

## PROGRAMME

### Day 1 4 November 2025

#### Keynote

07:30-09:00 **Connect morning networking session**  
**Registration**

09:30-09:40 **Welcome by conference organisers**  
**Ice breaker by Moderator**

09:40-09:45 **Welcome address EIUG**  
*Murendeni Matshinyatsimbi, Chairman, EIUG*

09:45-09:55 **NTCSA and the market reform**  
*Monde Bala, CEO, National Transmission Company of South Africa*

09:55-10:05 **Approaches to financing resilient power and water operations**  
*Deerosh Maharaj, Executive Head - Energy, Infrastructure & Mining, Standard Bank*

10:05-11:00 **Panel Discussion: Resilient operations – water & energy in an integrated risk framework**  
As resource insecurity grows, driven by climate variability, regulatory pressure, and infrastructure constraints, companies must move beyond siloed approaches. The discussion will surface practical insights from mining, agri-processing, and manufacturing leaders on aligning sustainability goals with risk management strategies that protect both water and energy assets.

#### Key focus areas:

- How climate and regulatory risks are converging across water and energy systems
- Integrating water and energy resilience into enterprise risk and ESG frameworks
- Lessons from drought-prone and energy-constrained regions
- Strategies for operational continuity in the face of water and energy disruptions
- Cross-sector collaboration models (for example, energy-water-food nexus in agri-processing)

**Moderator:** *Rethabile Melamu, CEO, South African Photovoltaic Industry Association*

#### Panellists:

- *Nandha Govender, General Manager: Water and Environmental Operations, Eskom*
- *Ramateu Lefty Monyokolo, Chairperson, AWSISA and Rand Water*
- *Dr Ayanda Nteta (FCIPS), Supply Chain Executive, Mondi Group*
- *Marilyn Maduka, Sustainability Director, AB INBEV*
- *Murendeni Matshinyatsimbi, Chairman, Energy Intensive Users Group of Southern Africa (EIUG)*

11:00 -11:45 **Refresh and Connect**  
Refreshment break and networking

#### Project spotlight:

#### C&I energy projects transforming South Africa

*Facilitator: Melusi Tshabalala, CEO, Mesama Energy*

11:45-12:00 **120MW Solar PV Plant**

Teraco is developing a landmark 120MW solar PV facility that will significantly boost clean energy supply for commercial and industrial off-takers. Positioned as one of the largest private renewable energy undertakings in South Africa, the project underscores the critical role of corporate actors in advancing the energy transition beyond the traditional utility framework.

The presentation will focus on:

- The business case: How the project enhances corporate energy security, resilience, and competitiveness.
- Financing: Capital deployment, risk allocation, and innovative investment models for C&I renewables at scale.

- Regulatory hurdles: Key permitting, wheeling, and policy challenges encountered, and how they were addressed.

*Bryce Allan, Head of Sustainability, Teraco*

12:00-12:15 **Project presentation:** Project to be announced  
*Kevin Robertson, Business development manager, AIKO Solar*

12:15-12:30 **Heineken Sedibeng Brewery solar power plant**  
Heineken South Africa has unveiled a 6.5 MW solar power plant at its Sedibeng brewery in Midvaal. As part of Heineken’s global “Brew a Better World” initiative, the project aims to support the company’s goal of reaching net-zero emissions by 2030.

The plant, which spans 19 hectares and features 14,000 photovoltaic panels with single axis tracking technology, supplies approximately 30% of the brewery’s electricity needs, generating 17 000 MWh annually. It is managed under a 15-year power purchase agreement with the developer, who owns and operates the facility.

*Molatelo Motau, Sustainability Project Manager, Heineken Beverages*

12:30-12:45 **Building a private market portfolio: Lessons from a 50MW multi-buyer project in South Africa**  
South Africa’s private power market is evolving rapidly, creating new opportunities - and challenges- for developers, IPPs, buyers and financiers. This Project Spotlight shares insights from one of the country’s first multi-offtake renewable energy projects: a 50 MW solar PV plant currently under construction that will supply renewable energy to a portfolio of private customers through short-term 5- and 10-year PPAs on a wheeled basis.

This session will explore how the project was structured, the commercial hurdles encountered, and the practical lessons learned in balancing risk between generators, lenders, and customers. It will also outline how these lessons have shaped Mainstream Renewable Power’s broader strategy in South Africa as it builds a private market portfolio.

*Terrence Phiri, Mainstream Renewable Power*

12:50-13:00 **Project brief**

13:00-14:00 **Recharge and Connect**  
Lunch and networking

**Energy storage**

14:00-15:00 **Sector Q&A: Industrial leadership in energy storage**  
As energy-intensive industries work to stabilise operations, reduce costs, and decarbonise, battery and hybrid storage systems are fast becoming indispensable. In this fireside chat, leaders from two of South Africa’s most energy-reliant sectors share how they are deploying storage solutions not only for load management and resilience, but as a strategic lever to unlock long-term commercial value.

The conversation will unpack how storage decisions are shaped by sector-specific risks, energy usage profiles, and financial constraints, with a focus on ROI, resilience, and time-of-use tariff optimisation.

**Discussion highlights:**

- Comparing battery and hybrid storage performance under real operational conditions
- How capex, opex, and maintenance profiles inform investment decisions
- Integrating storage with renewables, wheeling, and tariff structures to drive savings
- Financing models: PPAs, leasing, and self-build approaches

**Moderator:** *Dr Thabo Hlalele, Head of the Energy Research Centre, CSIR*

**Speakers:**

- *Rob Eustace, CEO, Energenic*
- *David Perrie, Nessa Capital*

15:00-15:10 **Project brief**

15:15-15:45 **Refresh and Connect**  
Refreshment break and networking

15:45-17:00 **Voluntary Carbon Market - what is this all about**

As South Africa's commercial and industrial sectors face decarbonisation pressures from global regulations like CBAM and local carbon taxes, the voluntary carbon market (VCM) offers a vital mechanism for offsetting emissions, strengthening ESG credentials, and accessing green finance opportunities. In this introductory fireside chat, a South African carbon market expert demystifies the VCM, exploring its mechanics, growth in Africa, and practical applications for C&I players. The discussion will cover how businesses can engage in trading high-integrity carbon credits and renewable energy certificates (RECs), integrate offsets into net-zero strategies, and enhance sustainable competitiveness. This session serves as a foundational guide for newcomers while addressing emerging trends and risk mitigation in a dynamic landscape.

**Key Focus Areas:**

- VCM fundamentals: Explaining the basics of voluntary carbon credits, RECs, and how the market differs from compliance schemes, with a focus on South Africa's ecosystem and the role of carbon trading platforms.
- Market access and trading: Step-by-step insights into buying, selling, and registering credits, including eligibility for SA carbon tax offsets and alignment with international standards.
- Opportunities for C&I sectors: How industries like mining, manufacturing, and agro-processing can leverage VCM to achieve net-zero goals, finance abatement projects, and report verifiable reductions under ESG frameworks.
- Integrity and liquidity building: Ensuring credit quality through robust verification, mitigating greenwashing risks, and strategies to enhance market depth in Africa amid growing global demand.
- Outlook: Emerging trends, such as digitalisation and hybrid offset models, and how VCM aligns with SA's Just Energy Transition and broader sustainability financing.

**Speaker:**

*Robbie Louw, Director, Promethium Carbon*

16:00-16:40

16:45-17:25

**Material matter most Masterclass**

*Kevin Robinson, AIKO solar*

17:30-18:30 **Networking session**

18:30 **Networking dinner**

## Day 2

### 5 November 2025

#### C&I Energy+Storage

09:30-11:00

#### From builder to producer: assessing the cost-benefits of EPC companies generating and selling their own renewable power

This interactive session is designed for Engineering, Procurement and Construction (EPC) companies in the renewable energy sector, particularly those exploring opportunities to evolve beyond traditional contracting roles. The session will equip attendees with insights to evaluate the viability of developing, owning and selling their own power assets. Drawing on real-world examples from South Africa's renewable landscape, it will cover cost-benefit analyses, regulatory frameworks, and strategic pivots to Independent Power Producer (IPP) models.

##### Objectives

- Understand the financial models for transitioning from EPC services to self-generation and power sales.
- Analyse costs (i.e.: CAPEX for solar PV or wind installations, OPEX for maintenance) versus benefits (ie: revenue from wheeling agreements, energy security, tax incentives).
- Explore case studies of EPC firms successfully integrating generation assets into their portfolio.

##### Discussion points:

- Credit worthiness and financial stability
- Client selection and vetting.
- Contractual safeguards: Focus on clauses for escalation, force majeure, and dispute resolution.
- Funding and capital structure: Identify diverse financing sources
- Risk assessment and mitigation

##### Speakers:

#### Masterclass sessions

#### How should energy users procure renewable energy today?

09:30-10:10

10:15-11:00

##### Session Overview

This interactive masterclass will open the conversation between developers and C&I business to explore effective strategies for procuring wheeled renewable energy today. The session will provide a developer's perspective on what their strategy might look like if they were in the energy users' shoes, and enable participants to share their own perspectives on how renewable energy procurement decisions are made – creating a two-way dialogue that can shape successful procurement outcomes and drive decarbonisation in South Africa.

##### Focus areas:

- Key factors motivating procurement of renewable energy today.
- Key procurement considerations and how decisions are made from the perspective of energy users.
- Determining the right contract tenor, volume, and technology mix.
- Balancing cost, risk and flexibility amid evolving market conditions and uncertainty.

This masterclass will provide practical insights to help C&I businesses design resilient, forward-looking renewable energy portfolios.

*Darren De Beer, Senior Product Development and Sales Associate, Mainstream Energy*

#### Mastering hybrid power solutions: WEG's approach to risk-free, reliable energy projects

09:30-10:10

10:15-11:00

##### Session Overview

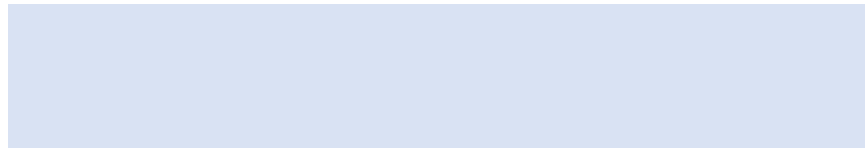
This masterclass, delivered by WEG, provides an in-depth exploration of hybrid power solutions tailored for large-scale energy projects. Designed for developers, end-users, project stakeholders, and industry professionals, the session underscores WEG's integrated approach, which combines advanced technology and streamlined processes to minimise project risks, enhance coordination, and deliver long-term reliability through a single, bankable supplier. By leveraging WEG's extensive portfolio, spanning renewable and conventional energy solutions, the masterclass illustrates how the company drives sustainable, efficient, and cost-effective energy outcomes, drawing on real-world applications and its established reputation as a trusted partner in South Africa and beyond.

##### Key focus areas:

- Reducing project risk: Using a single-point supplier to mitigate risks in complex energy projects.
- WEG's hybrid portfolio: Offering diverse solutions like transformers, motors, and hybrid systems for energy projects.
- Long-term reliability: Partnering with a reputable supplier for bankability and 20-25 year warranties.
- Simplifying project Management: Streamlining execution with WEG's single-point contact model and local expertise.

*Senior representative, WEG*

- *Jonty Sacks, Partner, Jeltech*
- *Maudene van Rooyen, Standard Bank*
- *Dino Petrarolo, CEO, NRG*



**11:00-11:30 Refresh and Connect**  
Refreshment break and networking

**Market design in flux  
JOINT SESSION  
EIUG & C&I**

**11:30-11:50 Fire Side Chat: What the market reform should look like and what is required to make it work.**

**Key Focus Areas:**

- This fireside chat outlines the proposed roadmap to address grid access and capacity limitations in South Africa
- EIUG's perspective on market reform, the opportunities and risks.
- The new reality for large electricity users in South Africa and long-term strategies for sustainability

**Moderator:** *Kay Walsh, Managing Director, Nova Economics*

**Panellists:**

*Fhedzi Modau, Former Group Head: Energy and Climate Change, Implats*

*Andrew Etzinger, General Manager for Energy Market Services and the International Trader, National Transmission Company South Africa (NTCSA)*

**11:50-12:50 Panel Discussion: Market design in flux**

South Africa's electricity market is undergoing its most significant transformation in decades. With the unbundling of Eskom, growing private participation, the rise of energy traders and aggregators, and a shift towards wheeling and open access, the market design is no longer theoretical, it is actively being reshaped.

This session tackles what these reforms mean for commercial and industrial (C&I) players of all sizes. From large EIUG members managing dedicated supply strategies to mid-size manufacturers and small businesses looking to participate for the first time, the session breaks down what's changing, what remains uncertain, and how to plan under shifting rules.

The conversation will be split into two focused segments to match different business realities and decision-making contexts. Drawing on scenario planning, audience polling, and global examples, this session aims to move the market reform conversation from policy-speak to actionable insights.

**Moderator:**

*Prof Vally Padayachee, AMEU Strategic Adviser*

**Panellists:**

- *Mark Beare, Advisor: Full Time Regulator Member, National Energy Regulator of South Africa (NERSA)*
- *Jacob Machinjike, General Manger, Grid planning & Development, NTCSA*
- *Lebogang Mojanaga, Director: Monitoring and Evaluation, Department of Electricity and Energy*
- *Thomas Garner, Founder, SAIPPA*
- *Mutenda Tshipala, Acting General Manager, Eskom Distribution Energy Trader*
- *Dr. Silas Mulaudzi, Energy Expert: Electricity Distribution Industry (EDI), South African Local Government Association (SALGA)*

**12:50-13:45 Recharge and Connect**  
Lunch and networking

**Tariffs and Cost Certainty – What C&I Users Need to Know**

**13:45-15:00** As South Africa moves toward a more dynamic, market-driven electricity system, commercial and industrial (C&I) energy users will be exposed to greater tariff volatility, but also new cost optimisation opportunities. Time-of-use (ToU) pricing,

day-ahead markets and nodal tariffs are no longer distant ideas. They are becoming central to how businesses plan, procure, and finance energy solutions.

This session offers a clear, non-technical breakdown of how cost signals are changing and what C&I users should be doing to plan. It focuses on both risk and opportunity: from tariff forecasting and hedging strategies to lender expectations and technology integration.

Designed as an interactive briefing with Q&A, the session helps buyers, CFOs, and facilities managers make informed energy decisions in an increasingly uncertain pricing environment.

Key focus areas:

- How time-of-use and dynamic tariffs are evolving under market reform
- Tariff forecasting tools and what to expect in a day-ahead pricing environment
- How storage, hybrid systems, and flexible loads can be used to hedge price volatility
- What project financiers are watching: cost certainty, exposure management and contract structuring

**Moderator:** *Sinawo Sigalelana, Project Manager, Sustainable Energy Africa (SEA)*

**Speakers:**

- *Onicah Rantwane, Manager: Electricity Trading Compliance, Eskom Holdings SOC Ltd*
- *Dr Steven Mathetsa, Programme Director: Post Graduate Diploma in Energy Leadership and Electricity, Wits School of Business*

15:00-15:30 **Refresh and Connect**  
Refreshment break and networking

### C&I Energy Efficiency

*Facilitator: Melusi Tshabalala, CEO, Mesama Energy*

15:30-16:30 **Corporate leaders' session: Energy efficiency projects**  
To equip corporate leaders with actionable insights, tools, and strategies to drive energy efficiency projects that reduce costs, enhance sustainability, and align with organisational goals, while fostering collaboration and idea-sharing among peers.

**Key focus areas:**

- **Strategic Implementation:** Exploring frameworks for integrating energy efficiency into corporate operations, including cost-benefit analysis and ROI optimization.
- **Innovative Technologies:** Showcasing cutting-edge solutions (e.g., smart energy systems, IoT, and renewable integration) to reduce energy consumption.
- **Sustainability & Compliance:** Aligning energy efficiency projects with corporate sustainability goals and regulatory requirements.
- **Stakeholder Engagement:** Strategies to gain buy-in from employees, investors, and partners for energy efficiency initiatives.
- **Case Studies:** Real-world examples of successful corporate energy efficiency projects, highlighting measurable outcomes.

**Energy Efficiency as a Catalyst for Industrial Decarbonisation and Competitiveness: Insights from UNIDO's Global and South African Experience**

*Mchenge Nyoka, National Project Coordinator, UNIDO*

**Sustainability & Compliance: Aligning energy efficiency projects with corporate sustainability goals and regulatory requirements.**

*Zama Mkhize, Group Manager: ESG, Dischem*

16:30-16:45 **Closing remarks**