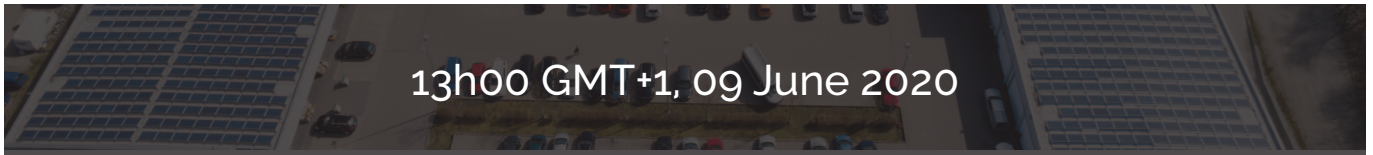




C&I Webinar



Examining Africa's Commercial & Industrial market

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 taken the AIX meetings online during the Covid-19 disruption. The webinars will continue to be held under the Chatham House Rule and structured round panel led discussions to facilitate open discussion. Confirmed panellists in this webinar:

Damilola Agbaje, Investment Principal, AIIM

Monya Bassingthwaighte, Senior Investment Officer, Energy Debt Financing, responsAbility Investments

Roberto Berardo, Business Development, Scatec Solar

Anders Blom, Senior Investment Manager, Norfund

Nickson Bukachi, Senior Renewable Energy Officer, Energy & Petroleum Regulatory Authority, Kenya

Tony Carr, Chief Executive Officer, Starsight

Robert Futter, Director, Cresco

Chris Haw, Chairperson & Head of Project Finance, Sola Group

Oliver Johnston, Managing Director, Solink

Norman Moyo, CEO, Distributed Power Africa

Pinehas Mutota, Manager: Economic Regulation, Electricity Control Board, Namibia

Chanda Nxumalo, Director Harmattan Renewables and SAPVIA Board Member

Tarik Sfendla, Market Development Manager, Africa, Wärtsilä Energy Business

Ameet Shah, Founder & CEO, Astonfield Solar

Ifechukwude Uwajeh, Deputy Director, GreenMax Capital Group

Ali Zerouali, Co-operation and Partnerships Director, Masen

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Switching to digital

Online meeting guide

2 June

Before

- 1 week of pre-event networking begins
- Click on other delegates to send a message, organise a meeting or initiate a call

9 June

During

- Watch live panel discussion
- Examine results from the survey
- Engage with speakers in a live discussion
- View who's tuned in to each session and connect
- Click on a delegate to send a message, organise a meeting or initiate a call

11 June

After

- Re-visit recordings of the sessions
- The networking function will remain live for a month allowing delegates time to get in touch with new and established contacts

Online platform

The AIX: Webinar uses an online networking platform enabling delegates to tune into live streaming sessions, re-visit the recordings after the event and connect with other attendees before, during and after AIX.



Connect with other delegates

Organise 1-to-1 video calls for "face-to-face" networking

Engage with speakers and other participants

About us

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.

Through its power sector consultancy work and

leading industry newsletter, African Energy has been involved at the heart of the debate surrounding the development of the energy sector in Africa for more than 20 years – African Energy Live Data, an innovative and interactive data platform featuring detailed profiles of more than 6,500 generation projects and plants across the continent, was launched in September 2017.

AIX: C&I Webinar

9 June 2020

13h00 to 17h00 GMT+1

Three live stream sessions examining Africa's commercial & industrial market

13h00 to 14h00

C&I financing and business models

Results from the African Energy C&I Survey will be examined at the beginning of the webinar and form part of the focus for the panel-led discussion. See next page for survey.

Chair: **Chanda Nxumalo**, Director Harmattan Renewables and SAPVIA Board Member

- How will C&I evolve and are the funding mechanisms in place?
- Rental v IPPs: examples of emerging business models, contract and financial structures as well as technology options for C&I
- Developers and EPC's perspectives on the barriers to financing projects
- The role of commercial banks and debt capital. What is holding back local banks from investing?
- Accessing long-term international development and concessional finance
- The economic fundamentals for large-scale captive power

Damilola Agbaje, Investment Principal, AIIM

Monya Bassingthwaighte, Senior Investment Officer, Energy Debt Financing, responsAbility Investments

Roberto Berardo, Business Development, Scatec Solar

Anders Blom, Senior Investment Manager, Norfund

Chris Haw, Chairperson & Head of Project Finance, Sola Group

14h00 to 14h30 Coffee break and online networking

14h30 to 15h30

C&I policy and regulatory approaches

Chair: **Fiona Gulliford**, Partner, Trinity International

Comparing the regulatory environment for large mines and medium to small sized businesses, which countries have friendly regulation, and which countries have barriers?

National utilities' perspectives on the acceleration in captive power solutions

Nickson Bukachi, Senior Renewable Energy Officer, EPRA, Kenya

Oliver Johnston, Managing Director, Solink

Pinehas Mutota, Manager: ECB, Namibia

Ali Zerouali, Co-operation and Partnerships Director, Masen

15h30 to 16h00 Coffee break and online networking

16h00 to 17h00

Customer view on C&I

Chair: **Ifechukwude Uwajeh**, Deputy Director, GreenMax Capital Group

Key considerations for customers considering captive power

What will it take for battery storage to become a viable option with C&I solar?

Snapshot of C&I in Nigeria

Tony Carr, CEO, Starsight

Robert Futter, Director, Cresco

Norman Moyo, CEO, Distributed Power Africa

Ameet Shah, Founder & CEO, Astonfield Solar

Tarik Sfindla, Market Development Manager, Africa, Wärtsilä Energy Business

17h00 to 18h00 Online networking session

Click on a delegate to send a message, organise a meeting or initiate a call.

African Energy C&I Survey

Results and comments from the survey will be presented during the webinar. 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

- Advisory
- C&I client or offtaker
- Construction and EPC
- Development finance institution
- Equipment supplier
- Finance and investment
- Government
- Insurance
- NGO
- Off-grid developer
- Regulator
- Utility
- Utility-scale developer
- Other.....

2 Please tick the project sizes where your business is most active (tick any):

- <100kW
- 100kW-1MW
- 1-10MW
- 10-20MW
- 20-50MW
- 50MW+

3 Which C&I technologies is your business working with or is looking to work with? (tick any)

- Battery storage
- Biomass/biogas
- Diesel
- Fuel oil
- Gas
- Solar
- Other

4 How impacted has your business been by Covid-19? (tick one)

- 1 (no impact)
- 2 (limited impact)
- 3 (moderate impact)
- 4 (severe impact)
- 5 (critical impact)

5 Please rank the following Covid-19 issues in terms of their impact on your business, where 1 has had the most impact and 5 has had the least impact

- International travel restrictions
- Domestic lockdown and business restrictions
- Supply chain disruption
- Payment collection
- Other (please specify)

6 C&I is now the quickest route to market for investors in generation:

- 1 (strongly disagree)
- 2 (slightly disagree)
- 3 (slightly agree)
- 4 (strongly agree)
- Don't know

7 Please rank the following in terms of the extent to which they represent barriers to the growth of the C&I industry, where 1 is the biggest barrier:

- Inadequate or unfriendly regulation
- Lack of net metering
- Market immaturity
- Difficulty accessing local currency financing
- Difficulty accessing debt overall
- Lack of equity
- Lack of insurance and credit enhancement
- High cost of C&I power
- Other (please specify)

8 How should governments and national utilities respond to C&I? (open question, please type response).....

9 How much C&I capacity will be added annually in five years' time? (tick one)

- 300-500MW | 500-700MW | 700MW-1GW
- 1-1.5GW | 1.5-2GW | 2GW+ | Other

10 Which C&I business model will be most common in five years' time? (tick one)

- IPP
- Energy as a service
- Rental
- Customer-owned
- Combination of the above

Attend our meetings



C&I Webinar

13h00 GMT+1 | 9 June 2020

Registration fee £35 (plus VAT for UK residents)

Please register those listed below for AIX: C&I Webinar

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)

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 £25.

Other 2020 AIX Webinars

AIX: Webinar

AIX: Gas Update Webinar

23 June

AIX: Power Update Webinar

7 July

<https://bit.ly/3dOVGoR>

Other 2020 AIX Meetings

AIX: Gas

10-11 September 2020, RSA House, London and online

<https://bit.ly/3bulP3G>

AIX: Grid & Storage

11 September 2020, RSA House, London and online

<https://bit.ly/2AeihW4>

AIX: Nairobi

30 September-1 October 2020

<https://bit.ly/3bmRFiK>

AIX: Power & Renewables

18-19 November 2020, RSA House, London and online

<https://bit.ly/3biQHUw>

For registrations contact

E: lauren@cbi-meetings.com

T: +44 1424 721 667

W: <https://bit.ly/3bulP3G>