



Africa Australia

TECHNOLOGY + INFRASTRUCTURE CONFERENCE

CONNECTING STAKEHOLDERS | ENABLING OPPORTUNITIES

Monday 27 + Tuesday 28 August 2018 | Perth, Western Australia

Africa Australia Technology + Infrastructure Conference 2018 Skeletal Program Draft.

Conference Theme: Powering Africa with Renewables-led Microgrids.

Session One: Microgrids for Mining in Africa: Providing Renewables-led Energy for Over \$40 Billion Australian Mining Investment in Africa.

Keynote: Miners Running Power Plants in Africa: The Renewables-led Options.

- Evaluation of on-grid power available for mining operations in African regions:
- Appraisal of Microgrids role in minimising exposure to on-grid related power outages
- Dissecting effective renewable technology options for mining operations
- Comparing Reliability and Operational Costs: Case of On-Grid vs Off-grid in mining operations
- Review of challenges and benefits of replacing diesel-led microgrids with renewables
- Establishing right variables for sustainable microgrid financing solutions.

Presentation: African Country Micro-Grids Investment Opportunities.

- On-going micro-grid & off-grid renewable energy projects
- Investment opportunities in the sector
- Funded micro-grid project(s), BOT and PPP business opportunities
- Entry licensing and regulatory criteria for new investors
- Next steps for investors

Q&A

Case study: Microgrids and Renewable Energy Integration:

- Technology overview
- Microgrid market segments and drivers
- Microgrids powered by renewable energy sources
- Ensuring a stable microgrid electricity network
- Five comprehensive solutions
- Turnkey solution for a greenfield microgrid project.

Q&A

Case Study: Hybrid Generation for Mines

- Utility-Scale Solar Power Plants
- Hybrid Systems: Why Solar PV?
- Solar PV Generation
- PV Design
- Fully monitored DC-AC conversion
- Main Renewable Integration Issues
- From Diesel to Hybrid Generation: A 3-step methodology
- Mining Solutions: E-Houses

Q&A



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Panel Discussion: Establishing Renewables-led Micro-grid for Mining in Africa.

- Considering intense energy needs of mining project, how best can renewables-led microgrids sustainably meet mining energy supply independent of on-grid back-up?
- What are the key risks factors associated with mining project reliance on renewable-led microgrid for energy?
- How can technology investors address challenges linked to inconsistent government policies on market entry regulations, local content, metering, wheeling and power purchase agreements in some countries in Africa?
- With rapidly evolving technologies in renewable sector, can tech investors source skilled local human resources that can adapt to changing dynamics of renewable technologies?
- Considering downward trend of renewable technologies landing costs, what are the prospects of Australian investors leap-frogging to renewables-led microgrid that integrates solar, wind and battery storage in mining sites across Africa?

Session Two: Funding Solutions for Off-Grid Technologies.

Keynote: Funding Microgrids/Off-grid Technologies:

- Support for innovators turn bright ideas into real world energy solutions
- Support for funding researchers, developers and businesses that have demonstrated the feasibility and potential commercialisation of their project
- Exploring opportunities for Australian renewable energy to supply energy-intensive, large-scale export value chains
- Funding capacity up to \$1 billion and \$3.5 billion more in pipeline for Australian innovators.
- Case study on successful funded project.

Presentation: African Country Micro-Grids Investment Opportunities.

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Q&A

Presentation: Case study: Micro-grid Technology.

- Technology overview
- Brief analysis of costs and benefits to consumers
- Address technology transfer methodology for African countries
- Highlight key business interest in African countries
- Corporate contacts.

Q&A



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Presentation: Funding Export of Australia Technologies:

- Delivering simple and creative solutions for Australian companies when banks could not.
- Providing funding for Australian companies operating in emerging and frontier markets
- Supporting Australian companies looking to expand their business operations overseas to better service their clients
- Review of 262 small businesses export to countries all over the world with more than \$350million in financial support
- Case study of successful funded project

Q&A

Case Study: Funding Off-grid Renewable Technologies

- A specialist venture capital fund looking for opportunities to partner with renewable energy entrepreneurs with global aspirations.
- Committed capital to fund projects
- Mandate to invest in early stage renewable energy and enabling technology companies.
- Backed with experienced Fund managers
- Case study of successful project

Q&A

Panel Discussion: Funding Options for Microgrids projects in Africa.

- With limited Australian renewable energy funding history in Africa, how can tech investors secure interest of Australian lenders to projects in Africa?
- Considering over \$40 billion-dollar Australian mining investment in Africa, can technology investors leverage power purchase agreement with mining companies in Africa to secure funding for renewable-led energy projects?
- Given negative perception of Africa as high-risk zone by some Australian lenders, what sort of collaterals could investors generate to secure funding approval for projects in high demand electricity markets across Africa?
- What are the key propositions to include in bankable feasibility study for microgrids?
- What key considerations should Australian technology investor(s) contemplate before selecting a lender for export business?

Session Three: Export Market Development Strategies for Australian Technologies.

Keynote Address: Australia International Engagement in Renewable Energy Sector:

- Supporting open and fair arrangements for the trade of clean energy technologies with Australia.
- Promoting Australia as a destination for investment and trade
- Understanding international trends and developments and what they might mean for Australia.
- Exploring significant market opportunities for trade and investment in renewable energy between Australia and significant trading partners
- Case study of successful Technology project



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Presentation: Exporting Australian Technologies with Ease:

- Developing international business skills
- Building Australian business capacity
- Exploring international market research
- Helping break down barriers to trade
- Building global networks
- Informing Australian trade policy
- Case study.

Q&A

Panel Discussion: Exporting Australian Renewable Energy Technologies to Africa.

- Drawing experience from successful Asian export markets, what key steps should Australian Tech investors consider in exporting technologies to markets in Africa?
- Considering lower quality renewable technologies available in some markets in Africa, how best can Australian standard technologies compete successfully in same markets?
- In the advent of mobile money technology across African markets, could Australian tech investor enter these new export markets with Pay-As-You-Go solar solutions considering technology-driven payment systems are already in place in key markets in Africa?
- What are the important criteria to consider in selecting a local business partner in new export markets in Africa?
- Could power purchasing agreements signed in African markets be considered viable collateral by Australian lenders?



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Session Four: Adoption of New Technologies in African Countries.

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Panel Discussion: Renewable Energy Revolution in Africa?

- As technological, economic and cultural shifts continue to revolutionise the energy mix in Africa, what does future hold for new technologies in Africa?
- Where are the major opportunities with regards to clean energy projects in Africa today?
- How can clean energy technologies be scaled to increase accessibility and lower costs?
- What policies are needed to accelerate the energy transition and sustainable development across African countries?
- What financing models and strategies exist to turn breakthrough technologies into successful commercial products in Africa?



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Session Five: Paving Way for Australia Engagement in Africa Renewable Energy Markets

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Presentation: African Country Micro-Grids Investment Opportunities.

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Panel Discussion: Building Export Pathways for Australians in African markets.

- What are the main factors to consider in planning and building new export pathways for Australian technologies into African markets?
- What key measures should be taken by Australian Government to encourage export of Australian-branded technologies to African markets?
- What roles should African countries play in setting the regulatory framework for new investors in renewables energy sector?
- What defines prospective effectiveness of regulatory framework for new entrants in power sector across African countries?
- How can public and private stakeholders work together to manage associated risks and finance their implications?
- What strategies and tools do Australian companies need to implement in order to be competitive in today's Africa marketplace?

Session Six: Skills and Human Resources Development in Africa.

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Panel Discussion: Upgrading Industry Skills in Africa.

- Beyond establishing renewable-led microgrids across Africa, what are the most cost-effective pathway to upgrade local skills?
- How can tech investors address challenges of limited local skilled manpower in the industry across Africa?
- What are the strategies needed to leverage research and development in training skills-ready manpower across Africa?
- What are the opportunities that come from building training program centred on best global practice considering evolving nature of technologies?
- How can companies face disruptive challenges and move past the shadow of short-termism to invest in innovation, infrastructure, and skills development in Africa?
- What role can corporate governance and public policy play in the effective implementation of long-term training strategies?

Disclaimer: This program is a skeletal draft conference program and subject to change from time to time.