



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 INFRASTRUCTURE INVESTMENT MANAGERS

Co-produced by



Wednesday 2 October

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

09h00 to 10h30

The state of the industry

Findings from the African Energy Live Data platform will provide unique insights into continental electricity supply industry trends, project pipelines and demand growth projections.

Part one

Update on electrification programmes and strategies to increase energy access as well as strengthen the grid. What do administrations and regulators want from DFI initiatives and support schemes? What are the challenges and expectations of working with the private sector?



10h30 **Coffee**

11h00 to 12h30

Part two

Bringing together diverse perspectives from private and public sector investors, project developers and other stakeholders.

Examining challenges and opportunities in Africa's electricity supply industry – from investing in traditional power generation, transmission and distribution, to disruptors including storage and new distributed solutions.

13h30 to 15h00

IPP Drivers

Strategies to increase utility-scale generation

What is the right IPP tariff?

Guarantees and contract terms: what is fair?

15h30 to 17h00

Nairobi hub

What it takes to attract lenders and investors – from local finance, impact investors and commercial banks to DFIs – to invest in the region's electricity supply industry.

12h30 **Lunch**

15h00 **Coffee**

17h00 **Reception**



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

Utility-scale generation trends

09h00 to 10h30

East Africa energy balance

A regional panel looking at interconnections, the future power utility business model and the balance of generation across the East African power pool.

The session will also examine the impact of FIT and auction mechanisms in the region.

10h30 **Coffee**

11h00 to 12h30

Accelerating Geothermal

Focusing on key projects in Ethiopia, Kenya and Tanzania.

The experience of utilities in the early stages of developing geothermal prospects.

Investor and power developer perspective on opportunities, constraints and risks.

12h30 **Lunch**

13h30 to 15h00

Integrating the grid with off-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.

17h00 **End of AIX**

Off-grid Investment Exchange

09h00 to 10h30

Investing in distributed solutions

Creating investment instruments that take off-grid beyond its current subsidised models.

The role of mobile operators and large corporations in off-grid solar power.

Scaling-up off-grid: a private equity perspective.

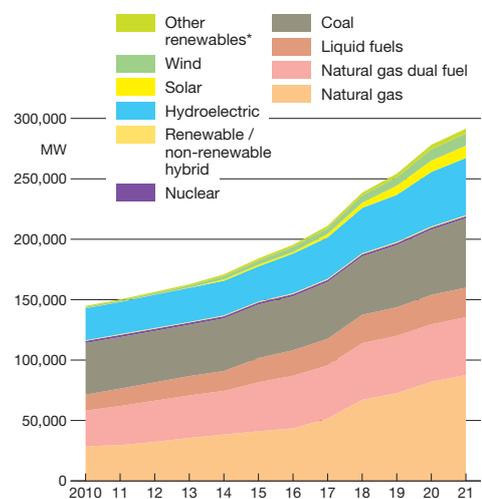
11h00 to 12h30

Storage, C&I, big data and mini-grid disruptors

Examine the impact of technologies and other 'disruptors' that are changing the African energy landscape.

- Mini-grid models
- Acceleration in C&I
- Storage solutions

Generation breakdown by fuel



*geothermal, wave/tidal, biomass
Source: African Energy Live Data

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AIX: Nairobi

Enabling power project development in Africa

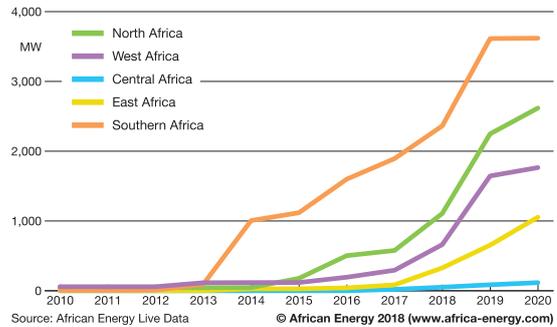
The AIX: Nairobi power and renewables meeting is held under the Chatham House Rule (participants are free to use the information received, but neither the identity nor the affiliation of the speaker, nor that of any other participant, may be revealed), and structured around panel-led sessions with an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

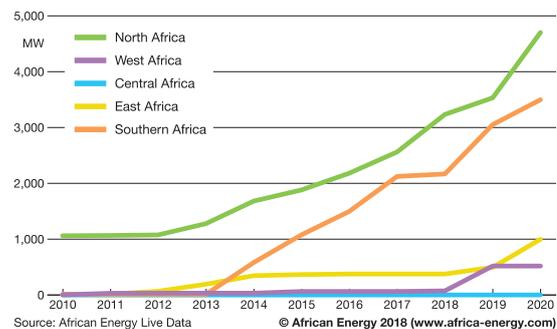
Fairmont The Norfolk

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 – African Energy Live Data, an innovative and interactive data platform featuring detailed profiles of more than 5,500 generation projects and plants across the continent, was launched in September 2017.

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 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 the two-days 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
£5,000 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 25% discount which runs until 14 May .Price payable: £900 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)

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:

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