

DAY 1

TUESDAY 25 APRIL

07:30 :: Registration

08:45 :: Word of welcome, practical info, security brief

*Eveline Jansen /// Project Manager - Solarplaza  
Segun Adaju /// CEO - Consistent Energy - REAN*

SESSION 1 - Introduction and Overview of the Market Potential of the Nigerian Solar PV Sector

09:00 :: Opening address

*Government Official*

**Session Facilitator:**

*Segun Adaju /// CEO - Consistent Energy /// REAN*

09:15 :: Nigeria's Energy Landscape

- Nigeria Energy Needs Assessment and Value Chain Analysis
- Key Insights
- Challenges and Opportunities
- An Introduction to All On - Accelerating Access to Energy in Nigeria

*Ekaete Okoro /// Manager External Affairs & Strategic Partnerships - All On*

09:35 :: Setting the stage: key aspects, opportunities and challenges in a high potential market

- Discussing and evaluating the drivers that will ensure a healthy growth of the market
- Government and key stakeholders' outlook on advancing Nigeria's PV sector
- Addressing the most pressing issues prevailing in Nigeria's (renewable) energy sector

*Moderator: Andrew Johnstone /// CEO - Climate Fund Managers*

*Engr. Abubakar Ali Dashima /// Assistant Director Renewable & Rural Power Access - Federal Ministry of Power, Works and Housing*

*Uvie Ugono /// Founder & CEO - Solynta Energy*

*Eluma Obibuaku /// Vice President Power - Africa Finance Corporation (AFC)*

*Donn Tice /// Senior Advisor - Worldbank*

10:30 NETWORKING BREAK

SESSION 2 - Regulatory Issues, Policies and Funding mechanisms for Solar PV in Nigeria

11:30 :: Reporting back from the first round of PPAs being signed

- Experiences and lessons learned in the first auction round
- Competitive procurement pitfalls & how to avoid them (in the next round)
- Transferable experiences from other solar tender programs in Sub Saharan Africa

*Yesufu Alonge /// General Manager - NBET*

**Session Facilitator:**

*Dr. Yemi Oke /// Managing Partner - MJS Partners*

11:50 :: Role of policies and government in facilitating and supporting the growth of the off-grid and decentralized energy sector

- Discussing the scope and implications of the minigrid regulation
- Addressing the constraining regulatory environment for the nascent PAYG market
- Regulatory incentives for distributors, companies and developers (tax exemptions, VAT)

*Ify Malo /// Nigerian Campaign Manager - Power For All*

12:10 :: Subsidies, guarantees, and the role of government support

- Analysis of Access to Finance Barriers for each market segment - grid, mini-grid and SHS/picosolar - both local and international investment
- Role of government in unlocking access to finance for each market segment

*Moderator: Eluma Obibuaku /// Vice President Power - Africa Finance Corporation (AFC)*

*Olowo Olasunkanmi /// Head SME & Value Chain Banking - Ecobank Nigeria*

*Dolapo Kukoyi /// Partner - Detail Commercial Solicitors*

*Fanen Acho /// Market Development Consultant - IFC/Lighting Africa*

*Patrick Tolani /// CEO - Community Energy Social Enterprise*

13:00 NETWORKING LUNCH

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## SESSION 3 - Financing: Structuring Bankable Deals and Attracting Capital

### 14:00 :: Enabling decentralized energy services enterprises: partnering with mobile operators and sourcing appropriate capital

- Mobile operators have many synergies with decentralized energy businesses – what are the best practices to working with an operator and when does it make business sense?
- From a mobile operator perspective, what makes distributed energy services attractive?
- What kind of capital is needed for enterprises working with receivables-heavy business models, and how can mobile operator partnerships help attract such capital?

*Ilana Cohen /// Sr. Market Engagement Manager - GSMA Mobile for Development Utilities Programme*

*Yuri Tsitrinbaum /// CEO - Nova Lumos*

*Usoro Usoro /// General manager Mobile Financial Services - MTN*

#### Session Facilitator:

*Laura Sundblad ///*

*Program Adviser - GOGLA*

### 14:30 :: Large Scale Business Case - the path towards financial close of one of the 14 PPA's

- Key Finance Issues concerning delivering solar PV projects in Nigeria
- What tariffs need to be in place to encourage private sector investment

*Ankit Jain /// Business Development Manager - Access Power*

### 14:40 :: On-Grid - Financing Utility Scale and C&I Solar Projects

- Standalone Project Financing vs. Back-levered Financing of Project Portfolio
- Successful innovative financing instruments available for financing solar projects in Africa
- Bankability challenges and possible solutions for the utility scale and C&I segments

*Moderator: Ikenna Emehelu /// Partner - Chadbourne & Parke LLP*

*Janos Bonta /// Sr. Investment Officer - FMO*

*Rachel More /// Sr. Transactor Infrastructure Finance - RMB*

*Femi Fadugba /// Sr Investment Associate - Crossboundary Energy*

*Justin Woodward /// Chief Development Officer - JCM Power*

*Paul van Aalst /// Leader Finance Catalyst Team - RECP*

## 15:30 NETWORKING BREAK

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## WORKSHOP

### 15:30-17:30 :: Nigerian Minigrid Investment Workshop

- Going in-depth on the Nigerian minigrid regulation - an overview
- Promoting minigrids as DRE solutions in Nigeria: tariffs and other key-considerations for bankability
- Minigrids as a new asset class for financiers - what are the current opportunities, what are the available financing instruments?
- Current successful minigrid operator models

*Moderator: Dolapo Kukoyi /// Partner - Detail Commercial Solicitors*

*Ifeanyi Orajaka /// Founder & CEO - GVE Projects*

*Jannik Møller /// Head of Rural Electrification - NESP*

*Sam Chindusu /// Director of Planning, Research and Development - Rural Electrification Agency*

### 16:30 :: Networking round table sessions

#### Table 1: Currency & Convertibility Roundtable

*Per van Sway /// Senior VP - TCX*

#### Table 2: Turning concepts into Bankable Projects Across Africa: The Access Co-Development Facility 'ACF'

*Ankit Jain /// Business Development Director - Access Power*

#### Table 3: Captive power and industrial offtaker opportunity in Nigeria for developers

*Oneal Lajuwomi /// CEO - Wave Length Integrated Power Systems*

#### Table 4: Residential and Commercial Solar Potentials

*Femi Adeyemo /// Co-Founder & CEO - Arnergy*

#### Table 5: Kerosine Transition: Subsidies, Taxes & Tariffs

*TBC /// Power for All*

### Closing Words

## 17:45 NETWORKING DRINKS

NETWORKING DRINKS  
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Energy innovations.  
Powerful collaborations.

## 19:00 NETWORKING DINNER

DAY 2

WEDNESDAY 26 APRIL

Organized in collaboration with SolarPower Europe 

08:30 :: Registration

09:00 :: Opening Remarks

Alexander Huppertz /// Team Leader - RECP

SESSION 4 - Mitigating Financial and Operational Risks associated with Nigerian Solar PV Projects

09:15 :: Mitigating operational risk through technical assistance & capacity building

- Importance of standardization / quality assurance
- Technical and contractual risk mitigation strategies
- Certified training schemes for installers

Moderator: Javier Betancourt /// Chief of Party REEEP - Winrock International

Bolade Soremekun /// CEO - Rubitec Solar

Victor Koyier /// Sales Manager Central Africa - Jinko Solar

Tunde Isiolaotan /// Principal Expert - GIZ/NESP

Session Facilitator:

Godwin Aigbokhan ///  
Executive Secretary - REAN

10:00 :: Dealing with Currency and Convertibility Risks in Nigerian RE / solar projects

- Macro overview of the specific currency and convertibility risks for the on-grid and the off-grid solar sector
- What mitigating solutions, providers and products are available and/or required?
- The local currency / local lender solution

Moderator: Emeka Offor /// Director - NIPC

Per Van Swaay /// Senior VP - TCX

Luz Leyva /// Economist / Hedging Services - MFX

Rolanke Akinkugbe /// Head Energy & Natural Resources - FBN Merchant Bank

Ebipere Clark /// Energy & Power - Central Bank Nigeria

10:45 NETWORKING BREAK

SESSION 5 - The Road Ahead: Fulfilling Nigeria's Solar Potential

11:45 :: The Road Ahead: Fulfilling Nigeria's solar potential?

- How can state owned enterprises, the private sector and the international community cooperate for Nigerian PV to grow?
- Building on other Sub Saharan African Success stories
- Holistic approach of the Nigerian solar sector
- Key trends and developments that will make a difference

Moderator: Sonia Dunlop /// Policy Advisor - SolarPower Europe

Marcus Heal /// Founder & CEO - Pan Africa Solar

Ben Mathew /// Sales Director - Greenlight Planet

Thomas Gottschalk /// Founder & CEO - Mobisol

Ayomide Akindolie /// Consultant - Dalberg

Session Facilitator:

Eveline Jansen /// Project  
Manager - Solarplaza

12:50 :: Closing Keynote - Joined-Up Action Plan for Solar Revolution in Nigeria

Patrick Tolani /// CEO - Community Energy Social Enterprise

13:15 CLOSING

13:45 NETWORKING LUNCH

15:00-18:00 B2B MATCHMAKING SESSION

FACILITATED BY:

