

# Africa Investment Exchange Power & Renewables

1-2 November 2023, RSA House, London

Key themes to be discussed:

#### **Delivering change in the power sector**

Government leadership and positive policy moves

#### **Opening up traditional markets**

Strategies for private sector and utilities to co-exist

#### **Developing the grid**

The future of wheeling, build-out of the transmission network and managing variability

#### **African IPPs: an endangered species?**

The impact of renegotiated PPAs and other risks

#### **What next for African C&I?**

Analysis of hybrid C&I: solar + gas + diesel + BESS + CNG

#### **Linking power markets**

Prospects for a fully interconnected transmission grid in Africa with well-functioning power pools

#### **New scramble for renewable energy finance**

Financing big-ticket GH2 deals, P2X products, desalination plants and large-scale RE projects

#### **Mobilising private finance**

Issuing bonds, leveraging private credit, using risk transfer products and other options

#### **Carbon markets revisited**

How does the AIX community see carbon finance evolving and impacting their projects?

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# Welcome

We are pleased to present the initial agenda for our 10th anniversary AIX: Power & Renewables meeting.

AIX was set up in 2014 to establish an enduring dialogue for investors and energy industry professionals, with the aim of stimulating business engagement and long-term partnerships.

To mark the anniversary, in addition to our usual day one evening reception we are holding an **AIX: anniversary dinner**, providing participants with another opportunity to network in an amicable setting.

Alongside our usual **lively mix of panel discussions**, held, as ever under the Chatham House Rule, our 2023 programme also includes a **C&I Investment Exchange** and a series of **intimate roundtables** to facilitate private and in-depth discussions on a wide range of subjects (see the morning on 2nd November for other roundtable discussions). We hope they prove to be a useful addition to the AIX format, which is known for its **robust debate** and knowledge-led approach.

## Setting the agenda

Getting the right balance of themes to create an engaging agenda involves many conversations with colleagues across African Energy's news, consultancy and data teams as well as with members of our AIX community, who represent a wide range of views.

"There is plenty of money available but never the right sort", is a common sentiment expressed by delegates at past AIX meetings.

Responding to this, we are pleased to include a new **Matching finance and projects roundtable** discussion on 1st November, focusing on equity, debt, guarantee and grant finance available for different types of projects including, **grid connected renewables**, C&I, **merchant plants** and long-term PPAs, and **off-grid programmes** including **mini-grids**.

Africa's evolving power network also assumes a greater significance in this year's programme with sessions focusing on **Independent Transmission Projects**, **the future of wheeling**, **managing variability** and **energy demand**.

I hope to see you in November.

Bruno Coburn

Director

Africa Investment Exchange

E: [bruno@cbi-meetings.com](mailto:bruno@cbi-meetings.com)



# 10 years of AIX meetings

Examples of our meetings and panels held in London, Nairobi and Edinburgh

2022	2021	2019	2019	2018
 <p><b>Hydrogen: What makes a market?</b></p> <p>Representatives from FFI, Hive Energy, Atome, CWP, LHGP, Nedbank and CEREFÉ examine Africa's evolving H2 economy.</p>	 <p><b>Africa power &amp; renewables strategies</b></p> <p>Private and public sector stakeholders – Nigeria's NERC, Power Africa, AfDB, AFC and Uganda's ERA – discuss post-Covid strategies.</p>	 <p><b>Financing the grid</b></p> <p>Representatives from AIIM, Gridworks, Africa50, GRIDCo and Power Africa focusing on investment opportunities in Africa's grid network.</p>	 <p><b>IPP Drivers</b></p> <p>Power developers and investors – ALN Kenya, rAREH, ATI, IFC, FMO and Kenergy Renewables – give a status update on their projects during the Nairobi meeting.</p>	 <p><b>Renewable energy models</b></p> <p>Panellists from EDM, InfraCo Africa, DEG, Denham Capital and the University of Cape Town discuss FIT, negotiated deals and energy auctions.</p>
 <p><b>Formal launch of Regional Liquidity Support Facility (RLSF)</b></p> <p>KfW and ATI launch RLSF, a new instrument to support renewable energy projects in sub-Saharan Africa.</p>	 <p><b>Off-grid Investment Exchange</b></p> <p>New sessions bringing established suppliers of off-grid services together with investors and potential new entrants looking to buy into the industry.</p>	 <p><b>Formal launch of Africa Infrastructure Development Association (AfIDA)</b></p> <p>AfIDA formally launched at the Africa Investment Exchange: Power and Renewables meeting in 2016.</p>	 <p><b>Morocco Energy Exchange</b></p> <p>The meeting brings key members of the kingdom's energy team to Edinburgh to promote Morocco's sustainable vision of energy development.</p>	 <p><b>Africa Investment Exchange</b></p> <p>The first AIX meeting focusing on channeling private resources into the African power sector and providing a forum for investors to meet.</p>
2017	2017	2016	2015	2014

# Panellists

## Recently confirmed panellists



**Samuel  
Dubik Mahama**  
ECG



**Ebenezer Kofi  
Essienyi**  
GRIDCo



**Ziria  
Tibalwa Waako**  
ERA



**Idesbald  
Chinamula**  
ANSER, DRC



**Pinehas  
Mutota**  
ECB



**Joanne  
Elson**  
Herbert Smith  
Freehills



**Kweku  
Awotwi**  
United Bank for  
Africa



**Farid  
Mohamed**  
Industry expert



**Rose  
Mutiso**  
Energy for Growth  
Hub



**Gilles  
Vaes**  
InfraCo Africa



**Robert  
Futter**  
Cresco



**Layth  
Al-Falaki**  
GuarantCo



**Hanaan  
Marwah**  
KOKO Networks



**Mike  
Peo**  
Nedbank



**Samson  
Ondiek**  
Kenya Power



**Yann  
Tanvez**  
IFC

# Power market intelligence for a challenging environment

Identify opportunities for investment and sales with detailed project information and data on more than 7,000 power plants and projects and the organisations behind them

African Energy Live Data is an innovative online database dedicated to the African electricity supply industry. Analyse the competitive environment and assess power plants and the project pipeline based on independently researched and verified information.

## Features and benefits

- Find projects matching your market profile and build informed country-by-country market development plans
- Search for the organisations behind each power plant and project. Identify owners, developers, offtakers, financiers, contractors and their portfolio of projects.
- Support strategic planning by analysing country data from 2010 and projections five years into the future, alongside key economic & demographic statistics.



## Live Data can help your business

In addition to subscriptions to the platform, we can tailor our offering for a wide range of uses including support for sales and investment opportunities, energy modelling, mapping, sector and competitor analysis or case studies.

Contact us to arrange a demonstration of the platform.



# AIX Dinner & day one

31 October 18h00 to 21h30 BST - AIX Dinner

The AIX Dinner will be held at the Balthazar restaurant in the centre of London's Covent Garden. Bringing the AIX community together for an evening of discussion and frank exchanges in an amicable setting.

Price per ticket: **£150.00 plus VAT** (includes an early-bird discount until 30 June 2023)

Contact [Lauren Slater](#) for further details and to book your place.



1 November 08h30 to 09h30 (BST) - Registration & coffee at RSA House

09h30 to 11h00

**The state of the industry: delivering change in the power sector**

The energy trilemma facing government and industry – the choice between energy security, affordability and environmental sustainability – remains a key focus. Things can't stay the same for swathes of Africa's diverse electricity supply industries.

- Government leadership and positive policy moves.
- How to prioritise, plan and deliver on projects.
- What support is required from international partners.
- Market design reforms and the future of centralised procurement
- Energy demand management

11h00 Coffee

Great room

11h30 to 12h45

**Developing the grid**

Africa's evolving power network will be examined, including the future of wheeling, build-out of the transmission network, managing variability and innovative ancillary services.

Tavern room

11h30 to 12h45

**New scramble for renewable energy finance**

Blended finance and other solutions to fund the flow of big-ticket GH2 deals, P2X products, desalination plants and large-scale RE projects required to meet SDG7.

12h45 Lunch

# 1 November - day one

## Great room

14h00 to 15h30

### Opening up traditional markets

Strategies for private sector and utilities to co-exist.

Proliferation of corporate PPAs and new-look business models that may attract the next generation of private investment on-grid and off-grid.

## Tavern room

14h00 to 15h30

### Mobilising private finance

Issuing bonds, leveraging private credit, using risk transfer products and other options available for DFIs to scale-up investment in clean energy and close the financing gap.

## 15h30 Coffee

16h00 to 17h15

### Linking power markets

- Prospects for increased interconnection, harmonised regulations and regional transmission infrastructure.
- Existing power pool initiatives as well as the Continental System Master Plan and its impact on African electricity supply industries.
- Market structures and pricing to enhance regional power trade
- Plans to build cross-border power interconnections
- Opportunities for private investment in transmission infrastructure
- Challenges and opportunities of integrating variable renewable energy

16h00 to 17h15

### Matching finance and projects

There is plenty of money available but never the right sort, is a common theme at past AIX meetings.

Led by experts, the roundtable discussions will focus on the equity, debt, guarantee and grant finance as well as different financing instruments available for projects and businesses.

- How accessible are these funding sources for grid connected solar, wind and hydro projects; large C&I (mines, heavy industry); other C&I (manufacturing plants); merchant plants and long-term PPAs; off-grid programmes including mini-grids, PUE and SHS?

## 17h15 Evening reception



# 2 November - day two

08h30 to 09h00 (BST) - Registration & coffee

## Great room

09h00 to 10h30

### Country focused roundtables

Direction of travel for key markets, such as Côte d'Ivoire, Ghana, Kenya, Morocco, Nigeria, South Africa, Uganda and Fragile States.

**Vote on the countries** you would most like the meeting to focus on.

## Tavern room

09h00 to 10h30

### Thematic roundtables

Topics could include hydroelectric power, utility-scale solar, regional interconnections, desalination, storage and clean cooking.

**Vote on the topics** you would most like the meeting to focus on.

## 10h30 Coffee

11h00 to 12h30

### African IPPs: an endangered species?

The session sounds out opinion from new entrants to the market as well as 'traditional' developers and financiers with experience in both negotiating deals and developing competitive procurement processes.

The session will also look at:

- FIT, auction mechanisms and the future of public procurement processes
- Credit assurance alternatives to government guarantees
- Energy sector stakeholders share their experiences

And ask:

- Should DFIs take more of the utility's risks for large scale projects?

11h00 to 12h30

### Is it all about mini-grids?

Achieving a viable business model. What are the key issues that developers need to address for the industry to become profitable and to scale?

### Economies of scale

Examining recent procurement programmes and portfolio funding models.

### Demand growth and productive use of energy (PUE)

Has stimulating demand become essential for operating sustainability? Whose role is this? Who finances it? How should regulators consider it?

### Subsidies and financing

Are current financing instruments effective?

## 12h30 Lunch



# 2 November - day two

## C&I Investment Exchange - Great room

13h45 to 15h00

### What next for African C&I?

Regulators, utility executives, investors and power developers share their perspectives.

Examining integrated business models including analysis of 'hybrid C&I': Solar + gas + diesel + BESS + CNG + LPG

## Tavern room

13h45 to 15h00

### Carbon markets revisited

- How does the AIX community see carbon finance evolving and impacting their projects?
- What are the key barriers to carbon finance for off-grid service providers?
- What developments are expected at COP28?

## 15h00 Coffee

15h30 to 17h00

### Critical minerals and power supply

A focus on new mining developments for energy transition minerals coming on stream and the alternative energy solutions helping mining operations to overcome power constraints and reduce their carbon footprint.

15h30 to 17h00

### Engaging local capital

Local currency guarantees and other mechanisms unlocking domestic sources of capital and creating opportunities for investors. How to scale-up long-term local currency financing into high-quality green assets.

## 17h00 End of AIX Power & Renewables 2023



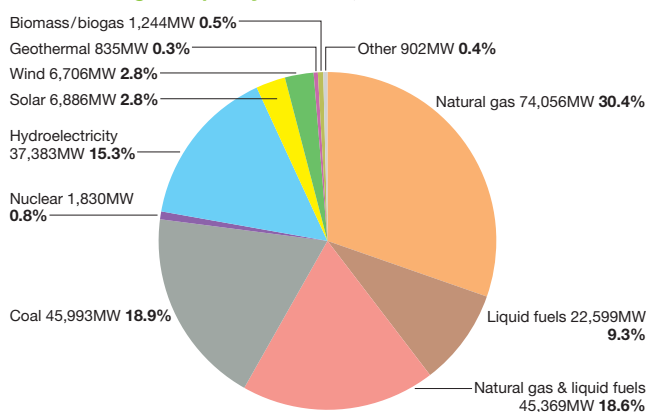
# Our unique perspective

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 7,000 power plants across the continent.

## All-Africa Energy Mix, Q1 2021

Installed on-grid capacity

Total: 243,802MW



Source: [African Energy Live Data](#)

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The AIX Meetings pair the extensive regional expertise and source network of African Energy with a seasoned events team experienced in producing high-level investment forums and dialogues across the African continent.

As a consultant, African Energy 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.

African Energy's experienced team of analysts provide a year-round online forum for trusted debate and curated insight.

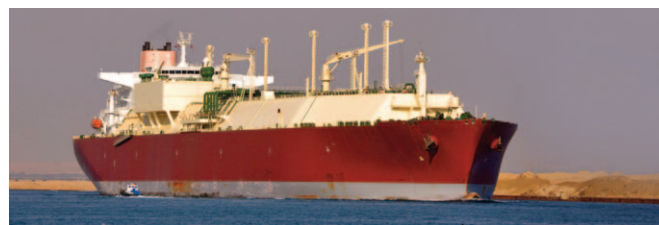
## Upcoming online meetings:



**High risk, high reward: getting into Egypt's new energy era**

**Time:** 12h00-13h00 BST

**Date:** 28 June 2023



**Gas and LNG options for C&I offtakers**

**Time:** 12h00-13h00 BST

**Date:** 25 July 2023

Online meetings are available to [AIX Members](#) and [African Energy subscribers](#) as well as additional discounts on AIX Power & Renewables tickets:

**£1,332.50 + VAT (includes 35% early-bird discount until 30 June)**

**Register for your AIX Power & Renewables 2023 ticket**

Contact [Eleanor Daggett](#) for further details

**T:** +44 1424 721667

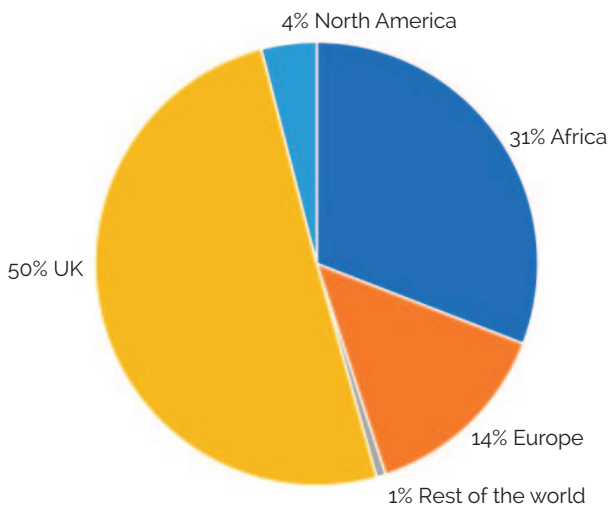


Consultancy • Data • News

# A wide range of stakeholders

150 participants from 23 different countries attended the AIX: Power & Renewables meeting at RSA House on 16-17 November

## Participants by region



## Utilities, regulators and officials

Electricity Control Board, Namibia • Electricity Regulatory Authority, Uganda • Africa GreenCo • GET.invest • Ghana Grid Company (GRIDCo) • Kenya Power and Lighting Company • Nigerian Electricity Regulatory Commission • Special Adviser to the President on Infrastructure, Nigeria • Southern Africa Power Pool (SAPP) • UK Department for Business, Energy & Industrial Strategy

## Development finance

BIO • British International Investment • CDP • DEG • FinDev Canada • FMO • IFC • IFU • InfraCo Africa • Norfund • Power Africa • Swedfund • USAID

## Finance and investment

Africa Finance Corporation • African Infrastructure Investment Managers (AIIM) • African Trade Insurance Agency (ATI) • AP Moller Capital • ARCH Emerging Markets Partners • BlueOrchard Finance • Delphos • Lion's Head Global Partners • Mahlako Financial Services • Mirova SunFunder • Nedbank • Standard Bank • Standard Chartered Bank • STOA Infra & Energy • United Bank for Africa

## Gas sector

BP • Kosmos Energy • Shell • SLR • Vitol

## Off-grid

CrossBoundary • ECA • Multiconsult

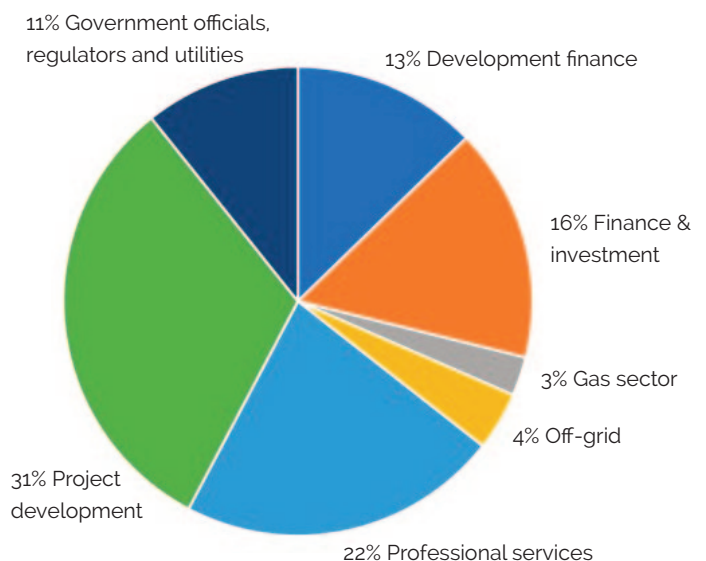
## Professional services

Africa Confidential • Alliant Insurance Services • Altgen • Chatham House • Clifford Chance • DLA Piper • ECA • Energy Exemplar • GEAPP • Herbert Smith Freehills • Kuungana Advisory • Marsh • Multiconsult • Norton Rose Fulbright • Ricardo Energy & Environment • Parhelion • Royal United Services Institute • Satarem • SLR Consulting • Sustainable Markets Initiative • Templars • Trinity International • Tony Blair Institute for Global Change • Winston & Strawn

## Project development

ABO Wind • Blue International • BP • Cicada Solar • Clarke Energy • CrossBoundary • CWP • Emesco • Fortescue Future Industries • Fluence • GE • Genesis Energy • Globeleq • Gridworks • Harmattan Renewables • Impower • JCM Power • Kosmos Energy • Larsen & Toubro • Lekela • Milele Energy • Proton Energy • Savannah Energy • Shell • Solarcentury Africa • Tatanga Energy • Shell • Total Eren • Vitol • Wärtsilä

## Participants by industry



# Sponsor AIX meetings



## Sponsor the AIX Power & Renewables and AIX Energy in Transition meetings

### Sponsorship package includes:

- Participation in the programme
- 1 panellist slot for both meetings at RSA House, London.
- Additional 2 guest passes
- 50% discount off any additional tickets
- Corporate logo on event website, online conference platform, agenda, brochure, marketing emails, headline slides, meeting bag and banners
- Full page colour advert in the meeting book
- Input on the agenda
- Photos of panel sessions for social media and web use

### Additional options

- Meeting room, with tea and coffee, for sponsor to conduct private meetings with clients and potential clients
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- Coffee break sponsor
- Exhibition space
- Lanyard sponsor

Contact **Ricky Purnell** for more details:

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**E:** [ricky@cbi-meetings.com](mailto:ricky@cbi-meetings.com)

**W:** [africa-investment-exchange.com](http://africa-investment-exchange.com)

# Attend AIX: Power & Renewables



Ticket for **AIX: Power & Renewables – 1 to 2 November 2023**  
(Includes a 25% early-bird discount until 30 June)

**£1,537.50 plus UK VAT**

(Full price ticket is £2050 plus UK VAT)



Ticket for **AIX: Power & Renewables 2023 + AIX: Dinner 2023**  
(Pre-event dinner on 31 October is £150 plus UK VAT)

**£1,687.50 plus UK VAT**

(Full price ticket is £2270 plus UK VAT)

**Book now**

Alternatively, contact **Lauren Slater** to request an invoice

T: +44 (0) 789 113 0595 E: [lauren@cbi-meetings.co.uk](mailto:lauren@cbi-meetings.co.uk)



## 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 £80.

## 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.

# A respected source of independent analysis

African Energy provides unique angles and insight on project news, policy, energy market trends, and the political and governance issues that impact on the business environment.

Established in 1998, African Energy is editorially independent and funded purely from subscription revenue. The newsletter is produced by a team of experienced staff journalists and analysts and supported by a network of correspondents and contacts in more than 40 African countries.

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