

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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Live Data

Co-produced by

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

11h15 to 12h45

Stream 1 – The Great Room
Finance & development

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

12h45 to 13h45

Early stage development

Grid-based & distributed
strategies for access

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

11h15 to 12h45
Gas to power

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

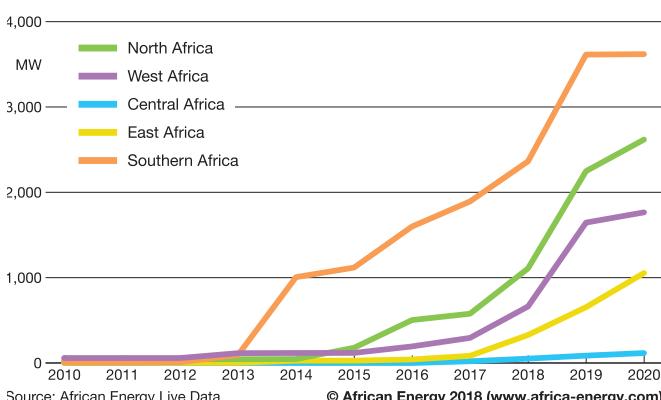
among policy-makers will discuss questions including:

- 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

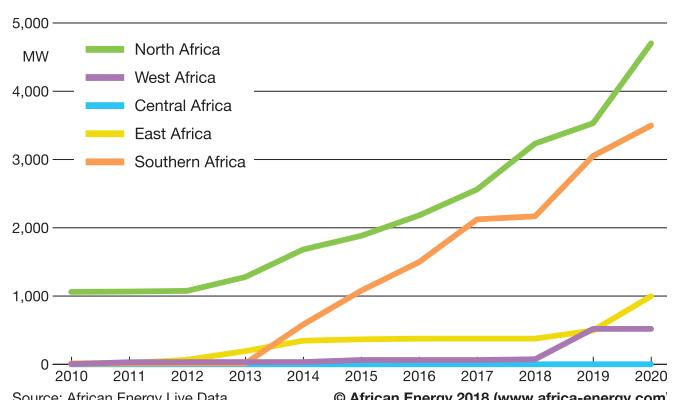
Chair: Jon Marks, Chairman, Cross-border Information
Tas Anvaripour, Chief Executive Officer, Themis Energy
Lucy Heintz, Partner, Actis

Philippe Miquel, CEO West and Central Africa, **Engie**
Andrew M. Herscowitz, Coordinator, **Power Africa**

SOLAR CAPACITY BY REGION, 2010–20



WIND CAPACITY BY REGION, 2010–20



Use Live Data to locate generation plants and projects and transmission lines

Find power generation sites and click through to our dedicated project pages. www.africa-energy.com/database



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.

Chair: **Paul Kunert**, CEO, Joule Africa

Gregor Paterson Jones

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?

Jacob Modise, Chairperson, National Energy Regulator of South Africa (NERSA)

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

Yesufu Alonge, Director Development, Black Rhino Group

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?

Lazarus Angbazo, President & CEO, GE Nigeria

Julius Kwame Kpekpena, Chief Operating Officer, Millennium Development Authority, Ghana

David Donaldson, Head, IFC Infraventures, Africa



12h45 to 13h45 **Lunch in the Vaults**

AIX: Gas 2018 Update



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**.

- Overview of global LNG market, LNG pricing and impact on LNG buyers
- LNG (and FLNG) export prospects
- Local content strategies and development of domestic and inter-African gas trade
- Oil majors: re-examining their position in Africa's natural gas market
- Upstream perspective on financing mid-size projects

Chair: **Steve Husbands**, Head of Commercial, Oil & Gas Advisory, **SLR**

Steve Brann, Senior Investment Manager, **Vitol**

10h45 **Coffee**

11h15 to 12h45

Africa Gas-to-power

Focus on the different segments of the gas-to-power (GTP) value chain including African Energy Live Data analysis of GTP schemes

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

Chair: **Joe Tato**, Partner, **DLA Piper**

Oti Ikomi, Chief Executive Officer, **Proton Energy**

Cephas Galley, Director of Legal Services, **Electricity Company of Ghana (ECG)**

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@cbiresearch.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 energy auctions

How attractive are auction mechanisms compared with FIT and negotiated deals? How should the best approach be determined for each country?

Industry and financial leaders and policy-makers share their experiences.

- Transparency in the procurement process.
- Fair market pricing and affordability.
- Governments willingness to honor contracts.

Ragnar Gerig, Director Energy Africa and Asia, **DEG**

Steven Mandel, Director, **Denham Capital**

Anton Eberhard, Professor, **University of Cape Town**

Ehab Ismail Amin, Managing Director of Technical Affairs, **New and Renewable Energy Authority Egypt**.

13h45 to 15h15, Tavern Room

Distribution models

How can distribution companies 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.

Bernhard van Meeteren, Energy Sector Specialist, **FMO**

Dafe Akpeneye, Commissioner, **Nigerian Electricity Regulatory Commission**

Andrew Tipping, Managing Consultant, **ECA**

15h15 **Coffee**, Benjamin Franklin room

15h45 to 17h00, The Great 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? - including the real, potential and hypothetical impact of storage, hybrid mobile phone towers, solar pumps for agriculture, off-grid solar for industry, and PAYG systems.
- 2) is the growth in 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 solar-diesel hybrid plants have long-term potential. How should best practices (including negotiating PPAs) be consolidated?

Romain Py, Executive Head: Transactions, **AIIM**

Andrew Reicher Independent Adviser and Investor

15h45 to 17h00, Tavern 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.

Oliver Andrews, Chief Investment Officer
Africa Finance Corporation (AFC)



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.

Chair: [Cliff Aron](#), Principal, [GreenMax Capital Group](#)

[Erasmus Hyera](#), Senior Economist, [Tanzania Geothermal Development Company](#)

[Naomi Ng'eno-Kandie](#), Senior Project Manager, [KenGen](#)



Vincent Kato, Assistant Commissioner, [Ministry of Energy and Mineral Development, Uganda](#)

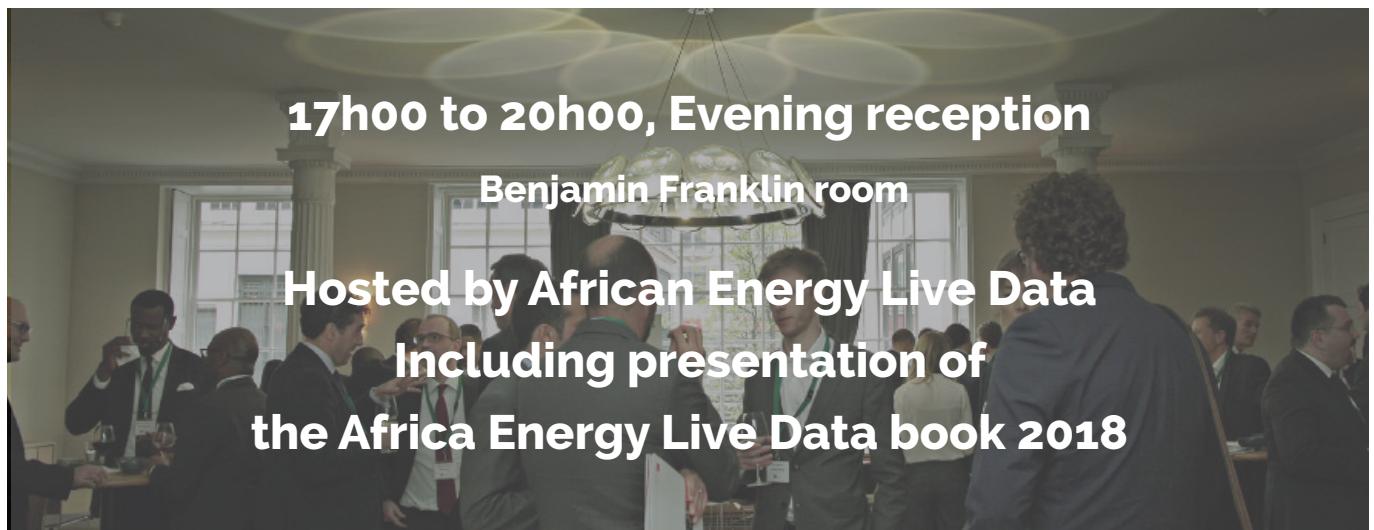
Mekuria Lemma, Strategy and Investment Head, [Ethiopian Electric Power \(EEP\)](#)

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.

Dave Akpeneye, Commissioner, Nigerian Electricity Regulatory Commission

Paul Kunert, CEO, Joule Africa

Nii Darko Asante, Director, Technical Regulation, Ghana Energy Commission

Faruk Yusuf Yabo, Acting Director, Renewable and Rural Power Access, Federal Ministry of Power, Works and Housing

Jason Bauer, Director, MCC*

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..

Olga Utchavo Madeira, Manager for Energy Efficiency and Renewable Energies, Electricidade de Moçambique (EDM)

Ana Hajduka, Founder & Chief Executive Officer Africa GreenCo

Jacob Modise, Chairperson, National Energy Regulator of South Africa (NERSA)

Pinehas Mutota, Manager, Economic Regulation, Electricity Control Board, Namibia

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.

Mekuria Lemma, Strategy and Investment Head, Ethiopian Electric Power (EEP)

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

Naomi Ng'eno-Kandie, Senior Project Manager, KenGen

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**.

Tarik Bourquouquou, Planning Manager, MASEN, Morocco

Julian Horn, Director for North and Francophone Africa, Lekela

Ehab Ismail Amin, Managing Director of Technical Affairs, New and Renewable Energy Authority Egypt



12h30 Lunch, Benjamin Franklin room

15 November – afternoon

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 14h15

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?

Faruk Yusuf Yabo, Acting Director, Renewable and Rural Power Access, **Federal Ministry of Power, Works and Housing**

14h15 to 15h15

Mobilising private finance – from conventional and innovative sources

Overview of investment trends in pay-as-you-go, commercial and industrial, rural and urban, mini-grid and other nascent energy access markets.

Part 1 - Raising off-grid equity

- Scaling-up off-grid: a private equity perspective
- Attracting private finance and developing local partnerships. Are new commercial models emerging as quickly as we are told?
- What new sources of funding, including institutional investment, are available?
- Strategies for catalyzing domestic capital.
- Impact investors and charitable enterprises – critical so far, but a transitional phase?
- The future role of mobile operators and large energy corporations in off-grid solar power.

Ogbemi Ofuya, Vice President, **Helios Investment Partners***

Raphael Tilot, Chief Customer Solutions Officer, **ENGIE - Africa**

Matt Tilleard, Managing Partner, **CrossBoundary Energy**

15h15 Coffee will be served in the room during the Off-grid Investment Exchange

15h30 to 16h30

Part 2 - Accessing off-grid debt

- The role of concessionary finance
- Creating an environment for commercial banks and other institutions to participate.
- Consumer finance solutions: syndication, securitisation, asset-backed financing solutions and other innovative financial instruments.
- Mitigating currency and liquidity risks

Isabelle de Cointet, Debt Funds Officer, **Sun Funder**

Lynn Tabernacki, Deputy VP & Head of Global Energy OPIC

Rentia Van Tonder, Head: Power, Corporate and Investment Banking **Standard Bank**

Lisa Ashford, Director, **Lendahand Ethex - Energise Africa**

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

16h30 End of AIX Power and Renewables

* Awaiting final confirmation

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

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There is a 15% discount which runs until 9 October .Price payable: £1,487.50 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
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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.

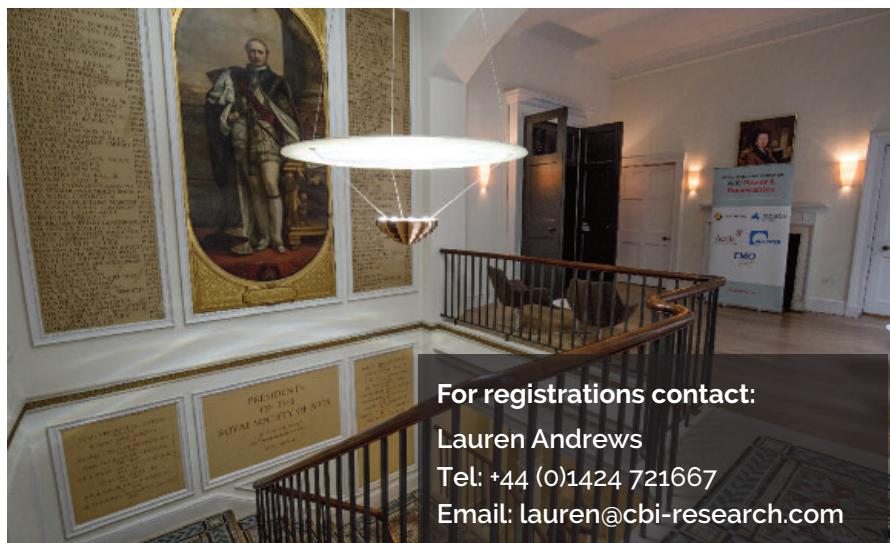
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Venue: RSA House

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.



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