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**EARLY-CONFIRMED SPEAKERS**



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## WHO ELSE YOU WILL MEET

Focusing on the following attendees, Clean Energy Africa will provide a deal-making platform with access to low-carbon energy at its heart. This is the only event that brings together all of the stakeholders dependent on new, reliable generation:

- Large energy buyers
- Government ministers
- Local utilities and grid
- International developers, IPPs, EPCs and installers
- Development banks
- Commercial banks – local and commercial
- Funds and equity investors
- Energy buyers, both commercial and public sector
- Rural electrification experts
- Foreign direct investors
- Consumer appliance manufacturers
- Mobile payments experts
- Micro-financiers

## CONFERENCE DRAFT AGENDA

KEYNOTE PLENARY SESSIONS  
WEST AFRICA UPDATE

### DAY ONE: 4 April 2017

#### REGISTRATION AND COFFEE

OPENING ADDRESS FROM THE CHAIR

#### OPENING CEREMONY

#### FROM RHETORIC TO ACTION: GETTING ENERGY INSTALLATIONS DONE

- COP 21 & 22: what impact have we seen in Africa?
- If we can “leapfrog” the west’s approach to energy infrastructure, how can Africa lead the way in clean energy innovation?
- Developing local supply chains, jobs and attracting inward investment
- Promoting local manufacturing, research and development

#### ECOWAS – 2017 CLEAN ENERGY HIGHLIGHTS AND OPPORTUNITIES

- 2GW clean energy corridor: update on what has been installed so far
- Where will the 2GW be installed and what mix of technologies should be included?
- How can businesses win tenders in the corridor?
- What progress has SE4ALL made in 2016 and 2017?

Networking refreshment break

#### KEYNOTE MINISTERIAL SPEECHES

This session will allow key government officials to outline energy policy as it relates to renewables, updating the audience on how to work with government in collaboration and how to access incentives, credit enhancements or guarantees.

- Ghana: post-election, how will the government encourage a strong clean power industry?
- Nigeria: lowering the barriers to investment in clean energy: update and next steps
- Senegal: using renewables to improve the economy and provide access to training and jobs
- Cote D’Ivoire: the future as a hub of energy excellence in sub-Saharan Africa
- Interconnectivity and co-operation in West Africa
- The role of the international community and interplay between private and public sector

### PANEL DEBATE: ECONOMICS AND ELECTRICITY

- Economic growth – how will the story change in 2017?
- What expectations do we have for power prices?
- How have low oil prices affected key African economies?
- As oil prices increase, what should we expect?
- What's happening in terms of purchasing power in sub-Saharan Africa?

Networking luncheon



### WELCOME FROM THE CHAIR

### PANEL DEBATE: ACCESS TO FINANCE: COMMERCIAL BANK PERSPECTIVE

- How can developers meet bankability criteria?
- How can banks enable a project to move forward?
- How are banks not investing in renewables judging the market?

### 14:40 OFF-TAKER PANEL: UTILITY PERSPECTIVE

- Feedback from local utilities what is needed from the solar industry?
- Credit enhancements and guarantees

Networking refreshment break



### OFF-TAKER SEMINAR: LARGE ENERGY BUYERS

Designed to guide the solar industry on the needs of large energy buyers.

Panellists will represent:

- Mining companies
- Telecoms companies
- Cement companies
- Manufacturing and heavy industrial
- Shopping malls
- Food processing
- Farms
- Airports
- Schools and Universities
- Hospitals

### COMMODITIES MARKETS AND THE IMPACT ON BUSINESS AS USUAL

WRAP UP FROM THE CHAIR AND NETWORKING DRINKS RECEPTION



### WELCOME FROM THE CHAIR

### HOW DO WE FINANCE THE SUB-500 KW MARKET?

- Aggregation and securitisation of assets
- Are the multi-laterals providing enough liquidity in this space?
- Understanding creditworthiness of counterparties
- Raising finance – case studies
- Grants, debt, equity and impact investment – what's really driving the market?

### BUSINESS MODEL DESIGN THAT ENABLES SCALE-UP

There are a lot of businesses doing interesting one-off projects, how can we make sure their work is able to scale up so that it really makes a positive impact?

- What elements do companies need to have to be able to scale up?
- What kind of partnerships might be useful?
- How do you avoid plateauing?
- Examples of global off-grid businesses, what features do they share?

Networking refreshment break

### GLOBAL LEAP PROGRAMME: ENERGY EFFICIENT SMALL APPLIANCES

The global market for off-grid appliances is poised for rapid, significant growth. By 2020, the market for three of the most promising off-grid appliances - fans, televisions, and refrigerators - has the potential to reach \$4.7B per year. This means these markets could grow from an estimated \$524M in 2015 to \$4.7B in 2020, an 800% increase. 1.2 billion people live without access to electricity, and another billion have unreliable access. This seminar will look at the work of the Global LEAP programme and will showcase some of the designs submitted so far.

### KEYNOTE: OFF-GRID SCALE UP – AFRICA'S FIRST DISTRIBUTED UTILITY MODEL

WRAP UP FROM THE CHAIR AND NETWORKING DRINKS RECEPTION

## DAY TWO: 5 April 2017

### BREAKFAST BRIEFING: ENABLING LOCAL MANUFACTURING BUSINESS

Attendees will gather to see how different governments have managed to establish local manufacturing industries. Speakers will review:

- Local content rules and their efficacy
- Attracting people into manufacturing jobs
- Local training: requirements on businesses and the role of the education sector
- Building a local supply chain
- Case studies

### KEYNOTE PLENARY SESSIONS

Re-registration and coffee

#### OPENING REMARKS FROM THE CHAIR

#### KEYNOTE: HOW SHOULD INDUSTRY CREATE A POSITIVE SOCIAL IMPACT

- The impact of no energy
- Ensuring the clean energy industry is prepared to work with communities
- Creating opportunities for skilled employment
- Bringing women into the industry

### EAST AFRICA UPDATE

#### RENEWABLE ENERGY IN EAST AFRICA: HOW ARE GOVERNMENTS WORKING WITH THE RENEWABLE INDUSTRY?

- A wind and geothermal success story – how have the Kenyan government encouraged investment into renewable energy?
- Zambia – overview of the Renewable Energy Feed-In Tariff (REFIT) program – why was it a success?
- Rwanda – access to power initiatives
- Uganda – speeding up the rate of solar adoption

### MINISTERIAL DISCUSSION

#### THE ROLE OF THE INTERNATIONAL COMMUNITY

African government ministers will address how different international agencies' work has affected up-take of renewable energy and facilitated access to energy. The session will include both a panel from Ministers and round table discussions from the audience, followed by an interactive debate with all attendees. Invitations to:

Networking refreshment break

### CAN YOU GO 100% RENEWABLE?

#### PANEL DEBATE: CORPORATE ACCESS TO POWER

- What is the impact on businesses of blackouts, brown outs and load-shedding?
- What does the renewables industry need to understand about business power needs?
- What's the RE100 and why does it matter?
- What budget has been allocated to renewables now?
- Which technologies are companies deploying
- How does this apply across sub-Saharan Africa?

Networking luncheon

### FUTURE TECH SEMINAR

#### WHAT WILL FUTURE TECHNOLOGIES LOOK LIKE?

- Fast forward to 2020: what kind of products will we see in the market?
- Given current technologies in circulation, what challenges are not being solved?
- Where are opportunities for collaboration and what kind of companies should be working together?
- How are macro technology trends (e.g. internet of things, big data, electric vehicles (EVs), autonomous vehicles (AVs)) going to impact the market?
- Bringing it all together: solar PV, storage, IT, data, EVs and AVs
- What's going to disrupt the market next?

### WOMEN IN AFRICAN RENEWABLES

#### ENCOURAGING MORE WOMEN INTO THE RENEWABLE ENERGY INDUSTRY

- What programmes already exist and have you heard of them?
- Case studies from women-owned businesses
- Future leaders: how can we support the next generation of entrepreneurs and leaders?
- Creating stronger networks
- An update on the ECOWAS Study on gender assessments for energy infrastructure
- Where do we want to be by 2025 in terms of female inclusion in the workforce?



#### OPENING REMARKS FROM THE CHAIR

#### CASE STUDY: NOVA SCOTIA POWER PLANT – 100MW IN NIGERIA

#### RWANDAN CASE STUDY: THE SOLAR FIELD AT THE AGAHOZO SHALOM YOUTH VILLAGE

- Overview of the project: 8.5 MW
- Timescale – Africa’s fastest deployment
- The benefits to the village

#### WIND, SOLAR AND STORAGE – A DEVELOPER CASE STUDY

- Wind and solar projects in East Africa
- How do we see storage changing the game?
- What additional opportunities could storage provide?
- Supply chains – how do we get equipment from A to B?

#### WHAT’S THE FUTURE OF HYDRO IN AFRICA?

Networking refreshment break

#### FUND PANEL – PERSPECTIVES ON INVESTING IN AFRICAN RENEWABLE PROJECTS

- What appetite do funds already investing in African infrastructure have for renewables?
- How can the industry lower risk?

#### BATTERY STORAGE

- Overview of the key technologies: Lithium-ion versus Lead Acid
- Second life batteries
- Myths and misconceptions
- What can storage do and where is it best utilised?
- Project case studies



#### OPENING REMARKS FROM THE CHAIR

#### RENEWABLES, JOBS AND COMMUNITIES

- How can the renewable industry provide sustainable, professional jobs?
- What is the industry doing to encourage women into the sector
- Methods to engage communities: bonds, local investment and benefits beyond finance



#### LIGHTING SEMINAR

- If lighting is the first step towards electrification, how do you ensure people progress?
- How are technologies changing and what capabilities are being added?
- What is the industry doing to ensure quality equipment is being sold and distributed – do we need an official quality mark?
- How can you set up an effective distribution team and network?

#### MICROFINANCE AND CROWD FUNDING

- Who is active in the market?
- Case studies
- How to close finance

Networking refreshment break



#### MICRO-GRID/NANO-GRID

- Which areas are better for microgrids, which better for nanogrids?
- Residential Vs commercial: doing business in different sectors
- What are the best finance options?
- What will your customers want
- How can you sell to customers and educate them?

#### JOBS AND INSTALLER TRAINING

Most of the capacity that gets built will be small-scale, off-grid and rooftop or “last mile” so there is a huge opportunity for governments to ensure that local installers win business in their home markets.

- Understanding energy use and designing a system to match
- Installing panels, inverters, batteries
- Selecting the best equipment for the job