

The AIX logo is displayed in white, bold, sans-serif capital letters on a solid blue rectangular background.

Power & Renewables  
Increasing access  
Transmission  
Domestic capital  
Distribution solutions  
Off-grid



# Africa Investment Exchange Nairobi

## Power & Renewables Executive Briefing

Fairmont, The Norfolk, 3-4 October 2018

AIX Nairobi builds on four years of AIX: Power and Renewables meetings, which have brought together project developers, suppliers of off-grid services, policy-makers, established and non-traditional investment sources and other stakeholders to discuss the issues and challenges facing investors in clean energy projects in Africa.

AIX Nairobi will be limited to a targeted audience of 90 senior executives to allow for more in-depth

discussion of strategies to tackle pan-African issues.

The meeting is held under the Chatham House Rule (participants are free to use the information received, but neither the identity nor the affiliation of the speaker, nor that of any other participant, may be revealed) and structured through a series of panel-led sessions with a remit to debate ways of scaling up electricity supply industries across Africa.

### Partner



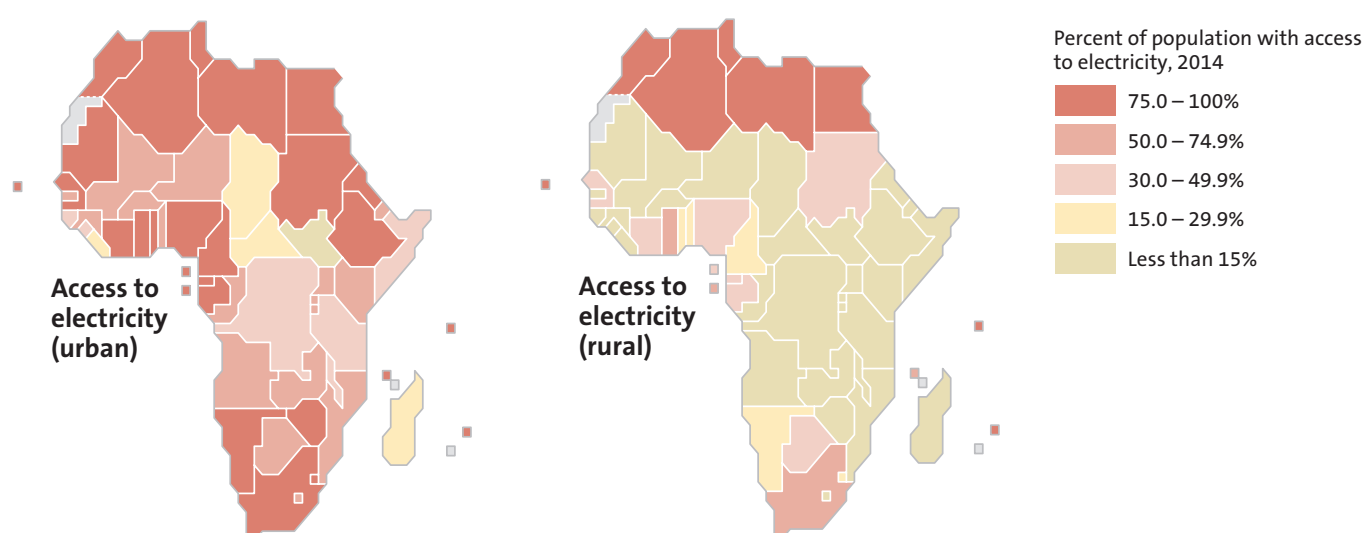
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## Strategies to develop fit-for-purpose electricity supply industries

AIX Nairobi builds on four years of AIX: Power and Renewables meetings, which have brought together project developers, suppliers of off-grid services, policy-makers, established and non-traditional investment sources and other stakeholders to discuss the issues and challenges facing investors in clean energy projects in Africa.

In recognition that accelerated change is expected across the continent's varied electricity supply industries, where possible AIX Nairobi sessions will discuss innovative financing and technologies, and off-grid solutions alongside 'conventional' industrial and financial structures, including national and cross-border grids and utilities.



Source: SE4All Global Tracking Framework

## A unique perspective

As a consultant and publisher, CbI has been involved at the heart of the debate surrounding the development of the energy sector in Africa for almost 30 years.

CbI Meetings pairs the extensive regional expertise and source network of CbI's African Energy with a seasoned events team experienced in producing high-level investment forums and dialogues across the African continent.

As a consultant, CbI 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.

### African Energy Live Data

African Energy Live Data features details on more than 4,800 projects across the continent that are planned, under construction or operating.

Analysis and data from the platform will be presented at AIX Nairobi providing a unique snapshot of power generation projects currently in development on a continental and regional level.

## Day 1

### Wednesday 3 October

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

09h00 to 10h30

#### **The state of the industry**

- Findings extrapolated from the African Energy Live Data platform will provide unique insights into continental electricity supply industry trends, project pipelines and demand growth projections.
- How to integrate power with national industrialisation programmes.
- Is East Africa long on power or is under-supply a constraint on growth?
- Acceleration in off-grid consumption: is it forcing a reassessment of centralised generation?
- Tariffs versus solvency: the future power utility business model

10h30 **Coffee**

11h00 to 12h00

#### **Strategies to increase access**

- What mechanisms should be developed/built upon to integrate private sector thinking more effectively into public policy? What PPP structures and other private sector solutions are there to transmission shortfalls?
- Tariffs that reflect cost of upgrading and building new transmission and distribution infrastructure.
- How storage can help strengthen the grid.

12h00 to 13h00

#### **Generating baseload**

- Strategies for developing a baseload mix (coal, geothermal, hydropower and natural gas).
- Balancing the (and off-) grid
- The transmission challenge for high voltage producers and consumers

13h00

#### **Lunch**

14h00 to 15h15

#### **East & Southern Africa Power & Renewables**

A look at government approaches towards competitive procurements and / or unsolicited bidding in the region.

15h15

#### **Coffee**

15h45 to 17h00

#### **Strategies to increase generation**

Auctions, FiT, negotiated deals and distributed solar power systems.

- What options are available to increase power-generating capacity?
- Which technologies work best?
- How do countries move from FiT to auctions systems?
- Best practices for negotiating PPAs.

17h00 **Reception**



# AIX Nairobi

## Day 2

### Thursday 4 October

08h30 to 09h00 **Morning coffee**

## Mobilising finance

09h00 to 10h30

### Early stage development

- Structuring early stage risk and project preparation facilities: is it still a major problem?
- Understanding credit enhancement and guarantee instruments.
- Tackling corruption and other governance issues?

10h30 **Coffee**

11h00 to 12h30

### Stimulating local capital

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
- Understanding vagaries of local polities
- Perspective from stock markets and pension funds

12h30

**Lunch**

## Off-grid Investment Exchange

13h30 to 14h30

### Investing in distributed solutions

Issues include:

- Working off-grid into government strategies;
- Creating investment instruments that take off-grid beyond its current subsidised models.

14h30 to 15h30

### Energy as a consumer service

It worked for telecoms and, increasingly, it seems it can work for electricity access. This session will discuss financial instruments and strategies, and new

approaches to consumers in a period when millions more are becoming financially empowered and buying a range of basic services.

15h30 **Coffee**

16h00 to 17h00

### Industry's paradigm shift – embedded power and other independent solutions

Analysis of the ways commercial and industrial consumers are developing their own generation capacity, and the extent this is likely to grow across the continent, including input from manufacturing and mining industries.

17h00 **End of AIX Nairobi**

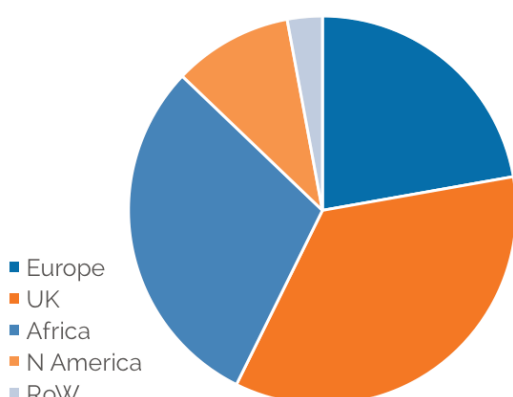
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## Past sponsors



## Past AIX Participants





# Register

**Please register those listed below for AIX: Nairobi**

There is a 20% discount which runs until 5 June .  
Price payable: £928 (£800 plus £128 Kenyan VAT). Full price £1,000 plus £160 Kenyan 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** .....

Contact Lauren Andrews.  
Tel: +44 (0)1424 721667. Email [lauren@cbi-research.com](mailto:lauren@cbi-research.com)

I have read and agreed to the terms and conditions.

**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.



**For registrations contact:**  
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