



WACEE'13



12 - 14 November 2013
Accra International Conference Centre

2nd WEST AFRICAN CLEAN ENERGY & ENVIRONMENT EXHIBITION & CONFERENCE

Welcome to WACEE'13

- Convincing start of first WACEE with 67 exhibitors
- Survey says participants of WACEE '12 satisfied - Results by Teledata
- Ghana charging-up! – An Assessment by C. Ehlers of Germany Trade and Invest
- WACEE '13: Spotlight on Renewable and Conventional Energy, Energy Efficiency, Electrical Engineering, Lighting and Automation
- Pictures and Presentations
- WACEE '12 and Renewable Energy in the Media
- WACEE '13 on November 12th to 14th 2013
- Key information for WACEE '13
- Don't delay in securing pavilions!



WACEE'13 goes online! Browse
www.wacee.net
www.fairtrade-messe.de/wacee
to get more information
on WACEE'13, the Conference, the
Exhibition and how you can participate!

EDITORIAL

Welcome to the 2nd West African Clean Energy and Environment Exhibition & Conference! WACEE '13

As WACEE '12 successfully took place we would like to take a short view back on the first conference and exhibition, which will be a pioneer to subsequent WACEE conferences. We would therefore like to present a short summary of WACEE '12 and invite you to share the results of a survey, which was conducted between participants and visitors of WACEE '12.

In the second part of the newsletter you will find an insightful article by Mr Carsten Ehlers of Germany Trade and Invest (gtai). In this article Mr Ehlers takes a look into the promising market potential of renewable energy in Ghana and outlines Waste-To-Energy as an interesting solution.

In addition we provide you with pictures of the event, presentations of the speakers of the conference and show you the media echo that WACEE '12 produced through the last weeks. We would also like to take the opportunity for an outlook on the coming WACEE '13, which will take part on 12th to 14th November 2012 at the Accra International Conference Centre. Please consider that there will be a limited quantity of tickets!

If you are interested in WACEE '13, or would like to advertise in the WACEE newsletter, please feel free to contact the Delegation of German Industry and Commerce in Ghana on info@ghana.ahk.de





Convincing Start of First WACEE with 67 exhibitors

First Edition of West African Clean Energy & Environmental Exhibition & Conference attracts 67 exhibitors, 50 international speakers, 500 registered participants and more interested visitors and makes WACEE the leading Clean Energy Event in Africa

“Economic growth coupled with population growth causes demand for energy to soar, thereby intensifying the pressure on vital natural resources”

With this sentence, Mr. Carsten Nilas Pederson, the Danish Ambassador to Ghana, lately quoted by a Ghanaian newspaper, drew a clearing picture of Ghana's situation and in addition gave an answer why WACEE can be an important step to the fixture of it.

Ghana with high growth rate and appetite for energy As international experts agree that growth of West African states, and especially Ghana, is expected to increase, also population and demand for consumption and energy are likely to follow.

Clean Energy sector as key to economic development and investments

In this regard, the need for energy products and services are getting more important and the emerging fields of infrastructure markets as Energy, Telecommunications, Water and Logistics will become matters of special importance.

WACEE '12 steps into the gap to link decision makers and create business opportunities

To empower the development and create valuable opportunities for both Ghanaian and foreign institutions

and companies, the first West African Clean Energy & Environmental Exhibition & Conference successfully took place from 6th to 8th November 2012 at the International Conference Centre in Ghana. On three days more than 67 exhibitors from Ghana, Germany, The Netherlands, Denmark, South Africa and Nigeria took part and were represented on CEO level. Alongside, 50 international speakers either with scientific and business background spoke at the conference and later had discussions in several panels..

Survey states many participants did business transactions and are satisfied

A survey on all participants of WACEE '12, executed by TELEDATA, showed that overall 86% of participants

were satisfied with the conference. The fact that more than 57% of the persons interviewed stated that they did a business transaction on WACEE '12 is quite remarkable.

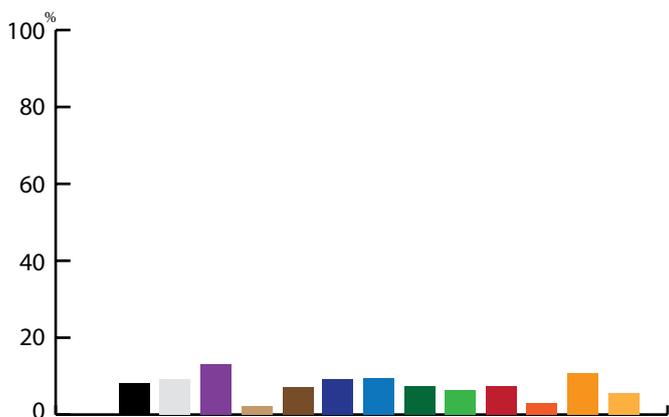
For this reason the German Delegation of Industry and Commerce in Ghana, as well as all Partners, are happy and thankful for a successful first edition of the West African Clean Energy & Environmental Exhibition & Conference and expect WACEE '13 to confirm or even exceed the performance that this Year's edition of WACEE presented.

Make sure to join us as we will take a deeper look into the sustainable development of West Africa's Energy and Environmental Ecosystem in WACEE '13 from 12th to 14th November in 2013!

Participants satisfied with WACEE'12! - Results of Survey by Teledata

To give you some background information on the participants of WACEE and to secure that you are comfortable in the best possible way with the event, a survey among the visitors of the conference was being produced by TELEDATA.

We were very happy with the results and want to share them with you!

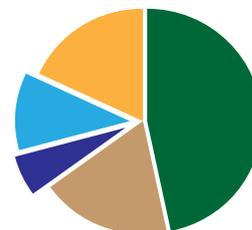


WACEE '12 participants are working in the following sectors

- Water Treatment 8,37%
- Waste Management and Recycling 9,16%
- Renewable Energy and Energy Efficiency 13,15%
- Conventional Energies 2,39%
- Energy Distribution 7,17%
- Technology Consulting and Engineering 9,16%
- Governmental Organizations 9,56%
- Mining 7,57%
- Finance and Insurance 6,37%
- Consulting and Publishing 7,57%
- Para-statal Organizations and Business Associations 3,19%
- Network, Telecommunications and Logistics 10,76%
- Academic Exchange Service and Culture 5,58%

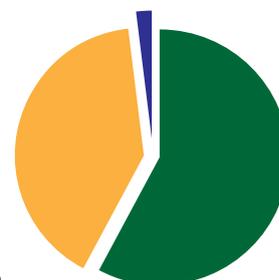
WACEE '12 participants' primary interests were

- Business to Business Contacts 46,81%
- Academic Interest 18,30%
- Job Search 5,96%
- Governmental Issues 11,06%
- General Information 17,87%



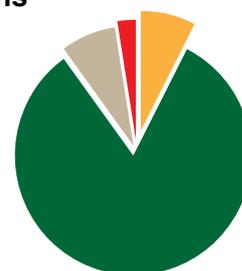
Did you do a business transaction at WACEE '12

- YES 57,82%
- No 40,28%
- No answer 1,9%



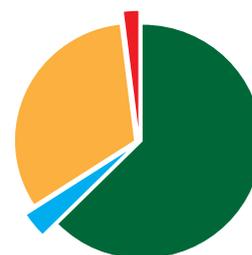
WACEE '12 participants on lengths of conference sessions

- Too long 7,58%
- Just about right 82,46%
- Too short 7,58%
- No answer 2,37%



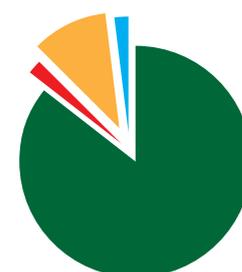
Are you planning to attempt at WACEE '13?

- YES 62,56%
- No 3,32%
- Not sure 32,23%
- No answer 1,9%



Overall, are you satisfied with WACEE '12 and would you recommend the conference to others?

- YES 85,78%
- No 1,9%
- Not sure 10,43%
- No answer 1,9%





German Trade and Invest: Ghana Is Charging Up!

Below you will find an article by Mr Carsten Ehlers of Germany Trade and Invest, who took a view on Renewable Energy in Ghana and arrived at interesting solutions.

Ghana charging-up!

WACEE '12 offers contacts and information / Waste-To-Energy to be seen as Win-Win-Situation

By Carsten Ehlers, Germany Trade and Invest (gtai)

Bonn (gtai) – At the just ended West African Conference for Clean Energy and Environment (WACEE' 12) 2012, held from 6th to 9th November 2012 in Accra, business opportunities in sectors of renewable energy and clean technology were the center of interest. In this context Ghana showed promising market potential. Especially Waste-To-Energy appears as an interesting solution, but for investors interest feed-s in tariffs are crucial.

Among the 49 countries in Sub-Sahara, Ghana is one of the most attractive markets for German suppliers. In 2011 Ghana was after South Africa and Nigeria the third biggest purchaser of German goods, importing for in the value of about 276 Mio. Euro. And this trend is expected to carry on. In the following years experts forecast high GDP growth rates of about 7%. Elections in December 2012 should also contribute to the course of

political stability, which Ghana is well known for, since its independence. Opportunities for supply and investment are given in several industries, especially in Oil and Gas, mining, as well as in different infrastructural sectors as Energy, Telecommunication, Water and Logistics.

Following this positive development it was a logical consequence to host an event such as the West African Clean Energy & Environment Conference & Exhibition (WACEE), where companies could gain information in the field of Clean Energy. Mr Patrick Martens, Delegate of the German Industry and Commerce in Ghana and the host of the event, announced 68 local and international Exhibitors, 250 participants as well as 500 visitors. This figures confirmed the positive feedback of participants during the WACEE '12.

At the exhibition, about 30 of the 68 exhibitors were German companies or Ghanaian companies under German direction. Delegations came from the German Federal States of Baden-Wuerttemberg, North Rhine-Westphalia and the City of Magdeburg. Also from the Ghanaian side the event attracted high ranking visitors. There were among others four ministers participating at the conference.

WACEE '12 explicitly showed that the market of renewable energy in Ghana is moving ahead. Among others, daily power outages led the set



up a strategy and development plan for the sector with the goal to raise capacity of power generation until 2020 from 2000 MW to 5000 MW. This initiative should ensure a broad energy supply and increase the share of renewable energy to 10% by 2020. According to the Ministry of Energy about 640 to 900 Mio. US\$ are needed to add 500 MW of renewable energy to the grid.

According to Kirk Koffi, Deputy Chief Executive of Volta River Authority, Hydro, Solar, Wind as well as Biomass are attractive energy sources. Especially small Hydro plants could be very effective as Ghana is covered by several rivers. Furthermore the national grid reaches into rural areas so that a connection with a remote power station would not be difficult to install. In addition Off-Grid-Solutions are possible..

Nevertheless because of Due to the prevailing natural conditions in Ghana, experts are very positive on Solar energy. According to Henk Vermeer, Director to Energiebau Sunergy Ltd., private demand for small and middle-sized sSolar panels is very promising. Vermeer has been working with his company in that field for six years. Demand in the beginning mostly came from donor-funded projects. Solar panels were

needed for schools, hospitals or churches. Meanwhile companies have recognized the advantages of solar energy and more and more install that technology at office buildings or factories. Companies using solar energy mainly want to be independent from uncertain electric power supply. He also said that solar power could be a reasonable energy source for the mining industry, but substitution of electricity in that sector it is not in high demand highly demanded.

Especially in the areas of waste management there is a lot to do in Ghana, but there is not enough capital for the necessary investments. Financing depends almost entirely on donor organizations who in return want to see further reforms in the sector from the Ghanaian side. Some fields of Waste Management could be attractive for private investment. These could also include solutions like Waste-to-Energy. At WACEE '12 especially solutions for the production of Biogas were being discussed. Dr Ton van der Zon, specialist in environmental issues to the Embassy of the Netherlands in Accra, states that these kind of projects can be either realized under the existence of Feed-in-Tariffs or if agreements between producers of biogas and energy providers lead to a Power Purchase Agreement (PPA).

WACEE '13: West Africa's leading Trade Fair for Water, Sewage, Waste and Raw Materials Management, Renewable and Conventional Energy, Energy Efficiency, Electrical Engineering, Lighting and Automation

As in the previous event of 2012, WACEE'13 will aim at providing a platform for power providers, technology suppliers, investors, industry experts as well as political and economic decision-makers to ensure a sustainable development of West Africa's energy and environmental ecosystem.

In 2013, the second edition of WACEE will have a broader focus on the economic fields that open up opportunities related to renewable energies.

These will be Energy Efficiency, Electrical Engineering, Lighting and Automation.

Energy efficiency and renewable energy are said to be the twin pillars of sustainable energy policy. Energy efficiency has proved to be a cost-effective strategy for building economies without necessarily increasing energy consumption.

In addition, industrial automation solutions are becoming an ever more important competitive factor for large and medium-sized enterprises in Ghana and West Africa. Often it is here, where the success of an enterprise is decided about.

We are looking forward to offering you a wide range of interesting companies from the above mentioned sectors.

Please find below an overview of the newly featured sectors in WACEE '13:

- **Energy saving**
- **Renewable energy**
- **Energy efficiency for buildings**
- **Power generation, transformation and storage**
- **Transmission and distribution of power**
- **Measurement, regulating and control equipment**
- **House and building automation**
- **Light**
- **Process automation, factory automation, industrial building automation**
- **Waste recycling**
- **Water**
- **Analysis measurement monitoring**
- **Air**
- **Risks and regulation**
- **Sustainable development**
- **Sites and soils**



Pictures and Presentations of WACEE'12

Please find below links to the presentations of the speakers at the WACEE '12 as well as a collection of pictures taken at WACEE '12.

All pictures and more presentations will be available on www.wacee.net.

Solutions for Wastewater Treatment and Re-Use

Mr. Roland Konietz, AWAS International GmbH, Sales Africa

([http://www.wacee.net/getattachment/Conference/Panel---Roland-Konietz---AWAS-\(1\).pdf.aspx](http://www.wacee.net/getattachment/Conference/Panel---Roland-Konietz---AWAS-(1).pdf.aspx))

Waste Management and Recycling

Mr. Juergen Meinel, City Waste Management, Managing Director

(<http://www.wacee.net/getattachment/Conference/Impulse---Juergen-Meinel---City-Waste.pdf.aspx>)

Mr. Elvis Owusu-Adansi, Nehlsen International GmbH, Country Manager, Ghana

(<http://www.wacee.net/getattachment/Conference/Panel---Elvis-Owusu-Adansi---Nehlsen.pdf.aspx>)

Perspectives for Renewable Energies and Energy Efficiency in West Africa

Prof. Edward S. Ayensu, Energy Globe Foundation, Vice President

(<http://www.wacee.net/Home/Documents/Keynote---Ayensu%EF%80%A2Neumann---Energy-Globe-Foundation.aspx>)

Mr Wolfgang Neumann, Globe Foundation, Founder
(<http://www.wacee.net/Home/Documents/Keynote---Ayensu%EF%80%A2Neumann---Energy-Globe-Foundation.aspx>)

Mr. Henk Vermeer, Energiebau Sunergy Ghana Ltd., Director

(http://www.wacee.net/Home/Documents/D2P1_IMPULSE.aspx)

Necessary Institutional Framework and Infrastructure for proper Distribution of Renewable Energies

Mr. Wisdom Ahiataku-Togobo

Ministry of Energy, Director Renewable Energy

(http://www.wacee.net/Home/Documents/D2P2_MOE_Keynote.aspx)

Mr. Karsten Schlögl, Assmann Beraten + Planen GmbH, General Manager

(<http://www.wacee.net/Home/Documents/Panel---Karsten-Schloegel---Assmann.aspx>)

Preconditions for Raising Capital for Independent Power Production Projects

Mr. Bruno Wenn, German Investment and Development Company (DEG), Chairman Executive Board

(http://www.wacee.net/Home/Documents/Keynote_Herr-Wenn.aspx)

Mr. Rolf Grunwald, German Investment and Development Company (DEG), Head of Infrastructure Department
(<http://www.wacee.net/Home/Documents/Panel---Rolf-Grunwald---DEG.aspx>)

Hydropower as Renewable and Conventional Energy Resource

Mr. Kirk Koffi, Deputy Chief Executive, Engineering and Operations, Volta River Authority
(<http://www.wacee.net/Home/Documents/Keynote---Kirk-Koffi---VRA.aspx>)

Downstream Oil and Gas

Mr. Ben Asante, Ghana National Gas Company, Director
(<http://www.wacee.net/Home/Documents/Kyenote-Ben-Asante.aspx>)

Mr. Stefan Kratz, Ferrostaal GmbH, Head of Regional Sales
(<http://www.wacee.net/Home/Documents/Panel---Stefan-Kratz---Ferrostaal.aspx>)



WACEE '13 on 12th to 14th November 2013 !

WACEE '13 on 12th to 14th November 2013 !

As WACEE '12 proved to be a successful event, we kindly would like to provide you with key information on the second Edition of WACEE.

Key information for WACEE '13

The second edition of the West African Clean Energy & Environment Exhibition & Conference will take place from 12th to 14th November in 2013 at the International Conference Centre in Accra.

WACEE '13 will again comprise a three-day conference with an exhibition on each day and will provide a perfect platform for power providers, technology suppliers, investors, industry experts as well as political and economic decision-makers to discuss matters and opportunities in the area of Clean Energy & Environment.

As WACEE '12 was very successful, be assured that there will also be some adjustments to improve the quality of the exhibition.

Don't wait to secure pavilions!

As in WACEE '12 there will only be a limited amount of space for exhibitors. For that reason, Exhibitors should register early to secure good spots in the exhibition.

Please visit <http://wacee.net/Participation.aspx> for prices and contact info@ghana.ahk.de for further information.

PATRON



GOVERNMENT
OF GHANA

LOGISTICS PARTNER



Mr Stefan Hertwig • Branch Manager
Schenker Deutschland AG
Binderslebener Landstraße 100
99092 Erfurt
Tel.: +49 361 5511-100 • Fax: +49 361 5511-109
stefan.hertwig@dbschenker.com
www.dbschenker.com/de

PLATINUM SPONSORS



EVENT PARTNERS





For more information please contact:



fairtrade GmbH & Co. KG
Ms Kim Wolters
Kurfürsten-Anlage 36
D-69115 Heidelberg, Germany
Tel.: +49-6221-4565-13
Fax: +49-6221-4565-25
k.wolters@fairtrade-messe.de
www.fairtrade-messe.de

 ISO 9001:2008 certified



Delegation der Deutschen Wirtschaft
in Ghana
Delegation of German Industry and
Commerce in Ghana

Delegation of German Industry and Commerce in Ghana
PMB 25 TUC Accra
Office: Mezzanine Floor
World Trade Centre
No. 29 Independence Avenue Accra-Ghana
Tel. + 2233-30-7011206, +2233-544323355, +233-544323356
Mobile: +233-263007587
Email: info@ghana.ahk.de
Website: http://ghana.ahk.de
www.wacee.net