



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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Co-produced by



AIX: Power & Renewables 2019



Muyiwa Abiodun

Head of the Advisory Power Team
Office of the Vice President, Nigeria



Dafe Akpeneye

Commissioner
Nigerian Electricity Regulatory Commission



Nii Darko Asante

Director, Technical Regulation
Ghana Energy Commission



Pinehas Mutota

Manager, Economic Regulation
Electricity Control Board, Namibia



Sosten Ziuku

Director of Renewable Energy
Ministry of Energy & Power Dev't, Zimbabwe



Ademola Adesina

Chief Executive Officer
Rensource Energy



Tas Anvaripour

Chief Executive Officer
Themis Energy



Orli Arav

Managing Director
EMFin Advisory



Scott Mackin

Managing Partner and Co-President
Denham Capital



Hoda Atia Moustafa

Africa Regional Head
Multilateral Investment Guarantee Agency



Anita Otubu

Head of Special Projects
Rural Electrification Agency



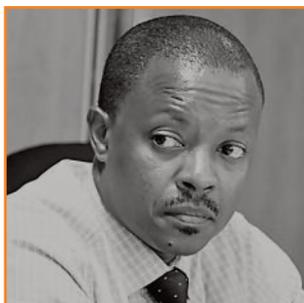
Romain Py

Head of Investments
African Infrastructure Investment Managers

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

Panellists to date

(01/07/2019)



Eric Mwangi

Economic Advisor to
the Cabinet Secretary
**Ministry of Energy,
Kenya**



Naomi Ngeno

Chief Engineer, Power
Generation
Improvement
KenGen



Wisdom Togobo

Director of Renewable
and Alternative Energy
**Ministry of Energy,
Ghana**



Ziria Tibalwa Waako

Chief Executive Officer
**Electricity Regulatory
Authority, Uganda**



Birgit Edlefsen

Senior Investment
Officer, Energy
FMO



Ragnar Gerig

Director Energy &
Infrastructure for Africa
and Latin America
DEG



Lucy Heintz

Partner: Energy
Actis



Andrew M. Herscowitz

Co-ordinator
Power Africa



Andrew Reicher

Independent Adviser
and Investor



Evan Rice

Business Development
Tesla



Joseph Tato

Partner
DLA Piper



Nicholas Wrigley

Chief Executive Officer
Winch Energy

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

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

11h00 to 12h30

13h45 to 15h15

15h45 to 17h15

The Great Room
Power Generation

Utility and regulator perspectives

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

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.

Attracting new investors

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

Stream two

11h00 to 12h30

13h45 to 15h15

13h45 to 17h15

The Tavern Room
Transmission & Distribution
Sponsored by



Financing the grid

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

Disrupting T&D in the age of storage

Changing the African energy landscape.

Distribution options

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

12h30 **Lunch**

15h15 **Coffee**

17h15 **Reception**



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Timetable for 14 November

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

The Great Room

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

Sponsored by



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.

15h15 to 16h30

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.

- 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?

10h30 Coffee



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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13h45 to 15h15

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?

13h45 to 15h15

Disrupting T&D in the age of storage

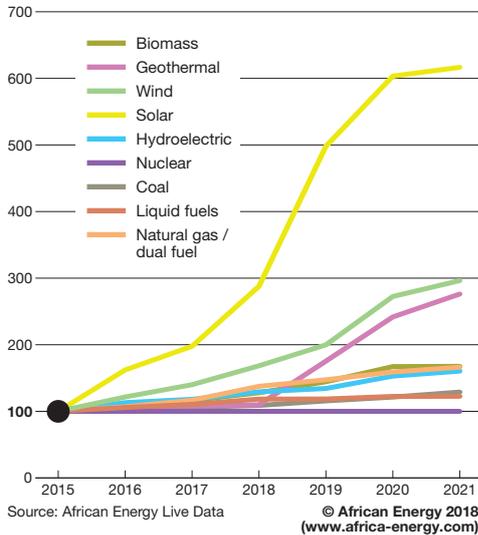
Changing the African energy landscape.

- 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.

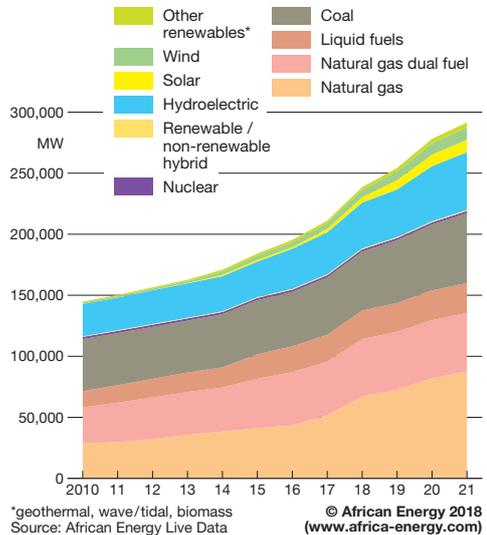
15h15 Coffee

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 in the Benjamin Franklin Room



Thursday 14 November

The Great Room Stream 1 – Regional focus



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.

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.

12h30 Lunch

The Tavern Room Stream 2 – Special sessions



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.

- 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?

AIX: Power & Renewables

The Great Room

Stream 1 – Off-grid Investment Exchange

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The Tavern Room

Stream 2 – AIX: Gas Update

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.

13h45 to 15h00

Africa gas update

Highlighting key trends across the value chain.

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

15h00 Coffee will be served in the Tavern 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 models.

15h15 to 16h30

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.

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16h30 End of AIX



Africa Investment Exchange: Nairobi

Power & Renewables Executive Briefing

2-3 October, Fairmont The Norfolk, Nairobi

AIX: Nairobi offers a comprehensive overview of the state of the market in East Africa.

The meeting is held under the Chatham House Rule and structured through a series of panel-led sessions. This format provides a rare opportunity to hear the perspectives from the public sector while also getting

a better sense of the developments and challenges emanating from various other stakeholders in the region's diverse and dynamic energy sector.

Contact Lauren Andrews for more details

E: lauren@cbi-meetings.com

T: +44 1424 721 667

W: africa-investment-exchange.com

Over 30 confirmed panellists to date, including



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



Hizkyas Dufera

Senior Advisor to the
Minister
Ministry of Water
Irrigation and Energy,
Ethiopia

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

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



AIX: Power & Renewables

Our unique perspective

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.

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.

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.

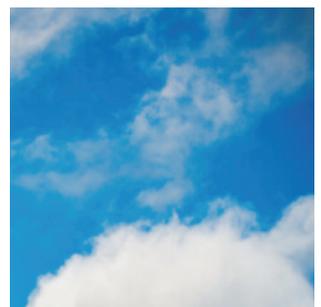
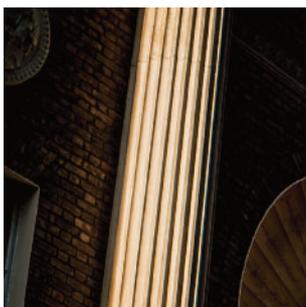
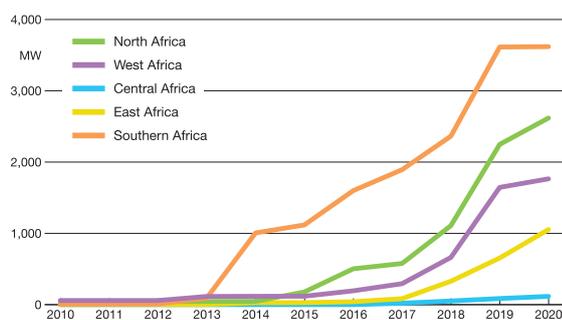
Contact Lauren Andrews for more details

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Solar capacity by region, 2010-20



Why RSA House?

RSA House was chosen to host the AIX meetings 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.



Essential market intelligence from news and analysis to data and advisory services

African Energy is a trusted provider of consultancy, data and news services that has been helping businesses navigate the challenges of the continent's complex industries for more than two decades.

With experienced full-time staff in the UK, and a network of correspondents and associates active in over 40 African countries, African Energy is well-placed to provide you with the support your business needs.



Bespoke consultancy and advisory services for all stages of the project development and investment cycle.



Live-updated online data platform featuring detailed information on more than 5,500 power plants and a suite of analytical tools.



A respected source of independent news and analysis since 1998.



Instant access to essential market intelligence.

Contact us

For further information on any of our services please visit our website or contact us at:

T: +44 (0)1424 721667 **E:** info@africa-energy.com

Sponsor our meetings

Our approach

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 for industry 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 **meeting room** and co-ordinating the logistics to ensure you get the maximum benefit from your support.

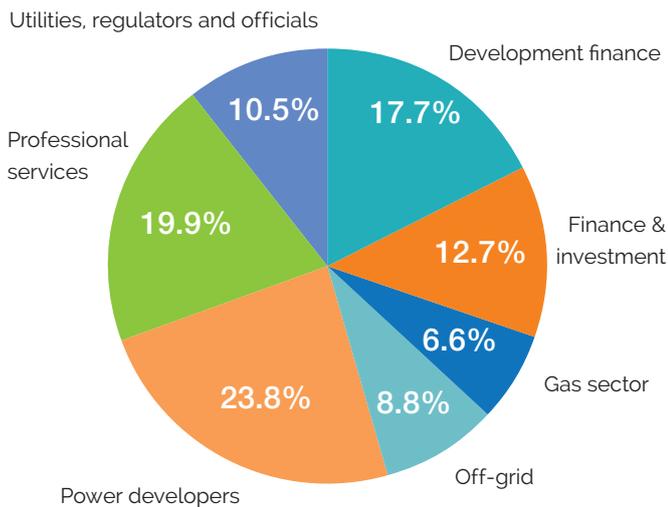


Sponsorship package	
AIX: Power & Renewables sponsor	Additional options (subject to availability)
Corporate logo on event website, agenda, brochure, all marketing emails, headline slides and delegate bag	Session Sponsor
Prominent panel position speaking opportunity	Lunch sponsor
1 speaker pass and 3 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	Lanyard sponsor
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

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



Attend our meetings

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

There is a 20% discount which runs until 1st October. Price payable: £1,530 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-meetings.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.

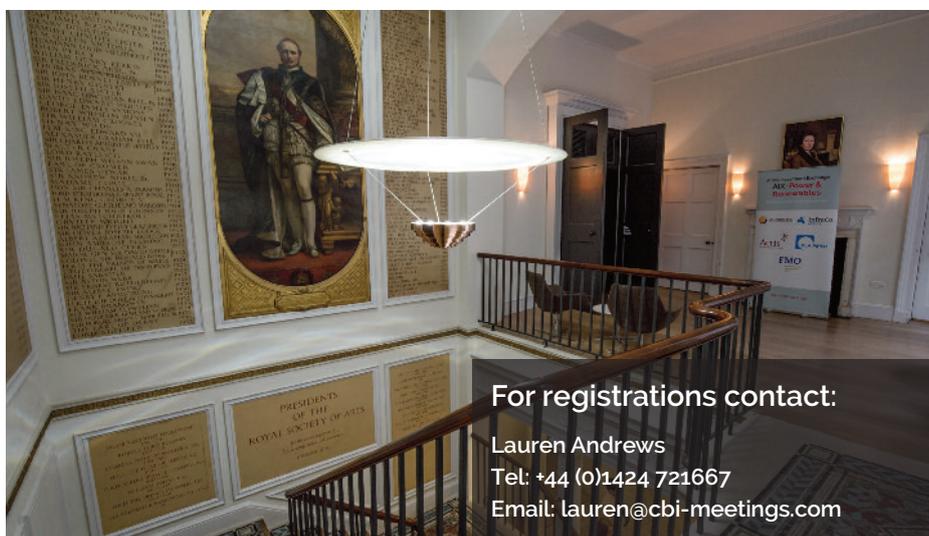
Indemnity

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



For registrations contact:

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