



## RES4AFRICA ETHIOPIA PROGRAM LAUNCH

*Fostering the deployment of Renewable Energy in Ethiopia:  
a Sustainable Roadmap*

October 3<sup>rd</sup> - 4<sup>th</sup>, 2017

Sheraton Hotel, Addis Ababa



## TUESDAY OCTOBER 3<sup>RD</sup>

### Morning session

**8:00** *Registration and welcome coffee*

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**8:30** **Welcome**

Roberto Vigotti Secretary General, RES4Africa

**8:40** **RES4Africa presentation – Mission, achievements and future objectives**

Antonio Cammisecra President RES4Africa and CEO EGP

**9:00** **Opening session – Ethiopian energy sector: current and future scenarios**

H.E. Amb. Giuseppe Mistretta	Ambassador of Italy to Ethiopia
H.E. Amb. Johan Borgstam	Ambassador designate of the European Union to Ethiopia
H.E. Dr. Amani Abou-Zeid	African Union Commissioner for Infrastructure and Energy
H.E. Dr. Admasu Nebebe	State Minister, Ministry of Finance and Economic Cooperation of Ethiopia
H.E. Dr. Gemedo Dalle	Minister of Environment, Forest and Climate Change of Ethiopia
H.E. Dr. Mebrathu Meles	State Minister, Ministry of Industry of Ethiopia
Dr. Ginevra Letizia	Head of the Addis Ababa Italian Agency for Development Cooperation
Dr. Gustavo Aishemberg	Representative and Director of Regional Office, UNIDO
Dr. Stephen Morin	Head of Economic Growth and Transformation Office, US AID
Dr. Francesco La Camera	Director General for Sustainable Development, Environmental Damage, European Union and International Affairs, Italian Ministry of Environment, Land & Sea
Amb. Sergio Mercuri	Directorate General for Global issues - Sustainability Coordinator - Ministry for Foreign Affairs and International Cooperation, Italy

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**10:30** **Session 1 – De-risking investment instruments for renewable energy projects**

Renewable energy projects can face financial, economic, social and political risks that impact investment decisions in emerging countries. Renewable resource availability, enabling macroeconomic and financial conditions, and a clear policy and regulatory framework are needed to prepare the ground for investment seeding. The session will discuss existing international de-risking mechanisms and instruments that help minimize investment risks related to renewable energy projects in emerging markets.

Keynote speaker:

Valentino Rossi Head of Business Development, EGP

Round table moderator:

Paolo Gentili Director, PWC

Discussants:

Tadesse Kassa	Senior Advisor, Ethiopian Investment Commission
Giorgia Favero	Team Leader Regional & Infrastructure, EU delegation in Ethiopia
Rahul Kitchlu	Senior Energy Specialist, World Bank
Jukka-Pekka Strand	Senior Infrastructure Finance Specialist, World Bank

Hailealem Worku	PLC Managing Director, Orchid Business Group
Eric Kaleja	Vice President, DEG – Deutsche Investitions und Entwicklungsgesellschaft, KfW Group
Cristina Migliaro	Business Development Manager for Africa, RINA Consulting

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### 11:30 *Coffee break*

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### 12:00 **Session 2 – Debriefing on the Ethiopian solar auction program**

The session will shed light on the first Ethiopia's solar auction program: what are the lessons learned and what can be improved when going forward to the next tender? The discussion will carefully analyze legal, financial and business aspects from the point of view of the different stakeholders involved.

Keynote speaker & round table moderator:

Zemedeneh Negatu      Global Chairman, Fairfax Africa Fund

Discussants:

Bizuayehu Tesfaye	Ethiopian Scaling Solar Program Manager, EEP
Rahul Kitchlu	Senior Energy Specialist, World Bank
Elsabeth T. Tedros	Scaling Solar program, IFC
Mikias Berhanu	Power Project Finance Advisor, Nexant   Power Africa
Roberto Grigoletto	VP Operations, Neosia SpA
Michele Porri	Head of Business Development Africa, EGP
Gianfranco Veneziano	Senior Partner, Bonelli Erede
Christophe Litt	Head of representation to Ethiopia and the African Union, EIB

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### 13:00 *Lunch break*

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### Afternoon session – B2B meetings running in parallel

### 14:30 **Session 3 – Integrated approach for the development of wind projects in Ethiopia**

The session will discuss the potential development of wind energy production in East-Africa by focusing on Ethiopia's approach to speed up wind penetration into the energy system. Special attention will go to resource mapping and project bankability, highlighting tangible case studies and best practices.

Keynote speaker:

Robert O'Keeffe      Business Development Manager for Africa, DNV GL

Round table moderator:

Manuele Battisti      Head of Business Development East Africa, EGP

Discussants:

Sahele Tamiru Fekede	Director, Directorate of Energy Study and Development follow-up, Ministry of Water, Irrigation and Electricity of Ethiopia
Gene Lin	Senior Energy Advisor, Power Africa
Jukka-Pekka Strand	Senior Infrastructure Finance Specialist, World Bank
Nikolaj L. Svensson	Senior Energy Advisor, Accelerating Wind Power Generation in Ethiopia Programme, Danish Cooperation
Chiara Aquino	Partner, ERM

**15:30 Session 4 – Efficient integration of RE plants in Africa: innovative technologies and market opportunities for wind and PV leading manufacturers**

The session will discuss the importance of the integration of renewable energies with the energy system. What are the business opportunities in Ethiopia global leading manufacturers? Which steps are needed to incentivize these players to participate in the market? The participation of experienced representatives of key market players is important to assess the current situation and the challenges to increase the integration of renewables in the country.

Keynote speaker & round table moderator:

Riccardo Amoroso Vice Chairman, Solar Power Europe

Discussants:

Victor Koyier Sales Manager Sub Saharan Africa, Jinko Solar

Per Karlsen Business Development Director, Area Africa, Vestas

Santiago Lopez Sales Engineer, Africa & New Markets, Nordex Acciona

Deo Onyango Sales Director Africa, GE

Jean Pierre Sanchez Sales Director Africa, Siemens Gamesa

Jalel Hamila VP Sales Middle East & Africa, JA Solar

**16:30 Session 5 – Capacity building: the enabler to power Africa**

The session will discuss the fundamental role of knowledge and know-how for project development. In line with the ethical imperative of the 2030 Agenda for Sustainable Development of “no one left behind”, the cross cutting role of human capital becomes crucial both as a catalyst and a booster. What skills need to be leveraged for the development of renewable energy markets, how can these skills be improved, and what role can governments and international organizations play?

Keynote speaker & round table moderator:

Carlo Papa Director, Enel Foundation

Discussants:

Linus Mofor Senior Environmental Affairs Officer, Energy Infrastructures and Climate Changes, UNECA

Getachew Bekele Head of Electric Power and Energy Technology Research Group, Addis Ababa University

Girma Mekuria Senior Operations Officer, African Development Bank

Akiko Seyoum Ambaye CEO, Orchid Business Group

Andrea Micangeli Professor of Renewable Energy Systems, La Sapienza University

Roberto Dandi Professor of Management, LUISS University

Pierluigi Leone Professor of Sustainable Energy, Politecnico di Torino. Coordinator of the Task Force "Energy and Development", Energy Centre of Torino

Simon Kiragu Strategic Partnership Manager, wPOWER Hub

**17:30 Success story of a sustainable project: Wolisso hospital**

Don Dante Carraro General Director, Medici con l’Africa CUAMM



**17:45 Closing remarks**

David Otieno

Head of Secretariat, AEEP

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**18:00 Reception cocktail**

**WEDNESDAY OCTOBER 4<sup>TH</sup>**

**Morning session – B2B meetings running in parallel**

**8:00** *Registration and welcome coffee*

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**8:30** **Session 6 – Decentralized renewable energy solutions to foster economic development**

The session will discuss decentralized energy solutions and their impact on the development of local communities. Innovative and sustainable decentralized energy solutions represent efficient instrument to promote electricity access in remote and low load density areas. Which technologies are currently available? And which regulatory framework is needed for their large-scale development?

Keynote speaker:

Anna Paola Minervini      Head of Regulatory Affairs Sub Saharan Africa, Asia and Australia, EGP

Round table moderator:

Giuseppe Artizzu      Executive Director Global Energy Strategy, Electro Power Systems

Discussants:

Getahun Moges	General Director, EEA
Eyob Aguma	Off Grid Renewable Energy Consultant, World Bank
Nicholas Allen	Program Manager Ethiopia, NRECA   Power Africa
Rainer Hakala	Director Energising Development Ethiopia, GIZ
David Lecoque	Policy and Business Development Manager, Alliance for Rural Electrification (ARE)
Edoardo Patriarca	Head of Mini Grid and Off grid Solutions, Enel Global e-Solutions
Stuart Heather-Clark	Partner, Africa Power Lead, ERM
Luca Piffer	Global Sales Director, Plug the Sun, Enerray Group
Michele Ceccarello	African Area Manager, SAET

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**09.30** **Session 7 – Opportunities for geothermal power in the Rift Valley**

In a country where the potential for geothermal resources is estimated at 10.000 MW, geothermal power should play a key role in Ethiopia's future energy system. The session will analyze the potential and criticalities in the Rift Valley region to this opportunity and also the case of Kenya, that is becoming a geothermal leader, not only in Africa but at world level.

Keynote speaker:

Geoffrey Giudetti      Head of Geo Resource Evaluation, EGP

Round table moderator:

Maurizio Di Battista      Business Development, EGP

Discussants:

Peter Kinuthia	Energy Division, AUC
Sahele Tamiru Fekede	Director, Directorate of Energy Study and Development Follow-up, Ministry of Water, Irrigation and Electricity of Ethiopia
Tesfaye Kassa	Director Geothermal Resource Development Licensing & Administration, EEA
Solomon Kebede	Head of Geothermal Department, Geological Survey Ethiopia
Philip Wambua	Principal Consultant, ERM

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10:30 *Coffee break*

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**11:00 Session 8 – Managing environmental & social risks to achieve bankability**

Renewable energy investment opportunities require an evaluation of environmental and social risks early on in the project lifecycle. A key component to a successful project is making sure that it is ‘bankable’ from an environmental and social risks perspective, making it attractive to lenders and investors. The session will highlight how to address environmental and social risks to ensure that renewable energy projects are financially sustainable from the start of the project to construction and operation.

Keynote speaker & round table moderator:

Stuart Heather-Clark Partner, Africa Power Lead, ERM

Discussants:

Zemen Haddis	Senior Agricultural Policy Adviser and Focal Person for Land Policy Issues, US AID
Bedilu Reta	Environmental Specialist, World Bank
Roman Kassahun	Director, Environmental and Social Impact Assessment Directorate, Ministry of Environment, Forest and Climate Change of Ethiopia
Nigus Agonafir	Environmental Impact Assessment Studies Team Leader, Environmental & Climate Change Directorate, Ministry of Water, Irrigation and Electricity
Suelen Quadri	Sustainability, EGP
Alessia Gagliardo	Social Expert, RINA Consulting

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**12:00 Session 9 – Role of regional interconnection in fostering RE integration in Eastern Africa Power Pool**

The session will focus on the benefits of fostering regional integration within the Eastern African Power Pool. Extending power interconnections and power trade within the region is a competitive solution to efficiently satisfy growing power demand inside the EAPP region while integrating large amount of new intermittent RES capacities to reduce power generation costs.

Keynote speaker & round table moderator:

Riccardo Siliprandi Principal, Pöyry Management Consulting Italy

Discussants:

Sahele Tamiru Fekede	Director, Directorate of Energy Study and Development Follow-up, Ministry of Water, Irrigation and Electricity of Ethiopia
Abebe Kahsay	Transmission Operations Executive Officer, EEP
Lebbi Changullah	Secretary General, Eastern African Power Pool
Zalalem Gebrehiwot	Technical Director, Eastern African Power Pool
Nebiyou Girma	Lead Transaction Advisor, Nexant   Power Africa
Cristiano Candia	Senior Consultant Network Operations, CESI

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13:00 *Lunch break*

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## Afternoon session – B2B meetings running in parallel

### 14:30 Session 10 – An open approach for the innovation in the energy sector: what's next?

The session will analyze the role of innovation in implementing new solutions to foster energy access in Africa. Smart grids, IT solutions, mobile payment and peer-to-peer technologies are just the beginning of this revolution that is needed to develop the electricity system benefitting remote populations in large countries such as Ethiopia. Could frugal innovation be the answer for the next breakthrough?

Keynote speaker:

Giovanni Tula                      Head of Innovation and Sustainability, EGP

Round table moderator:

Angelo Guardo                      RES4MED Project Manager

Discussants:

Antonio Nodari                      Managing Director, Pöyry Management Consulting Italy and France  
Giuseppe Artizzu                      Executive Director Global Energy Strategy, Electro Power Systems  
Fulvio Mariani                      Business Development Manager Renewables & Sustainability, RINA Consulting  
Marion Karanja                      Business Development Manager, Strauss Energy  
Lilian Motongori                      Leader, Entrepreneur, Realtor, Women Empowerment Advocate  
Amare Assefa                      Founder, KENEFAS Energy Solution

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### 15:30 Session 11 – Energy storage: the new frontier of the electric system

The session will discuss new disruptive energy storage technologies. Energy storage is instrumental to solve grid congestions, thus resulting to be a mandatory asset for sustainable and safe grid development. Combined renewable energy and storage solutions will be key to electrify rural communities. How will this unfold? And which technology improvements will be needed to make the development benefits happen?

Keynote speaker & round table moderator:

Riccardo Amoroso                      Head of Innovation and Product Lab, Enel Global e-Solutions

Discussants:

Giuseppe Artizzu                      Executive Director Global Energy Strategy, Electro Power Systems  
Alessio Tizzanini                      New Technologies, Innovation and Product Lab, Enel Global e-Solutions  
Michele Ceccarello                      African Area Manager, SAET  
Cristiano Candia                      Senior Consultant Network Operations, CESI  
Lorenzo Carnelli                      Commercial Director, FRIEM

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### 16:30 Closing remarks

Cheikh Bedda                      Director Infrastructure & Energy, African Union Commission

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### 16:45 Recommendations and the way forward

H.E. Dr. Mebrathu Meles                      State Minister, Ministry of Industry of Ethiopia

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**17:00 Conclusions**

Roberto Vigotti

General Secretary, RES4Africa

### **About the event**

After the launch of RES4Africa in Kenya in 2016, the program now expands to include Ethiopia through an official launch in Addis Ababa. The conference aims to highlight renewable energy markets, foster a dialogue between local stakeholders and RES4Africa members, and generate a deeper understanding of local needs to propose concrete solutions. This event will bring together public and private sector stakeholders from Europe and East Africa to discuss lessons learned and identify remaining gaps, challenges and emerging issues for a smooth deployment of renewable energy in Ethiopia.

The conference will touch upon the key topics for a sustainable renewable energy market development, such as policy and regulatory frameworks, scaling up investments, financing solutions and new business models, technological and technical issues, industrial development and the role of capacity building and technical training in unlocking the renewable energy potential of Ethiopia. The event aims to generate a deeper understanding of local needs and present a set of matching and innovative solutions.

### **Who we are**

**Renewable Energy Solutions for Africa - RES4Africa** - is a network of key international energy stakeholders - utilities, industries, agencies, technical service providers and academia - engaged in promoting clean tech solutions in the Sub-Saharan African continent. Its mission is to support the deployment of renewable energy, both large scale and distributed energy, energy efficiency solutions and their integration in the local and regional markets to satisfy local energy needs. RES4Africa encourages the set-up of partnership formulas to provide decision makers with the viewpoint of the private sector and to stimulate investment opportunities along the entire supply chain through networking activities for market operators, industry associations and other key stakeholders.

**The Africa-EU Energy Partnership (AEEP)** was launched as one of the eight strategic partnerships of the Africa-EU Joint Strategy (JAES) by the African and European Heads of State during the 2007 Second EU-Africa Summit in Lisbon, Portugal. The AEEP is an established forum for high-level political dialogue between Europe and Africa, and it has performed as an instrumental agenda-setter in African-European cooperation on energy issues as well as contribution at the international scene. The AEEP's overall objective is to increase the effectiveness of efforts to secure reliable and sustainable energy services and extend their access on both continents, enhance access to modern energy services and expand renewable energy and energy efficiency in Africa.

### **SUGGESTED PRE-READINGS**

Publications are available in the library session of RES4Africa website [www.res4africa.org](http://www.res4africa.org)

### **LIST OF ACRONYMS**

AEEP	Africa EU Energy Partnership
AICS	Agenzia Italiana Cooperazione allo Sviluppo
AUC	African Union Commission
CEO	Chief Executive Officer
CESI	Centro Sperimentale Elettrotecnico Italiano
EAPP	Eastern African Power Pool
EEA	Ethiopian Energy Authority
EEP	Ethiopian Electric Power
EEU	Ethiopian Electric Utility
EU	European Union
EGP	Enel Green Power
EIB	European Investment Bank
ERM	Environmental Resources Management
GE	General Electric
GIZ	Gesellschaft für Internationale Zusammenarbeit
IFC	International Finance Corporation
PWC	PricewaterhouseCoopers
RE	Renewable Energy
UN	United Nations
UNECA	United Nations Economic Commission for Africa
UNIDO	United Nations Industrial Development Organization



Event Partner:



Ministry of Water, Irrigation & Electricity



Addis Ababa Chamber of Commerce and Sectoral Associations  
Addis Chamber International Tradefair



Ministry of Environment,  
Forest and Climate Change



*Ambasciata di Italia ad Addis Abeba*



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