

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 **Off-grid 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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AIX Power & Renewables

A unique perspective

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.

Through its power sector consultancy work and leading industry newsletter, African Energy has been involved at the heart of the debate surrounding the development of the energy sector in Africa for more than 20 years – African Energy Live Data, an innovative and interactive data platform featuring detailed profiles of more than 5,000 generation projects and plants across the continent, was launched in September 2017.

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.

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

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
renewable energy auctions

Distribution models

15h15 to 15h45

Coffee, The Benjamin Franklin room

15h45 to 17h00

Engaging local capital

Africa Disruptors

17h00 to 20h00

Evening Reception, Benjamin Franklin Room

AIX Gas Update 2018

Durham Street Auditorium

08h30 to 09h00
Registration & Coffee

09h00 to 10h45
Africa Gas Outlook

10h45 to 11h15
Coffee

11h45 to 12h45
Gas to power

Geothermal power
Durham Street Auditorium

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

Panellists

Dafe Akpeneye	Commissioner	Nigerian Electricity Regulatory Commission
Yesufu Alonge	Director Development	Black Rhino Group
Oliver Andrews	Chief Investment Officer	Africa Finance Corporation (AFC)
Lazarus Angbazo	President & CEO	GE Nigeria
Tas Anvaripour	Chief Executive Officer	Neo Themis
Clifford Aron	Principal	GreenMax Capital Group
Jay Bhattacharjee	Chief Executive Officer	Aminex
Steve Brann	Senior Investment Manager	Vitol
Tarik Bourquouquou	Planning Manager	MASEN, Morocco
David Donaldson	Head, IFC Infraventures, Africa	IFC
Anton Eberhard	Professor	University of Cape Town
Ehab Ismail Amin	Managing Director of Technical Affairs	New and Renewable Energy Authority
Cephas Galley	Director of Legal Services	Electricity Company of Ghana (ECG)
Ragnar Gerig	Director Energy Africa and Asia	DEG
Ana Hajduka	Founder & Chief Executive Officer	Africa GreenCo
Andrew M. Herscowitz	Coordinator	Power Africa
Erasmus Hyera	Senior Economist	Tanzania Geothermal Development Company
Oti Ikomi	Chief Executive Officer	Proton Energy
Vincent Kato	Assistant Commissioner	Ministry of Energy and Mineral Development, Uganda
Julius Kwame Kpekpena	Chief Operating Officer	Millennium Development Authority, Ghana
Paul Kunert	Chief Executive Officer	Joule Africa
Mekuria Lemma	Strategy and Investment Head	Ethiopian Electric Power (EEP)
Mateus Magala	President and CEO	Electricidade de Moçambique (EDM)
Tshepo Mahloele	Chief Executive Officer	Harith General Partners
Steven Mandel	Director	Denham Capital
Bernhard van Meeteren	Energy Sector Specialist	FMO
Philippe Miquel	Regional Manager	ENGIE Western & Central Africa
Jacob Modise	Chairperson	National Energy Regulator of South Africa (NERSA)
Lolette Kritzinger van Niekerk	Head of Economics	IPP Office, South Africa
Jon Marks	Chairman	Cross-border Information
Romain Py	Executive Head: Transactions	AIIM
Andrew Reicher	Independent Adviser and Investor	OPIC
Lynn Tabernacki	Deputy VP & Head of Global Energy	Standard Bank
Rentia Van Tonder	Head: Power, Corporate and Investment Banking	
Joseph Tato	Partner	DLA Piper
Olga Utchavo Madeira	Manager for Energy Efficiency and Renewable Energies	Electricidade de Moçambique (EDM)
Faruk Yusuf Yabo	Acting Director, Renewable and Rural Power Access	Federal Ministry of Power, Works and Housing

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

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

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?

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 in 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 10h45

Africa Gas Outlook

Highlighting key trends in Africa's gas market with expert analysis of upstream projects in **Mauritania**, **Mozambique** and **Nigeria**.

- LNG (and FLNG) export prospects
- Local content strategies and development of domestic and inter-African gas trade
- African Energy Live Data analysis of gas-to-power schemes
- Oil majors: re-examining their position in Africa's natural gas market
- Upstream perspective on financing mid-size projects

10h45 **Coffee**

11h15 to 12h45

Africa Gas-to-power

Focus on the different segments of the gas-to-power (GTP) value chain.

- Who is investing in gas IPPs?
- What can be done to bring upstream players and power developers together?
- Regulatory and government perspective on PPAs and competitive tariffs
- Security of supply: sourcing fuel for power generation from domestic resources and imports
- Is floating regasification a suitable solution for power generation?

12h45 **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 electricity supply industry at a regional and country level.

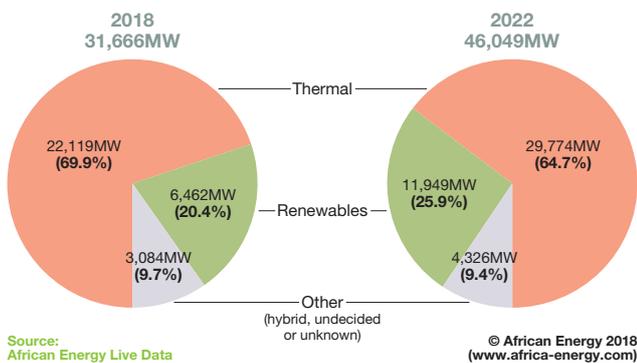
Stream 1 – The Great Room West and Central Africa Focus

09h00 to 10h30

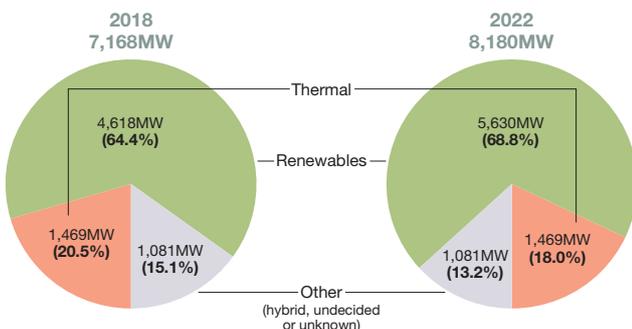
Power generation trends as highlighted by African Energy Live Data will provide a basis for discussion of the region, the projects and countries attracting international and local investment – and those facing challenges. Including:

- 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



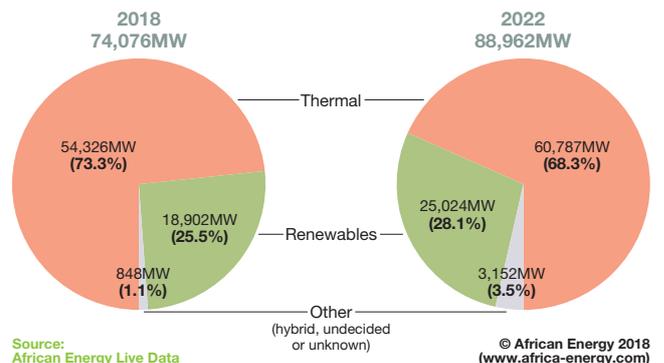
Stream 2 – The Tavern Room Southern Africa Focus

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

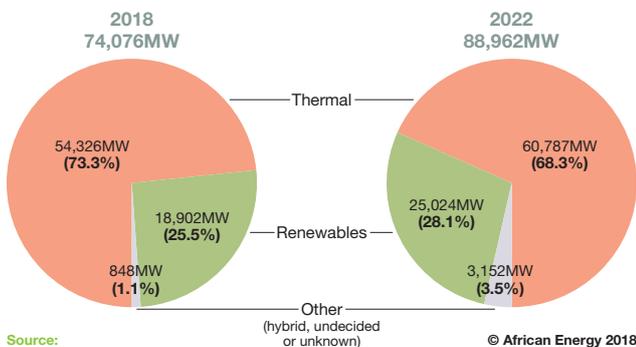
Stream 1 – The Great Room East Africa Focus

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



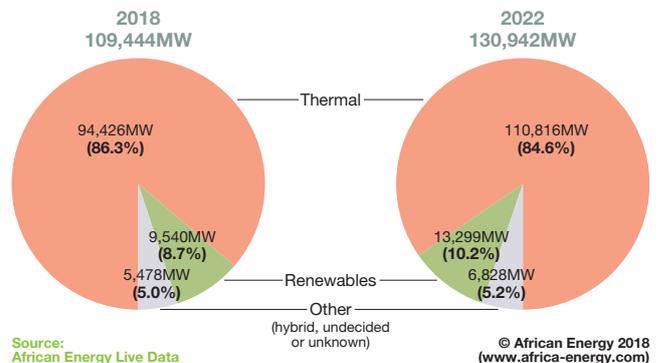
Stream 2 – The Tavern Room North Africa Focus

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 in 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 in the Tavern room on political risks and governance issues that affect power and renewables projects and investment decisions.

Proceedings are held under the Chatham House rule.

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

15h00 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 in 1998 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)

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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.

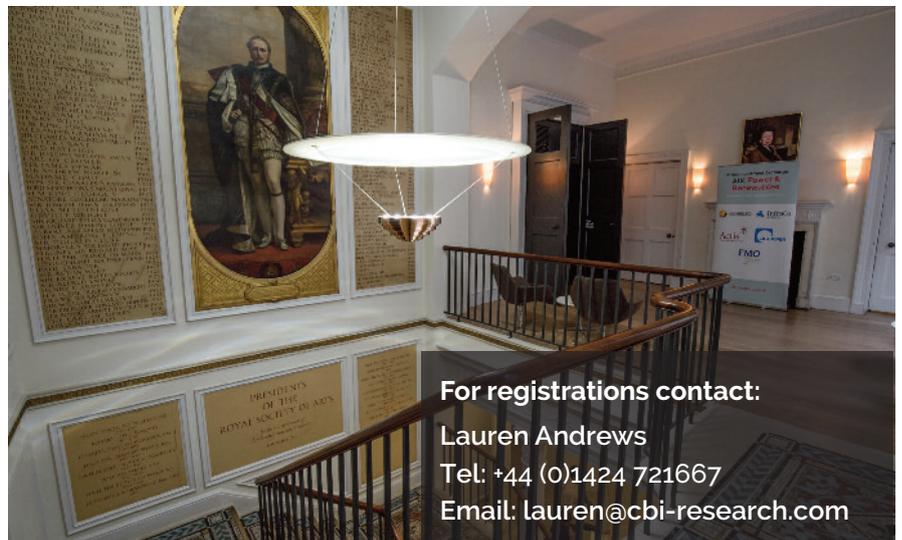
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Venue: RSA House

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

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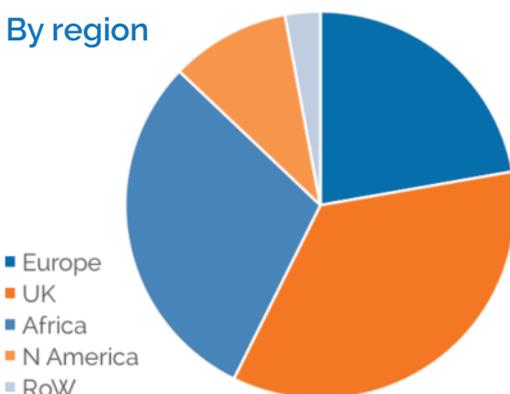
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