

DEVELOPING
DEVELOPERS
LIVE WEBINARS



UNDERSTANDING THE REIPPPP RfP

17 SEPTEMBER 2020 – 14:00pm



Niveshen Govender
SAPVIA
Chief Operating Officer

WELCOME

Welcome to the “Understanding the REIPPPP RfP” Webinar 2020

SOCIAL MEDIA HASHTAGS

#DDwebinars2020
#buildbackbetter with **#renewableenergy**
#localforglobal
#sapvia
#sawea
#energytransformation
#projectdevelopment



LOCAL RESOURCES – GLOBAL COMPETENCE

SAPVIA and SAWEA, in partnership with BEPA, IPPO and REEF(SA) present the first webinar of the seven-part series of workshops to address key areas that aspiring developers need to understand.

This session outlines the REIPPPP programme's RfP, it's current impact and the role it will play in transforming the South African renewable energy market.

As the representative voices of the solar PV and Wind industries we are constantly working towards collaborating with stakeholders across the renewable energy sector to share knowledge and drive effective change. Developing South African developers to build local competence of global standard, is key in accelerating the local renewable energy market.

IN PARTNERSHIP
WITH



UPCOMING WEBINARS

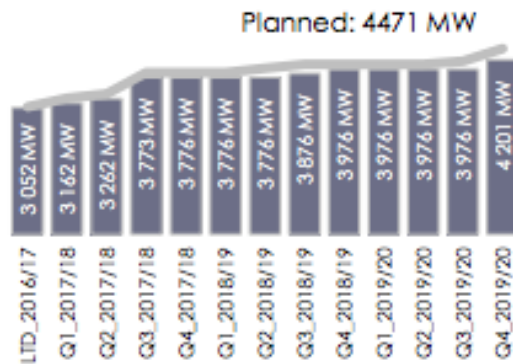
DATE	WEBINAR TOPIC
17 th SEPTEMBER 2020	Understanding the REIPPPP RfP
22 th OCTOBER 2020	Fundamentals of RE Project Development
12 th NOVEMBER 2020	The Legal Outlook: Contacts and Agreement
10 th DECEMBER 2020	The Financial Outlook: Bankability to Financial Close
21 th JANUARY 2021	The Socio-Economic Impact
18 th FEBRUARY 2021	Commissioning Projects: Engineering Procurement Construction
18 th MARCH 2021	Operating Projects: Asset Management, Operations & Maintenance



REIPPPP highlights

Successfully delivering clean energy timeously and cost effectively

megawatts operational (MW)



REIPPs have consistently contributed new capacity to the network since the end of 2013. As at **March 2020**, **94%** of IPPs scheduled¹ to be operational have started commercial operations. The average lead time for these 67 projects to be completed has been **1.9 years**.

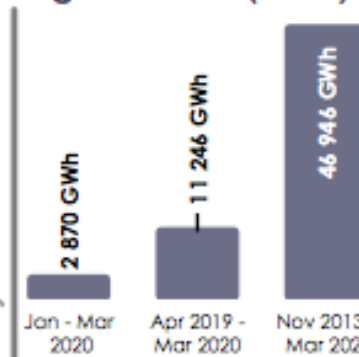
portfolio price trend² (R/kWh)



Note: REIPPPP prices expressed in April 2019 terms

Through the **competitive bidding process** the IPPPP effectively leveraged rapid, global technology developments and price trends, buying clean energy at lower and lower rates with every bid cycle, resulting in **SA getting the benefit of RE at some of the lowest tariffs in the world**. The estimated, average portfolio cost for all technologies under the REIPPPP has dropped consistently in every bid period to a combined average of **R0.96/kWh in BW4**. Indications are that prices will continue to decrease in future rounds.

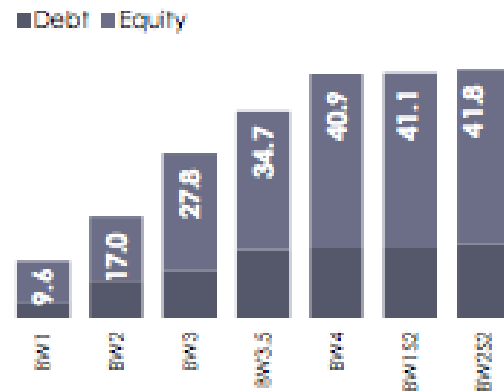
clean energy generated³ (GWh)



Although production is only ramping up as IPPs become operational, **46 946 GWh have already been generated by the RE portfolio to date - thereby offsetting 47.7 Mton CO₂ emissions⁴**.

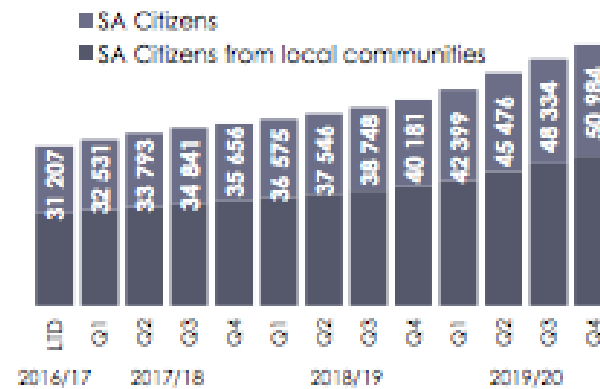
...and is supporting broader development objectives

total foreign investment attracted of total investment (cumulative R209.7 billion)



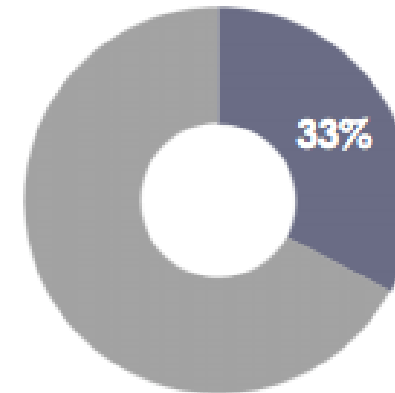
The total foreign equity and financing invested in REIPPs (BW1 - BW4, 1S2 & 2S2) was **R41.8 billion** by March 2020.

employment creation³ (job years)⁵



RE generation plants are capital intensive and technologically advanced. 50 984 direct Job Years (57 855 FTEs⁶) created for South African citizens by March 2020, including people from communities local to the IPP operations. Of these jobs 41 345 (81%) were created during construction and 9 639 (19%) in the operational phase of the projects. 55 788 Total job years (63 307 FTEs) created in total by the programme to date of which 45% is for the youth.

equitable shareholding (%)³



Black South Africans hold **33% of the shares across the complete supply chain** (for the 91 projects in BW1, BW2, BW3, BW3.5 and BW4). **Local communities hold 9% equity** in the IPPs of BW1, BW2, BW3, BW3.5 and BW4.

SPEAKERS



Tshifhiwa Bernard Magoro
Head of IPP Office



Meta Mhlarhi
Director & Co-Founder of
Mahlako A Phahla Investments



Mercia Grimbeek
Head of Project
Development: ENERTRAG



Brigette Baillie
Partner: Herbert Smith
Freehills



Biddy Faber
Consultant: Herbert Smith
Freehills



Sindisiwe Mbuli
Infrastructure Transactor:
RMB



Tafadzwa Mudyiwa
Associate Partner: Letsema



Cobus Pieterse
CTO: EDF Renewables SA

AGENDA: 14h00 – 16h00

- Introduction and Welcome: **SAPVIA**
- Key note presentation: **IPPO**
- Panel discussion on impacts of the RfP
- A Reimagined RfP for South Africa: **BEPA**
- Spotlight: **ENERTRAG**
- Q & A: **SAWEA**

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Tshifhiwa Bernard Magoro

IPPO

Head of IPP Office

Bernard Magoro is the Head of the Independent Power Producers Office (IPP Office). He is a registered professional electrical engineer with more than 20 years of experience in various technical and leadership roles within the electricity supply industry.

At the IPP Office, he leads the team responsible for the procurement of power from Independent Power Producers on behalf of the Department of Mineral Resources and Energy.

Prior to joining the IPP Office he was the General Manager at Eskom responsible for the System Operator and Eskom Telecommunications, where his key role was the management of South African's electricity grid. He has been at the helm of the grid operator during one of the most challenging times due to generation capacity shortages. He has also been involved in the integration of the various electricity generation technologies into the grid, including OCGTs, Coal and renewable energy.

He holds an Electrical Engineering degree from UCT, MBA from Wits Business School and LLB from UNISA.



SAPVIA-SAWEA 2020 DEVELOPING DEVELOPERS WEBINAR SERIES

THEME: UNDERSTANDING THE REIPPPP RFP

THURSDAY, 17 SEPTEMBER 2020
14:00 – 15:30

... "it (REIPPPP) has already established a flagship public-private partnership model for South Africa, and indeed the rest of Africa, and in the process is helping alleviate Eskom's current power crisis while also reducing greenhouse gas emissions."

- Enabling Renewable Energy in South Africa: Assessing the REIPPPP, WWF, August 2014





PRESENTATION OVERVIEW

1. History and Mandate of the IPP Office
2. Overview of the Independent Power Producers Procurement Programme (IPPPP)
3. Difference between RMIPPPP and REIPPPP
4. Key REIPPPP Achievements to date
5. Strategic outlook following the second determination
6. How are IPPs procured – the process and requirements
7. Lessons from the past 10 years





In Nov 2020, we will commemorate 10 years since the establishment of the IPP Procurement Programme



Services provided:

- 1 Procurement management services
- 2 Monitoring, evaluation and contract management services
- 3 Professional advisory services



The **activities** of the office are in accordance with:

- the **capacity allocated in the Integrated Resource Plan (IRP)**;
- subsequent **ministerial determination**
- **DMRE support service requirements**
- **Applicable Legislations (incl. PPPFA, BBBEE Codes etc.)**

Purpose: Delivering on the IPPPP objectives

- to enhance electrical power generation capacity in the country.
- to contribute to **broader national development objectives**, viz. job creation, social upliftment, local industry development & increasing opportunities for economic ownership





Risk Mitigation IPP Procurement Programme (RMIPPPP) is different from the REIPPPP

- The **RMIPPPP RFP** is **technology agnostic** and **output based**, with the following **System Requirements**:
 - Dispatchable flexible generation
 - Should be able to operate between 5h00 to 21h30
 - be able to provide energy, capacity and ancillary services
 - minimum Load factor of 50% per year
 - **Also allows Portfolio Approach** – multi sites and multiple technologies as a single project
- **REIPPPP, thus far, has always been RE technology specific, energy, self-dispatch etc.**



In 10 years, the REIPPPP has made significant energy supply and economic development impacts

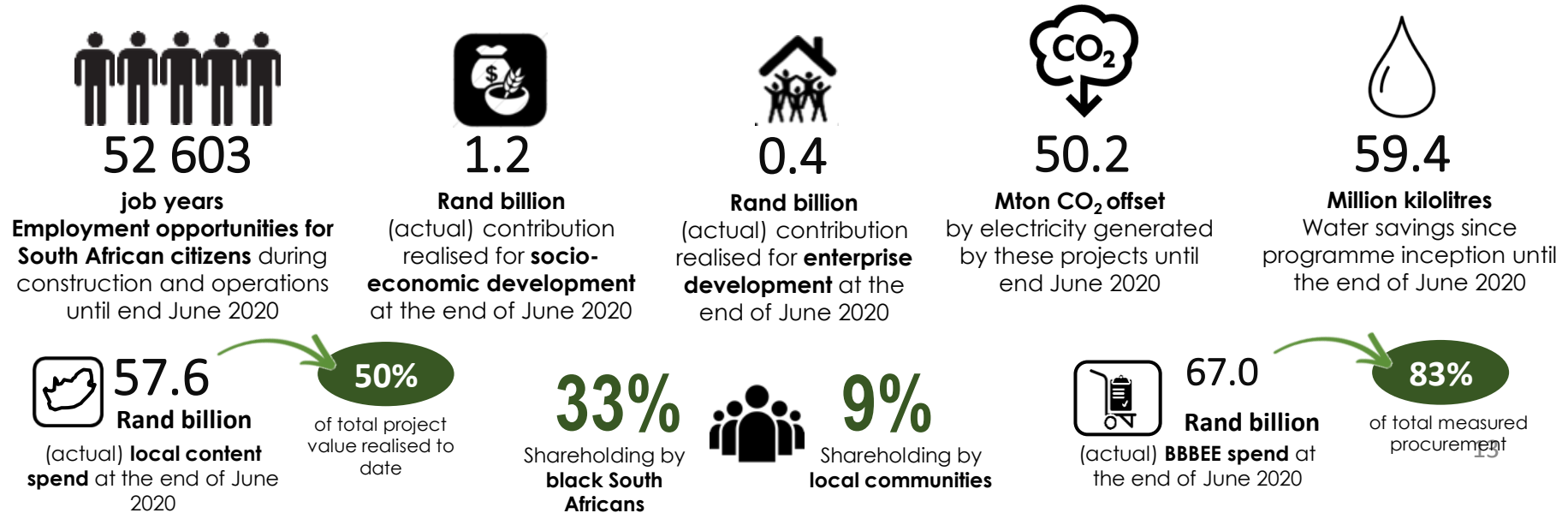
At the end of June 2020, after **7 bid rounds** (bid windows 1, 2, 3, 3.5, 4 and small bid windows 1 and 2):

112 IPPs **selected** as preferred bidders **6 422 MW** electricity capacity **procured** **4 276 MW** already **operational** from 68 IPPs

49 461 GWh energy **generated** by renewable energy sources **R207.9 billion** **investment attracted** for energy infrastructure in all bid windows



The REIPPPP uniquely incorporates fundamental socio-economic development objectives

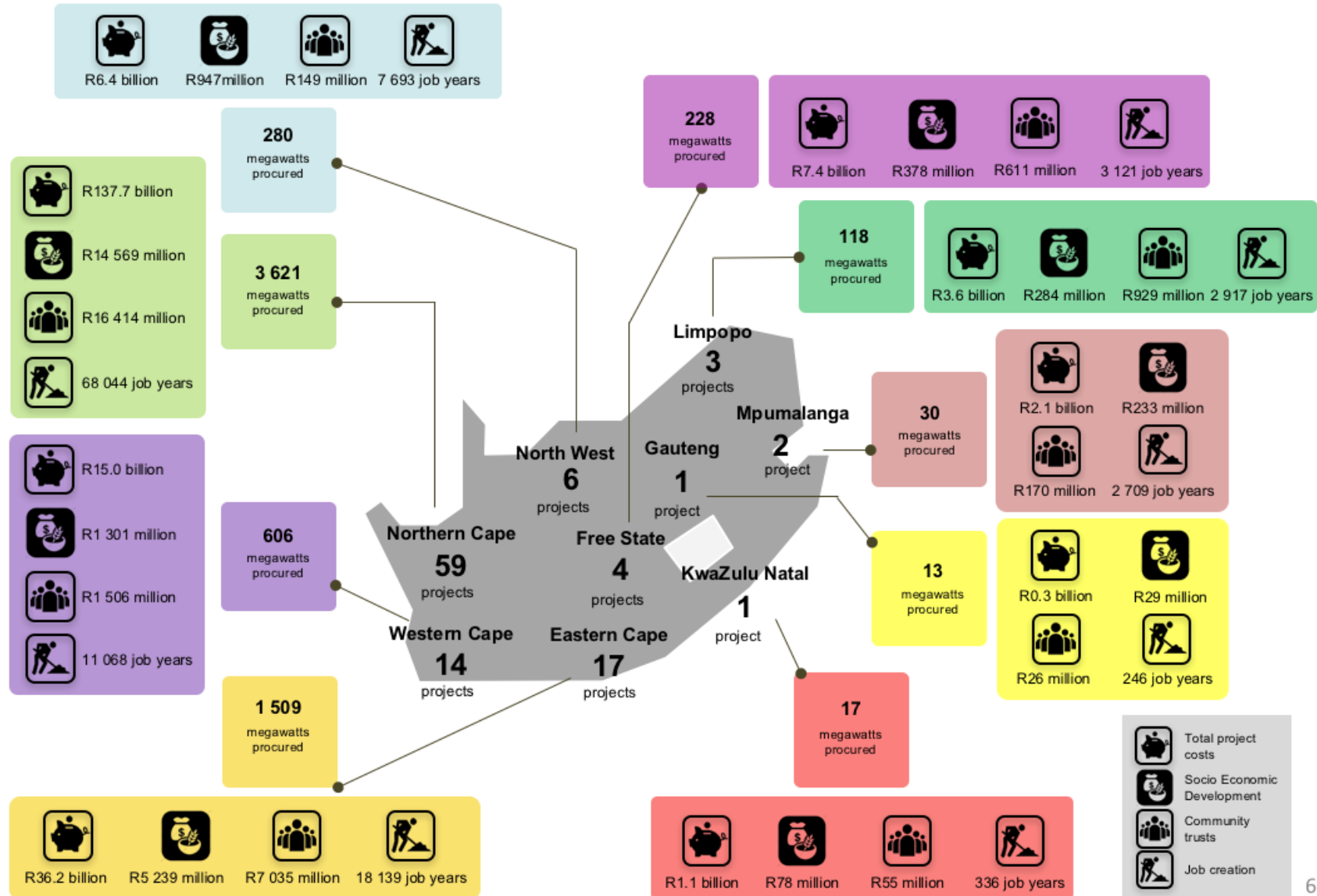


KEY NOTE ADDRESS



The Renewable IPP Programme is providing benefits to all 9 Provinces

Commitments for bid windows 1, 2, 3, 3.5, 4, and Smalls BW1, BW2 as at 30 June 2020



- Total project costs
- Socio Economic Development
- Community trusts
- Job creation



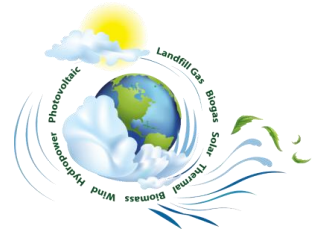
Strategic Outlook following the second Ministerial determinations

- The IRP 2019 and associated Ministerial Determinations **set the pace and direction of the roll out of the Independent Power Producers Procurement Programme (IPPPP), including the REIPPPP.**
- **2000 MW determined under the RMIPPPP. Ministerial Determination for 6 800 MW for procurement announced on 10 September 2020, but not yet published.**

	Determination for concurrence (MW)	Technology share of total determinations for concurrence	Respective IRP 2019 target by 2030 (MW)	Determination share of respective IRP 2019 target by 2030	IRP 2019 capacity allocation reference years
Short term capacity gap	2 000	14.5%	2 000	100.0%	2019 to 2022
Coal	1 500	10.9%	1 500	100.0%	2023 to 2027
Energy storage	513	3.7%	2 088	24.6%	2022
Solar PV	2 000	14.5%	6 000	33.3%	2022 to 2024
Wind	4 800	34.7%	14 400	33.3%	2022 to 2024
Gas & diesel	3 000	21.7%	3 000	100.0%	2024 to 2027

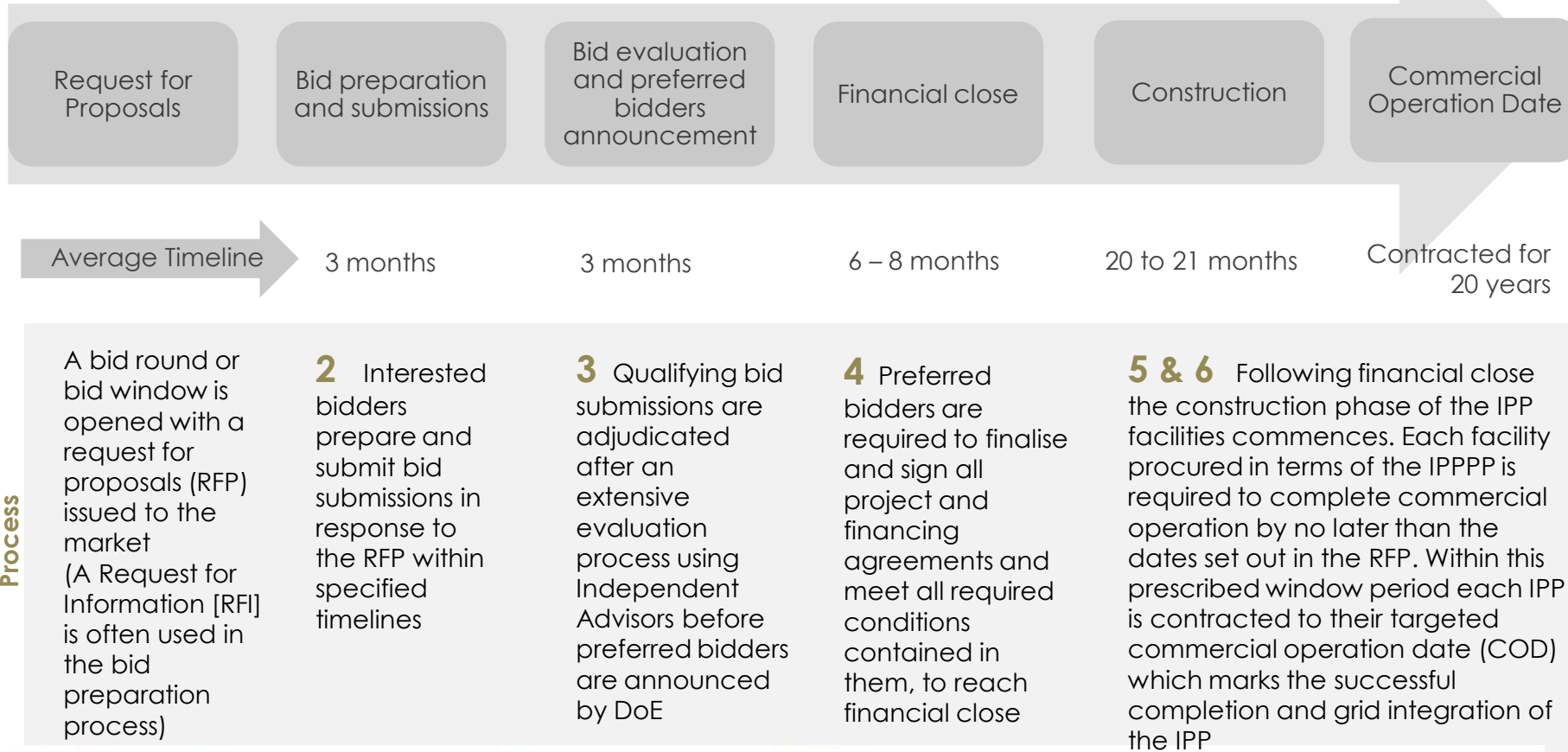
A total of 11 813 MW have now been determined under the IRP2019 opening multiple opportunities for emerging developers over the next 5-8 years





REIPPPP Procurement Process and Timelines

6 Procurement Stages & Milestones





Typical REIPPPP RFP Framework and Related Agreements

The procurement documentation pack contains the following:

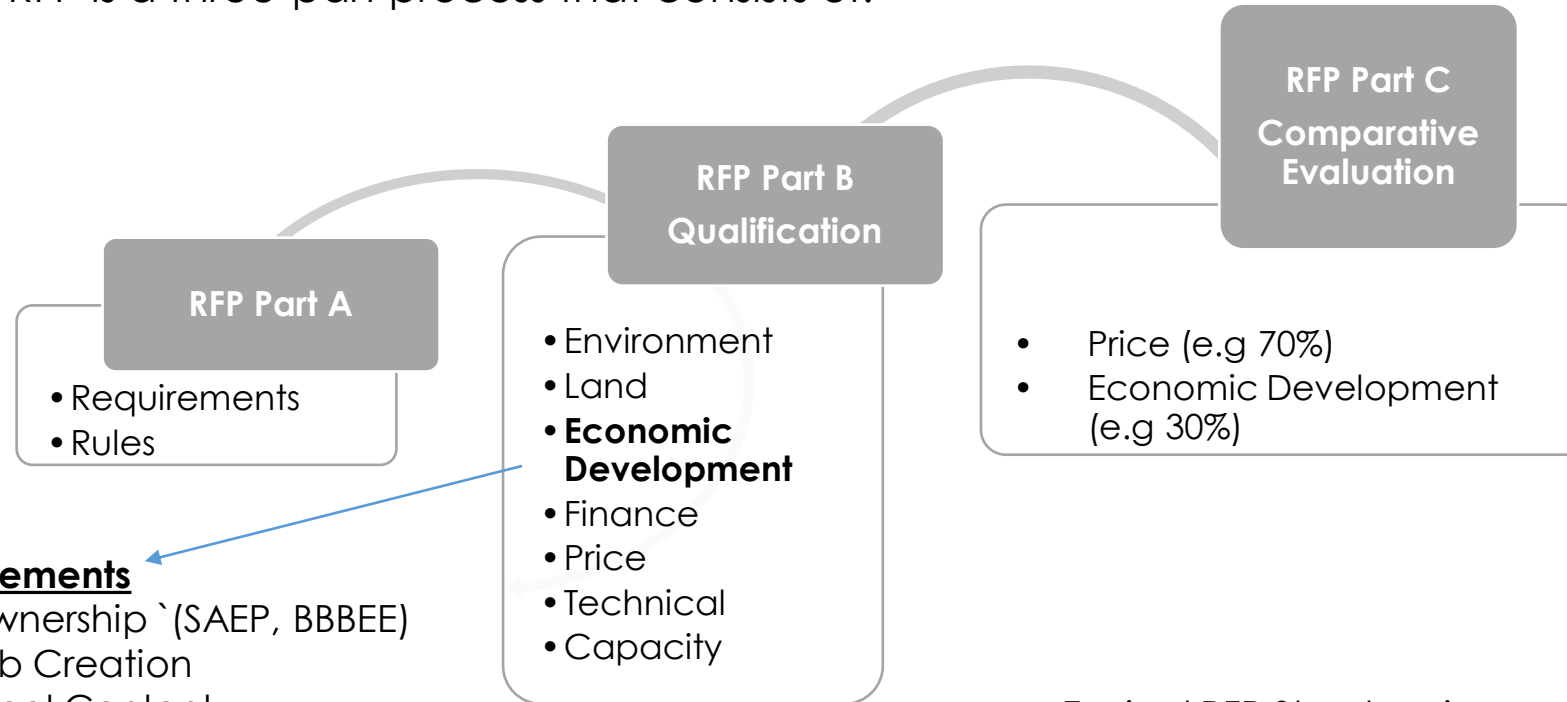
Request for Proposals (RFP)	<ul style="list-style-type: none">• Part A: General Requirements and Rules• Part B: Qualification Criteria• Part C: Evaluation Criteria (including ED)
Power Purchase Agreement (PPA)	<ul style="list-style-type: none">• Contract between the seller (IPP) and buyer (Eskom)
Implementation Agreement (IA)	<ul style="list-style-type: none">• Contract between the IPP and the DMRE• Obligation for IPP to deliver on economic development obligations• On buyer default DMRE to pay IPP. Approval of Minister of Finance required (i.e. Government support, where applicable)



KEY NOTE ADDRESS



The RFP is a three-part process that consists of:



7 ED Elements

- Ownership (SAEP, BBBEE)
- Job Creation
- Local Content
- Management Control
- Enterprise and Supplier Development
- Skills Development; and
- Socio-Economic Development.

Typical RFP Structure in more detail
(subject to change in future bid windows)





LESSONS FROM THE PAST TEN YEARS

- **Refinancing initiative** to reduce impact of high tariff from BW 1-3.
- Optimise **active black participation across the value chain**: including participation in O&M, EPC, Balance of Plant, Electrical work etc.
- Address **access to affordable financing**.
- Ensure that **future bid windows offer value for money and have minimal impact on the fiscus**.
- **Optimise social economic development impact at community level through more impactful IPP ED/SED initiatives** (e.g. through better cooperation among IPPs).
- **Improving the IPPPP's support for local content requirement** enhancing the broader government objectives of industrialisation.





CONCLUDING REMARKS

- SA REIPPP Programme has set itself as a benchmark, but we still need to do more to increase local participation.
- As we roll out the IRP 2019 we expect more South Africans to play more active roles in support of the government broader developmental objectives.
- Participation in the REIPPPP is broader than Ownership. There are several opportunities for more people to participate:
 - From Project conceptualisation to Operating and Maintenance (Some examples included in the back-up slides)





Thank You





Opportunities in the RE sector

Typical Construction Opportunities include:

Description	Example
Accommodation	Guesthouses/ B&Bs in the area
Catering Services	“lunch van”; catering for meetings
CCTV/ Security Services	Security guards and installation of CCTV/ security systems
Cleaning Services	Cleaning of site offices
Diesel/ Petrol Supply	For site plant and vehicles
Bricklayers	Control/ O&M buildings, culvert wing walls
Civil earthworks	Cut/ Fill, trenching, drainage lines
Civil ancillary works	Culvert installation, retaining walls, fencing



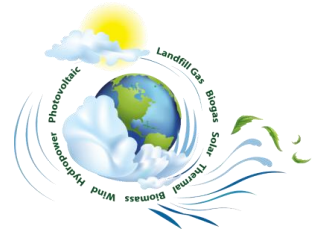


Opportunities in the RE sector

Typical Construction Opportunities – CONT'D.

Description	Example
Electricians	Control/ O&M building services installation
Painters & Decorators	Control/ O&M building
Glazing supply and installation	Control/ O&M building
Plant hire	Graders, dozers, rollers etc
Roofers	Control/ O&M building
Plumbers	Control/ O&M building
Vehicle maintenance	For plant and vehicles
Sanitary Services	Provision of ablution blocks and disposal of sewage waste





Opportunities in the RE sector

Typical Construction Opportunities – CONT'D.

Description	Example
General Consultancy Services	Health & Safety; Engineers; Architects; Project Management; Administrative Staff
Quality Management	Quality monitoring and control by Civil/ Electrical Engineers working for EDF/ Vestas
Environmental Services	Water Quality Monitoring, Environmental/ Ecological Clerk of Works
Ground Investigation	Intrusive investigation to Engineers' specifications
Topographical Survey	Survey and setting out
Aggregate Supply	From licenced borrow pits only
Transportation	Transport of workers to/ from and around Site





Opportunities in the RE sector

Typical Operations & Maintenance Opportunities include:

Description	Example
Environmental Consulting	EMPr compliance, bird & bat monitoring
Fire break maintenance	Grass cutting around WTGs and substation
Alien vegetation management	Removal of alien vegetation from the site
Technical Consulting	End of warranty inspections, “Independent Engineer”
Control/ O&M building(s)	General building maintenance, e.g. plumbing, LV electrical, heating/ ventilation
Site roads	Grading and material replacement/ re-compaction
Drainage	Clearing drains & culverts of debris, silt & vegetation



PANEL DISCUSSION – IMPACTS OF THE RfP

FINANCIAL



Sindisiwe Mbuli
RMB

Infrastructure Transactor

TECHNICAL



Cobus Pieterse
EDF RENEWABLES SA
Chief Technical Officer

LEGAL



Brigette Baillie
HERBERT SMITH FREEHILLS
Partner



Biddy Faber
HERBERT SMITH FREEHILLS
Consultant

SED-ED



Tafadzwa Mudyiwa
LETSEMA
Associate Partner





Meta Mhlarhi

MAHLAKO A PHAHLA INVESTMENTS

Director and Co-founder

BEPA

Chairperson and Co-founder

Meta is a qualified Chartered Accountant with over 19 years of professional experience. She is a director of Mahlako, a company focusing on Finance, Energy, Telecoms and Infrastructure investments and advisory that she co-founded 12 years ago with Makole Mupita.

Since 2008 Mahlako has successfully invested in projects in excess of R5 billion and advised on mandates in excess of R500 billion. Her advisory experience includes advising the Department of Energy on the Nuclear New Build Programme as well as various other advisory engagements for the South African Nuclear Energy Corporation.

Meta has extensive governance and management experience and has served and chaired numerous boards and audit committees. She currently serves on the board of AON South Africa. Meta is also the co-founder and current chairperson of the Black Energy Professionals Association (BEPA), an organisation that exists to represent and champion the specific interests of black people with the aim to achieve radical economic transformation of the Energy sector in South Africa.

A REIMAGINED RfP



**Black Energy
Professionals
Association**

INTRODUCTION



The energy sector continues to thrive in South Africa and plays a significant role in growing the economy
There is poor participation by black professionals especially at a strategic and commercial level



BEPA was established to address the aspirations of black industry participants



BEPA represents the specific interest of black people with the aim to achieve transparent broad participation in all the Energy Sectors



BEPA will actively try to create solutions and solve problems facing black professional who are either involved or keen to play a role in the sector



A REIMAGINED RfP



In 1952, Adlai Ewing Stevenson II said “A hungry man is not a free man”



Closer to home, in 1985 Nelson Mandela said “Only a free man can negotiate”



For the past 10 years the REIPPPP RFP resembles what Chimamanda Ngozi Adichie said in her book Americanah – “is kind of like you’ve been unjustly imprisoned for many years, then all of a sudden you’re set free, but you get no bus fare. And, by the way, you and the guy who imprisoned you are now automatically equal.”



Our goal is to table pertinent areas of a Reimagined RFP that ensures the integration of black participation throughout the value chain and the resultant programmes

IPP PROJECT DEVELOPMENT STAGES



Project feasibility phase

- Legislation
- Regulatory framework
- Energy Policy Framework
- Institutional requirements
- Project criteria
- Project risk analysis



Early development phase

- Land (Lease or purchase)
- Fuel (supply, transportation, price)
- Environmental Studies
- Generation licence (Application, due diligence, approvals)
- Project company (registration, co-sponsors)
- Advisors and consultants
- Competitive procurement
- Financial model



Project financing phase

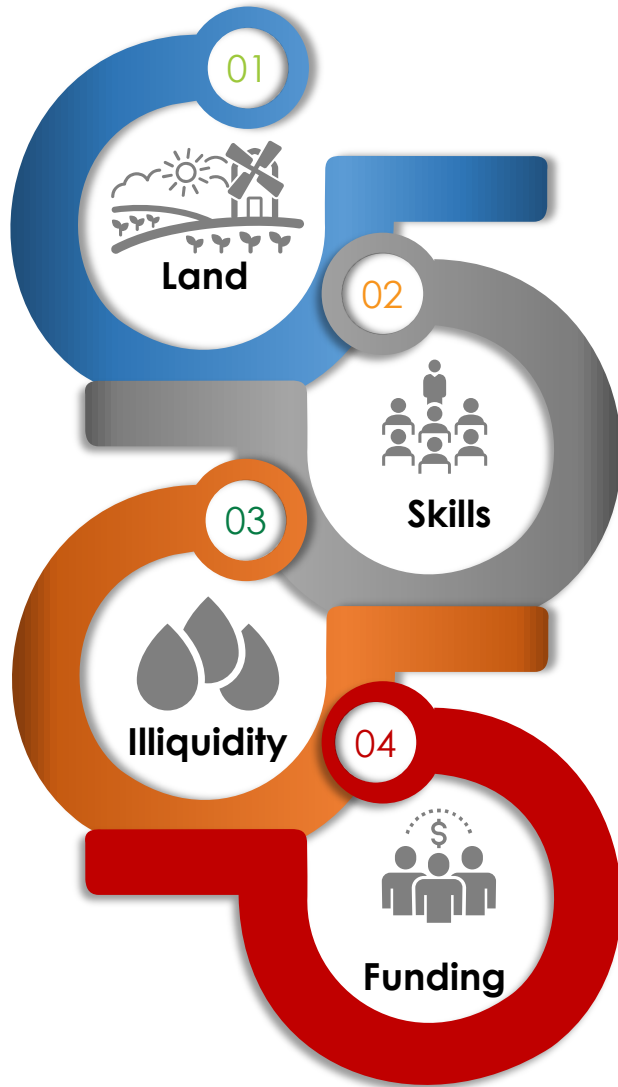
- Equity
- Lenders (DFIs, Commercial Banks)
- Agreements (Loan Agreements, Shareholders Agreement, O&M Agreement, construction agreement)



Project construction phase

- Complete construction, technology material availability and cost overrun risk
- EPC (completion and performance guarantee)
- Lenders risk (equity guarantee for debt and liquidated damages, lenders independent engineers)

KEY GAPS IN THE SOUTH AFRICA ENERGY SECTOR AND REIPPPP



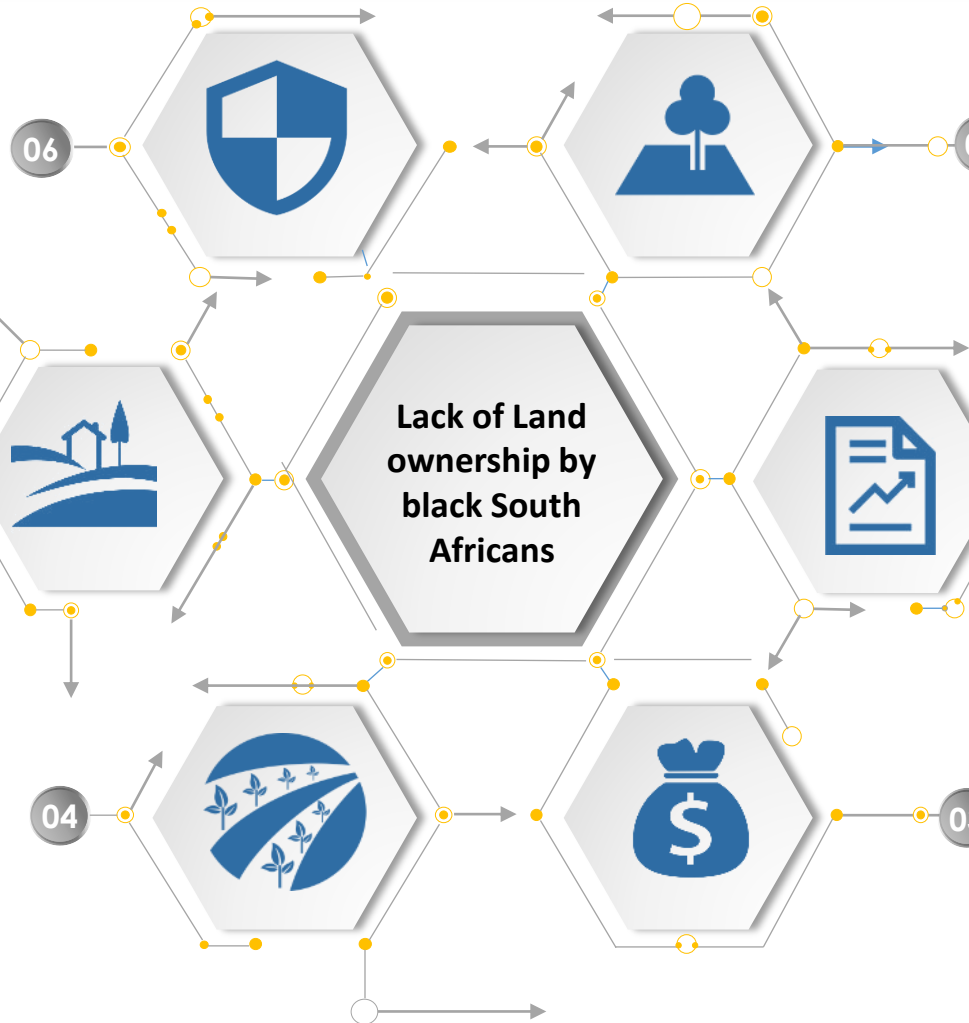
- Historical injustices that have resulted in black South African's not owning land
- A lack of black participation across the value chain
- A lack of liquidity for black shareholders
- Lack of funding for black shareholders and investors

LACK OF ACCESS TO VAIBLE LAND



The most privately owned land suitable for project development has already acquired/is owned by a few players who are now holding all developers at ransom

Addressing tenure security issues in the homelands will unlock economic value for many households as they can make effective use of their assets, be it land for productive agriculture or their homes for rentals or even starting a small business



01 Land reform has been a crucial topic in South African since the end of apartheid

02 The World Bank Report on South Africa highlights that the skewed distribution of land and productive assets as a source of inequality and social fragility, fuelling contestation over resources

03 The majority of South African land is currently owned by white individuals and companies due to previous racial injustices

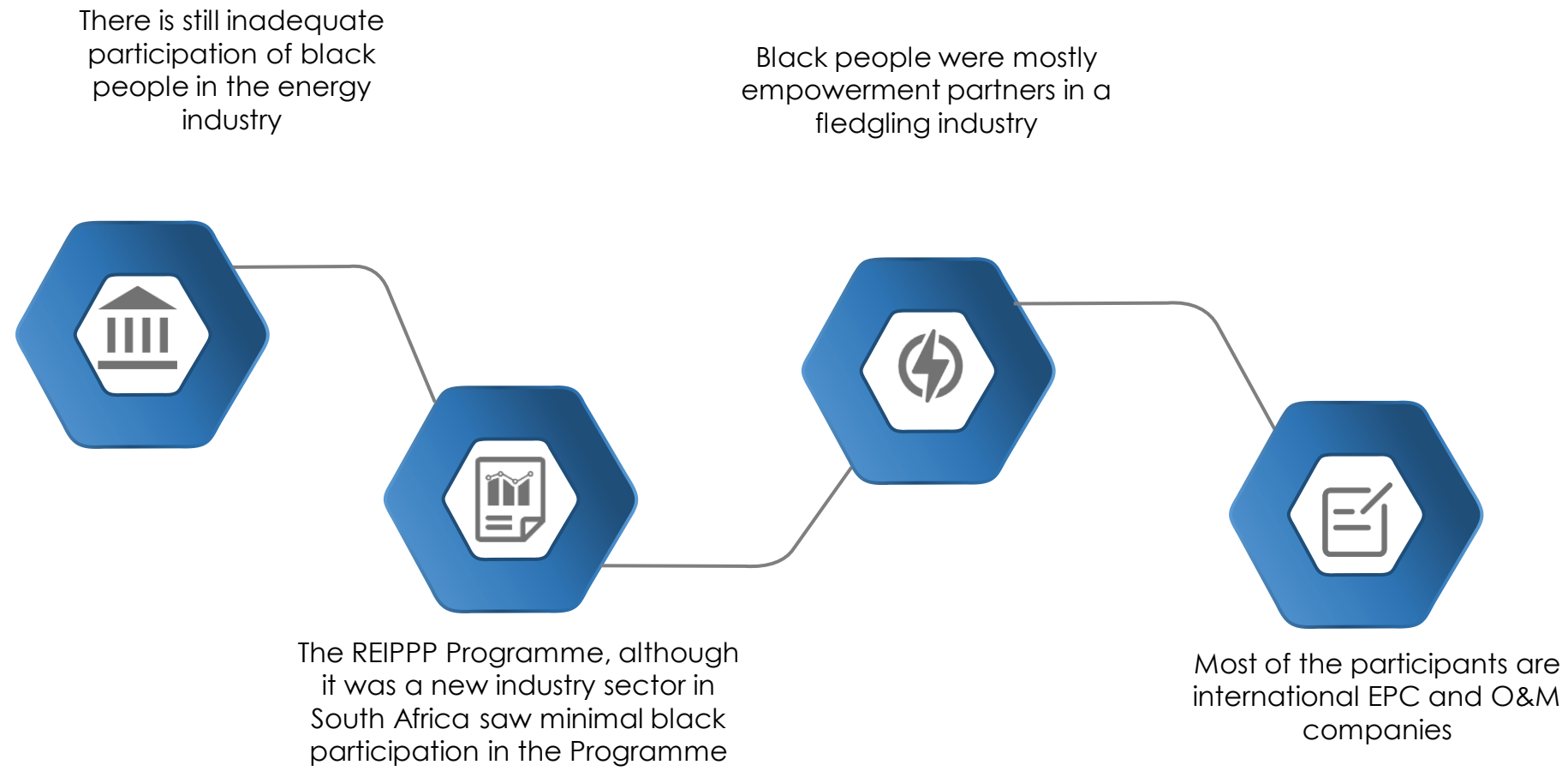
05 Many South Africans live in their homelands where land is still communal. Poor South Africans are still trapped in informal settlements and there is huge backlog in issuing title deeds to households who were denied ownership during the apartheid era

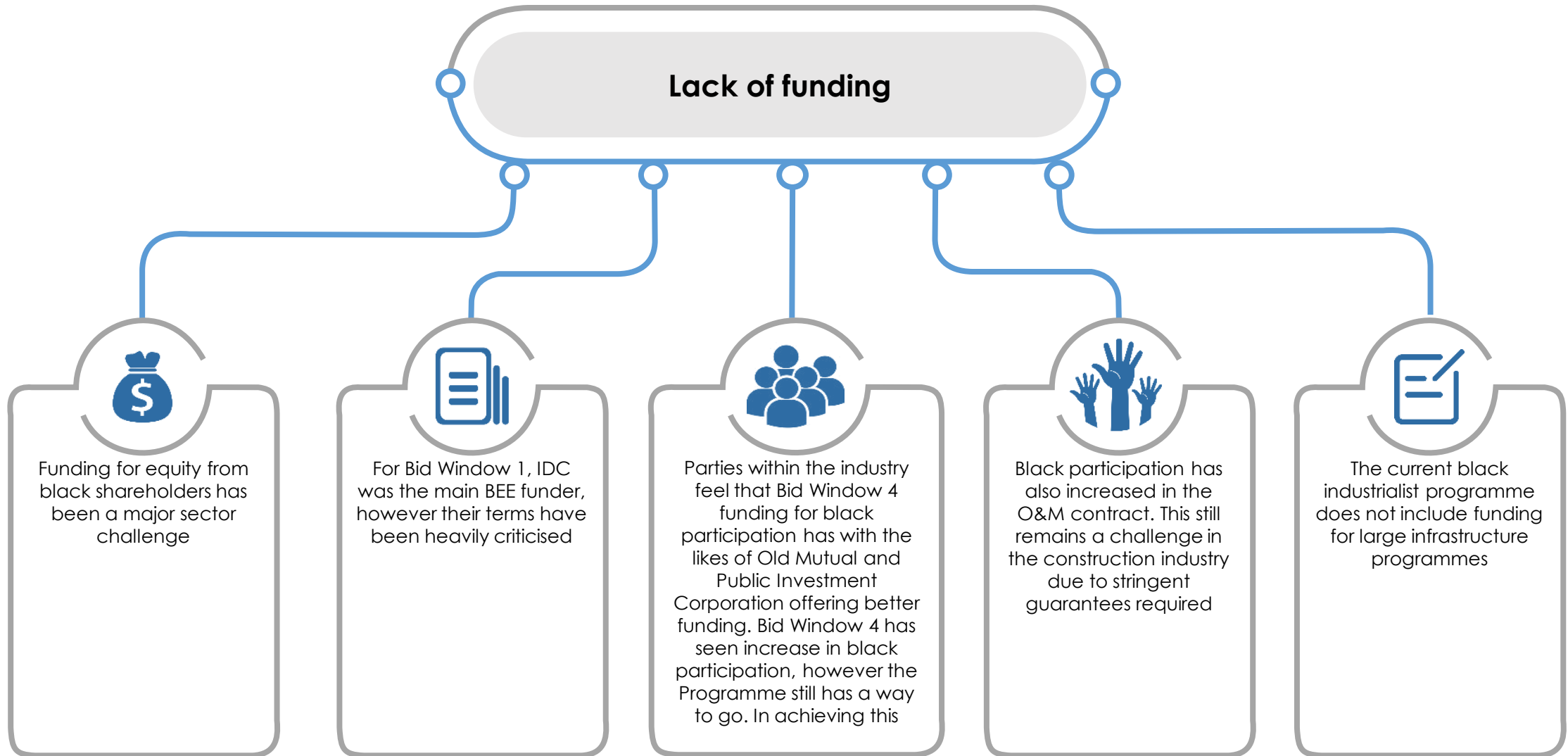
04 This skewed ownership of land has seen limited participation by non-white farmers and landowners in the economy and REIPPPP and white land owners and farmers experiencing a privileged position over black farmers and land owners



LACK OF BLACK PARTICIPATION ACROSS THE VALUE

There is inadequate black participation across the value chain



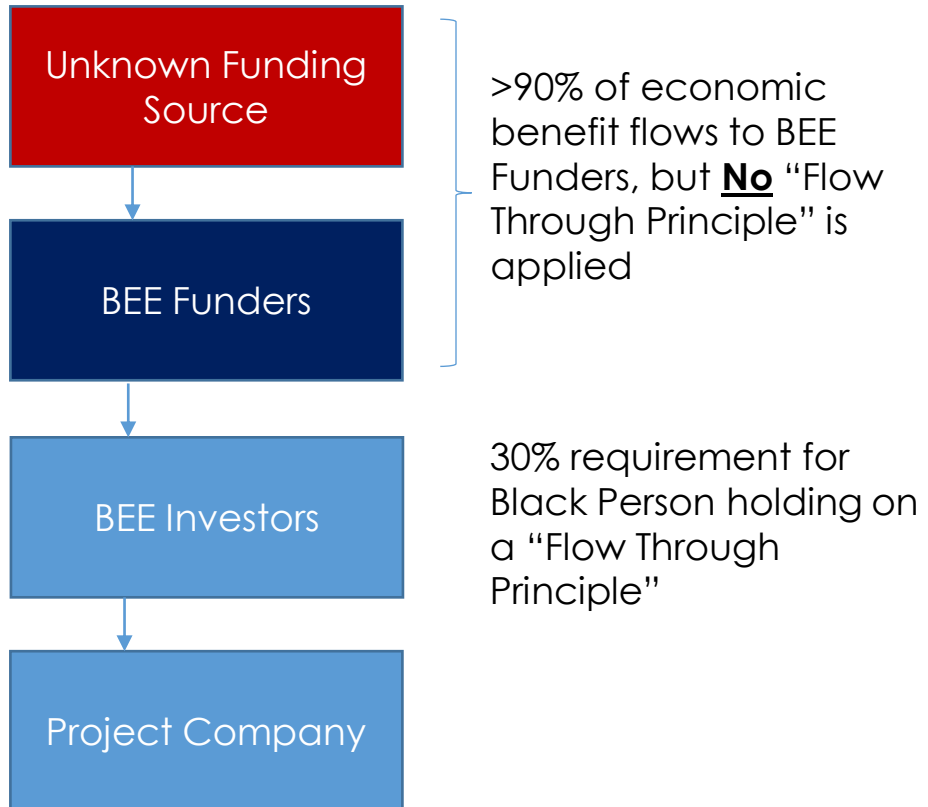




Foreign players have been able to access more local funds than black people

- 55% of the equity in the South African REIPPPP is foreign owned, despite foreign funds only providing 20% of the total project capital (debt and equity)
- There is current skewed participation by foreign companies in REIPPPP despite 80% of the money funding the actual projects being funded by local savings and funds
- The high returns of BW1 to BW3 will see more money flowing to foreign investors than the R41,8 billion invested into South Africa, resulting in a negative balance of payments effect
- We need to consider both the benefits and challenges posed by FDI and structure the REIPPPP in a manner that maximises benefits for South Africa and South Africans
- FDI is good when it results in a transfer of technology and skills, long-term industrial capacity, contribute to tax revenue and the balance of payments, etc.
- The REIPPPP is now mature with established technology, local skills, etc. and the approach followed in terms of FDI should evolve
- The REIPPPP is a strategic programme over a strategic South African industry, and in line with global best practice, we need to consider how we address ongoing foreign ownership of companies in this strategically important industry (similar to the security industry and in line with a report done by the IMF).
- Unfettered FDI in strategic industries that could lower the comparative advantage of South Africa

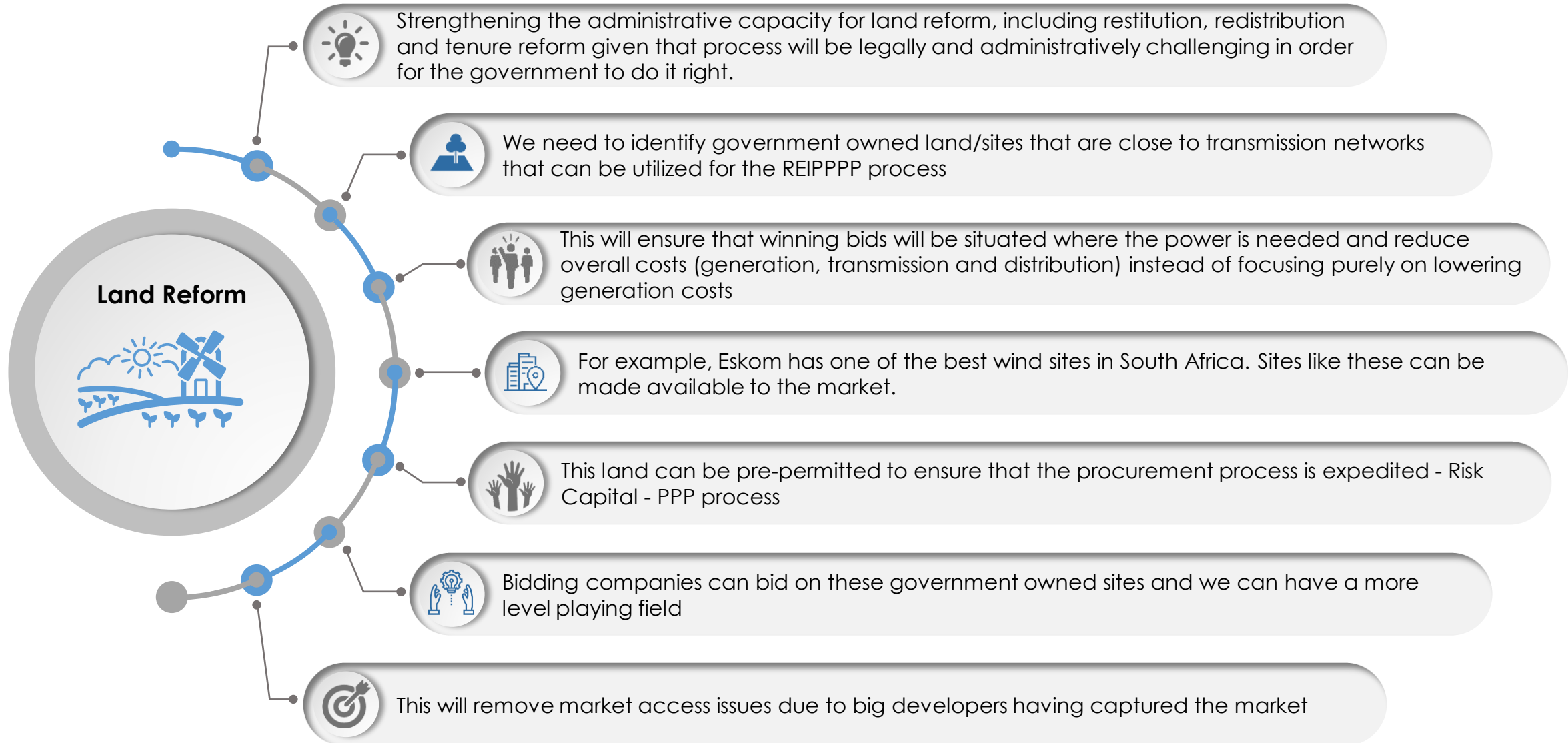
Current BEE Ownership



Lack of liquidity for black shareholders

- DMRE's requirements in the Implementation Agreement (IA) for the minimum 30% BEE ownership is beneficial for the development of black investors in the energy space
- Developers in meeting BEE requirements pre-dominantly approach and target black individuals (BEE investors) who then collectively form consortia to meet the bidding requirements and act mainly as financial investors in projects with funding provided by the DBSA, IDC, PIC, project sponsors or South African commercial banks (BEE financiers)
- Given the significant gearing required by BEE investors, the funding structures result in significant cash sweeps and upside sharing on exit by BEE financiers with BEE investors required to wait significant periods (up to 15 years) before realizing any meaningful value
- With further REIPPPP maturity, project tariffs have decreased significantly (wind ~ 50% and solar ~ 75%). As a result of improvements in development costs and lower returns, given the high level of gearing, the differential between funding costs and returns is negligible – resulting in further cash flow delays for BEE investors
- BEE investors as financial investors play a limited role in development and/or bids due to their inability to fund project development costs and as a consequence don't receive upfront development fees or become upskilled in project development, structuring and negotiations

POSSIBLE WAYS WE CAN BRIDGE THE GAPS WITHIN





Black People Value Chain Participation

- Whichever technology options are adopted, the implementation thereof should include black people in the majority
- Black people should participate in the energy sector across the value chain
- The RFP should clearly define who is considered as a black developer
- There should be a mandatory audit of black participation in bids (lawyers, financiers, technical advisors, auditors, etc.), to evaluate % participation in the overall bid process
- The evaluation criteria in the RFP should include scoring for (1) ranking of black participation in equity, (2) ranking of black developers, (3) ranking of black developer participation in success fees, (4) ranking of black participation in the bid process
- Local black companies should be used to Engineer, Procure and Construct the power plants
- Transformation targets and reporting on projects within the energy sector should be monitored, reported on and audited
- All O&M contracts are to South African Women, Youth and people with Disabilities (Specially Designated Black People) [remove requirements for guarantees and other hurdles for specially designated black people]
- Requirements that MSA's are Specially Designated Black People
- Right representation of women in key decision-making positions, their participation in project and programme development, implementation and execution; as suppliers or as private actors participating in energy decision making are required in order for the energy sector to meet the needs of women and address the community's challenges.



Separate Round exclusive for Black owned Developers and Equity

- Allocating a portion of the procurement i.e 40% to exclusively black owned local equity and developers with reduced requirements for bid bonds and tariff auction that is separate
- Providing Sovereign Guarantee for 100% Black Equity
- Specify in RFP what constitutes a Black Private Equity Fund which should be 100% black managed
- Recognition of Funds managed 100% by black people
- The Higher the black Participation in Equity, the lower the Bid Bond requirement in a proportionate manner i.e 80% black owned means a bid bond of 20%



Lack of liquidity for black shareholders

- Financial constraints hinder the creation of black owned IPP developers – the stated objective of government – as developers require capital to fund ongoing project development, implementation and management
- To monetise their investments, BEE investors either sell to other black investors, refinance and re-gear their existing debt (refinancing gains at project company are shared with government). However the pool of potential acquirers of black equity is limited leading to:
 - Secondary market (black equity stakes trading at a significant discount to equivalent non-black equity stakes for the same projects because of the lack of liquidity for black equity participants and liquidity discounts applied in the market to their value). Recent secondary market equity transactions have demonstrated the inequality in the BEE equity values versus the higher values obtained from the non-BEE equity sales for the same project companies. Black investors in BW1 to BW3 are experiencing liquidity problems and are struggling to keep their businesses afloat given the high levels of leverage (90% - 100%) by the BEE financiers and if they sell at a discounts, they have to offer significant discounts, leaving them with very little or no value realized.
- Allow Black Private Equity Funds to be as per recognized in BW4.
- In the Risk Mitigation IPPPP, Black Private Equity Funds are allowed from year 5 after CoD, this suppresses the growth of Black Fund Managers who are being limited to only mature opportunities – This should no be the case going forward
- Black People should be allowed to sell to anyone from year 5 after CoD and not permanent.
- Where Black Equity has used their own equity without support there should be no lock-in period.



Mercia Grimbeek

ENERTRAG

Head of Project Development





TRANSFORMING RENEWABLE ENERGY IN SOUTH AFRICA

SEPTEMBER 2020





OUR BACKGROUND

- Established in South Africa in 2017
- Wholly owned by ENERTRAG AG Germany a privately owned company
- Offices in Cape Town, Johannesburg and Pretoria
- Our Business Model is to - keep it local!
- Current staff compliment all African - 99% South African
- Female Employees – 50%



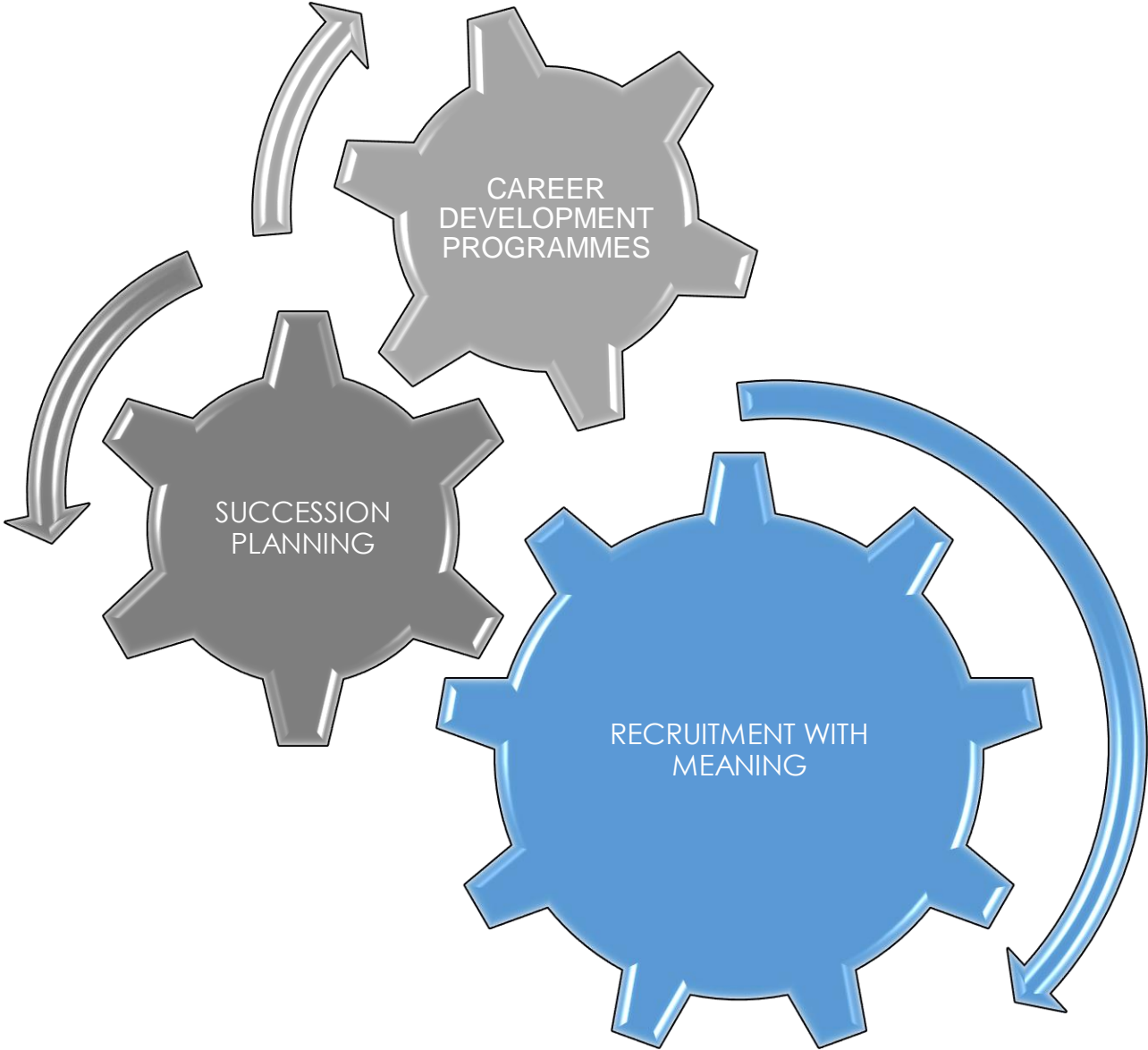
EMPLOYEE TRIFECTA



TALENT RETENTION & UPSKILLING

- We **have** skills available locally
- Requires commitment from Senior and Line Management
- Internship Programmes and Succession Planning is key
- Mentorship and guidance within the company is crucial
- Active participation – both management and employees

HOW DO WE ACHIEVE THIS?





We would love you to be a part of our proudly
South African Team!

VISIT:

<https://www.enertrag.co.za/careers/>



Ntombifuthi Ntuli
SAWEA
Chief Executive Officer

QUESTIONS AND ANSWERS SESSION

Please type your questions in the message box and we will respond

WINDABA AND SOLAR POWER AFRICA VIRTUAL CONFERENCES



- **Windaba Virtual Conference – 26 – 27 October 2020**
- Two days of top local and international speakers
- Over 18 different break away sessions and 3 plenaries
- Registration queries contact: Marilize Stolz @ marilize@windaba.co.za

- **Solar Power Africa virtual conference– 16-19 November 2020**
- In partnership with SAPVIA
- With support and backing from SPI (Solar Power International) and SNEC – two of the world's leading Solar power conferences and expos
- 4 days of sessions, covering key industry topics for the solar power market
- Over 12 different break away sessions and 4 plenaries
- Registration queries contact: Priyanka Lutchman
- Priyanka.Lutchman@za.messefrankfurt.com

Attend from anywhere around the world, interact and network with speakers and stay up to date with the latest trends and information for the wind and solar power industries



WINDABA AND SOLAR POWER AFRICA – VIRTUAL MARKETPLACES



- Online directory for exhibitors to promote their products and services to a captive audience
- Supported by monthly 'themed' webinars
- **Extremely Cost effective option** to boost brand awareness and generate qualified leads

The Platform **Key Features**

- **365 days** engagement pre, during and post show
- **Artificial Intelligence** – (AI) Powered Matchmaking
- **Personalised** Exhibitor & Product search and discovery
- **Schedule 1:1** Video meetings
- **Integrated** LIVE streaming
- **Analytics & ROI** calculations





To sponsor the conference or the virtual marketplace, or for a listing on the virtual platform, please contact

Tracy Gouden Tracy.Gouden@za.messefrankfurt.com

Or on Mobile number: (082) 083 8157



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