities facing the ESI at a regional and country level.

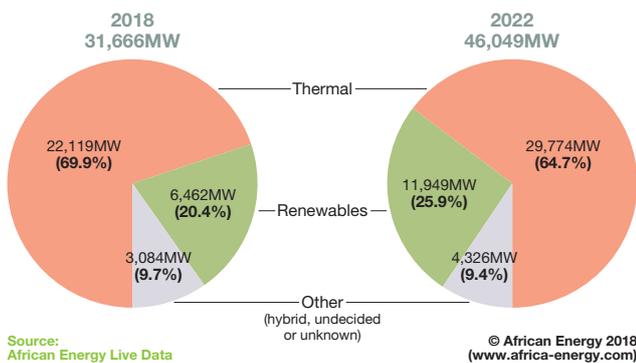
Stream 1 – The Great Room West and Central Africa Focus

09h00 to 10h30

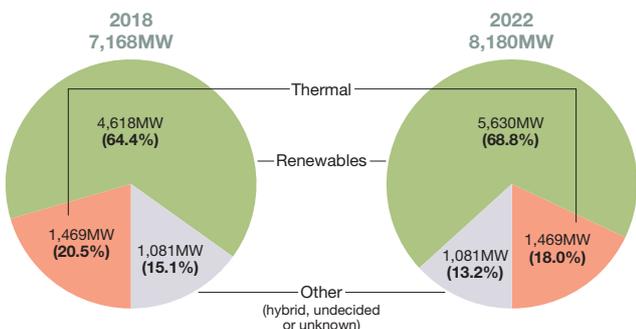
Power generation trends as highlighted by African Energy Live Data will provide a basis for discussion of the region, the projects and countries attracting international and local investment – and those facing challenges. Including:

- the prospects for **Nigeria's** never-ending rehabilitation / privatisation, ahead and after elections;
- the image and reality of **Ghana's** reputation as an 'investor darling';
- gas-fired growth in **Côte d'Ivoire, Cameroon and Senegal**;
- hot spots and lack of access across the region.

WEST AFRICA'S ENERGY MIX



CENTRAL AFRICA'S ENERGY MIX



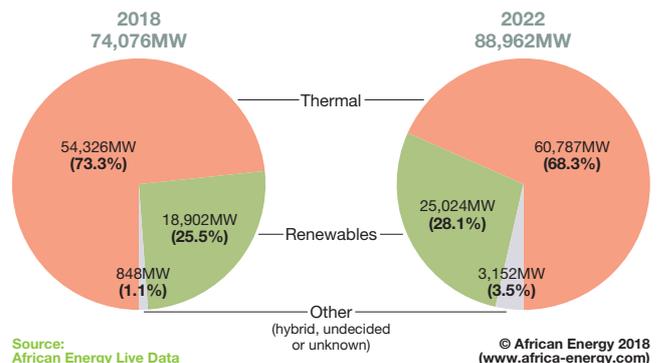
Stream 2 – The Tavern Room Southern Africa Focus

09h00 to 10h30

Opportunities and challenges across the region, with trends highlighted by African Energy Live Data. Issues to be tackled will include:

- SAPP and cross-border trading, within bigger economies but also outliers like **DR Congo**;
- **Zimbabwe** after Mugabe – more of the same or a genuine breakthrough in governance and investment?
- **South Africa** – reversing Zuma's legacy, we hope;
- **Angola and Mozambique**: politics and investment in the region's gas giants;
- emerging off-grid markets and models..

SOUTHERN AFRICA'S ENERGY MIX



10h30 to 11h00 **Coffee, Benjamin Franklin room**

Regional sessions

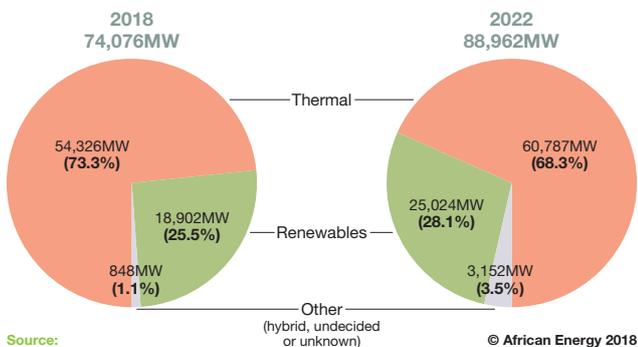
Stream 1 – The Great Room East Africa Focus

11h00 to 12h30

Generation, transmission and distribution trends and challenges across the region, highlighted by African Energy Live Data and discussion involving a range of stakeholders. Including:

- the regional energy balance – under- or over-supply. The contrasting (and complementary) profiles of **Kenya** and **Ethiopia**;
- the Rift Valley's experience developing its geothermal prospects;
- what next for off-grid PAYG systems in a region that has been the off-grid leader?
- prospects for cross-border trading and wider co-operation;
- political risk, including **Tanzania's** nationalist policy and the impact of corruption on project development.

SOUTHERN AFRICA'S ENERGY MIX



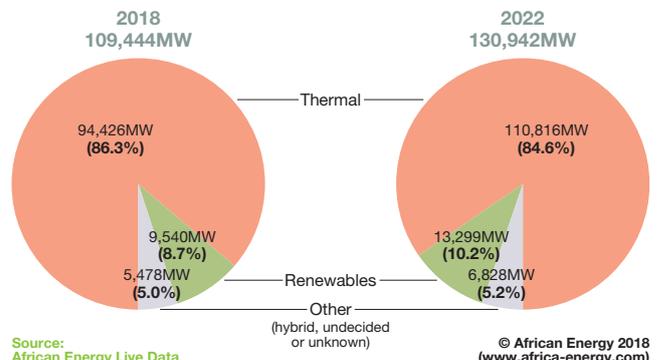
Stream 2 – The Tavern Room North Africa Focus

11h00 to 12h30

Renewables and gas-fired projects have been promoted in very different ways across the region (as shown in African Energy Live Data analysis). This session will discuss the financial, industrial and political trends driving investment – and in some cases blocking it. Issues will include:

- climate finance and an RE-focused strategy. What **Morocco's** experience can teach the region;
- a gas giant and renewables ambitions in **Egypt**;
- **Algeria's** promise of a more proactive Sonatrach and RE expansion;
- multilateral, bilateral and commercial financing options;
- seven years after the Arab Spring, mixed fortunes for **Tunisia** and **Libya**.

NORTH AFRICA'S ENERGY MIX



12h30 Lunch, Benjamin Franklin room

Off-grid Investment Exchange

Now on its third year, this afternoon of sessions brings established suppliers of off-grid services together with international developers and investors (DFIs, banks, commercial and impact investors) and other potential new entrants who are looking to buy into this fast-growing industry.

13h30 to 15h15

Beyond the grid – investing in distributed solutions

The AIX Rapporteur will report back on Day 1 (not least the Africa Disruptors session) and ask: what have we learnt about off-grid technologies and what questions should we be asking?

Energy as a consumer service

It worked for telecoms and, increasingly, it seems the magic of blending mobile financial solutions and new delivery technologies 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.

15h15 to 16h30

Mobilising private finance – from conventional and innovative sources

- 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.

Coffee will be served in the room during the Off-grid Investment Exchange



Tickets for the Off-grid Investment Exchange are included as part of the main AIX: Power & Renewables ticket or may be bought separately for £450 excl VAT. Email lauren@cbi-research.com

AfricaHardball

A moderated roundtable discussion on political risks and governance issues that affect power and renewables projects and investment decisions. Proceedings are held under the Chatham House rule.

The Tavern Room

13h30 to 15h00, **Project risks, politics and governance**

15h15 to 16h30, **Scenario building**

Coffee will be served in the room between sessions



AfricaHardball is chaired by:

Jon Marks, Chairman, Cbi and Head of Consultancy, Africa Energy

A political scientist with a deep understanding of energy markets and politics, Jon founded African Energy and leads on some of the company's largest energy sector consultancy projects,

Jon is a specialist on North African and other Arab politics, as well as African energy industries,

Among other roles, he has worked in the European Commission, British Parliament and (from 2003 to 2015) as an associate fellow in the Royal Institute of International Affairs' (Chatham House) Middle East and North Africa Programme. He has assisted numerous parliamentary and governmental committees and advisory panels.

Tickets for AfricaHardball may be bought separately for £450 excl VAT (including lunch). (A limited number of complimentary tickets are available to AIX: Power & Renewables delegates. Contact Lauren Andrews. Email lauren@cbi-research.com. Tel: +44(0)1424 721667)

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For sponsorship enquiries contact: Nick Carn Tel: +44 (0)1424 721667 Email: nick@cbi-research.com

Register

Please register those listed below for AIX: Power and Renewables:

There is a 20% discount which runs until 11 September .Price payable: £1,400 plus VAT (full price £1,750 plus VAT)

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
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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**

(see [event websites](#) for the latest offers or email lauren@cbi-research.com)

I have read and agreed to the terms and conditions for delegate bookings and payment

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.

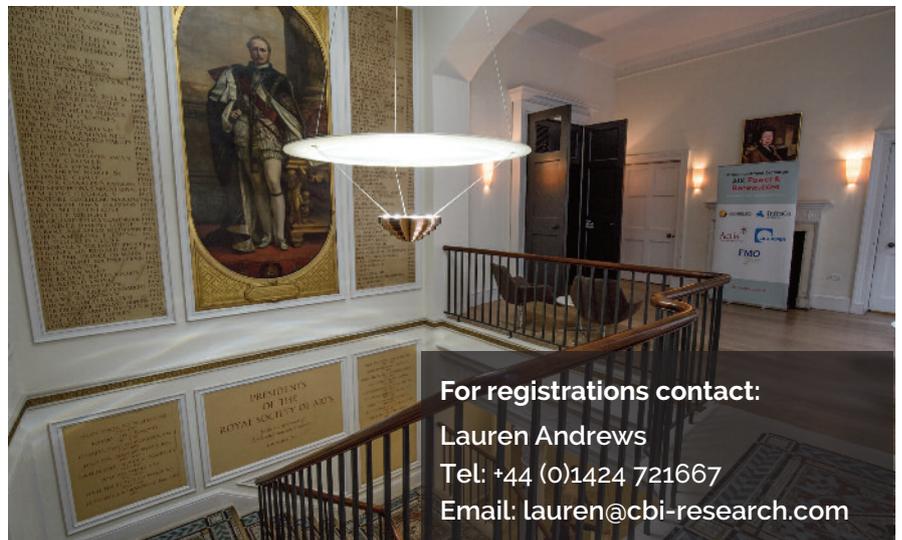
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Venue: RSA House

Designed in the early 1770s, RSA House is a famous centre for Enlightenment thinking, the intellectual and social home of some of the greatest thinkers and social activists of the past 200 years.

8 John Adam Street, London WC2N 6EZ.



For registrations contact:

Lauren Andrews

Tel: +44 (0)1424 721667

Email: lauren@cbi-research.com