

The AIX logo is displayed in white, sans-serif capital letters on a teal background.

Gas-to-power  
LNG imports and exports  
Upstream assets  
Monetisation strategies  
Bankable projects  
Offtake agreements



# Africa Investment Exchange

## AIX: Gas

Developing partnerships along the gas value chain

11-12 April 2018, RSA House, London

Now in its fourth year, AIX: Gas focuses on bringing upstream and LNG players together with power sector and downstream developers and investors for a frank discussion on project opportunities and investment issues affecting the gas sector.

Held under the Chatham House Rule, limited to 150 participants and structured around interactive panel-led sessions, AIX: Gas offers a unique opportunity to engage with a range of stakeholders along the African gas value chain in a right-sized forum.

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CbI Meetings

AFRICAN  
ENERGY

# About us

## 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 other established investment sources as well as non-traditional investors including, private equity firms, venture capitalists, family offices, foundations, institutional investors and impact investors.

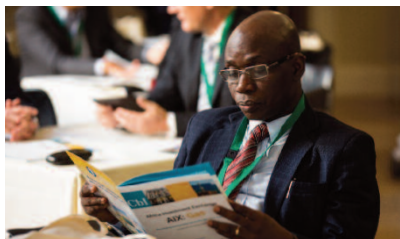
Africa Investment Exchange (AIX) Gas is held under the Chatham House Rule, structured around interactive panel-led sessions and limited to 150 high-level participants.

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



**"I must tell you that I found that AIX: Gas was again excellent, very well prepared and nicely conducted. The quality of guests, panellists and discussions were awesome."**

Etienne Bourguignon, Commercial Manager Sales for West and Central Africa, Siemens Power & Gas



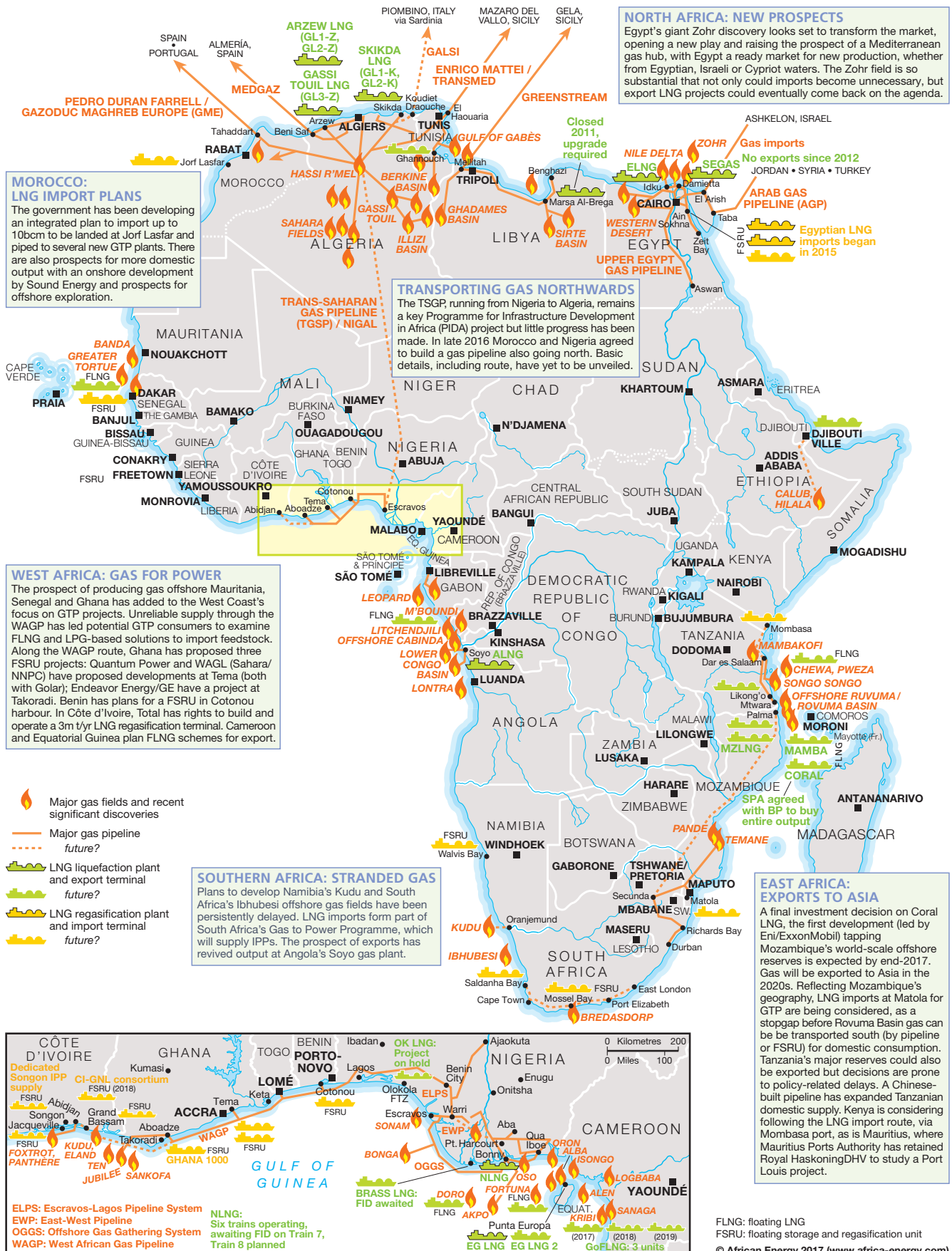
## Why RSA House?

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.

# Gas development & commerce





# AIX: Gas

## Day one - Developing partnerships along the gas value chain

### Wednesday 11 April

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

09h00 to 10h45

#### Africa Gas Outlook

Chair: **Jon Marks**, Chairman, Cross-border Information (Cbi)

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 Cameroon, Egypt, Equatorial Guinea, Ghana, Mozambique, Nigeria, Senegal, South Africa, export/import potential with moderated debate on:

- LNG (and FLNG) export prospects around the continent.
- Local content strategies and development of domestic and regional gas markets.
- Domestic gas-to-power (GTP) schemes, from domestic resources and imports (including an overview of project prospects through to 2025).
- Regional pipelines, GTP transmission and other projects.
- Pricing issues – the domestic versus export sales debate: are they coming closer?
- Oil majors: re-examining their position in Africa's natural gas market.
- Bringing upstream players, power developers, private equity and other backers closer together.

**Dave Peacock**, Director, Azura Power Holdings

**Oliver Quinn**, Director – Exploration and Africa  
Ophir Energy

**Maggy Shino**, Petroleum Commissioner, Ministry of  
Mines & Energy, Namibia

**Victor Tivane**, Director of Local Content, ENH

10h45

Coffee

11h15 to 12h30

#### West African challenge

Chair: **Antony Goldman**, Oil & Gas Analyst

Many export and domestic Nigerian gas projects have stalled, underlined by the chronic shortfalls of supply through the West African Gas Pipeline. But the region retains huge resources, a vibrant business culture and major needs for power and revenues, which provide opportunities along the value chain. Panellists will focus on:

- Domestic markets: monetising upstream developments or moving to FSRU (LNG import) solutions for GTP – in **Côte d'Ivoire, Ghana, Nigeria** and other markets.
- What factors determine where investors build gas-to-power plants?
- Developments in the deep offshore – including the emerging **Senegal-Mauritania** (MSGB Basin) play and potential markets.
- The Nigeria-Morocco pipeline and other mega-plans. Is a much more interconnected industry going to emerge?

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

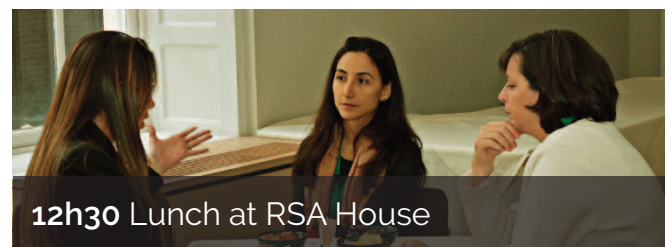
**Augustine Isiuwe**, Vice President, Business  
development (Africa), **Golar LNG**

**Joe McGladdery**, Partner, **Watson Farley & Williams**

**Olivier Mussat**, Chief Investment Officer, **IFC**

**Oge Peters**, Commercial Manager, Power, **Seven  
Energy**

**Pierre Raillard**, Director Africa, **OneLNG**



12h30 Lunch at RSA House

## 13h30 to 14h45

### Gas to market

Chair: **Andrew Fisher**, Senior Associate, **The Energy Contract Company**

Project stakeholders discuss the challenges of developing an indigenous gas industry that serves both African and international markets.

- Upstream perspectives: barriers to commercialising Africa's gas deposits
- Industrial developments: monetising gas for industry, domestic distribution and other purposes
- Regulatory changes and pricing issues facing the industry in different countries
- Feedstock gas for fertiliser production and other opportunities
- Prospects for future pipelines and LNG regasification terminals
- Developing an LNG supply industry that can compete in the international market
- Development finance institutions: what is their role in these developments

**Dikko Atanu**, Chief Executive Officer, **Neoleum Energy**

**Jay Bhattacharjee**, Chief Executive Officer, **Aminex**

**Kevin Foo**, Chairman, **Victoria Oil & Gas**

**Chris Levell**, Managing Consultant, **Gas Strategies**

**Kishan Pillay**, Director of Oil & Gas: Industrial Development Division, **Department of Trade & Industry**

## 14h45 Coffee

## 15h15 to 16h30

### Gas-to-power investment strategies

Chair: **Dave Peacock**, Director, **Azura Power Holdings**

Project developers and their financiers seem keen to buy into the continent's fast-rising demand for GTP but actual projects remain thin on the ground.

- Is it really a boom market? What does the project pipeline data tell us?
- Security of supply: sourcing fuel for power generation.
- A GTP independent power producer (IPP) case study – is it replicable?

- Sources of investment and instruments that can catalyse private investment (from multilaterals, government-owned DFIs, insurers and ECAs).
- Engaging with government: what do national and local administrations, and regulators want from a project? How does this align with what developers and financiers need to make projects work?

**Tarik Hamane**, Executive Director – Advisor to the Chairman, **Moroccan Agency for Sustainable Energy (MASEN)**

**Crispin Holliday**, Commercial Director, **Aldwych International**

**Babayo Shehu**, Executive Director, **Niger Delta Power Holding Company**

**Chiedu Ugbo**, Managing Director, **Niger Delta Power Holding Company**

**Erik Wandrag**, Senior Transaction Advisor, **Power Africa**

## 16h30 to 17h30

### AfricaHardball™ – Political issues that weigh on Africa's gas industries

Chair: **Jon Marks**, Chairman, Cross-border Information (Cbi)

Cbi's AfricaHardball™ formula of hard-hitting debate on governance, security and other political issues surrounding Africa's gas issues is adapted to end Day 1 of AIX: Gas with a panel discussion on questions that should concern all stakeholders. It will comprise:

- Panel discussion on key political issues from governance in South Africa and Nigeria to localised discontent and working with diverse communities across the continent
- Local content and domestic supply obligations: how do policies compare?
- Questions of critical risks as perceived by the audience

Seeking out patterns, providing scenario-building, based on the input at Hardball and earlier discussions.

**Antony Goldman**, Oil & Gas Analyst

**Imad Mesdoua**, Senior Consultant, Africa, **Control Risks**

17h30 Evening Reception at RSA House

# AIX: Gas

## Thursday 12 April

08h30 to 09h00 **Morning coffee at RSA House**

09h00 to 10h30

### East and Southern Africa - What is realistic?

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

Leveraging the region's huge natural resources to develop industry, stimulate domestic growth as well as supply regional and international markets.

#### Tanzania

- Policy focus: what impact has the government had on the country's gas market
- Export market: prospects for LNG (conventional and FLNG)
- Domestic market: supplying industry and GTP

#### Mozambique

- Policy focus: update on the current policy environment
- Export market: prospects for LNG (conventional and FLNG)
- Domestic market: supplying industry and GTP

#### Namibia

- Challenges of harnessing offshore gas reserves for domestic power development

**Jay Bhattacharjee**, Chief Executive Officer, **Aminex**

**Gibbs Johnson**, Consultant, **Webber Wentzel**

**Maggy Shino**, Petroleum Commissioner, **Ministry of Mines & Energy, Namibia**

**Victor Tivane**, Director of Local Content, **ENH**

10h30 **Coffee**

11h00 to 12h30

### Financing along the value chain

Chair: **Paul Eardley-Taylor**, Oil & Gas, Southern Africa, **Standard Bank**

Securing investment in exploration and project development.

- Overview of recent project finance deals
- Debt finance across the supply chain – what is available and when?
- New business models and forms of partnerships emerging in the sector
- Raising financing and risk allocation for projects
- Trends in M&A activity and asset deals
- Private equity investment strategies
- Mitigating financial and operational risks

### The potential for working with 'new' investor classes

- The possibility of tapping pension funds and sovereign wealth funds; export credit agencies; equities investors (the JSE, LSE and others are reshaping their thinking on Africa); family offices and private investor classes that are taking an interest in Africa; and other institutional investors

**Olusola Lawson**, Regional Director, **African Infrastructure Investment Managers (AIIM)**

**Rodney MacAlister**, Chief Executive Officer, **Monetizing Gas Africa**

**Adrian Mucalov**, Partner: Infrastructure, **Actis**

**Olivier Mussat**, Chief Investment Officer, **IFC**

**Brian O'Hanlon**, Managing Director of Business Development, **Overseas Private Investment Corporation**

12h30 Lunch at RSA House



## Day two afternoon - Building an LNG value chain

Examining the implication of falling LNG prices and growing supply availability for African markets; the complexity of the LNG to power value chain; and new technology promoting small-scale projects.

### 13h30 to 14h30

#### LNG market

Chair: **David Drury**, Managing Consultant, **Gas Strategies**

Overview of global LNG market, LNG pricing and impact on LNG buyers

- Challenges and opportunities in the LNG market and what this means for African LNG producers
- Evolving LNG pricing mechanism and contract commitment

**Ezekiel Adesina**, Executive Secretary, **Africa Energy Study Group**

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

**Eric Festa**, Vice President Business Development, **Total Gas & Power**

**JP Sweny**, Counsel, **Latham & Watkins**

### 14h30 Coffee

### 14h45 to 15h45

#### LNG to power

Chair: **John Smelcer**, Partner, **Webber Wentzel**

Experience suggests it is difficult enough to reach financial close on either an IPP or an LNG import project. Structuring, financing and co-ordinating the construction of an integrated LNG to power project has its potential benefits, but also creates significant additional complexities.

Panellists will examine the legal and financial

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

**Dikko Atanu**, Chief Executive Officer, **Neoleum Energy**

**Roland Fisher**, Chief Executive Officer, **Gasfin Development**

**Matthew Norman**, Business Development Director, **Wison Offshore & Marine**

**Vincas Snipas**, Managing Director, **Whitehall & Company**

### 15h45 Coffee

### 16h00 to 17h00

#### Small-scale LNG

Chair: **Chris Levell**, Managing Consultant, **Gas Strategies**

Discussion on intra-African LNG industry

- Financing and implementing small-scale LNG projects
- Viability of Africa to Africa LNG market
- Adopting LNG for transport and industry: what is realistic?

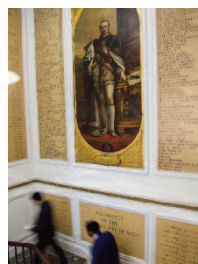
**Sam Aiboni**, Legal Advisor, **Gas Aggregation Company Nigeria**

**NJ Ayuk**, Chief Executive Officer, **Centurion**

**Christophe Le Blan**, LNG Project Director, Africa, **Total**

**Zackarie Fortin-Brazeau**, Business Development Manager, **Stolt-Nielsen Gas**

### 17h00 End of AIX : Gas



# Sponsorship options

Sponsorship	Advanced options
Standard package	Extras available for tailored packages
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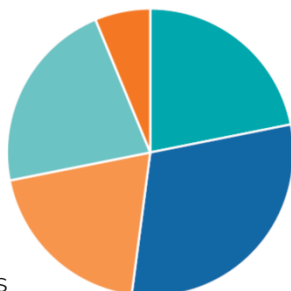


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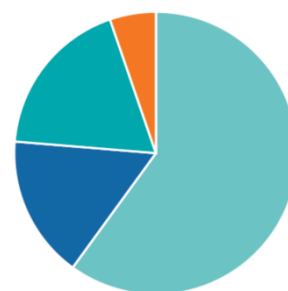
## Participants by industry

- Power developers
- Oil & gas companies
- Finance & investors
- Professional services
- Officials & regional bodies



## Participants by region

- UK
- Europe
- Africa
- North America



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



# Register to AIX: Gas

Please register those listed below for AIX: Gas:

Price payable: £1,700 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 .....  
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** .....

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

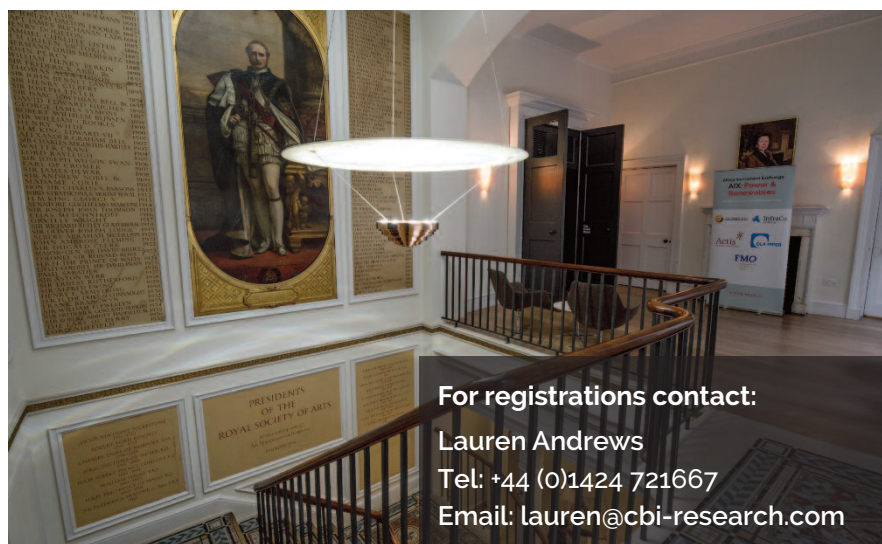
## Indemnity

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.

## 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.

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