

African Utility Week

SPONSORSHIP & EXHIBITION BROCHURE

CONNECTING THE ENTIRE POWER, ENERGY
AND WATER VALUE CHAIN




 7500 VISITORS

 350+ EXHIBITORS

 6000+ SQM EXHIBITION SPACE

 80 COUNTRIES

 300+ SPEAKERS

“Africa faces a daunting energy ‘trilemma’: to fuel the socioeconomic transformation it needs to provide electricity that is reliable, clean and affordable”

KPMG Sub-Saharan Africa Power Outlook 2016

15 – 17 May 2018
Cape Town, South Africa

www.african-utility-week.com

Host utility



Host ministry



Host city



WHY AFRICAN UTILITY WEEK

Over the last 17 years, African Utility Week has grown to be the premier meeting place for the entire power, energy and water value chain. In 2018, African Utility Week will showcase the latest technologies and services in generation (incorporating fossil fuels, off grid, nuclear and renewables), transmission and distribution (including metering) and new technologies (including storage, mini grids, micro grids, IOT and ICT systems). Water will receive its own dedicated exhibition hall and conference rooms.

The event offers attendees the opportunity to discuss real commercial propositions and streamline their purchasing process by connecting African utility, municipality and commercial decision makers with technology and service providers. In 2018, we will accelerate this process to ensure African Utility Week continues as the nexus for sourcing new business opportunities no matter your sector. This growth focus tracks the expected level of new projects coming online over the media term on the continent.

TOP REASONS WHY PEOPLE ATTEND AFRICAN UTILITY WEEK



72%

To learn about latest technologies



47%

To become familiar with new products/services/technologies



35%

To get a general overview of the market and market developments



30%

To find specific information about technical aspects of products and services



30%

To network with industry colleagues

“African Utility Week provides a diversity of knowledge on new technologies.”

Colin Ngwenya, Project Engineer Manager, Eskom Holding, South Africa



96%

of attendees said they would recommend African Utility Week to a colleague



94%

of attendees have indicated that they will be back next year



64%

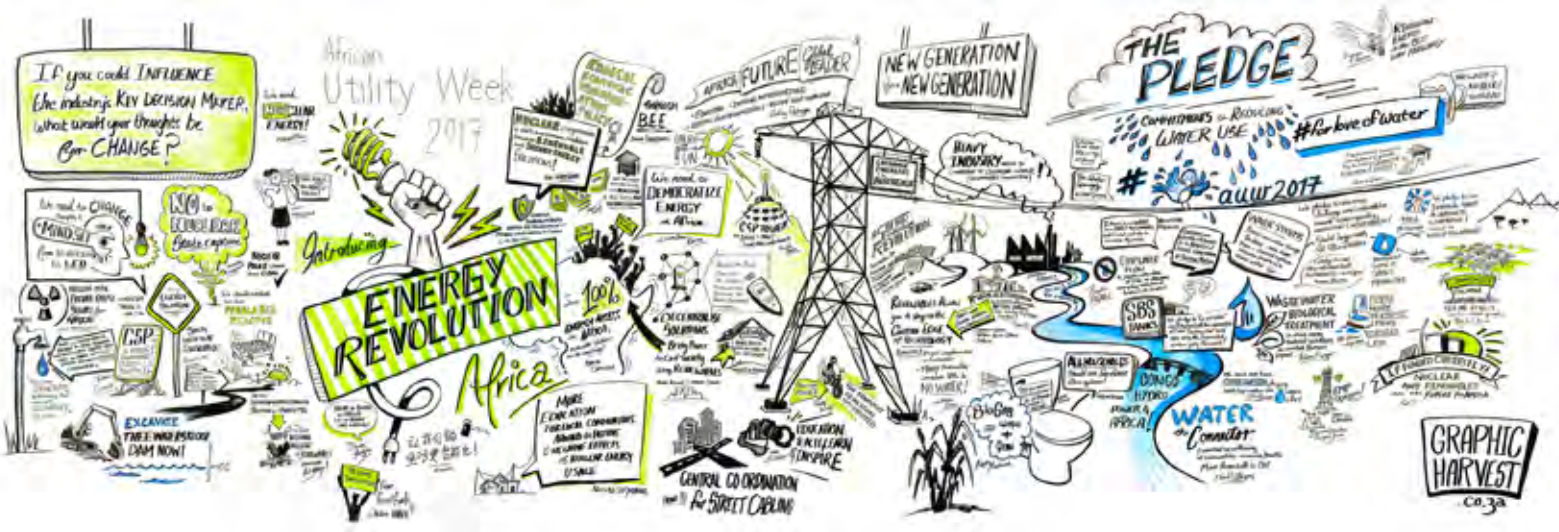
of African Utility Week's audience have buying power



97%

OF ATTENDEES SAID THAT VISITING AFRICAN UTILITY WEEK IS IMPORTANT FOR THEIR ORGANISATION

CONNECTING YOU TO QUALITY MARKET INFORMATION



Linking Africa

It is expected that between 2016 and 2018, a number of **transmission lines will be completed**, linking Kenya to Uganda, Ethiopia to Kenya and Tanzania to Kenya.

Building demand

One way to mitigate the risks for international investors is to build adequate demand for generated electricity. The Democratic Republic of the Congo and South Africa have signed an agreement on the off-take of **2.5GW of electricity by 2020**.



EnergyMix

African governments have adopted diversification strategies focusing on the development of renewable energy, which is expected to grow from 39GW in 2015 to 86GW by 2025 – a CAGR of 8%, the second highest global CAGR for the period.



Funding Energy Access

The Power and Road sectors are the primary focus for infrastructure investment on the continent, requiring \$90 billion annually over the next decade. Currently PPI investment accounts for more than 40% of all external funding.

An integrated energy mix

By 2025, the primary demand for energy will be driven by coal and gas, with gas MTOE increasing by 442% between 2013 and 2025. Renewables MTOE will increase by 342%, representing 10% of MTOE by 2025.

Technological advances

Advances in **technology** are providing **new possibilities** for on-grid, off-grid, mini-grids and hybrid technologies for energy provision.



LOOKING FOR PROJECT INFORMATION? KEEP AN EYE OUT FOR OUR PROJECT BOOK ONLINE

CONNECTING YOU TO YOUR BUYING AUDIENCE

BUY-SIDE INDUSTRIES REPRESENTED



SENIOR KEY DECISION MAKERS

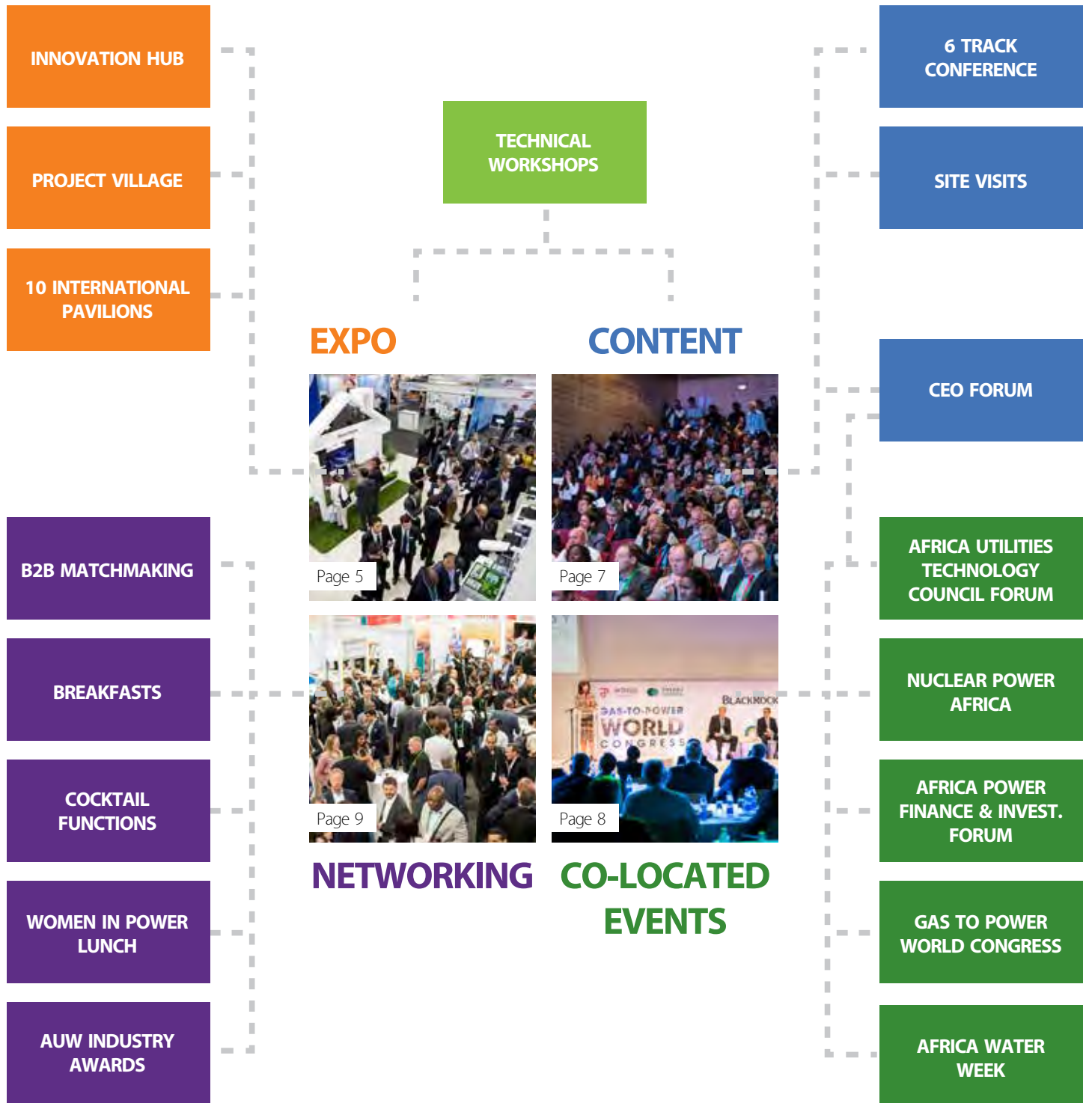


ATTENDING AUDIENCES

- 3E Power And Logistics Service Limited
- ABB Ltd
- Acwa Power
- Aecom Sa (Pty) Ltd
- Africa Greenco
- African Clean Energy
- African Pioneer
- Afridev
- Airport Company South Africa - ACSA
- Algérie
- Alstom Grid
- Altarelec
- Alveo Energy
- Amdec Group / SAPOA
- AMG Holdings SA Ltd
- Angélique International Limited
- Aqua Air Africa Pty Ltd
- Arint Consulting Services (Pty) Ltd
- Amscar
- Asl Services GmbH
- Atlantic Renewable Energy Partners
- Aurora Power Solutions
- Avedia Energy
- Babcock International Group
- Bio Agritek Investments (Pty) Ltd
- BioTherm Energy
- Botswana Power Corporation
- Buffalo City Metropolitan Municipality
- Building Energy
- BVTechSA
- CapeAfrica Renewable Energy Services
- Cape-Solar (Pty) Ltd
- China Overseas Infrastructure Development and Investment Corporation
- City of Belton, Texas
- City Of Bulawayo, Zimbabwe
- City of Cape Town, SA
- City Of Ekurhuleni, SA
- City Of Johannesburg, SA
- City of Tshwane, SA
- City of Windhoek, NAMIBIA
- City Power, SA
- Clarke Energy
- Coega Development Corporation
- Concentrated Solar Distribution and Research, Inc.
- Copper Development Association Africa
- Cronimet Power Solutions
- Danish Energy Agency, SA
- Department Of Energy, SA
- Department Of Public Enterprises, SA
- Department Of Trade & Industry, SA
- Department Of Transport & Public Works, SA
- Department Of Water And Sanitation, SA
- Discovery GmbH
- Dominus Power and Energy
- Dynasty Projects and Utilities
- Eastern Cape Development Corporation
- EEP Africa
- E-Gen
- Ekurhuleni Metropolitan Municipality
- Electricity Company of Ghana - ECG
- Electricity Supply Corporation of Malawi - ESCOM
- Elomso Energy Solutions
- Empowered (Fintech/Blockchain) And Videre Global (Pty) Botswana
- Endel Engie
- Enelec
- ENERCON GmbH
- Energy Procurement Services
- Energy Utility Corporation
- ENGIE Solar
- Enrafrique
- Erongo Red
- Eskom
- Eskom Uganda
- Eta Wind
- Ethekwini Metropolitan Municipality
- Ethiopian Electric Power
- Exxaro Karoo
- Federal Ministry Of Power Nigeria
- Fibon Energy
- Gauteng Growth and Development Agency
- Gauteng Infrastructure Financing Agency
- GCL New Energy
- GCX Africa
- Geometric Power Ltd
- Ghana Grid Company Limited-GRIDCO
- Goliath Renewable Energy
- Government of Canada
- Great River Energy
- Green Energy Systems Solutions
- Groupe Filatex
- Hlamara Energy
- Hydrogold Nig Ltd
- IAEA
- Ibert Pty Ltd
- Ignite Energy Projects
- Independent Power Producer Office
- Industrial Development Corporation
- Integrated Energy Solutions
- Investec Property
- IPD Power
- JHI Properties
- Juwi Renewable Energies
- Kalkitech fZE
- Kenya Power
- Khartoum State Water Corporation
- Kreon Technology
- KTDA Power Company
- Lagos State Electricity Board
- Laison Angola, Lda
- Lesotho Electricity Company-LEC
- Link Energy
- Mainstream Renewable Power South Africa
- Makhukanye Energy Pty Ltd
- Marina Electro (Pty) Ltd
- Ministerio de Energia
- Ministry of Energy and Petroleum-Ghana
- Ministry of Energy Equatorial Guinea
- MLT Drives
- Mulilo Energy Partners
- Mulilo Renewable Energy
- Mzimkhulu Hydroelectric (Pty) Ltd
- Namibia Power Corporation Ltd - Nampower
- National Commission for Science Technology and Innovation
- National Department Of Public Works
- NCPC-SA
- Nelson Mandela Bay Metropolitan Municipality
- Ngali Energy Ltd
- Nigeria Lng
- Nigerian Electricity Management Services Agency
- NOMAC
- Nored Electricity
- North South Power
- NUSCO
- Oshakati Premier Electric
- Pan African Energy (Pty) Ltd
- Parsons Brinkerhoff
- Perpetual Solar
- Port Harcourt Electricity Distribution Company, Nigeria
- Praggia Holdings
- R.Solar
- Rainmaker Energy
- REcoop20-30-40 (RE-Mix) Renewable Energy Mix Tertiary Co-Operative
- RenPower Group Pty
- Rensol Africa
- Reonet
- SA Navy
- Samo Engineering
- SANY GROUP
- Sarebi
- Saudi Binladin Group - Construction Group
- Semco Maritime A/S
- Sener South Africa
- SGITG
- Shell
- Sig Energy (Pty) Ltd T/A Sig Energy Investments
- Sinac Power
- Skypower Global
- Sloks Operations (Pty) Ltd
- Sola Future Energy
- Solareserve
- Solarworld Africa
- Sonnedix
- South African National Defence Force
- South African Nuclear Energy Corporation
- Southern African Development Community - SADC
- Southern African Power Pool (Sapp)
- Southern Energy
- State Nuclear Power Technology Corporation South Africa
- Stellenbosch Municipality
- Sunpower
- Swaziland Electricity Corporation
- Tes-Top
- Transnet
- Tuv Sud South Africa (Pty) Ltd
- U.S. Trade And Development Agency
- Uganda Electricity Distribution Company - Umeme Limited
- UMFA Holdings Business Trust
- US Agency for International Development
- Usaid - Power Africa
- Village Energy
- Viridilo Pty Ltd
- Virunga Power
- Vuselela Energy (Pty) Ltd
- WESAF ENERGY SOLUTIONS LTD
- Wesgro
- Windlab
- Windsun Energy
- Woodside Energy Ltd
- Zambia Electricity Supply Corporation-Zesco
- ZESCO
- Zimbabwe Electricity Supply Authority

➤ Send us your wishlists today and schedule a call with us to discuss additional available marketing opportunities

WHAT'S ON

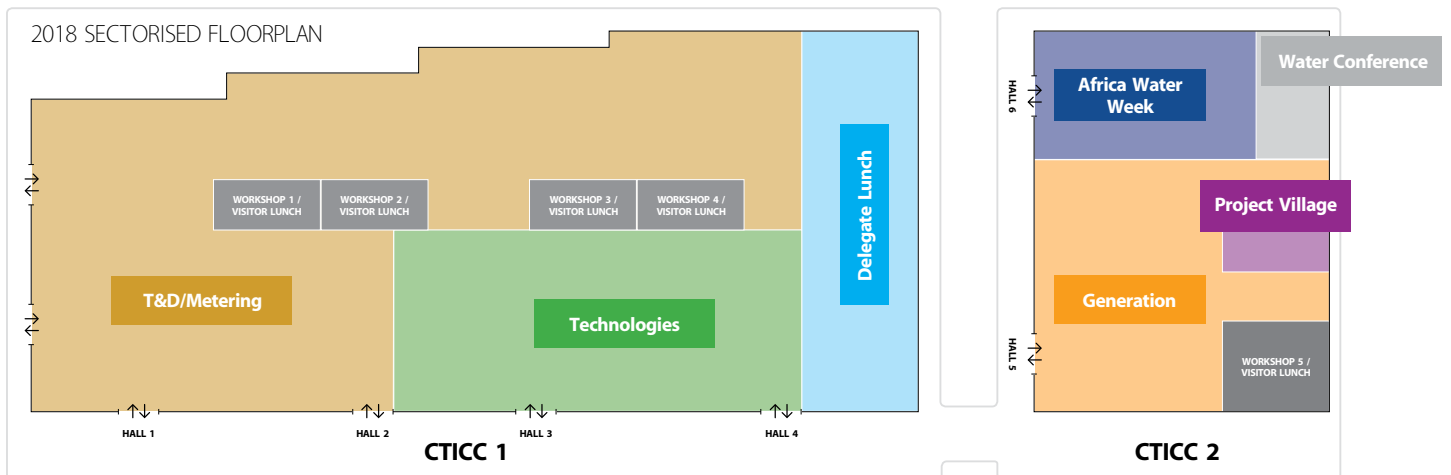


FOLLOW US ON SOCIAL MEDIA FOR THE LATEST UP TO DATE INFORMATION



THE LEADING INTERNATIONAL POWER, ENERGY AND WATER EXPO

Build partnerships at the leading power and water expo in Africa. The 2018 expo expands into the purpose-built state of the art CTICC 2 building, with 3 new halls focussed specifically on generation projects and water, while the CTICC 1 will host companies from the transmission and distribution, metering and new technology sectors.



EXHIBITOR SECTORS

PROJECT VILLAGE

Finance and investment
Developers
Ministries
IPPs
Utilities and trade
Commissions present project opportunities throughout the continent.

GENERATION

EPC
Nuclear
Thermal
Renewables
Inverters
Manufacturing
Mounting systems
Turbines
Hydro

TRANSMISSION & DISTRIBUTION/ METERING

T&D
Metering
Maintenance
Energy efficiency
International pavilions

TECHNOLOGIES

Storage
Off-grid technology
IOT
ICT
Demand response
Cyber security

WATER

Pumps and motors
Valves
Water storage
Water treatment
Water conservation
Waste water management
Testing and filtration
Water distribution and meters
ICT
Desalination and distribution

REGULAR ATTENDEES



PROJECT VILLAGE

A dedicated space for customer countries, utilities, municipalities and developers to showcase their medium term planned projects to source funding and supplier interest.

INTERNATIONAL PAVILIONS

Look out for more international solutions from our many pavilions, including French, German, Danish, Indian, Chinese, Belgium, Canadian, South African, Czech and Turkish.



HIGHLIGHTS



“Excellent for networking and getting up to date with latest developments in the industry.”

Les Lange, CEO, Sizana Solutions (Pty) Ltd,
South Africa



“The conference was of world class standard.”

Tanya Engels, Director: Global International Corporate Tax, KPMG Services, South Africa



ACCESS TO QUALITY INDUSTRY CONTENT

Save on market research reports with fully CPD-accredited strategic and technical conference streams with industry experts from around the world, covering Generation; Metering & Revenue Cycle Management; T&D; Energy Revolution Africa; Asset Management; Water and Maintenance & Technology.

3-Day conference, 5 plenary keynotes and many conference tracks to choose from. African Utility Week is the singular must-attend event for power and water utilities professionals in Africa and the largest global meeting of its kind. The conference features these exclusive keynote and plenary sessions featuring the most sought-after speakers and you can choose different break-out sessions focussing on specific topics addressing the latest industry developments.

You can meet the industry experts that have the answers to a better-run organisation. We've gathered together an industry elite group of real world doers to share their expertise from grid to socket on best practices for effective power and water supply.



SECTORS COVERED INCLUDE:



GENERATION



TRANSMISSION & DISTRIBUTION



METERING & REVENUE CYCLE MANAGEMENT



TECHNOLOGY



WATER

EXPERT-LED SITE VISITS

Capture practical insights and demonstrate real world case studies of innovative technology at the heart of power and water infrastructure, combined with a unique experience of South African hospitality. Find a fit for your brand, with sites that include renewable or clean energy, generation, water, transmission and distribution or alternative energy solutions.



CPD-ACCREDITED TECHNICAL WORKSHOPS

The technical programme sessions are free to attend, hands-on presentations that take place in defined spaces on the exhibition floor. They discuss practical day-to-day technical topics, best practices and product solutions you can implement to easily improve your operations.

> **Our Youtube channel will soon host all the keynote sessions from 2017**

ESTABLISHED CO-LOCATED EVENTS

We partner with complementary associations and content leaders to create focused side events to reach specialised audiences. These include: Gas to Power World Congress; Nuclear Power Africa; African Utilities Telecom Council (AUTC) event; Africa Power Finance & Investment Forum

GAS-TO-POWER WORLD CONGRESS



The Gas-to-Power World Congress reflects the continuing transformation of the energy ecosystem in Africa and beyond. Gas and renewables are perfect partners to help address an array of future energy challenges, including climate change, energy security and energy finance.

NUCLEAR POWER AFRICA



The Nuclear Power Africa conference features expert speakers who will address the myths and realities, latest technologies, regulatory and financing challenges and the economic spin offs created by a nuclear new build programme. Nuclear stakeholders and prospective suppliers will gain first hand insights into prospects for new jobs.

AFRICA POWER FINANCE AND

INVESTMENT FORUM



Financiers and project owners will hear from leading experts who will identify the key trends impacting project finance in regional energy markets with updates on and insights into market opportunities, sources of capital, financing instruments and access to project finance.

ENERGY REVOLUTION AFRICA

Energy Revolution ●●●●● Africa

The Energy Revolution Africa conference focuses on community scale projects and explores the transitioning energy landscape in Africa, where green innovations and disruptive technologies allow for the quick rollout of integrated microgrid energy solutions.

CEO FORUM

Utility CEO Forum

The Utility CEO Forum is held as a 3-day by invitation only board meeting where the men and women who lead and guide Africa's power sector plan transformation. Discussions centre on areas of co-operation, development plans and the advancement of regional centres of excellence throughout Africa.

INDUSTRY AWARDS



The fourth edition of the African Utility Week Industry Awards brings together 800 of Africa's most renowned power and water industry professionals. The Industry Awards from the leading event platform to recognise, reward and celebrate the successes of Africa's power and water sectors during 2017/18.

AFRICA UTILITIES TECHNOLOGY

COUNCIL



The telecommunications/ICT conference track covers topics such as: IT/OT convergence, IP networks and utility telecoms network performance measures.

WATER

Providing a dedicated conference and exhibition exclusively focused on the African water sector, come and explore the latest innovations and best practice across loss reduction, ICT, efficiency and business processes.

BUSINESS NETWORKING IN A SOCIAL ENVIRONMENT

Connect with colleagues during networking functions and find your next personal or business opportunity. This is the largest gathering of your peers in Africa – can you afford to miss it.

This is your key opportunity to spend quality, uninterrupted time in a relaxed environment.



BREAKFAST AND LUNCHES

Women in Power Lunch
Investment Breakfast Briefings

COCKTAIL EVENTS

Main networking function – Day 1
Closing cocktail – Day 3



DINNERS

CEO Forum Dinner
African Utility Week Industry Awards



USE OUR MATCHMAKER

FILTER AND CHOOSE EXACTLY THE RIGHT TARGET AUDIENCE FROM THE 7500 ATTENDEES AT THE EVENT WITH OUR EASY TO USE BUSINESS MATCHMAKING PLATFORM. SET UP MEETINGS PRE-EVENT TO MAKE THE MOST OF YOUR TIME DURING THE EVENT.



Keep an eye out for the highlights video of the Industry Awards 2017

BENEFIT FROM A 365 DAY MARKETING CAMPAIGN



PR CAMPAIGN

Creating quality content about the event and making sure it is picked up by the correct target audiences, is in the hands of two parties – our in house communications director and a dedicated external PR company.



EMAIL & SMS CAMPAIGN

With over 110 000 subscribers we connect frequently with our audience. We regularly feature products and features from exhibitors and sponsors to specific target audiences. To see how we can help you increase your visibility, contact us today.

HOST PUBLICATION: ESI AFRICA

Established in 1996, ESI Africa - Africa's Power Journal is the trusted knowledge source of African utilities and their partners across the continent. The year-long campaign includes web banners, social media, mailers, adverts and content. Exhibitors also get special discounts for the annual African Utility Week supplement in the May issue.



PREMIER MEDIA PARTNERS

We partner with a few key premier media partners suggested by you as industry leaders. This year's premier partners will once again include Creamer Media's Engineering News, with promotion that includes a supplement in May, a press portal, articles and adverts. Special rates for exhibitors.

OTHER PARTNERS

We partner with over 90 trade media publications and associations to reach the specific audiences you want to meet. Contact us today for referrals and special discounts.



ACTIVATIONS AND TICKET DROPS

For the last 2 years we have cultivated relationships in municipalities and utilities across South Africa and do regular activations in their offices. The campaign also distributes 50 000 tickets across South Africa to potential attendees.

TRIPS INTO AFRICA

Our teams are passionate about keeping in touch with key representatives and stakeholders in Africa – and the best way to do this is face to face meetings. We go on over 20 trips into African territories a year, all of which lead to better relationships and retention.



OUTDOOR MEDIA

Have you seen our flags, mobile billboards and posters around the Western Cape?

DIRECT MAIL

Along with the 50 000 visitor tickets we also distribute the conference brochure all across Africa with the help of African representatives, media partners and post.



OTHER EVENTS

As a part of Clarion events, African Utility Week forms part of 2 global events teams:

1. The Global Utility Week series includes: European, Asian, Latin American and Australian Utility Week, and keeps us connected with international trends in the industry.
2. Spintelligent's Power and Energy Series includes 4 African events whose audiences feed into African Utility Week: Future Energy Uganda, Future Energy East Africa, Future Energy Nigeria and Future Energy Central Africa.



WEBSITE AND SOCIAL MEDIA

We engage with our audience for 365 days of the year on social media, posting the latest news, event updates and adverts online, while our website is the main portal for anything African Utility Week.

#AUW2017

trended in Cape Town

47

pre-event expert partner & speaker interviews & press releases

6

onsite event articles

60+

radio & TV interviews conducted onsite

150+

registered media onsite



CONFERENCE & EXHIBITIONS



PRINT & DIGITAL MEDIA



TRAINING & WORKSHOPS

With more than 18 years' experience in publishing and running conferences and exhibitions in the sub-Saharan utility sector, the power and energy portfolio is the largest and longest running portfolio at Spintelligent, the African leader in business-to-business events, publications and training courses. The power and energy portfolio includes our flagship event African Utility Week, which is the largest power and energy infrastructure exhibition and conference on the continent.

CONFERENCES & EXHIBITIONS



Future Energy Uganda
13 – 14 September 2017, Kampala, Uganda
www.future-energy-uganda.com



Future Energy Central Africa
2 – 3 October 2017, Yaounde, Cameroon
www.future-energy-centralafrica.com



Future Energy Nigeria
7 – 8 November 2017, Lagos, Nigeria
www.future-energy-nigeria.com



Future Energy East Africa
29 – 30 November 2017, Nairobi, Kenya
www.future-energy-eastafrica.com



18th annual African Utility Week
15 – 17 May 2018, Cape Town, South Africa
www.african-utility-week.com

PRINT & DIGITAL



ESI Africa
www.esi-africa.com



Metering & Smart Energy International
www.metering.com

TRAINING & WORKSHOPS



www.spintelligent-training.com