



Dear...

As 2017 draws to a close, the EnergyNet Africa team has just returned from Casablanca and our final two meetings of the year (**Gas Options: North & West Africa** and the **Africa Renewable Energy Forum**) – both held under the **High Patronage of His Majesty King Mohammed VI of Morocco**.

I thought I would take the opportunity to reflect on this year's business and energy landscape. It's been an awakening year for EnergyNet with the establishment of our Latin American business as well as gaining a deeper understanding of the evolving challenges you face as an investor in the power sector.

And whilst our annual revenues have shrank significantly and costs have risen even more so (a reflection of the sector), I am committed to better responding to your challenges and investing more to continue to make a difference.

Another area where EnergyNet must improve is around touch points with our clients. Whilst we have created this group of core clients who should only have communication from us once a month, we have also recently invested in a CRM system which should help us to manage our communications better. I hope this improves the quality of our relationship.

The highlight of the year was obviously in Copenhagen for 19<sup>th</sup> anniversary of the **Africa Energy Forum** which welcomed 2,100 delegates from 82 countries. To welcome so many people to Denmark was fantastic, especially as the majority of flights were not direct; however after the madness of London it was important that we focused on the quality of the conference rather than simply trying to get more people to attend.

That philosophy will run through to Mauritius next year where we celebrate the 20<sup>th</sup> birthday of **AEF**. The Forum will be held for the first time on the continent under the theme 'Reflections of the last 20 years!'

In September we hosted in Colombia the **Pacific Alliance Energy Forum** - our first summit in Latin America, followed by the **Latin America & Caribbean Gas Options Conference** in Panama. These meetings expanded our insight beyond Africa and firmly into the LATAM energy market – a market which is crying out for investors and whilst the returns are perhaps not as dramatic as in Africa, the potential for deals to be realised offsets that gap.

Other important moments include being awarded our 2<sup>nd</sup> Queen's Award for Enterprise for 'outstanding short-term growth and social responsibility agenda.' Amy and Shiddika this time had the honour of being invited to Buckingham Palace where they met the Queen and Prince Philip for what was one of the Prince's last public engagements.

Additionally, as part of our on-going support for off-grid projects we were delighted to collaborate with PAS BBOX in Nigeria who are developing an 80MW PV power plant in Katsina. Additionally, we are also working towards another project in Guinea-Bissau. All of these investments are made from

the profits as part of our 'Not Just Talking Fund', ensuring that we don't simply take from the sector, we also give back and play a role in delivering energy when we can.

The winter holidays may be around the corner but the EnergyNet team is already raring to go for our next 10 global energy and power summits in 2018, kick-starting with the **Regional Energy Cooperation Summit** in Abidjan, 29-31 January. Hot on its heels will be the **East Africa Energy Infrastructure Summit** and the **AEF: Off The Grid Summit**, both co-located in Uganda under the patronage of **Her Excellency the Minister for Energy and Minerals, Minister Irene Muloni**.

There are of course deeply challenging conditions in some markets and we hope that they can be resolved quickly. Despite these obstacles we remain committed to the sector, to you and to all our partners, friends and associates who are literally turning the lights on, transforming lives, creating jobs and building a legacy that will last beyond all of us.

Thank you for your continued support and should you wish to speak directly with me about how we can do more together, how EnergyNet can better serve your needs or just simply to have a catch up, please call me on + 44 7500 807 930.

I look forward to you joining us in Mauritius to celebrate the **20<sup>th</sup> anniversary of AEF** which is already proving to be the biggest AEF we've ever seen.

Festive wishes,

Simon Gosling  
Managing Director  
EnergyNet Ltd.

A handwritten signature in black ink, appearing to be 'S Gosling', written in a cursive style.