

## Local bank financing for off-grid energy

Fairview Hotel, Nairobi

February 22, 2017

### Agenda – Industry meeting, morning of February 22, 2017

Time	Session
09.00	<b>Arrival and registration</b>
09.30 – 09.40	<b>Opening words</b> Koen Peters, Executive Director, GOGLA
09.40 – 10.10	<b>Presenting the off-grid sector as a portfolio growth opportunity</b> Andreas Zeller, Managing Partner, Open Capital Advisers <i>Objective: to review and refine the collective view of the investment opportunity that GOGLA member companies represent.</i>
10.15 – 11.00	<b>Pioneer transactions between local banks and off-grid companies</b> Andrew Reicher, Chairman, Berkeley Energy <i>Objective: review transactions that have already taken place, and assess what would be key elements of future transactions:</i> <ul style="list-style-type: none"> <li>- Purpose and profile of each transaction</li> <li>- Terms and conditions</li> <li>- Support mechanisms used</li> </ul>
11.00 – 11.30	<b>Formulating key messages for donors and DFIs active in the sector</b> <i>Objective: to begin to arrive at a common message on the types of support required from donors and DFIs in terms of guarantee structures and other types of support.</i>
11.30-11.45	<b>Brief status update on WB/GOGLA PAYG KPI project</b> Laura Sundblad, Program Adviser, GOGLA
11.45 – 12.00	Wrap-up
12:00 – 13.30	Lunch (together with bank representatives)

For more information, please contact:

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## Agenda – Meeting between industry and banks, afternoon of February 22, 2017

Time	Session
13.45 – 14.00	<p><b>Opening words</b> Koen Peters, Executive Director, GOGLA</p>
14.00 – 14.30	<p><b>Projected portfolio growth opportunities for banks</b> Andreas Zeller, Managing Partner, Open Capital Advisers</p> <ul style="list-style-type: none"> <li>- <i>Projected growth in the off-grid market in Kenya and East Africa</i></li> <li>- <i>The financing gap / investment opportunity in the off-grid sector</i></li> <li>- <i>Common features of deals in the off-grid sector to date</i></li> </ul>
14.30 – 15.45	<p><b>Showcasing actual and potential transactions between banks and off-grid companies</b> Andrew Reicher, Chairman, Berkeley Energy LLC</p> <ul style="list-style-type: none"> <li>- <i>What would an ideal transaction look like?</i></li> <li>- <i>What are companies looking for?</i></li> </ul> <p>- <i>What tools and intermediaries are available to support different types of transactions?</i></p>
15.45 – 16.15	<p><b>Opportunities in the local bond market for the off-grid sector</b> Harry Guinness, Executive Director, Lion's Head Global Partners</p>
16.15 – 16.30	<p><b>Closing remarks</b> Koen Peters, Executive Director, GOGLA</p>
16.30 – 18.00	Reception

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