



Power & Renewables

Updated 13/11/2020

Africa Investment Exchange (AIX) Power & Renewables



September 2020 to February 2021

A series of monthly meetings:

- 22 September 2020
- 26-27 October 2020
- 17 November 2020
- 15 December 2020
- 19 January 2021
- 16 February 2021

The 7th AIX: **Power & Renewables** 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



Multiconsult

Produced by



AIX: Power & Renewables

6 month schedule

#1 **22 September 2020**
British Summer Time (BST)

Examining grid and storage issues in Africa today

12h00	Grid strategies
13h30	Networking break and presentations
14h00	Storage strategies
15h30	Country focus, workshop, interview, roundtables and meeting slots

View recordings of past meetings

#2 **27 October 2020**
Greenwich Mean Time (GMT)

East Africa's strategic direction

12h00	East African perspective
13h30	Networking break and presentations
14h00	Strategies for regional integration
Satellite session	Tanzania roundtable at 11h00 on 26 October

View recordings of past meetings

#3 **17 November 2020**
Greenwich Mean Time (GMT)

Focus on Africa's power sector transformation

12h00	Solar investment strategies
13h30	Networking break and presentations
14h00	Distribution models
15h30	Country focus, workshop, interview, roundtables and meeting slots

#4 **15 December 2020**
Greenwich Mean Time (GMT)

Key challenges facing the 'IPP model'

12h00	Competitive tenders
13h30	Networking break and presentations
14h00	New approaches to financing IPPs
15h30	Country focus, workshop, interview, roundtables and meeting slots

#5 **19 January 2021**
Greenwich Mean Time (GMT)

Financing options for the electricity supply industry

12h00	Investing in transmission
13h30	Networking break and presentations
14h00	Alternative investments
15h30	Country focus, workshop, interview, roundtables and meeting slots

#6 **16 February 2021**
Greenwich Mean Time (GMT)

Off-grid solutions – their expansion and financing

12h00	Off-grid expansion and financing
13h30	Networking break and presentations
14h00	Integrating off-grid
15h30	Country focus, workshop, interview, roundtables and meeting slots

Register

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: Power & Renewables

Join the online **AIX Community** and attend individual online events or register to all six monthly meetings from November to April 2021.

Prices

- 1 month's access: **£75 + VAT**
- 4 months' access: **£240 + VAT**
- 6 months' access: **£360 + 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 and for up to 2 weeks after the event.

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 14** or contact **Lauren Andrews** for further details.

AIX Supporter

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

See **pages 13-14** for more details on how to become an AIX sponsor or exhibitor.

African-based SME?

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

See **page 14** or contact **Lauren Andrews** on how to apply for your free ticket

#3: 17 November 2020

Programme



Add to calendar

Focus on Africa's power sector transformation

12h00 to 13h30 GMT

Solar investment strategies

Recent insights on utility-scale solar from African Energy will kick-start the session.

Chair: **Kaushik Ray**, Partner, **Trinity International**

- Latest solar trends including floating PV
- Future relationship between solar and public utilities
- What is the true cost of solar?
- Factors impacting on solar pricing
- The role of development finance in the solar market



Milicent Chidamba

Sales Manager for
Southern Africa
JinkoSolar



Issa Dione

Principal Director,
Senelec



Ali Zerouali

Co-operation and
Partnerships
Director
Masen



Kaushik Ray

Partner
**Trinity
International**



Michel Scheepens

Senior Investment
Officer | Energy
FMO



Stanislas Merlet

Senior Consultant
Solar PV
Multiconsult

Session sponsor



11h00 to 11h30 GMT

Long term reliability as a key
solar plant investment strategy



Presentation by
Titus Koech,
Technical
Services – MEA at
Jinko Solar

[Add to calendar](#)

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.

Video calls include a text chat function and options to screen share and invite others to join.

Register online

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

1 meeting: £75 + VAT

4 meetings: £240 + VAT

6 meetings: £360 + VAT

13h30 to 14h00 GMT – live demo with **African Energy Live Data** with business development manager **Alex Wark**.

#3: 17 November 2020

Programme

14h00 to 15h30 GMT

Distribution models

Effective distribution models in Africa; examples of best practice.

Chair: **Simon Hodson**, Chief Executive Officer, **Gridworks**



Joel Abrams

Director
Konexa



Simon Hodson

Chief Executive
Officer
Gridworks



Ije Ikoku Okeke

CFO
Abuja Electricity
Distribution
Company



Peter Twesigye

Infrastructure
Economist
Power Futures
Lab



Pinehas Mutota

Manager, Economic
Regulation
Electricity Control
Board, Namibia



Raihan Elahi

Lead Energy
Specialist
World Bank

The Chatham House Rule

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

"When a meeting, or part thereof, 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(s), nor that of any other participant, may be revealed."

Satellite sessions

Access to fringe events co-hosted by our speakers and partners.

How to participate at AIX: Power & Renewables

Standard tickets

- 1 month's access: £75 + VAT
- 4 months' access: £240 + VAT
- 6 months' access: £360 + VAT

Membership

Become an AIX Member and receive unlimited company access to any AIX online meeting. 6 month membership: £995 + VAT

Contact **Lauren Andrews** for membership details, discounts on multiple tickets and to apply for an African-based SME pass.

Contact details:

E: lauren@cbi-meetings.com

T: +44 (0) 1424 721667

africa-investment-exchange.com

#4: 15 December 2020

Programme



Add to calendar

Key challenges facing the 'IPP model'

12h00 to 13h30 GMT

Competitive tenders

Perspective on tendering and other forms of contract award. Are new models needed, or just refinements of the existing system?

13h30 to 14h00 GMT African Energy Live Data

Live demo with with African Energy business development manager **Alex Wark**.

14h00 to 15h30 GMT

New approaches to financing IPPs

A look at some of the recently financed projects using construction finance and bridging loans.

Maximising access to both Western and Islamic financing.



Chanda Nxumalo

Board Member
SAPVIA



**Hoda Atia
Moustafa**

Africa Regional
Head
MIGA



Ryan Anderson

Head of
Renewable Energy
Advisory
Multiconsult



Andreas Cremer

Director.
Infrastructure &
Energy
DEG



Ashwin West

Investment
Director
AIIM



Solomon Asamoah

CEO
Ghana
Infrastructure
Investment Fund

Join the AIX Community

Live interactive panels

Post questions for the panellists using the 'Live Chat' feature and engage in discussion with other delegates



Chatham House Rule

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Satellite sessions

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



Financing options for the electricity supply industry

12h00 to 13h30 GMT

Africa power & renewables: strategies for emerging from tough times

Overview of sovereign debt in a post covid world. What does it mean for projects in the power sector, government guarantees and utility indebtedness.

13h30 Online networking

[Send a message, schedule a meeting or initiate a call](#)

14h00 to 15h30 GMT

Alternative investments

A private equity panel focussed on their investments in C&I, SHS, mini-grids, transmission, funding platforms

Satellite sessions

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- Outlook for Mozambique, Namibia, South Africa and Zambia

Switching to digital

Live interactive panels

Post questions for the panellists using the 'Live Chat' feature and engage in discussion with other delegates



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Become an AIX Member and 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)

Six month membership: £995 +

VAT- <https://bit.ly/2BrPEWA>



Africa Investment Exchange: Grid & Storage 2021

Q2, RSA House, London

AIX returns to RSA House bringing together development financiers, commercial investors, large industrial players and transmission

operators to discuss key issues for grid operations and storage technology in Africa.

For further details contact **Lauren Andrews** -

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



Add to calendar

#6: 16 February 2021

Programme

Off-grid solutions – their expansion and financing

12h00 to 13h30 GMT

Off-grid expansion and financing

- What data is available on the region's established solar home systems (SHS) and mini-grid sector and what do recent findings tell policy-makers and investors?
- Raising equity and accessing debt for off-grid solutions.

13h30 Online networking

[Send a message, schedule a meeting or initiate a call](#)

14h00 to 15h30 GMT

Integrating off-grid

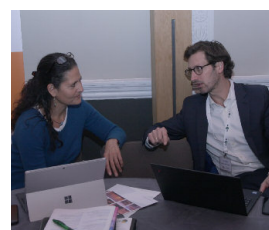
A focus on off-grid solutions complementing T&D plans and electrification programmes

- Residential, mini-grid and commercial-scale options, and how they fit together.
- Will a day come where grid expansion just isn't worth it as distributed solutions come to dominate?

Satellite sessions

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16h30 **AIX: Power & Renewables ends**

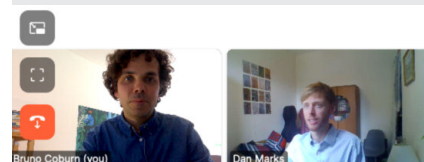


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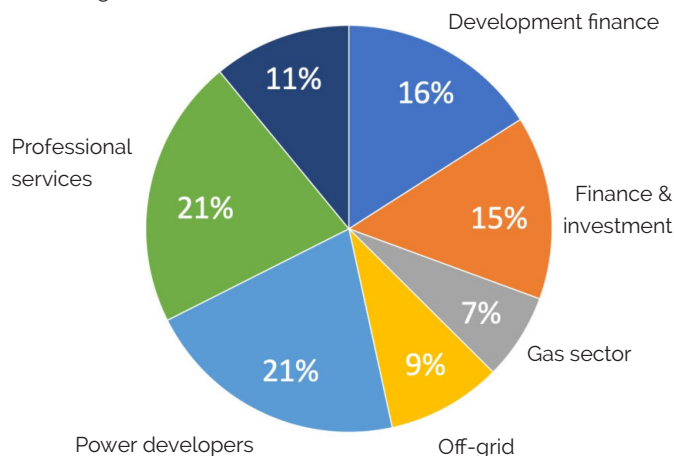
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AIX: Power & Renewables 2020

Over 220 participants from 33 different countries attended the AIX: Power & Renewables 2019 meeting.

Participants by industry

Utilities, regulators and officials



Utilities, regulators and officials

African Legal Support Facility, Electricity Control Board (Namibia), Electricity Regulatory Authority (Uganda), Ewura (Tanzania), Ghana Energy Commission, Ghana Grid Company Limited (GridCo), Global Affairs Canada, KenGen, Ministry of Energy (Ghana), Ministry of Energy (Kenya), Ministry of Energy (Senegal), Nigerian Electricity Regulatory Commission, Office of the Vice President (Nigeria), Rural Electrification Agency (Nigeria), Rural Electrification Agency (Zimbabwe), UK Department for Business, Energy & Industrial Strategy (BEIS), UK Department for International Development (Dfid), UK Department for International Trade (DIT)

Development finance

Akili Partners, BIO-Invest, CDC Group, CDP, DEG, DFID, EBRD, Exim Bank, FinDev Canada, FMO, IFC, InfraCo Africa, JBIC, Norfund, Power Africa, Swedfund International, USAID

Finance and investment

Actis, Africa50, AIIIM, AP Moller, Asian Infrastructure Investment Bank, Blue Orchard, Denham Capital, EMFin Advisory, Finergreen, Lion's Head Global Partners, Macquarie, Multilateral Investment Guarantee Agency (MIGA), Nedbank, New Africa Clean Energy Fund, PASH Global, Standard Chartered Bank, TPG Europe

Power developers

Aenergy, Africa Ren, Aggreko, Aldwych International,

Azura Power, Berkeley Energy, CrossBoundary Advisory, EDP Renovaveis, Empower New Energy, Engie, Engie EPS, EP Global Energy, Globeleq, GridWorks Partners, Impala Energy, Joule Africa, Lekela, Mainstream Energy Solutions, Manitoba Hydro International, Milele Power, Mota-Engil Africa, Orascom Construction, Rensource Energy, Rubitec Africa, Voltalia, Wärtsilä, WSP

Off-Grid

BBOXX, Ekta Partners, GOGLA, Gravitricity, Konexa, Manocap, Nithio, Nuru, Odyssey, Shell Foundation, Sunfunder, Tesla, Total Ventures, Trine, Winch Energy, Zola Electric

Gas sector

BP, Eni, Gasfin Development, Hanas New Energy Group, Methanex, New Age (African Global Energy), NNLG, Orca Exploration, Sasol, Savannah Petroleum, SLR Consulting, Total

Professional services

Addleshaw Goddard, African Energy, Africa Infrastructure Development Association, Alliant Insurance Services, Associação Lusófona de Energias Renováveis, Baker McKenzie, Bird & Bird, Camco Energy, Clifford Chance, Clyde & Co, Deloitte Consulting, DLA Piper, DNV GL, GET FiT Zambia Secretariat, GOGLA, GreenMax Capital Group, Herbert Smith Freehills, Independent Consultant, ITeChnologies, JLT Group, John W Fooks & Co, Kuungana Advisory Limited, Mauritanian British Business Council, Multiconsult, Nithio, Odyssey, Osterwald Rathbone & Partners, Pinsent Masons, Ricardo Energy & Environment, Smith School of Enterprise and the Environment, Tonbofa Law Practice, University of Cape Town, Vivid Economics, Watson Farley & Williams



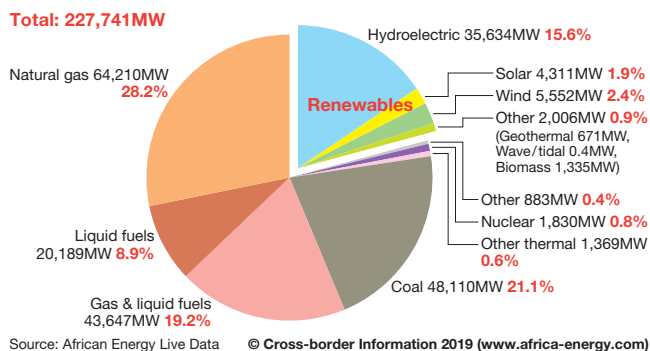
Sponsor our meetings

Our unique perspective

AIX: Power & Renewables is held under the Chatham House Rule and structured around panel-led sessions. Audience numbers are capped 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 6,200 power plants across the continent.

Africa's energy mix



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.

Contact Lauren Andrews for more details

E: lauren@cbl-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@cbl-meetings.com

Past AIX Online meetings

Africa Investment Exchange (AIX) Online

Established at RSA House in 2013, the Africa Investment Exchange (AIX) has become one of the meeting places of choice for Africa's energy sector stakeholders. We have continued to get the AIX community together (virtually) since April 2020. [View more details...](#)

30 April – AIX: Webinar

Results and comments from the African Energy survey and the 2019 African Energy Live Data scorecard were presented.

9 June – AIX: C&I Webinar

The online meeting examined Africa's evolving C&I space.

23 June – AIX: Gas Update Webinar

The online meeting provided an update on Africa's gas market ahead of the AIX: Gas series.

7 July – AIX: Power Update Webinar

An update on the tariff renegotiations under way in several African markets.

15 September – #1 AIX: Gas

The online meeting included two panel sessions: "Carbon in transition" and "Strategies along the gas value chain".

22 September – #1 AIX: Power & Renewables

The online meeting included two panel sessions examining grid and storage issues in Africa today.

13 October – #2 AIX: Gas

The online meeting included two panel sessions: "West and Central Africa Focus" and "Transitional projects".

27 October – #2 AIX: Power & Renewables

The online meeting included two panel sessions focusing on East Africa's strategic direction.

Become an **AIX Member** to receive 6 month unlimited company access to any AIX online meeting and access recordings for past online meetings.

AIX Members



Past AIX Power & Renewables 2020 speakers



Orli Arav
Lion's Head
Global
Partners



Prince Moyo
Eskom



Pervelan Govender
IPP Office



Samson Ondiek
KPLC



Mansoor Hamayun
Bboxx



Kenneth Thompson
GRIDCo



Ryan Anderson
Multiconsult



Matthew Rowe
DNV GL –
Energy



Giuseppe Artizzu
Engie Eps



Gabriele Buccini
Wärtsilä



Gabriel de Lastours
EBRD



Laura Kiwelu
Norton Rose
Fulbright



Evan Rice
Tesla



Daniel Morris
Climate
Investment
Funds (CIF)



Eric Mwangi
Ministry of
Energy



Mark Gammons
Globeleq



Ziria Tibalwa Waako
ERA, Uganda



Mohammed Atif
DNV GL –
Energy



Christian Wright
Elsewedy
Energy



Eric Kaleja
DEG



Hizkyas Dufera
Ministry of Water
Irrigation &
Energy



Lebbi Changullah
EAPP



Tichakunda Simbini
AUDA-NEPAD



Alison Chikova
SAPP



John Mativo
KETRACO



Jamila Kombe
East Africa
Energy Program



Christopher Ruud
Multiconsult



Jon Marks
Cross-border
Information



AFRICAN INFRASTRUCTURE INVESTMENT MANAGERS



BEYOND THE OBVIOUS

Realising Africa's Opportunities

Effective infrastructure is a vital component in building economies and communities across Africa. We make strategic infrastructure investments designed to generate superior long-term returns for investors and support the development of our continent.

Our ability to find and realise opportunities on the African continent has established AIIM as the largest domestic infrastructure equity fund manager in South Africa.

www.aiimafrica.com

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ALTERNATIVE INVESTMENTS

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Register to AIX: Power & Renewables

AIX Community

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Price for 6 month

membership: £995 + VAT

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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

The meetings will be opened to African-based SMEs 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