

# CbI



Innovative financing  
Structuring projects  
Market strategies  
Off-grid investment  
Political risk  
Impact investing



# Africa Investment Exchange: Power & Renewables

## Enabling power project development in Africa

15-16 November 2017, RSA House, London

Now in its fourth year, AIX: Power and Renewables brings established and non-traditional investment sources together with project developers and other stakeholders for a frank discussion of the challenges

facing investors along the electricity value chain. The meeting is held under the Chatham House Rule, limited to 150 senior executives and structured around panel-led sessions to encourage an open discussion.

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Entrepreneurial  
Development  
Bank

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[africa-investment-exchange.com](http://africa-investment-exchange.com)

# 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 for 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) Power & Renewables 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: Power & Renewables to hold private meetings with new and already established partners in convenient break-out rooms at RSA House.



## AIX: Power and Renewables Panellists

**Jectone Achieng'**

Manager, Project Management

**Dafe Akpeneye**

Commissioner

**Yesufu Alonge**

Head Power Procurement & Contracts

**Oliver Andrews**

Chief Investment Officer

**Clifford Aron**

Principal

**Solomon Asamoah**

Chief Executive Officer

**Kweku Awotwi**

Principal

**Adel Baba-Aissa**

Director

**Ahmed Badr**

Executive Director

**Douglas Bennet**

Chief Operating Officer

**Alexander Brummeler**

Head of Finance Innovation

**Lars Buesching**

Managing Partner

**Luciano Canale**

Senior Hydropower Specialist

**David Carroll**

Business Development

**David Donaldson**

Head, IFC InfraVentures, Africa

**James Doree**

Managing Director

**Anton Eberhard**

Professor

**Mohammed El-Khayat**

Executive Chairman

**Michael Franz**

Team Leader

**Cephas Galley**

Director of Legal Services

Geothermal Development Company

Nigerian Electricity Regulatory Commission

Nigerian Bulk Electricity Trading (NBET)

Africa Finance Corporation (AFC)

GreenMax Capital Group

Ghana Infrastructure Investment Fund

Africa Power Systems Management

Renewable Energy Partner

RCREEE

GuarantCo

Azuri Technologies

Solizer

World Bank

Quantum Power

IFC

Lion's Head Global Partners

University of Cape Town

New and Renewable Energy Authority

Africa-EU RECP

Electricity Company of Ghana (ECG)

# Panellists to date

<b>Ragnar Gerig</b>	Director Energy Africa and Asia	DEG
<b>Jamil Gwamna</b>	Chief Executive Officer	KEDCO
<b>Ana Hajduka</b>	Founder & Chief Executive Officer	Africa GreenCo
<b>Paul Hanrahan</b>	Chief Executive Officer	Globeleq
<b>Ed Harkins</b>	Managing Director	GKB Ventures
<b>Marcus Heal</b>	Chief Executive Officer	Pan Africa Solar
<b>Lucy Heintz</b>	Partner: Energy	Actis
<b>Andrew M. Herscowitz</b>	Coordinator	Power Africa
<b>Henk Nijland</b>	Manager Energy West Africa & MENA	FMO
<b>Eitan Hochster</b>	Director of Business Development	Lumos Global
<b>Maarten Van Der Horst</b>	Chief Business Development	ENGIE Africa
<b>Oti Ikomi</b>	Chief Executive Officer	Proton Energy
<b>Tim Jackson</b>	Business Development Manager	InfraCo Africa
<b>Alex Katon</b>	Executive Director	InfraCo Africa
<b>Camille Augustin K. Dikangala</b>	Director for Electricity Services	Ministry of Energy & Water Resources
<b>Mershil Kivuyo</b>	Manager Legal Affairs	Tanzania Geothermal Development Co.
<b>Paul Kunert</b>	Chief Executive Officer	Joule Africa
<b>Jean Paul M'Batna</b>	Director General	ADER, Chad
<b>Scott Mackin</b>	Managing Partner	Denham Capital
<b>Tinashe Makoni</b>	Senior Consultant	Trinity International
<b>Astrid Manroth</b>	Energy Transformative Partnerships	African Development Bank
<b>Jon Marks</b>	Chairman	Cross-border Information
<b>Bernhard van Meeteren</b>	Energy Sector Specialist	FMO
<b>Steve Meyer</b>	Chief Executive Officer	Corbetti Geothermal
<b>Paolo de Michelis</b>	Head of Renewables	Globeleq
<b>James Mittell</b>	Principal	Actis
<b>Simbarashe Mhuriro</b>	Managing Director	Oxygen Africa
<b>Tunde Morakinyo</b>	Partner	ERM
<b>Timothy Moran</b>	Partner	DLA Piper
<b>Chimuka Nketani</b>	Investments Manager	Industrial Development Corporation (IDC)
<b>Jasandra Nyker</b>	Chief Executive Officer	BioTherm Energy
<b>Mike Peo</b>	Head: Infrastructure, Energy & Telecoms	Nedbank
<b>Romain Py</b>	Executive Head: Transactions	AIIM
<b>Andrew Reicher</b>	Independent Adviser and Investor	
<b>Oluniyi Robbin-Coker</b>	Chairman	SLIEPA
<b>Andreas Spiess</b>	Chief Executive Officer	Solarkiosk
<b>Laura Sundblad,</b>	Program Manager Access to Finance	Global Off-Grid Lighting Association
<b>Lynn Tabernacki</b>	Deputy VP & Head of Global Energy	OPIC
<b>May Tan-Mullins</b>	Professor	University of Nottingham Ningbo China
<b>Joseph Tato</b>	Partner	DLA Piper
<b>Nico Tyabji</b>	Director of Strategic Partnerships	SunFunder
<b>Jef Vincent</b>	Senior Advisor	African Trade Insurance Agency
<b>Ziria Tibalwa Waako</b>	Chief Executive Officer	Electricity Regulatory Authority (ERA)
<b>David Webb</b>	Vice President	A.P. Møller Capital
<b>Nicholas Wrigley</b>	Chief Executive Officer	Winch Energy
<b>Ali Zerouali</b>	Co-operation & Partnerships Director	MASEN

## Africa Power & Renewables Strategy

09h00 to 10h10

Chair: **Jon Marks**, Chairman, **Cross-border Information**

Supported by analysis from Cbl's African Energy Live Data, the opening session at AIX: Power & Renewables will identify key trends in energy finance policy and regulation, renewable energy programmes and other power generation plans, and examine the growth and impact of off-grid models.

**Oliver Andrews**, Chief Investment Officer, **Africa Finance Corporation**

**Paul Hanrahan**, Chief Executive Officer, **Globeleq**

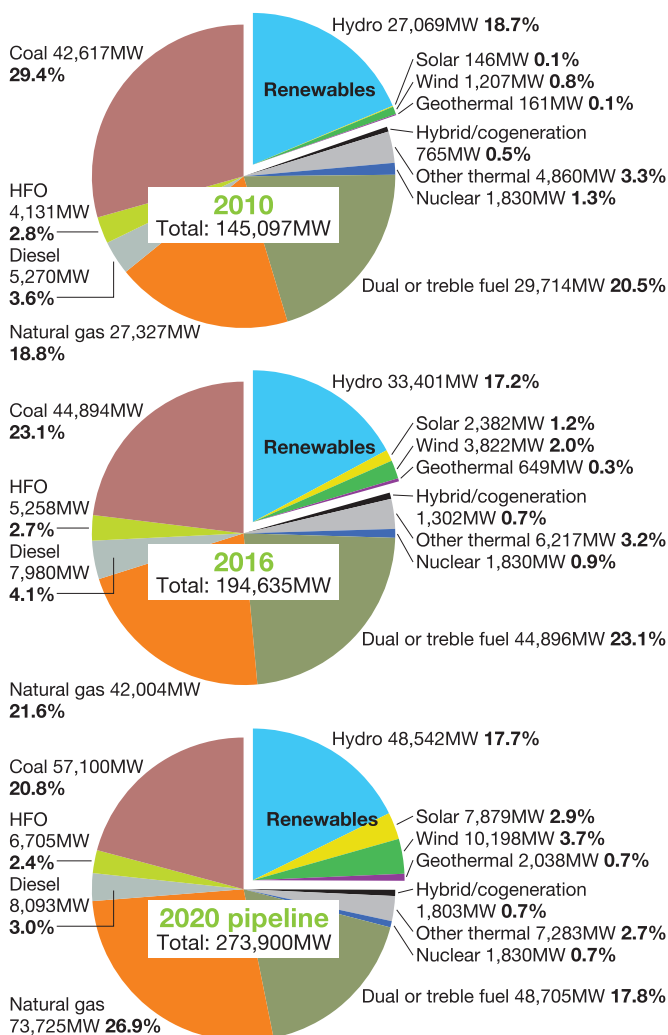
**Lucy Heintz**, Partner: Energy, **Actis**

**Andrew M. Herscowitz**, Coordinator, **Power Africa**

**Astrid Manroth**, Director for Energy Transformative Partnerships, **African Development Bank**

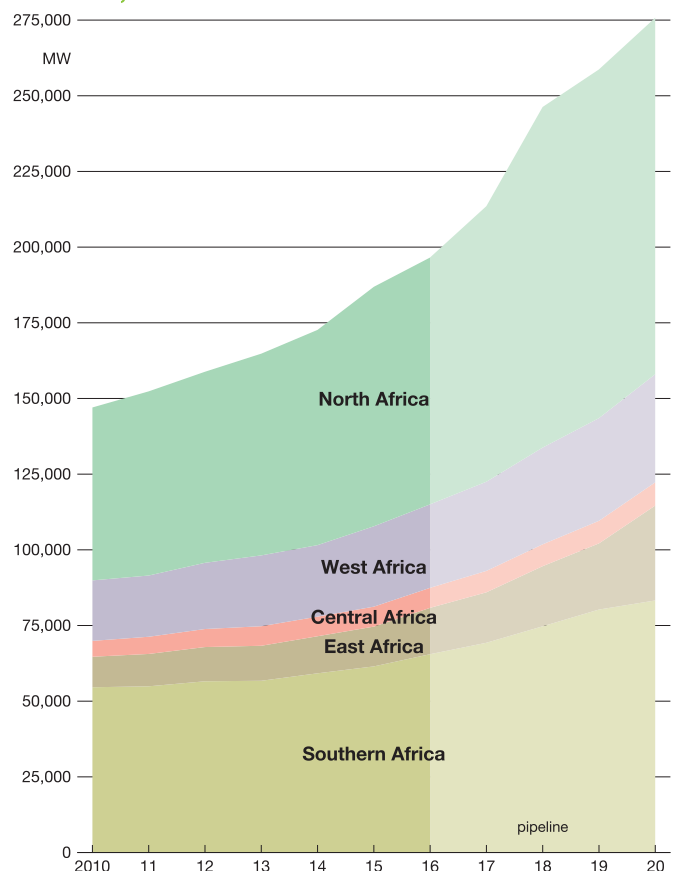
### ALL-AFRICA ENERGY MIX

Source: African Energy Live Data



### INSTALLED CAPACITY BY REGION, 2010-20

Source: African Energy Live Data







## Geothermal Development in East Africa – 10h10 to 11h20

Chair: **Clifford Aron**, Principal, **GreenMax Capital Group**

Break-out session to examine geothermal models in Ethiopia, Kenya and Tanzania.

GDC's experience developing the Menengai prospect

TGDC's experience in the early stages of developing Tanzania's geothermal prospects

Investor and power developer perspective on opportunities, obstacles and risks

**Mershil Kivuyo**, Manager Legal Affairs, **Tanzania Geothermal Development Co.**

**Jectone Achieng'**, Manager, Project Management, **Geothermal Development Company**

**David Carroll**, Business Development, **Quantum Power**

**Tim Jackson**, Business Development Manager, **InfraCo Africa**

**Steve Meyer**, Chief Executive Officer, **Corbetti Geothermal**

**11h25 Coffee**



## Hydropower models – 11h45 to 13h00

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

New and traditional investors discuss the opportunities and challenges from big-scale projects to mini-hydro developments.

**Camille Augustin Kabasele Dikangala**, Director for Electricity Services, **Ministry of Energy and Water Resources, Democratic Republic of Congo**

**Luciano Canale**, Senior Hydropower Specialist, **World Bank**

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

**Tunde Morakinyo**, Partner, **ERM**

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

**May Tan-Mullins**, Professor, **University of Nottingham Ningbo China**

# 15 November – morning

## Early Stage Development

**10h10 to 11h25**

### Providing funding for early-stage development and viable projects

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

DFIs and public sector funders discuss development finance initiatives and public sector support for ensuring bankable RE and baseload projects.

- **Industry snapshot:** How does a power project or investment fit into a blended finance structure?
- Understanding additionality, structuring early stage risks and project preparation facilities
- Defining bankability – the public sector view
- Resource, expertise and funding assistance

available to facilitate projects

- Tariffs and market regulation – creating a sustainable enabling environment
- World Bank, OPIC and private sector insurance and guarantees

**Yesufu Longe Alonge**, Head Power Procurement & Power Contracts, **Nigerian Bulk Electricity Trading**

**Solomon Asamoah**, Chief Executive Officer, **GIIF**

**David Donaldson**, Head, IFC Infraventures, Africa, **IFC**

**Lynn Tabernacki**, Deputy Vice President & Head of Global Energy, **OPIC**

**Jef Vincent**, Senior Advisor, **African Trade Insurance Agency**

**11h25 Coffee, Benjamin Franklyn Room**

**11h45 to 13h00**

### Mobilising private sector expertise and finance for early-stage development

Chair: **Alex Katon**, Executive Director, **InfraCo Africa**

Responding to the earlier session, private sector investors and developers examine key issues they face overcoming early stage project risks.

- Structuring early stage risks
- What is behind successful fundraising?
- Private sector views on public sector support, including project preparation facilities
- Defining bankability – structuring deals and accelerating project implementation

- Overcoming unproven tariffs, offtakers and PPAs
- Leveraging extractive industry-related investment to finance power infrastructure development

**Solar snapshot:** opportunities and hard lessons from recent FIT programmes

**Cephas Galley**, Director of Legal Services, **ECG**

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

**Marcus Heal**, CEO, **Pan Africa Solar**

**Maarten Van Der Horst**, Chief Business Development, **ENGIE Africa**

**Scott Mackin**, Managing Partner and Co-President, **Denham Capital**



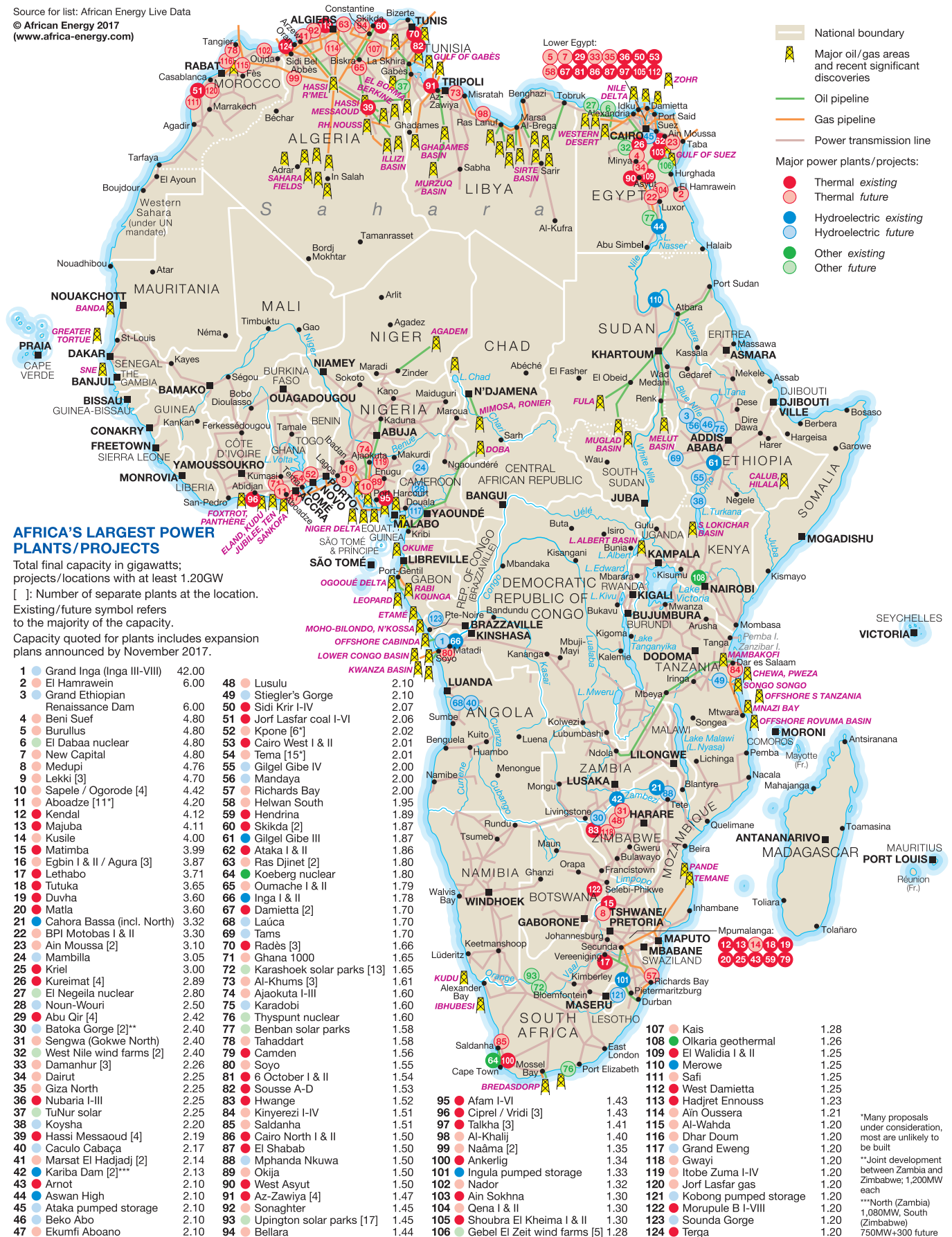
**13h00 Lunch in the Vaults, sponsored by**





# Africa's energy infrastructure

Source for list: African Energy Live Data  
© African Energy 2017  
(www.africa-energy.com)



# 15 November – afternoon



## Advanced Stage Development

**14h00 to 15h15**

### Exits and entries

Reaching financial close and attracting private sector financing.

- Exit strategies for PE and other investors
- M&A as a means to enter the market
- Mobilising equities markets to purchase assets
- Alternative strategies for different project partners
- Perspectives from stock exchanges, pension funds, family offices and other sources of finance

**Andy Louw**, Principal: Infrastructure Investments, StanLib

**Jasandra Nyker**, CEO, BioTherm Energy

**Timothy Moran**, Partner, DLA Piper

**David Webb**, Vice President, A.P. Moller Capital

**15h15 Coffee**

**15h45 to 17h00**

### Unlocking domestic finance

Chair: **Solomon Asamoah**, Chief Executive Officer, GIIF

Encouraging 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.

- Stimulating local capital markets and improving access to local finance
- Mitigating currency and liquidity risks
- Blending local finance and impact investors
- Tuning into the vagaries of local polities

**Jamil Gwamna**, Chief Executive Officer, Kano Electricity Distribution Company (KEDCO)

**Douglas Bennet**, Chief Operating Officer, GuarantCo

**James Doree**, Fund Manager of African Local Currency Bond Fund with Lion's Head Capital

**Henk Nijland**, Manager Energy West Africa & MENA, FMO

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



**17h15 to 20h00**

Evening reception in the Benjamin Franklyn Room.

Sponsored  
by AfIDA



**AfIDA**



## Establishing guidelines for power developers

**Wednesday 15 November – 14h00 to 17h20**

This separately bookable afternoon workshop will review the standard documentation and framework agreements available for power developers in Africa and provide recommendations for the wider industry.

### 14h00 to 14h05

Moderator's opening remarks:

**David Donaldson**, Head, IFC  
Infraventures, Africa, IFC

### 14h05 to 14h15

Keynote Address: **Oliver Andrews**,  
Executive Director and Chief  
Investment Officer, Africa Finance  
Corporation (Chairman of the  
board, AfIDA)

### 14h15 to 14h25

**Ayaan Z. Adam**, Senior Advisor,  
Director, Green Climate Fund (tbc)

### 14h25 to 15h25

**Standard of practice for IPPs**

**Tarun Brahma**, Head of  
Investments, Climate Fund  
Managers

**Vuyo Ntoi**, Investment Director,  
African Infrastructure Investment  
Managers

### 15h25 Coffee

### 15h35 to 16h35

**Project documentation and value**

**Alex Katon**, Executive Director,  
InfraCo Africa

**Gad Cohen**, Chief Executive  
Officer, eleQtra

### 16h35 to 17h20

**Understanding the contents of a  
JDA for power projects**

**Conrad Marais**, Partner, Trinity  
International

**Jasandra Nyker**, Chief Executive  
Officer, BioTherm Energy

Produced by



**17h20 to 20h00** Evening reception  
in the Benjamin Franklyn Room.  
Hosted in partnership with AfIDA

Participation at the AfIDA  
workshop is reserved for AIX:  
Power & Renewables  
delegates.

AfIDA Workshop registration  
fee: £495 + VAT

Contact Lauren Andrews to  
register:

T: +44 (0)1424 721667

E: [lauren@cbi-research.com](mailto:lauren@cbi-research.com)

# African Energy Live Data

## Analysing the project pipeline

**Wednesday 15 November**

African Energy examines the pipeline of electricity generation projects across the continent drawing on the latest research from African Energy Live Data, an unrivalled and indispensable source of information presented for the first time at AIX: Power & Renewables.

Assessing some 2,000 power generation projects currently in development, the session will provide a snapshot of the pipeline on a continental, regional, and country level.

Themes for analysis include:

- The pipeline of key regions and countries over the coming five years;
- Fuel and technology mix looking forwards;
- What are the opportunities and where is the oversupply?
- Which projects will act as market game changers?
- How realistic is the pipeline?

**14h00 to 14h45**

**Analysing the project pipeline**

**John Hamilton**, Director,  
African Energy

**Nick Dashwood Brown**, Head of  
Sales, African Energy

**David Slater**, Senior Project  
Manager, African Energy

**Dan Marks**, Senior Research  
Analyst and Contributing Editor,  
African Energy

**14h45 to 15h15**

**Q&A**

The session will be opened up to the audience for discussion.

Places are limited and reserved for AIX: Power & Renewables delegates

Contact Lauren Andrews to confirm your attendance:

T: +44 (0)1424 721667

E: [lauren@cbi-research.com](mailto:lauren@cbi-research.com)



If you would like to discuss access to the Live Data platform, please speak to a member of the African Energy team at AIX.

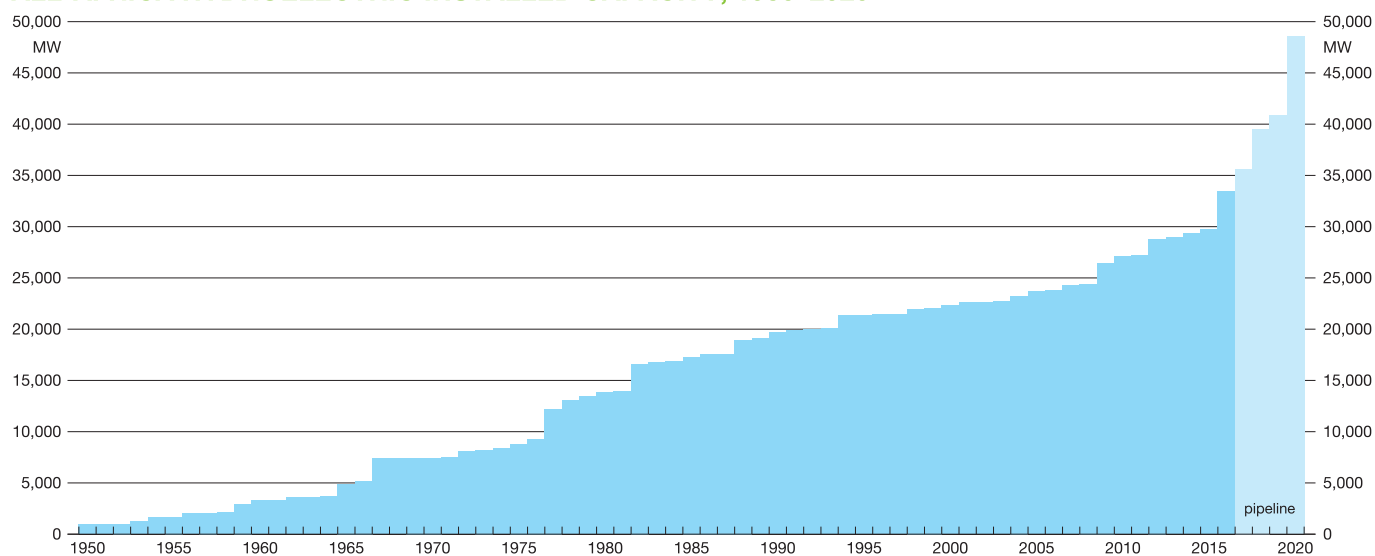
Alternatively, contact  
**Nick Dashwood-Brown**  
T: +44 (0)1424 721667



# 15 November – afternoon

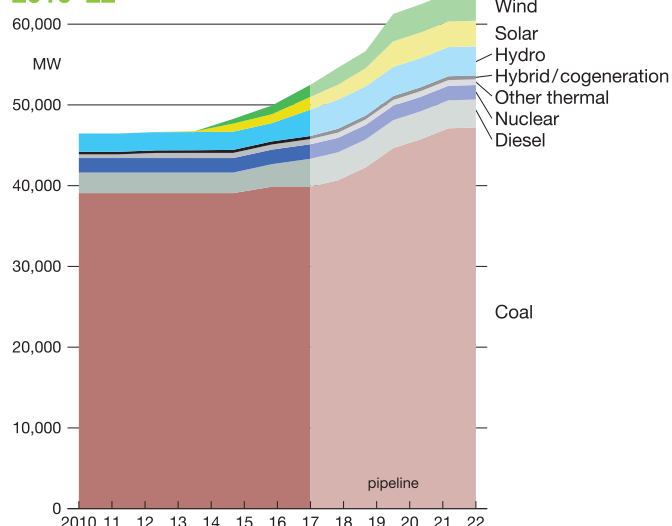
## ALL-AFRICA HYDROELECTRIC INSTALLED CAPACITY, 1950–2020

Source: African Energy Live Data



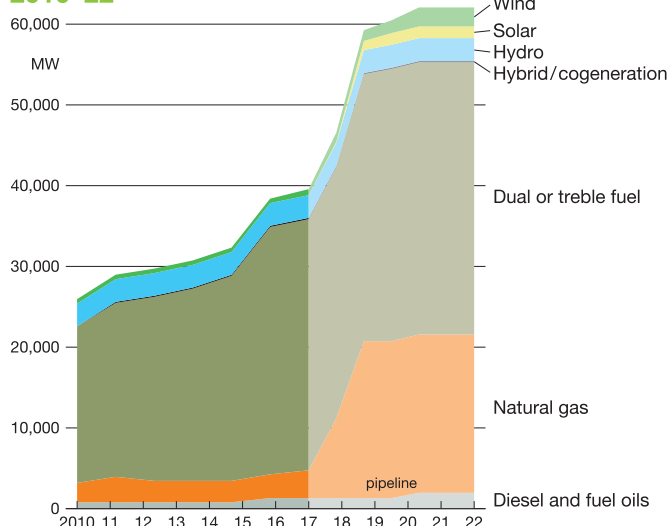
## SOUTH AFRICA ENERGY MIX, 2010–22

Source: African Energy Live Data



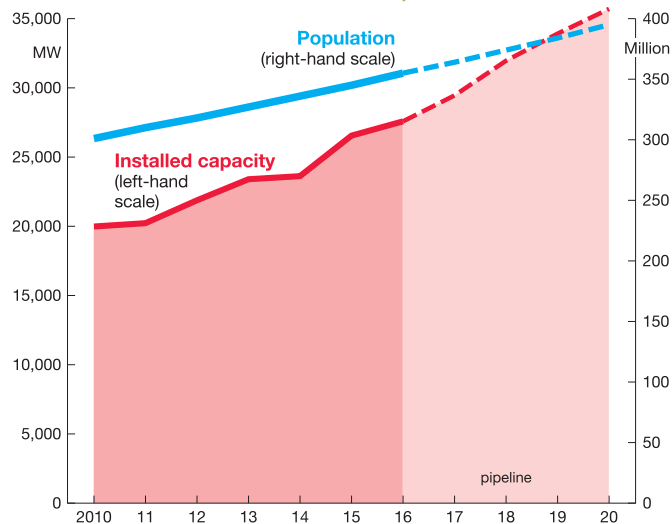
## EGYPT ENERGY MIX, 2010–22

Source: African Energy Live Data



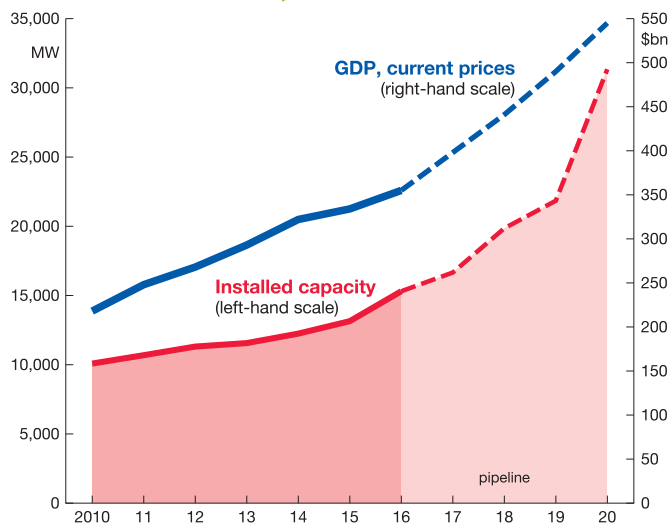
## WEST AFRICA INSTALLED CAPACITY AND POPULATION, 2010–20

Source: African Energy Live Data



## EAST AFRICA INSTALLED CAPACITY AND GDP, 2010–20

Source: African Energy Live Data





# Day 2 - Regional sessions

## 09h00-10h30 – Choose between:

### West Africa Focus

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

- Investment experience and outlook for baseload generation and distribution across the region
- Overview of renewable energy programmes
- Success at attracting local finance for solar projects

**Dafe Akpeneye**, Commissioner, **NERC**

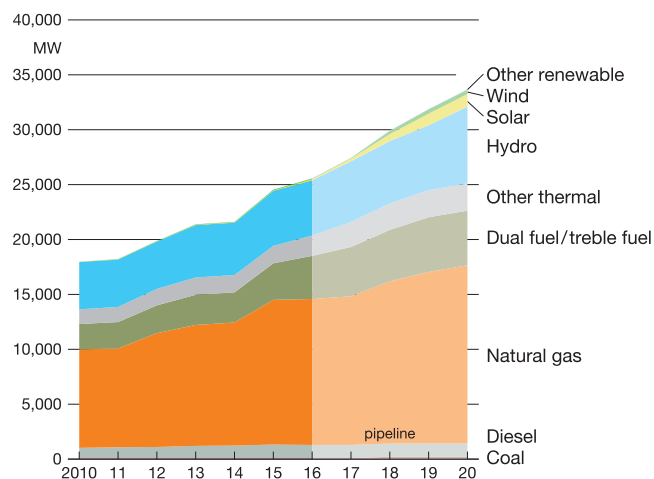
**Kweku Awotwi**, Principal, **Africa Power Systems Management**

**Paul Kunert**, Chief Executive Officer, **Joule Africa**

**Oluniyi Robbin-Coker**, Chairman, **Sierra Leone Investment and Export Promotion Agency (SLIEPA)**

#### WEST AFRICA ENERGY MIX, 2010–20

Source: African Energy Live Data



Or

### Southern Africa Focus

Chair: **Jon Marks**, Chairman, **Cross-border Information**

- Renewable and thermal generation models emerging across SAPP
- South Africa: renewables mixed with LNG procurement

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

**Ana Hajduka**, Chief Executive Officer, **Africa GreenCo**

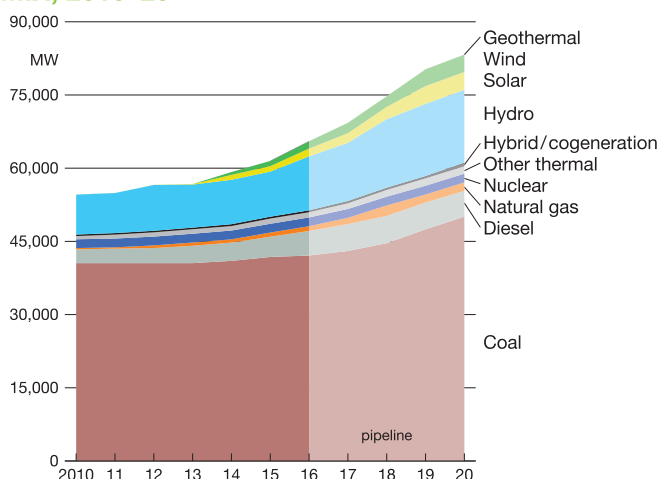
**Christopher Haw**, Director, **Aurora Power Solutions**

**Simbarashe Mhuriro**, Managing Director, **Oxygen Africa**

**Mike Peo**, Head: Infrastructure, Energy and Telecommunications, **Nedbank**

#### SOUTHERN AFRICA ENERGY MIX, 2010–20

Source: African Energy Live Data



10h30 Coffee in the Benjamin Franklyn Room

## 11h00-12h30 – Choose between:

### East Africa Focus

Chair: **Glada Lahn**, Senior Research Fellow, Energy, Environment & Resources, **Chatham House**

- Scaling Solar, GET FiT and other RE programmes gaining momentum across the region
- Regulatory environment for new renewable energy and baseload projects
- Integrating off-grid solutions with the grid

**Chimuka Nketani**, Investments Manager, **Industrial Development Corporation (IDC)**, Zambia

**Paolo de Michelis**, Head of Renewables, **Globeleq**

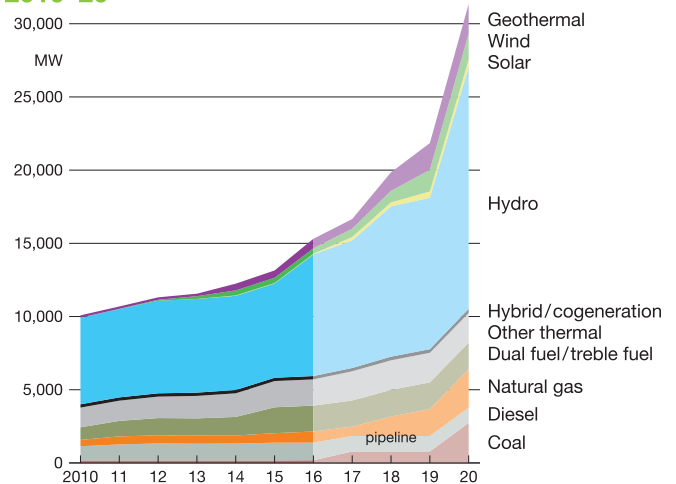
**Andrew Reicher**, Independent Adviser and Investor

**John Lentaigne**, Chief Underwriting Officer, **African Trade Insurance Agency**

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

**EAST AFRICA ENERGY MIX, 2010–20**

Source: African Energy Live Data



Or

### North Africa Focus and South-South Co-operation

Chair: **John Hamilton**, Director, **African Energy**

- What next for Egypt's rapidly developing renewables programme?
- Snapshot of renewable energy programmes in the region and their commercial viability
- Morocco: an emerging Africa focused financial hub

**Mohamed El-Khayat**, Executive Chairman, **New and Renewable Energy Authority (NREA)**

**Ali Zerouali**, Co-operation and Partnerships Director, **MASEN**

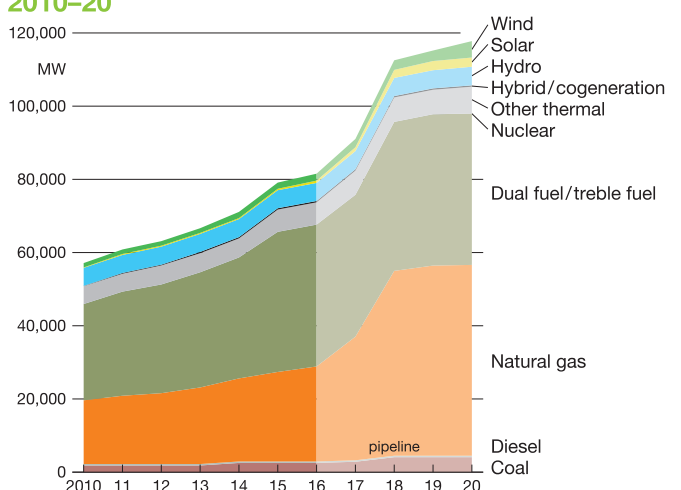
**Adel Baba-Aissa**, Director, **Renewable Energy Partner**

**Ahmed Badr**, Executive Director, **RCREEE**

**Lars Buesching**, Managing Partner, **Solizer**

**NORTH AFRICA ENERGY MIX, 2010–20**

Source: African Energy Live Data



**12h30 Lunch in the Benjamin Franklyn Room**

## Off-grid Investment Exchange

Pay-as-you-go (PAYG), roof-top solar and other off-grid technologies have the potential to scale quickly and challenge conventional power generation models. The Off-grid Investment Exchange brings local businesses and off-grid pioneers together with international developers and investors (DFIs, banks, commercial and impact investors) who are looking to buy into this fast-growing industry.

### Sponsored by



### 13h30 to 15h00

#### Electrification strategies

Chair: **Michael Franz**, Team Leader, Africa-EU Renewable Energy Cooperation Programme (RECP)

Improving transparency, measuring performance and managing off-grid expectations.

Incorporating an off-grid electrification strategy in national policy and regulation framework.

Update on storage, latest trends and costs.

Pay-as-you-go (PAYG) or other off-grid business models: who will be electrifying households and businesses in the next 3 to 5 years?

What part will micro- and mini-grids play in the off-grid energy mix?

**Dafe Akpeneye**, Commissioner, NERC

**Jean-Paul M'batna**, Director, ADER, Chad

**Simbarashe Mhuriro**, Managing Director, Oxygen Africa

**Andreas Spiess**, Chief Executive Officer, Solarkiosk

**Laura Sundblad**, Program Manager Access to Finance, Global Off-Grid Lighting Association (GOGLA)

### 15h00

#### Coffee

### 15h15 to 16h30

#### Accessing finance

Chair: **Ed Harkins**, Managing Director, GKB Ventures

Is there investor over-exuberance in the solar home system market?

Role of DFIs: creating an environment for commercial banks to participate?

Syndication, securitisation, asset-backed financing solutions and other innovative financial instruments.

Stimulating local capital for off-grid models.

**Alexander Brummeler**, Head of Finance Innovation, Azuri Technologies

**Eitan Hochster**, Director of Business Development, Lumos Global

**Tinashe Makoni**, Senior Consultant, Trinity International

**James Mittell**, Principal, Actis

**Nico Tyabji**, Director of Strategic Partnerships, SunFunder

**Nicholas Wrigley**, CEO, Winch Energy

### 16h30 End of AIX: Power & Renewables



# Attend our meetings

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

Price: £1,700 plus VAT

## 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** .....

(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.

8 John Adam Street, London WC2N 6EZ.



For registrations contact:

Lauren Andrews

Tel: +44 (0)1424 721667

Email: [lauren@cbi-research.com](mailto:lauren@cbi-research.com)