

# Africa Investment Exchange Power & Renewables

1-2 November 2023, RSA House, London

Lead sponsor



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# Welcome

We are pleased to present the 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.

## Setting the agenda

Alongside our usual lively mix of panel discussions, held, as ever under the Chatham House Rule\*, we are pleased to include an **afternoon of roundtables focused on Matching finance and projects**. Held on day 2, the roundtables will examine a range of issues surrounding the provision and availability of equity, debt, guarantee and grant finance for different types of projects including grid connected renewables, gas-fired projects, and C&I 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 **linking power markets**, the **future of wheeling**, **financing decentralised energy** and a data-led discussion on the **growth potential of the C&I sector**.

I hope to see you in November.

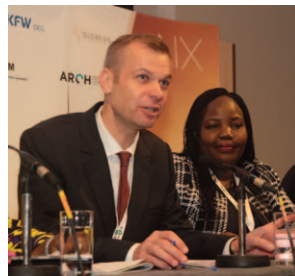
Bruno Coburn

Director

Africa Investment Exchange

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

\*participants are free to use the information received, but neither the identity nor the affiliation of the speaker, nor that of any other participant, may be revealed.












Established in 1998, African Energy is a leading independent provider of insightful news, analysis and quality data on Africa's energy industries.

Contact us to discuss how we can help your business:

**T:** +44 (0) 1424 721667 **W:** [africa-energy.com](http://africa-energy.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>
2017	2017	2016	2015	2014
 <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>

# Panellists

## Recently confirmed panellists



**Samuel  
Dubik Mahama**  
ECG



**Ebenezer Kofi  
Essienyi**  
GRIDCo



**Ziria  
Tibalwa Waako**  
ERA



**Idesbald  
Chinamula**  
ANSER, DRC



**Pinehas  
Mutota**  
ECB



**Rentia  
van Tonder**  
Standard Bank



**Kweku  
Awotwi**  
United Bank for  
Africa



**Farid  
Mohamed**  
Industry expert



**Rose  
Mutiso**  
Energy for Growth  
Hub



**Gilles  
Vaes**  
InfraCo Africa



**Mike  
Scholey**  
Globeleq



**Layth  
Al-Falaki**  
GuarantCo



**Hanaan  
Marwah**  
KOKO Networks



**Mike  
Peo**  
Nedbank



**Samson  
Ondiek**  
Kenya Power



**Pauline  
Morin**  
Wärtsilä Energy

# Panellists

## Recently confirmed panellists



**Bodom  
Matungulu**

Think Tank RDC  
Strategy



**Sebastian  
von Wolff**

GET.invest



**Louise  
Paulsen**

Sasol



**Joanne  
Elson**

Herbert Smith  
Freehills



**Jason  
de Carteret**

Solarcentury Africa



**Andy  
Herscowitz**

ODI



**Modi  
Naginlal**

MCB Group



**Conal  
Duffy**

Alliant Insurance  
Services



**Orli  
Arav**

Cygnus Capital  
Group



**William  
Brent**

Husk Power  
Systems



**Andrew  
Tipping**

ECA



**Samson  
Masebinu**

Power Africa

### Sponsor our meetings

Over the last ten years, participants and sponsors have used AIX events to hold private meetings with new and already established partners in convenient break-out rooms at RSA House.

Our standard sponsorship package includes a prominent panellist position, delegate passes, client passes, photos, sponsor logos on event banners and marketing collateral, a full-page colour ad in the meeting book and 6 month **AIX Membership**. See p.14 for further details.

Contact **Ricky Purnell** to discuss your sponsorship package T: **+44 (0) 7919 130 324**

# 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.



# Our unique perspective

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.

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.

Contact **Alex Wark**, Head of Business Development to discuss how African Energy can help your business

**E:** alex@africa-energy.com

**T:** +44 1424 721 667

**W:** africa-energy.com



## Monthly online roundtable meetings

### September



#### South Africa – the difficult emergence of a new power industry

Weakened by the collapse of Eskom and its severe political ramifications, the government and regulator have reacted slowly and imperfectly to this change rather than leading it, but their contribution will nevertheless be vital.

African Energy analysts and chosen guests will discuss the path to success and the opportunities and risks that lie along the way

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

**Date:** 20 September 2023

Online roundtable meetings are available to **AIX Members** and **African Energy subscribers** (newsletter and Live Data). As well as access to recordings of each online meeting and exclusive online Q&As with African Energy's analysts.

Contact **Eleanor Daggett** for further details **E:** e.daggett@africa-energy.com **T:** +44 1424 721667

# AIX Dinner & day one

31 October 18h00 to 21h30 - AIX Dinner



The AIX Dinner will be held at the **Balthazar restaurant** in the centre of London's Covent Garden on **31 October**. Bringing the AIX community together for an evening of discussion and frank exchanges in an amicable setting.

**Price per ticket: £220.00 plus VAT**

(Tickets for the pre-event dinner are only on sale to delegates attending the AIX: Power & Renewables meeting). Contact [Lauren Slater](#) for further details and to book your place.

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

09h30 to 11h00, the Great Room

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

Chair: [Jon Marks](#), Founder, African Energy

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

[Andrew Herscowitz](#), Executive Director for North America, ODI

[Samuel Dubik Mahama](#), Managing Director, Electricity Company of Ghana

[Bodom Matungulu](#), President, Think Tank RDC Strategy, Democratic Republic of Congo

[Sameh Shenouda](#), Executive Director & Chief Investment Officer, AFC

[Ziria Tibalwa Waako](#), Chief Executive Officer, Electricity Regulatory Authority, Uganda



11h00 Coffee



# 1 November - day one

## Great room

11h30 to 12h45

### Developing the grid

A look at what is required to achieve a low carbon power system, and how this can be implemented in the context of Africa's developing power networks, including:

- Planning a reliable, resilient and decarbonised grid
- Understanding the value of storage and different ancillary services
- Addressing the balance challenge

**Julian Jansen**, Growth and Market Development Director, Fluence

**Gibbs Johnson**, Consultant, Clifford Chance

**Samson Ondiek**, Deputy Director, Utility Consultancy, Kenya Power and Lighting Company

## Tavern room

11h30 to 12h45

### New scramble for renewable energy finance

Financing new big-ticket GH2 deals, P2X products, desalination plants and large-scale RE projects required to meet SDG7

- Carbon markets: how does the AIX community see carbon finance evolving and impacting their projects?

**Bonnie Guo**, Project Finance Director, DFC

**Joyce Kabui**, Africa Manager, Green Hydrogen Organisation - GH2\*

**Christoph Michel**, Senior Advisor, International PtX Hub

**Louise Paulsen**, Vice President Renewables, Sasol

**Sameh Shenouda**, Executive Director & Chief Investment Officer, AFC

## 12h45 Lunch



# 1 November - day one

## Great room

14h00 to 15h30

### Linking power markets

- Opportunities for private investment in transmission infrastructure
- 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

**Ebenezer Kofi Essienyi**, Chief Executive Officer, Ghana Grid Company

**Samson Masebinu**, Project Management Specialist: Energy, Power Africa

**Farid Mohamed**, Director, Pipal

**Ignacio Perez-Arriaga**, Interim Director of the African School of Regulation (ASR)

**Rahul Sikka**, Head, Power Transmission & Distribution, Africa, Larsen & Toubro

## 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.

- Matching global climate finance rhetoric with Africa's power sector realities.
- Understanding Senegal's JETP deal

**Orli Arav**, Head of Debt Funds, Cygnum Capital Group

**Conal Duffy**, Practice Leader - Political Risk, Alliant Insurance Services

**Mike Peo**, Head: Infrastructure, Energy & Telecommunication, Nedbank

**Dharshan Wignarajah**, Director, Climate Policy Initiative

## 15h30 Coffee



### AIX Membership

A programme designed to help energy sector stakeholders gain easy access to the information needed to support their decision-making at all stages of the project and investment lifecycle.

Become an AIX Member to receive **exclusive early-bird discounts** on in-person meetings, including AIX Energy in Transition and AIX Power & Renewables.

AIX Membership is included as part of a full African Energy newsletter subscription and Live Data subscriptions or can be bought separately.

Contact African Energy to find out more **E: [meetings@africa-energy.com](mailto:meetings@africa-energy.com)**

# 1 November - day one

## Great room

16h00 to 17h15

### Opening up traditional markets

The session will focus on the future of wheeling, the proliferation of corporate PPAs and new-look business models attracting the next generation of private investment.

- Strategies for private sector and utilities to co-exist
- Update on South Africa's power market including procurement (public vs private) trends

**Jason de Carteret** – Chief Executive Officer, Solarcentury Africa

**Pinehas Mutota**, General Manager, Electricity Control Board, Namibia

**Cathy Oxby** – Chief Commercial Officer, Africa GreenCo

**Rentia van Tonder** – Head: Renewable Energy, Power and Infrastructure, Standard Bank

## Tavern room

16h00 to 17h15

### Natural gas, transitional fuel

- Overview of global gas market and consequences for Africa's domestic gas and power markets.
- Gas-to-power as a pathway to decarbonisation
- How will the energy landscape change over the next 5-10 years?

**Andy Calitz** – CEO, FutureEnergy

**George Cazenove** – Director of Communications and Government Affairs, Globeleq

**Marc Howard** – Deputy Editor, African Energy

**Steve Husbands** – Head of Commercial, Energy Advisory, SLR Consulting

**Alessandro Nanotti** – Head of LNG and Natural Gas, Vivo Energy

## 17h15 Evening reception, The Benjamin Franklin room

Sponsored by:



**Standard Bank**



# 2 November - day two

08h30 to 09h00 - Registration & coffee

## Great room

09h00 to 10h30

### 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

And ask:

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

**Kweku Awotwi**, Board Chairman, United Bank for Africa

**Joanne Elson**, Senior Associate, Herbert Smith Freehills

**Wikus Kruger** – Director, Power Futures Lab

**Pauline Morin**, Senior Project Developer, Wärtsilä Energy

**Rose Mutiso**, Research Director, Energy for Growth Hub

**Mike Scholey**, Chief Executive Officer, Globeleq

**Gilles Vaes**, Chief Executive Officer, InfraCo Africa

## Tavern room

09h00 to 10h30

### Scaling mini-grids

The meeting will explore barriers to commercial finance (and any approaches to mitigate them):

- Successful government policies and regulatory frameworks
- Key issues mini-grid developers need to address to become profitable and to scale
- The role of productive uses of energy in the sector
- Business models that takes mini-grid beyond its current subsidised model.
- Innovative financing initiatives to unlock local capital and derisk local currency, and other solutions to overcome the lack of commercial finance

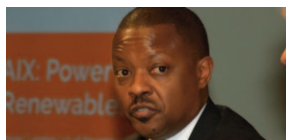
**Clifford Aron**, Principal, GreenMax Capital Group

**William Brent**, Chief Marketing Officer, Husk Power Systems

**Claudia Schwartz**, Energy Access Advisor, Power Africa

**Stephen Stakhiv**, Chief Investment Officer, Trine

10h30 Coffee



# 2 November - day two

## Great room

11h00 to 12h30

### What next for African C&I?

Latest information on the African Energy Live Data platform shows that C&I projects are expected to add at least a further 1.5GW by 2025. Regulators, utility executives, investors, power developers and clients are invited to share their perspectives on this growth.

- Examining integrated business models including analysis of hybrid (solar + gas + diesel + BESS + CNG + LPG) C&I
- Innovation in the C&I financing space
- Regulatory frameworks and potential future commercial challenges

**Jason de Carteret**, Chief Executive Officer, Solarcentury Africa

**Hussaini Sadiq**, Chief Strategy and Regulatory Officer, Electricity Distribution Company\*

**Robert Futter**, Director, Cresco

**Bodum Matungulu**, President, Think Tank RDC Strategy

**Roland Tatnall**, Advisor, Yellow Door Energy

**Nico Tyabji**, Director, Origination, Mirova SunFunder\*

\*Awaiting final confirmation

## Tavern room

11h00 to 12h30

### Financing decentralised energy

End-user customers are increasing their role in electricity networks through decentralised energy behind the meter. While markets worldwide are expanding rapidly with these innovations, uptake in Africa has been constrained by less developed and more unstable energy markets for private investment. This session will explore the requirements for financiers to increase their involvement in supporting this growing market.

- Rooftop solar markets, with a focus on South Africa's massive growth
- E-mobility in urban areas
- Batteries and other energy storage systems
- Distribution network flexibility to accommodate dynamic energy flows
- The regulatory and market requirements to enable financiers to support these innovations

**Layth Al-Falaki**, Chief Executive Officer, GuarantCo

**Pinehas Mutota**, General Manager, Electricity Control Board, Namibia

**Andrew Tipping**, Technical Director, Economic Consulting Associates

**Sebastian Wolff**, Head of Finance Advisory, GET.invest

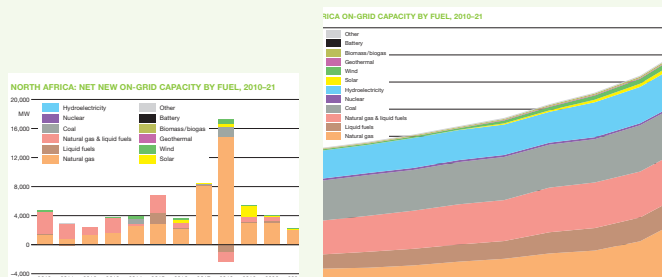


African Energy Live Data is an innovative online database featuring continually updated

and verified data on more than 7,000 power plants and projects and the organisations behind them.

Chat to the Live Data team to discuss your needs or arrange a demo of the platform.

E: [sales@africa-energy.com](mailto:sales@africa-energy.com)



12h30 Lunch

# 2 November - day two

13h45 to 15h30, The Great Room

## Matching finance and projects roundtables

Led by experts, the roundtable discussions will focus on the funding and financing available for a wide range of projects and businesses including grid connected solar, wind and hydro projects, gas projects, and C&I and off-grid programmes including mini-grids, PUE and SHS.



15h30 Coffee, served in the Great Room

15h50 to 16h30

## Matching finance and projects - rounding up the themes

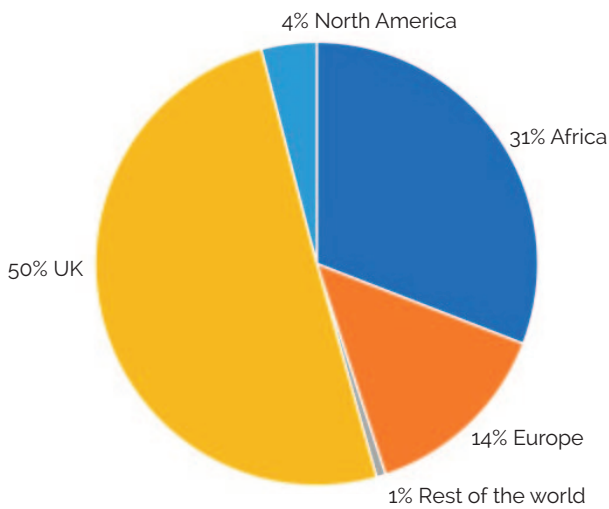
Chairs report back on the roundtable discussions with comments likely to cover but not limited to the accessibility of finance and recommendations to help move project pipelines forward and businesses scale-up.

16h00 End of AIX Power & Renewables 2023

# A wide range of stakeholders

Participants from 23 different countries attended the AIX: Power & Renewables meeting at RSA House in 2022

## 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

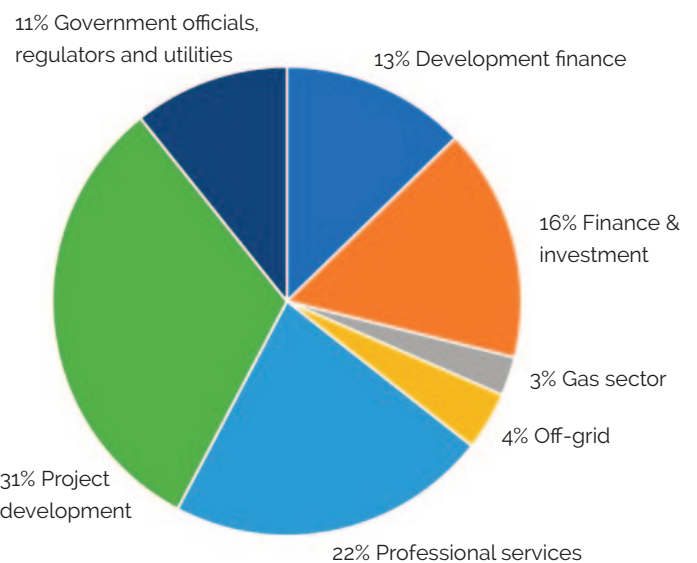
## Professional services

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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Contact **Ricky Purnell** for more details:

**T:** +44 (0) 7919 130 324    **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 15% early-bird discount until 29 September)

**£1,742.50 plus UK VAT**

(Full price ticket is £2050 plus UK VAT)

#### **Additional benefits:**

- View the full delegate list ahead of the meeting
- Access to exclusive African Energy content focused on the themes of the meeting
- Free attendance to AIX online roundtable meetings from Sep-Dec 2023.



Ticket for **AIX: Power & Renewables 2023 + AIX: Dinner 2023**  
(Pre-event dinner on 31 October is £220 plus UK VAT)

**£1,962.50 plus UK VAT**

(Full price ticket is £2270 plus UK VAT)

**See above for additional benefits**

**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.

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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.

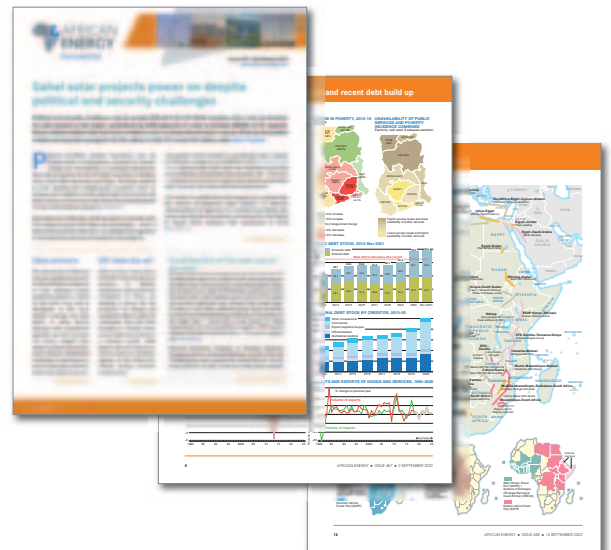
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