

# Speakers' Briefing

**Sustainable Energy Southern Africa Forum  
of the Africa-EU Energy Partnership**

*31 January – 2 February 2017*

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# DAY 1

## **Market Information Day**

*Business Opportunities for Decentralised Renewables  
in Southern Africa*

## **Intercontinental Lusaka**

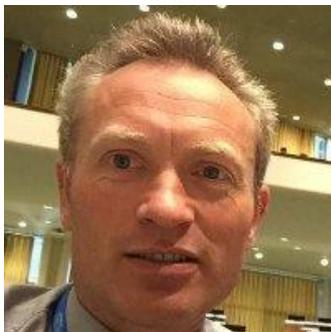
Main Ballroom

*31 January 2017 (08.00 – 21.00)*

## 1. Chair

### 1.1 Balthasar Klimbie, Rural Electrification Expert, European Commission Technical Assistance Facility (TAF) for the Sustainable Energy for All (SE4ALL) initiative | Eastern and Southern Africa

#### Biography



Energy is the tread of Klimbie's career. At the Technical University Eindhoven he studied Energy and Policy issues after which he started working at the think tank Centre for Energy in Delft. Six years later he shifted from consultancy into project development for solar PV and later wind energy projects.

His work in small wind for rural electrification made him the Vice President of the Alliance for Rural Electrification.

Today he is part of the EU Technical Assistance Facility, supporting African counties with their policies on rural and renewable energy.

#### Suggestions for topics

- See last chapter "Suggested discussion points for the moderator"

## 2. Speakers (Morning Session)

### General Note for speakers in this session

- Please send us your presentation in **PowerPoint** format by **Friday 20 January COB**.
- Please bring your presentation on a **USB** as well.
- **Maximum speaking time:** specified under your name.

### 2.1 Adam Grodzicki, Head of Section, Infrastructure, EU Delegation to Zambia and COMESA

*Opening Remarks (max. 20 min.)*

#### Suggestions for topics

- Decentralised renewable energy market & business opportunities in Southern Africa
- Relevant finance instruments and incentivizing schemes in Southern Africa

### 2.2 Geoffrey Musonda, CEO, Rural Electrification Authority of Zambia (REA)

*Zambian decentralised renewable energy market & opportunities (max. 20 min.)*

#### Biography



Mr. Geoffrey Musonda is currently Chief Executive Officer (CEO) for the Rural Electrification Authority (REA). Mr. Musonda, formerly Assistant Director at the Ministry of Mines, Energy and Water Development (Department of Energy) has been CEO at the Authority since September, 2012.

He holds a Bachelor's Degree in Mechanical Engineering (University of Zambia) and a Master's Degree in Maintenance Engineering (Augsburg University of Applied Sciences, Germany).

He has extensive practical experience in project coordination, management and implementation; monitoring and evaluation of power development and electrification exploration; policy formulation and review among other professional credentials. He also has vast experience in the private sector as well international public sector having worked for the United Nations Industrial Development Organization (UNIDO).

#### Suggestions for topics:

- Concrete business opportunities in Zambia
- Relevant finance instruments and incentivizing schemes in Zambia

### 2.3 Ina De Visser, Project Manager, Africa-EU Renewable Energy Cooperation Programme (RECP)

*RECP services and activities for investors/financiers and project developers (max. 15 min.)*

#### Biography



Ina de Visser leads the Africa office for the Africa-EU Renewable Energy Cooperation Programme (RECP) within the Partnership Dialogue Facility of the EU Energy Initiative (EUEI PDF). She joined the EUEI PDF in 2011 and moved to Ethiopia for the RECP in 2016, leading the operationalisation of the RECP in Africa, aiming at market development for renewable energy in Africa.

Ina has been active in the energy sector, specifically in or related to Africa, for ten years. Previous working experience includes several private companies in the energy sector, both in Africa and Europe, as well as the Energy and Climate unit of the Dutch Ministry of Foreign Affairs. Ina is a Dutch national and holds an MSc from Eindhoven University of Technology.

#### Topics

- RECP services and activities for investors/financiers and project developers in Southern Africa and closing remarks for the Market Information Day.

## 2.4 David Lecoque, Policy & Business Development Manager, Alliance for Rural Electrification (ARE)

*How ARE can create value for your decentralised renewables business (max. 15 min.)*

### Biography



David Lecoque heads the policy and business development department at the Alliance for Rural Electrification (ARE), which is the only global business association that represents the entire decentralised renewable energy sector for rural electrification in developing and emerging countries.

In this role he works closely with energy companies, key donors and institutions, financiers and NGOs involved in energy access. In particular, he focuses on consultancy, advocacy, partnerships, project development and management, fundraising and B2B/B2Fin match-making. He also oversees ARE's research activities and run the contact database, comprising 26.000+ sector stakeholders.

Prior to joining ARE, David Lecoque practised and qualified as a lawyer at the Brussels Bar, dealing principally with energy and environmental matters in top-tier law firms Liedekerke and CMS. In 2015, he was elected as one of Belgium's 100 most inspiring and sustainable young professionals. He speaks English, French, Dutch and German.

### Topics

- ARE services for decentralised renewable energy businesses

## 2.5 Mohamedain Seif Elnasr, CEO, Regional Association of Energy Regulators for Eastern and Southern Africa (RAERESA)

*Decentralised Renewable Energy market & opportunities in Southern Africa (max.20 minutes)*

### Suggestions for topics

- Key market and business opportunities for decentralised renewables in Southern Africa
- How RAERESA and COMESA can help the market for decentralised renewable energy grow in Southern Africa

## 2.6 Alwyn Smith, CEO, Southern African Alternative Energy Association (SAAEA)

*Decentralised Renewable Energy market & opportunities in Southern Africa (max.20 minutes)*



### **Biography**

Alwyn Smith is the CEO and administrator of Southern African Alternative Energy Association (SAAEA) and board member of African Sustainable Energy Association (AFSEA).

**Southern African Alternative Energy Association (SAAEA)** represents and actively promotes Renewable Alternative Energy Solutions in our region. Our members share the belief that lowering our carbon footprint is as important as the doing of business itself because we understand that every small endeavor toward a green, sustainable world makes a difference.

**Topics** Key market and business opportunities that SAAEA and its members have identified for decentralised renewables in Southern Africa

### 3. Speakers (10-min pitches from investors & financiers)

#### General Note for speakers in this session

Presenters should present financial products/instruments relevant for decentralised renewable energy companies/projects in Zambia or wider Southern Africa (e.g. equity, debt, grant, ... see example [here](#)).

- Please send us your presentation in **PowerPoint** format by **Friday 20 January COB**.
- Please bring your presentation on a **USB** as well.
- Maximum speaking time: **10 minutes**.

#### 3.1 Dieter Poortman, Investment Advisor, ElectriFI

##### Biography



Dieter Poortman is an independent financial advisory professional with a pan-African interest in the Energy and Financial Sectors.

He studied Economics in The Netherlands, and graduated from a master-class in Financial-Economic Policy making, destined for a career in Dutch public service. Curious about the dynamics of the private sector, he moved into Telecommunications and Corporate Finance however. In 2006, Dieter joined FMO, the Dutch Development Bank, and steadily built a transaction track-record and network across Africa.

In 2011 he joined the Project and Infrastructure team of PTA Bank in Nairobi. Grateful for that valuable learning experience, he later moved to Nigeria to join IHS, a telecommunications infrastructure company. Currently, he operates from The Netherlands.

Still passionate about investing in Africa, it was a natural next step to create a boutique advisory firm. Longonot Finance (derived from the Maasai word Oloonong'ot, "mountains of many spurs") focuses on bringing parties together that are either seeking or providing (development) finance. The accomplishment of closing a transaction, spurring further growth, is a strong personal motivator. In his free time, he loves to practice self-defence and cycling.

### 3.2 Wim Jonker Klunne, Programme Director, EEP

#### Biography



Wim Jonker Klunne is the Programme Director for the Energy and Environment Partnership Programme (EEP), implemented by KPMG on behalf of the Governments of Finland, the UK and Austria. Wim has over 25 years of experience in renewable energy and energy efficiency project implementation in southern and east Africa. He has worked on a wide range of energy implementation, research and capacity building projects on behalf of the AfDB, World Bank, UNDP, GEF, EU, national governments, private sector, research institutions and bilaterals. Wim is a firm believer in advancing the sector through knowledge sharing and joint activities.

#### Topics

- Energy Market Landscape Study and Preparation and Design of Energy and Environment Partnership Southern and East Africa Trust Fund

### 3.3 Sabera Khan, CEO, Africa Carbon Credit Exchange



#### Topics

- Connecting Business with Finance in the Clean Energy Sector

### 3.4 Kishan Vaghela, Head of Structured and Project Finance, Focus Capital

#### Biography



Kishan, a Head in the Investment Banking Team has over 8 years of experience; 2 years as a senior analyst, 2 years as a crude oil trading analyst and FX broker and 4 years in business development.

Kishan is a graduate from the London School of Economics having completed a BSc in Business, Mathematics & Statistics. Prior to joining Focus, Kishan has worked in various organisations in Zambia and the UK. He worked for Amalgamated Dress as Director of Business Development (Zambia), Rational FX as a FX broker (London) and ConocoPhillips at the Europe, Middle East and Africa (EMEA) Head Office as a trading analyst on the crude oil desk (London).

Kishan was part of the core team that structured and successfully raised capital for the Ulendo Road Infrastructure Note Programme; the largest issue of debt on the Lusaka Stock Exchange and the first issue of retail bonds in the market. In his current role as Head of Structured and Project Finance, he is

responsible for mandates in excess of USD 4 billion which involve raising capital for projects in the infrastructure and energy sectors.

### 3.5 Will Pearson, GET FIT Program Coordinator, KfW Development Bank



Will Pearson is Managing Director at Triskel Africa, a project consulting and investment advisory services firm focused on the Southern Africa region. In addition, Will is the Lusaka-based coordinator for the KfW (Germany's Development Bank) GET FIT-Zambia program, which is helping to implement Zambia's renewable energy strategy. Will also serves on the Board of Directors for the American Chamber of Commerce in Zambia.

Will was previously a Director in the Global Energy and Natural Resources practice and Head of the London office at Eurasia Group, a leading political risk advisory and consulting firm. Earlier in his career, Will was a Senior Analyst in the Power Market Advisory group at Pace Global, an energy consultancy in the Washington, DC area, and a Portfolio Analyst on the electricity trading desk at Sempra Energy, an integrated energy company in California.

Will has written for *The Economist*, *Financial Times* and *Foreign Policy*, and has frequently featured as a guest speaker or panel moderator at conferences and roundtables across the US, Europe, Africa, and Asia. In addition, Will has featured regularly in the media, making television appearances on networks including the BBC, CNBC, and Bloomberg, and offering commentary in publications including *The Economist*, *Financial Times*, *Forbes*, *Wall Street Journal*, and *The Washington Post*.

Will completed a Master's Degree in International Relations at the University of California, San Diego in 2005, and graduated cum laude with distinction in History and Business from James Madison University in 1999. In 2016 he obtained a Chartered Alternative Investment Analyst certification from the CAIA Association, the world leader and authority in alternative investment education.

### 3.6 Sidney Yankson, CEO, Ghana Capital Partners

#### Biography



In 2012 Sidney Yankson founded Ghana Capital Partners (“GCP”) as a boutique project developer and private equity investor focussing on investments in Africa.

He has developed projects from greenfield in the renewable energy space, and also looks at typical minority equity investments into established businesses.

Sidney Yankson was instrumental in developing GCP’s 28MW solar PV project, which was awarded the runners-up prize at the West Africa Forum for Clean Energy Finance. Sidney has spent a considerable time on the continent and is a regular speaker at conferences. Sidney contributed to a number of high-level conferences and roundtables, including:

- an EU roundtable in Brussels regarding energy access in Africa in 2013,
- a UN Foundation conference in Washington DC regarding mini-grids in Africa in 2014,
- Africa Investment Forums in Hong Kong in 2013,
- Africa Investment Exchange Power conference in London in 2015,
- Solar Media West African Solar conference in Accra, Ghana in 2015,
- The Lord Mayor’s roundtable on infrastructure in Accra, Ghana in 2015,
- The Somali Renewable Energy Forum (“SREF”) in Hargeisa, Somaliland in 2016.

In addition to this, Sidney Yankson consulted for the German Development Bank, KfW, regarding whether the GET-FiT programme could assist to galvanise the Ghanaian renewable energy market.

Prior to founding GCP, he worked in finance for over 16 years and is a qualified barrister in Hong Kong.

Sidney Yankson has BSc Physics (Durham), LLB (Hons) in Law (London), LLM in American Law (Boston) and Postgraduate Certificate in Law (Hong Kong University).

#### Topics

- Risk mitigation, Rooftop solar

## 4. Speakers (10-min pitches from project success stories)

### General Note for speakers in this session

We would strongly appreciate that you present **one of your projects in Zambia and/or wider Southern Africa**, preferably with a few conclusions on lessons learnt and recommendations (e.g. for policy makers or project developers). **Strictly maximum one slide on the company itself.**

- Please send us your presentation in **PowerPoint** format by **Friday 20 January COB**.
- Please bring your presentation on a **USB** as well.
- Maximum speaking time: **10 minutes**.

### 4.1 Nicola Morganti, President, ACRA

#### Biography



Nicola Morganti is a socio economist with 23 years of experience in rural development in Africa. More recently, he was ACRA Country Coordinator in Tanzania from 2012 to 2014. As a coordinator, he has contributed to the set up and accompaniment of LUMAMA, a community based social enterprise managing a hydro-electric power plant providing electricity to seven villages. He is member of ACRA since 1983. In July 2014, he was elected as ACRA Foundation President. Within the ACRA Executive Board he is in charge of the development of the its energy programme and of partnerships with private sector companies He is also among the founder and Board Members of Education & Entrepreneurship Ltd, a Tanzanian social enterprise involved in promoting vocational training for rural youth.

#### Topics addressed

- Community involvement in rural electrification; Project success stories from Southern Africa

### 4.2 Manuel Lorenz, CTO, Smart Hydro Power

#### Biography



Since 2015 Manuel Lorenz works at Smart Hydro Power on the mechanical development of turbines and operational concepts and has since 2016 been Chief Technical Officer of Smart Hydro Power and responsible for the technical development and operations.

Manuel Lorenz graduated 2009 in Energy and Process Engineering and worked at the Chair for Thermodynamics of TU Munich on efficient heating and air-conditioning of electric vehicles. He wrote his PhD thesis on „Reduction of Heating Loads and Interior Window Fogging in Vehicles”.

#### Topics addressed

- The productive use at the core of micro grid employment in Zambia – building a local utility

### 4.3 Clint Chama, Sales Manager, ABB Zambia

#### Biography



Clint Chama holds the position of Country Sales Manager in electrification products and power grids for ABB of which renewable energy is a part of his portfolio. When starting with ABB as one of the leading engineering and automation global organizations three years ago, he worked as the Country Sales Manager for power products.

Before joining ABB, he worked for eight years in the mining industry, Konkola copper mines, as Maintenance Superintendent. He obtained Bachelor's Degree in Electrical/Electronics Engineering at Copper-belt University and is driven by passion about electrical advancement and new technology.

#### Topics addressed

- Project success story Zambia/Southern Africa (tbc.)

### 4.4 Paul Nkumbula, Project Coordinator, Kafita Cooperative Society



#### Biography

Paul Nkumbula is a Project Accountant for the award winning Mpanta Solar Mini Grid Plant, a project operated by the Kafita Cooperative Society and in partnership with the Rural Electrification Authority.

Paul Nkumbula is also a 2016 Energy Fellow for the Mandela Washington Fellowship Program under former President Obama's Young African Leaders Initiative called the YALI Network.

His Project, the Mpanta Solar Mini Grid Plant, won a case study international competition called Energy4womens Award by WAME of Italy for empowering women to engage in Entrepreneurship in order to pay for energy services.

#### Topics addressed

- Learning from the Mpanta Solar Mini-grid Project as a project success story.

## 5. Energy Access Café

**Objectives of Energy Access Café:** The objective of this innovative session is that participants get to know each other, in order to discuss concrete business and market opportunities for decentralised renewables in Southern Africa. The participants will be divided in eight groups to address the following topics: Accessing Finance (Zambia), Accessing Finance (Southern Africa), Projects (Zambia), Projects (Southern Africa). Participants can choose freely which groups to join, and are invited to rotate every 25 minutes so as to visit all four corners of the room.

**Role of Custodian:** The role of the custodian is to briefly introduce the topic of their corner of the room to participants. The Custodians need to invite participants to intro themselves to person left and right and can provide some pointers/inspiration for the conversations (*core topics to be addressed when speaking about for example accessing finance Southern Africa*).

### Notes for all Custodians:

- Custodians to welcome participants at tables and give very brief intro to topic and him/herself (1 minute).
- Custodians to ask people to introduce themselves to their neighbours and tell about their business, opportunities they offer or are looking for.
- Custodians to identify four key topics that participants can discuss with their neighbours in the 25-min sessions.
- Custodian can invite participants to stop current and to start new conversation with other person(s) in the group, if necessary.

	Zambia	Southern Africa
Accessing Finance	<b>Table 1:</b> Kishan Vaghela, CEO, Focus Capital <b>Table 2:</b> Mwila Pascal Mwenya, Manager Investment Banking, Stanbic Bank	<b>Table 4:</b> Wim Jonker Klunne, Programme Director, EEP <b>Table 5:</b> Dieter Poortman, ElectriFI
Projects	<b>Table 3:</b> Geoffrey Musonda, CEO, Rural Electrification Authority of Zambia	<b>Table 6:</b> Sabera Khan, CEO, Africa Carbon Exchange <b>Table 7:</b> Alwyn Smith, CEO, Southern African Alternative Energy Association (SAAEA)

## 6. Concept note & agenda

### 6.1 General Information

- ▶ **Date:** Tuesday, 31<sup>st</sup> January 2017, 08.00 – 21.00
- ▶ **Venue:** Intercontinental Lusaka, Main Ballroom (Lusaka, Zambia)
- ▶ **Participants:** Approximately 200

### 6.2 Objective

The aim of the event is **to inform about and to develop business opportunities for decentralised renewables in the Southern Africa**. It therefore targets investors/financiers, project developers, government agencies and large electricity off-takers from or focusing on Southern Africa.

In conjunction with the Multi-Stakeholder Forum on Sustainable Energy, organised under the auspices of the Africa-EU Energy Partnership, in Lusaka, Zambia on 1 February 2017, the Alliance for Rural Electrification (ARE) with the support of the African-EU Renewable Energy Cooperation Programme (RECP) organizes this event on **31<sup>st</sup> January 2017**.

### 6.3 Event Description

The event will feature the following:

#### **1. Presentations on key markets and services provided (*morning sessions*)**

The morning sessions will include presentations on concrete business opportunities, as well as relevant finance instruments and incentivizing schemes for decentralised renewable energy in Zambia and Southern Africa from the Zambian REA, COMESA, SAAEA and the EU Delegation to Zambia and COMESA. Furthermore, it will include a presentation from RECP on its services for investors/financiers and project developers in Southern Africa and a presentation from ARE on its range of services for decentralised renewables businesses.

#### **2. Pitching sessions for financial instruments and successful project examples (*afternoon*)**

The **first session** will give investors/financiers the chance to present **financial products/instruments** relevant for decentralised renewable energy companies/projects in Zambia or wider Southern Africa (e.g. equity, debt, grant, etc.).

The **second session** will give project developers the chance to present **successful projects** in the region and lessons learnt from these projects. Presentations will focus on community models, productive use mini-grid in Zambia, etc.

#### **3. Energy Access Café: Business networking in small groups (*afternoon*)**

The session will allow participants to discuss each of the below **topics** for 25 minutes, at a **dedicated roundtable**:

- Accessing Finance - Zambia
- Finding Business Partners - Zambia.
- Accessing Finance - Southern Africa.
- Finding Business Partners - Southern Africa.

As 200 participants are expected, participants will be free to choose among eight tables (two for each topic). There will be one custodian per table.

**The format for each of the 25 minute sessions is as follows:**

- Custodians to welcome participants at tables and give very brief intro to topic and him/herself (1 minute).
- Custodians to ask people to introduce themselves to their neighbours and tell about their business, opportunities for decentralised renewables in Zambia/Southern Africa, that they offer or are looking for.
- Discussions can be based on the topics suggested by custodians, if conversations are not flowing.

**4. Reception (evening)**

Building on the presentations on market and business opportunities in Southern Africa, the pitches from investors and on successful project, as well as the contacts and experiences made during the Energy Access Café, the reception offers participants an opportunity to network on a more informal level.

## 6.4 Preliminary Agenda

<b>Preliminary Agenda</b>	
08.00 - 09.30	<b>Registration and Coffee</b>
09.30 - 09.50	<b>Welcome address</b> Adam Grodzicki, Head of Section, Infrastructure, EU Delegation to Zambia and COMESA
09.50 - 10.10	<b>Zambian decentralised renewable energy market &amp; opportunities</b> Geoffrey Musonda, CEO, Rural Electrification Authority of Zambia
10.10 - 10.25	<b>RECP services and activities for investors/financiers and project developers</b> Ina De Visser, Project Manager, Africa-EU Renewable Energy Cooperation Programme (RECP)
10.25 - 10.40	<b>How ARE can create value for your decentralised renewables business</b> David Lecoque, Policy and Business Development Manager, ARE
10.40 - 11.20	<b>Coffee Break</b>
11.20 - 12.00	<b>Decentralised Renewable Energy market &amp; opportunities in Southern Africa</b> Mohamedain Seif Elnasr, Energy Expert, COMESA Alwyn Smith, CEO, Southern African Alternative Energy Association (SAAEA)
12.00 - 13.20	<b>Lunch Break</b>
13.20 - 14.20	<b>10-min pitches from investors/financiers</b> Dieter Poortman, Investment Advisor, Electrifi Wim Jonker Klunne, Programme Director, Energy & Environment Partnership Southern & Eastern Africa (EEP) Sabera Khan, CEO, Africa Carbon Credit Exchange Sidney Yankson, CEO, Ghana Capital Partners Kishan Vaghela, Head of Structured and Project Finance, Focus Capital Will Pearson, GET FIT Program Coordinator, KfW Development Bank
14.20 - 15.00	<b>10-min project case study success stories from Zambia and Southern Africa</b> Nicola Morganti, President, ACRA Manuel Lorenz, CTO, Smart Hydro Power Clint Chama, Sales Manager, ABB Zambia Paul Nkumbula, Kafita Cooperative Society
15.00 - 15.30	<b>Coffee Break</b>
15.30 - 17.10	<b>Energy Access Café: Roundtable discussions</b> Accessing Finance – Zambia Finding Business Partners – Zambia Accessing Finance – Southern Africa Finding Business Partners – Southern Africa
17.10 - 17.20	<b>Closing remarks by RECP</b> Ina De Visser, Project Manager, Africa-EU Renewable Energy Cooperation Programme (RECP)
18.00 - 21.00	<b>Reception</b>

## **DAY 2**

### **Multi-stakeholder Forum on Sustainable Energy in Zambia**

*Joining forces for Sustainable Energy*

#### **Intercontinental Lusaka**

Main Ballroom

*1 February 2017 (08.00 – 21.00)*

## 1. Welcome, opening remarks (09.00-09.45)

### 1.1 Moderator, David Otieno, Africa-EU Energy Partnership (AEEP)

#### Role

- See last chapter “Suggested discussion points for the moderator”

### 1.2 Speakers

#### Role

Each speaker will have **five minutes** for some opening remarks and to offer a welcome to the participants. Speakers may also like to use the opportunity to highlight their particular connection with the event, and what they are hoping it will achieve.

1. Ambassador Dr. Kipyego Cheluget, Secretary General, COMESA  
As co-chair of the AEEP, Dr Kipyego will speak briefly about the AEEP itself, and why COMESA sees it as an important initiative.
2. Mr O. S. Kalumiana, Director, Ministry of Energy, Zambia  
Mr Kalumiana will outline the lead the Ministry of Energy is taking in the SEforAll process and will offer a welcome to participants on behalf of the Ministry.
3. Dr. Cheikh Bedda, Director of Energy and Infrastructure, African Union Commission
4. Robert Ddamulira, WWF Regional Office for Africa  
Mr Ddamulira will outline the work that WWF is doing in terms of engaging civil society organisations in policy discussions in various countries in Africa, including Zambia. He will outline why this is important. He will discuss how today’s event is part of a longer-term programme of civil society engagement in the SEforAll and other policy processes in Zambia.

### 1.3 Introduction to the event and workshop objectives

Dr. Lucy Stevens, Senior Energy Policy Advisor, Practical Action

Dr Stevens will speak briefly about the AEEP Energy Access Workstream and its role in taking forward different multi-stakeholder events and other activities that progress the objectives of the AEEP in terms of energy access. She will then outline the agreed objectives for the day and the agenda.

## 2. Keynote speech (09.45-10.00)

Mr. David Otieno will introduce the Keynote Speech

Brig. Gen. Emeldah Chola, Permanent Secretary, Ministry of Energy Zambia

**Keynote speech - The Zambian electrification strategy: context, potential and initiatives for off-grid renewables.**

## 3. Perspectives on energy issues from other sectors (10.00-10.30)

### 3.1 Moderator

Dr Lucy Stevens, Practical Action

### 3.2 Speakers

- GENDER: Hezron Kajange, Tanzania National Gender and Sustainable Energy Network
- SMALL-HOLDER FARMING: Faith Kalondawanga, Jesuit Center for Theological Reflection, Zambia (JCTR)
- HEALTH: Kryticous Nshindano, Civil Society for Poverty Reduction, Zambia (CSPR)
- WATER: Shepard Zvigadza, ZERO, Zimbabwe

### 3.3 Instructions for speakers

The main purpose of the session is to highlight how energy access needs are important to achieving your objectives in these different sectors. So if you are speaking on farming, for example, you could say that while there are many things that would improve the lives of small-holder farmers, having better access to energy is critical to many of them including: pumping water, processing crops, storing crops and thus achieving better market prices. In water, you could talk about water pumping for both agricultural and domestic needs. In health you could talk about energy access at home improving health outcomes as well as the needs at clinics.

**This will be a panel discussion, and we won't have time for PowerPoint presentations**

I will start by asking you all to introduce yourselves and your organisations; I will then ask you each to respond to the following questions:

1. How is energy access (cooking and/or electricity) important to poor men and women in the sector you are working in (health/gender/water/agriculture)?
2. Are there any particular gendered aspects we need to be conscious of?
3. Do you think other people working in these sectors are aware of energy access issues, and if not, how do you think we can integrate energy access issues better in these sectors?

## **4. Status of the SEforAll Process in Zambia (10.30-11.15)**

### **4.1 Speakers**

Michel Layec, SOFRECO, Consultants to the SEforAll process in Zambia

Mr Layec will talk about the status and issues arising in the Action Agenda and Investment Prospectus, outlining some of the key debates so far, and the process going forwards.

Harriet Zulu, SE4ALLFocal Point, Department of Energy

Ms Zulu will put the SEforAll process and issues arising in the context of overall government direction, activities and investment opportunities.

## 5. SEforAll Working Groups Café (12.00-13.00) and (14.00-14.30)

**Objectives of SEforAll Café:** The objective of this session is to provide a space for dialogue between actors from many different stakeholder groups about the key issues in each of the main areas for the SEforAll Action Agenda and Investment Prospectus in Zambia. It will also be an opportunity for participants from outside Zambia to share their perspectives and experiences from work in their own countries.

Participants can choose freely which groups to join, and are invited to rotate every 25 minutes so as to have the opportunity to engage with at least three of the five working groups.

**Role of Moderator:** The role of the moderator is to facilitate discussion and invite inputs from participants. The moderator will welcome participants to the group and introduce the key informant. S/he will help to guide the discussion and where relevant will add his/her own insights. The moderator will try to ensure inputs from a range of different stakeholder groups (CSOs, academia, private sector, government) and ensure the discussion is not dominated by a single viewpoint. Moderators may also want to invite participants to discuss with their neighbours briefly and then share views with the group.

**Role of Key Informant:** The key informants for each group are the leaders for each of the SEforAll Working Groups. They will briefly introduce the topic to participants, outlining in 3-5 minutes some of the key issues and challenging debates that have occurred in the working group.

**Role of Rapporteur:** The rapporteur will need to take notes and feedback to group participants briefly at the end of each 30 minute slot. They will also need to prepare brief feedback for the plenary session as a summary of the discussions.

	Participants	
<b>Electricity Access</b>	<p><b>Moderator:</b> John Kioli – KCCWG</p> <p><b>Key Informant:</b> Justin Changala – ZESCO</p> <p><b>Rapporteurs:</b> Mr. Misheck Mubuyaeta and Mr. William Masocha</p>	
<b>Cleaner / modern cooking solutions</b>	<p><b>Moderator:</b> Lily-Versta Nyarko (Ghana Alliance for Clean Cookstoves)</p> <p><b>Key informant:</b> Mr. Fibian Banda – TDAU- UNZA</p> <p><b>Rapporteurs:</b> Ms. Florence Sikute and Ms. Ilitongo Kaywala</p>	
<b>Renewable Energy</b>	<p><b>Moderator:</b> Maurice Odhiambo (Jamaa Resource Initiative)</p> <p><b>Key informant:</b> Mr. Joel Manda – Copperbelt Energy Corporation</p> <p><b>Rapporteurs:</b> Mr. Brian Mainza and Mr. Biness Lukwesa</p>	
<b>Energy Efficiency</b>	<p><b>Moderator:</b> tbd</p> <p><b>Key informant:</b> Ms. Chikoma Mwansa – Zambia Bureau of Standards</p> <p><b>Rapporteurs:</b> Mr. Chipampa Chola and Mr. Kasongo Chiwama</p>	
<b>Policy and Regulatory framework and</b>	<p><b>Moderator:</b> Chiedza Mazaiwana (Practical Action Southern Africa)</p> <p><b>Key informant:</b> Dr. Tasila Banda - Interim</p>	

**financing  
mechanisms**

Climate Change Secretariat  
**Rapporteurs:** Ms. Lukonde Kaunda and Mr.  
Aggrey Siuluta

## 6. Power Pitches (15.30-16.15)

### 6.1 Moderator

David Lecoque, Policy & Business Development Manager, Alliance for Rural Electrification (ARE)

### 6.2 Speakers

- Klas Waldenstroem, Counsellor, SIDA
- John Boos, Energy Advisor, USAID
- Anne-Grette Lausten – ACP-EU Energy Facility
- Chiedza Mazaiwana, Power for All

### 6.3 Instructions for speakers

The purpose of the session is to highlight briefly the focus taken by different initiatives working in Zambia, the status of their programmes, and how participants can engage with them. In the case of Power for All, Ms Mazaiwana will talk about how the programme has worked in Zimbabwe and what the potential of a similar programme could be in Zambia.

Each speaker will have five minutes to outline their programme and its main objectives.

If you would like to use a PowerPoint presentation, then please ensure that you send it in advance to [lucy.stevens@practicalaction.org.uk](mailto:lucy.stevens@practicalaction.org.uk)

If time allows, the presentations will be followed by a panel discussion led by the moderator, touching on the extent to which the programmes plan to address the key issues raised by the parallel sessions for SEforAll.

## 7. Regional experiences in decentralized renewable energy (16.15-16.45)

### 7.1 Moderator

Tbc [Hannah Mottram, CAFOD and Secretariat of the ACCESS Coalition of civil society organisations]

### 7.2 Speakers

- Mohamedain Seif Elnasr, CEO, Regional Association of Energy Regulators for Eastern and Southern Africa (RAERESA)
- Joss Blamire Senior Energy Policy Advisor, Government of Malawi
- Florence Ventura, SE4ALL Africa Hub **(tbc.)**
- Reginald Mapfumo, Hivos

### 7.3 Instructions for speakers

The purpose of the session is to highlight briefly experiences of multi-stakeholder engagement in energy planning and policy making in other countries, with lessons learned that may be relevant to stakeholders carrying out similar processes in Zambia.

Each speaker will have 5-6 minutes to outline their experiences and key recommendations for those engaged in the SEforAll and other energy policy processes in Zambia.

If you would like to use a PowerPoint presentation, then please ensure that you send it in advance to [lucy.stevens@practicalaction.org.uk](mailto:lucy.stevens@practicalaction.org.uk)

The moderator will wrap up the session by summarizing some of the key points arising. If time allows, there will be an opportunity for questions from the floor.

## **8. Way forwards (16.45-17.15)**

### **8.1 Moderator**

Tbc [David Otieno, Head of Secretariat, Africa-EU Energy Partnership (AEEP); and Project Manager, EU Energy Initiative Partnership Dialogue Facility (EUEI PDF)]

### **8.2 Speakers**

- Bwendo Kabanda, WWF Zambia
- Representative from ACCESS coalition of CSOs
- Representative from private sector feeding back on outcomes of Day 1
- Harriet Zulu – SEforAll Focal Point in Ministry of Energy

### **8.3 Instructions for speakers**

Speakers will have the opportunity to provide brief reflections on the outcomes of the day and the key issues they see for the process of moving forward on Sustainable Energy in Zambia.

The session will provide an opportunity for reflection from key constituencies: government, private sector and civil society.

## **9. Conclusion and closing remarks (17.15-17.30)**

### **9.1 Speaker**

H.E. Mr. Filippo Scammacca del Murgo e dell'Agnone, Ambassador of Italy to Zambia

Ambassador Scamacca will officially close the event on behalf of Italy and the Steering Group of the AEEP.

## 10. Concept note & agenda

### 10.1 General Information

- ▶ **Date:** Wednesday, 1<sup>st</sup> February 2017, 08.00 – 21.00
- ▶ **Venue:** Intercontinental Lusaka, Main Ballroom (Lusaka, Zambia)
- ▶ **Participants:** Approximately 200

### 10.2 Objective

The event provides an opportunity to discuss progress on Zambia's SEforAll Action Agenda and Investment Prospectus, and to identify specific opportunities for strengthening multi-stakeholder partnerships to achieve the three goals of SEforAll.

The event will focus on the Zambian national context, **but will bring in expertise and share experiences from across the Southern African region**. This will help to promote peer-to-peer learning, and information sharing on the most promising ideas and initiatives. From a business perspective, **participants will learn about business opportunities and the framework for renewable energy and rural electrification in Zambia**.

### 10.3 Event Description

The event will feature the following:

#### **1. Presentations on the SEforAll process and the status of energy policy in Zambia**

The morning sessions will provide participants with an outline of progress to date on energy policy issues in Zambia and on agreeing the SEforAll Action Agenda and Investment Prospectus. It will also provide an opportunity to hear perspectives on energy from other sectors.

#### **2. Parallel sessions to discuss and provide input to SEforAll Working Groups**

These will allow a fast-paced opportunity to hear from a range of stakeholders about their key issues and to provide input to the different topics under discussion in the SEforAll process.

#### **3. Power Pitches and Regional Experiences**

These will provide an opportunity to learn from the experiences of others about what has worked elsewhere in the region, and to hear the latest updates from programmes operating in Zambia.

#### **4. Reception (evening)**

Building on the presentations and discussions during the day, the reception offers participants an opportunity to network on a more informal level.

## 10.4 Agenda

<b>Preliminary Agenda</b>															
08.30 - 09.00	<b>Registration</b>														
09.00 - 09.45	<p><b>Welcome, opening remarks</b></p> <p>Ambassador Dr. Kipyego Cheluget, Assistant Secretary General, COMESA Dr. Cheikh Bedda, Director of Energy and Infrastructure, African Union Commission Mr O. S. Kalumiana, Director, Department of Energy Ministry of Energy and Water, Zambia Robert Ddamulira, WWF Regional Office for Africa</p> <p><b>Introduction to the event and workshop objectives</b></p> <p>Dr Lucy Stevens, Senior Energy Policy Advisor, Practical Action</p>														
09.45 - 10.15	<p><b>Keynote speech: The Zambian electrification strategy: context, potential and initiatives for off-grid renewables</b></p> <p>Brig. Gen. Emeldah Chola, Permanent Secretary, Ministry of Energy and Water Zambia</p>														
10.15 - 10.35	<p><b>Perspectives on energy issues from other sectors</b></p> <p><i>Gender:</i> Hezron Kajange, Tanzania National Gender and Sustainable Energy Network <i>Health:</i> Kryticous Nshindano, Civil Society for Poverty Reduction, Zambia (CSPR) <i>Smallholder farming:</i> Faith Adwoko Kalondawanga, Jesuit Center for Theological Reflection, Zambia (JCTR) <i>Agriculture:</i> Shepard Zvigadza, ZERO, Zimbabwe</p>														
10:35-11:15	<p><b>Status of the SEforAll Process in Zambia</b></p> <p>Harriet Zulu, SEforAll Focal Point, Department of Energy Michel Layec, SOFRECO, Consultants to the SEforAll process in Zambia</p>														
11.15– 11:45	<b>Coffee Break</b>														
11:45-12:00	<b>Process for parallel sessions, and dividing into groups</b>														
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16.15 - 16.45	<b>Regional Experiences in Decentralized Renewable Energy</b> Mohamedain Seif Elnasr, CEO, Regional Association of Energy Regulators for Eastern and Southern Africa (RAERESA) Joss Blamire Senior Energy Policy Advisor, Government of Malawi Florence Ventura, SE4ALL Africa Hub Reginald Mapfumo, Hivos
16.45 - 17.15	<b>Way forward</b> Bwendo Kabanda, WWF Zambia Representative from ACCESS coalition of CSOs Representative from private sector feeding back on outcomes of Day 1 Harriet Zulu – SE4ALL Focal Point in Ministry of Energy
17.15 - 17.30	<b>Conclusion and Closing remarks</b> H.E. Mr. Filippo Scammacca del Murgio e dell'Agnone, Ambassador of Italy to Zambia
18.00 - 21.00	<b>Reception</b>

## Press & Media

Representatives from the Zambian and Southern African press will be present at the event. Speakers are invited to give interviews to the press, especially during the coffee breaks on Day 1 and Day 2 of the conference.

### Among the invited media are:

Reuters
AFP
Bloomberg
The Times of Zambia
Zambia Daily Mail
The New Vision
Daily Nation
Solwezi Today
Nkwazi Magazine
Kwacha Magazine
Farmers Gazette
Partners Guide
The Informer
Manic Zambia
Mwebantu New Media
ZNBC
TV2
Prime television
Muvi Television
City Television
CBC Television
Q Television
NAIS

### If you are interested in getting in touch with the press, kindly contact:

Jens Jaeger, Policy & Business Development Officer, Alliance for Rural Electrification:

[j.jaeger@ruralelec.org](mailto:j.jaeger@ruralelec.org)

## Suggested discussion points for the moderators

1. While noticing that the private sector could improve all technical aspects relevant to guarantee access to reliable, clean rural electrification and services and could also achieve competitive electricity generation costs, what are the lessons learnt and best ways for the future to:
  - a. identify and to develop more numerous sites to fill a project pipeline for rural electrification in developing countries?
  - b. form collaborations between international and local finance as well as between public and private investors?
  - c. launch new or to increase existing financing facilities, so as to increase the number of projects that can be implemented (stressing the importance of 'good' projects that can e.g. be replicated and scaled up)?
  - d. attract more funding to meet the needs of energy poor communities in developing countries?
2. What finance schemes exist for supporting high capital costs of higher cost renewable energy projects versus grid power?
3. What, typically, are the major barriers facing project developers when it comes to raising capital to deploy RE rural electrification projects?
4. What specific aspects of rural electrification projects make modeling the business challenging?
5. How to mitigate financial risks for resp.(?) standalone and mini-grid projects?
6. How project scale affects financing and what can do done to increase the attractiveness of small-scale projects to financiers?
7. What kind of financial products are best suited for each stage of the business?

## Logistical Note

These notes are provided to ensure that you have a smooth and enjoyable visit to Zambia. May we welcome all of you in advance to Lusaka.

1. **Climate:** Lusaka is right in the middle of the rainy season now and this will remain so all the way to the end of March. Therefore, remember to bring an umbrella or buy one locally in Lusaka, you will need it especially during the field visit on 2<sup>nd</sup> February 2017. Day temperatures range between 25-32 degrees centigrade while night temperatures range between 15 and 20 degrees centigrade depending on whether it has rained or not.
2. **Bureaux de Change:** There are a number of Bureaux de change facilities which are open till about 18:00hrs every day, especially in shopping malls, if you need to change currencies at a better rate than the hotel rate. The Zambia currency is Kwacha. The exchange rate fluctuates around K10 to a US\$.
3. **Security:** Lusaka is generally a safe city with no unusual events, but like everywhere else, it's always good to take precautions when venturing out especially at night. Most places are very safe even during night time, but the outskirts of the city in the night especially being alone with total strangers, may not be the best advice. Shanty townships in the outskirts of the city at night especially unaccompanied by somebody you know are not good advice. It's not overly worrisome, but we just want to have an incident free event.
4. **Arrivals:** For those coming for both the Market Information Day (31st January) and the Multi-stakeholder Forum (1st February), ensure you arrive in Lusaka by the evening of 30th January 2017 at the latest. For those coming only for the Multi-Stakeholder Forum (1st February), please ensure you arrive by the evening of Tuesday 31st January 2017.

If you are booked into the Sustainable Energy Southern Africa Forum venue, the Intercontinental Hotel, Lusaka, there will be a shuttle to the Hotel from the KKIA. Hotel Intercontinental offer free shuttle service to their guests both to and from the hotel. You are responsible for your own hotel booking and for requesting the transfer from the airport.

5. **Hotel bookings:** If you prefer a different hotel, there are a number of other hotels and lodges at a range of prices near the Intercontinental. Intercontinental hotel is within the Central Business District of Lusaka, some 20 Km from the KKIA. Guests to the Dialogue event have been offered a special discount rate by the Intercontinental hotel down from the regular \$296 per night to **\$135 per night**. Most other hotels in this category won't come down to that level unless with special arrangements. To access this rate, **please tell the hotel you are part of the events organized by ARE – Alliance for Rural Electrification.**

**Other hotel options:** The Taj Pamodzi Hotel and Southern Sun Hotels without special arrangements will both be above the \$ 135 per night per guest, but they are available. There are also Protea hotels within the range of \$150 or slightly lower. In the budget category, there is the Ndeke Hotel at \$110 and Belvedere Lodge and Log Acres Lodge at about \$60 per night. There are many other options, but we are focusing on those within the vicinity of the Dialogue event Venue. All these hotels have online booking facilities, if you encounter any problem and need local intervention, please contact Chanda Mongo on [cmmongob@hotmail.com](mailto:cmmongob@hotmail.com) or +260-965-845726

6. **Meals:** During the event, the organizers are providing lunch, snacks and a light evening buffet on 31st and 1st February. You will be responsible for other meals.
7. **Wifi:** Will be available at the Intercontinental Hotel conference venue.
8. **Dress-code:** Business attire.
9. **Electric plugs:** In Zambia, most sockets are three pin British type , 13 Amps, so please remember to bring the relevant adaptors if you have different configurations.
10. **Yellow fever vaccination Certificate:** If you have recently been to a Yellow fever prone region, you may be required to present a Yellow fever vaccination certificate on entry at the KKIA. Not always strictly enforced, but just to be on the safe side, better to carry it with you if you have it.
11. **Health Facilities:** If you will need health care while in Lusaka, there is a range of private and public health care providers within the vicinity of the conference venue.
12. **Visas:** Citizens from most countries in East and Southern Africa do not need to apply for visas in advance. Please check with your Airline, they will advise if you do. Most visas are issued on entry at \$50 for those who need them. Therefore just check with your airline, you may not need to apply online in advance. If you are coming from West Africa, India, China etc yes you will need to apply in advance. If you need to apply for a visa please use the information below: Zambia Immigration Department. [www.zambiaimmigration.gov.zm](http://www.zambiaimmigration.gov.zm)  
Email: [pro@zambiaimmigration.gov.zm](mailto:pro@zambiaimmigration.gov.zm)
13. If you need a visa, you are advised to apply as soon as possible with a minimum of 2 weeks before you travel, as the immigration Department need 5 working days to process your application. The earlier you apply the better.

Wishing you a safe trip!

Chanda Mongo, Logistics Consultant

For more information on the event [click here](#)