

WAPIC

West African Power Industry Convention

18 – 19 November 2014

Pre-conference workshop 17 November | Site visits 20 November

Eko Hotel, Lagos, Nigeria

Accelerating West Africa's sustainable
power transformation

Diamond sponsor



Host ministry



Co-located shows



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Industry leaders who help to shape WAPIC to be your primary knowledge platform.



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Management Information
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(ECG), Ghana



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Operator of the Nigerian
Electricity Market (ONEM),
Nigeria



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Other esteemed Advisory Board members include:

- **UZOMA ACHINANYA**, MD, EMTECH Energy Services Ltd, Nigeria
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- **WILLIAM AMUNA**, CEO, Ghana Grid Company Limited (GRIDCO), Ghana
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- **JOSEPH MAYAH**, Deputy CEO, Liberia Electricity Company (LEC), Liberia
- **OLALERE ODUSOTE**, Head, Business Development, OANDO Gas & Power, Nigeria
- **ERIC OLO**, Head, Corporate Finance, North South Power PLC, Nigeria
- **RANSOME OWAN**, Group Managing Director, Aiteo Power and Gas, Nigeria
- **AAKO UGBABE**, Board Member, Transmission Company of Nigeria (TCN), Nigeria
- **DANIEL WERNER**, Programme Director, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) – Nigeria Energy Support Programme, Nigeria
- **MUDA YUSUF**, Director General, Lagos Chamber of Commerce and Industry, Nigeria

Raise your profile and build relationships by connecting with industry influencers during various networking opportunities.

Meet our advisory board, speakers, delegates and distinguished guests in a relaxed environment.

Monday, 17 November 2014, 17:00, Eko Hotel pool side

Tuesday, 18 November 2014, 17:00, Eko Hotel pool side

Welcome to WAPIC 2014

The 11th annual West African Power Industry Convention (WAPIC) comes at an exciting period of great opportunities for private sector involvement in the West African power and energy market, with enormous growth potential.

We have chosen the theme 'Accelerating West Africa's sustainable power transformation' to highlight the need to scale up stakeholder engagement and deepen investment partnerships needed to fast-track the palpable power sector transformation and reforms currently taking place in the region.

This year's programme promises to offer an exciting range of topics. We spoke and listened to key figures in the sector and developed an industry-relevant conference programme, shaped by the contributions of our distinguished Advisory Board. The world-class keynote presentation featured this year is remarkable. We also proudly celebrate the participation of high-level government representatives, influential business leaders, policy makers, and key stakeholders who shape the power landscape in the region.

Our exhibitor and sponsor lists grow each year. We therefore encourage you to take full advantage of the networking and new knowledge opportunities on the exhibition floor.

Spintelligent wishes to thank the Federal Government of Nigeria, the Ministry of Power and the Presidential Task Force on Power for their continued support. We would also like to thank all our sponsors, supporting utilities, exhibitors and delegates for their valuable contribution in making WAPIC the must-attend power sector event in West Africa.

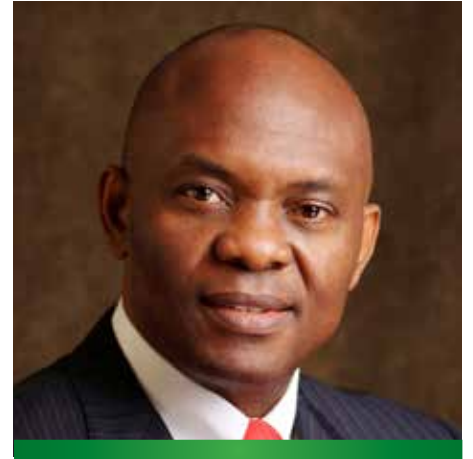
I look forward to welcoming you in Lagos.



Sincerely,

Irene Ochem
Programme Director

KEYNOTE SPEAKER



TONY O. ELUMELU, CON
Chairman, Heirs Holdings

Tony O. Elumelu, CON, is an entrepreneur, philanthropist and chairman of Heirs Holdings. Founded in 2010, Heirs Holdings is a proprietary investment company operating a portfolio of businesses with significant interests in the ICT, financial services, energy, real estate and hospitality, agriculture and healthcare sectors across the African continent. Tony is the originator and leading proponent of 'Africapitalism', an economic philosophy that views the African private sector as the key driver of lasting economic and social transformation in Africa, through long-term investments.

Diamond sponsor



Platinum sponsors



Gold sponsor



Silver sponsor



Bronze sponsors



Supporting utilities

AEDC

Abuja Electricity Distribution Company

EKEDC

Eko Electricity Distribution Company

ECG

Electricity Company of Ghana

EEDC

Enugu Electricity Distribution Company

GRIDCo

Ghana Grid Company Limited

JEDC

Jos Electricity Distribution Company

KEDC

Kaduna Electricity Distribution Company

LEC

Liberia Electricity Corporation

MESL

Mainstream Energy Solutions Limited

NSPL

North South Power Limited – Shiroro
Hydroelectric Power Station

ONEM

Operator of the Nigerian Electricity
Market

TUPL

Transcorp Ughelli Power Limited

TCN

Transmission Company of Nigeria

Conference overview



As the power transformation and reforms continue to evolve, how will the role of the traditional and emerging stakeholders play out and with what impact? In 2014, WAPIC will examine the present and debate the future of the West African power sector with an in-depth analysis of the key drivers that are shaping the industry.

Topics include:

- Generation capacity and infrastructure deficit
- Revenue profile
- Rural electrification
- Access to finance
- Regulation
- Investment options and opportunities
- Skilled workforce

A pre-conference workshop on energy efficiency and renewable energy technologies provides insights and solutions for boosting your profits and for alternative energy resources to ensure sustainable economic growth.



Adequate power supply and infrastructure: Overcoming constraints.

How do you solve the power sector infrastructure issues, generation capacity, gas to power plant, gas pricing and energy security?

Featured speakers



SAM AMADI
Chairman/CEO, Nigerian Electricity Regulatory Commission (NERC), Nigeria



MACK KAST
MD/CEO, Transmission Company of Nigeria (TCN), Nigeria



Effective metering management is a vital strategy if the West African power industry is to control future electricity demands, minimise risks and losses, increase customer satisfaction and loyalty, and ultimately, grow its revenue and provide economic wealth.

Now in its second year, Metering, Billing/CRM West Africa will visit and provide solutions to such burning issues as:

- Closing the huge metering gap
- How critical are revenue protection and asset management in a privatised sector
- Loss reduction
- Metering technologies
- The best payment and resource management options for electricity suppliers and their customers

The pre-conference workshop will focus on the post-privatisation Nigeria and how to ensure financial sustainability through better planning and management of the metering system and infrastructure.



Gain new and valuable knowledge on revenue protection.

How effective a tool is it for developing the West African power market? Are the regulatory and legal systems adequate to protect utility interests or are they letting us down?

Featured speakers



OLADELE AMODA
MD/CEO, Eko Electricity Distribution Company (EKEDC), Nigeria



UZOMA ACHINANYA
MD, EMTECH Energy Services Ltd, Nigeria

7 Reasons to attend

NETWORK

Meet the power industry's decision makers, thought leaders, innovators and influencers in one interactive environment.

11 YEARS IN WEST AFRICA

Benefit from our experience and track record in pioneering and facilitating partnerships in West Africa.

NEW KNOWLEDGE

Gain from the combined knowledge and perspectives of over 1000 high-level government representatives, speakers and business leaders.

GROW YOUR BUSINESS

Form new investment partnerships and cement old ones, move beyond networking and win deals.

BE IN THE INDUSTRY FRONTLINE

Discover where the best opportunities lie in the newly-privatised Nigerian power market and stay ahead of the competition.

GET TOPICAL

Keep abreast and up-to-date with key challenges and issues facing the power sector in the West African region.

LEARN ABOUT NEW TECHNOLOGIES

Meet over 70 exhibitors showcasing new products and solutions. Attend free workshops and demos.

INDUSTRY AWARDS GALA DINNER



WEST AFRICAN POWER

INDUSTRY AWARDS

Benchmarking excellence in the power industry

18 November 2014, 19:30 – 23:30
Eko Hotel, Lagos

Maximise your networking opportunities at West Africa's leading power industry event

Attend the awards ceremony to celebrate West Africa's triumphs and successes with a champagne reception, three course meal and an evening of entertainment with senior executives from West Africa's utility industry.

NOMINATE

Submit nominations online.
Deadline: 3 October 2014

REGISTER

Book your seat or corporate table. Limited availability.

SPONSOR

Host champagne reception and present an award.

For more information on how to nominate, register or sponsor, visit www.wapicforum.com/awards



Pre-conference workshops, 17 November 2014

Join the pre-conference workshops on energy efficiency and renewable energy technologies as well as metering, and gain useful practical experience to help address and provide solutions to your power and energy challenges.

07:30 Registration opens



WORKSHOP 1

Energy efficiency and renewable energy technologies

Workshop leader: *Jacob Udo-Udo Jacob, Professor, American University of Nigeria (AUN)*



WORKSHOP 2

Nigeria: After take-over – Securing your metering infrastructure to ensure financial sustainability

Workshop leader: *Uzoma Achinanya, MD, Emtech Energy Services Limited, Nigeria*

In collaboration with **Lagos Energy Academy (LEA) and Momas Systems Limited**

09:00 **Energy efficiency: Boosting your profit and embracing sustainability**

Renewable energy – Solar mini-grids: Potential and challenges

S. M. Formanul Islam, Deputy CEO, Infrastructure Development Company Limited (IDCOL), Bangladesh

Pre-implementation: Skill acquisition, technology transfer and job creation

Damilola Ogunbiyi, General Manager, Lagos State Energy Board (LSEB), Nigeria

- Supplier training, Support & maintenance
- Utility organizational structure – Process change (restructuring)
- Social responsibility -Job creation
- Skills availability in the market (manpower requirement)

10:30 Refreshment break

11:15 **Strategies for reducing energy consumption: 7 proven steps to achieving 30% reduction in industrial and domestic consumption**

Planning for metering

Engr. P. O. Owesor, MD/CEO, Electricity Management Services Ltd, Nigeria

- Business case and functionality requirements
- Determining technology based on objectives, not objectives based on technology - benefits
- Financials: Return on Investment, NPV, etc.
- Know your community demographics

12:30 Lunch break

14:00 **Biogas-based power: A solution for power and clean environment**

S. M. Formanul Islam, Deputy CEO, Infrastructure Development Company Limited (IDCOL), Bangladesh

Where has the money gone? Technologies and methods of organisational energy audits and smart energy management

You get what you pay for: Meter procurement strategy

Engr. T. Wudil, Nigerian Electricity Regulatory Commission (NERC), Nigeria

- Local manufacturers vs international manufacturers
- Quality, technical & regulatory standards
- Cost comparisons (including customs and import duty)

15:00 Refreshment break

15:30 **Demand Response Management: Exploring new opportunities and partnerships for generating income in Nigeria's electricity sector**

Planning to reduce loss & improve quality of supply

- Understanding and quantification of losses
- Loss reduction and metering management
- Process and monitoring – Aggregation
- Load balancing and supply interruptions
- Regulatory KPIs

17:00 Networking function by the pool side

Sponsored by

For the full programme visit www.wapicforum.com

Have your say...



Help us make WAPIC 2014 the best regional industry event by nominating a topic or speaker you know will add value. Ask us about the criteria.

Contact Irene Ochem: irene.ochem@spintelligent.com | +27 21 700 3564

Opening Keynote Session



SESSION 1.0.1

West Africa: Funding and financing the power transformation

Chairperson and Moderator: Kunle Elebute, Partner and Head Advisory Services, West Africa, KPMG, Nigeria

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09:00



Welcome from Spintelligent

David Ashdown, MD, Spintelligent, South Africa

09:05



Welcome address: Update on the Nigerian power privatisation *

Hon Minister Chinedu O. Nebo, OON, Federal Ministry of Power, Nigeria

09:25



Power investment and financing in Ghana

Thomas M. Akabzaa, Chief Director, Ministry of Energy and Petroleum, Ghana

09:45



Welcome from the Diamond Sponsor

Eric Hemu, Chief Technology Officer, Huawei Technologies, Nigeria

09:55



Keynote address: Unlocking investment and growth in the West African electricity power sector

Tony O. Elumelu, CON, Chairman, Heirs Holdings, Nigeria

10:20

Panel discussion:

- Risks and challenges in power finance and how to mitigate them
- The private sector and energy finance
- Sustainable public-private partnerships (PPPs)
- Finance options and access

Panellists:

- Bachi Baldeh, Senior Vice President, Africa Finance Corporation, Nigeria
- Reynolds Dagogo-Jack, Chairman, Presidential Task Force on Power (PTFP), Nigeria
- Tony O. Elumelu, CON, Chairman, Heirs Holdings, Nigeria
- Obiageli Ezekwesili, Former Vice President, World Bank (Africa Region) & Senior Economic Advisor, Open Society Foundations (OSF) and Africa Economic Development Policy Initiative (AEDPI), Nigeria
- Klaus Findt, Partner COO, KPMG Global Infrastructure – Africa, South Africa
- Rumundaka Wonodi, MD/CEO, Nigerian Bulk Electricity Trading PLC (NBET), Nigeria
- Sola David – Borha, Chief Executive, Stanbic IBTC, Nigeria

11:30

Opening of the exhibition floor and networking lunch

Sponsored by



* invited



Conference day 1: Tuesday, 18 November 2014



SESSION 1.1.1

Panel discussion: Adequate power supply and infrastructure: Overcoming constraints

Chairperson and Moderator: Chineme Okafor, Energy Reporter, THISDAY, Nigeria

- 13:30 **Solving power sector infrastructure issues**
Mack Kast, MD/CEO, Transmission Company of Nigeria (TCN), Nigeria
- 13:45 **Nigerian gas and power sector market: Post policy impediment regime**
Benjamin Ogbalor, CEO, Everlink Sourcing Ltd, Nigeria
- 14:00 **Developing the electric power infrastructure: The NDPHC/NIPP experience**
James Abiodun Olotu, MD/CEO, Niger Delta Power Holding Company (NDPHC), Nigeria
- 14:15 Panelists
- Kunle Allen, CEO, Gas Aggregation Company of Nigeria (GACN), Nigeria
 - Adeoye Fadeyibi, MD/CEO, Transcorp Ughelli Power Limited (TUPL), Nigeria
 - Godknows Igali, Permanent Secretary, Federal Ministry of Power, Nigeria
 - David Ige, Group Executive Director, Gas and Power, NNPC, Nigeria*
 - Mack Kast, MD/CEO, Transmission Company of Nigeria (TCN), Nigeria
 - Victor Okoronkwo, General Manager Upstream Gas, Shell, Nigeria

SESSION 1.2.1

Power distribution solutions: A West African perspective

Chairperson: Alex Osei, General Manager, Management Information Systems, Electricity Company of Ghana (ECG), Ghana

Sponsored by



- The practical challenges of modernising a utility network in a capital constrained environment**
Robert Dickerman, MD/CEO, Enugu Electricity Distribution Company (EEDC), Nigeria
- Topic to be advised**
Eric Hemu, Chief Technology Officer, Huawei Technologies, Nigeria
- Real-time data in the distribution industry - The critical advantage for enhancing reliability**
Miguel Chavaro/Lawal Gbolahan, Regional Manager, PowerGen T&D/CEO, GL Automations, Nigeria

Q&A

15:00 Networking and refreshment break

Sponsored by



SESSION 1.1.2

Panel discussion: Options for increased access to electricity in West Africa: The case for a regional electricity market

Chairperson: F. H. Tobins, Co-Director, Transmission Company of Nigeria (TCN)

Sponsored by



- 15:45 Panelists
- Andrew T. Barfour, Project Coordinator, Ghana Energy Development and Access Project (GEDAP), Ministry of Energy and Petroleum, Ghana
 - Amadou Diallo, Secretary General, West African Power Pool, Benin
 - Ifey Ikeonu, Council Member, ECOWAS Renewable Energy Regulatory Agency, Ghana
 - Louis Fourie, Technical Director, Management & Advisory, Aurecon Group, South Africa
 - Charles Iyo, Regional Sales Manager, West Africa – Eaton Electrical, Nigeria

SESSION 1.2.2

Panel discussion: Strategic metering: Managing the process

Chairperson: Uzoma Achinanya, MD, EMTECH Energy Services Limited, Nigeria

- Panelists
- Oladele Amoda, Eko Electricity Distribution Company (EKEDC), Nigeria
 - Neil Croucher, MD/CEO, Abuja Electricity Distribution Company (AEDC), Nigeria
 - Samuel Sarpong, MD, Public Utilities Regulatory Commission (PURC), Ghana
 - Kola Balogun, MD, Momas Electricity Meter Manufacturing Company Limited (MEMMCOL), Nigeria
 - Chantelle Abdul, CEO/MD, Mojec International, Nigeria

17:00 Networking function

Sponsored by



19:30 West African Power Industry Awards, Eko Hotel & Suites

By invitation only

Country-focused breakfast briefings

Spotlight on Ghana: 18 November 2014; 07:00

Following a very successful West African breakfast discussion during African Utility Week this year, we will continue the tradition, highlighting the key opportunities available in specific West African countries such as Ghana.

This breakfast intends to gather project developers, financiers and technology providers in order to explore business opportunities and get an update on recent power sector developments and initiatives.



Conference day 2: Wednesday, 19 November 2014



SESSION 2.1.1

Harnessing opportunities in the Nigerian post-privatisation power market

Chairperson: Samuel J. Agbogun, CEO, Nigerian Electricity Liability Management Ltd (NELMCO), Nigeria

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- 09:00 **Unlocking values in the power sector**
Eric Olo, Chief Commercial Officer, North South Power Plc, Nigeria
- 09:20 **Smart power generation solutions – Mini-LNG for power generation**
Ade Audifferren, MD, WARTSILA, Nigeria
- 09:40 **The emerging investor-owned electricity industry in Nigeria and prospects for economic boom**
Ransome Owan, Group Managing Director, Power, Aiteo Group, Nigeria

Q&A

10:00 Networking and refreshment break

SESSION 2.1.2

Regulatory frameworks and policies

Chairperson: William Amuna, Managing Director, Ghana Grid Company (GRIDCo), Ghana

- 10:45 **Transforming electricity supply through incentive regulation**
Sam Amadi, CEO, Nigerian Electricity Regulatory Commission (NERC), Nigeria
- 11:05 **Improving regulatory performance through benchmarking**
Ifey Ikeonu, Council Member (Legal), ECOWAS Regional Electricity Regulatory Authority, Ghana
- 11:25 **Developmental strides in the Nigerian electricity market**
Ngozi Osuhor, Market Operator, Operator of the Nigerian Electricity Market (ONEM), Nigeria

Q&A

12:15 Networking lunch

SESSION 2.2.1

Revenue protection and loss reduction for increased profitability

Chairperson: Tetteh Okyne, Director of Operations, Electricity Company of Ghana (ECG), Ghana

- Revenue protection as a veritable tool for electricity market development**
Uzoma Achinanya, MD, EMTECH Energy Services Limited, Nigeria
- Asset management of distribution components**
Anthony Adoghe, Senior Lecturer, Covenant University, Nigeria
- The role of smart metering in loss management reduction**
Imraan Mohamed, Marketing Director, Sub-Saharan Africa, Itron, South Africa

Q&A

Sponsored by



SESSION 2.2.2

Metering technologies and standards for effective distribution management

Chairperson: Idris Mohammed, CEO, Kaduna Electricity Distribution Company, Nigeria

- 10:45 **Smart metering: Towards a revolution in revenue protection and load management**
Oladele Amoda, MD/CEO, Eko Electricity Distribution Company (EKEDC), Nigeria
- 11:00 **AMI Systems: A platform for efficiency gains, theft detection and revenue assurance in the electricity industry**
Tunde Isaacs, MD, FLT Energy Systems Limited, Nigeria
- 11:15 **Prepayment: A key to success. A single commercial management system with prepayment sales embedded in the cycle to avoid dependency from manufacturers**
Rojas Ramos Juan Carlos, Country Manager South Africa, Indra Sistemas S.A., South Africa
- 11:30 **The Standard Transfer Specification – 2014 and beyond**
Kobus Van den Berg, Associate/Principal Engineer, Aurecon Group, South Africa

Q&A

Opportunities in West Africa's power market

US\$7.5 bn

Finance required by Nigeria's generation and distribution companies between now and 2020

Over 72%

Electrification of its urban cities, Ghana plans to advance on rural electrification.

African countries regularly attending WAPIC



Conference day 2: Wednesday, 19 November 2014



SESSION 2.1.3

Renewable energy and T&D solutions to accelerate rural electrification

Chairperson: Kenneth Achugbu, CEO/MD, Rural Electrification Agency, Nigeria

- 14:00 **Renewable energy solutions for productive use**
Segun Adaju, Chief of Party, Winrock International, USAID-Nigeria
Renewable Energy and Energy Efficiency Project, Nigeria
- 14:20 **Beyond the grid: Off-grid and small energy solutions for rural dwellers**
Andrew T. Barfour, Project Coordinator, Ghana Energy Development
and Access Project (GEDAP), Ministry of Energy and Petroleum, Ghana
- 14:40 **A case study on solar home systems: From darkness to light:
The role of solar home systems to bring in significant transformation
in the rural lives of Bangladesh**
S. M. Formanul Islam, Deputy CEO, Infrastructure Development
Company Limited (IDCOL), Bangladesh

Q&A



SESSION 2.2.3

Appropriate billing and customer support services for improved efficiency

Chairperson: Daudu Abdul-Aziz, Chief Operating Officer,
Shiroro Hydroelectric Power Station, Nigeria

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 accenture
High performance. Delivered.

- Appropriate utility billing – process or event?**
Isaac Adu-Botchway, Regional Commercial Manager, Ashanti-West,
Electricity Company of Ghana (ECG), Ghana
- Customer billing, engagement, support services and relationship
management in the electricity industry**
Abba A. Ibrahim, Commissioner, Government & Consumer Affairs Division,
Nigerian Electricity Regulatory Commission (NERC), Nigeria
- Smart Metering – Managing the billing and customer support process
efficiently**
Abayomi Olarinmoye, MD - Resources Operating Group (Energy, Utilities and
Natural Resources) Accenture, Nigeria

Q&A

15:00 Networking and refreshment break

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CLOSING SESSION 2.1.4

Skilled workforce in the power sector: Challenges and responses

Chairperson: Phillip Griffith, General Manager, GE Global Chain for Africa, Nigeria

- 15:30 **Developing skilled manpower for the power sector in Nigeria: The role of the National Power Training Institute of Nigeria (NAPTIN)**
Reuben Okeke, Director General, National Power Training Institute of Nigeria (NAPTIN), Nigeria
- Panel Discussion:**
- Wirba Alidu, Head of Office, UNOPS, Nigeria
 - Lamu Adu, MD/CEO, Mainstream Energy Solutions Limited (MESL), Nigeria
 - William Hutton-Mensah, MD, Electricity Company of Ghana (ECG), Ghana
 - Felix Nitz, Programme Manager, Nigerian Energy Support Programme, GIZ, Germany
 - Reuben Okeke, Director General, NAPTIN, Nigeria

17:00 Closing of 2014 conference

**GOLD
PASS**

Save up to \$480 by registering for the Gold Pass (2-day conference + pre-conference), rather than booking these individually.

Site visits, 20 November 2014

Island Power Project and Eko Atlantic Development Site

09:00 – Leave Eko Hotel
10:00 – Arrive at Island Power Project
13:00 – Lunch
14:30 – Arrive at Eko Atlantic site
16:00 – Back at Eko Hotel



Located at The Marina in Lagos, the **Island Power Project** remains the fastest executed (9 months) and one of the most successful Independent Power Projects in Nigeria. The project includes an 18-km dedicated underground distribution network which guarantees power delivery to public infrastructure targets all being powered using Compressed Natural Gas (CNG). The Island Power Project has drastically improved the reliability of power supply to the named facilities from 35% to 99.4%, providing constant street lighting and cost savings for the state.



The new city of **Eko Atlantic** is an impressive urban development project in Nigeria. Eko Atlantic will be a new home to 250,000 people and the workplace of another 150,000. Work began in 2006, dredging the first few thousand of what will eventually be approximately 140 million tonnes of sand making it currently the biggest land reclamation site in the world. Soon the foundation for the first buildings will be sunk, and by 2015 the skyline will start to change. Find out more information on this exciting project including tender and investment opportunities.

Book now, limited places available on the site visit. Only \$300

For the full programme visit www.mpad-africa.com

Introducing mPAD – co-located event Manufacturing conference and expo, 18 November 2014

Increase manufacturing process efficiency and manage productivity to grow your bottom line



The theme of the conference is 'Profitability through efficiency and productivity.' Each session is aimed at tapping into the challenges and coming out with viable long term solutions. You can expect to find in-depth discussions on issues relevant to you, hear from stakeholders that are directly involved in the industry and get to join in on the discussion to help the manufacturing industry in Nigeria reach its full potential. www.mpad-africa.com

Discover new business opportunities and secure deals in Nigeria and West Africa



VIEW NEW PRODUCTS IN THE MARKET

Make informed purchasing decisions and increase your return on investment.



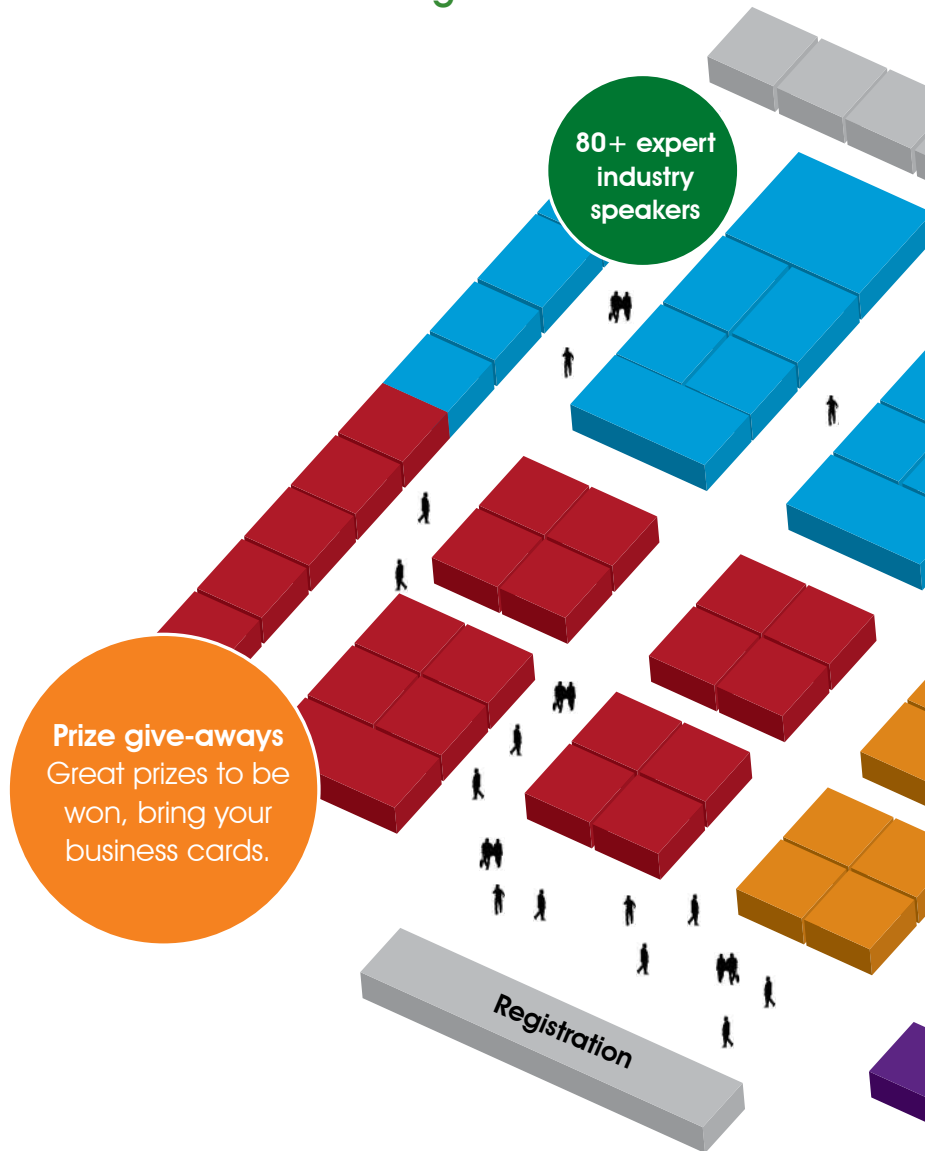
INCREASE YOUR RETURN ON INVESTMENT

Receive all the product knowledge and insights into the latest industry innovations to increase your output.



FREE ON THE FLOOR TECHNICAL WORKSHOPS

To get practical solutions to improve your team's productivity, attend these FREE expert-led technical workshops. Upskill your entire technical team by bringing them along.



- Transmission & Distribution
- DTI Pavilion
- Generation
- Renewable

- International
- Gas to Power
- mPAD (manufacturing)

Some of the products available on the floor:

METERING

Pre-paid Metering | AMR/AMI Systems | CRM | Revenue Collection | Data Management | Consultants | Chip Manufacturers/Semiconductors | M2M Communications | Metering Components | Metering Testing Equipment

T&D/SMART GRID

Transformers | Asset Management, GIS & Mapping | Cables/Materials | Telecoms | System Integrators | Switchgears | SCADA Systems | Distribution Automation | Security | Substation Automation | Relays | T&D Hardware & Equipment | SF6 Gas & Equipment | Outage Management | Infrastructure & Networks | Mobile Work Force Management | HVDC products | Grid Network Infrastructure | Smart Grid Solutions | Application Providers

GENERATION

Diesel Engine Generators | Natural Gas Engine Generators | Co-generation Applications | Fans | Insulators | Boilers | Software | Pumps & Valves | Control and Measuring Equipment | Engineering & Construction Services | EPC Developers & Consulting Engineers

Register your entire team for the free expo at
www.wapicforum.com



NETWORKING FUNCTION AND WELCOME DRINKS

Wind down after a long and productive business day and connect with your colleagues under the West African sunset.

Tuesday, 18 November 2014, 17:00



Complete your supplier shortlist in just 2 days

Be sure to attend the first-rate technology and solutions focused exhibition, where you will be able to view, operate and test power equipment energy efficiency, generation, transmission and distribution and clean energy.

Use our new online tool to find the exact products you are looking for and set up meetings with the suppliers in advance.

Go to www.wapicforum.com/floorplan

Select the exhibitor you want to meet

Click to schedule an appointment

CLEAN POWER

Energy Storage & UPS | Solar Water Heating | Inverters | PV Panels | Mountings | Connectors and Junction Boxes | Monitoring Systems | Wind Turbines | Seals/Bearings | Trash Gates | Consultants | Transformers and Monitors

LPU/ENERGY EFFICIENCY

LED Lighting | Home Control/Energy Management Systems | Smart Home Appliances | Application Providers | Submeters | Intelligent Energy Control Devices

OIL AND GAS

Exploration projects | Surveying and mapping equipment | Drilling equipment | Drilling Rigs-offshore | Drilling Rigs-onshore | Turbines | Fire and safety | Geophysics/Seismic technologies | Pipeline equipment | Pumps | Oilfield equipment | Petrochemicals products | Fuel & Lubricants | Terminals, Kits and Tools

Venue



Eko Hotel and Suites
Plot 1415 Adetokunbo Ademola Street,
PMB 12724, Victoria Island, Lagos Nigeria
Tel: +234 1 2772700-25, +234 1 460610



Recommended travel partner



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For the best prices on your hotel accommodation, flights, airport transfers, visa application and other travel-related services. Contact them today:
www.wakanow.com | Phone: +234 1 277 3019 | wapic2014@wakanow.com

Visa requirements

Visas for Nigeria are required by all nationalities:

- Valid passport (2 blank pages next to each other)
- One application form (from the website) with the deposit paid directly to Nigerian Embassy
- Detailed itinerary required (preferably travel agent)
- Original bank letter to confirm proof of funds
- Proof of yellow fever vaccination
- Letter of invitation from company in Nigeria (please ask for assistance if needed)
- Employment letter and that company financially and medically responsible as well as proof of accommodation
- Certificate of incorporation of the company in Nigeria
- Proof of hotel reservation (please ask for assistance if needed)

More details for your specific country on <http://www.immigration.gov.ng/>



Remember: A yellow fever card is mandatory for West African entry.



Win a trip to African Utility Week – flights included

Send an SMS with your name, email, job title and company to +234 816 119 5994 to enter the draw. Winners will be announced at 3pm on 19 November on the exhibition floor. You need to be there to win, so remember to register.

Registration

1. CHOOSE YOUR REGISTRATION TYPE

Public companies: Utility, Government, NPOs & Academics	Register and pay before 12 September (30% off)	Register and pay before 17 October (15% off)	Final price
Gold Pass <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$1 235	\$1 500	\$1 770
2 day conference <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$1 015	\$1 230	\$1 450
Pre-conference <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$560	\$680	\$800
Site Visit Eko <input type="checkbox"/>		\$300	
Awards gala dinner <input type="checkbox"/>		\$400	

Vendors, Private Companies, Consultants	Register and pay before 12 September (30% off)	Register and pay before 17 October (15% off)	Final price
Gold Pass <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$1 750	\$2 125	\$2 500
2 day conference <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$1 325	\$1 610	\$1 895
Pre-conference <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$560	\$680	\$800
Site Visit Eko <input type="checkbox"/>		\$300	
Awards gala dinner <input type="checkbox"/>		\$400	

2. SELECT THE INDUSTRY THAT YOUR BUSINESS IS IN

- Power Generation Electricity Utility Power Distribution Power Transmission EPC - Engineering, Procurement and Construction Financial Institutions Academic / Research Institution Government - National Government - Local Regulator Consultants Law Firms Trade Association Vendor Media Commercial Properties Manufacturing/Plant Mining Independent Power Provider (IPPs) Developers Meter Manufacturers Telecoms Billing and Collection Embassy

3. WHAT IS YOUR MAIN FOCUS OF INTEREST?

- Nuclear Bioenergy Hydro Wind Solar Coal Gas to power Backup generation Billing & CRM Metering Smart grids Finance and investment Transmission and Distribution Public- Private Partnerships Revenue protection Asset Management Health & Safety Maintenance and Servicing

3. PROVIDE US WITH THE DELEGATE DETAILS

Please photocopy for multiple registrations

Mr/Mrs/Dr/Prof: _____ First name: _____ Last name: _____

Job title/Position: _____ Organisation name: _____

Address: _____

City: _____ State: _____

Postal code: _____ Country: _____

Phone: (____) _____ Mobile: (____) _____

Email: _____

Authorising manager: _____ Authorising signature: _____

Date: _____ I agree to the full terms and conditions

4. PROVIDE US WITH INVOICE CONTACT & PAYMENT DETAILS

- Bank transfer Credit card

Credit card number:

CVC: _____ Expiry date: _____

Cardholder's name: _____

Cardholder's signature: _____

Contact person for invoicing: _____

Organisation purchase order number: _____

Name: _____

Email: _____

Phone: (____) _____ Mobile: (____) _____

EASY WAYS TO REGISTER

Phone: +27 21 700 3500 (International)
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 Email: warda.johnson@spintelligent.com
 Online: www.wapicforum.com

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TERMS AND CONDITIONS

Participation fee includes: Access to all presentations and networking opportunities, All food and refreshments during the conference sessions (excludes evening meals), All post-conference presentation slides and notes for training purposes, Access to international subject matter experts, Access to exhibition room, On-site assistance with networking, Pass to attend the hosted drinks reception (where applicable)

Payment details: On receiving your completed registration form, we will send an official confirmation and invoice within 3 days. Payment of the full delegate fee is due 14 days from the invoice date, or immediately with registration if the booking is made within one month of the event. In the event that payment has not been received before the start of the event, delegates will be refused entry. We recommend you check with your finance department that payment has been made before travelling to the conference.

Service charge: A 5% service charge will be applied for all non-utility companies.

Cancellation policy: Cancellations made within 48 hours of receipt of the completed registration form will be eligible for a full refund. Cancellations received in writing more than one month prior to the start of the event will be refunded less a 50% cancellation fee. Cancellations received in writing within one month of the start date of the event will receive no refund and registrants will be liable for payment of 100% of the invoiced amount. A substitute delegate can be named at any time before the event starts and no fees will be applied to this.

No-Shows: Registrants who do not attend the event after the cancellation date will be liable for payment of 100% of the invoiced amount.

Important notes: This booking form constitutes a legally binding contract. It may be necessary for reasons beyond the control of Clarion Events to change the content and timing of the programme, the speakers, the date or the venue. In the unlikely event of the programme being cancelled, Clarion Events will issue a credit note or make a full refund but disclaim any further liability. By submitting your details, you agree to the use of your personal information as set out in our privacy policy on www.spintelligent.com.

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- **Review** active sources of debt financing and sources of equity
- **Increase** your knowledge of how to prepare projects for financing to effectively understand and manage the risk involved at each stage
- **Explore** current industry issues within Nigeria
- **Optimise** your understanding of which projects are getting funded
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Gary O’Callaghan, Head of Energy Sector, Siemens

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