

# Africa Energy Forum Programme

Wednesday, June 28, 2006

09:00

## AfricaHardball

Hall: **Matisse**



### PERSPECTIVES ON POLITICAL RISK FOR THE AFRICA ENERGY INDUSTRY

AfricaHardball provides a unique perspective and insight on the politics and people shaping Africa's role in the global energy sector.

The briefing's title refers to the American phrase for adopting a tough approach to issues – 'playing hardball'. AfricaHardball will address as frankly as possible questions on key political issues proposed by the lead participants and from those present – no matter how

sensitive. Insights, intelligence, access to decision-makers and unparalleled networking opportunities in one intensive day.

08:30 **Registration**

09:00 **Briefings and discussions**

Specialist presenters include:

#### Jonathan Bearman

Head, Clearwater Research Services  
(Specialist on Nigeria and oil industry transparency)

#### Jon Marks

Editor  
African Energy  
(International authority on North Africa)

#### François Misser

Highly regarded author on Central Africa

#### Patrick Smith

Editor  
Africa Confidential  
(One of Britain's leading Africanists)

Exhibition hall: **Espace Flandre**

12:30

### Buffet lunch hosted by



14:00

## AfricaEnergy21

Main auditorium: **Pasteur**

Sponsored by



### The Power of Partnerships

Chairman

#### Edward Njoroge

Managing director  
Kenya Electricity Generating Company

14:00

**Powering development in a globalized world:** what has Africa to offer the international investor?

#### Liyel Imoke

Minister of Power & Steel  
Nigeria

14:15

**South Africa's shrinking power surplus:** a concern for industrial consumers but a driver for power development in the region—how to get the balance right?

#### Johnny Dladla

Managing director of key sales & customer services  
Eskom, South Africa

14:30

**Developing long-term partnerships in Africa:** key success factors and challenges.

#### John Turner

Senior Project Director  
AES Electric Ltd  
United Kingdom

14:45

**Managing successful power projects:** long-term commitment in the power industry will yield realistic returns in Africa.

#### Torbjorn Caesar

Vice president Africa, Globelec, London

15:00

**Nuclear power:** is it a realistic option for African countries?

#### Zéphirin Diabre

Advisor to the chairman of the executive board  
Chairman Africa & Middle East  
AREVA, Paris

15:15

**Promoting power in Africa:** developing a domestic power generation business.

#### Mamadou Sow

Managing director, Matforce, Senegal

15:30 Discussion

16:00 Coffee hosted by



16:30

### Ministerial Dialogue

Chairman

#### Jon Marks

Editor, African Energy  
United Kingdom

Ministers and government officials:

#### Olivier Andriamahefaparany

Minister of Energy & Mines, Madagascar

#### José Botelho de Vasconcelos

Minister of Energy & Water, Angola

#### Mohammed Boutaleb

Minister of Energy & Mines, Morocco

#### Mwangi Kiunjuri

Assistant Minister of Energy, Kenya

#### Nelisiwe Magubane

Deputy director general: electricity & nuclear energy, Department of Minerals & Energy, South Africa

#### Ibrahim Msabaha

Minister of Energy & Minerals, Tanzania

#### Salvador Namburete

Minister of Energy, Mozambique

#### Erkki Nghimtina

Minister of Mines & Energy, Namibia

18:00 End of session and

Welcome Reception hosted by

City of Lille

# Africa Energy Forum Programme

Thursday, June 29, 2006

## Power21

Main auditorium: **Pasteur**

Sponsored by



### SIEMENS

### Restructuring & Investor Expectations

Chairman  
**Clive Ferreira**  
Managing director  
Fieldstone Africa (Pty) Ltd, Johannesburg

09:00

**The Power Holding Company of Nigeria—a measured exercise in privatization:** failure to reform the Nigerian power sector is not an option.

**Joseph Makoju**  
Managing director  
Power Holding Company of Nigeria

09:15

**Kenya:** pioneering a model of investment grounded in responsibility and a commitment to deliver improved power services.

**Edward Njoroge**  
Managing director  
Kenya Electricity Generating Company

09:30

**Management contracts as an alternative to privatization:** are they a perpetual alternative, and if not what replaces them and when?

**Marius du Preez**  
Managing director, NetGroup International  
South Africa

Restaurant: **Jeanne de Flandre I**

### Regulation, Power Pools & the Consumer

Chairman  
**Tore Horvei**  
Chief executive, SAD•ELEC, Johannesburg

14:30

**The Mozal case study:** cost effective energy and its security can be a critical ingredient for public-private partnership for development.

**Kevin Morgan**  
General manager: power  
Aluminium Southern Africa, Johannesburg

14:45

**Africa's regulators are pivotal to energy sector development:** they monitor domestic pricing, they influence investment levels, they can affect crossborder cooperation—and all under the mantle of impartiality. But their effectiveness on the pan-African canvas remains somewhat muted.

**Smunda Mokoena**  
Chief executive, National Energy Regulator  
South Africa

15:00

**Hydropower projects in Africa:** the potential to straddle the continent.

09:45

**Mind the gap:** the gulf between government and investor expectations is well known—what is less explicable is its persistence.

**David Keith**  
Senior partner, PA Consulting Group, USA

10:00

**Bringing power to Africa:** what counts is delivery, service, and a commitment to the long term—that's the basis for partnership and cooperation.

**Karl-Heinz Schmidt**  
Director sales Africa, Siemens AG, Germany

10:15

**Why invest in the Kudu gas-to-power plant?:** highlighting the reasons.

**Margaret van der Merwe**  
Kudu project leader, NamPower  
Namibia

10:30 Discussion 11:00 Coffee

### New Capacity

Chairman  
**John Oliver**  
General manager: global business development  
Cummins Power Generation Ltd, UK

11:30

**The balance of power in SADC:** power projects are now in the pipeline, nevertheless a regional focus is needed to avoid future capacity imbalances.

13:00

### Lunch hosted by aggreko

**André Botto**  
Director business development, Alstom

15:15

**Euro-African Partnership for Infrastructure:** promoting interconnection, integration, stability and development.

**Antonio Garcia Fragio**  
Directorate general development: head of unit  
European Commission, Brussels

15:30 Discussion 15:45 Coffee

### Financing Power

Chairman  
**Fiona Thompson**, energy consultant, London

16:15

**Financing Power in Africa**  
**Anand Naidoo**  
Investment banker: power & energy  
ABSA Capital, Johannesburg

16:30

**Funding private-sector development:** creating and restoring energy services.

**Jérôme Bertrand-Hardy**  
Investment officer, mining & infrastructure  
Proparco, Paris

**Tore Horvei**

Chief executive, SAD•ELEC, Johannesburg

11:45

**New generating capacity in Botswana:** natural resources and investor friendly policies make a winning combination for developers.

**Gregory Kinross**  
President, CIC Energy Corporation, South Africa

12:00

**West African power—a story of mixed fortunes:** is there any commonality that defines the region's power sector?

**Gareth Wilcox**  
Managing director, Ibom Power Company, Nigeria

12:15

**ONE's vision:** becoming a key player in Africa

**Younes Maamar**  
Director general  
Office National d'Electricité (ONE), Morocco

12:30

**Mobile generators:** the essential role they play in the African utility sector. New developments in mobile power and some practical applications.

**Robin James**  
Director southern eastern Africa  
Aggreko International Power Projects, Dubai

12:45 Discussion

16:45

**Development finance institutions:** more active in Africa's power sector—long-term policy or fickle fashion?

**Bernhard Westerouen van Meeteren**  
Manager business development infrastructure  
FMO, The Hague

17:00

**Lead financiers:** putting power deals together that stick is no snip.

**Roger Brown**  
Director energy finance, Standard Bank, London

17:15

**The World Bank:** a policy update—and what effect will it have on the bank's support for African power projects?

**Arun Sanghvi**  
Lead energy specialist: Africa region  
The World Bank, Washington DC

17:30 Discussion

18:00 End of session and

AEF reception hosted by



# Africa Energy Forum Programme

Thursday, June 29, 2006



Room: **Matisse**

Chairman

## **Doug Farmer**

General manager downstream Gas & Power  
The Shell Petroleum Development Company  
of Nigeria Limited & Managing Director, Shell  
Nigeria Gas Limited

**09:00  
Keynote**

**African gas:** is its supply any more secure than  
from Russia and other Eurasian countries?

## **Eleodoro Mayorgaalba**

Principal Petroleum Economist, World Bank

09:15 Discussion

**09:25  
Southern Africa**

**Gas in Botswana:** bringing new energy to  
southern Africa.

## **Julian Scales**

Managing director

Kalahari Gas Corporation, Botswana

**09:40**

**Natural gas in Mozambique:** its utilization to  
increase domestic competitiveness and industrial  
development as a method to alleviate poverty.

## **Johan de Vos**

Chairman, Matola Gas Company SARL  
Mozambique

**09:55**

**Natural gas:** to what extent does it feature in the  
South African government's energy planning?

## **Tony Surridge**

Director coal & gas

Department of Minerals & Energy, South Africa

**10:10**

**Meeting South Africa's expanding market for  
gas:** availability of natural gas from Mozambique  
has fostered demand, but is there sufficient to fuel  
a 1,000MW IPP or even two?

## **Tore Horvei**

Chief executive, SAD•ELEC, Johannesburg

10:40 Discussion

11:00 Coffee

## **Rest of Africa**

Chairman

## **Jack Grynberg**

President & CEO, Grynberg Petroleum, USA

**11:30**

**Multi-train LNG projects in West Africa:** how  
corporate structures differ; what lessons can be  
learnt from Trinidad and Egypt; fleet-based shipping  
arrangements; and the re-emergence of tolling.

## **Jean-Claude Petilon**

Senior counsel

LeBoeuf, Lamb, Greene & MacRae LLP, Paris

**11:45**

**Equatorial Guinea:** encouraging the opportunities  
to develop gas projects.

## **Juan Antonio Ndong Ondo**

Director general

SONAGAS, Equatorial Guinea

**12:00**

**Investing in Nigerian gas:** is this an attractive  
prospect?

## **Irene Chigbue**

Director general

Bureau of Public Enterprises, Abuja

**12:15**

**Chairman's overview:** the gas potential of Africa.

## **Jack Grynberg**

President & CEO, Grynberg Petroleum, USA

12:30 Discussion

Restaurant: **Jeanne de Flandre I**

## **Rest of Africa**

Chairman

## **Mark Ford**

Director, Cross-border Information, UK

**14:30**

**East Africa:** is it really likely that reserves of  
natural gas exist beyond domestic needs for  
power production?

## **Halfani R Halfani**

Director Exploration Production & Technical  
Services, Tanzania Petroleum Development Corp

**13:00**

## **Lunch hosted by aggreko**

**14:45**

**North African gas:** it has the potential to ignite  
the region's development.

## **Jon Marks**

Editor, African Energy, UK

**15:00**

**Algeria:** moving quickly to make its mark in the  
international gas market.

## **Douglas Caskie**

Associate Director Gas Economics  
IPA Energy Consulting, Edinburgh

**15:15**

**Gas-to-Liquids:** the Oryx plant is scheduled for  
commissioning in 2006—what are the markets for  
the products, and is the project replicable  
elsewhere in Africa?

## **Malcolm Wells**

Communications manager  
Sasol Chevron, London

15:30 Discussion

15:45 End of the Gas21 session

Room: **Matisse**

**16:15**

## **EITI Meeting**

### **Extractive Industries Transparency Initiative**

Welcome and introductions

## **David Murray**

Senior Adviser to the Chairman  
EITI International Advisory Group, UK

What is EITI, and why?

## **Eleodoro Mayorgaalba**

Principal Petroleum Economist  
World Bank, Washington

An African Government perspective on EITI

## **Bright Okogu**

EITI co-ordinator, Nigeria

Civil society perspectives

## **Simon Taylor**

Director, Global Witness, London

An international oil company's perspective

## **Graham Baxter**

Vice president, corporate responsibility  
BP, United Kingdom

EITI as viewed by an African oil company

## **Imo Itsueli**

Chairman, Dubri Oil, and  
Member of Nigerian EITI's National Stakeholder  
Working Group

EITI, Africa, and international financial  
institutions

## **Luc Leruth**

Senior economist,  
International Monetary Fund (IMF)

The future of EITI in Africa

## **David Murray**

Special representative on extractive industry  
issues, EITI Secretariat  
United Kingdom

17.30 Panel and audience discussion

18.10 Conclusions by the Moderator

18.15 End of session

AEF Reception hosted by



NETGroup

# Africa Energy Forum Programme

Thursday, June 29, 2006

09:00

## EnergyAccess21

Room: Rubens



### A MEETING OF PURPOSE

EnergyAccess21 provides an opportunity for governments, the private sector, donors, and NGOs to meet to discuss the latest thinking on how to improve energy access to poor communities. Now in its third year, the objective of the seminar is to ask difficult questions—why have policies failed? why have projects failed? why have companies failed?—and propose solutions or new business models.

09:00

### Energy Access Market

Who are delivering energy services to “bottom of the pyramid” markets? Why, how and where are they involved, and are they bringing innovative thinking to the market?

Chairman

**Will Day**

Special advisor

United Nations Development Programme, UK

### Overview

**New business models:** meeting the needs of “bottom of the pyramid” markets—fine in theory, but as always, the difficulty is whether they work in practice.

**Tara Schmidt & Christine Keating**

Shell Foundation BoP Project

London Business School, UK

The panel will discuss:

- What is meant by “bottom of the pyramid” markets;
- Who is serving the market and how successful have they been in providing energy services;
- Whether the energy sector could learn from the success of other sectors;
- Whether this is a market that will attract the private sector;
- Whether the private sector is receptive to new business models;
- Why do large energy companies appear to be pulling out of the market?

Panellists:

**Graham Baxter**

Vice president, corporate responsibility  
BP, United Kingdom

**Gib Bulloch**

Director

Accenture Development Partnerships, London

**Alan Hurst**

VP International Sales, SOL Inc, USA

**Antoine Merceron**

Formerly responsible for slum electrification  
in Casablanca, LYDEC, Morocco

11:00

Coffee

11:30

### Energy Access Policy

African governments acknowledge that they have a major responsibility to deliver energy services to their poorer constituents. How are they adapting policy to encourage innovation? What mechanisms are being put in place to promote creative partnerships between the private sector and government? The discussion will try to identify the areas of friction and propose ways forward.

Chairman

**Sarah Adams**

Programme coordinator, GVEP, UK

### Overviews

**The ECOWAS regional policy on access to energy services:** a new framework to develop partnerships.

**David Kamara**

Director, Infrastructure and Industry  
ECOWAS Secretariat, Abuja

**Point of view:** how do governments propose to meet their responsibilities?

**Erkki Nghimtina**

Minister of Mines & Energy, Namibia

Panellists will

- discuss the features of policies that have proved successful in improving energy access;
- identify incentives to encourage both domestic and international investment?
- discuss in a wider context the reasons why international companies enter the BoP energy sector, & conversely what is likely to prevent them;
- examine the benefits of autonomous national electricity agencies that support initiatives, and plan and manage operations.

Panellists:

**René Karottki**,

Adviser, sustainable development  
European Union Energy Initiative, Brussels

**Metsi Makhetha**

Adviser, Strategy and Regional Initiatives  
Unit, United Nations Development Programme

**Nelisiwe Magubane**

Deputy director general: electricity & nuclear  
energy, Department of Minerals & Energy  
South Africa

**Don Watson,**

Director Power Rent Europe, Middle East &  
Africa, Cummins Power Rent, Dubai

13:00

Lunch hosted by **aggreko**

14:30

### Energy Access Facilitation

How multilaterals and donors are adapting their policies to promote commercial enterprise and innovation in the energy sector will be examined. Does commercial activity in servicing the BoP market inform donor policy or is it the other way round. Who is driving creativity?

Chairman

**Enrico Strampelli**

EUEI secretariat, European Commission:  
Directorate General Development, Belgium

**Creative thinking:** a case study of where innovation has improved services for a poor community.

**Patricia Veevers-Carter**

Programme manager, Global Partnership on  
Output-Based Aid (GPOBA), The World Bank

The panel will discuss:

- Whether donor policies reflect current thinking on new business models to serve BoP markets?
- Adding value to donor funds. Do projects follow funds or funds follow projects, and does the direction matter?
- How do donors identify the projects to invest in?
- How do governments prioritise in allocating funds for energy access?

Panellists:

**Kevin Kariuki**

Head of infrastructure, IPS, Kenya

**Yves Maigne**

Managing director

Fondation Energies pour le Monde, France

**Arun Sanghvi**

Lead energy specialist: Africa region

The World Bank

**Philip Schubert**

Energy specialist and project manager

Canadian International Development Agency  
Canada

16:00

Coffee

16:30

### The Future

Previous panellists will discuss:

- What stimulates innovation to serve poor communities in Africa?
- Which enterprises are likely to have an interest in serving the “bottom of the pyramid” market, and will they have the clout to deliver on a level that will make a meaningful difference?
- What scenario could encourage large energy providers to serve “bottom of the pyramid” markets?
- The future face of funding—where will the money come from, where will the money go, accountability, value for money.

Chairman

**Younes Maamar**

Director general

Office National d'Electricité (ONE), Morocco

**Future projects for poverty alleviation:**

providing electricity to the poor.

**Salvador Namburete**

Minister of Energy, Mozambique

Panellists:

**Sarah Adams**

Programme coordinator, GVEP, UK

**Will Day**

Special advisor, UNDP, UK

**Enrico Strampelli**

EUEI secretariat, European Commission:

Directorate General Development, Belgium

18:00

End of EnergyAccess21 &  
AEF Reception hosted by



# Africa Energy Forum Programme

Friday, June 30, 2006

09:00

## Africa Power Caucus

Main auditorium: **Pasteur**



**SIEMENS**

### A DIALOGUE FOR GROWTH

Discussing the requirements for growth and efficiency in the African power sector.

**The objective** of the Africa Power Caucus is to have a lively discussion on the issues that are seen as impeding and promoting the development of Africa's power sector.

**The speakers** will be asked questions by the chairman. Following their response, they will take questions from their fellow speakers and the audience.

**Audience participation** is encouraged. If the delegate does wish to ask a question from the floor, question cards are available and can be handed in before or during the discussions.

Broad questions have been suggested, but only as a general guideline to issues that could inform the debate on how to increase the number of successful power projects in Africa. It is the chairman who decides what questions to ask. Speakers have the right to decline to answer questions that may be deemed politically or commercially sensitive.

#### Investment capacities:

- Who is better placed (private or public sectors, or a combination) to deliver the necessary investment for growth and why?

#### Investment requirements:

- How do utilities propose to fund their investment?
- What are foreign investors looking for in a market and how realistic are their requirements?
- Does Africa exhibit any unique characteristics for the potential investor?
- Is market confidence a valid criteria for investment assessment in the context of developing countries?

#### Short-termism:

- Is it true that the private sector is only concerned with short-term gains?

#### Security of supply:

- Is a country serviced by private utilities more vulnerable than one dominated by public provision?

#### Inefficiencies:

- Could corporatization of public utilities provide the framework for efficient management?

#### Management contracts:

- Are they the best solution to endemic inefficiencies in certain public utilities?
- What should be the length of contract, and what happens after it expires?

#### Lack of political support:

- Is this often perceived as a barrier to the private sector?

#### Creating markets:

- Who is taking initiatives to create sizeable markets that warrant investor interest?
- What evidence is there of growing cross-boarder support?

#### Market regulation and liberalization:

- Would inadequacy in these areas jeopardize growth of foreign investment?

#### Conundrum:

- How does a utilities make electricity affordable for all when even in a country where it is relatively inexpensive, the proportion of non-paying customers is significant?

09:00

### The Case for Cooperation

Chairman

**Lynne Gedanken,**  
Partner  
Chadbourne & Parke LLP

**Blackouts:** how does South Africa intend to meet the growing demand for power?

**Anton Eberhard**  
Management programme in infrastructure reform & regulation  
University of Cape Town

09:15

#### Question time and discussion

Participants

**Andrew Barfour**  
Director  
Electricity Company of Ghana

**Hans-Otto Brosch**  
Commercial director sales Africa  
Siemens AG, Germany

**Manuel Cuambe**  
Chairman & chief executive  
Electricidade de Moçambique

**Charles Darku**  
Director of Power Sales  
Volta River Authority  
Accra

**Gregory Edeson**  
Partner  
PA Consulting Group,  
Arlington

**Vincent di Panzu**  
Chief executive  
Société Nationale d'Electricité  
Kinshasa

13:00

Lunch hosted by

**FIELDSTONE**

### Marius du Preez

Managing director,  
NetGroup International  
South Africa

### Rhodnie Sisala

Managing director  
Zambia Electricity Supply Corporation Limited

11:00 Coffee

11:00

### The Structure for Growth

Chairman

**Paul Biggs**  
Partner  
Trinity International LLP  
London

**Scene setter:** the growth and structure of generating capacity in Africa.

**Clive Ferreira**  
Managing director  
Fieldstone Africa (Pty) Ltd  
Johannesburg

11:15

#### Question time and discussion

Participants

**Keith Hughes**  
Partner  
LeBoeuf, Lamb, Greene & MacRae LLP  
London

**Paul Kunert**  
Vice-president East Africa  
Globeleq  
Dar es Salaam

**Joseph Makoju**  
Managing director  
Power Holding Company of Nigeria  
Abuja

**Eduardo Nelumba**  
Chief executive  
Empresa Nacional de Electricidade de Angola  
Luanda

**Edward Njoroge**  
Managing director  
Kenya Electricity Generating Company  
Nairobi

**John Turner**  
Senior Project Director  
AES Electric Ltd  
United Kingdom

Restaurant: **Jeanne de Flandre I**

14:30 End of Africa Energy Forum 2006