Financing Sustainable Electrification
Africa Dialogues
UNON
13-15 April 2010, Nairobi, Kenya

Daily Agenda
[April 13, 2010]

Monday April 12, 2010
-Arrival-

18:00-20:00 Welcome Reception Cocktail at the Tribe – The Village Market Hotel, Nairobi

Tuesday April 13, 2010

Venue: United Nations Office in Nairobi (UNON)

Investor expectations: How can policy environment be optimized to reduce risk and attract financing for sustainable rural electrification projects?

08:00-8:30 Registration at UNON

08:30-09:00 Opening and Introduction
- Brief welcome by:
  - Mr. Andrew Yager, Officer in Charge, Water, Energy and Strategies Branch, Division for Sustainable Development, UNDESA
  - Ms. Johane Meagher, Executive Director, e8
  - Ms. Maryam Niamir-Fuller, GEF Executive Coordinator and Director, UNEP
- Workshop objectives and scope – defining sustainable rural electrification
- Introduction of participants

09:00-10:00 Perspectives on assessing policy frameworks that favor rural and peri-urban power project investment
- e8 members and partners to discuss business risk and successful financial models for sustainable and replicable rural electrification projects, from the utility industry perspective.
- Key issues covered to include:
  - Transparency and stability of energy and rural electrification policies;
  - Adapted regulatory frameworks;
  - Existence and stability of financial markets (end-user needs, asset financing, risk mitigation);
- Legal frameworks allowing the establishment of appropriate project legal structures, with mitigated liability and contract protection;
- Local government support for project licensing, permit and rights authorisation.
- Renewable technology options and associated risk
- Capacity building, in particular for renewable energy and new technologies
- Specific issues regarding peri-urban electrification (With expert's brief presentation)

**List of panellists:**
- Ms. Christine Heuraux, Head of Energy Access Program, e8-EDF, France
- Mr. Antonio Aguilera, Head of Carbon Credit Purchases and Portfolio Management, e8-RWE, Germany
- Mr. Simon Rolland, Policy and Development Officer, Alliance for Rural Electrification
- Ms. Connie Smyser, Partner, Smyser Associates
- Ms. Coretta Magongoa, Executive Manager, Eskom/Energy Poverty Action, South Africa

10:00-10:30  **Coffee Break**

10:30-12:15  **Case Study presentation and discussion**
- Lessons learned from implemented rural electrification projects:
  - From partnering organizations:
    - Ms. Johane Meagher, Executive Director, e8 – Galapagos Project
  - From participating countries:
    - Ms. Victoria Basson, CEO, Kwazulu Energy Service (KES), South Africa
    - Mr. Benon Bena, Manager Project Planning, Rural Electrification Agency, Uganda
    - Mr. Philimon Dhafana, Director of Rural Business Unit, Botswana Power Corporation, Botswana

- Q&A session and discussion with participants

12:15-13:30  **Lunch**

13:30-17:00  **Perspectives on risk and opportunities for power developers and financial institutions in the region:**

13:30-15:15  **Part I: Focus on perspectives from project developers, technology vendors, power industry actors**
- Presentations by and interactive discussion with **rural electrification** project developers, technology vendors, and construction firms on **key risk areas** hampering rural electrification project investment in the region, with a focus on risk (including financial risk) associated with the deployment of advanced clean power technologies with significant potential in the region.

**List of panellists:**
- Mr. David Otieno, Platform Manager of Regional Energy Advisory Platform - Eastern Africa, GTZ - EU Energy Initiative
- Mr. Thomas Fernandes, President, InSite International, Norway
• Mr. Peter Huisman, Tanzania Country Coordinator, Rural Energy Foundation, The Netherlands
• Mr. Andy Schroeter, Director, Sunlabob
• Mr. Ueli Scheuermeier, Director, Rural African Ventures Investments (RAVI)
• Mr. Hans Vestergaard, Managing Director for Vestas Benelux, Vestas Wind Turbine, Denmark
• Mr. Michael Wollny, Director Technical Sales, Off-Grid Systems, SMA Solar Technology, Germany
• Mr. Pieter Klimp, Managing Director, The Wind Factory International, Netherlands

15:15-15:30  Coffee Break

15:30-17:00  Part II: Focus on perspectives from financial institutions (local and foreign banks, micro-finance banks as well as multilateral development banks)

- Presentations and interactive discussion with the financial institutions and multilateral development banks on:
  o Risk assessment models used and applied in the region.
  o Public-Private-Partnership financial models: role of the private sector?
  o Key factors to secure funds for initial investment and for the sustainable replicability of projects

List of panellists, institutions, to be completed:
• Mr. Yogesh Vyas, Lead Environmental Specialist, African Development Bank
• Mr. Stephen Karekezi, Director, AFREPREN/FWD - Energy, Environment and Development Network for Africa, Kenya
• Ms. Marina Pannekeet, Investment Officer, Netherlands FMO Bank
• Mr. Hancox Wilson Jaoko, Regional Energy Advisor, US AID
• Mr. Medhi Dutheil, Executive Director, PlaNet Finance Advisory Services, South Africa
• Mr. Conrado Heruela, Task Manager, Climate Change Renewable Energy, UNEP/GEF

19:00-21:00  Dinner at the Tribe – The Village Market Hotel, Nairobi
How can countries in the region optimize their capacity to attract investment for sustainable rural electrification projects?

08:30-08:45  **Introducing the agenda of the day**  
**By UNDESA**

08:45-11:30  **Key policy strategies to attract rural electrification investment**  
**[Multi-stakeholder cross-country working groups followed by plenary session]** – Session I

- In interactive cross-country working group sessions, participants to identify and discuss obstacles to investment and opportunities for change in their respective countries.

- Specific issues to be addressed include, but not only:
  - Legal and regulatory frameworks
  - Tariffs, Subsidies and cost reduction incentives (Discuss Feed-In Tariffs)
  - Financial model options (Joint Ventures, CDM projects, Private-Public Partnerships (PPPs), direct investment etc.)
  - Renewable technology options and associated cost/opportunities
  - Regional cooperation
  - Role of the private sector, government, multilateral development banks and institutions
  - Local/regional capacity (R&D/Technology manufacturing/Operations and Maintenance)

- Invited practitioners (*Panellists from Day I*) address individual country representative questions, on selected issues, and offer insight and suggestions for action.

11:30-12:30  **Summary of main discussion outcomes in a plenary session**

**Moderator: Mr. Andrew Yager, Officer in Charge, Water, Energy and Strategies Branch, Division for Sustainable Development, UNDESA**

12:30-14:00  **Lunch**

14:00-17:00  **Key policy strategies to attract rural electrification power project investment**  
**[Country-Specific Working groups by country followed by plenary session]** – Session II

**Introduction by UNDESA**

- Country participants, with the support of practitioners and attending experts, draft and discuss general directions, strategies and guidance for the formulation of national action plans to be presented in a plenary on the following day.

[An action plan outline and presentation template proposal was submitted to all participants in advance to facilitate the action plan elaboration and presentation]

19:00-21:00  **Dinner at The Lord Erroll Gourmet Restaurant, 89 Ruaka Rd, Runda Estate, Nairobi**
Country Action Plans

During this day, each country will share its proposed action plans, for discussion, additional solutions, and feedback from other participants, experts and power developers.

08:30-08:45  Introducing the agenda of day  

by e8

08:45-12:30  Country action plan presentations and feedback:

Moderated By UNDESA

- Country presentations (15 minutes), followed by discussion (45 minutes)
  [15 minute-break]
- Country presentations (15 minutes), followed by discussion (45 minutes)

12:30-14:00  Lunch

14:00-14:45  Concluding Panel Discussion

Moderated By e8

- Summary of key issues, recommendations and questions.

14:45-15:15  Ongoing support and follow-up of action plans

By e8

- Designation of contact focal point from each participating country and discussion topics of interest.
- Presentation of the web-based platform to be used i) to follow-up on the progress of countries' action plan implementation and ii) to continue exchanging on issues addressed during the workshop, among the network of participants and practitioners involved.

15:15-15:45  General feedback and survey by participants

Concluding remarks  

By UNDESA/e8

19:00-21:00  Closing Dinner at the Tribe – The Village Market Hotel, Nairobi