

16 - 17th April 2015, Cape Town, South Africa



LONG TERM STRATEGIES FOR FINANCIAL SUCCESS; HOW TO NAVIGATE GOVERNMENT REQUIREMENTS AND MITIGATE DEVELOPMENT RISKS FOR A SUSTAINABLE FUTURE

GOVERNMENT UPDATES AFFECTING THE WIND INDUSTRY.

▶ Explore grid capacity, future funding and grid compliance so you know when to start selling energy to generate profits. Gain invaluable access to key decisions makers in the South African government who will ultimately dictate the direction of wind energy into the decade

HOW TO FLOURISH IN AN INCREASINGLY COMPETITIVE CLIMATE.

▶ Discover how to survive in the emerging sub Saharan energy market through tougher economic conditions with gaining critical insights into market projections moving into 2015

THE PROSPECTS BEYOND 2016 FOR WIND.

▶ Look at long term visions from the key decision makers involved in South African wind and get the inside track into the next lucrative wind hub in sub-Saharan Africa

RISK MITIGATION FOR YOUR WIND PROJECT.

▶ Understand how to reduce risk by employing new strategies created and executed by those that have developed and procured successful projects across the world and seek clarification into how and what economic forecasts will affect the wind industry

LESSONS LEARNED FROM KEY INTERNATIONAL PLAYERS.

▶ Hear perspectives on international wind development in Europe and Canada highlighting the common challenges faced there and how the South African Wind industry can avoid them. Learn key lessons from some of the largest utilities in the world through access to the first large scale utility panel in the continent

LOCAL PROCUREMENT AND SUPPLY CHAIN.

▶ Learn how to utilise the domestic supply chain to your advantage, manage policy and ensure projects are favourable in government from those that are actively involved today. Listen to expert suggestions on how to drive the local industrialisation process in South Africa

EXPERT SPEAKERS AND ATTENDEES FROM:

DEVELOPERS:









UTILITIES:





OEMe:

SIEMENS









FINANCE AND CONSULTANCY:







MACFARLANES









SUPPLY CHAIN AND LOGISTICS:





GOVERNMENT & ASSOCIATIONS:













FOUR REASONS WHY YOU CANNOT AFFORD TO MISS THIS CONFERENCE:

- Primary access to the key financial, giving you the competitive advantage in your business.
- **3.** Powerful and intimate networking opportunities streamlined into two focused days with enabling you to project your product or service in an intimate setting.
- **2.** Commercially focused discussion topics which focus on making business easier for the South African industry.
- **4.** All suppliers and solution providers under one roof of the biggest wind energy event of the year; giving you the chance to access the key players in the South African supply chain for two whole days.



South Africa has been subject to a renewable energy revolution ever since the country opened its door to hundreds of millions of Rand worth of investment in 2009, thanks to the Renewable Energy Independent Power Producer Programme (REIPPP). Along with Solar power, Wind energy has risen to become the most cost efficient form of energy in South Africa's bid to diversify its energy mix and is set to become the dominant hub of wind energy across the continent. However as with many new, emerging technologies the industry still faces its fair share of teething problems as organisations from both the private and public grapple with the drastic changes which have taken place in the country since the programme began.

There are many lessons which need to be taken on board and applied to secure the long term future of wind energy. Some of these include questions relating to the long term Pipeline of wind development in the country from financial, legislative and logistical angles:

- Currently South African utility, Eskom, is struggling to facilitate the energy needs of the country and as a result this has led to a collection of delays.
- There are also key questions which need to be answered in relation to the long term model of wind development in the country, as well as securing long term strategies to secure the financial lifeblood of the industry continues to grow into the future. To add to this there is a huge demand for wind energy within the wider context of sub-Saharan Africa and there are questions as to how South Africans can service this growing Market.

Join Wind Energy Cape Town (WECT), now entering its second year, which aims to tackle these challenges and explore the rich world of opportunities which are available to the industry in 2015 and beyond. At WECT you will gain access to invaluable intelligence which will shape the future of South African wind energy and give you the competitive edge in an ever increasing pool of players. Gathering the brightest and most influential minds into an intimate setting over two content filled days, WECT also seeks to give its delegates invaluable networking opportunities with some of the largest domestic and international players in wind energy, attracting the key decision makers from across the supply chain. This year we are bringing to Cape Town some of the largest international utilities, developers, manufactures and financiers in the world, including E.on Energy, GDF Suez, Globeleq, Vestas and Barclays Bank. Not to mention an impressive selection of the key players in the South Africa including Green Vantage X fund, DCD Wind Towers and Fieldstone Investment Fund.

Thanks for reading and I look forward to seeing you in April.



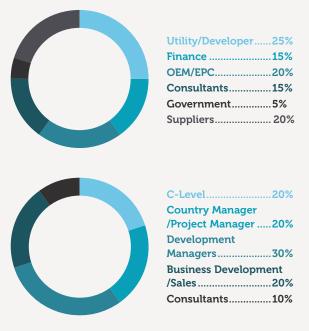
James Anderson
Projects Director | Wind Energy Update
E. james@windenergyupdate.com
+44 (0) 20 7422 7182

"I thoroughly enjoyed the smaller but focused networking opportunities that WESSA presented" – Kilian Hagemann, G7 Renewables

"This conference was a great opportunity to meet different actors in the offshore wind industry to share knowledge and best practices. It gave me the opportunity for networking with other professionals as well. The conference as a whole was quite excellent " - Siemens

WHO WILL YOU MEET AT WIND ENERGY CAPE TOWN 2015

Wind Energy Update events attract highlevel delagates from all tiers of the industry, who come to exchange ideas, establish their position at the cutting edge of the market, and to do business. Our agenda and speakers are tailored towards you, the decision-maker, to offer you a truly valuable experience amongst your peers and your competitors.



Delegate Breakdown from 2014's event.



Over 150+ high level speakers and delegates

SPEAKERS CONFIRMED















Alastair Campbell,

Green Vantage X Fund

Thembani Bukula, **NERSA**

Justin Wimbush, Head of Renewable Arup

Dr. Axel Wietfeld. **E.ON**

Lena Mangondo, Director Corporate IPP Office.

Department of Energy

Muhammad ESOP,

Department of **Environmental GDF Suez South Affairs**

Alain Morry, Business

Africa

***BARCLAYS**





DCD WIND TOWERS







Bhavtik C. Vallabhjee,

Barclavs

Ollie Kelleher **Mott Macdonald** Zahed Zibda, **Fieldstone**

Investment

Gerrit Viviers, **DCD Wind Towers** James White, Sales Manager Southern and Eastern Africa.

Vestas

Rodrigo Parra, Director, Gestamp

Renewables

Mike Magnall,

Mainstream Renewable Power



greencape



Jonathan Hoffman,

Gregory Van Der

Toorn, Principal **DNV-GL**



Bernard Magaro, Technician, ESKOM WECT will tackle some the industry's most pressing issues as well as be a platform to hear about the most valuable business intelligence which corresponds to the wind energy market



Alberto Ansorena,

Acciona Wind Power

Mike Mulcahy, **Green Cape**

Globeleq

EXCLUSIVE NETWORKING OPPORTUNITIES:

Wind Energy Update believes in creating unique niche environments where companies can meet and learn from another to drive our industry forwards. WECT is also giving delegates an even greater opportunity to secure premium networking sessions with the speakers and other members of the

delegation which were not available during last year's event. These include; exclusive panel sessions, closed door roundtable discussions and the opportunity to network with the larger renewable industry at an exclusive evening reception.

"The event was amazing. It was an eye opener and very informative. It brought about a different perspective on Wind energy that was not really known to all"

Muhammad Essop Department of Environmental Affairs

"Small but intimate, with valuable discussions and networking opportunities"

David Peinke- VentuSA Energy



Africa's Largest Commercially Based Wind Event

BUILDING THE FOUNDATIONS FOR A SUCCESSFUL DOMESTIC WIND ENERGY MARKET

A Roadmap For South Africa: What Is The Future For CSP?

- leaders detailing the future roadmap for CSP in South Africa
- Understand how IRP amendments will impact CSP's role in the South African energy mix
- Investigate the project award criteria, delving into local content and cost so that you can create a project winning bid

Lena Mangondo - Director: Corporate Law (PPP's) at Treasury IPP Office -

Department of Energy

Thembani Bukula - Director - NERSA

Understand Grid Compliance Measures And How It Affects Your Profit Line

- Hear how the grid code is being altered to allow wind to integrate at a lower price in order for you to reduce construction costs
- Study how the demand peaks and troughs correspond to Wind energy output and what this means for Wind's role in the South African energy mix
- Gain clarity over ESKOM role post commercial operations role in developments

Bernard Magaro - *Grid Code Compliance Officer* - **ESKOM**

Update of Wind Energy Applications In Terms Of The National Environmental Management Act

- Compressive analysis into applications received and processed to date giving you a macro assessment of the application received so far which will assist your future bid processes
- Comparative stats in relation to applications received and processed vs the applications awarded preferred bidders in round 3 and round 5 which will assist in helping you understand what the key things are assist in gaining preferred bidder status
- Lessons learnt over the years and issues to take note of from DEA perspective, giving you a clearer road map for future developments

Muhammad Essop - Assistant Director Strategic Infrastructure Developments -Department of Environmental Affairs

International Utility Perspectives On Infrastructural Development

- Learn how to avoid the common pitfalls which the European wind industry fell into in developing wind power in order to avoid costly mistakes from being repeated in South Africa
- Understand how to manage and dispatch a portfolio of conventional and renewable generation assets to cope with the diversification of South Africa's energy mix
- Hear about the latest opportunities from European markets and how the south African industry can benefit

Dr. Axel Wietfeld - CEO South Africa - E.on

LOCAL INDUSTRIALISATION OF THE WIND ENERGY MARKET

The Inside Track On Local Manufacturing

- Gain vital knowledge on best practice moving into later rounds of REIPPP and how such lessons can be applied to prepare award winning bids
- Understand the DTI's localisation rate so you can prevent unnecessary losses in local content regulations
- Lessons learnt so far from the Atlantis-Green tech Hub and how these can help to increase profits in the future

Mike Mulchay - Project Manager - Green Cape

Gerrit Viviers - General Manager - DCD Wind Towers

Rodrigo Parra - Business Development Manager - **Gestamp Renewables**

How Can OEM's Assist In Developing The South African Wind Industry?

- Gain insider access from the world's largest manufactures from international markets; understand what can be done to avoid the key mistakes made so you can avoid unnecessary costs to your bottom line
- Progress and Limitations; Hear what experiences manufactures have had so far in the South African market and learn about the industry's strategy moving forward
- Creating a sustainable partnership with developers; find out what you can do to improve and maximise your turbine output from purchase to operation

James White - Sales Manager Southern and Eastern Africa - **Vestas**

Hebren James - Technical Sales Manager - Siemens

Alberto Ansorena - Country Sales Manager

- Acciona Wind Power

Building And Managing the Emerging South African Domestic Supply Chain

- Learn about the five factors which will maximise South Africa's supply chain capabilities and how such factors will dramatically reduce logistics costs moving into the future
- Learn about the most important challenges faced from the domestic manufacturing industry and how they are being overcome to mitigate investment loss
- Wind Technology allocation, constraints and developments; how this affects the bottom line and what can be done to improve them

Speaker proposals still being considered contact james@windenergyupdate.com for more information.

How To Control The Life Cycle Costs And Performance Of Your Assets

- How to control the costs during operation and key drivers for performance optimization
- What are the benefits of predictive maintenance and how you can control the major components replacement costs and downtime
- How to make smart decisions from data analysis results and improve the energy yield

Irena Serghei - *Senior Manager* - **Monsson Group**

Lessons Learnt So Far In Tower Production

- Lessons learnt from the first year of manufacturing; find out where progress is being made and what needs to be done to improve to secure long term stability of the domestic industry
- How can domestic steel production be streamlined to facilitate tower production
- Gain clarity into the future of the domestic production what strategies can be implemented to expand profits moving into the future

Gerrit Viviers - General Manager- DCD WIND Towers





Africa's Largest Commercially Based Wind Event

RISK MITIGATION AND SUSTAINABILITY

How To Continue to Build and Sustain Wind Farms in a Climate of Falling Price Rates

- Reducing operations risk; how to identify the key challenges wind farms face post Commercial Operation Date (COD) and how these can help to reduce losses in developments
- Gain clarification into tariff projections moving into the future so you can capitalise on fluctuations the wind market
- Three fundamental financial lessons learned which will shape future developments and how these can be implemented to assure long term investment flows

Bhavtik C Vallabhjee - *Investment Banker Senior* - **Barclays**

How To Access Foreign Capital: Opening Up The Wind Energy Market To Foreign Lenders

- Learn how "three year lock-in" inhibit investment into the SA Renewables and what can be done to address the current limitations faced by developments seeking investment post construction
- Understand and identify the key decisions which need to be made to make developments more attractive to international institutions and how can they can be implanted
- Get the blueprint on how South Africa can continue and expand foreign direct investment into the wind energy market

Alain Morray - Business Development Manager - **GDF Suez**

> "Great platform to build relationships and hear from industry experts on the most up to date developments in the region"

Cornelis van der Waal Frost and Sullivan

PANEL DISCUSSION:

Financial Review Of Round Four Projects, How Do They Work And What Do They Look Like?

- Lessons learnt reaching financial close; How to take commercial advantage of what we know so far
- Map out the landscape of the key winners in the latest round of REIPPP so you know where investment will be directed throughout the year
- Understand how the shift to equity based finance will affect domestic development and what strategies can be implemented to diversify investment sources

Bhavtik C Vallabhjee – Investment Banker Senior - Barclays Zahed Zibda - Managing Director -Fieldstone Investment Alastair Campbell - Managing Director -Vantage Green X Fund

Finance For The Future

- Understand how limited utility access affects the private power producing market and learn how to mitigate risk in a single buyers' market
- Assessing the future of Wind Finance; how can you capitalise on the dynamic nature of the South African investment market
- Gain clarification over the long term financial climate; currency projection and market analysis in order for you to build an investment strategy which aligns with greater market forces

Alastair Campbell - *Managing Director* - **Vantage Green X Fund**

FORECASTS FOR ROUND FIVE AND BEYOND

EPC And Multi Contacting Strategies

- Explore the various risk elements that need to be considered in both EPC and Multi-Contract procurement types
- Understand why a fully wrapped EPC contract removes any interface risk associated with the project
- See how implementing an interface matrix into a multi contract model for all parties to agree can lead to a successful delivery
- Gain a summative overview of the above risk elements and the obligations of each party under both contracting strategies, highlighting experiences drawn from REIPP Rounds 1-4 and various other wind projects in Sub-Saharan Africa

Ollie Kelleher - *Project Manager* - **Mott Macdonald**

Wind Beyond REIPPP?

- What are the alternatives to REIPPP?
 Highlighting the opportunities beyond
 the REIPPP programme for investment
 so you can maximise your investment
 opportunities
- Servicing the continent; establishing the next wind energy hub in sub-Saharan Africa so you can get inside knowledge into the next wind energy base ahead of the market curve
- Exporting REIPPP; Learn how the mechanics of the successful REIPPP programme can be exported to other countries, enabling you to forecast the next wind energy hub in the region

Speaker proposals still being considered contact james@windenergyupdate.com for more information.

PANEL DISCUSSION:

Expanding Horizons; How Wind Energy Can Help Service Sub-Saharan Energy Needs In The Next 20 years

- Exclusive high level panel discussion into sub-Saharan Africa including insight from the Lake Turkana Wind project so you can expand your business portfolio
- Understand the five most important lessons learnt in exploring business opportunities in Africa in order for you to avoid them before they occur
- Navigating the logistics of business in Sub-Saharan Africa; what strategies can be implemented to bring wind power successfully to other countries in the region

James White - Country Sales Manager - **Vestas**

Axel Wietfeld - *Director South Africa* - **E.ON Climate and Renewables**

Hein Reyneke - Country Manager - Mainstream Renewable Power

Charles Brewer - Managing Director- Sub-Saharan Africa - **DHL**





We Offer Learning and Networking with the brightest minds and key decision makers

South Africa is an incredibly exciting hub for wind energy and with new players rapidly entering the market, it is now crucial that you position your company as the leading technology provider in the industry.

With all this considered, now is the perfect time to secure your position in the South African market – so sponsor and exhibit at **Wind Energy Cape Town South Africa 2015** in front of all the developers involved in the industry including:

Mainstream Renewable Power E.ON Climate and Renewables Globeleq G7 Renewables GDF Suez

Showcase your services and experience in front of all the main players in the market. Present yourself as the company that is really achieving results, thriving costs down and completing deadlines.

STAND OUT FROM THE CROWD WITH RELEVANT, TARGETED MARKETING

Whether you are new in the market or want to maintain your competitive edge. Let us work with you to understand the best way in which we can help deliver a focused message to a decision making audience. We will develop a sponsorship package bespoke to your business, to enable you to:

- Increase visibility of a new product or service
- Demonstrate your business and technical expertise
- Maintain your leading edge in this evolving market place
- Grow your business development network
- Inform the Wind Energy eco-system and its new entrants of your unique viewpoint

LEAD THE SOUTH AFRICAN WIND ENERGY MARKET

From taking to the stage, utilizing effective brand management, to hosting a networking party, we are only limited by our imaginations. By talking to you and understand your objectives in this space we will be able to create a package to help you achieve your goals.

Reach a realm of new customers with a custom made package that can include:

- Keynote Presentations to the entire audience of key decision makers
- Panel Participation among a group of senior level executives
- Exhibition Space in the solutions zone
- Premium Branding before, during and after the event
- Conference Passes for you and your team

Limited opportunities available!

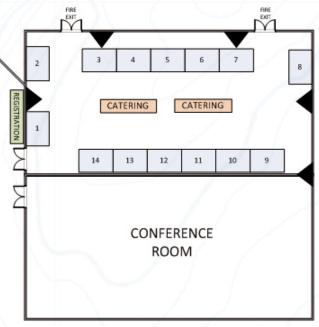


Call **German Tuya** today on +44 (0) 20 7422 4358 or email at

E. gtuya@windenergyupdate.com to start planning your strategy for the conference.

BRINGING TOGETHER COMPANIES FROM RIGHT ACROSS THE SOUTH AND SUB-SAHARAN AFRICAN SUPPLY CHAIN; THIS UNIQUE EVENT OFFERS YOU

- 1. Proven Methods to help business: practical knowledge, top level case studies, industry insider information and much, much more
- 2.One Time One place. You dont need to track your leads down one by one, this event will save you money by bringing your target audience together at one time and one place
- 3. Easy Ways to connect with you development peers, clients and prospects at networking breaks and lunches, our drinks reception and more
- 4.Inspiration and Motivation; The number one take away from any conference is the ideas and insights you gain form the people you meet and talk with this gives you fresh inspiration to take back to your office and energize your team!







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REGISTER NOW IN 3 EASY STEPS:

1. SELECT YOUR REGISTRATION PACKAGE: BRING YOUR TEAM TO MAXIMIZE THE BENEFITS: Find out how much you could save with a group booking discount by emailing us on info@windenergyupdate.com	STANDARD PASS	BASIC PASS
Full access to 2 day conference and networking area during the conference	✓	✓
Access to the PDF presentations two weeks after the event	✓	
Access to the online networking centre pre and post conference	✓	
Post-event media package with audio recordings	✓	
Full price	€1,395	€1,095
Save up to €100: register by 20th March 2015	€1,295	€995

Upgrade to a Diamond Pass and receive your copy of the exclusive Wind O&M Global Report



For more information about the report, visit the report website: www.windenergyupdate.com/operation-maintenance-onshore-report/

2. ENTER ATTENDEE DETAILS:

Mr/Mrs/Ms/Dr: First name:		Last name:	Last name:		
Company:		Position/Title:	Position/Title:		
Telephone:	Fax:	Email:			
Address:		Postcode:	Country:		
3. PAYMENT OPT Lenclose a cheque/draf (Payable to FC Business Int	it for:	Credit card number: Expiry date:	Security number:		
Please invoice my comp	pany:	Name on card:	Name on card:		
Purchase Order Numbe	r:	Signature:			
Please charge my credit	t card: Amex Visa Mastercard				

MORE WAYS TO REGISTER

ONLINE: Secure & simple registration online at

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maintenance/register

EMAIL: register@windenergyupdate.com Just give us

your details and pass type - we'll do the rest!

PHONE: Wind Energy Update on +44 (0)207 375 7575

TERMS & CONDITIONS Places are transferable without any charge. Notice must be given in writing to info@windenergyupdate.com at least 7 days prior to the event start date to ensure that transferred places are valid. Cancellations before 19th March 2015 incur an administrative charge of 25%. If you cancel your registration on or after 19th March 2015 we will be obliged to charge you the full fee. Please note - you must notify FC Business Intelligence (holding company of Wind Energy Update) in writing, of a cancellation, or we will be obliged to charge you the full fee.

The organizers reserve the right to make changes to the programme without notice. FC Business Intelligence takes every care to ensure that prices quoted are correct at time of publishing however, bookings will only be accepted if there is no material error in the price advertised on the website Designed by www.TheCreativeTree.co.uk



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