



Online from September to December 2020

Africa Investment Exchange

AIX: Gas

Developing partnerships along the gas value chain

A series of monthly meetings:

- 15 September 2020
- 13 October 2020
- 10 November 2020
- 8 December 2020

The 6th AIX: Gas is a series of meetings held in a virtual environment, with live streaming, fringe events, an online exhibition and networking opportunities.

The online meetings will continue to be held under the Chatham House Rule and structured round panel led discussions.

Sponsored by



Produced by



AIX: Gas 2020 schedule

15 September and 13 October are British Summer Time (BST)

#1

15 September 2020

12h00	Carbon intensification
13h30	Networking break and presentations
14h00	Strategies along the gas value chain
15h30	Country focus, workshop, interview, roundtables and meeting slots

View recordings of past meetings

#2

13 October 2020

12h00	West and Central Africa
13h30	Networking break and presentations
14h00	Transitional projects - pointing the way ahead
15h30	Country focus, workshop, interview, roundtables and meeting slots

View recordings of past meetings

10 November and 8 December are Greenwich Mean Time (GMT)

#3

10 November 2020

12h00	East and Southern Africa
13h30	Networking break and presentations
14h00	Gas-to-power investment strategies
15h30	Country focus, workshop, interview, roundtables and meeting slots

View recordings of past meetings

#4

8 December 2020

12h00	Solutions to fit all sizes
13h30	Networking break and AIX: Gas 2020 ends

The authoritative conference will feature:

INTERACTIVE PANELS – Ask questions and share ideas with the AIX community during interactive panels with live chat and polling.

CHATHAM HOUSE RULE – The meeting will continue to be held under the Chatham House Rule to allow for more open, but still useable, discussion.

SATELLITE SESSIONS – Take advantage of roundtable discussions, interviews, exhibition and social events.

CHAT & NETWORK – Our digital platform makes it easy for the AIX community to chat to one another, catch up with old friends with 1-to-1 video calls and connect with the contacts you want to meet.

UNIQUE CONTENT – Access material including survey results, event summaries and African Energy Live Data analysis.

LIVE OR ON-DEMAND – Watch everything live or pick the time that suits you. Every panel session is recorded so you can catch up later.

How to participate at AIX: Gas

Join the online **AIX Community** and attend individual online events or register to the remaining monthly meeting in December 2020.

Price

- 1 monthly meeting: **£75 + VAT**

Your ticket includes access to the live panels, conference website, satellite sessions, list of attendees and all networking opportunities on the conference platform during the meeting.

Plus exclusive statistics from African Energy Live Data and full access to the results of the survey.

Additional discounts for multiple passes are also available

- 2-3 attendees – 10% discount
- 4-5 attendees – 15% discount
- 6+ attendees – 20% discount

Book online or contact **Lauren Andrews** for further details

T: +44 (0) 1424 721667

E: lauren@cbi-meetings.com

W: africa-investment-exchange.com

AIX Member

Become an **AIX Member** to receive unlimited company access to any AIX online meeting.

See **page 16** or contact **Lauren Andrews** for further details.

AIX Supporter

AIX Supporters include our sponsors, exhibitors and partners, African government officials, regulators and utilities.

See **page 16** for more details on how to become an AIX sponsor or exhibitor.

African-based SME?

You and a colleague can attend key parts of the meetings for **free**.

See **page 16** or contact **Lauren Andrews** on how to apply for your free ticket



Add to calendar

#4: 8 December 2020

Programme and panellists

12h00 to 13h30 (GMT)

Solutions to fit all sizes

Results and analysis from the AIX Gas survey will be presented at the start of the session.

Chair: **Hanaan Marwah**, Head of Investment and Business Development, **Circle Gas**

The session builds on AIX: Gas 2019's very successful dive into gas trucking and other innovative solutions for using gas in multiple markets.

Does new technology have a role in building innovative and smaller scale gas solutions to market?

What are the opportunities and challenges of virtual pipeline solutions for distribution?

What developments helped regional interconnectivity of small scale gas solutions? What are the regulatory hurdles to more regional market integration?

What are the major developments in the Chinese LNG/gas distribution sector which can be replicated in other countries and what is the timescale to this?

Smaller scale customers (SMEs, retail users, data centers) – What are the particular challenges of aggregating smaller consumers?

Switching to digital

Live interactive panels

Post questions for the panellists using the 'Live Chat' feature as well as engage in discussion and share ideas with other delegates.

Chat & network

Use the **online participants list** to connect with the contacts you want to meet.

Schedule video meetings using the online booking system and export this into your calendar as a reminder.



Ritu Sahajwalla
Managing Director
Greenville LNG



Dikko Atanu
Chief Executive Officer
Neoleum Energy



Hanaan Marwah
Head of Investment and
Business Development
Circle Gas



Christophe Malet
Senior Vice President,
Upstream and Midstream
LNG
Hanas LNG



Alessandro Nanotti
Energy Analyst



Okechukwu Mba
General Manager, Gas
Seplat

13h30 to 14h00 A chance to interrogate **African Energy Live Data**

#4: 8 December 2020

Programme

Satellite sessions

Access to fringe events (country focuses, workshops, interviews, speaker Q&As, and roundtables) co-hosted by our speakers and partners.



Register online

<https://bit.ly/2Ot83VM>

Contact **Lauren Andrews** for membership and registration details

Contact details:

E: lauren@cbi-meetings.com

T: +44 (0) 1424 721667

End of 2020 AIX: Gas meetings

AIX: Gas 2020 sponsors



AIX Members



AIX in 2021 will include virtual and physical events. The traditional AIX: Gas and AIX: Power & Renewables meetings will be held at RSA House, London in 2021. The monthly online AIX series will be held in a virtual environment, with live streaming, fringe events, an online exhibition and networking opportunities.

AIX

Africa Investment Exchange: Gas 2021

18-19 May, RSA House, London

The seventh annual **AIX: Gas** meeting will return to RSA House, bringing together the diverse perspectives of government, regulators, upstream operators, investors, power developers and other stakeholders to examine the continent's gas market.

Contact: **Lauren Andrews** - E: lauren@cbi-meetings.com T: +44 (0) 1424 721667

africa-investment-exchange.com

AIX: Gas survey

Results and comments from the survey will be presented during the AIX: Gas series. Visit the [website](#) to complete the online survey. Or return this completed page to Lauren Andrews [lauren@cbi-meetings.com]

All answers in the survey will remain anonymous

1 Please tick the sector which best describes your business (tick one)

- ☐ International oil and gas company
- ☐ Independent oil and gas company
- ☐ Independent power producer
- ☐ Midstream
- ☐ Downstream refining and/or distribution
- ☐ Banking
- ☐ Development finance institution
- ☐ Insurance
- ☐ Private equity
- ☐ Upstream supply chain and services
- ☐ Gas power supply chain and services
- ☐ Law
- ☐ Technical and strategic advisory
- ☐ Government and regulator
- ☐ National utility
- ☐ Other.....

2 Which gas technologies does your company currently work with?

- ☐ Piped gas
- ☐ LNG
- ☐ CNG
- ☐ LPG
- ☐ Helium
- ☐ Other gas products

Upstream

3 Considering the challenges of operating in Africa, how would you rank Africa's importance in the "dash to gas" compared to other world regions? Rank:

1. Africa
2. Australia
3. Qatar
4. Russia
5. US

4 Are African governments adapting to offer the right licensing terms for gas producers, or are they still overly focused on oil? What legislative measures are needed for upstream companies to prioritise gas?

.....

.....

.....

5 How confident are you that SSLNG will take off in Africa in the next 5 years?

- 1 (very unlikely)
- 2 (unlikely)
- 3 (undecided)
- 4 (likely)
- 5 (very likely)

6 What impact will the energy transition have on demand for Africa's gas resources over the next ten years?

- ☐ Demand will reduce dramatically
- ☐ Demand will reduce somewhat
- ☐ Demand will remain stable
- ☐ Demand will increase
- ☐ Demand will increase dramatically

Gas to Power

7 Gas power plants in Africa remain a long and challenging undertaking which is heavily geographically restricted. Please rank the following statements in the order that the delay or threaten gas power projects? (1 is the most important cause of delay, 8 is the least important)

1. Gas pricing
2. Lack and cost of domestic midstream infrastructure
3. Lack and cost of gas import infrastructure
4. Inadequate or inconsistent government policy
5. The energy transition and implied low load factors
6. Lack of finance or financing options
7. The size of gas projects relative to African grids
8. Other (please specify).....

8 With renewable energy expected to play an increasing role on African grids, the role of gas and thermal plants is changing. With this in mind, please state the extent to which you agree or disagree with the following statements:

- 1. Gas turbines are the most appropriate technology for Africa**
- ☐ Strongly disagree ☐ Slightly disagree

AIX: Gas Survey

- ☐ Neither agree or disagree ☐ Slightly agree
☐ Strongly agree

2. Internal combustion Engines are the most appropriate technology for Africa

- ☐ Strongly disagree ☐ Slightly disagree
☐ Neither agree or disagree ☐ Slightly agree
☐ Strongly agree

3. Africa will need both turbines and engines for different applications

- ☐ Strongly disagree ☐ Slightly disagree
☐ Neither agree or disagree ☐ Slightly agree
☐ Strongly agree

4. Gas power will become increasingly redundant as the price of batteries decreases

- ☐ Strongly disagree ☐ Slightly disagree
☐ Neither agree or disagree ☐ Slightly agree
☐ Strongly agree

5. Gas power plants risk becoming stranded assets over a 25-year time horizon

- ☐ Strongly disagree ☐ Slightly disagree
☐ Neither agree or disagree ☐ Slightly agree
☐ Strongly agree

6. Gas power plants will play an increasing role providing baseload and mid-merit power in Africa

- ☐ Strongly disagree ☐ Slightly disagree
☐ Neither agree or disagree ☐ Slightly agree
☐ Strongly agree

9 What impact will energy transition have on gas-to-power schemes in Africa over the next ten years?

- ☐ Number of projects will reduce dramatically
☐ Number of projects will reduce somewhat
☐ Number of projects will remain stable
☐ Number of projects will increase
☐ Number of projects will increase dramatically

LNG

10 Please state the extent to which you agree or disagree with the following statements:

- 1. The international LNG market will be the most important anchor for upstream gas developments in Africa over the next decade**
☐ Strongly disagree ☐ Slightly disagree

- ☐ Neither agree or disagree
☐ Slightly agree ☐ Strongly agree

2. The African LNG market will be the most important anchor for upstream gas developments in Africa over the next decade

- ☐ Strongly disagree ☐ Slightly disagree
☐ Neither agree or disagree ☐ Slightly agree
☐ Strongly agree

3. The domestic gas market will be the most important anchor for upstream gas developments in Africa over the next decade

- ☐ Strongly disagree ☐ Slightly disagree
☐ Neither agree or disagree ☐ Slightly agree
☐ Strongly agree

11 Please rank the following statements in terms of their importance as barriers to LNG use in Africa, where 1 is the most important and 6 is the least important:

1. The cost of FSRU's
2. The complexity of LNG-to-power projects
3. Lack of adequate policy, regulation and legislation
4. Securing adequate volumes of anchor demand
5. The capital cost of developing local midstream and distribution infrastructure
6. Other (please specify).....

12 Please rank the following in terms of which model is best suited for introducing LNG to Africa, where 1 is best suited and 3 is the least well suited

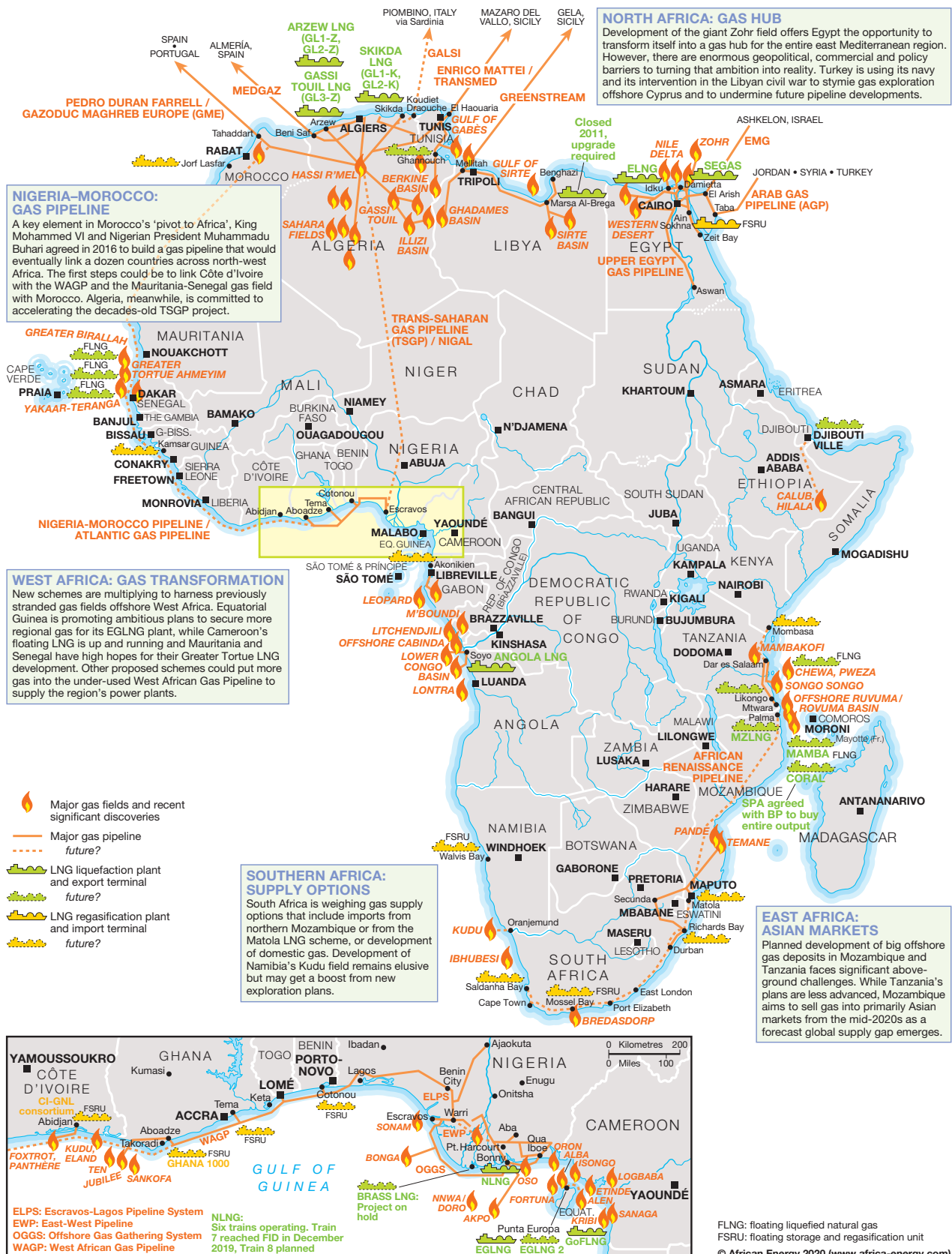
1. Hub and spokes
2. FSRU with anchor offtaker
3. Small-scale and LNG shuttling

13 How can African governments best facilitate LNG use in their countries?

14 What impact will the energy transition have on Africa's LNG market over the next ten years?

- ☐ Size of market will reduce dramatically
☐ Size of market will reduce somewhat
☐ Size of market will remain stable
☐ Size of market will increase
☐ Size of market will increase dramatically

Gas Commerce



Past AIX Gas 2020 speakers



Nomfundo Maseti
NERSA



Maggy Shino
Ministry of
Mines &
Energy



Victor Tivane
Empresa
Nacional de
Hidrocarbon
e



Fred Amonya
Lyciar



Olivier Mussat
IFC



Glada Lahn
Chatham
House



Okechukwu Mba
Seplat
Petroleum



Johan de Vos
Gigajoule
International



Roy Kelly
Victoria Oil &
Gas



Steve Husbands
SLR



Olusola Lawson
AIIM



Jon Marks
Cross-border
Information



Paul Eardley-Taylor
Standard
Bank



Zeynep Harezi Yilmaz
Karpowership



Rodney J. MacAlister
Monetizing
Gas Africa



Steve Brann
Vitol



Jasper Heikens
Gaslog



François Vuylsteke
Wärtsilä



Dafe Akpeneye
NERC



Scott Mackin
Denham
Capital



Oti Ikomi
Proton
Energy



Audrey Joe-Ezigbo
Falcon
Corporation



Oge Peters
Savannah
Energy



John Smelcer
Globeleq



Tore Horvei
Thunder
Energy



Gibbs Johnson
Clifford
Chance

Missed a live session?

Watch recordings of the online panel discussions that have been held since April 2020.

View more details at <https://bit.ly/3pl6YLj>

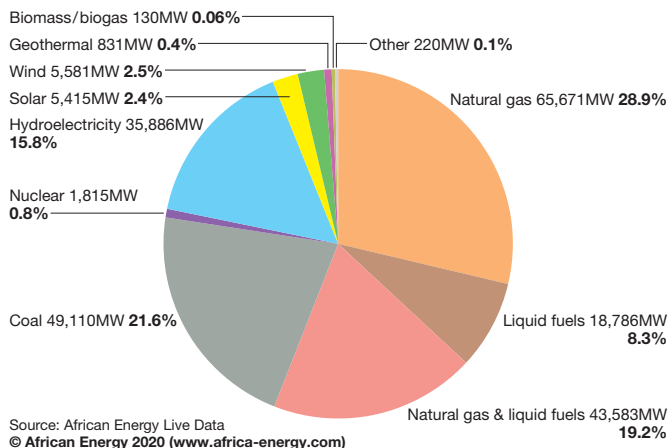
Sponsor our meetings

Our unique perspective

AIX: Gas is held under the Chatham House Rule and structured around panel-led sessions with an audience limited to 200 participants to preserve the networking environment.

Participants will 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 6,000 power plants across the continent.

Africa's energy mix, Q1 2020 (Total: 227,028MW)



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

E: lauren@cbi-meetings.com

T: +44 1424 721 667

W: africa-investment-exchange.com

AIX Online Sponsorship package

Panel session speaker slot, input on the agenda

Pre-Conference showcases (live presentation, video or interview)

25 Passes for you, your clients or partners to attend

Logo and profile on the conference marketing campaigns

Video on online platform for viewing before, during and after the event

Logo and profile as Sponsor on the conference programme

3rd party email campaign

Opportunity to schedule meetings with all attendees and for attendees to schedule with you live

Inclusion of 1-2 questions on the Africa Energy survey

Contact Ricky Purnell to discuss sponsorship **E:** ricky@cbi-meetings.com

AIX: Gas 2020

Organisations who participated at AIX: Gas 2019

Utilities, regulators and officials

Department of Trade & Industry, South Africa, Electricidade de Moçambique (EdM), Electricity Company of Ghana, Ghana Energy Commission, Ministry of Petroleum, Energy and Mines, Mauritania, Moroccan Agency for Sustainable Energy, National Energy Regulator of South Africa (NERSA), Nigerian Electricity Regulatory Commission, Nigerian Gas Flare Commercialisation Programme, West African Gas Pipeline Company

LNG and Upstream

Aminex, BP, Chariot Oil & Gas, DNG Energy, Gasfin Development, Greenville LNG, Hanas LNG, Modec, Neoleum Energy, Nigeria LNG, Ophir Energy, Orca Exploration, PanAfrican Energy Tanzania, Savannah Petroleum, Seven Energy, Shell, Total, Victoria Oil & Gas, Vitol, Wentworth Resources, Woodside

Finance

Actis, Africa50, African Development Bank, African Infrastructure Investment Managers (AIIM), AP Moller Capital, Canada Pension Plan Investment Board, CDC Group, Denham Capital, InfraCredit, International

Finance Corporation (IFC), Multilateral Investment Guarantee Agency (MIGA), Overseas Private Investment Corporation (OPIC), Pembani Remgro, Standard Bank, Standard Chartered, Stonechair Capital, UK Export Finance, US-China Energy Group

Power and infrastructure

Aldwych International, Akxa, Azura Power, Black Rhino Group, Clarke Energy, Globeleq, Honeywell Group, Impala Energy, MAN Energy Solutions, Metka, Proton Energy, Siemens, Wartsila

Professional services

ADIT, Advocaat Law Practice, Baker McKenzie, Clifford Chance, DLA Piper, Economic Consulting Associates, eegr Consultancy, Energy Investment Company, Epeus Consulting, Farrer & Co, FTI Consulting, Herbert Smith Freehills, Kestrel Energy Solutions, Latham & Watkins, Mauritanian British Business Council, Oxford Institute for Energy Studies, Oxford University, Poten & Partners, QED Consulting, Shearman & Sterling, SLR Consulting, Squire Patton Boggs, Templars, Victoria Chambers

Interested in becoming an AIX Exhibitor?

Become an online exhibitor to increase your profile. Benefits include:

- 10 minute presentation including Q&A during the event (live, or a pre-recorded presentation)
- Logo and profile as exhibitor (online) on the conference programme.
- Video on online platform for viewing before, during and after the event
- 3rd party email campaign

Contact Ricky Purnell to discuss exhibition options
E: ricky@cbi-meetings.com



Register to AIX: Gas 2020

AIX Member

Become an **AIX Member** to receive unlimited company access to any AIX online meeting.

Additional benefits include:

- Unlimited networking and access to attendees via the conference platform at any time
- Access to recordings for past online meetings
- Discount for the AIX 2021 events (offline)

Price for 6 month membership: £995 + VAT

Contact Lauren Andrews for further details.

E: lauren@cbi-meetings.com

AIX Supporter

AIX supporters include our sponsors, exhibitors and partners, African government officials, regulators and utilities.

AIX Supporters gain all the benefits of AIX Members with exhibition and sponsorship packages offering a range of enhanced features to showcase your company or organisation.

Contact Ricky Purnell to discuss sponsorship and exhibition options.

E: ricky@cbi-meetings.com

African-based SMEs

Key parts of the meetings will be opened to African-based SMEs and selected other stakeholders on a complimentary basis.

You can register an online profile for yourself and company that will be available to all AIX members and AIX supporters.

Apply for your free ticket, contact Lauren Andrews - lauren@cbi-research.com

Please note: full networking functions and access to all sessions and resources are available only to AIX Members and Supporters

AIX Community

Register to the remaining monthly meeting in December 2020.

Prices

- 1 monthly meeting: **£75 + VAT**

Your ticket includes access to the live panels, conference website, satellite sessions, list of attendees and all networking opportunities on the conference platform during the meeting.

Plus exclusive statistics from African Energy Live Data and full access to the results of the survey.

Additional discounts for multiple passes are also available

- 2-3 attendees – 10% discount
- 4-5 attendees – 15% discount
- 6+ attendees – 20% discount

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