

CbI



LNG and gas
 Security of supply
 Renewable models
 Monetisation strategies
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 Offtake agreements



MENA Investment Exchange: Energy

The Middle East and North Africa's Gas-to-Power & Renewables Dialogue

29-30 September 2016, RSA House, London

Held under the Chatham House rule, **MENA Investment Exchange: Energy** (MIX: Energy) will bring together investors, developers, financiers, policy-makers and analysts for a frank discussion of the Middle East and North Africa region's diversified gas-to-power (GTP) and renewable energy (RE) industries.

Engage with experts, to better understand the sector's outlook and the structure of deals.

Expand your network of industry contacts, financiers, investors and policy experts

Explore innovative financial structures, commercial returns, entry and exit strategies.

Analyse key markets, including, Algeria, Dubai, Egypt, GCC, Iran, Jordan, Morocco, Saudi Arabia

MIX: Energy builds on CbI Meetings' **Africa Investment Exchange** (AIX) series of events which has attracted sponsorship from **Actis, Denham Capital, DLA Piper, FMO, Globeleq** and **InfraCo Africa**.

Panellists include

Ziad Jebрил Sabra, Director of Renewable Energy Department, Ministry of Energy and Mineral Resources, Jordan

Ali Zerouali, Co-operation and Partnerships Director, MASEN

Ahmed Badr, Executive Director, Regional Center for Renewable Energy and Energy Efficiency (RCREEE)

Javier Huergo Cruzado, Chief Investment Officer, FRV

Kevin Sara, Chief Executive Officer, Nur Energie

Bjørnar Baugerud, Senior Investment Manager – Clean Energy, Norfund

Mark Lemmon, Executive Vice Chairman, MENA Infrastructure

Glada Lahn, Senior Research Fellow, Energy, Environment & Resources, Chatham House

Moncef Ben Abdallah, Energy Expert, Tunisia

Karim Maalioun, Partner, Squire Patton Boggs

Alexis Sarrazin, Director Global Infrastructure and Projects – Power & Renewables Sector, Natixis

Produced by



Partners



mena-investment-exchange.com

About us



Cbi Meetings

Cbi Meetings was formed in 2013 by Cross-border Information, an established Africa and Middle East- focused consultant active in primary infrastructure sectors. Led by experienced regional specialists, Cbi works closely with the project development community on issues that affect public and private sector investment decisions.

In 2014 we created the Africa Investment Exchange, a series of international meetings for leading investors in Africa's high growth industries. Our programme for 2016, will see the launch of a new Investment Exchange series focused on the MENA region.

The agenda for all our Investment Exchange meetings are developed by consultants and analysts at Cbi's African Energy consultancy.

All exchanges are

- Held under the Chatham House Rule
- Structured panel-led discussions and roundtables.
- Concluded with Africa Hardball – a political risk strategy roundtable, which examines issues including the capacity of governments to deliver on projects.
- Hosted at RSA House, the Royal Society of Arts' historic headquarters in London, an ideal venue for networking, with good breakout spaces and rooms for private meetings.



Directors

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Cbi's brands also include



29-30 September

Day one - Thursday 29 September 2016

MENA overview

08h30 to 09h00
Registration & coffee

09h00 to 09h15
Charting trends in a highly diverse region

Starting two days of conversation, Cross-border Information (Cbi) chairman Jon Marks will present the GSN MENA Energy Map, highlighting energy trends in the region from gas demand for power to growing renewables opportunities.

- Policy goals and political realities
- Trends in electricity supply

Jon Marks, Head of African Energy consultancy and Chairman, Cbi

09h15 to 10h15
North Africa outlook

Chair - **Jon Marks**

- Algeria's production challenge, GTP and other needs
- Libya: off the radar
- Morocco: understanding the renewables and gas balance
- The region's ambitions for RE development
- Egypt: assessing risks and opportunities
- Tunisia: electricity demand and supply challenges

Moncef Ben Abdallah, Energy Expert, Tunisia

Ahmed Badr, Executive Director, Regional Center for Renewable Energy and Energy Efficiency (RCREEE)

Ali Zerouali, Co-operation and Partnerships Director, MASEN

10h15 Coffee

10h45 to 11h45
Middle East outlook

Chair - **Ahmed Badr**

- How RE make sense in the gas-guzzling Gulf monarchies
- Energy efficiency – Growing out of bad habits. How is the MENA region tackling consumption?
- Iran – prodigal returned? There has been huge interest in Iran's reopening as an oil exporter, but that is only part of the story – RE is also being promoted, as is GTP.
- Upcoming GTP and RE projects in the GCC

Glada Lahn, Senior Research Fellow, Energy, Environment & Resources, Chatham House

Rob McNabb, Head of Clean Energy Construction, Eversheds

Reza Shaybani, Chairman, British Photovoltaic Association

11h45 to 12h30

Country snapshot: Jordan's complex energy mix

Chair - **Glada Lahn**

- Analysis of how and why the Hashemite kingdom has become a focus for renewable energy development
- Jordan's LNG imports - a model for independent gas procurement

Ziad Jebril Sabra, Director of Renewable Energy Department, Ministry of Energy and Mineral Resources, Jordan

Thomas Wigley, Partner, Trowers & Hamlins

12h30
Lunch



MIX: Energy

Day 1: Structuring deals

Potential project developers are looking to buy into the region's demand for renewable energy and gas-to-power – including established developers, newcomers to the region and investors from private equity (PE), publicly quoted and other asset classes. The afternoon sessions will focus on the region's diversified GTP and renewable energy industries.

13h30 to 15h00

Structuring deals: solar and wind

Chair - Moritz Borgmann, Partner, Apricum – The Cleantech Advisory

- Analysis of renewable energy (RE) projects that have succeeded and have gone wrong. What is possible and discussion of deals to come
- Issues of pricing and regulation
- Identifying partners for RE IPP
- Masen: a model for others to follow?
- Distributed solar power and scope for co-generation
- Attracting private investors to projects with significant capital value and lead times

Ali Zerouali, Co-operation and Partnerships Director, MASEN

Chris Antonopoulos, Chief Executive Officer, Lekela Advisors

Javier Huergo Cruzado, Chief Investment Officer, Fotowatio Renewable Ventures

Kevin Sara, Chief Executive Officer, TuNur Limited

Adel Baba-Aissa, Director, Renewable Energy Partner

15h00 Coffee

15h30 to 17h00

Gas, power generation and changing patterns of supply

Chair - John Roberts, Chief Analyst, Natural Gas World

- Attracting private investors to GTP projects with significant capital value and lead times
- Issues of pricing and trust
- Analysis of GTP projects – lessons learnt and discussion of deals to come
- Prospects for an Eastern Mediterranean gas hub
- Securing supply - LNG vs piped gas and the economic & political constraints on imports
- Exports versus rising domestic demand for gas

John Hamilton, Senior North Africa Analyst, African Energy and Director, Cbl

Ignacio de Calonje, Chief Investment Officer, Oil, Gas & Mining, IFC

Mohamed Farghaly, Senior Consultant, Egypt Energy Consultancy

David Drury, Managing Consultant, Gas Strategies



29-30 September

Day two - Friday 30 September 2016

08h30 to 09h00

Coffee

09h00 to 10h00

Country snapshot: Egypt's renewable & thermal mix

Chair - David Drury

The Sisi administration has placed energy development at the centre of its policy to generate growth and create jobs. This session will examine:

- How the government dusted off some ambitious RE plans
- The key role of GTP
- The sustainability of financing flows and the more ambitious plans

Jean-Pascal Boutin, Head of Regulatory, Eversheds

Lars Buesching, Managing Partner, Solizer

John Hamilton, Senior North Africa Analyst, African Energy and Director, Cbl

10h00 to 11h00

North Africa: Tapping financing, mitigating risks

Chair - Andrew Cunningham, Founder, Darien Middle East

Tapping official finance and risk mitigation for the region

- Working with and obtaining counterparty finance from MENA governments and accessing Arab/Islamic funds as well as other sources
- The role of development finance institutions (DFIs) and export credit
- Multilateral and other international finance and risk mitigation

Bjørnar Baugerud, Senior Investment Manager – Clean Energy, Norfund

Peter Gish, Managing Director, UPC North Africa Renewables

Alexis Sarrazin, Director Global Infrastructure and Projects - Power & Renewables Sector, Natixis

11h00

Coffee

11h30 to 12h30

Innovative finance

Chair - Karim Maalioun, Partner, Squire Patton Boggs

Analysis of how traditional investment models are adapting to MENA markets and the alternative financial structures that are emerging.

- Innovative structures including yield, holding and platform companies, evolving mezzanine debt and other models
- Alternative types of exit strategies and analysis of successful track records to date
- Tapping the bond market for infrastructure finance
- Private equity (PE) and other investment funds
- Sovereign wealth funds (SWFs) – their interests and financial muscle – how have they been affected by the oil slump

Mark Lemmon, Executive Vice Chairman, MENA Infrastructure

David Ludlow, Head of Business Development, UK Export Finance

12h30 to 13h00

MIX: Energy Round-up

A discussion between the chair, panellists and delegates on what we have learned so far.



MIX: Energy

13h00 Lunch at RSA House

14h00 to 17h00

MENA Hardball - political exposure in a time of stress

An off-the-record discussion of critical political and business trends, where participants work their way towards a number of conclusions – usually, according to the Hardball formula, some of which are obvious and other surprising...

MENA Hardball will be structured around a number of associated issues:

The state in project development and financing

- In the wake of the oil price crash can even the wealthiest states afford to promote projects at home and in other countries?
- What is the economic outlook for oil and gas producers, and energy importers?

Ruling families and influence

- Do you need to 'go through the palace' in jurisdictions like Morocco, or bring a company aligned with a Saudi prince into your consortium?
- Are influential local partners essential to win orders?
- How to navigate 51% partnerships

Succession and integrity issues

- The majority of leaders are ageing – how much should succession issues impinge on corporate planning?
- Where are succession problems likely to emerge?
- How do monarchical regimes fit into a world where you must Know Your Client?

Merchant families and other established business players

- Are they partners of choice or a governance nightmare?
- How are family businesses adapting to contemporary business trends?
- Will there ever be a rush to list as younger generations schooled in management take over?

- Will the Aramco 'privatisation' and Tadawul opening change everything?

Crony capitalism and political-economic reform

- How clean are our markets?
- Beneficial owners, middle men and promises of greater transparency;
- Jobs for youth – everyone talks about it, but are we on the cusp of seeing a 'genuine circulation of elites', change in management style – from MBS in Saudi Arabia to Algerian state companies

'Arabia without Sultans'

- Fred Halliday's formula of 40 years ago: will it happen?
- Do 'stable' countries have sufficiently robust systems to survive Mena's current phase of extreme turbulence?

15h20 Coffee, to be provided in the room

Hardball will conclude with a scenario- building exercise, to focus thinking and – potentially – uncover unexpected conclusions.

From the discussion we might ask:

- What do we mean by stability?
- Do any really serious succession issues loom?
- From a political and governance perspective, where should you invest?
- How rigorous can one be in Knowing Your Client and understanding partners?
- Within what parameters should a prudent country/regional/partner strategy be designed to maximise opportunity while controlling risk?
- Should we envisage a future world where Mena has very different borders and very different ruling regimes?
- 'Black swan' events

17h00 End of Hardball and MIX: Energy

Separate Hardball bookings

Participation at MENA Hardball is included in the full MIX: Energy ticket. Tickets may also be bought separately for £300 plus VAT and include lunch on day two of MIX: Energy. Additional participants will include political risk and security managers, strategic planners and analysts, and, compliance officers.

Contact Lauren Andrews to register | E: lauren@cbi-research.com | T: +44 (0)1424 721667

Tailored Meetings

As a consultant and publisher, Cbl has been involved at the heart of the debate surrounding the development of the energy sector in Africa and the Middle East for more than 25 years.

Set up in 2013, Cbl Meetings pairs Cbl's extensive regional expertise and source network with an events team boasting more than a decade of experience in producing high-level investment forums and dialogues across the African continent.

Our unique service includes full event management from detailed agenda planning and development through to both pre- and post-event press

campaigns, briefing papers and event write-ups.

In October 2015, Cbl Meetings organised the Morocco Energy Exchange in Edinburgh for the Moroccan embassy (see below). In addition to full agenda support we used Cbl's network to prequalify a high-level invitation-only audience. We also provided a media pack including a briefing paper and press release.

Bruno Coburn

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Morocco Energy Exchange

12 October 2015, Edinburgh

Supported by the Moroccan government, the meeting brought key members of the kingdom's energy team to Edinburgh to share their vision of energy development and diversification with a top-level invited audience of more than 100 investors and project developers.

The Moroccan delegation included:

- **Amina Benkhadra**, Director General, ONHYM
- **Ahmed Baroudi**, Director General, SIE
- **Saïd Mouline**, Director General, ADEREE
- **Mostafa Terrab**, Co-Chairman of Moroccan British Business Council and Chairman of OCP



Participants included

Abengoa, Adrok, AECOM, Africa Risk Consulting, Aspect, Baker & McKenzie, BP, Cairn Energy, Caithness Petroleum, Centrifuges, Cheniere Energy, DEG, Dentons, DLA Piper, E-Z-Energies, EleQtra, Engie, ERM, Gas Natural Fenosa, Gas Strategies, Gazprom, Genel Energy, Golder Associates, Green Investment Bank, Green Ventures Capital, Gulfsands Petroleum, Gunvor, Herbert Smith Freehills, IHRDC, Jones Day, Lodge Cottrell, Mainstream Renewable Power, Marubeni, Mitsui, Mott MacDonald, Natural Power, Navitas Compliance Solutions, Newage, Norton Rose Fullbright, Nur Energie, Orion Group, Penspen, Petrofac, PetroMaroc, Red Rooster Industrial, Repsol, Scottish Development International, SgurrEnergy, Shell, Spectrum Geo, Total, Trowers & Hamblins, Tyumen Oil, UKTI, Wood Mackenzie, Zenith Energy

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Guest places per event	3	4	4
For each event sponsored:			
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Panel position – Number per event	1	2	2
Session chair – Number per event	1	1	2
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Meeting room at RSA House for sponsor to conduct private meetings with clients and potential clients at AIX			
Exclusivity – Sponsors that book early may choose to be an exclusive sponsor for a category of business			
Email nick@cbi-research.com to discuss pricing options			



For sponsorship or speaker enquiries contact:
Nick Carn
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 Email: nick@cbi-research.com

Attend our meetings

Please register those listed below for MIX: Energy:

Registration fee is £1600 plus VAT.

1st Delegate

Full name
Position
Company/Organization
Email
Telephone

2nd Delegate

Full name
Position
Company/Organization
Email
Telephone

Company contact details (for invoice)

Full name
Position
Company/Organization
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 nick@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.

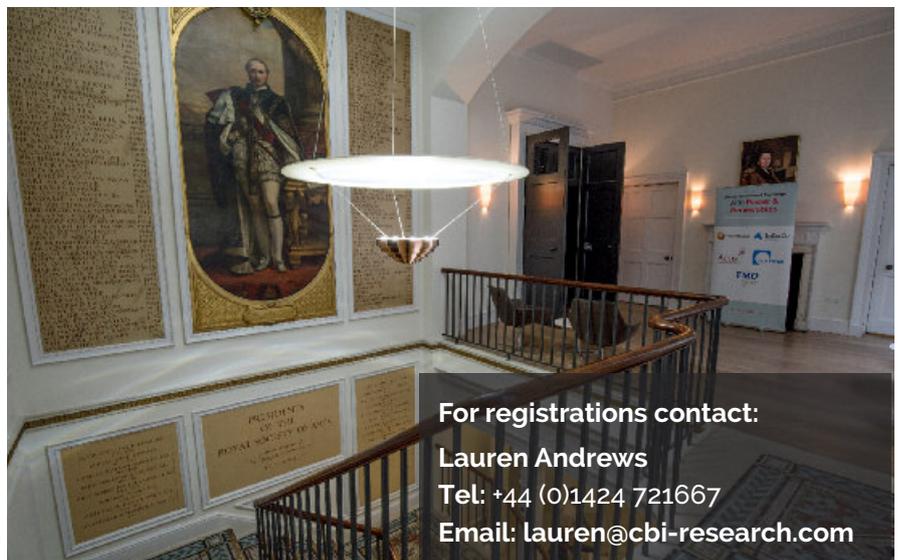
Indemnity

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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