



Africa Investment Exchange

AIX: Nairobi

Power & Renewables Executive Briefing

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.

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Partners

AIX: Nairobi



Caroline Kimathi

Principal Officer
Renewable Energy
Energy & Petroleum
Regulatory Authority,
Kenya



David Muthike

Strategy & Innovation
Director
KenGen



Eric Mwangi

Economic Advisor to
the Cabinet Secretary
Ministry of Energy,
Kenya



Nemes Victor Massawe

Manager Electricity
Transmission and
Distribution
EWURA, Tanzania



Mathilde Bord Laurans

Head of Energy Unit
AFD



Sam Chasia

Investment Director
GuarantCo



Khilna Dodhia

Chief Executive Officer
Kenergy Renewables



Erik Granskog

Vice President
Everstrong Capital



Amyn Mussa

Partner
ALN Kenya | Anjarwalla
& Khanna



Ameet Shah

Chairman and Director
Astonfield Solar



James Shoetan

East Africa Business
Development Manager
CrossBoundary Energy



Jean-Jacques Ngono

Managing Partner
Finergreen Africa

Latest panellists are listed at: africa-investment-exchange.com/events/aix-nairobi-2019

Panellists to date

10 September 2019



William Madara

Program Management
Specialist, Energy
USAID



John Mativo

Senior Technical
Advisor
KETRACO



Clifford Aron

Principal
GreenMax Capital
Group



Monya Bassingthwaight

Senior Investment Officer
responsAbility Investments



Roxana Ignat

Investment Officer
FMO



John Kimotho

Investment Manager
African Infrastructure
Investment Managers
(AIIM)



Elsie Mbugua

Managing Director
Leadwood Energy



John Lentaigne

Acting Chief Executive
Officer
African Trade
Insurance Agency



Paras Patel

Investment Manager
Energy Access
Ventures



Nikhath Zigmund

Business Development
Director
BioTherm Energy



Wilfred Van den Bos

Head of Investments
responsAbility
Renewable Energy
Holding (rAREH)



Jonathan Shaw

Chief Executive Officer
Kivu Green Energy

Latest panellists are listed at: africa-investment-exchange.com/events/aix-nairobi-2019

AIX: Nairobi

Tuesday 1 October 2019

18h00 to 20h00 **Evening reception hosted by UK Department for International Trade**

Wednesday 2 October 2019



08h30 to 09h00 **Registration & coffee**
Fairmont the Norfolk Hotel, Nairobi

09h00 to 10h30

The state of the continental industry

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

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?
- Are public utilities' days numbered?
- 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?

- Distribution models: what are the options?
- What are the new investment opportunities resulting from Kenya's Energy Act?

Eric Mwangi, Economic Advisor to the Cabinet Secretary, Ministry of Energy, Kenya

David Muthike, Strategy & Innovation Director, KenGen

Mathilde Bord Laurans, Head of Energy Unit, AFD

Izael Pereira Da Silva, Professor, Strathmore University

10h30 **Coffee**

11h00 to 11h45

Community Engagement Strategy

How to secure community engagement for power projects.

- Conducting community engagement throughout the project lifecycle
- Managing land related issues
- Sharing best practices

Kemoli Sagala, Governance and Strategy Advisor to the Cabinet Secretary, Ministry of Energy, Kenya

Celestine Kaseve, Senior Socio-Economist, KETRACO

Andrew Owuor, Environment Social & Governance (ESG) Manager, Kipeto Energy

11h45 to 12h30

Transmission snapshot

Chair: **William Madara**, Program Management Specialist, Energy, USAID

A look at financing transmission projects, the role of the private sector and managing the grid in the face of increasing renewables.

Nemes Victor Massawe, Manager Electricity Transmission and Distribution, EWURA, Tanzania

John Mativo, Senior Technical Advisor, KETRACO

Wednesday 2 October

12h30 Lunch

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- How to structure a PPA for a storage project.

Giuseppe Artizzu, Executive Director, Global Strategy, ENGIE EPS

Chalker Kansteiner, Founder, GridX Africa

Guluma Megersa, Business Development Manager, SMA Sunbelt Energy

13h30 to 14h30

Accelerating C&I

Chair: **Ameet Shah**, Chairman, Astonfield Solar

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

- What is driving interest in C&I?
- Developments based on PPAs, lease and commercial loan structures.
- Managing portfolios – O&M, monitoring, data, reporting and risk.
- EPC and technology solutions.
- What are the challenges facing different stakeholders along the value chain?

Clifford Aron, Principal, GreenMax Capital Group

Monya Bassingthwaighe, Senior Investment Officer, responsAbility Investments

Geoffrey Ronoh, Director, Ofgen

James Shoetan, East Africa Business Development Manager, CrossBoundary Energy

14h30 to 15h30

Storage snapshot

Chair: **Nikhath Zigmund**, Business Development Director, BioTherm

Senior Energy Specialist at DNV GL, **Gabriel Kroes** kicks off the discussion and focuses on where storage is heading in the next 20 years.

- How will storage change the African energy landscape.
- Understanding the technologies, cost and application.

15h30 Coffee

16h00 to 17h15

The financing ecosystem

Chair: **Elsie Mbugua**, Managing Director, Leadwood Energy

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.

Sam Chasia, Investment Director, GuarantCo

Erik Granskog, Senior Vice President, Everstrong Capital

Jean-Jacques Ngono, Managing Partner, Finergreen Africa

Aleem Tharani, Partner, Bowmans



17h30 Reception at Fairmont the Norfolk

Thursday 3 October

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

Fairmont the Norfolk Hotel, Nairobi

09h00 to 11h00

IPP Drivers

Chair: **Khilna Dodhia**, Chief Executive Officer, Kenergy Renewables

Power developers are invited to give a status update on their projects and key issues facing them as a starting point for the discussion.

Project preparation, early stage development and procurement programmes. What are the options for IPPs?

- Structuring early stage risk and project preparation facilities.
- Auctions and comparing approaches to procurement in the region.

Closing projects

- Impact of Kenya's recent Energy Bill.
- Letter of support and arbitration update.
- Guarantees and contract terms: what is fair?

New opportunities and strategic investing in the region

- Examining East Africa's increasingly competitive IPP market.
- Under- or over-supply in power generation?
- Developments in regional interconnections – what opportunities are there for IPPs in the East African Power Pool?

Balancing renewables and the impact of regional integration on the energy mix

- The need for baseload and prospects for LNG as diesel and HFO replacement.
- Are there still large-scale hydropower projects to be developed in the region?

Wilfred van den Bos, Head of Investments, responsAbility Renewable Energy Holding (rAREH)

John Lentaigne, Acting Chief Executive Officer, African Trade Insurance Agency

Roxana Ignat, Investment Officer, FMO

Amyr Mussa, Partner, ALN Kenya | Anjarwalla & Khanna

Richard Warugongo, Principal Investment Officer, IFC

10h30 to 11h00

LNG2Power

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

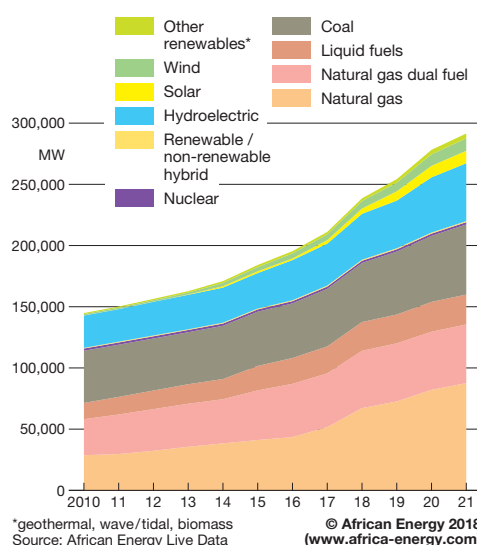
The session will examine prospects of small-scale LNG, regional trends and viability of LNG to power projects in Kenya.

David Mwangi, Energy Consultant

François Vuylsteke, Senior Development Manager, Wärtsilä

11h00 **Coffee**

Generation breakdown by fuel



AIX: Nairobi

11h30 to 12h30

Scaling mini-grids

Chair: **Aaron Leopold**, CEO, AMDA

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

- Challenges facing operators and customers
- Focusing on regulatory frameworks
- Productive use, concessions and tendering approaches.

Nemes Victor Massawe, Manager Electricity Transmission and Distribution, EWURA, Tanzania

Anne Nyambane, Academy Mo Ibrahim Fellow

Tobias Dekkers, Head of Commercial Development, PowerGen Renewable Energy

Anne Sophie Rakoutz, Energy Project Manager, AFD

Jonathan Shaw, Chief Executive Officer, Kivu Green Energy

12h30 **Lunch**



13h30 to 15h00

Financing off-grid

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

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

- Off-grid regulatory challenges and transition within the industry.
- Headwinds facing solar home systems
- Stimulating domestic 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?

Audrey Desiderato, Chief Commercial Officer, SunFunder

Caroline Kimathi, Principal Officer Renewable Energy, Energy & Petroleum Regulatory Authority

John Kimotho, Investment Manager, AIIM

Snehar Shah, Managing Director East Africa, Azuri Technologies

15h00 **Coffee and end of AIX**

* Awaiting final confirmation



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
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Photos of panel sessions for social media and web use	Lanyard sponsor
Input on the agenda	Meeting room
£7,000 excl UK VAT	Contact us for a tailored package

Contact **Ricky Purnell** for information on sponsorship opportunities – ricky@cbi-meetings.com

Enabling power project development in Africa

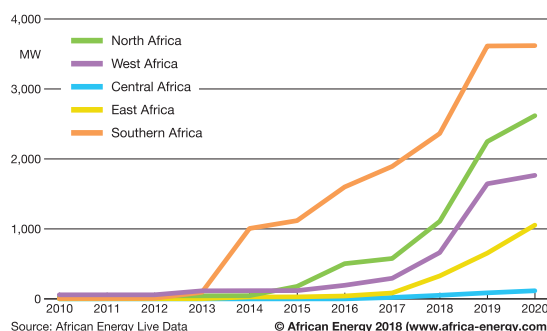
The AIX: Nairobi power and renewables meeting is held under the Chatham House Rule (participants are free to use the information received, but neither the identity nor the affiliation of the speaker, nor that of any other participant, may be revealed), and structured around panel-led sessions with an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

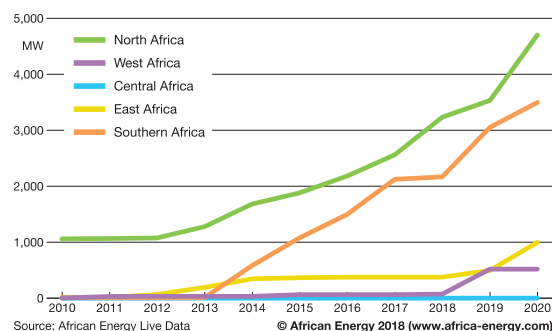
Fairmont The Norfolk

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



Register

Please register those listed below for AIX: Nairobi:

Price payable: £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)

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.



For registrations contact:

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