



INVITATION

ENERGY DELEGATION TO KENYA IN CONJUNCTION WITH THE EAST AFRICA POWER INDUSTRY CONVENTION (EAPIC)



NAIROBI, KENYA, SEPTEMBER 20–22, 2016

Following on the recent successful delegation to Cape Town in May focusing on Southern Africa and Nigeria, it's now time to head on to East Africa! Members of the Swedish "Energy for Africa" initiative are cordially invited to join the Swedish energy delegation organized in conjunction with the East Africa Power Industry Convention (EAPIC). The visit is organized by Business Sweden in collaboration with the Swedish Embassies in Ethiopia, Kenya, Rwanda, Tanzania and Uganda.

Programme highlights and objectives

East Africa is one of the world's fastest growing energy markets. The delegation programme, focussing on Ethiopia, Kenya, Rwanda, Tanzania and Uganda, will include the following items:

- ▶ Updates on investment in the region including ongoing and upcoming investments
- ▶ The possibility to present your solutions to key decision makers and interact with these
- ▶ B2B meetings with counterparts of your choice
- ▶ Multiple networking opportunities
- ▶ Study visits to energy facility
- ▶ Official gala dinner (part of the official EAPIC-programme)

The clear objective of the visit is to identify a number of energy projects in the region to focus on in our pursuit to increase Swedish exports in the energy sector in East Africa. The continued process will be supported by Team Sweden Energy both in the region and in Sweden within the Swedish "Energy for Africa" Initiative lead by Business Sweden with the support of the Swedish Government.

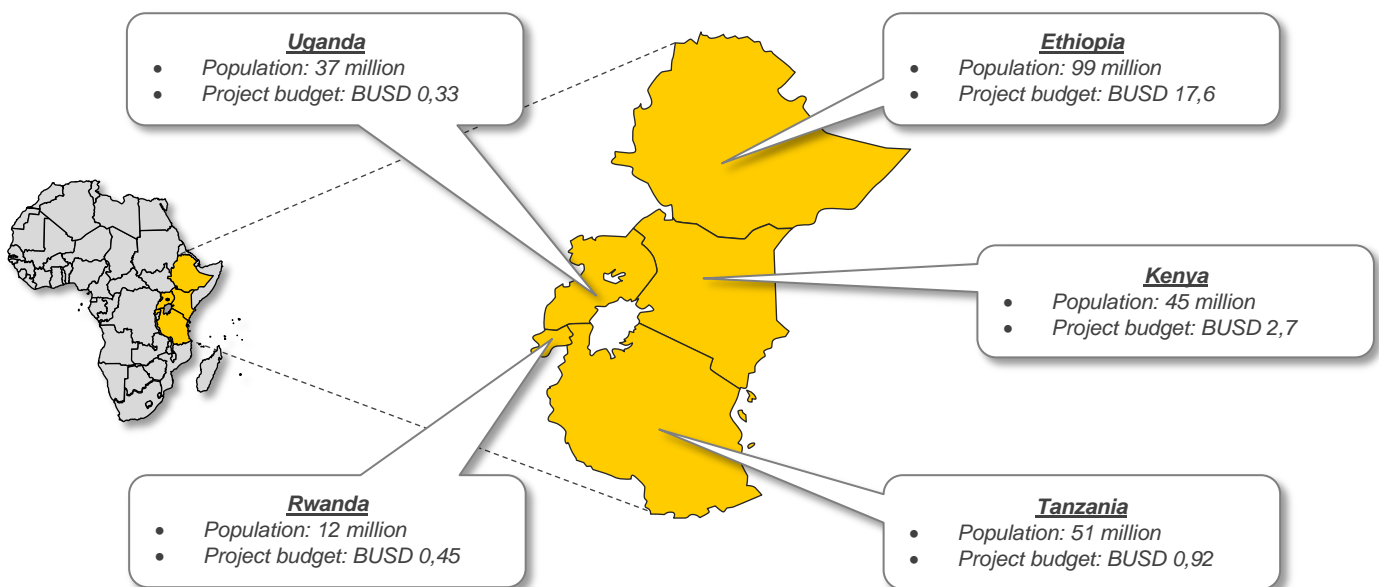


Business opportunities for Swedish companies

East Africa is one of the world's fastest growing energy markets, presenting business opportunities for Swedish companies in distribution and transmission, energy efficiency, hydro power, gas, geothermal, smart metering and oil. Business opportunities also include smaller project within solar and wind power.

Due to the high need for electricity in sub-Saharan Africa, many countries in the region are investing substantially into new energy projects. The total value of energy projects in East Africa is estimated to be the largest in all of sub-Saharan Africa with an estimated budget of over BUSD 22 in planned projects. Many of these business opportunities are to be found within distribution and transmission, hydro power and geothermal,

Since the majority of these projects are still in the planning phase, are also business opportunities for Swedish companies when it comes to pre-feasibility studies, feasibility studies, design, implementation, training and education. Since many countries in the region are struggling with energy losses, energy efficiency through smart solutions are also on demand.



East Africa Power Industry Convention (EAPIC)

The East Africa Power Industry Convention (EAPIC) is the largest and longest running regional power conference and exhibition in East Africa with over 1200 visitors annually. Every year the East Africa Power Industry Convention (EAPIC) is bringing together the most influential key decision makers from ministries, regulators, utilities and companies as well as international financiers, e.g. the World Bank, the African Development Bank and the European Investment Bank from East Africa.

We look forward to your participation!

We hope that you will take this unique opportunity to meet with key decision makers from the energy sector in East Africa in order to discuss how your company can contribute to further growth in the region.

Best regards,

Robin Pettersson

Trade Commissioner to Eastern African

Johan Borgstam

Ambassador of Sweden to Kenya

PRELIMINARY PROGRAMME

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Tuesday, September 20th

- ▶ Pre-meeting with the Swedish companies and Team Sweden (Business Sweden, Embassies of Sweden in Ethiopia Kenya, Rwanda, Tanzania, Uganda, SIDA, EKN, SEK, Swedfund)
 - Introduction to the Energy for Africa Initiative
 - Role and co-operation possibilities
 - Business opportunities
- ▶ Networking lunch
- ▶ Presentation from Power Africa representative
- ▶ Networking dinner

Wednesday, September 21st

- ▶ Presentations from stakeholders from the energy sector in Kenya and Ethiopia
 - Country presentations from stakeholders including business opportunities
- ▶ B2B-meetings with stakeholders from the energy sector in Kenya and Ethiopia
 - Pre-arranged individual meetings according to the requirements from each company
- ▶ Lunch
- ▶ Presentations from stakeholders from the energy sector in Rwanda, Tanzania and Uganda
 - Country presentations from stakeholders including business opportunities
- ▶ B2B-meetings with stakeholders from the energy sector in Rwanda, Tanzania and Uganda
 - Pre-arranged individual meetings according to the requirements from each company
- ▶ Official gala dinner (part of the official EAPIC-programme)

Thursday, September 22nd

- ▶ Optional activities
 - Option A – Study visit to energy facility
 - Option B – Official conference (see separate programme)
- ▶ Networking lunch
- ▶ Evaluation meeting

REGISTRATION

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I hereby register to participate in Energy Delegation to Kenya in conjunction with the East Africa Power Industry convention (EAPIC) on behalf of my company as:

Company: _____ Corporate ID: _____
 Name: _____ Title: _____
 Telephone: _____ E-mail: _____
 Date: _____ Signature: _____

Part of the energy delegation

(Business Sweden will organise following)

- Seminar including B2B meetings with key decision makers from the region
- Access to the East Africa Power Industry Convention (EAPIC) conference
- Study visit to energy facility
- Reception with key decision makers from the region
- Official gala dinner (part of the official EAPIC-programme)
- Delegation brochure with company and contact information
- Follow-up with Business Sweden before and after the activity to discuss strategy and next step
- Transport (within the the programme)

Not part of the energy delegation

(Each company will organise the following)

- Flights
- Transport (outside the programme)
- Accommodation (Business Sweden will recommend accommodation)

Please Note:

► **For more information and/or registration**, please contact Niclas Carlsson, Business Sweden

- Telephone: +254 718 974 570

- E-mail: niclas.carlsson@business-sweden.se

► **For registration**, please complete the form below and send back no later than **August 21st, 2016.**