



Power & Renewables

Updated 08/12/2020

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

[View recordings of past meetings](#)

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

Key challenges facing the 'IPP model'

10h30	Small hydro IPPs in Uganda
12h00	Competitive tenders
13h30	Networking break and AELD demo
14h00	New approaches to financing IPPs

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

Financing options for the electricity supply industry

12h00	Tackling sovereign debt issues
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)

South Africa focus

12h00	Just transition in South Africa
13h30	Workshop, 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 12** 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 9 & 12** 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 12** or contact **Lauren Andrews** on how to apply for your free ticket

#4: 15 December 2020

Programme



Add to calendar

Key challenges facing the 'IPP model'

10h30 to 11h00 GMT

Presentation: **Optimising investment and avoiding costly mistakes in small hydro: the case of 14 small hydro IPPs in Uganda**

Both, technical and environmental issues will be presented in this session, which will also provide a unique opportunity to review a large renewable energy portfolio outside of South Africa.



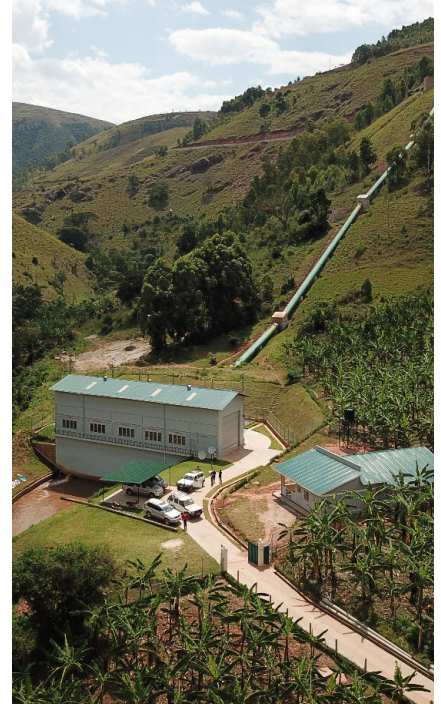
Chris Stubberfield

Principal Civil Engineer
Multiconsult



Svein Erik Hårklau

Environment & Social Specialist
Multiconsult



12h00 to 13h30 GMT

Panel session: **Competitive tenders**

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

Live interactive panels

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



Ryan Anderson

Head of Renewable Energy Advisory
Multiconsult



Josef Abramowitz

CEO
Gigawatt Global



Tomas Adcock

Senior Investment Officer
IFC



Wikus Kruger

Junior Research Fellow
University of Cape Town



Osaruyi Orobosa-Ogbeide

VP Project Development & Investments, AFC



Laura Kiwelu

Counsel
Norton Rose Fulbright

#4: 15 December 2020

Programme

13h30 to 14h00 GMT African Energy Live Data

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

14h00 to 15h30 GMT

Panel session: **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



Solomon Asamoah
CEO
Ghana
Infrastructure
Investment Fund



Andreas Cremer
Director,
Infrastructure &
Energy
DEG



Ashwin West
Investment
Director
AIIM

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."

Chat & network

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

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>

Contact **Lauren Andrews** for registration and membership details, discounts on multiple tickets and to apply for an African-based SME pass.
E: lauren@cbi-meetings.com **T:** +44 (0) 1424 721667

Register online

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

africa-investment-exchange.com

AIX 2021 programme

Online and at RSA House, London

The meeting place for investors in Africa's infrastructure

2021 combines a monthly online AIX series with traditional meetings held at RSA House, London

The monthly meetings will include panel discussions, roundtables and African Energy (AE) insights.



19 January

Sovereign debt:

What does it mean for projects in the power sector?

AE political risk meeting



16 February

South Africa:

Drill into latest gas and electricity supply industry trends

AE RSA power report



16 March

Off-grid:

Expansion and integration of SHS and mini-grids

AE Q4 2020 AELD figures



20 April

Nigeria:

Focusing on policy issues and the energy value chain

AE Nigeria power report

18-19 May

Hybrid AIX Gas:

The 7th meeting will be held online and at RSA House, London

15 June

West Africa:

Looking at latest developments in francophone countries

13 July

Technology:

How might the grid evolve over the next 25 years?

21 September

Grid & Storage:

Key issues facing Africa's power network in an age of transition

19 October

East Africa:

Overview of the region's diverse and dynamic energy sector

16-17 November

Hybrid AIX Power & Renewables:

Held online and at RSA House, London

14 December

North Africa:

Developments in the gas and power market across the region

africa-investment-exchange.com



Financing options for the electricity supply industry

12h00 to 13h30 GMT

Tackling sovereign debt issues: understanding a volatile situation for power and other infrastructure projects

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

- Is Africa really facing a new debt crisis?
- Are institutions and traditional business models still fit for purpose
- How do Chinese loans compare with other lenders
- Prospects for evolving existing structures or creating a new generation of debt relief packages

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, mini-grids, transmission, distribution funding platforms

Switching to digital

Live interactive panels

Post questions for the panellists using the 'Live Chat' feature and engage in discussion 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.

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

AIX Members

actis

FEZURA

Baker
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CHENIERE

CROSSBOUNDARY

FMO
Entrepreneurial
Development
Bank

Gridworks
Powered by CDC Group

GreenVillage LNG

ECA

HERBERT
SMITH
FREEHILLS

Standard
Chartered

TOTAL

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

Six month membership: £995 +

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

16 February 2021 – 16 March

Programme

16 February 2021

12h00 to 13h30 GMT

Just transition in South Africa

South Africa's transition from coal presents numerous economic, social, and political issues. The online dialogue will focus on some of these challenges and opportunities.

- Funding mechanisms and technical assistance available to support just transitions in South Africa
- What's the future for local content and BEE
- Risk Mitigation IPP Procurement Programme and renewables bid window 5 update
- Prospects for baseload and the grid in light of growing renewable capacity

Satellite session: South Africa's gas outlook

- Invitation only roundtable meeting on the country's gas market

16 March 2021

12h00 to 13h30 GMT

Off-grid expansion and integration

The first part of the session will look at what data is available on the region's established solar home systems (SHS) and mini-grid sector and what recent findings tell policy-makers and investors?

The second part will 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 session: Mini-grid investment roundtable

Examining different models and opportunities for investment in mini-grid schemes

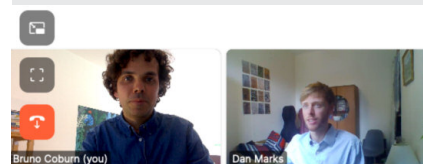
- Raising equity and accessing debt for mini-grid solutions.

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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, Irrig.
& Energy



Simon Hodson
Gridworks



Alison Chikova
SAPP



John Mativo
KETRACO



Jamila Kombe
East Africa
Energy
Program



Ashwin West
AIIM



Issa Dione
Senelec



Ije Ikoku Okeke
AEDC

The AIX: Online meetings brought together over **1,200 African energy sector stakeholders between April and November 2020, including leading private and public sector investors, African officials and project developers.**

The new format has opened up the events to a wider audience. Over 100 African utilities, regulators and officials registered to the online AIX meetings in 2020. These are from:

Abuja Electricity Distribution Co • African Union Development Agency-NEPAD • Department for International Trade, Tunisia • Department of Mineral Resources & Energy, South Africa • East Africa Energy Program • Eastern Africa Power Pool • Eko Electricity Distribution • Electricity Control Board, Namibia • Electricity Regulatory Authority, Uganda • Empresa Nacional de Hidrocarbonetos, Mozambique • Energy Commission, Ghana • Energy and Petroleum Regulatory Authority, Kenya • Eskom • Energy and Water Utilities Regulatory Authority, Tanzania • GRIDCo • IPP Office, South Africa • KenGen • Kenya Power and Lighting Company • KETRACO • Masen • Ministry of Energy, Cameroon • Ministry of Energy, Kenya • Ministry of Energy, Zambia • Ministry of Mines & Energy, Namibia • Ministry of Water Irrigation and Energy, Ethiopia • NamPower • National Energy Regulator of South Africa • Niger Delta Power Holding Company • Nigerian Electricity Regulatory Commission • Port Harcourt Electricity Distribution • Rwanda Development Board • Senelec • Southern African Power Pool • Umeme • ZESCO

Online feedback

"Fantastic panel, thanks all"

Shearman & Sterling

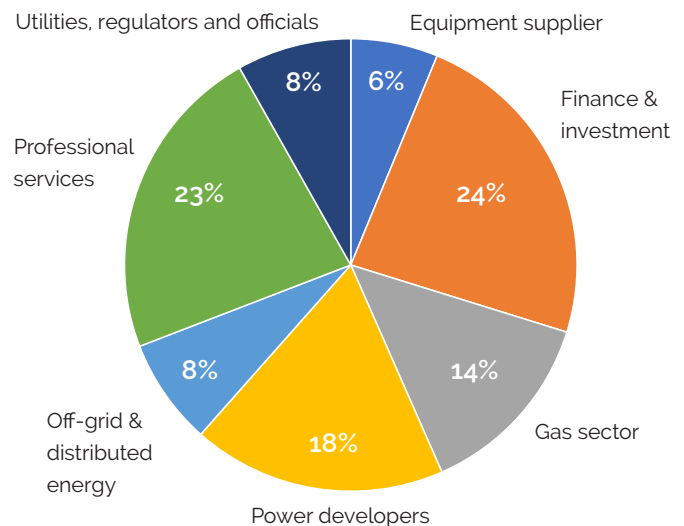
"A very engaging session thanks to all"

Patrick O'Driscoll, Sales Director, Karpowership

"It was a productive and interesting discussion and we hope the audience thought so too."

Simon Hodson, Chief Executive Officer, Gridworks

Online participants by industry



AIX in 2021

Over the last eight years the Africa Investment Exchange (AIX) has become one of the meeting places of choice for Africa's energy sector stakeholders.

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.

Participants will benefit from **African Energy** insights including 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.

Virtual and physical AIX events in 2021 will continue to be structured around an interactive panel-led discussion, held under the Chatham House Rule and limited to 300 industry professionals.

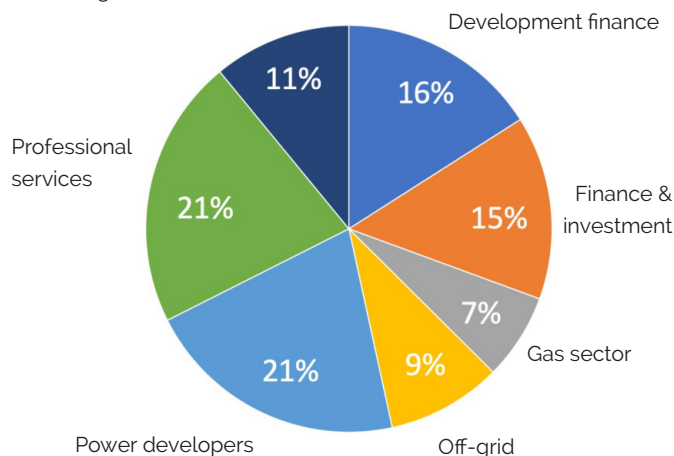
By moving online and holding a series of online meetings we will be able to expand our programme with fringe events and information sharing for the AIX community throughout the year.

AIX: Power & Renewables 2019

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



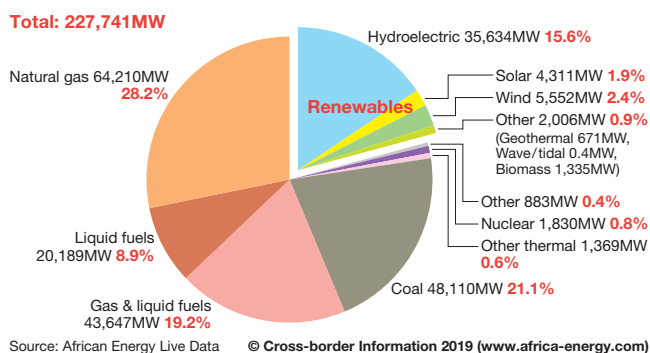
Sponsor our meetings

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



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

African Infrastructure Investment Managers (Pty) Ltd (AIIM) (Reg No 2000/001435/07) (FSP 4307) is a Licensed Financial Services Provider, approved by the Registrar of Financial Services Providers (www.fsb.co.za) to provide advisory and/or intermediary services in terms of the Financial Advisory and Intermediary Services Act 37, 2002. Past performance is not necessarily a guide to future investment performance.

Register to AIX: Power & Renewables

AIX Community

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Prices

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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 24 hours after the event. Plus

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- 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

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