

# AFRICA ENERGY FORUM

BERLIN 2012

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16 APR 2012  
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ESTREL HOTEL AND CONVENTION CENTER  
26-28 JUNE 2012



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## THE AFRICA ENERGY FORUM

### NOW IN ITS 14TH YEAR, THE AFRICA ENERGY FORUM

**(AEF)** is the leading marketplace for Africa's power, renewable energy and gas sectors. With over 650 delegates attending last year from across Africa, Europe, the USA and China, AEF's global presence has made it the premier platform to discuss and act on investment opportunities in Africa's power sector. Participants are able to stay ahead of developments, meet the industry decision makers, examine the major challenges facing the power generation and investment sectors and discuss business opportunities with long standing clients and new business prospects from across the continent.

“**AEF IS THE BIGGEST  
AND MOST INTERESTING  
CONFERENCE ON AFRICA  
ENERGY IN THE WORLD.**”

INTERNATIONAL  
FINANCE CORPORATION

### WHY SHOULD YOU ATTEND THE AFRICA ENERGY FORUM 2012 IN BERLIN?

**EXPLORE** options for financing in the public and private sector

**DISCUSS** opportunities for investment with the key decision-makers in Africa's energy market

**UNDERSTAND** how to maximize the potential of your business in Africa by engaging with industry experts from both the public and private sectors

**EXCHANGE** ideas on how to technology will play a central role in shaping Africa's vast energy expansion plans

**SHOWCASE** your business and expertise to regional decision makers and forge relationships at our dynamic exhibition – The Exhibition Ecosystem: Investment, Power and Development.

**SELL** your technology and expertise.

**SIGN** deals



## CONFERENCE AND EXHIBITION HIGHLIGHTS

### MAXIMISE YOUR EXPOSURE

at the Africa Energy Forum 2012 by becoming one of our exhibitors. With a range of flexible packages to choose from, raise your profile and put your business in front of Africa's key decision-makers for investment success.

**WELCOME RECEPTION** to meet other delegates in a relaxed and friendly environment

**EXHIBITION** featuring international vendors from a range of industry sectors

### INTERACTIVE BREAK-OUT SESSIONS

allow for fast-paced debate on industry-specific topics

**'A TASTE OF BERLIN'** lunch hosted by forum sponsors Aggreko

**PRIVATE MEETING SPACES** to do business with priority clients

**SITE VISIT** to one of Berlin's newest gas turbine plants

### HIGHLIGHTS OF THE AFRICA ENERGY FORUM

- Senior-level discussion from Africa's top industry experts
- Interactive break-out sessions which allow for fast-paced debate on industry-specific topics
- Country case studies which highlight current issues demanding attention in the power sector
- Priceless networking opportunities with key stakeholders

### WHAT'S ON AT AEF 2012?

Tuesday 26th June	Wednesday 27th June	Thursday 28th June
Welcome coffee break and afternoon reception	Opening Visionary keynotes	Networking Breakfast – Executive Briefing
German Technology Showcase	Understanding Europe and Africa's Investment Climate	Projects and Investment Solutions
Ministers' Opening	Africa Power Caucus	Power and Renewable Energy Technologies
Opening Night Special Function	Cocktail Reception & Late Night Debate	Closing Comments and Special Announcements

## THE MEETING PLACE FOR KEY INDUSTRY OFFICIALS

### KEY PAST SPEAKERS



#### **REGIS IMMONGAULT**

Minister of Energy & Water Resources, Gabon



#### **ELTON MANGOMA**

Minister of Energy & Power Development, Zimbabwe



#### **SALVADOR NAMBURETE**

Minister of Energy, Mozambique



#### **KWEKU ANDOH AWOTWI**

CEO, Volta River Authority, Ghana



#### **MANUEL GUAMBE**

Chairman & CEO, Electricidade de Moçambique



#### **EDWARD NJORGE**

Managing Director and CEO, Kenya Electricity Generating Company Ltd



#### **SOLOMON ASAMOAH**

Deputy CEO and Chief Investment Officer, Africa Finance Corporation



#### **PAUL KUNERT**

Head of Business Development, Africa and Asia, Globeleq



#### **RUPERT SOAMES**

CEO, Aggreko



#### **JOSEPH WILSON**

Chairman, Symbion Power Africa

### SPECIAL EVENTS

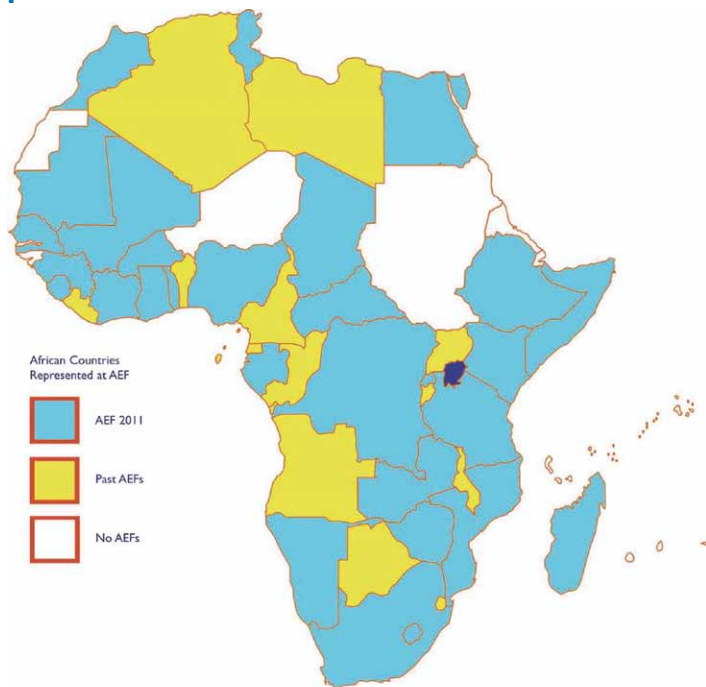
#### **AFRICA HARDBALL:**

Chatham House Rules debate on policy transforming investment generation. Attended by policy makers and industry leaders.



## THE MEETING PLACE FOR KEY INDUSTRY OFFICIALS

### COUNTRIES REPRESENTED AT AEF:



### THE FORUM WILL INVESTIGATE THE FOLLOWING FINANCIAL OPTIONS:

- What are the new economic rules of engagement that ensure the successful financing of power infrastructure?
- Which projects are finding finance and how are they reaching financial closure?
- What are the lenders' current appetites for lending?

### AS WELL AS OTHER EMERGING ISSUES IN THE AFRICAN ENERGY SECTOR:

- Which technologies can be transferred to increase renewable energy uptake as well as provide an important local content initiative?
- Is coal an economic and environmentally viable solution for Africa's energy needs?
- How can African gas be developed to make it bankable?

# THE MARKET PLACE FOR FORMING PARTNERSHIPS AND SIGNING DEALS

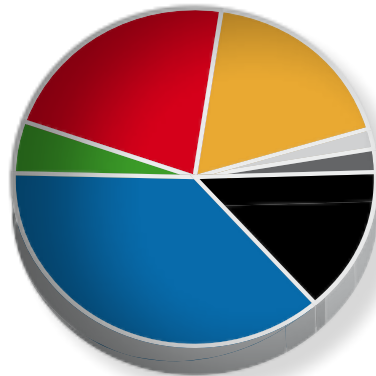
## THE AEF 2012 EXHIBITION:

**AFRICA'S MOST HEAVILY ATTENDED EXHIBITION - WHY YOU CAN'T AFFORD TO MISS IT**

The AEF Exhibition 2012 is the most exciting and trade-heavy exhibition you will attend in 2012! Join stakeholders from the power and utilities sectors taking national pavilions and showcase your organization alongside the national companies of frontier nations in Africa.

**AMBASSADOR HAMADZIRIPI AND HONOURABLE MINISTER MANGOMA WERE DELIGHTED TO HAVE BEEN PART OF THE AFRICA ENERGY FORUM 2011. ZIMBABWE LOOKS FORWARD TO PARTICIPATION AT THE NEXT AEF SCHEDULED FOR BERLIN.**

## AEF 2011 DELEGATES BY ACTIVITY (%)



■ African Officials	14%
■ Power Sector	37%
■ Other Energy Interests	5%
■ Advisory Sector	22%
■ Financial Sector	18%
■ Development Sector	2%
■ Miscellaneous	2%

## EXHIBITING OPPORTUNITIES:

- Make sure your company is part of the VIP Ministerial Exhibition Tour
- **2,000SQM OF FIRST CLASS EXHIBITION SPACE RIGHT NEXT TO THE MAIN CONFERENCE HALL**
- All coffee breaks taking place within the exhibition
- Delegates attending the conference must enter through the exhibition to maximize footfall
- Over 1,000 delegates from over 50 countries
- This year there is no limit to your size of exhibition stand

## TO FIND OUT MORE

Please contact Simon Gosling on **+44 (0) 20 7370 8406** or email

**[SIMON.GOSLING@CLARIONEVENTS.COM](mailto:SIMON.GOSLING@CLARIONEVENTS.COM)**

PLEASE NOTE THAT DUE TO LIMITED NUMBERS THIS MEETING IS BY INVITATION ONLY



**POWERING  
AFRICA:  
SERIES**



**POWERING  
AFRICA**  
—  
CAPTIVE POWER &  
CO-GENERATION  
OPTIONS



**POWERING  
AFRICA**  
—  
HYDRO-POWER  
OPTIONS

**NIGERIA'S ONLY EXECUTIVE RETREAT FOR STAKEHOLDERS,  
MAJOR POWER USERS, POWER PROVIDERS AND INVESTORS**

**LE MERIDIEN IBOM HOTEL AND GOLF  
RESORT, AKWA IBOM, NIGERIA  
25-27 APRIL 2012**

If you would like to contribute to the agenda, please contact Ore Onagbesan for more information  
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## REGISTERING FOR AEF 2012

Delegates	Discount	Cost per delegate (Euros)	Total Euros
2	5%	1235+234.65 VAT	1469.65
3	10%	1170+222.30 VAT	1392.30
4	15%	1105 + 209.95 VAT	1314.95
5	20%	1040 + 197.60 VAT	1237.60

**REGISTER BEFORE  
16 APRIL 2012 TO  
SAVE €100**

(The full fee for one delegate is **€1400** plus VAT)

### THE FEE INCLUDES

- Access to all conference sessions
- Access to all receptions and lunches
- A copy of the conference documentation
- A copy of the Africa Energy Yearbook, retailing at **€80**

- Membership of the AEF MarketSite on the internet, allowing delegates to:
  - download conference presentations
  - email each other before and after the conference
  - access a list of delegates as they register
  - join the networking facility that enables delegates to initiate discussions before AEF and continue their discussion during and after AEF.

**FOR REGISTRATION  
ENQUIRIES PLEASE CONTACT**

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