



# Africa Investment Exchange

## AIX: Nairobi

Power & Renewables Executive Briefing

Interim agenda

2-3 October 2019, Fairmont the Norfolk, Kenya

AIX: Nairobi brings together project developers, suppliers of off-grid services, policy-makers, established and non-traditional investment sources and other actors in the industry.

The meeting is co-organised by Cross-border Information (Cbi), and Cbi's African Energy, a consultancy that has been involved at the heart of the debate surrounding the development of the energy sector in Africa for more than 20 years.

Sponsored by



African Trade Insurance Agency  
Agence pour l'Assurance du Commerce en Afrique



AFRICAN INFRASTRUCTURE  
INVESTMENT MANAGERS

Co-produced by



Partner



# AIX: Nairobi

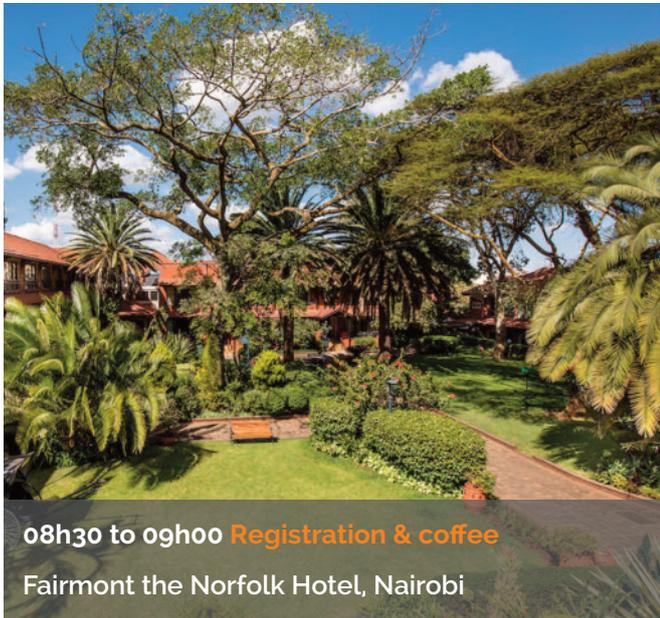
Tuesday 1 October 2019

## 16h30 to 17h30 AIX: Nairobi strategy roundtable

The one-hour session (by invitation only) will set agenda items for the next two days of discussion.

18h30 Evening reception (location to be confirmed)

Wednesday 2 October 2019



08h30 to 09h00 Registration & coffee

Fairmont the Norfolk Hotel, Nairobi

09h00 to 10h30

## The state of the continental industry

Findings from the African Energy Live Data platform will provide unique insights into continental electricity supply industry trends.

- Delegates will receive a unique data pack.

A high-level panel including government officials and senior industry players will then provide an update on electrification programmes and strategies to increase energy access, as well as to strengthen the grid, across the continent.

- Interactive discussion will then ask: what do administrations and regulators want from DFI initiatives and support schemes?

- What are the challenges and expectations of working with the private sector?
- Can investors make money and governments deliver cost-effective services at the same time?
- Is transmission a vital backbone or a blockage in the system?
- It has become a cliché that money for projects is 'no longer a problem. Is this really the case?
- Are public utilities' days numbered?

10h30 Coffee

11h00 to 12h30

## East Africa energy mix and transmission challenges

Focusing on the region, this panel looking at interconnections and the balance of generation (intermittent versus firm power supply) across the East African Power Pool region – and neighbours.

- Under- or over-supply in power: policy-makers and industry and financial leaders share their experiences.
- Developments in regional transmission.
- Distribution models: what are the options, challenges and pitfalls?
- Geothermal snapshot: focus on region's key projects.



12h30 Lunch sponsored by

**actis**

## 13h30 to 15h30

### IPP Drivers

Strategies to increase utility-scale generation

- What is the right IPP tariff?
- Guarantees and contract terms: what is fair?
- Examining the progress for FIT and auction mechanisms in the region.
- How attractive are auctions compared with FIT?
- How is the best approach being determined in different countries?

## 15h00 to 15h30

### Storage snapshot

How will storage change the African energy landscape.

- Understanding the technologies, cost and application.

## 15h30 Coffee

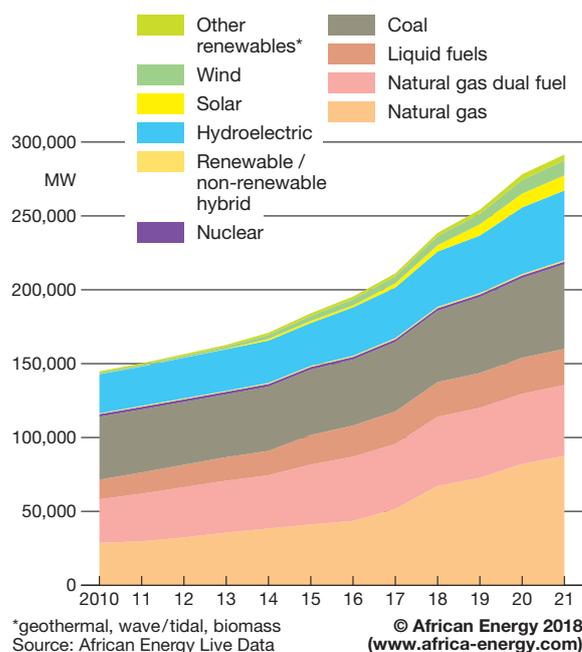
## 16h00 to 17h30

### Nairobi hub

Showcasing Nairobi's role as an important regional hub for the energy industry. This session and the following reception brings representatives from local companies and finance together with international developers and investors to discuss:

- Nairobi's attraction as a financial/business hub.
- Mobilising domestic finance.
- What it takes to attract lenders and investors to invest in the region's electricity supply industry.
- Attracting international institutional investors, as well as impact investors, family offices and other investor classes.
- The role of commercial banks, DFIs and multilaterals.

### Generation breakdown by fuel



## 17h30 Reception at Fairmont the Norfolk

# Thursday 3 October



**09h00 to 10h30**

## Integrating off-grid with the grid

National and regional strategies to integrate utility-scale projects with mini-grids, rooftop solar and other distributed solutions into the grid.

- Electrification programmes and distribution models that incorporate stronger grids and encourage commercially viable off-grid solutions. Including case studies.
- Regulatory challenges of off-grid and transition within the industry.

**10h30 Coffee**

**11h00 to 12h30**

## Financing off-grid

Can off-grid solutions become commercially viable across the continent?

- Headwinds facing solar home systems
- Stimulating local capital markets and improving access to local finance
- Developing an off-grid value chain: to achieve viability do investors have to drive a much wider range of businesses to stimulate growth?
- The role of mobile operators and large corporations in off-grid solar power.
- Scaling-up off-grid: how to attract larger ticket sizes and better terms?

**12h30 Lunch**

**13h30 to 14h30**

## Scaling mini-grids

Business models that takes mini-grid beyond its current subsidised model.

- Focusing on regulatory frameworks
- Productive use, concessions and tendering approaches.



**14h30 to 15h30**

## Accelerating C&I

Focusing on the options available to customers in the commercial and industrial space

- Developments based on PPAs, lease and commercial loan structures.
- Managing portfolios – O&M, monitoring, data, reporting.
- EPC and technology solutions.

**15h30 End of AIX**

# Panellists



**Caroline Kimathi**

Acting Director,  
Renewable Energy  
Energy Regulatory  
Commission, Kenya



**David Muthike**

Strategy & Business  
Performance Director  
KenGen



**Eric Mwangi**

Economic Advisor to  
the Cabinet Secretary  
Ministry of Energy,  
Kenya



**John Kimotho**

Investment Manager  
African Infrastructure  
Investment Managers  
(AIIM)



**Nemes Victor Massawe**

Manager Electricity  
Transmission and  
Distribution  
EWURA, Tanzania



**Peter Twesigye**

Regulatory Affairs  
Manager  
UMEME, Uganda



**Erik Granskog**

Vice President  
Everstrong Capital



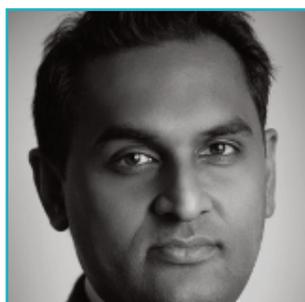
**Roxana Ignat**

Investment Officer  
FMO



**Clifford Aron**

Principal  
GreenMax Capital  
Group



**Ameet Shah**

Chairman and Director  
Astonfield Solar



**James Shoetan**

East Africa Business  
Development Manager  
CrossBoundary Energy



**Sam Slaughter**

Chief Executive Officer  
PowerGen Renewable  
Energy

Latest panellists are listed at: [africa-investment-exchange.com/events/aix-nairobi-2019](http://africa-investment-exchange.com/events/aix-nairobi-2019)

# AIX: Nairobi

## Enabling power project development in Africa

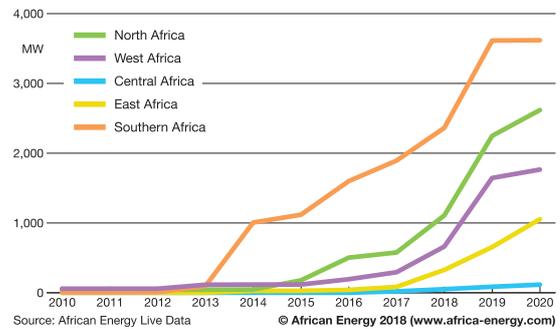
The AIX: Nairobi power and renewables meeting is held under the Chatham House Rule (participants are free to use the information received, but neither the identity nor the affiliation of the speaker, nor that of any other participant, may be revealed), and structured around panel-led sessions with an audience limited to 100 participants to preserve the networking environment.

Participants will benefit from insights provided by Cbl's African Energy Live Data platform which provides unique insights into continental electricity supply industry trends, project pipelines and demand growth projections.

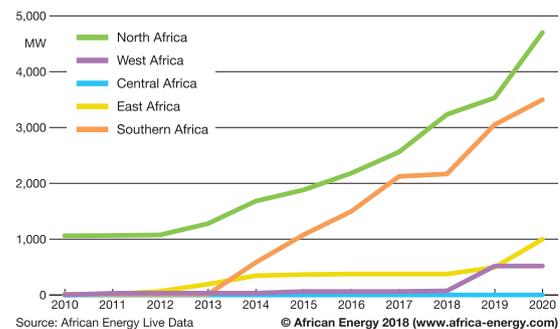
## Fairmont The Norfolk

A renowned landmark since opening its doors in 1904, Fairmont The Norfolk, has welcomed royalty, statesmen and stars alike over the years. The hotel is located in the heart of the Nairobi city and provides a sophisticated, calm retreat from the vibrant downtown district. Fairmont The Norfolk offers the optimal base to explore the town, with easy access to major business districts.

SOLAR CAPACITY BY REGION, 2010-20



WIND CAPACITY BY REGION, 2010-20



# Sponsor our meetings

## A unique perspective

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.

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. In 2017, we launched African Energy Live Data – a platform featuring detailed profiles of more than 5,500 generation projects and plants across the 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.

We are focused on producing Africa Investment Exchange 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 six years, participants have used AIX to strengthen their networks and to hold private meetings with new and already established partners in convenient break-out rooms.



## Sponsorship package

AIX: Nairobi sponsor	Additional options (subject to availability)
Corporate logo on event website, agenda, brochure, all marketing emails, headline slides and delegate bag	Session Sponsor
Prominent panel position speaking opportunity	Lunch sponsor
1 speaker pass and 2 additional passes for sponsor's staff or guests	Coffee break sponsor
Full-page colour ad in the meeting book	Exhibition area
Corporate literature in meeting bag	Seat drops
Photos of panel sessions for social media and web use	Bag inserts
Input on the agenda	Meeting room
£7,000 excl UK VAT	Contact us for a tailored package

Contact [Ricky Purnell](mailto:ricky@cbi-meetings.com) for information on sponsorship opportunities – ricky@cbi-meetings.com

# Register

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

There is a 20% discount which runs until 25 June .Price payable: £960 plus VAT (full price £1,200)

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

### Indemnity

Cbl Meetings is not liable for any travel and accommodation costs incurred by delegates in connection with their registration. Cbl 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:**

Lauren Andrews

Tel: +44 (0)1424 721667

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