

Africa Investment Exchange Power & Renewables

1-2 November 2023, RSA House, London

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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**.

Bruno Coburn

Director

Africa Investment Exchange

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*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.

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10 years of AIX meetings

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

2022	2021	2019	2019	2018
 <p>Hydrogen: What makes a market?</p> <p>Representatives from FFI, Hive Energy, Atome, CWP, LHGP, Nedbank and CEREFÉ examine Africa's evolving H2 economy.</p>	 <p>Africa power & renewables strategies</p> <p>Private and public sector stakeholders – Nigeria's NERC, Power Africa, AfDB, AFC and Uganda's ERA – discuss post-Covid strategies.</p>	 <p>Financing the grid</p> <p>Representatives from AIIM, Gridworks, Africa50, GRIDCo and Power Africa focusing on investment opportunities in Africa's grid network.</p>	 <p>IPP Drivers</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>Renewable energy models</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>Formal launch of Regional Liquidity Support Facility (RLSF)</p> <p>KfW and ATI launch RLSF, a new instrument to support renewable energy projects in sub-Saharan Africa.</p>	 <p>Off-grid Investment Exchange</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>Formal launch of Africa Infrastructure Development Association (AfIDA)</p> <p>AfIDA formally launched at the Africa Investment Exchange: Power and Renewables meeting in 2016.</p>	 <p>Morocco Energy Exchange</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>Africa Investment Exchange</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>

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.



Online roundtable meetings

October



Kenya's renewable-focused future

Kenya is unusually well-placed to exploit the energy transition, being endowed with very substantial solar, wind and geothermal resources. These have moved to centre-stage in the Ruto administration's plans to accelerate industrial growth, in parallel with strengthening the electricity supply industry. But it is not plain sailing, as Nairobi confronts debt, governance and other issues.

This online roundtable will be chaired by African Energy founder **Jon Marks**, with contributions from invited guests.

Time: 12h00-13h00 GMT

Date: 15 November 2023

On-demand



South Africa - the difficult emergence of a new power industry

Held on **20 September 2023**, This roundtable examines whether it is possible for most of the intensive energy users in the country to successfully implement very similar decarbonisation strategies.

[Watch the recording](#)



Africa's power generation sector - performance and trends

Held on **13 June 2023**, the African Energy Live Data team assess the power industry's 2022 performance and the future direction of the sector.

[Watch the recording](#)

AIX Power & Renewables registration includes access to our series of country-focused monthly online roundtable meetings held from **September - December 2023** (The meetings can be accessed via the African Energy site, login will be provided on purchase of an AIX ticket).

Contact [Eleanor Daggett](#) for further details **E:** e.daggett@africa-energy.com **T:** +44 (0) 7960 877 627

AIX Dinner & day one



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

Nhlanhla Gumede, Full-Time Regulator Member, National Energy Regulator of South Africa

Andrew Herscovitz, Executive Director for North America, ODI

Samuel Dubik Mahama, Managing Director, Electricity Company of Ghana

Edward Iruura, Director, Financial Services, Electricity Regulatory Authority, Uganda

Rentia van Tonder, Head: Power, Standard Bank

11h00 Coffee

1 November - day one

Great room

11h30 to 12h45

Mobilising private finance for clean energy

Chair: **John Hamilton** - Managing Director, African Energy

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.

Orli Arav, Head of Debt Funds, Cygnum Capital Group

Dan Croft, Regional Upstream Manager, Infrastructure, Africa, IFC

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

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

Baysa Naran, Manager, Climate Policy Initiative

12h45 Lunch



1 November - day one

Great room

14h00 to 14h30

Developing the grid

Chair: **Gibbs Johnson**, Consultant, Clifford Chance

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.

Julian Jansen, Growth and Market Development Director, Fluence

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

14h30 to 15h30

Linking power markets

Chair: **Farid Mohamed**, Director, Pipal

- 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

Daniel Kiptoo Bargoria, Chief Executive Officer, Energy & Petroleum Regulatory Authority (EPRA)

Samson Masebinu, Project Management Specialist: Energy, Power Africa

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

Tavern room

14h00 to 15h30

New scramble for renewable power to X?

Chair: **Joyce Kabui**, Africa Manager, Green Hydrogen - GH2

A look at who is developing and financing new GH2, PtX products, desalination plants and large-scale RE projects required to meet SDG7.

Erik Granskog, Founder and Chief Executive Officer, Milele Energy

Bonnie Guo, Project Finance Director, DFC

Eric Mwangi, Advisor to the Climate Envoy in the Office of the President

Tarik Hamane, Acting Chief Executive Officer, MASEN

Frederik Thoring Flagstad, Vice President, Copenhagen Infrastructure Partners



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

15h30 Coffee

1 November - day one

Great room

16h00 to 17h15

Opening up traditional markets

Chair: **Rentia van Tonder**, Head: Power, Standard Bank

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

Rinus Strydom, Managing Director, Emesco

Tavern room

16h00 to 17h15

Natural gas, transitional fuel

Chair: **Marc Howard**, Deputy Editor, African Energy

- 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

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

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

Pierre Raillard, Morocco General Manager, Chariot Energy Group

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Standard Bank



17h15 Evening reception, The Benjamin Franklin room

2 November - day two

08h30 to 09h00 - Registration & coffee

Great room

09h00 to 10h30

African IPPs: an endangered species?

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

Wikus Kruger, Director, Power Futures Lab and Consultant to GET.transform will set the scene at the start of this session with key findings from an upcoming GET.transform report on Renewable Energy Auctions in Africa.

The panel discussion 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?

Joanne Elson, Senior Associate, Herbert Smith Freehills

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

Chair: **Chinua Azubike**, Chief Executive Officer, InfraCredit

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

William Brent, Chief Marketing Officer, Husk Power Systems

Stephen Stakhiv, Chief Investment Officer, Trine

Idris Tayebi, Director OffGrid Africa, NEoT

Marie Testard, Head of Funding, Engie Energy Access

Ifechukwude Uwajeh, Managing Director, Blended Finance, GreenMax Capital Group

10h30 Coffee



2 November - day two

Great room

11h00 to 12h30

What next for African C&I?

Chair: **Robert Futter**, Director, Cresco

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

Zahid Ahmed Hassen, Director, Africa Renewable Power Fund, ARCH Emerging Market Partners

Tarek Cheaib, Investment Executive, British International Investment

Bodum Matungulu, President, Think Tank RDC Strategy

Roland Tatnall, Advisor, Yellow Door Energy

Christian Wright, Partner and Head of Energy, Blue Capital Management Partners

Tavern room

11h00 to 12h30

Financing decentralised energy

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

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

Mohamed Massoud, Associate Director, GuarantCo

Pinehas Mutota, General Manager, Electricity Control Board, Namibia

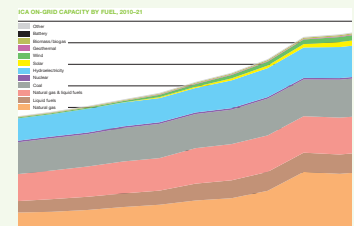
Claudia Schwartz, Energy Access Advisor, Power Africa

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



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.

Roundtable hosts include:

- **Sonume Dan-Princewill**, Associate, Portfolio Management at AFC
- **Hanaan Marwah**, Chief Strategy & Investment Officer at KOKO Networks
- **Benjamin Hugues**, Investment Director and REPP Lead at Camco
- **Conal Duffy**, Practice Leader - Political Risk at Alliant Insurance Services
- **NK Naginlal Modi**, Senior Relationship Manager, Power & Infrastructure – Specialised Finance at the Mauritius Commercial Bank
- **Mike Peo**, Head: Infrastructure, Energy & Telecommunication at Nedbank
- **Sebastian von Wolff**, Head of Finance Advisory, GET.invest and **Stephanie Betz**, Advisor: On-Grid Regulation and Market Development, GET.transform
- **Vilde Martine Grønn Larsen**, Senior Adviser, Renewable Energy Advisory Services, Multiconsult



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

2 November - day two

13h45 to 16h00, The Tavern Room

The Regulation – Investment Nexus in Africa

Power Futures Lab of the University of Cape Town will be exploring opportunities for renewables in Africa and governance insights from the Peer Review and Learning Network (PRLN)

Hosted by:



Segment 1: Introduction

Keynote

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

An overview of GET.transform and its role in supporting national and regional partners and institutions in advancing their energy transitions

Ene Macharm, Africa Partnerships Coordinator, GET.transform and **Wikus Kruger**, Director, Power Futures Lab and Consultant to GET.transform

- Introduction to the Peer Review and Learning Network (PRLN) and its objective

Peter Twesigye, Research Lead: Power Market Reforms & Regulation, Power Futures Lab

Segment 2: Country Insights

Country regulators will provide a 10-minute presentation on their country's power sector, focusing on key regulatory topics & challenges experienced

- Uganda: **Edward Iruura**, Director Financial Services, Electricity Regulatory Authority
- Namibia: **Robert Kahimise**, Chief Executive Officer, Electricity Control Board
- South Africa: **Nhlanhla Gumede**, Full-Time Regulator

Member, National Energy Regulator of South Africa

- Kenya: **Daniel Kiptoo Bargarora**, Chief Executive Officer, Energy & Petroleum Regulatory Authority

Segment 3: Investor Perspective

- Investor perspective on the regulatory frameworks needed to attract investment
- Insights from an investor's perspective regarding regulations and the key frameworks required to attract renewable energy investments.

Segment 4: The Regulation – Investment Nexus in Africa

Charied by **Peter Twesigye**, the panel discussion will focus on:

- How regulatory actions and inactions impact investment decisions in the African renewable energy sector.
- Innovative regulatory approaches that can promote sustainability and attract renewable investments.
- How collaboration between governments and private investors can drive renewable energy growth.

Segment 5: Conclusions

Wikus Kruger will summarise one or two key takeaways and discuss Power Futures Lab broad mandate of enhancing understanding and building capacity in infrastructure investment, reform, and regulation in Africa.

16h00 End of The Regulation – Investment Nexus in Africa meeting

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Sponsorship package includes:

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- 50% discount off any additional tickets
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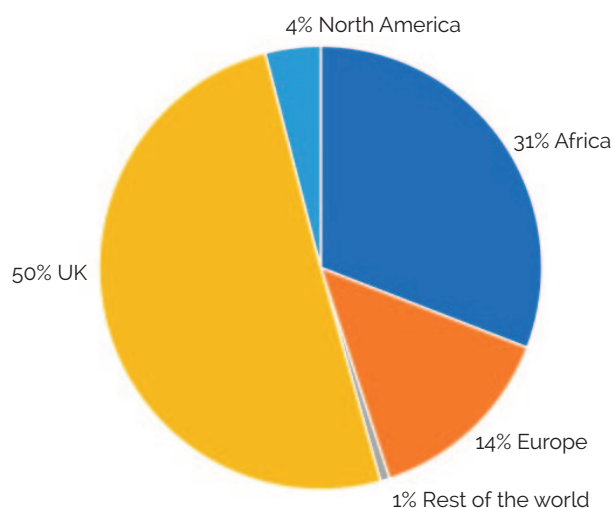
Contact **Ricky Purnell** for more details:

T: +44 (0) 7919 130 324 **E:** ricky@cbi-meetings.com **W:** africa-investment-exchange.com

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

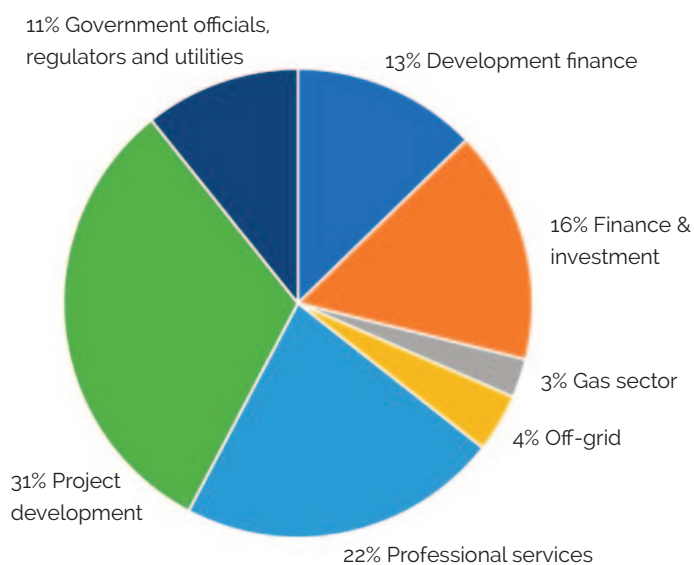
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Project development

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



Attend AIX: Power & Renewables



Ticket for **AIX: Power & Renewables – 1 to 2 November 2023**

£2,050.00 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-Jan 2024

Book now

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

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



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