

Conference Agenda

Monday, May 5

1700 **Registration Open**
Location: Reception Area La Palm Conference Hall

Tuesday, May 6

0800 **Registration Open**
Location: Reception Area, La Palm Conference Hall

0900 **Official Conference Opening**
Location: Sessions for May 6 and 7 are located in the Aday Kesie Room, La Palm Conference Hall

I. Opening Ceremony

Emcee: **Mr. Kwame Abrokwa**

- ▶ **Mr. Ishac Diwan**, World Bank Ghana Country Director
- ▶ **Mr. Reyaz Ahmad**, Chief Investment Officer, General Manufacturing and Services Division, IFC
- ▶ **Mr. Richard Hosier**, Team Leader, Climate and Chemicals, Global Environment Facility
- ▶ **Ms. Jyoti Shukla**, Program Manager, Public-Private Infrastructure Advisory Facility
- ▶ **Mr. Russell Sturm**, IFC Lighting Africa Program Manager

Questions and Answers

1100 Break

1130 II. Successful Market Entry Strategies in Africa

Session Chair: **Ms. Jyoti Shukla**, Program Manager Public-Private Infrastructure Advisory Facility

- ▶ Marketing Mobile Telephone Networks (MTN) in Africa
Mr. Ebenezer Asante, *Sales and Distribution Executive, MTN Ghana*
- ▶ Promoting Rural Electrification in Bangladesh
Dr. Shahidul Islam, *Head, International Program Department, Grameen Shakti*
- ▶ Developing and Delivering Consumer Products to the African Marketplace
Ms. Kristine Pearson, *Executive Director, Freeplay Foundation*
- ▶ Expanding Phone Service in Africa: View from an Equipment Provider
Ms. Johanna Liukkonen, *Manager, Government and Industry Affairs, Emerging Markets, Nokia*

Questions and Answers

1245 III. Development Marketplace Competition Launch

Session Chair: **Ms. Judy Siegel**, Manager Lighting Africa Development Marketplace Competition

1300 **Lunch**

Lighting Africa Development Marketplace & Industry Trade Fair Officially
Open Throughout Lunch

Development Marketplace
Located in Damba 1 and 2 of the La Palm Conference Hall

Industry Trade Fair
Located in Damba 3 of the La Palm Conference Hall

1500 **IV. Market Research: Modern Lighting Services in Africa**
Session Chair: **Mr. Cyril Kattah**, Project Manager, Lighting Africa - IFC Accra Regional Office

- ▶ Modern Lighting Services in Africa: Market Assessment Results
Ms. Melissa Baker, Research International
- ▶ Business Approach for Delivering Improved Off-Grid Lighting Services
Mr. Rodd Eddy, Senior Director, Sustainability Off Grid. OSRAM
- ▶ Making a Difference
Mr. Leo Blyth, Managing Director, Solapak
- ▶ Perspectives on Successful Lighting in Africa
Mr. Thama-ini Kinyanjui, SolarElectro

Questions and Answers

1700 **Break**

1730 V. Wrap Up- Day 1

Mr. Vijay Iyer, Africa Energy Sector Manager, The World Bank

1830- **Reception in Development Marketplace & Industry Trade Fair Exhibitions**
2000 All Booths Will be Open

Development Marketplace
Located in Damba 1 and 2 of the La Palm Conference Hall

Industry Trade Fair
Located in Damba 3 of the La Palm Conference Hall

The agenda may be subject to last minute changes.

Conference Agenda

Wednesday, May 7

0900 VI. Partnering for Market Acceleration: Roundtable Discussion

Session Chair: Ms. Harriette Amissah-Arthur, Director, The Kumasi Institute of Technology and Environment (KITE)

- ▶ Developing the Enabling Environment
Minister Ghanga Kornata Gomou, Minister of Energy and Hydraulics, Guinea
Mr. Alfred Ofori Ahenkorah, Acting Chairman of the REEEP Governing Board
- ▶ Market Intelligence
Mr. Frank Altona, Sustainability Officer, Philips Lighting
- ▶ Building Effective Global-Local Industry Partnerships
Ms. Wu Ling, General Secretary, China Solid State Lighting Alliance
Mr. Chris Munteanu, CEO Deng Limited
- ▶ Tools for Effective Partnerships
Mr. Vincent Yankey, E+Co Ghana Investment Officer

Questions and Answers

1100 Break

1130 VII. Quality Assurance

Session Chair: Mr. Anil Cabraal, World Bank Lighting Africa Program Manager

- ▶ Key Issues in Ensuring Quality in Off-Grid Lighting
Mr. Roman Gruener, GTZ
Mr. Stephan Lux, Fraunhofer Institute for Solar Energy Systems
- ▶ Lighting Africa's Quality Assurance Program
Dr. Arne Jacobson, Professor, Humboldt State University

Questions and Answers

1300 Lunch

Lighting Africa Development Marketplace and Industry Trade Fair

Open Throughout Lunch

Development Marketplace

Located in Damba 1 and 2 of the La Palm Conference Hall

Industry Trade Fair

Located in Damba 3 of the La Palm Conference Hall

1500 VIII. Financing Options for Off-Grid Lighting Companies

Session Chair: Kyle Kelhofer, Senior Investment Officer, IFC Ghana

- ▶ Micro-Finance and Lighting
Ms. Patricia Kawagga, Finca Uganda
- ▶ The Role of Carbon Finance
Mr. Ashok Sarkar, Sr. Energy Specialist, Energy Sector Management Assistance Program, The World Bank
- ▶ Investment and Development
Ms. Richenda Van Leeuwen, Senior Advisor, Good Energies Inc.

Questions and Answers

1600 IX. Building Better Businesses in Africa: The Development Marketplace Experience

Session Chair: Mr. Richard Hosier, Team Leader, Climate and Chemicals, Global Environment Facility

Presentations by three former DM winners on how they expanded their DM grants to successful business models

- ▶ Solar Tuki-Nepal
Mr. Prachet Shrestha
- ▶ Village Reach-Mozambique
Mr. Craig Nakagawa
- ▶ Chardust-Kenya
Mr. Elsen Karstad, Director, Chardust Ltd

Questions and Answers

1700 Break

1730 X. Development Marketplace Award Ceremony

Session Chair: Mr. Ishac Diwan, World Bank Ghana Country Director

1830-2000 Reception

The agenda may be subject to last minute changes.

Conference Agenda

Thursday, May 8

The Lighting Africa program is designed to be responsive to the evolving needs identified by private sector stakeholders in areas where they face difficulties in accessing the off-grid lighting market in Africa. The objective of Day 3 is to provide industry members and partners the opportunity to provide guidance to the Lighting Africa program team on key issues they are confronting in building the market.

Conference participants will have the chance to direct Lighting Africa in its response to industry needs in the three areas where the program has already begun work: Market Intelligence, the Clean Development Mechanism, and Product Quality Assurance. In addition, participants will introduce new areas of focus that the program may respond to as it evolves in the coming year.

Additionally, for Development Marketplace Finalists and Winners, a concurrent Session will be offered to focus on business planning and capacity building.

Working Groups

Location: Hogbetsotso Room of the La Palm Conference Hall

0900 **XI. Working Groups: Identifying Industry Needs to Develop the Modern Lighting Market**
Ms. Monika Weber-Fahr, IFC Manager, Sustainability Business Innovation Group

0900- **The Evolution of Lighting Africa: Engaging the Industry to Guide Program Design**
1000

1000- **Responding to Industry Needs:**

- 1100
 - ▶ Enhancing Market Intelligence and Accelerating Market Development
 - ▶ Obtaining Carbon Finance Credits for Distributed Off-Grid Lighting
 - ▶ Assuring Quality and Building Consumer Confidence
 - ▶ New Areas of Program Engagement

1100 **Break**

1130 **Continue Work from Morning Session: Responding to Industry Needs**

1300 **Lunch**

1400 **Working Group Session Continues**

1500 **Group Reporting on Morning Sessions and Strategy for Moving Forward**

1730 **XII. Conference Closing Remarks and Next Steps**
Mr. Anil Cabraal, World Bank Lighting Africa Project Manager

Concurrent Session for DM Finalists/Winners Only

DM Finalists/Winners Can Attend Lunch, Working Group Sessions and Closing in Afternoon

1130 **Business Training Session for DM Finalists and Winners**
Mr. Vincent Yankey, E+Co Ghana Investment Officer

Business Planning and Capacity Development for Modern Lighting; Open to all DM Finalists

1300 **Lunch**

1400 **Orientation Session for DM Winners**
Ms. Judy Siegel, Manager, Lighting Africa Development Marketplace Competition
Orientation and Next Steps; for DM Winners Only

1500 **Join Working Group Report Out Session**

Power Broker Side Meetings

Throughout the 3-day Conference, dedicated areas will be set up for one-on-one meetings between participants (e.g., investors, financiers, private firms, government policy makers, etc.) to facilitate networking, explore business opportunities, and make deals.

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