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Gas-to-power
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Africa Investment Exchange: Gas

Developing partnerships along the gas value chain

28-29 April 2016, RSA House, London

The AIX: Gas investors' meeting brings upstream players together with power developers and investors for an open discussion on the investment strategies and opportunities along the gas value chain in all African regions.

The 2016 agenda will focus on:

- **Gas-fired IPPs** – identifying sources of investment and understanding instruments that can catalyse private investment.
- **Gas import trends**
- Who has the most credible export **LNG plans**
- Investing in the upstream to **secure feedstock**
- Markets **attracting investor** interest
- Developing **gas distribution networks**
- Pension funds, sovereign wealth funds, family offices – **matching new investors to projects**

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The agenda for all our Investment Exchange meetings are developed by consultants and analysts at Cbi who work closely with the project development community on issues that affect public and private sector investment decisions. All exchanges are:

- Held under the Chatham House Rule
- Structured panel-led discussions and roundtables.
- Concluded with AfricaHardball – a political risk strategy round table, which examines issues including the capacity of governments to deliver on projects.
- Hosted at RSA House, the Royal Society of Arts' historic headquarters in London, an ideal venue for networking, with good breakout spaces and rooms for private meetings.

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AIX: Gas

Agenda - Thursday 28 April

08h30 to 09h00

Registration & coffee at RSA House

Day 1 Morning - **Bringing Gas to Market**

09h00 to 10h15

Africa Gas Outlook

Chair: **Jon Marks**, Chairman, **Cbl**

Global oil, gas and other commodity prices have fallen sharply in last 24 months. Starting two days of conversation, this opening section will look at the consequences and opportunities for all players along the gas chain.

- **Upstream focus** - reduced exploration and development activity, distressed assets and disputes, M&A prospects, new partnerships emerging and players entering the market
- **Governments in oil and gas producing** countries facing tough fiscal choices and reduced ability to pay subsidies
- Who still has **credible export LNG plans** (Mozambique or Tanzania, Atlantic Basin export/import potential)
- Gas **import trends** – from Morocco's LNG plans to growing western and southern African demand
- Natural gas and its role in a **low carbon future**
- The impact of gas prices on gas-to-power plans and other downstream projects - should private equity and other **energy sector actors** think about investing in LNG terminals or the upstream to secure feedstock?

Panellists: **Kevin Hart**, Chief Executive Officer, **Bowleven**

Sean Long, Chief Executive Officer, **Endeavor Energy**

Paul Kunert, Managing Director, **Havergate Infrastructure**

Steve Husbands, Director, **SLR Consulting**

10h15 to 10h45

The Moroccan LNG development programme

Plans to import LNG for use in a new generation of CCGT power plants and meet fast-rising industrial and domestic consumer demand has attracted great attention. Senior Advisor to the Minister of Energy, Mining, Water & Environment, **Abdellaziz El Gamah** will provide an exclusive update.



Source: African Energy W: africa-energy.com

10h45 Coffee

11h15 to 13h00

Gas-to-Power (GTP)

Chair: **Jens Thomassen**, Director, **Denham Capital**

11h15 to 11h45

The Azura deal: a template for gas-fired power?

Lessons from the recently completed Azura-Edo deal for future independent gas-to-power (GTP) projects in Nigeria and across the continent.

Panellists: **Etienne Bourguignon**, Head of Sales Power and Gas, North & West Central Africa, **Siemens**

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

Phillip Ihenacho, CEO, **Seven Energy**

AIX: Gas

Agenda - Thursday 28 April

11h45 to 13h00

GTP investment strategies

A substantial number of potential project developers are looking to buy into the continent's fast-rising demand for gas-to-power – including established Africa developers, newcomers to the market and investors from private equity (PE), publicly quoted and other asset classes. This session looks to identify sources of investment and understand potential instruments that can catalyse private investment.

- Attracting private investors to projects with significant capital value and lead times
- Mobilising debt financing
- Markets that are attracting investor interest
- Role of multilaterals in guaranteeing offtaker agreements

Panellists: **Steve Brann**, Investment Manager, **Vitol**

Ignacio de Calonje, Principal Investment Officer Oil, Gas & Mining, **IFC**

Akinwole Omoboriowo II, Chairman & Chief Executive Officer, **Genesis Energy**

Sola Lawson, Regional Director, **AIIM**

13h00 Lunch at RSA House

14h00 to 15h20

West Africa Focus

Chair: **Akinwole Omoboriowo II**, Chairman & Chief Executive Officer, **Genesis Energy**

Mapping existing assets and identifying investment opportunities from WAGP expansion to LNG imports

- **Nigeria**: GTP boom? Analysis of privatization, government performance and other policy-related issues
- The economics of **LNG import terminals**
- Harnessing gas reserves in **Côte d'Ivoire**
- **Ghana's** gas plans
- **Senegal** and **Mauritania**: implication of recent discoveries
- Insight on **Cameroon's** gas value chain

Kweku Awotwi, Principal, **Africa Power Systems Management**

Phillip Ihenacho, CEO, **Seven Energy**

Lynn Tabernacki, Managing Director; Renewable Energy and Sustainable Development, **OPIC**

Matty Vengerik, CEO, **Quantum Power**

15h20 Coffee

15h45 to 17h00

East and Southern Africa Focus

Chair: **Steve Husbands**, Director, **SLR Consulting**

This session will examine LNG import and export plans and the prospects for GTP IPPs.

- **Mozambique** and **Tanzania** - the state of play with gas discoveries, export plans and domestic demand
- **South Africa's** demand for gas and potentials for financing and/or importing it
- Gas-fired IPPs across the region – including **RSA, Namibia, Tanzania**

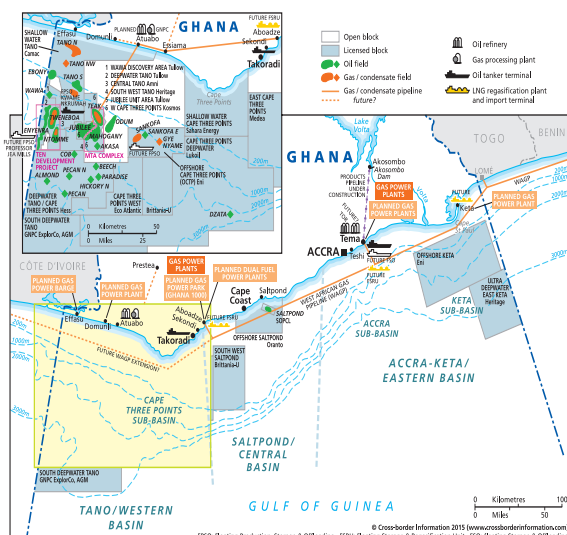
Kishan Pillay, Director: Upstream and Midstream Oil & Gas, Industrial Development Division, **Department of Trade & Industry, South Africa**

Pierre Raillard, Energy & Infrastructure Independent Consultant

John Smelcer, Head of Oil & Gas, **Webber Wentzel**

17h00 Evening Reception

Day 1 afternoon - Exploring key markets



Source: African Energy W: africa-energy.com

AIX: Gas

Agenda - Friday 29 April

09h00 to 10h00

North Africa Focus

Chair: **John Hamilton**, Director, **Cbl**

Algeria supplies more than 20% of the EU's gas; Egypt's industry has become focused on meeting local demand, but Eni's find suggests the potential for a return to exports. Morocco has substantial LNG import plans.

- **Algeria's** production challenge, GTP and other needs
- **Egyptian** policy: getting the domestic/export balance right
- **Libya**: off the radar
- **Morocco**: understanding the gas balance
- Development finance's role in promoting investment

Mohamed Saied, General Manager Electrical Engineering Department, **Abu Qir Fertilizers & Chemical Industries**

Tarek Shalaby, Commercial & Business Development Manager, **Edison**

David Butter, Associate Fellow, Middle East and North Africa Programme, **Chatham House**

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

10h00 to 11h00

Gas to Market

- What can upstream operators do to work more closely with industry to develop stranded and other assets? Matching resources to projects: investment options for smaller IOCs. Operating in a low price environment.
- Developing an indigenous gas industry
- Distribution networks: developing Africa's gas infrastructure
- Scope for investing in indigenous gas industries, from Morocco to Cameroon to South Africa. Feedstock gas required for fertilizer production and other opportunities.
- Prospects for future pipelines, LNG and regasification terminals
- Development finance institutions: what is their role in these developments

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

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

Ezekiel Adesina, Senior Business & Strategy Analyst **Nigeria LNG**

Roland Janssens, Deputy Managing Director, **Frontier Markets Fund Managers**

11h00 Coffee

11h30 to 12h45

Project development: what investors want

A variety of different investors lay out their needs if they are to buy into GTP, industrial and other projects.

- GTP – making projects work
- Prospects for future pipelines, LNG and regasification terminals – the investors' view of what is possible.
- What governments want – and how they should interact with investors, what administrations need to do to attract investors
- To what extent is private equity investment available to the African gas industry?
- Pension funds, sovereign wealth funds, family offices – what are the prospects of matching new investors to projects?

Ibukun Adebayo, Co-Head Emerging Markets, **London Stock Exchange**

Issam Badri, Director, Energy Project Finance, **Societe Generale**

Steve Brann, Investment Manager, **Vitol**

Bart Dujczynski, Investment Director, **Kulczyk Investments**

Adrian Mucalov, Director, **Actis**

12h45 to 13h00

AIX Gas round-up

A discussion between the chair, panelists and AIX delegates on what we have learned so far.

13h00 Lunchtime reception

AIX: Gas

Agenda - Friday 29 April

14h00 to 17h00

Africa Hardball: the Gas Giants

Chair: **Jon Marks**

Structured as a frank roundtable discussion, expert political analysts will debate, with delegates, trends in the major gas-producing, potentially producing and importing economies around the continent.

- Africa Hardball will focus on personal and institutional politics, corruption and other governance issues, and the capacity of governments to deliver on projects.
- The "Gas Giants" Africa Hardball will be focusing on Algeria, Egypt, Morocco, Côte d'Ivoire, Ghana, Nigeria, Tanzania, Mozambique, Namibia and South Africa.
- Following an initial period of expert analysis and debate, Africa Hardball will include a scenario-building exercise, to focus thinking and – potentially – uncover unexpected conclusions.

Panellists: **Patrick Smith**, Editor, **Africa Confidential**

Antony Goldman, Oil & Gas Analyst

David Drury, Managing Consultant. **Gas Strategies**

John Hamilton, Director, **Cbi**

17h00 End of AIX: Gas

More than 80 participants have registered to AIX: Gas to date including representatives from:

Project developers

Abu Qir Fertilizers & Chemical Industries Company, Aldwych International, Africa Power Corporation, Africa Power Systems Management, Endeavor Energy, Engie, Gasol, Genesis Energy, Intergen, Mitsui, Powergas Africa, Quantum Power, Siemens

Finance and investment

Actis, Allim, Denham Capital, Frontier Markets Fund Managers, Helios Investment Partners, IFC, Kulczyk Investments, London Stock Exchange, Nedbank, Overseas Private Investment Corporation, Pembani Remgro, Société Générale, Standard Chartered Bank

Oil and gas sector

Aminex, Bowleven, Cheniere Energy, Dodsal, Edison, GasNatural Fenosa, Gunvor International, Höegh LNG, Lekoil, Mitsui, Nigeria LNG, Ophir Energy, Repsol, Seven Energy, Shell, Total, Trafigura, Victoria Oil & Gas, Venture Global LNG, Vitol

Professional services

Africa Confidential, Baker Botts, Business Council for Africa, Chatham House, Cross-border Information, Chatham House, DTI, Gas Strategies, IPA Advisory, Mayer Brown, Prism Energy, SLR Consulting, Webber Wentzel, Wood Mackenzie

Separate Hardball bookings

Participation at Africa HardBall is included in the full AIX: Gas ticket. Tickets may also be bought separately for £300 plus VAT and include lunch on day two of AIX: Gas.

Contact **Lauren Andrews** to register | E: lauren@cbi-research.com | T: +44 (0)1424 721667



AIX: Gas

Registration Form 10% discount on registration fee valid until 18 April 2016

Contact Us

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Delegate's Terms & Conditions

Payments All bookings made prior to the conference must be paid in full to guarantee registration. Once payment has been received, an email confirmation and a receipted invoice will be sent. If payment is not made at the time of booking, registration will be provisional.

Cancellation The fee is non-refundable if cancellation is received after 15 April 2016. For a cancellation before this date the fee will be refunded, less a handling charge of £50.

Data Protection By submitting registration details, delegates agree to allow Cbi Meetings to contact them regarding their services. Delegates who do not wish to receive such communications should email bruno@cbi-meetings.co.uk.

Indemnity In the unlikely event that the Africa Investment Exchange has to be cancelled, 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.

Register below or online africa-investment-exchange.com

The standard rate is £1600 plus £320 VAT. There is a 10% discount on registration fee valid until 18 April 2016.

Registration includes entry to all sessions, coffee, lunch, reception and conference material for AIX: Gas at RSA House, London, 28 to 29 April 2016.

Please register those listed below at £1440 plus £288 VAT per delegate.

1st Delegate

Full name

Position

Company/Organization

Email

Telephone

2nd Delegate

Full name

Position

Company/Organization

Email

Telephone

Company contact details (for invoice)

Full name

Position

Company/Organization

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

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

Signature..... Date