



Executive Seminar

**INTERNATIONAL BENCHMARK FOR AUCTION PROGRAMS AND  
PROJECT FINANCE IN THE RENEWABLE ENERGY SECTOR**

**AGENDA**

Addis Ababa, Capital Hotel

March 5<sup>th</sup>-6<sup>th</sup>, 2019



## Concept Note

RES4Africa is glad to lead an Executive Seminar focused on an international benchmark for auction programs and project finance in the renewable energy sector. RES4Africa strongly believes that changes in policy mechanisms can unlock the great renewable energy potential of Ethiopia and simultaneously enhance international competition, as well as lower the price of electricity for the final consumers.

Thanks to the support and cooperation of RES4Africa's network, the Executive Seminar will shed light on the crucial steps for the preparation of international tenders, including the document procedures and offer evaluations.

An international benchmark will be useful to better understand the best practices in the sector and develop competitive auction programs for the country. A presentation on risk assessment and appropriate mitigation measures in conjunction with presentations on project finance and asset management will provide a strong knowledge foundation to ensure an effective and sustainable execution of renewable energy projects.

The seminar will also examine in depth both the permitting process and the site selection that are a fundamental step to ensure a clear and transparent tendering process. It will further introduce international best practices to guarantee the competitiveness of future PPAs.

## Day 1 – Tuesday March 5<sup>th</sup> 2019

### Morning session

8:00 *Welcome Coffee*

8:30 **Introduction and objectives of the seminar**

09:00 **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.

10:30 *Coffee Break*

11:00 **Main characteristics of tendering processes: preparation of tender documents and evaluations of offers**

The main components and processes required to form a robust auction tendering process will be presented. With the help of hands on examples, the processes will be broken down and guided step by step.

12:30 *Lunch Break*

### Afternoon session

14:00 **Case studies Zambia/South Africa**

These case studies will provide a real life example of the successful and rapid deployment of large scale solar and wind projects. The 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.

15:30 *Coffee Break*

16:00 **Asset Management**

Asset and service management is an approach that enables companies to maximize the performance of critical capital assets that have a direct and significant impact on achieving corporate objectives. This approach is comprehensive, including all types of assets and addresses how they are purchased, maintained and optimized throughout their useful life.

17:00 **Conclusion**

## Day 2 – Wednesday March 6<sup>th</sup> 2019

### Morning session:

08:00 *Welcome Coffee*

**08:30 Risk assessment and mitigation actions in Renewable Energy Projects**

The session will analyze the financial risks that a RE project meets during its life. Addressing such risks is crucial in project development, even more in new countries and new contexts. With a holistic approach, the session will discuss potential risk mitigation measures.

10:30 *Coffee Break*

**11:00 Project finance in renewable energy investments**

An overview of the most effective project finance structures for large-scale renewable energy projects will be presented.

**12:30 Group Discussion**

13:00 *Lunch Break*

### Afternoon session:

**14:30 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-takers. 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.

15:30 *Coffee Break*

**16:00 Sites identification and permitting process**

The issue of land availability for renewable energy projects is among the most critical aspects of ESG (Environmental, social and governance) and thus constitutes in itself one of the major barriers to their development.

**17:00 Conclusions**



## WHO WE ARE

### RES4AFRICA

RES4Africa promotes the deployment of large-scale and decentralized renewable energy and energy efficiency in Sub-Saharan African countries to meet local energy needs. Since its inception in 2012, the association gathers the perspectives and expertise of a member network from across the sustainable energy value chain.

RES4Africa functions as a platform for members and partners of emerging markets to foster dialogue and partnerships, share knowledge and build capacity to advance sustainable energy investments in Sub-Saharan African countries.

RES4Africa aims to create an enabling environment for renewable energy and energy efficiency investments in emerging markets through 3 work streams:

- ✓ *Acting as a connecting platform for **dialogue and strategic partnerships** between members and partners to exchange perspectives and foster cooperation;*
- ✓ *Providing **technical support and market intelligence** through dedicated studies and recommendations based on members' know-how to advance sustainable energy markets;*
- ✓ *Leading **capacity building and training** efforts based on members' expertise to enable skills and knowledge transfer that supports long-term sustainable energy market creation.*

RES4Africa gathers a network of members from across the sustainable energy value chain including industries, agencies, utilities, manufacturers, financing institutions, consultancies, legal and technical services providers, research institutes, and academia.

RES4Africa works with local, regional and international partners, agencies and organizations to pursue its mission and promote renewable energy and energy efficiency deployment in the region of focus.

### For any further information:

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