

EAPIC

East African Power Industry Convention

Powering East Africa for more than a decade



5 – 9 September 2011 Kampala, UGANDA

Platinum sponsor:



Gold sponsors:

GRID



Bronze sponsors:



Host ministry:



Host utility:



Host publication:



Premier media partner:



Pearl of Africa offers opportunities for strategic growth and development in power sector

The economic outlook for Eastern Africa for 2011 and beyond is increasingly positive, with Uganda's growth estimated at more than 7.5% in the 2011 financial year. The opportunity for further growth looks encouraging, especially with the discovery of oil in this country and plans for the production of some 155 000 barrels of oil per day by 2015.

Uganda's National Development Plan, the 5-year 'battle plan' for increasing economic growth and improving the lives of its citizens, emphasises infrastructure development as a major driver to the development of the country. One of the key drivers of this development plan is increasing energy infrastructure.

“Power is a prerequisite for investment, not the opposite. It is an indispensable parameter in attracting investments.”
Ugandan National Development Plan

The energy exploitation pattern in Uganda is such that biomass accounts for 92% of total energy consumed while fossil fuels account for 7% and electricity only 1%. Low electrification rates account for the low levels of electricity usage, and limited installed generation capacity make it difficult to increase electrification rates. Installed capacity is further hampered by the East African region suffering severe droughts over the past few years, which has made it difficult for the majority of hydropower stations, in the region and Uganda, to operate at full capacity.

Installed capacity in Uganda will rise to 802 MW when the Bujagali power station and other small hydropower stations come online in 2011. However, the government plans to increase per capita power consumption from the current 69.5 kWh to the African average of 578 kWh per capita. This will increase the need for additional generation capacity, along with supporting grid expansion and development. Additionally, there is a strong driver for diversification of the energy mix in order to provide a stable energy supply, not only within Uganda, but also within the region.

It is against this background that the East African Power Industry Convention 2011 is taking place in Kampala, Uganda from 5 – 8 September 2011.

The strategic regional event for all stakeholders in the East African power industry, EAPIC:

- highlights new opportunities within the power sector and
- provides sponsors and exhibitors with the opportunity to renew and build relationships with decision makers in the utilities and government departments across the region.

Our expert speakers bring knowledge and solutions to the challenges facing sustainable development in the East African power industry and the exhibition provides an opportunity for delegates to examine first-hand the offerings of our world class exhibitors and sponsors.

Previous utility and government participants include:

- Copperbelt Energy Corporation PLC – CEC, Zambia
- Ecowas Regional Electricity Regulatory Authority, Nigeria
- Electricity Regulatory Authority, Uganda
- Energy & Water Utilities Regulatory Authority of Tanzania – Ewura, Nigeria
- Energy Regulatory Commission – ERC, Kenya
- Eskom, South Africa
- Eskom Uganda, Uganda
- Ethiopia Electricity Agency – EEA, Ethiopia
- Ethiopian Electric Power Corporation – EEP, Ethiopia
- Kenya Electricity Generating Company Limited – KenGen, Kenya
- Kenya Power & Lighting Company Ltd. – KPLC, Kenya
- Ministry of Energy, Ethiopia
- Ministry of Energy, Kenya
- Ministry of Energy, Nigeria
- Ministry of Energy, Tanzania
- National Electricity Corporation – NEC, Sudan
- Tanzania Electric Supply Company Limited – TANESCO, Tanzania
- Uganda Electricity Generation Co. Ltd. – UEGCL, Uganda

Also incorporating:



As both a renewable energy and economically feasible generation option, Geothermal has been highlighted as a “must have” for East Africa’s power sector. Geothermal Africa will be the meeting place for government, investors, utilities, regulators and vendors to take an in-depth look on how to encourage investment in geothermal, planning and up skilling the correct resources and planning a geothermal facility from feasibility through financing to completion.



Water Utilities Eastern Africa showcases best practices in revenue and loss management, acknowledging the role of private participation and the importance of a comprehensive water security plan – all combining to realise the service delivery and efficiency of your water utility.

Delegate profile / Who you will meet!

Utilities: Transmission, distribution and generation managers, metering specialists, engineers, planning and technical directors, CEOs, programme managers, utility directors

Finance: Project coordinators, loan officers, investment officers, regional directors

Stakeholders: Government representatives, ministers, economic officers, utility chairmen, international organisation officers, mission directors

IPPs: Managing directors, environmental specialists, research and development coordinators

Geothermal services: Power plant managers, technical managers, geological specialists, geothermal project engineers, energy and mineral resource engineers

New for this year! Water Utilities Eastern Africa

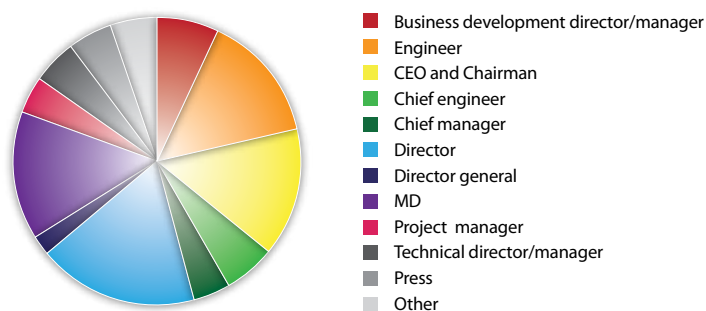
- Heads of infrastructure, finance, operations, strategy and planning
- Metering and billing directors and managers
- Reticulation engineers and managers
- Regional managers
- Heads of water or utility services
- Engineers
- Regulators
- Financiers and investors
- Consultants

“I was very impressed, to learn about new technologies, especially the pre-payment of electricity using sms. This is wonderful. I appreciate the organisers realising the talents and efforts offered by stakeholders by giving out the awards. Keep it up!”

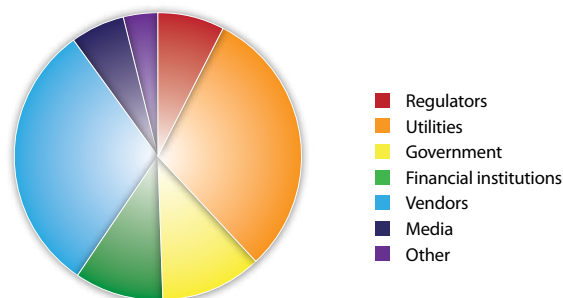
Abdulrahim Omari, Electrical Engineer, Urban and Rural Engineering, Tanzania

Statistics from 2010 event:

Attendance by job title:



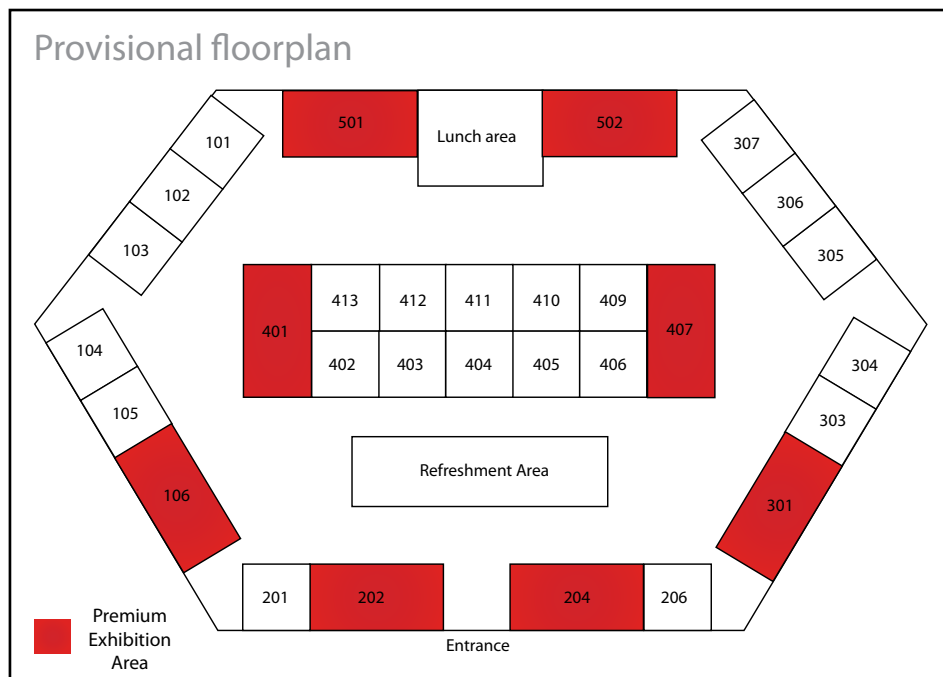
Attendance by company type:



One event Countless opportunities!

Why you should sponsor or exhibit at EAPIC 2011

By sponsoring or exhibiting, you will optimise your visibility and generate extensive brand awareness, and showcase your products. EAPIC 2011 provides a major networking platform for decision makers and professionals looking to gain access to one of Africa's most lucrative strategic investment hubs.



Why exhibit?

- Launch and/or demonstrate technology, products and services
- Do business and hold meetings at the event
- Get feedback and gather market research
- Promote your brand to a focused regional audience
- Build your prospect database and generate new sales leads

Why sponsor?

- Position yourself as a market leader in East Africa
- Align yourself with the development of East Africa's power industry
- Access industry leaders, policy makers and decision makers
- Make the most of our networking sessions
- Take advantage of the additional exposure our extensive marketing and promotional campaign offers



Are you a South African registered company and exporting or wanting to export? Do you manufacture products and/or services?

Did you know that the Department of Trade and Industry (the dti) offers financial assistance under the Export Marketing and Investment Assistance (EMIA) scheme to partially compensate qualifying exporters for costs incurred (example: stand, flight, freight) in respect of activities aimed at developing export markets for South African products and services and to recruit new foreign direct investment into South Africa?

To find out more about the dti EMIA incentives, contact the South African Electrotechnical Export Council (SAEEC). SAEEC members will receive help in completing and submitting funding application and claim forms to the dti and non-members will be e-mailed the relevant forms. Contact Eileen Leopold: eileen@saeec.org.za or +27 (0) 11 315 0209.

Contact information:

Phone: +27 21 700 3500 | Fax: +27 21 700 3501

For exhibition and sponsorship opportunities contact:

Ade Yesufu:
ade.yesufu@spintelligent.com
EXT: 3574

Or Alwyn Peacock:
alwyn.peacock@spintelligent.com
Phone: +27 929 5350

Sponsorship levels

The East African Power Industry Convention 2011 sponsorship programme is structured to enable you to customise your sponsorship package according to your business needs.

Platinum

Platinum sponsors represent the leaders of the industry who wish to reflect this leadership role within the market and gain premium visibility within the event.

Benefits include:

- Premium exhibition area
- 5 delegate passes for the conference
- The highest possible visibility as a sponsor of the event, with largest size logos on:
 - o Signage throughout the venue
 - o Event website
 - o Marketing material and adverts prior to the event
- Logo on the welcome slides/screensaver in session rooms
- Discounted conference registration
- Involvement in the development of the conference content
- Keynote speaking privileges*
- Speaking opportunity*
- Post-event delegates list

Gold

Gold sponsors represent the leaders of the industry who wish to reflect this leadership role within the market and gain key visibility within the event.

Benefits include:

- Premium exhibition area
- 4 delegate passes for the conference
- Logo on the welcome slides/screensaver in session rooms
- Discounted conference registration
- Involvement in the development of the conference content
- Speaking opportunity*
- Post-event delegates list

Silver

Silver sponsors represent major companies serving the industry who wish to gain high levels of visibility throughout the event, thereby reinforcing their market position.

Benefits include:

- Exhibition area
- 3 delegate passes for the conference
- Visibility as a sponsor of the event, with logos on:
 - o Signage throughout the venue
 - o Event website
 - o Marketing material and adverts prior to the event
- Logo on the welcome slides/screensaver in session rooms
- Post-event delegates list

Bronze

Bronze sponsors represent companies serving the industry who wish to gain high levels of visibility throughout the event, thereby reinforcing their market position.

Benefits include:

- Exhibition area
- 2 delegate passes for the conference
- Visibility as a sponsor of the event, with logos on:
 - o Signage throughout the venue
 - o Event website
 - o Marketing material and adverts prior to the event
- Post-event delegates list

Some of our sponsorship opportunities

















- Bags
- Badges
- Lunch – Day 1 of the main conference
- Lunch – Day 2 of the main conference
- Session sponsorships
- Delegate bursaries
- Refreshments – Day 1 of the main conference
- Refreshments – Day 2 of the main conference
- Portfolios
- Internet Café
- Venue
- Conference proceedings

We are happy to provide customised solutions. Please speak to your sales executive to discuss the opportunities.

* SUBJECT TO AVAILABILITY



Proposed programme grid

Workshops: Monday 5 September 2011	 <p style="text-align: center;">Session 0.1</p> <p>Preconference workshop on project finance: Focus on PPPs</p>	 <p style="text-align: center;">Session 0.2</p> <p>Technical workshop: Reliability and maintenance</p>	 <p style="text-align: center;">Session 0.3</p> <p>Utility management for universal access</p>						
Conference day 1: Tuesday 6 September 2011	General opening session								
<p>Including: Panel discussion: Integrated resource planning for East Africa</p> <ul style="list-style-type: none"> • How feasible is it to develop an Integrated Resource Plan for the East African region? • How would priority projects be determined, and what would the issues around national and continental power and water security be? • What would the impact be on the cost of debt if projects were developed in unison with other countries, and could national interests be aligned with continental interests? 									
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td data-bbox="140 819 604 1093">  <p style="text-align: center;">Session 1.1.1</p> <p style="text-align: center;">Sector management</p> </td> <td data-bbox="604 819 1067 1093">  <p style="text-align: center;">Session 1.2.1</p> <p style="text-align: center;">Developing geothermal resources for East Africa</p> </td> <td data-bbox="1067 819 1520 1093">  <p style="text-align: center;">Session 1.3.1</p> <p style="text-align: center;">Non revenue water management</p> </td> </tr> <tr> <td data-bbox="140 1093 604 1218"> <p style="text-align: center;">Session 1.1.2</p> <p style="text-align: center;">Finance, regulation and legislation</p> </td> <td data-bbox="604 1093 1067 1218"> <p style="text-align: center;">Session 1.2.2</p> <p style="text-align: center;">Developing geothermal resources for East Africa</p> </td> <td data-bbox="1067 1093 1520 1218"> <p style="text-align: center;">Session 1.3.2</p> <p style="text-align: center;">Utility management</p> </td> </tr> </table>				 <p style="text-align: center;">Session 1.1.1</p> <p style="text-align: center;">Sector management</p>	 <p style="text-align: center;">Session 1.2.1</p> <p style="text-align: center;">Developing geothermal resources for East Africa</p>	 <p style="text-align: center;">Session 1.3.1</p> <p style="text-align: center;">Non revenue water management</p>	<p style="text-align: center;">Session 1.1.2</p> <p style="text-align: center;">Finance, regulation and legislation</p>	<p style="text-align: center;">Session 1.2.2</p> <p style="text-align: center;">Developing geothermal resources for East Africa</p>	<p style="text-align: center;">Session 1.3.2</p> <p style="text-align: center;">Utility management</p>
 <p style="text-align: center;">Session 1.1.1</p> <p style="text-align: center;">Sector management</p>	 <p style="text-align: center;">Session 1.2.1</p> <p style="text-align: center;">Developing geothermal resources for East Africa</p>	 <p style="text-align: center;">Session 1.3.1</p> <p style="text-align: center;">Non revenue water management</p>							
<p style="text-align: center;">Session 1.1.2</p> <p style="text-align: center;">Finance, regulation and legislation</p>	<p style="text-align: center;">Session 1.2.2</p> <p style="text-align: center;">Developing geothermal resources for East Africa</p>	<p style="text-align: center;">Session 1.3.2</p> <p style="text-align: center;">Utility management</p>							
Conference day 2: Wednesday 7 September 2011	 <p style="text-align: center;">Session 2.1.1</p> <p>Utility showcase – transmission and distribution Sponsored:</p>  <p style="text-align: center;">Session 2.1.2</p> <p>Utility showcase – generation</p> <p style="text-align: center;">Session 2.1.3</p> <p>Revenue management and metering</p>	 <p style="text-align: center;">Session 2.2.1</p> <p>Geothermal Power Summit technical seminar</p> <p style="text-align: center;">Session 2.2.2</p> <p>African Union Geothermal meeting</p> <p style="text-align: center;">Session 2.2.3</p> <p>African Union Geothermal meeting</p>	 <p style="text-align: center;">Session 2.3.1</p> <p>Climate change and water resource management</p> <p style="text-align: center;">Session 2.3.2</p> <p>Waste water treatment</p> <p style="text-align: center;">Session 2.3.3</p> <p>Revenue management</p>						
Closing session									
<p>What the discovery of oil will mean in the Ugandan power sector</p> <p>This panel discussion will examine the potential changes that will occur in the Ugandan power sector with local production of oil and/or gas. Topics for discussion include:</p> <ul style="list-style-type: none"> • Will the discovery of oil dramatically change the generation landscape in Uganda? • What are the environmental impacts for the power sector? <p>Viewpoint from key players in the sector will be highlighted and the floor opened for discussion with the audience.</p>									

Site visits

Site visit: 8 – 9 September 2011



Executive insider briefing: Rwanda – two day programme

Join us as we take you on an exclusive tour to Rwanda where you will have the opportunity to meet and discuss investment opportunities with Ministry, utility and investment promotion representatives, get inside information on plans for the Rwandan power and water sectors and discuss what is required to engage in the investment and development of Rwanda.



Generation site visit – two day programme

Our two day generation site visit will take you from Kampala to the source of the Nile as we explore some of Uganda's generation hot spots.

“Interesting people, stimulating topics”

Dan Obiero, Chief Manager, Distribution, KPLC, Kenya

“EAPIC gave me opportunity for meeting some potential client in power industry especially on cross-border transmission projects. I was interested in the carbon credits processing system when dealing with formulating development of renewable energy projects.”

Emmy Salewi, Consultant, Norplan Tanzania Limited, Tanzania

“A good forum for getting practical and useful information. The keynote address was particularly stimulating.”

Kizito Opondo, Chief Officer, KenGen, Kenya

Host utility:



Host ministry:



Ministry of Energy and Mineral Development

Participating association:



Media partners



Contact information:

Phone: +27 21 700 3500 | Fax: +27 21 700 3501

For conference information:

Claire Volkwyn: claire.volkwyn@spintelligent.com EXT: 3559

For registration information:

Jimina Morris: jimina.morris@spintelligent.com EXT: 3521

For sponsorship and exhibition:

Ade Yesufu: ade.yesufu@spintelligent.com EXT: 3574
Alwyn Peacock: alwyn.peacock@spintelligent.com Phone: +27 72 929 5350

2010 exhibitors included:

- Alstom Grid
- Apar Industries
- British High Commission
- Conlog
- East African Cables
- Hipotronics
- GE Energy
- General Cable
- The Geothermal Development Company
- Haefely Test AG
- Kafue George Regional Training Centre
- Kenya Power and Lighting Company
- Končar
- MAN Diesel & Turbo
- Megatron
- Megger
- Omicron
- Preformed Line Products
- PrepaidMeters.co.za
- Sergi France
- Socabelec East Africa Ltd
- South African Electrotechnical Export Council
- Southern Mapping
- Strike Technologies
- Syntell
- Tanelec
- Tettex Instruments
- Wärtsilä



ESI-AFRICA.COM

The online power journal of Africa



Market size too small?
esi-africa.com will expand your horizons!

The African leader in delivering information, analyses and opinion on the Electricity Supply Industry across the continent.

ESI Magazine has gone digital. Each print magazine is published online with page-turning, bookmarking and note-taking capability. As soon as a new issue becomes available, a notification can be sent to you directly, no more waiting for the latest news! Once you have registered on www.esi-africa.com you will be able to access the digital edition online or via our weekly e-newsletter.

Reach the decision makers across the power industry, visit www.esi-africa.com today. For more information on how to receive your digital issue contact Kim Jansen at kim.jansen@spintelligent.com

Be sure to extend your reach into East Africa. Advertise in ESI Africa for the EAPIC edition!



www.esi-africa.com