



RENEWABLE ENERGY FINANCE & INVESTMENT FORUM

27 – 28 APRIL 2012

GUSTAV-STRESEMANN INSTITUT
LANGER GRABENWEG 68, 3175 BONN
53175 BONN - GERMANY

FRIDAY, 27TH APRIL 2012

Till 10:00 **Arrival and registration**

10:00 **Welcome and opening remarks**

Peter Finger

*Former Mayor of the City of Bonn, Germany
Municipal Councillor, Bündnis 90 / DIE GRÜNEN*

Hon. Linus Abaa Okorie

House of Representatives, Nigeria

His Excellency Mamour A. Jagne

Ambassador of the Embassy of Republic of Gambia, Belgium

Mahama Kappiah

*Executive Director
ECOWAS Regional Centre for Renewable Energy and Energy Efficiency (ECREEE)
Cape Verde*

Dr. Paulyn Jansen

*CEO
Janero Consultancy GmbH, Germany*

10:30 **Coffee Break**

10:45

Description **Renewable energy markets available in the ECOWAS countries**

This session will discuss structural engineering, financial evaluation and appraisal methods of different wind projects. An overview of new and innovative hydropower technologies that improves efficiency, increase generation and limits environmental impact. A regionally focused session on hydro and wind power utilities analysing how projects have been procured and integrated to the benefit of the region.

- New Hydro Power Development
- Wind Technology and Development
- Infrastructure in ECOWAS countries
- Private equity and expansion capital

Speaker

Dr. Alfred Ofose-Ahenkorah

Executive Secretary, Energy Commission, Ghana

Format Interactive panel discussion

11:30 *Coffee Break*

11:45

Description **Strategic and institutional investment available to the renewable energy markets**
Working with investors and developers to conduct economic and feasibility studies to for completion of construction, execution of contracts, and meeting uptime and performance ratio commitments.

- Power Purchase Agreements – PPA
- Financial Appraisal of operational offshore wind energy projects
- Wind Power Utilities
- Federal and state funding available and how to get it

Speakers **Dieter Grau**
Germany Trade and Invest (GTAI), Germany

Sylvester Eze
Deutsche Vermögensberatung, Germany

KFW (Invited)

Format Interactive panel discussion

13:00 *Lunch*

14:00

Description **Investment opportunities across some of the key sectors**
Financing can be difficult to come by. This panel discussion on renewable energy incentives and financing mechanisms will include updates on renewable energy credit (REC) markets, innovative financing trends and common financial pitfalls to avoid.

- Project finance in a post stimulus region
- Balancing project finance with tax equity, debts, and other methods
- Renewable energy financing mechanisms and incentives
- Early stage Venture Capital investment

Speakers **Chris Addy-Nayo**
ACP Business Climate (BizClim), Belgium

Prince Bright Ese Ogaga
CEO, Briepower Renewable Energies International Limited, Nigeria
President / African Business Project Coordinator

Dr. Philipp Schuller
Partner, africa enablers, Germany

Format Interactive panel discussion

15:30 *Coffee Break*

15:45

Business Round Table
The Business Round Table will aim at exploring the business and Investment potentials of the West African markets, building new business relations with regional entrepreneurs to build and strengthen the Diaspora position of African entrepreneurs in Germany and other West African countries, with a view to the divestiture

programmes taking effect in most ECOWAS countries. Areas to be considered are:

- Where and how to obtain tax equity investment,
- Energy,
- Oil & Gas Exploration,
- Health,
- Real Estate Development,
- Infrastructure,
- Mining,
- Agribusiness,
- Industrial & Manufacturing; and more.....!

Speakers

Dieter Grau

Germany Trade and Invest (GTAI), Germany

Prince Bright Ese Ogaga

CEO, Briepower Renewable Energies International Limited, Nigeria

President / African Business Project Coordinator

Sylvestor Eze

Deutsche Vermögensberatung, Germany

Maxwell Aziadjo

Methodist Publishing House, Ghana

18:00

RECEPTION

SATURDAY 28TH APRIL 2012

10:00

Description **Solar Africa: The race or the success??**

Africa's renewable energy agenda is envisaged to have a huge expansion of solar capacity. Solar energy may offer innovative opportunities for applications that expand baseload utility-scale power development, increase resources conversion efficiency, and offer more dynamic load support to the utilities. But which technologies will ultimately emerge as the winners in the race for solar? Its benefit as a baseload renewable resource as well as a geologically-derived resource will be discussed in this session.

- Solar Systems and Technology
- Technical considerations for Solar products in West Africa
- Solar at Scale
- Solar power – An ECOWAS opportunity?

Speakers

Alexander Sipua

YANDALUX GmbH

Director African Affairs/ Directeur Commercial Afrique

Stefan Schmitz (Invited)

Director, Foreign Trade, Bundesverband für Wirtschaftsförderung und Außenwirtschaft / Global Economic Network e.V.

Format

Paper presentation

11:30

Coffee Break

11:45

Description

Biomass - Challenges to Biomass Sustainability

The biomass value chain requires innovation, efficiency, resource stewardship and robust defense of market positions for success. Sustainability strategy is evolving quickly in order to connect sustainability objectives with organizational goals. The panel will provide multiple perspectives on the attainment of sustainability in biomass applications and ventures.

- Biogas Development for Utility
- Biomass Energy - Arguments for and against carbon neutrality
- Research, Training and Education

Speaker

Dr. Linus Mofor

IRENA Innovation and Technology Center, Germany

Format

Paper presentation

13:00

Lunch

14:00

Description **Technology**
This panel will focus on case studies from developers that are designing best-in-class utility-scale equipment. Discussion will include system design, module and BOS selection, performance modeling and optimization to achieve target ROIs. The challenge to manufacture lower cost, reliable alternative power solutions. The session will also highlight innovations in technology that can help meet this critical goal.

- Affordable technology, systems, and components;
- Improving the ROI of Utility Scale alternative Power Generation; Thermal, Water Power – hydro, Marine and Tidal Energy
- Realities of renewable energy Development: Engineering, Construction and Cost;
- Advancements to tower renewable energy technologies for efficiency, reliability and cost competitiveness.

Speakers *Venture Capital Companies*

Format **Panel discussion**

15:30 *Coffee break*

15:45

Description **Policies**
The power industry has created a moving target for those players involved in large-scale solar development and ownership. Success requires navigating a dynamic landscape of varying state policy and utility programs. Representing a broad range of interests and experience, the panel will give an overview of existing utility procurement policies and developer strategies.

- Impact of Renewable Policies in the ECOWAS region.
- Local, national and regional policies, barriers, incentives
- Renewable energy policy in volatile political climates
- Policy impact on procurement and developer strategies
- Renewable energy by ECOWAS countries??

Speakers *UNCCD, UNECA, UNIDO, ECREEE
Renewable energy company in Germany
Renewable energy company in Nigeria*

Format **Panel discussion**

17:15 **The way forward**

- Evaluation and presentation of preliminary report and recommendations
- Action plans: The way forward
- Messages recommendations and suggestions from Representatives
- Agreements for the future of renewable energy development in ECOWAS countries. Adoption of report
- Closing remarks

18:00

End of Business Forum

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