

TOWARDS NEW ENERGY SOLUTIONS FOR SOUTH AFRICA **An Opportunity for Swedish Companies to Assist South Africa in a Sustainable Energy Future** **9-12 November, 2010, Johannesburg**

The Embassy of Sweden in Pretoria and the Swedish Trade Council in South Africa have the pleasure to invite you to participate in a Swedish Trade Delegation to Johannesburg, South Africa, 9-12 November 2010.

Objective

The energy sector in South Africa, as well as in the region, is of crucial importance for future developments in Southern Africa. Increasing demand, growth and restructuring of the energy sector in South Africa and the region constitute possibilities for more investments and trade. This creates business opportunities for Swedish companies with their knowledge, experience and modern technology.

Numerous business opportunities exist for Swedish companies to provide products and services within power generation, transformation, transmission and energy conservation.

Background

At the 6th Binational Commission between Sweden and South Africa in Cape Town in March this year, 'energy, energy solution and climate change' constituted a main theme. During their meetings, Sweden's Deputy Prime Minister Maud Olofsson and South Africa's Deputy President Kgalema Motlanthe, discussed how Sweden and South Africa can work together within the energy area. An agreement was reached to establish a task team on renewable energy, which should identify and develop concrete projects/programs in the area of energy, with special focus on energy efficiency and renewable energy.

South Africa's energy sector

South Africa's energy sector is crucial to the economy as key industries are heavily reliant on energy. The energy sector contributes to about 15% of the country's gross domestic product and is predominantly based on hydrocarbon combustion - a full 92% of South Africa's electricity is produced from coal.

Consequently, South Africa is among the top 20 emitters of greenhouse gases in the world and is the largest emitter in Africa. The energy sector contributes to 80% of the country's greenhouse gas emissions. This, in combination with awareness of the threat of climate change, rising prices for fossil fuels, growing concerns over energy supply security and electricity price increases, have led to a growing concern regarding South Africa's future energy situation

Like other developed economies and major greenhouse gas emitters South Africa has decided to lower its emissions and needs to introduce new technologies, also with the aim of achieving energy supply security. South Africa will further host the COP 17 – the Summit on Climate Change – in 2011.

Solutions

South Africa has initiated a number of initiatives to combat its energy challenges:

- The Department of Energy is to provide adequate and affordable energy available to developing communities through a mix of alternative energy resources at a reasonable cost
- Upgrading of the electricity transmission system, including introduction of smart on- and off grid solutions and interconnections with other countries in Southern Africa
- Focus on deployment of renewable energy generation facilities, including new solar and wind power investments
- South Africa has been granted access to financing instruments by international financing institutions. For example, in June this year the country's power utility Eskom received US\$3.75 billion loan to help South Africa achieve a reliable electricity supply while also financing some of the biggest solar and wind power plants in the developing world
- Expanding the already established Southern African Power Pool (SAPP) electricity power pool together with the other participating countries in the region

Business opportunities

The Energy Seminar will provide a platform to exchange knowledge on energy matters between the two countries. Ultimately, the seminar will aim at identifying solutions to the challenges facing South Africa's and the region's energy sector. This will be done in parallel with creating the ideal networking climate amongst the participants to unlock the potential for new energy solutions in Africa. The event will bring together, among others, high-level decision makers from the South African government, private sector and energy companies. The energy task team may report on concrete proposals that could be implemented by the two countries on November 11.

This event is an opportunity for Swedish companies to showcase their products, services and solutions in the energy sector to the South African market and to expand their knowledge on the South African energy sector and their priorities in the area.

In order to facilitate regional cooperation in the energy sector in Southern Africa, Sweden's Ambassadors, based in the region, will attend part of the seminar and will organize a special event on Friday, November 12th with such a focus.

We value your input and will do our utmost to accommodate your individual requests and preferences when finalizing the program. We look forward to your early response.

Peter Tejler
Ambassador of Sweden

Jan Kettmaker
Trade Commissioner Southern Africa

Preliminary Program

Tuesday 9 November – Arrival

Day	Arrival to Johannesburg, South Africa Transport to Crowne Plaza Hotel, Rosebank
Afternoon	Information session by Jan Kettner, Trade Commissioner to Southern Africa, Swedish Trade Council Political overview by Kaj Persson, Minister, Embassy of Sweden
Evening	Welcome dinner at Moyo, Zoo Lake

Wednesday 10 November – Energy Seminar Day 1

08.00-08.30	Registration and tea/coffee
08.30-08.40	Welcome Mr. Jan Kettner, Trade Commissioner to Southern Africa, Swedish Trade Council
08.40-09.00	South Africa's energy situation Presentation by representative from the Department of Energy, South Africa
09.00-09.20	Carbon and climate change Mr. Sizwe Kuzwayo, Senior Project Manager, CEF Carbon
09.20-09.40	Government incentive programs Presentation by Mr. Moeketsi Marumo and Mr. Andre Potgieter, the Department of Trade and Industry, South Africa
09.40-10.00	Alternative Fuel Bus Mr. Winston Muir, Scania, South Africa
10.00-10.30	Tea/coffee break
10.30-10.50	Partner Driven Cooperation - possibility for support through the Swedish International Development Cooperation Agency (SIDA) Presentation by Marie Bergström, Counsellor, Head of Development Co-op and Mr. Rikard Lidén, Facilitator Environment and Climate Change
10.50-11.50	Future projects in the energy sector in South Africa Presentations by participating South African companies
11.50-12.20	Climate Change policy and low carbon trajectory Mr. Mark Gordon, Specialist Advisor, Department of Environmental Affairs, South Africa
12.20-12.40	SymbioCity Academy - Sustainable Infrastructure Development in Sub Sahara Africa Ms. Rebecca Lilliebjelke, Country Manager, Swedish Trade Council, Namibia

- 12.40-13.00** Discussions
- 13.00-14.00** Joint lunch
- 14.00-14.30** Transport to SAEEC (South African Energy Efficiency Convention) exhibition
- 14.30-15.30** Opportunity to visit the SAEEC exhibition and to network
- 15.30-16.00** Transport to Tembisa
- 16.00-16.45** Tembisa township
An example of social challenges and the use of new technology in the electrification of informal households in an urban environment
- 16.45-17.00** Transport to site visit in Midrand
- 17.00-17.45** The Green transport centre
This visit will provide delegates with an insight into the challenges and environmental impacts of the South African transport sector
- 17.45** Transport back to hotel
- 19.00** Joint dinner

Thursday 11 November – Energy Seminar Day 2

- 08.00-08.10** Welcome
Mr. Peter Tejler, Ambassador of Sweden
- 08.10-08.20** Address by Ministry of Energy, South Africa
South African official, TBC
- 08.20-08.30** Address by Swedish government
Mr. Anders Ahnlid, Director-General for International Trade in the Swedish Ministry for Foreign Affairs
- 08.30-09.15** How can South Africa and Sweden collaborate on energy related matters?
Panel discussion
- 09.15-09.45** Why there is a need to change the energy policy in South Africa
Dr. Anthony Turton
- 09.45-10.00** Tea/coffee break
- 10.00-11.30** SymbioCity – The Swedish approach
Presentations by participating Swedish companies on Swedish solutions
- 11.30-11.50** The Southern African Power Pool (SAPP)

Presentation by Dr. Lawrence Musaba, Coordination Centre Manager, SAPP

- 11.50-12.20** Financing of energy projects
- 12.20-12.50** Next steps
- 12.50-13.00** Closing remarks
Mr. Jan Kettner, Trade Commissioner to Southern Africa, Swedish Trade Council
- 13.00-14.30** Joint lunch and tea/coffee in the foyer with the opportunity to network
- 14.30-16.30** Matchmaking - participants are given the opportunity to meet local companies within their different sectors. Participating companies are invited to submit proposals to the Swedish Trade Council on the types of companies they would like to meet during the delegat
- 18.00** Transport to Pretoria
- 19.00** Reception at the Ambassador's residence in Pretoria
- 21.00** Transport back to the hotel

Friday 12 November – Networking and Brainstorming session

- 07.00-07.45** Breakfast and check-out
- 07.45-09.00** Transport to Pretoria
- 09.00-10.00** Presentations by representatives from the World Bank and the Southern African Power Pool (SAPP)
- 10.30-11.00** Company presentations – companies present in South Africa
Brief presentations by Swedish companies present in South Africa on their future business plans in the region
- 11.00-11.20** Company presentations
Brief presentations by participating companies from Sweden on their future business plans in the region
- 11.20-11.30** Business opportunities in the region for Swedish companies in the energy sector
Jan Kettner, Trade Commissioner to Southern Africa, Swedish Trade Council
- 11.30-12.30** Improved joint cooperation
Discussion lead by Swedish government representatives
- 12.30-13.30** Joint lunch
- 14.00** Transport to the airport

REGISTRATION FORM

I/WE WILL ATTEND:

This registration will be considered binding once received by the STC

- I/we register to participate in the Swedish Trade Delegation to South Africa, 9-11 Nov, 2010. The participation fee is 20 000 SEK and 15 000 SEK + VAT for any additional participants from the same company.
- We are interested in participating but have not yet decided.
- We are a small/medium sized company (less than 50 employees and an annual turnover of less than 10 million EUR) and would like to be contacted to discuss the possibility of having our participation fee financed by SIDA.

Company _____

Address _____

Postal code _____ City _____

Phone _____ Fax _____

Name _____

Position _____

E-mail _____

Name _____

Position _____

E-mail _____

Date and signature _____

During the Trade delegation you will get the opportunity to meet local companies, below you can fill in if you have any specific company you would like to meet or if you are interested in a specific sector:

Please fax the registration form to: +27 11 513 0388

I am interested in becoming a sponsor for this event

If you have any questions regarding this event, please do not hesitate to contact:

Rupa Thakrar Bagoon, Tel: +27 11 300 5610, Rupa.bagoon@swedishtrade.se

Kerstin Nordin, Tel: +46 588 660 69 Kerstin.nordin@swedishtrade.se

General Conditions for Participation in Joint Export Activities

(exhibitions, delegation travels, etc), 1 October 2002

1. General

The Swedish Trade Council (hereinafter referred to as STC) undertakes to carry out the export activity described in the invitation on condition that the necessary number of companies sign up by giving binding notice of participation and no obstacles or difficulties of the kind specified in section 5 exist in regard to the performance of the activity.

2. Participation fee

Companies taking part in the activity undertake to cooperate in order to achieve its aim and facilitate its performance and also to pay the fee specified in the invitation. Participation in the activity may not be made available or assigned to a third party without the prior written consent of STC.

Unless otherwise expressly stated, all prices are exclusive of VAT.

The participation fee shall be paid in advance.

If the price has been specified in SEK and STC has to pay certain costs in local currency, the price shall at the time of payment be adjusted if the exchange rate has changed by more than 5% between the date of the invitation and the date of invoicing.

In the event of fewer companies signing up for the activity than required in the invitation, the participating companies undertake to pay an increase not exceeding 10% of the participation fee.

The term of payment is twenty days from the invoice date. In the event of late payment, penalty interest is payable at the current Swedish reference rate ("referensränta") plus eight (8) percentage points. Any costs for collection or other measures to obtain payment will be charged to the company.

3. STC's undertakings

STC's undertakings are limited to what is stated in the invitation and the present conditions. Payments for services that STC has undertaken to perform by written agreement, over and above what is included in the activity, shall be made as they fall due after invoicing.

STC is entitled to depart from the method specified in the invitation of performing the activity if its performance requires this.

4. Cancellation etc

A company which is bound by having given notice but which subsequently wishes to abandon or reduce its participation in the activity shall pay a participation fee minus any reduction in STC's outlays arising thereby, subject to a minimum of 25% of the participation fee.

5. Force majeure etc

STC may cancel the activity or postpone carrying it out for a reasonable period if any obstacle to or unreasonable increase in the cost of carrying it out arises or if carrying it out would jeopardise the safety of persons or property affected by the activity, due to an event or circumstance outside STC's reasonable control (force majeure). Such events or circumstances include acts of violence or a risk of acts of violence of all kinds (including war, hostilities, acts of sabotage etc.), natural phenomena (earthquakes, hurricanes, floods etc.), sudden events which cause injury or damage (fires, explosions etc.), labour conflicts (strike, lockout, blockade, working to rule etc.), events and interventions of an official nature (changes in the law, new legislation, a change in the exchange rate), and other unforeseen events or unforeseen consequences of foreseeable events such as lack of transport, a shortage of skilled workers, power cuts etc.

STC shall inform the participating companies in an appropriate manner as soon as possible after force majeure is deemed to exist.

In addition to what is stated in the first paragraph of this section, the effect of invoking force majeure is that STC will be absolved from economic consequences, including damages for delay in carrying out the activity or for the activity not being carried out at all or not being carried out as agreed.

Participating companies may – if the activity is postponed – cancel their future participation, in which connection the relevant parts of section 4 shall apply.

6. Disputes etc

Any dispute, controversy or claim arising out of or in connection with this agreement, or the breach, termination or invalidity thereof, shall be finally settled by arbitration in accordance with the Rules for Expedited Arbitrations of the Arbitration Institute of the Stockholm Chamber of Commerce. This agreement shall be governed by the substantive law of Sweden.