



4th Africa Mini Grids Summit

21 - 22 March 2018 | Nairobi, Kenya

Accelerating Mini Grids Deployment in Sub-Saharan Africa

By 2040, an estimated 140 million rural Africans will get electricity from mini-grids, requiring more than 100,000 mini-grids to be built.

The mini-grids sector is attracting increasing interest. The bankability of mini-grids is boosted with government intervention funds, credits, sovereign guarantee, donor credit facility and are increasingly appealing to traditional financial institutions

The World Bank recently added substantial impetus to the wave of off-grid solar energy projects sweeping across Sub-Saharan Africa. The "Off-Grid Solar Access Project for Underserved Counties" initiative in Kenya is expected to provide modern, off-grid solar electricity services to an estimated 1.3 million people in 277,000 households across 14 counties in Kenya.

In Tanzania, the government is committed to off-grid electrification using renewable energies to meet the power needs of the rural and remote areas. With more than 70 percent of Tanzania's population lacking access to electricity, mini-grids have enormous potential to electrify rural communities.

The African Development Bank "New Deal on Energy for Africa," aims to provide energy to 205 million people in Africa by 2025, with 75 million of those being connected through solar energy and other connections outside the national electricity grids.

Join us at the 4th Africa Mini Grids Summit where these timely and industry-relevant issues will be discussed:

- ❖ Different Approaches to Mini-Grids Implementation and Partnerships
- ❖ Enabling a Mini-Grids Framework for Small-Scale Producers
- ❖ Mini-Grid Policies and Regulation Updates of African Countries
- ❖ Bankability and Commercial Models
- ❖ Changing Landscapes for Mini-Grids Financing
- ❖ Advancing the Use of Green Mini-Grids in Africa
- ❖ Attaining the Social License to Operate from Local Communities
- ❖ Avoiding Stranded Asset and Managing Investor Risks when the Grid Arrives
- ❖ Hybrid Technologies Integration plus the Growing Importance of Energy Storage in Mini-Grids
- ❖ Technology Choices and Design
- ❖ Attracting Big-Time Investors and Commercial End-Users to Recharge the Mini-Grids Ecosystem
- ❖ Pricing Issues for Africa: Affordable Costs of Energy vs Investor/Business Profits
- ❖ Innovative Tariff Structures
- ❖ Investor Risk vs What is Acceptable Profit in the African Context
- ❖ Innovative Financial Instruments
- ❖ Key to Success for Distributed Mini-Grids
- ❖ Attracting Finance and Developing Mini-Grids Business Plans
- ❖ Stimulating Investments by Developing More Attractive Deals

Join the Field Visit to the Kitonyoni Solar Mini Grid Project in Makueni County, Kenya



This enriching site visit to a live mini grid project will enable participants to understand first-hand the social, technical, economic and humanitarian benefits of this project and how it was executed. Kitonyoni is an off-grid rural market village in Makueni County, Kenya. This activity is supported by the government of Kenya and is a project of the University of Southampton.

Owned & Produced by:



Knowledge Partner:



Supporting Organizations:



www.africaminigrids.com

Be part of the Mini Grid Movement. Identify opportunities, form partnerships and move the industry forward!
Contact Louis today to secure your place at the Summit: +65 6846 2365 or louis@magenta-global.com.sg



The Summit Agenda at a Glance...



Who will be Attending this Summit?

- Mini Grid Developers
- Independent Power Producers
- Power Utilities
- Municipalities and Counties
- Government and Regulators (Ministry of Energy / Finance / Industry)
- International Financial Institutions
- Banks and Investment Firms
- Development Aid Agencies / DFIs
- Research Institutes
- Technology and Solutions Providers
- RE Developers (Solar, Hydro, Wind and Biogas)
- EPC Contractors
- Energy Storage solutions
- Engineering and Energy Consultants
- Legal Firm
- Solar Panel Manufacturers
- Public sector organisations
- NGOs

WEDNESDAY 21st MARCH

- ❖ Country & Market Opportunities Focus
- ❖ Donor Organisations Engagement Focus
- ❖ Policy, Regulatory & Bankability Focus
- ❖ Grid Integration Focus
- ❖ Financing & Investment Focus – Accelerating Private Investments
- ❖ Risk Management Focus

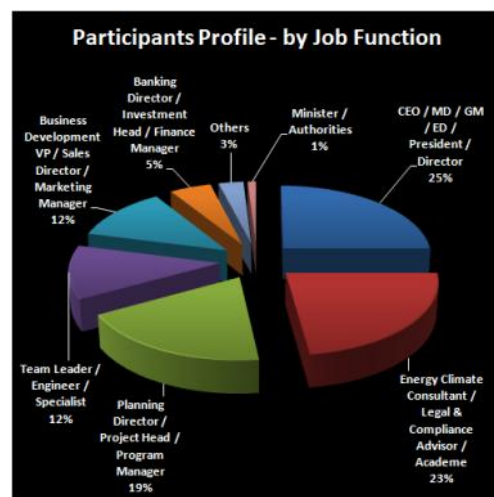
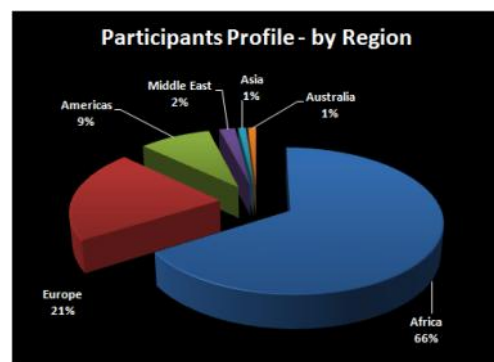
THURSDAY 22nd MARCH

- ❖ Developers & Market Platforms Focus
- ❖ Project Implementation & Boosting Success Rates Focus
- ❖ Case Studies on Mini Grids Projects: Key Enablers of Growth and Commercial Models
- ❖ Technology Enablers Focus
- ❖ Operation, Maintenance and Capacity Building Focus

FRIDAY 23rd MARCH

- ❖ Optional Field Visit to Kitonyoni Solar Mini Grid Project in Makueni County

Profile of Previous Participants:



Why You Must Not Miss this Summit:

621 million people are without access to the national grid (32% in SSA).
The grid is slow and hugely expensive.
Governments in Africa are looking towards off-grid solutions.

- The Africa Mini Grids Summit is the only authoritative mini grids-focused event in region bringing together public and private stakeholders
- Probe the exciting opportunities present in Africa's mini grids market and private sector participation
- Hear from policy makers and government officials the plans and targets for a coherent and favourable operating environment
- Meet with key stakeholders and decision makers involved in the revolution of Africa's electricity supply
- Find out how you can benefit from the incentives for investment
- Evaluate the business case for mini grids implementation and the latest technological applications relevant to your business
- Address the complexities involved with mini grids investments and how you can manage the risks and optimise ROI
- Learn more about the available financing options and the makings of a bankable mini grids project
- Adopt best practice strategies and technical know-how from successful projects in the region

3 Easy Ways to Participate:

1. Register as a **delegate** to benefit from direct insights of experts.
2. Showcase your brand and industry thought leadership in front of the very people that matter to your business by becoming a **sponsor**.
3. Exhibit your latest technologies and services in your own exclusive space by securing an **exhibition booth** at the event.

Power-Up Your Brand!

Limited **exhibition spaces** and **marketing platforms** are available for companies to showcase their products, services, and technology to industry players across the African region.


For Sponsorship & Exhibition, email marketing2@magenta-global.com.sg.

Call for Poster Presentations

Do you have a high-quality research outcome or product innovation that you would like to share with the participants but can't make it on the event dates? Limited **poster presentation panels** available.

Inquire today through marketing2@magenta-global.com.sg.

DAY ONE: Wednesday 21st March

08.30	Registration & Coffee
Opening Session	
09.00	Welcome Remarks by Magenta Global Maggie Tan, <i>CEO, Magenta Global Pte Ltd</i>
09.05	Opening Remarks by Summit Chairman Prof AbuBakr S Bahaj, <i>Professor of Sustainable Energy and Head of Energy & Climate Change Division, University of Southampton, UK</i>
09.15	Pathways to Electricity Access through Mini Grids and Solar Home Systems Prof AbuBakr S Bahaj, <i>Professor of Sustainable Energy and Head of Energy & Climate Change Division, University of Southampton, UK</i>
09.45	Kenya Electrification Programme: The Role of Mini Grids Robert Pavel Oimeke, <i>Ag Director General, Energy Regulatory Commission, Kenya</i>
10.15	Networking Coffee
Country Programmes Platform	
10.45	Potential of Mini Grids in Tanzania: Enabling Environment for Small Power Producers Engr Elieema N K Mkumbo, <i>Ag Director of Marketing Development & Technologies, Rural Energy Agency, Tanzania</i>
11.15	Rwanda Off-Grid Electricity Access Expansion Programs Engr Ron Weiss, <i>Chief Executive Officer, Rwanda Energy Group Rwanda (invited)</i>
11.45	Zambia Off-Grid Electrification Planning: Project Updates Suzyo Joe Silavwe, <i>Chief Engineer for Renewable Systems, Rural Electrification Authority, Zambia</i>
12.15	The Beyond the Grid Fund for Zambia: Early Results of an Innovative Results-based Financing Mechanism to Expand Energy Access, and Opportunities for Scale-up and Replication John Tkacik, <i>Senior Manager, Programme, Renewable Energy and Energy Efficiency Partnership (REEEP), Austria</i>
12.30	The Role of Mini Grids to Address Uganda's Power Deficit Benon Bena, <i>Head of Off-Grid Renewable Energy Development, Rural Electrification Agency, Uganda (invited)</i>
13.00	Networking Luncheon
Finance Platform	
14.00	Attracting Finance and Developing Mini Grids Business Plans Victor Ndiege, <i>Portfolio Manager, REACT, The AECF, Kenya</i>
14.30	Review of Business Models and Financing Needs for Mini Grid Deployment in West Africa (with Case Studies from Nigeria, Ivory Coast and Ghana) Clifford J Aron, <i>President & Founding Principal, GreenMax Capital Group</i>
15.00	AFD Grant Facility to Support Private Sector Mini Grids in Kenya Rita Laibuta, <i>Supervision Consultant (for AFD), Green Mini Grid Facility, Kenya</i> Joyce Demucci, <i>Team Leader, Innovation Energie Development</i>
15.30	Afternoon Refreshments
16.00	The Power of Data Collection in Mini Grid Development Amanda DelCore, <i>Associate, FACTOR(e) Ventures, USA</i>
16.30	Review of the Regulatory Systems in Place: Those that Enable Mini Grids and Those that Prevent Management Deployments InfraCo Africa (speaker to be advised)
17.15	End of Day One
18.00 to 21.00	Networking Drinks with Nairobi Energy Folks 

DAY TWO: Thursday 22nd March

Developers & Markets Platform	
09.00	Chairman's Remarks
09.05	Drivers & Best Practices of Mini Grids Operations in Africa Sam Slaughter, <i>CEO, PowerGen Renewable Energy</i>
09.30	Scaling-up Mini Grids Projects in Sub-Saharan Africa Eugene Obiero, <i>Senior Manager, Energy Projects, Camco Clean Energy</i>
10.00	Networking Coffee
10.30	Mini Grid Projects Spotlight: Case Studies from Project Developers A list of four invited mini grid developers including: Brian Kelly, <i>Managing Director, Virunga Power (other speakers currently being formalised)</i>
12.30	Networking Luncheon
13.30	Energy Storage: Implications for Mini Grids and the African Market <i>(speaker to be advised)</i>
14.00	KWHCoin/RiA Social Impact Fund for Off-Grid and Mini Grids Tony Tiyou, <i>Director, Renewables in Africa, UK</i>
14.30	Pay-As-You-Go (PAYG) and Other Off-Grid Business Models: What Works <i>(speaker to be advised)</i>
15.00	Afternoon Refreshments
15.30	PANEL DISCUSSION: Tariff Optimisation, Metering & Billing Platforms Panellists: Selected Summit speakers plus... Dr Daniel Schnitzer, <i>CEO, SparkMeter, USA</i>
16.00	International Energy Agency Task 9 Programme <ul style="list-style-type: none"> • Overview on IEA PVPS Task 9 regarding rural electrification support • Data collection and analyses of PV-Hybrid systems and PV-Diesel Systems within IEA Michael Müller, <i>Steca Elektronik GmbH, Germany</i>
16.30	PANEL DISCUSSION: Rural Electrification Regulators, REA and Industry panellists will debate the required platforms for mini grid scale-up and the required collaborations. Panellists: Selected Summit speakers plus... Paras Patel, <i>Investment Manager, Energy Access Ventures</i>
17.00	Chairman's Closing & End of Day Two

DAY THREE: Friday 23 March

Field Visit to Kitonyoni Solar Mini Grid Project	
08.30	All delegates to report at Hotel Lobby Briefing by Magenta Global
09.00	Proceed to the Site
12.30	Picnic Lunch
14.30	Return to Hotel
17.00	End of Field Visit & Summit

SUMMIT 2018 MEDIA PARTNERS:



DISCLAIMER: The program is correct at the time of publishing. The organiser may (at its sole discretion) change the format, speakers or any other aspect of the Conference at any time and for any reason, whether or not due to a Force Majeure Event, in each case without liability.

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FEE PER DELEGATE	EARLY BIRD FEE Register & Pay before 20 February 2018	REGULAR FEE Register & Pay after 20 February 2018
Single Participant	US\$ 1,499	US\$ 1,699
Corporate Group of 2 or more	US\$ 1,199	US\$ 1,399
Government Authorities / NGOs	US\$ 799	US\$ 999
Student Rate (<i>student ID card required</i>)	US\$ 250	US\$ 250

* Fees quoted are nett and exclusive of all taxes

Please tick one:

- I/We shall attend the Summit only - two days only (*Wed & Thu*)
 I/We shall attend both the Summit and the Field Visit - all three days (*Wed, Thu & Fri*)

1st Delegate	2nd Delegate
Salutation: Mrs/Ms/Mdm/Mr/Dr	Salutation: Mrs/Ms/Mdm/Mr/Dr
Name:	Name:
Position:	Position:
E-Mail:	E-Mail:
Mobile:	Mobile:
Landline:	Landline:
Fax:	Fax:

3rd Delegate	4th Delegate
Salutation: Mrs/Ms/Mdm/Mr/Dr	Salutation: Mrs/Ms/Mdm/Mr/Dr
Name:	Name:
Position:	Position:
E-Mail:	E-Mail:
Mobile:	Mobile:
Landline:	Landline:
Fax:	Fax:

Company: _____
 Address: _____
 City & Post Code: _____ Country: _____
 Main Business/Activity: _____
 Name of Training Manager: _____
 Contact Name for Payment Confirmation: _____
 Tel: _____ E-mail: _____

I am paying by:

Bank Transfer

Credit Card:   

Card Number: _____ Security Code: _____

Name on Card: _____ Expiry Date: _____

Signature: _____ (Please provide a photocopy of front and back of credit card)

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HOW TO REGISTER

PAYMENT DETAILS

- BANK TRANSFER:**
Payment by telegraphic transfer in US Dollars must be made payable to:

Magenta Global Pte Ltd
 OCBC Bank, Hougang Mall Branch
 Account No: 556-002236-301
 SWIFT Code: OCBCSGSG
 Address: 90 Hougang Avenue 10
 #01-01/02/03 Hougang Mall
 Singapore 538766

(All bank transfers must be marked clearly with the delegate name and event title. Bank Charges are to be deducted from participating company's own account.)

- CREDIT CARD:**
Payment by VISA (SGD), MasterCard (SGD) or AMEX (SGD & USD) accepted.

BOOKING CONDITIONS

Full payment must be received prior to the event for entrance to be guaranteed. If payment is not received a personal credit card will be required to allow entry.

A confirmation letter and invoice will be sent to you on receipt of your booking. If you are unable to attend, a substitute delegate is always welcome. If you cancel your place in writing 15 working days before the event, a cancellation fee of 10% shall be applicable. Thereafter cancellations are not refundable.

It may be necessary for reasons beyond the control of the organizers to alter the content, timing or venue. The company will not accept liability for any transport disruption or any claims whatsoever and in such circumstances the normal cancellation restrictions apply.

DATA PROTECTION

The personal information provided by you will be held on a database and may be shared with companies in the Magenta Group. Sometimes your details may be made available to external companies for marketing purposes.

If you do not wish your details to be used for this purpose, please email the Database Administrator at enquiry@magenta-global.com.sg.

CONFERENCE VENUE

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 Nairobi 00200, Kenya
 Landline: +254 (20) 3200 000

VISA REQUIREMENTS

Visitors to Kenya must hold a valid passport. Nationals of most countries are required to obtain visas to enter the country. Please check with your respective Kenyan embassy, consulate or travel agent for the latest status.

Invitation letter for travel visa will only be issued after receipt of full payment of fees.