DUNAMIV

Fall Africa - USA Business Forum

November 11 – 15, 2012

Sheraton Pentagon City Hotel
900 Orme Street, Arlington, VA 22214
Fall Africa - USA Business Forum
Overview

OVERVIEW

Dunamiv will host Fall Africa-USA Business Forum as part of the ongoing effort to continue to promote the partnership and alliances between Sub-Sahara Africa and the Americas. This is a quarterly effort bringing all industries from Africa and connecting them with strong partners in the USA. Africa is promisingly becoming the most sought after destination for investment opportunities as it plays a key role as an engine for change and economic progress in the emerging markets. Our target audience includes but is not limited to USA & Africa businesses, representatives of Africa & USA governments, public/private enterprises, members of Dunamiv and its organizing partners looking to develop strong alliances from both continents.

Objective

• Explore business opportunities in Sub-Sahara Africa and obtain information on commercial ventures.
• Market and promote your business enterprise.
• Participate in the Dunamiv Trade Fair and Benefit from greater exposure at the conference.
• Learn about tender, sister to sister programs, loan and grant contractual work, & related business from officials in US & Sub-Sahara countries.
• One-on-One dialogue sessions with key panelists.
• Learn more about the Foreign Trade Zone in Prince George’s County, MD.
• Meet representatives of Sub-Sahara Africa countries based in (Angola, Namibia, Zimbabwe, Zambia, Equatorial Guinea, Nigeria, Ghana, Tanzania, Ethiopia, Eritrea, South Sudan, Rwanda, Burundi, South Africa, Kenya, DRC, Liberia, Malawi, Gabon, Guinea, Senegal, Lesotho, Mozambique, Sierra Leone, Mali).
• Network with businesses, Investors & Government.

Business Sectors

• Energy – Oil & Gas, Renewable Energy & Security of wells
• Construction, Logistics & Vocational Training
• Agro Processing
• Health – mobile health, non and communicable diseases
• Non-Governmental Organizations (NGO’s)
• Finance & Banking
• Tourism & Hospitality
• Insurance Firms
• Consulting Firms
• Schools & Universities
• Information Technology & Communication
• Transportation & Logistics
• Mining, Minerals Development
• Senior Government Officials
• Diplomatic Corp members from African Embassies in Washington, DC
• World Bank, International Finance Corporation, International Monetary Fund
• U.S. Dept. of Commerce
• U.S. Dept of State
• U.S. Dept of Agriculture (USDA)
• Development Organizations & Contractors
• Think-Tanks, Academic Institutions
• Investment Firms & Banks
• U.S. Agency for International Development (USAID)
• DC Chamber of Commerce
• U.S. Chamber of Commerce
• Renewable Energy Companies
• U.S. Corporations & Businesses
PRELIMINARY AGENDA

Sunday, November 11
2:00 p.m. – 5:00 p.m.: Registrations and accreditation
5:30 p.m. – 7:30 p.m.: Opening Reception
   The W Hotel, 515 15th St. N.W., Washington, DC
   Guest Speaker: Hon. Vincent Gray, Mayor, Washington, DC (invited)

Monday, November 12
Session 1: KEYNOTES: THE BIGGER PICTURE OF THE ROLE OF RENEWABLE ENERGY IN SUB-SAHARAN AFRICA
8:00 a.m.: Continental Breakfast
8:30 a.m.: Official Opening Presentation – Renewable Energy – An overview of Sub-Saharan Africa, Renewable Energy Foot Print
   • How do all the pieces fit together? What is the game plan for the future of Sub-Saharan Africa energy supply and what role does renewable energy play?
   • What does the future look like and what are the next steps?
Presentation – Vijay Iyer, Director, Sustainable Energy, World Bank
9:15 a.m.: Overview of all renewable energy
   • Wind, Solar, Geothermal, Waste to Energy
   • Distributed Energy – How do we light up the rural areas? Is it cheaper than national grid, smart grid and off-grid solutions?
Panelists – David Sweet, Executive Director, World Alliance for Decentralized Energy (WADE); Swarnab Banerjee, Principal Engineer, Boulder Wind Power; Andrea Posey, Energy & Environmental Policy, National Rural Electric Cooperative Association
10:15 a.m.: Tea & Coffee Break

Session 2: The Facts about financing renewable energy
Moderator: Thomas Mathias, President& CEO, IMEX Financing
10:30 a.m.: The underlying performance of renewable energy assets
   • What is the underlying performance of a lenders loan book and of an investor’s portfolio
   • How does initial project feasibility studies compare to the actual financial results?
   • What types of projects are bankable and viable in the current financial climate?
   • What is the actual activity of players in the market- who, what, who and where?
   • What are the ways in which renewable are currently being financed in USA and how can the Sub-Sahara Africa model their plan to the successful projects already being financed in USA?
Panelists: Yanev Suissa, Venture Fellow, NEA; Matthew Slavin, Director, Sustainingrup; Wade Powers, US Chamber, Institute for 21st Century Energy
11:30 a.m.: Utility perspectives on financing renewables
   • What are the views of utilities or independent owned companies on accessing the financial community to support their renewable energy projects?
   • What other responsibilities must utilities consider with renewable portfolio expansion?
   • How are utilities dealing with the clean energy revolution and what is on their forecast?
Panelists: Philip Bennett, Sr. Managing Counsel, American Gas Association;
12:30 p.m.: Q&A session
13:00 p.m.: “Mix and Mingle” Networking Lunch
Sit, meet, greet, discuss and speak on issues pertaining to the industry at the topic themed tables and gain perspective from new clients.

Session 3: Finding ways to unlock capital and project financing
14:30 p.m.: The dynamics of the Financial Institutions
   • Can bank debt be structured to adapt to changes in the markets?
   • How healthy are Sub-Saharan banks? Will they continue and can they increase their lending capital?
   • What can the banks learn from the banks in USA?
Panelists: Moise Xavier, Citibank; Tim Schaller, Chief Financial Officer, NEA;
14:45 p.m.: The increasing reliance on Multilateral Institutions
   • Is their over-reliance on multilaterals in boosting the financial appetite in renewable?
   • How are players helping to leverage finance and encourage sector growth?
   • What is the performance of multi lateral in Sub-Sahara Africa with regard to lending for the renewable projects?
Panelists: Arvind Ramnani, Senior Analyst, UBS Securities LLC; John Vogt, Director, Wealth & Investment Management, Barclays
15:00 p.m.: Rating renewable energy projects and its performance in Sub-Sahara Africa
   • Understanding how the rating of projects affects the appetite of different financial players
   • What needs to be done in order for renewable energy projects to meet investment grade?
• Looking at the guideline performance characteristics used for renewable ratings
Presentation: Daniel D’Aniello, Managing Director, Carlyle Group
15:15 p.m.: Q&A
15:30 p.m.: Networking break with refreshments

Session 4: Filling the renewable debt gap
16:00 p.m.: Institutional investor’s appetite in providing debt
• What are the expectations from projects and when does interest die off?
• What financial vehicles could be used to support renewable projects?
• What needs to happen to create movement here?
• What kind of limitations exists and is being felt in the wider infrastructure investment climate?
Panelists: Elizabeth Reicherst, Sr. Director, International Affairs, BP; Steve Zilonis, Dresser-Rand
16:15 p.m.: Who will buy operational renewable assets?
• Comparing the purchasing of operational renewable assets to other infrastructure assets
• What are the concerns of local companies in Sub-Saharan market on taking on renewable projects?
• What are the concerns of long term ownership of renewable assets?
Panelists: Petr Dolezal, Executive Director, TEDOM; Shankar Krishnamoorthy, CEO, International Power GDF Suez
17:00 p.m.: Buying insurance on operational assets
• Allleviating risk from the financial community and how this factors into the projects that require feasibility study
• Technical risk and what insurance can provide across the renewable technology spectrum
• What can American companies investing in Africa consider before any feasibility is done? What are the processes? How can full return be actualized?
Panelists: John Berlau, Director of the Center for Investors & Entrepreneurs, CEI
17:30 p.m.: Complimentary renewables with base load capacity
• Are natural gas power plants the new way forward for clean energy revolution?
• How do we create synergies with other renewables and baseload? Providing overall energy solutions.
• What type of renewable technology would provide baseload capacity?
Speaker: Christine McCoy, Manager, External Affairs, COVANTA Energy; Jack Deutsch, Director, American Clean Skies Foundation;
17:45 p.m.: Q&A and announcements

Tuesday, November 13
8:00 a.m.: Continental Breakfast
8:30 a.m. – Introduction by Dunamiv
8:45 a.m. – The global economy is shifting towards the emerging markets. Thus stated, Africa has begun to attract investors from all corners of the world. What area the positive policies that will promote investor friendly environment? What is the role of the local banks in influencing how financial sectors in these countries lend?
Presentation: Yolande Duhem, IFC Director, West & Central Africa
10:15 a.m.: Tea Break
10:30 a.m.: What are the Challenges & Opportunities for growth in Sub-Sahara Africa for SME’s? What is the impact of the SME in economic growth of these countries? How do we promote the saving culture? What can we borrow from the USA system of their SME’s programs?
11:30 a.m. – Roundtable discussions
• Opportunities in each respective sector/industry
• Challenges for growth
• How can they access funding?
Panelists: Richard Whitney, Venture Advisor, Whitney Capital, LLC; Monica Boner, Director, Secor Group
12:30 p.m.: Networking Lunch
2:00 p.m.: Master Class One:
• How to write a successful Loan application to USA Exim Bank and other USA Banks/Agencies
• What are the requirements to qualify for grants for the NGO’s?
• What criteria should companies follow?
• Learn how to do business in USA and in Africa
Panelists: John Pendergrast, Executive Director, Enough Projects; Thomas Mathias, President& CEO, IMEX Financing;
3:15 p.m.: Presentation of bankable projects
• Pairing of USA companies with African companies
• Learn how to raise unrestricted funds
Submit your projects to forum@dunamiv.com for immediate consideration
5:00 p.m: Close of day two.
6:30 p.m.: Networking Reception
The U.S. Capitol Hill
Wednesday, November 14

Workshop Day/Business to Business
8:00 a.m. – 9:00 a.m. – Continental Breakfast
9:00 a.m. – 5:00 p.m. – NGO’s - Meet and discuss ways to help raise awareness on issues/Grants access/Partner-up with USA NGO Company.

Participating NGO’s from USA
- InterAction
- Enough Project
- Natural Resources Defense Council
- Care International
- World Vision
- U.S. Chamber

BANKS – Discuss ways with USA Banks on how to improve products, create new products, market your products and attract the Diaspora, and all other clients.

Participants Banks
- CitiBank
- Barclays
- Bank of America
- Wells Fargo
- IMF
- T.D. Bank
- United Bank
- World Bank/MIGA/IFC

INFORMATION TECHNOLOGY – Cyber security/Financial access to improve the IT systems in Banks, Government websites, funding for IT projects

Participating IT Companies
- Microsoft
- IBM
- Cysco
- The Trademark Company
- MicroTech
- JMA Solutions
- Standard Solar
- Logic Mark

HEALTH – Meet and visit with local USA Hospital (INOVA). Access funds to improve the radiology technology; learn how to detect non-communicable diseases, m-health and many more

Participating Health Companies
- Adventist HealthCare
- INOVA Hospital
- George Washington University Hospital
- Fairfax Hospital
- VA Medical Center

- Anadach Group
- DC Department of Health

TOURISM & HOSPITALITY – What is the pay off of marketing and communication?

Participating Companies:
- Choice Hotels
- DC Tourism
- Smithsonian Africa Art Museum
- Wildlife Conservation
- DC Chamber of Commerce
- Marriott International
- Hilton World Wide
- American Express
- Sheraton Hotels

MULTI-INDUSTRY – Mix and mingle with all the consultants, insurance firms, venture capitals, and political arena in the Washington area.

Participating Companies
- Accenture
- Washington Capital Management
- Aplus Globe
- Allbaugh International Group, LLC
- Carlyle Group
- State Farm Insurance
- Duane Morris, LLP
- Ernst & Young, LLP
- Deloitte
- Pricewaterhouse Coopers, LLP
- BP
- General Electric
- Master Card
- Boeing
- Delta
- Voice of America
- Visa
- Lockheed Martin
- CBR Ellis
- Medtronic

6:30 pm: Dinner & Entertainment

Location: Charlie Palmers, 101 Constitution Avenue, NW, Washington, DC

Thursday, November 15

9:00 a.m. – 12:00 p.m. Site visits
1:00 p.m. – Adjourn for the 2013 Spring Forum.
REGISTRATION

CONFEREE REGISTRATION FEE:
- Presidential $5,000
- Overseas Delegate $2,500
- Government official $1,000
- USA Participant $500

BADGE INFORMATION

Last Name       First Name       MI
Nickname
Title
Phone          Fax
E-mail
Company
Street        City        State        Zip Code
Spouse Last Name       First Name       MI
Nickname

ADA REQUIREMENTS: Attendees requiring special accommodations or having special needs in order to participate in this event, please contact Dunamiv’s Meeting Services at: 202-717-5254; or E-mail: FORUM@DUNAMIV.COM

REGISTRATION FEES/PAYMENT: Receipts will be given on-site with registration materials. If paying by check or money order or bankers check, please contact us by phone or email for instructions or visit our website www.dunamiv.com to locate your route.

I have enclosed the following payable to Dunamiv: $______________
[ ] Check [ ] Money Order

If paying by credit card, you may fax this registration form to 202-824-7092
$____________ [ ] AMEX [ ] MC [ ] Visa

Name of Card Holder as it appears on the credit card

Card Number
Expiration Date
Signature of Cardholder
Billing Address

WHICH ONE BEST DESCRIBES YOUR FIRM’S primary business?
[ ] natural gas or combination gas/electric utility or propane distribution
[ ] natural gas exploration, production, marketing, storage or transmission company
[ ] manufacturer, distributor or end-user of
[ ] consulting firm, law firm, insurance or financial institution
[ ] association, government agency or education Institution
[ ] other (specify) ________________

WHICH ONE BEST DESCRIBES YOUR TITLE?
[ ] sr. executive, including officer, president, vice pres., asst. vice pres. or other board member
[ ] director
[ ] manager
[ ] superintendent
[ ] engineer
[ ] attorney
[ ] other (specify) ________________

WHICH ONE BEST DESCRIBES YOUR JOB FUNCTION?
[ ] operating/engineering
[ ] finance/administration
[ ] information systems
[ ] marketing/sales
[ ] customer services
[ ] public relations
[ ] government relations
[ ] legal
[ ] other (specify) ________________

DO YOU WORK IN?
**CONFERENCE REGISTRATION PACKAGE**

**Presidential Package ($ 5,000)**
- Inclusive of all Meal plans – breakfast, lunch, & dinner
- Hotel Accommodation – 4 nights, 5 days
- Ground Transportation – Car & Driver for entire stay
- Access to all meetings
- Appointment with an investor for your project and follow up
- Access to all Receptions
- Meet & Greet with Members of Congress
- Private dialogue sessions with choice of venture partner for projects

**Regular Conference Package (2,500)**
- Hotel Accommodation – 4 nights, 5 days
- Access to all meetings (Registration fees)
- All meals – breakfast, lunch & dinner
- Transport to and from the airport
- Ground Transportation

**Government Officials ($ 1,000)**
- Access to the forum
- Hotel Accommodation – 2 nights, 3 days
- All meals – breakfast, lunch & dinner
- All reception

**USA Attendees ($ 500)**
- Access to the forum (Registration fees)
- Personal meetings with the overseas entities
- Meals – Breakfast & Lunch

Contact us at forum@dunamiv.com or Pam 202.717.5254 or Gauthier 571.338.2149
SPONSORSHIP OPPORTUNITIES

Platinum Sponsor ($20,000)
- Serve as official title sponsor for 2012 Dunamiv sponsored events.
- Corporate officials will have an opportunity to make a formal presentation during all events.
- Verbal acknowledgement at all plenary sessions, dinner galas and one on one meeting.
- Access to all Dunamiv National and International meetings *5 Access Passes.
- Reference in local, national, and international public relations efforts, including TV, Radio and newspapers.
- Company logo with hyperlink placed on event website.
- Press release recognizing company contribution and role at the event.

Gold Sponsor ($15,000)
- Access to all Dunamiv National and International meetings *4 Access Passes.
- Full page advertisement in program booklet.
- Company logo with hyperlink placed on event website.
- Opportunity to distribute corporate gifts.
- Reserved corporate table for all the plenary sessions and dinner galas.

Silver Sponsor ($7,500)
- Access to all Dunamiv National and International meetings *3 Access Passes.
- Brief welcome at beginning of Dinner.
- Logo placement in all collateral including the program, itinerary, invitations and website.
- Mention in all advertising and publicity including TV, radio and print.

Friends of Dunamiv ($5,000)
- Access to all Dunamiv National and International meetings *2 Access Passes.
- Mention in the program booklet.
- Logo placement in all collateral including the program, itinerary, invitations and website.

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