

Morning session

7.30 Welcome Coffee

8:00 Introduction and objectives of the seminar

Luca Marena - RES4Africa Project Manager

Angela Loi – Italian Embassy

Dr. Joseph Njoroge - Principal Secretary, Ministry of Energy

08:30 Best practices for successful auction programs

Outlook of worldwide and regional auction cases highlighting why tenders allow effective and efficient capacity allocation, attracting local and international competitive players and addressing countries' specific interests.

Manuele Battisti - Head of Business Development East and West Africa, EGP

Juliana Kimberly Kainga - Business Development East Africa, EGP

09:30 Main characteristics of tendering process: tender documents preparation and offers evaluation

The main components and processes required to form a robust auction tendering process will be presented. The South African REIPPPP framework will be used as a successful case study for rapidly deploying large scale solar and wind projects. Tendering process, parties and documentation involved will be analyzed. Despite being successful, there is still room for improvement and these weakness points will be discussed.

Lee Smith – Project Manager, RINA Consulting

10:15 Coffee break

10:30 Permitting processes and land rights

Environmental, Social and Governance issues are increasingly critical in the bankability assessment of projects by international lenders. Among the most critical aspects, there is the issue of land availability for renewable projects, which in itself constitutes one of the major barriers to their development. The session will present an East African Renewable Energy success story and a case study where the project failed due to ESG issues.

James Archer – Partner, ERM

11:15

How to ensure competitiveness and sustainability of PPAs

The aim of this session is exploring the role of PPAs in facilitating the kick-start of private investments in renewable energies in emerging economies. PPAs are the most important agreements for the financing of a RES project, defining all the commercial terms between the seller and the off-taker. They also act as a main de-risking tool defining roles and responsibilities of all the actors involved in a renewable project development, thus ensuring the bankability, the profitability and the long-term sustainability of a renewable project.

Riccardo Bicciato - Partner, Bonelli Erede

Riccardo Siliprandi – Principal, Pöyry Management Consulting Italy

12:00

Conclusions

Hon. Charles Keter - Cabinet Secretary, Ministry of Energy

Luca Marena - RES4Africa Project Manager

13:00

Lunch Break