



# Africa Investment Exchange Power & Renewables

13-14 November 2019, RSA House, London

Over the last five years AIX: Power & Renewables has become one of the meeting places of choice for Africa's power sector stakeholders, including leading private and public sector investors, African officials and project developers.

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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# Timetable for 13 November

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

09h00 to 10h30

## Africa Heat Map

Overview of major political and energy industry developments in Africa.

## Africa power & renewables five years ahead

Moderated debate discussing some of the big issues confronting the industry and its financiers.

10h30 **Coffee**



The Great Room

Stream one

The Great Room  
**Power Generation**

11h00 to 12h30

## Utility and regulator perspectives

What is the future for African utilities? What is needed to attract investment in the electricity supply industry.

13h45 to 15h15

## Outlook for power developers and utility-scale development

As big utilities enter Africa and more local SMEs emerge, a range of developers discuss the changing markets.

15h45 to 17h15

## Attracting new investors

Perspectives from private equity, IOCs, institutional investors, domestic capital markets and other sources of funding.

Stream two

The Tavern Room  
**Transmission & Distribution**  
Sponsored by



11h00 to 12h30

## Financing the grid

Public-private partnerships, independent power transmission model (IPT) and other efforts to strengthen the grid.

13h45 to 15h15

## Disrupting T&D in the age of storage

Changing the African energy landscape.

13h45 to 17h15

## Distribution options

Management contracts, concessions and other models – what are the challenges and pitfalls?

12h30 **Lunch**



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15h00 **Coffee**



17h00 **Reception**



# Timetable for 14 November

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

## Regional focus

Bringing together stakeholders to discuss in greater detail the demands and opportunities facing the electricity supply industry at a regional and country level.

The Great Room

## Off-grid Investment Exchange

Bringing established suppliers of off-grid services together with investors, developers and new entrants who are looking to buy into this fast-growing industry.

The Great Room

09h00 to 10h30

## West and Central Africa

Opportunities and challenges across the region.

11h00 to 12h30

## Southern and East Africa

Generation, transmission and distribution trends and challenges across the region

13h30 to 14h15

## Financing off-grid

Can off-grid become commercially viable across the continent?

14h30 to 16h30

## Accelerating off-grid

Overview of investment trends in C&I, mini-grid and solar home systems

**Special sessions**, the Tavern Room

**AIX: Gas Update**, the Tavern Room

09h00 to 10h30

## Roundtable discussion

Additional sessions will be developed in partnership with sponsors and partners.

11h00 to 12h30

## Understanding off-grid data

Exclusive analysis of the data being generated in the PAYG and mini-grid sector.

13h45 to 15h00

## Africa gas overview

Highlighting key trends in Africa's gas market with expert analysis of big-ticket upstream projects as well as domestic gas to power strategies.

15h00 to 16h15

## Scaling small-scale LNG

A look at the prospects of small-scale LNG being anchored by industry, small power plants, or transport.

10h30 **Coffee**

12h30 **Lunch**

16h30 **End of AIX**



# AIX: Power & Renewables

Tuesday 12 November

17h00 to 18h30 **AIX: Power & Renewables speakers' welcome reception at RSA House**

Informal welcome for panellists and chairs ahead of the next two days of discussion.



Wednesday 13 November

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

09h00 to 09h25

**Africa heat map**

Led by **Jon Marks**, Chairman, Cross-border Information, with the African Energy team, the meeting kicks off with a strategic assessment of potential major political and energy industry developments in Africa over the next year.

- Unveiling the 'Heat Map' to illustrate the political

events and industry developments to expect across the continent in 2020.

- **African Energy scorecard:** Analysis of exclusive power sector data from the African Energy Live Data platform, including performance of the sector over the last 12 months, continental electricity supply industry trends, project pipelines and demand growth projections..

09h25 to 10h30

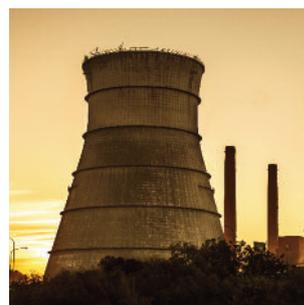
**Africa power & renewables five years ahead**

A moderated debate between the audience and a high-level panel including government officials and senior industry players – held, like the rest of the conference under the Chatham House Rule – to discuss some of the big issues confronting the industry and its financiers

Live polling will capture the mood of the room.

10h30 **Coffee**

- Transmission and distribution: the next big thing?
- Integrating public and private sector thinking.
- Are traditional state utilities a thing of the past? And are distributed technologies the future?
- Delivering 100% access to energy: who is going to take the lead?
- What 'transformative' and 'disruptive' change do participants envisage in the next five years?



# Wednesday 13 November

The Great Room

## Stream 1 – Power Generation

11h00 to 12h30

### Utility and regulator perspectives

What is the future for African utilities? What is needed to attract investment to the electricity supply industry?

- Shifting trends in fuel types. Is diesel history?
- Is accelerating off-grid consumption forcing utilities and regulators to reassess centralised generation and distribution networks?
- Tariffs versus solvency: the future power utility business model
- What do administrations and regulators want from DFI initiatives and support schemes?

The Tavern Room

## Stream 2 – Transmission & Distribution

Sponsored by



11h00 to 12h30

### Financing the grid

Public-private partnerships, concessions, independent power transmission model (IPT) and other efforts to strengthen the grid.

- African Energy overview of transmission lines under development and proposed.
- Overview of business models for private investment in transmission, including case studies applicable to Africa.
- Legal and regulatory frameworks for new approaches to T&D investment.
- The role of DFIs and multilaterals.
- Issues around interconnections.

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12h30 Lunch

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13h40 to 15h00

### Outlook for private power developers and utility-scale development

As more big investors enter Africa and local SMEs emerge, a range of developers discuss a changing market. This session sounds out opinion from

- 'Traditional' developers
- New entrants to the market

The session will also examine the impact of DFI-led initiatives including FIT, renewable energy auctions and early stage development.

- Examining the progress for FIT and auction mechanisms. How is the best approach being determined in different countries?

13h40 to 15h00

### Disrupting T&D in the age of storage

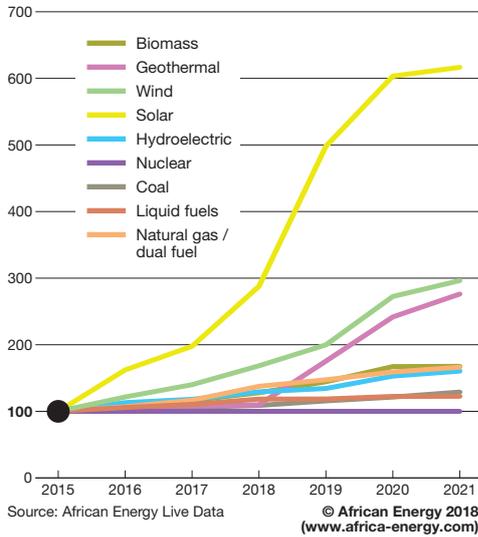
Changing the African energy landscape.

- Investment in storage systems
- From utility-scale projects to C&I and residential consumers –technologies and costs.
- How storage can help integrate renewables, meet peak demand and strengthen grids.
- Structuring PPAs for solar-plus-storage projects.
- Other technologies.

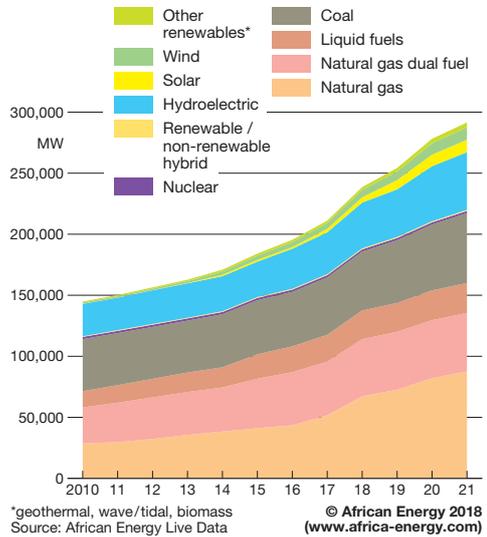
15h00 Coffee

# AIX: Power & Renewables

**GENERATION CAPACITY INDEX, 2015=100**



**GENERATION BREAKDOWN BY FUEL**



## Stream 1 – Power Generation

15h45 to 17h15

### Attracting new investors

Perspectives from private equity, IOCs, institutional investors, domestic capital markets, family offices and other sources of funding on opportunities – and the perennial challenges to private investors.

- IOC investment strategies along the electricity supply chain.
- Attracting international institutional and strategic investment into Africa.
- Rates of return compared to other markets.
- What is the right IPP tariff?
- Renegotiated PPAs and other risks

## Stream 2 – Transmission & Distribution

15h45 to 17h15

### Distribution options

- Concessions, management contracts and other models – options, challenges and pitfalls.
- Developing distribution networks as a consumer service, with case studies.
- Electrification programmes that incorporate stronger grids and encourage commercially viable off-grid
- Financing the 'last mile' and reducing network losses.

## 17h15 Evening reception at RSA House



# Thursday 14 November

The Great Room

Stream 1 – Regional focus



The Tavern Room

Stream 2 – Special sessions



09h00 to 10h30

## West and Central Africa

- Transition towards renewables – a reflection of major changes in the market and its participants
- Big ticket thermal projects across the region
- News from the 'water towers': hydropower in Guinea, Sierra Leone, DRC etc.
- Power pools and interconnections.
- National and regional strategies to integrate utility-scale projects with mini-grids and other distributed solutions.

09h00 to 10h30

## Roundtable discussion

Additional sessions will be developed in partnership with sponsors and partners.

10h30 Coffee

11h00 to 12h30

## Southern and East Africa

Electricity supply industry trends and challenges across the region.

- Kenya, Mozambique and Uganda power updates
- South Africa: life after Eskom?
- Political risk issues
- Geothermal and other technologies.

11h00 to 12h30

## Understanding off-grid data

Exclusive analysis of the data being generated in the PAYG and mini-grid sector.

- What data is available? Who is generating and mapping trends?
- What data is relevant to investors and can it be generated?
- How can analytics improve portfolio risk assessments?

12h30 Lunch

# AIX: Power & Renewables

The Great Room

## Stream 1 – Off-grid Investment Exchange

13h30 to 14h15

### Financing off-grid

Can off-grid become commercially viable across the continent?

- Stimulating domestic capital markets and improving access to local finance
- Scaling up investment – are there sufficient opportunities for larger scale investors?

**14h15** Coffee will be served in the Great Room.

14h30 to 16h30

### Accelerating off-grid

Overview of investment trends in commercial and industrial, mini-grid, solar home systems and other nascent energy access markets.

**14h30 to 15h10**

### Embedded power and other independent solutions

Successes, pitfalls and barriers to commercial, industrial and mining projects.

**15h10 to 15h50**

### Mini-grids

Focusing on regulatory frameworks, productive use, concessions and tendering approaches.

**15h50 to 16h30**

### Solar home systems (SHS)

The headwinds and tailwinds facing SHS and PAYG model.

The Tavern Room

## Stream 2 – AIX: Gas Update

13h30 to 15h00

### Africa gas update

Highlighting key trends across the value chain, with expert analysis of upstream and midstream projects as well as domestic gas to power strategies.

- Domestic supply and export expectations
- Snapshot of LNG import projects
- Innovative partnerships and structures: combining investors with upstream players
- Who is investing in gas IPPs

15h00 to 16h15

### Scaling small-scale LNG

A look at the prospects of small-scale LNG in Africa.

- Onsite regasification and other important milestones in the market.
- Examining how industry, small power plants and transport can anchor small schemes.
- To what extent will LNG displace diesel and HFO?

Tickets for the **Off-grid Investment Exchange** and **AIX: Gas Update** are included in the AIX: Power & Renewables ticket or may be bought separately for £450 excl VAT.

Contact us for more details.

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

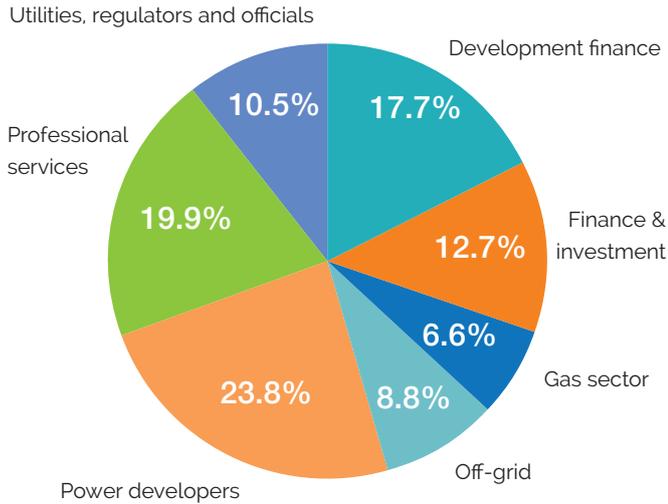
T: +44 1424 721 667

16h30 to 17h00 End of AIX

# AIX: Power & Renewables

Over 180 participants from 31 different countries attended AIX: Power & Renewables 2018

## Participants by industry



## 2018 testimonials

“It was a pleasure sharing and learning from each other.”

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

“It was a pleasure to participate. Congratulations for this well run and attended event.”

**Romain Py**, Executive Head: Transactions, African Infrastructure Investment Managers

“Honoured to have participated on the *Accessing off-grid debt* financing panel. Fascinating discussion from borrower and lender perspectives on current availability, pricing, terms and structures of debt financing in the off-grid space. Kudos to the AIX team for another great event.”

**Cliff Aron**, Principal, GreenMax Capital Advisors



# AIX Power & Renewables

## Enabling power project development in Africa

AIX: Power & Renewables is held under the Chatham House Rule and structured around panel-led sessions with an audience limited to 180 participants to preserve the networking environment.

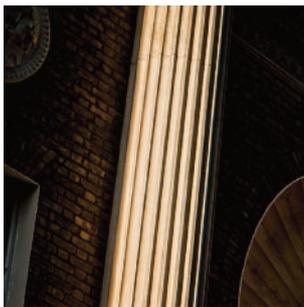
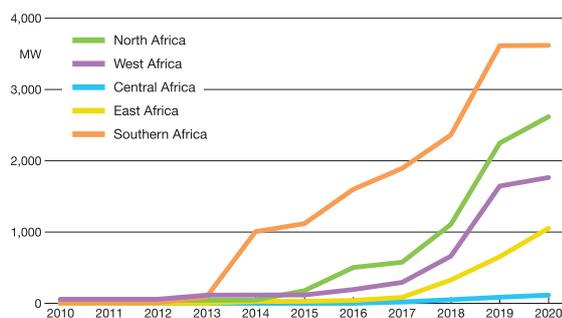
Participants will receive the 2019 African Energy Data Book and also benefit from exclusive analysis based on [African Energy Live Data](#) - our unique platform that combines a range of analytics tools with project level detail of more than 5,500 power plants across the continent.

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 to create a lively and engaging panel-led discussion.

We are focused on producing meetings that create enduring dialogues between development finance institutions, public sector stakeholders and private sector investors including, private equity firms, venture capitalists, family offices, foundations, institutional investors and impact investors.

Solar capacity by region, 2010-20



## Why RSA House?

We picked RSA House for the past six years because of its excellent conference facilities, break out spaces and private meeting rooms packaged together in a venue that provides a unique slice of London's history.

A hidden gem in the heart of London, and within a few minutes walk of major transport hubs, hotels, theatres and some of London's most famous landmarks, RSA

House was designed by Robert Adam in the early 1770s, and is the historic home of the Royal Society of Arts.

A famous centre for Enlightenment thinking, the building has been the intellectual and social home of some of the greatest thinkers and social activists of the past 200 years.

# Sponsor our meetings

## A unique perspective

We work closely with our sponsors to **help connect you with other participants** before, during, and after the meeting.

**Africa Infrastructure Development Association (AfIDA)**, a think-tank and network to promote and enable project development in Africa was launched at AIX: Power & Renewables in 2016.

AfIDA returned in 2017 as sponsor of our evening reception and host of an exclusive workshop establishing guidelines for power developers.

We worked with **KfW** and the **Africa Trade Insurance Agency** in 2017 to launch their Regional Liquidity Support Facility at AIX: Power & Renewables

The first African Energy Data Book was launched in 2018. Supported by **Power Africa**, it has been designed to support industry professionals with 128 pages of comprehensive statistics on the energy mix.

Take a look at our sponsorship options below. In addition to our standard package we can tailor the sponsorship with a range of additional options. These include providing a dedicated **a meeting room** and co-ordinating the logistics to ensure you get the maximum benefit from your support.



Sponsorship package	
AIX: Power & Renewables 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 3 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
£9,000 excl UK VAT	Contact us for a tailored package

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

# Register

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

There is a 20% discount which runs until 30 July. Price payable: £1,440 plus VAT (full price £1,800 plus VAT)

### 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.

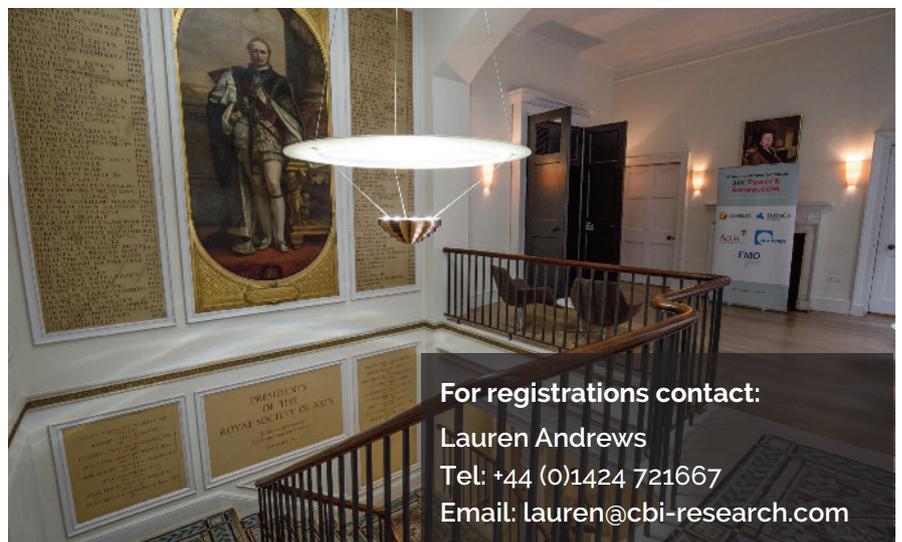
### Indemnity

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:

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