



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:
 - **Risk assessment models used and applied in the region.**
 - **Public-Private-Partnership financial models: role of the private sector?**
 - **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**

Venue: UNON

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**

Thursday April 15, 2010

Venue: UNON

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**