



Africa Investment Exchange

Nairobi

Serena Hotel | 12-13 March 2024

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africa-investment-exchange.com

AIX: Nairobi 2024

The third AIX Nairobi¹ will bring together policy makers, financiers, developers, investors and a range of other stakeholders, to **discuss ways to develop sustainable projects** and define **how climate finance commitments can be implemented to scale up the industry** with the maximum impact for all stakeholders.

The meeting provides a significant platform for governments, institutions and other stakeholder groups to **hold free and frank discourse on major policy issues in Kenya and the wider region.**

Practical responses to the policy debate

AIX: Nairobi will analyse progress in establishing a **climate finance agenda that speeds electricity supply industry development** following

December's COP28 global climate summit.

The meeting will also provide a **platform for international finance to interact with East African issues and opportunities.**

In the spirit of the **Nairobi Declaration on Green Growth and Climate Finance Solutions**, AIX: Nairobi seeks to find ways to increase understanding and accelerate sustainable and equitable energy development, finance and investment.

Exhibitor at AIX Nairobi



¹ AIX: Nairobi meetings were held at the Norfolk Hotel in 2018 (<https://bit.ly/AIX-Nairobi-2018>) and 2019 (<https://bit.ly/AIX-Nairobi-2019>), until Covid-19 intervened to cancel the planned 2020 event.

"AIX is by far my favourite annual event and I would be delighted to participate again next year"

Cathy Oxby - Chief Commercial Officer, Africa GreenCo



Setting the agenda

About AIX

The Africa Investment Exchange (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.

During that decade, AIX has provided a unique platform for debate on developing sustainable projects – and especially how to **match the money available with appropriate investments** – within a framework of transparent policy and governance.

Held under the **Chatham House Rule**², AIX meetings are structured as a lively mix of

moderated and often highly interactive panel discussions, where industry issues are debated candidly by investors and sector leaders.

Feedback from regular attendees has consistently emphasised AIX's impact on their thinking, long-term strategies and decisions. Participants can point to having made crucial introductions in the formative stages of prominent projects at an AIX event.

² The Chatham House Rule allows for more open debate as "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".

Latest panellists



**Ali
Mohamed**

Executive Office
of the President



**Daniel
Kiptoo**

EPRA



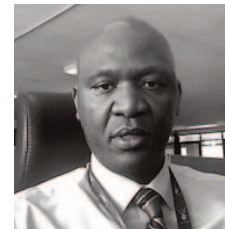
**John
Mativo**

KETRACO



**Ronoh
Kibet**

KenGen



**Samson
Ondiek**

KPLC



**Obbie
Banda**

ATIDI



**Lucy
Chege**

TDB



**James
Cruz**

Rebel



**Khilna
Dodhia**

IFC



**David
Ekabouma**

GreenMax Capital
Advisors

Latest panellists



**Gillian-Alexandre
Huart**

ENGIE Energy
Access



**Willy
Ileri**

Milele Energy



**Hiro
Iwanaga**

Talus
Renewables



**Joyce
Kabui**

GH2



**Sylvie
Mahieu**

AfDB



**Chidi
Mike-Eneh**

InfraCredit



**Farid
Mohamed**

Pipal



**Anthony
Murungaru**

Proparco



**Beatrice
Muthoni**

InfraCo Africa



**Peter
Ndichu**

Catalyst Fund



**Bilha
Ndirangu**

Great Carbon
Valley



**Toukam
Ngoufanke**

Persistent



**Chanda
Nxumalo**

Harmattan
Renewables



**Eugene
Obiero**

Serengeti Energy



**Sophie
Odupoy**

KOKO Networks



**John
Ouko**

AMDA



**Rajesh
Ramesh**

Amea Power



**Geoffrey
Ronoh**

Ofgen



**Roland
Tatnall**

Naimon Capital



**Edouard
Wenseleers**

Globeleq

12 March 2024 – Day one



08h30 to 09h00

Registration & coffee

09h00 to 10h45

Making global-scale climate finance a reality: financing and implementing projects

Opening **big picture discussion** on key issues facing the African electricity supply industry (ESI), the energy transition and wider development issues, with a focus on **drawing in private finance** and turning **headline climate finance commitments into impactful investments**.

Chair: **Eric Mwangi** Advisor to the Climate Envoy in the Office of the President

- **Climate finance beyond the promises** – the process of activating international instruments to underpin the energy transition, climate justice and equitable development has proven slower and more complex than many advocates believed:
 - Will financial/investment flows ever come to match (or even exceed) the rhetoric?
- Balancing renewables and the impact of **regional integration on the energy mix** – does East Africa and the wider continent have enough power to meet ambitions?
- What do trends captured by **African Energy Live Data** tell us about the likely extent of short-, medium- and long-term growth?
- Are **gas and even coal** still appropriate fuel types? If so, how should the debate be framed?
- Sectors where up-scaled renewable energy can feed into industrial and social development – defining stakeholder roles.
 - Is **hydrogen really the answer**? Fitting GH2, green ammonia and other Power-to-X (P2X) products into the mix.
 - Is storage the key to **grid stabilisation**? What does it mean for East African economies and is implementation too slow?
- Is the **future off-grid** – for domestic consumption, C&I and economies that are going to leapfrog older technologies?

Ali Mohamed

Special Envoy for Climate Change, Executive Office of the President, Kenya

Hiro Iwanaga

Co-Founder, Talus Renewables

Senior Representative

Fortescue Future Industries

Bilha Ndirangu

Chief Executive Officer, Great Carbon Valley

10h45 Coffee

12 March 2024 – Day one

11h20 to 12h45

Focus on scaling-up finance

This session will seek to clarify policy positions and highlight how project implementation and financial flows can be accelerated.

Chair: **Jon Marks**, Founder, African Energy

- Mobilising finance during a period of debt distress
- How to scale up finance during a period of sovereign debt concerns and pressure on corporates and consumer budgets?
- Debt and equity
- Newer stakeholder groups (ie Middle East capital, philanthropy) and instruments. (Including African Energy Live Data analysis)
- Risk mitigation – with many governments less willing or able to provide guarantees for projects, can markets take up the slack, with greater participation from insurance providers and other players.
- Green bonds and other innovative instruments
- The critical role of local banks and other African financing solutions

Obbie Banda

Underwriter & Acting RLSF Coordinator, ATIDI

Soumya Banerjee

Regional Industry Manager, Infrastructure and Natural Resources Eastern Africa, IFC

Lucy Chege

Associate Executive, Project & Infrastructure Finance, TDB

Angelous Kamande

Head of Finance Access Advisory Services, GET.invest*

Sylvie Mahieu

Head of Private Sector Operations - East Africa, AfDB



12h45 to 14h00 Lunch

Visit bit.ly/AIXNairobi to see the latest updates, read panellists' biographies, book your ticket and for more information on the AIX Nairobi 2024 meeting.

12 March 2024 – Day one

14h00 to 15h15

Focus on scaling-up projects

Chair: **Chanda Nxumalo**, Director, Harmattan Renewables

- What models should the next generation of power and P2X take?
Do integrated energy-industrial schemes hold a key to rapid industrialisation?
- How does the IPP model fit into developing the ESI? It is still fit for purpose?
How are the new generation of independent transmission projects faring? (This will be discussed in greater detail on AIX Day 2.)
- Project preparation, early stage development, procurement programmes and closing projects – are these long-standing bottlenecks finally being overcome?
- Are gas and even coal still appropriate fuel types?
- Is the future in reality off-grid – for domestic consumption, C&I and economies that are going to leapfrog older technologies?
- How do planners and investors tie all these things together?

Willy Ileri

Executive Director, Milele Energy

Ronoh Kibet

Manager, New Business & Partnerships and Technical Assistant to the MD & CEO, KenGen

Rivhatshinyi Mandavha

Investment Manager, Norfund

Rajesh Ramesh

Senior Manager - Business & Project Development, AMEA Power

Edouard Wenseleers

Managing Director, Business Development, Head of East Africa, Globeleq

15h15 to 15h45 Afternoon break

15h45 to 17h15

E-mobility and its impact on power systems

Chair: **Khilna Dodhia**, Senior Investment Officer, Infrastructure & Natural Resources Africa, IFC

- E-mobility is exciting a lot of potential and actual investors: analysis of investments in electric vehicles, especially for public transportation, show how EVs are an 'electricity question' that can answer significant problems (such as air pollution in Nairobi).
- It is calculated that overnight charging of a huge fleet of electric buses could use Kenyan wind and geothermal resources which are largely wasted in the current energy surplus.
- But EVs are also a test for those looking to practical solutions for a cleaner future.

Jit Bhattacharya

Co-Founder and CEO, BasiGo

James Cruz

PPP Expert, Rebel Group

David Ekabouma

Managing Director for Blended Finance, GreenMax Capital Group

Daniel Kiptoo

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

Toukam Ngoufanke

Partner, Persistent

12 March 2024 – Day one

17h30 to 19h00

Evening reception



To discuss sponsorship opportunities at the AIX meetings, please contact

[Ricky Purnell](#) | T: +44 (0) 7919 130 324 | E: ricky@cbi-meetings.com



"Fascinating discussion from borrower and lender perspectives on current availability, pricing, terms and structures of debt financing in the off-grid space. Kudos to the AIX team for another great event."

Cliff Aron, Principal,
GreenMax Capital Advisors

13 March 2024 – Day two



08h30 to 09h00

Registration & coffee

09h00 to 10h45

The outlook for Kenya and East Africa

Chair: **Jon Marks**, Founder, African Energy

- A review of Kenya's renewable energy focused generation policy – the situation today and how policy-makers, developers and investors see it evolving.
- How realistic are plans for East African energy industries to become more integrated via electricity interconnections, pipelines and shared policy?
- Examining key institutional themes for grid operations in Africa today.
- What is required to extend the grid, build the "next generation" of power networks and achieve a low carbon system.

John Mativo

Managing Director, Kenya Electricity Transmission Company (KETRACO)

Farid Mohamed

Director, Pipal

Samson Ondiek

Deputy Director, Utility Consultancy, Kenya Power and Lighting Company

Kaniaru Wacieni

Senior Investment Director, Africa50*

10h45 Coffee

13 March 2024 – Day two

11h15 to 12h00

ESG, engaging the community and other 'people' issues

This session will focus on environmental, social and governance issues and the evaluation of genuine impacts that should have a very positive impact on projects at all levels – if properly implemented.

- Community engagement across the project lifecycle.
- Managing land-related issues.
- Gender issues all aides must take into account.
- Best practice for handling political and reputational risks.

Anthony Murungaru

Investment Officer, Energy and Infrastructure, Proparco

Eugene Obiero

Development Manager, Eastern Africa, Serengeti Energy

Sophie Odupoy

Head of Public Affairs, Koko Networks

12h00 to 12h30

Carbon credits snapshot

- A look at market trends, shifting projects and prices.
- Why is there so much apparent grassroots suspicion of them?

Ash Bermani

Carbon Markets Lead, Climate Action Platform for Africa (CAP-A)

Peter Ndichu

Venture Builder, Catalyst Fund

Ward Nusselder

Senior Investment Officer | Energy, FMO

12h30 Lunch



* Awaiting final confirmation

13 March 2024 – Day two

13h45 to 14h45

Integrating off-grid

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

- Focus on off-grid solutions complementing T&D plans and electrification programmes. What is government's role here?
- What data is available on the region's established solar home systems (SHS) and mini-grid sector and what do recent findings tell policy-makers and investors?
- Innovative financing initiatives to unlock local capital and other solutions to overcome the lack of commercial finance.

Alban Deheunynck

Executive Director, Cygnum Capital

Jadiel Guantai

Investment Manager, Trine

Gillian-Alexandre Huart

Chief Executive Officer, ENGIE Energy Access

Chidi Mike-Eneh

Head of Credit Risk, InfraCredit

Beatrice Muthoni

Business Development Manager, InfraCo Africa

John Ouko

Chief Operations Officer, AMDA

14h45 Short break

15h15 to 16h30

Accelerating C&I

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

- Commercial and industrial solutions are taking root in many countries. How far will C&I be allowed to go?
- What effect will turning to autonomous solutions have on markets and utilities?
- How will C&I evolve and are the funding mechanisms in place to facilitate scale up?

Florian Cammas

Director, Finergreen

Daniel Kiptoo

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

Geoffrey Ronoh

Co-founder, Ofgen

Roland Tatnall

Director, Naimon Capital

16h15 to 16h30 AIX Nairobi round-up and final question

18h30 to 21h00

Evening reception hosted by the British High Commission



Sponsorship options

Sponsorship package includes:

- Passes for you and additional guest passes for your clients or partners
- Input on the agenda
- One panellist speaking slot
- 50% discount off any additional tickets
- Corporate logo on marketing material
- Full page colour advert in the meeting book
- Photos of panel sessions for social media

Additional options

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

Contact [Ricky Purnell](#) Business and Sponsorship Consultant more details on the sponsorship options

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Lanyard sponsor

Approx 250 printed with logo and strapline for delegates



Session sponsor

Input on the programme and panel discussions



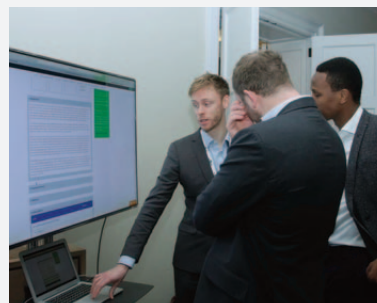
Evening reception sponsor

Held at the conference venue



Coffee breaks sponsor

6 coffee breaks including before plenary session



Exhibition area

3m x 2m including poseur table in networking room



Lunch sponsor

Held at the conference venue

About African Energy

Established in 1998, African Energy was initially a printed newsletter conceived by Cross-border Information (Cbi), under contract to the Financial Times Energy group and later Platts, to provide an independent source of news and analysis of Africa's energy industries. In 2003, Cbi purchased African Energy in a management buy-out.

The editorial team went on to invest heavily in the newsletter, developing country-by-country listings for power, oil and gas projects and producing colour maps to illustrate feature articles. African Energy has expanded ever since.

Realising the potential behind its growing library of maps, African Energy worked with experienced cartographer journalist David Burles to create the first **African Energy Atlas** in 2007. With maps, graphics and articles covering all aspects of the energy sector, and regular editions, the Atlas has since become the essential reference book for all energy professionals working in Africa.

Listening to the market

The newsletter evolved into an electronic format with an extensive network of in-country researchers and associates in over 40 African countries. African Energy now has full-time staff on the continent.

With an online presence came an increasing requests for bespoke information and reports. Responding to the market, African Energy became a provider of **consultancy services** designed to support decision-making throughout all stages of the project development and investment cycle.

Since 2010, African Energy has conducted work for a wide range of public and private sector clients including private equity, institutional and other investors, financiers, project developers and international organisations.

At the heart of the debate

From its very early days, African Energy's editorial team led by founder Jon Marks was in high demand by media outlets and conference companies for their expertise and insight on key issues.

In the early 2000s, African Energy established AfricaHardball, an Africa-focused political risk roundtable series held under the Chatham House Rule.

In late 2013, African Energy partnered with experienced conference producer Bruno Coburn to develop the **Africa Investment Exchange**, a series of content-rich expert-led dialogues for leading investors in Africa's high growth industries. Flagship annual meetings include AIX: Power & Renewables and AIX: Energy in Transition.

Delivering data for a challenging environment

Data collection and analysis has been central to African Energy's work since it was established in 1998.

Close monitoring of project developments, particularly in the power sector, was a contributing factor to African Energy's work with the AEEP Secretariat from 2012 to create a database and monitoring tool to measure progress towards agreed Africa-EU targets for energy access, energy security and renewable energy and energy efficiency.

The **African Energy Live Data** platform was launched in September 2017, as an innovative and interactive data platform which features continually updated and verified data and profiles on more than 7,000 power plants and projects across Africa and the organisations behind them.



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

Testimonials



“The best Nigerian energy focused panel I've attended... and I've been to loads.”

Feedback from one of the AIX: Energy in Transition 2023 participants.

“I would like to say that you prepared a brilliant event. It really stimulates collaboration and innovative thinking around the African energy industry. It was valuable for the networking but also to hear the opinions of relevant stakeholders in the industry.”

Francisco Lopez, General Manager, AEE Power Ventures



“It was a pleasure sharing and learning from each other.”

Ziria Waako, CEO, Electricity Regulatory Authority



“AIX conferences are unique in that they allow new entrants to gain a base of understanding on an issue while giving more experienced practitioners a platform to collaborate on current market dynamics.”

Jason Bauer, Director, MCC



A wide range of stakeholders

Participating organisations at the AIX: Nairobi meetings in 2018 & 2019:

Utilities, regulators and officials

Energy Regulatory Commission of Kenya, EWURA, Tanzania, KenGen, Kenya Electricity Transmission Company (KETRACO), Kenya Oil & Gas Association, Kenya Power, Kenya Tea Development Agency, Ministry of Energy, Kenya, Ministry of Water Irrigation and Energy, Kenya, Rural Electrification Agency, Uganda, Energy and Water Utilities Regulatory Authority (EWURA), UK Department for International Trade, US Trade and Development Agency, USAID Kenya and East Africa

Finance and investment

A.P. Moller Capital, Actis, Adenium Energy Capital, African Development Bank, African Infrastructure Investment Managers (AIIM), African Trade Insurance Agency (ATI), Agence Française de Développement (AFD), ARCH Emerging Market Partners, BIO-Invest, British International Investment (BII), Camco, Citibank, Climate Fund Managers, Co-operative Bank of Kenya, Convergence Finance, E3 Capital, Emerging Africa Infrastructure Fund (EAIF), European Investment Bank (EIB), Everstrong Capital, Finergreen, FMO, GreenMax Capital Group, GuarantCo, Industrial Promotion Services (IPS), Inspired Evolution Investment Management, International Finance Corporation (IFC), KfW, Lendable, Lion's Head Global Partners, Meridiam, Nedbank, Norfund, OPIC, Proparco, Rand Merchant Bank, ResponsAbility, Standard Chartered Bank, Stoa Energy, SunFunder

Off-grid

Africa Minigrad Developers Association, Astonfield Solar, Azuri Technologies, BBOX, CrossBoundary Energy, Energy 4 Impact, GMG Facility Kenya, GOGLA, GridX Africa, Nuru, Ofgen, PowerGen Renewable Energy, Powerhive, Renewvia Energy

Power and infrastructure

Africa Energy Development Corporation, AMEA Power, BayWa r.e., Berkeley Energy, BioTherm Energy, Circle Gas, Craftskills, Diamond Generating Europe, Engie, Eni, GE Power, GigaWatt Global, Globeleq, InfraCo Africa, JinkoSolar, Kenergy Renewables, Kipeto Energy, Quantum Power, responsAbility Renewable Energy Holding (rAREH), Sagalla City, Siemens, SMA Sunbelt Energy, Symbion Power, Tembo Power, Tesla, Virunga Power, Wartsila, Windlab, Worley Parsons

Professional services

Aelex, Africa Legal Network, Anjarwalla & Khanna, Bowmans, Dalberg Advisors, DNV, Fichtner, GSMA, Herbert Smith Freehills, Leadwood Energy, MMC Africa Law, Multiconsult, Spanish Embassy in Nairobi, UL Renewables

Contact Lauren Slater for more AIX: Nairobi details

Email: lauren@cbi-meetings.com

WhatsApp: +44 78 45 56 47 51



Attend AIX: Nairobi



Ticket for **AIX: Nairobi – 12 to 13 March 2024**
(Includes a 10% early-bird discount until 1 March)

£1080 plus 16% VAT

(Full price ticket is £1200 plus Kenya 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 Jan to April 2024.

Book now

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

T: +44 (0) 78 45 56 47 51 **E:** 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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Contact Lauren Slater for details on hotel accommodation rates and how to book your room.

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E: lauren@cbi-meetings.co.uk

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