



2nd Annual

Solar South Africa

19-20th June 2012, The Michelangelo Hotel, Johannesburg, South Africa

Save 10%
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Realising the potential for large-scale solar power generation in South Africa

Keynote Address:



Elizabeth Dipuo Peters, *Minister of Energy, Department of Energy*

Plus insight from 30 influential industry experts:



Barry MacColl, *Acting General Manager, Research, Test and Development, Group Technology Division, Eskom*



Jed Borrill, *Managing Director, Scatec Solar South Africa*



Ronald Chauke, *Head of Department Electric Regulatory Reform, National Energy Regulator of South Africa (NERSA)*



Linda Mabhena, *Senior Legal and Compliance Director, Mulilo Renewable Energy*



Chris Haw, *Managing Director, Aurora Power / Chairman, SAPVIA*



Marc Immerman, *Director, SolAfrica*



Omar Vajeth, *Head of Power and Energy, ABSA*



Theo Covary, *Chief Executive Officer, Sustainable Energy Society of Southern Africa (SESSA)*

Key Reasons to Attend:

- ✓ Get up-to-date with the latest regulatory news from the Minister of Energy, Eskom and NERSA
- ✓ Learn how to submit a successful bid with expert insight, tips and first-hand advice from successful round 1 and 2 bidders
- ✓ Discover new and alternative investment options and connect face-to-face with local and international investors actively seeking projects to finance
- ✓ Meet carefully selected partners, contractors, providers and manufacturers to kick start your project at the local level from the very start
- ✓ Network with C-level decision makers from the South African solar industry including: IPP developers, international investors, policy makers, environmental associations, permitting authorities, component manufacturers and suppliers, lawyers, technology providers and EPCs

Plus Don't Miss...

Pre Conference Workshop | Monday 18 June 2012

How to Complete a Successful Bid in the IPP Procurement Programme

Practical tips and actionable advice to ensure your bid succeeds in the next round

Pre-Conference Green Power Academy Course | Monday 18 June 2012

Solar Technology & Markets: An Investor's Guide

An independent, business-focused 1-day guide to solar resources, technologies, economics and market trends

Post-Conference Workshop | Thursday 21 June 2012

Finance & Investment for the South African Solar Industry

Determine what financial options are available, what investors are looking for and how to access long-term finance.

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Dear Colleagues,

I would like to invite you to join us and participate in the second annual **Solar South Africa** conference, taking place in Johannesburg on 19-20th June 2012.

These are exciting times for the South African solar industry. Last year we had a fantastic response to the first round of the IPP programme, and 2012 looks set to be just as eventful, with financial close for round 1 approaching fast and new developers joining the race every day.

In December 2011, solar came out as the leading technology in the IPP programme, winning 20 of the 28 successful bids, of which PV projects accounted for 631.53MW and CSP for 150MW.

Various challenges still need to be overcome to realise the full market potential and the Solar South Africa conference offers an excellent opportunity to meet with policy makers, developers and investors to gain an understanding of and share ideas on how to navigate the day-to-day challenges of getting projects off the ground.

My colleagues from the Ministry will also be on hand to answer questions, so join us in Johannesburg to make the contacts you need to realise the potential of your solar power developments.

I look forward to meeting you in June.

Kind regards,

Elizabeth Dipuo Peters
Minister of Energy
Department of Energy

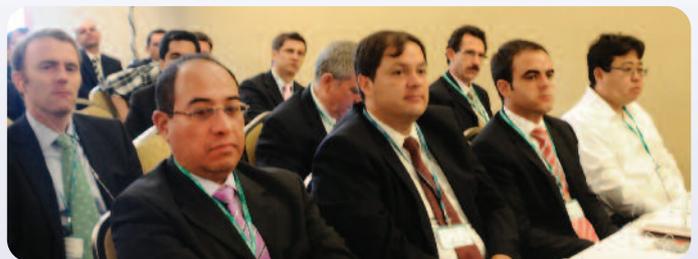


Top 10 Highlights of the 2012 Conference:

1. Market analysis and regulatory briefing from the **Minister of Energy**
2. Updates from **NERSA and Eskom** on future allocations and tender process deadlines
3. **Real-life experiences from developers** who've undertaken the bidding process
4. Examination of the **logistics and technology** driving the smaller scale solar market
5. Focus on **non-price criteria** and fulfilment of local content requirements
6. Practical guidance on **environmental assessment and management**
7. Outlook for future **technology: PV, CSP, CPV**
8. Access to **local and international industry providers, suppliers and financiers**
9. Director level attendance for **highly valuable networking**
10. **Finance Day workshop** bringing together diverse perspectives to tackle investment challenges

Previous Attendees Include:

South African Ministry of Energy, Eskom, National Energy Regulator of South Africa (NERSA), Southern African Alternative Energy Association, Embassy of Sweden, Standard Bank, Abengoa, Oerlikon Solar, SunPower, SunEdison, Solar Millennium, HSBC, Societe Generale, Standard Chartered, Juwi Solar, Maccaferri, Solar Total, Sun Spot, Jetion Solar, Scatec Solar, Hitachi Power Africa, Afri-Coast Engineers, Ventura, Struthers Wells, Trina Solar, Intec-Energia, Rand Merchant Bank, Dewey & LeBoeuf, Sanval Energy, SolarPower, Camco Global, Renova, Aurora Power Solutions, African Alternative Technologies, SAPVIA.



Meet CEOs, Directors & Presidents from:

- ✓ Project Developers / System Integrators
- ✓ Governments and Policy Makers
- ✓ Investors
- ✓ CSP Companies
- ✓ PV Companies
- ✓ Permitting Authorities / Environmental Groups
- ✓ Development Banks
- ✓ EPCs
- ✓ University Research Centres
- ✓ Energy Agencies and Associations
- ✓ Technology Suppliers
- ✓ Component Suppliers
- ✓ Manufacturers
- ✓ Consultants
- ✓ Lawyers

SOLAR SOUTH AFRICA EVENT SCHEDULE

Monday 18 June	Tuesday 19 June	Wednesday 20 June	Thursday 21 June
Pre-Conference Workshop How to Complete a Successful Bid in the IPP Procurement Programme	Solar South Africa Solar South Africa Conference Day One	Solar South Africa Solar South Africa Conference Day Two	Post-Conference Workshop: Finance & Investment for the South African Solar Industry
 Solar Technology & Markets: An Investor's Guide	SOLAR SOUTH AFRICA EXHIBITION		



Conference Day One - Tuesday 19 June 2012

08:30 Morning coffee & registration

09:00 Chair's opening remarks
Theo Covary, *Chief Executive Officer, Sustainable Energy Society of Southern Africa (SESSA)*

09:10 **Keynote address: Update from the Department of Energy**
Elizabeth Dipuo Peters, *Minister of Energy, Department of Energy*



09:40 **Market overview and regulatory landscape: assessing developments, trends and prospects**
• Developments and milestones since 2011: analysing achievements and set-backs since the start of the IPP tender programme
• How are allocations set to change in the near future?
• Key industry drivers and priorities in 2012
• Implementing new technologies to streamline the tender process
• How will CSP fare in respect to PV in coming years?
Barry MacColl, *Acting General Manager, Research, Test and Development, Group Technology Division, Eskom*
Ayanda Nakedi, *Head of Renewables Business Unit, Eskom*
Vikesh Rajpaul, *Senior Manager - CSP, Eskom*

10:40 Networking refreshment break

11:20 **Market overview and regulatory landscape: the energy regulator's perspective**
Ronald Chauke, *Head of Department Electric Regulatory Reform, NERSA*

11:50 **Finance and investment**
• Which financiers are looking to invest in South African projects right now?
• What kinds of financing are available?
• What holds investors back and how can you help assuage their fears?
• What support is available from the South African government and NERSA?
• What is the role of development banks and funds?
Paul Eardley Taylor, *Director, Investment Banking Coverage, Standard Bank*

12:20 Networking lunch break

13:35 **The IPP Procurement Programme: lessons learned from Phase 1**
• Hear first hand experiences from companies who have successfully undertaken the bidding process
• Assessing the pre-qualification criteria: what were the problems and have they been resolved?
• Determine how to overcome common obstacles and avoid unnecessary delays
• Implement key strategies to ensure you hit the next deadline on time and on budget
• How to apply the latest technology to maximise efficiency in your bid
Linda Thompson, *Project Manager, South Africa Mainstream Renewable Power*
Linda Mabhena, *Senior Legal and Compliance Director, Multilo Renewable Energy*
Chris Haw, *Managing Director, Aurora Power / Chairman, SAPVIA*
Jed Borrill, *Managing Director, Scatec Solar South Africa*

15:05 Networking refreshment break

15:35 **Developing the grid: storage, connectivity, stability**
• Updating infrastructure to promote stability in the grid
• Assessing the network and grid connection feasibility of a project
• Storage: obstacles and solutions
• Can the grid support a large quantity of energy from technical point of view?
• What will happen if it can't?
• Base-load stability: could it be achieved better with CSP or PV?
• The potential for flexible power
• Storage: a case-study from Texforce
Martin Görner, *Regional Director for EMEA, Juwi Solar*
Kai Arentz, *Managing Director, Texforce*

16:15 **The future of small scale PV projects**
• What is the government doing to encourage smaller developers to participate in the next round of the tender process?
• Examining the latest allocations and the consequences for small scale solar projects
• Understanding the impact of smaller scale developments on the industry as a whole
• How to acquire finance for smaller scale projects
• What's the potential for residential rooftop solar - what could South Africa learn from countries like Germany and Italy?
DeVilliers Botha, *Operations Director, Solareff Engineering*
Anton de Swardt, *Managing Director, Off Grid Technologies*
Ansgar Kiene, *Coordinator, African Renewable Energy Alliance (AREA)*
Victor Santos, *Head of International Business Development, Gestamp Solar*

17:15 Chair's closing remarks

17:30 End of Conference Day One & Networking Evening

Conference Day Two - Wednesday 20 June 2012

09:00 Chair's opening remarks

09:10 **Driving economic development by increasing the implementation of local content requirements**
• Examining solar's potential for fostering socio-economic 'uplift'
• Examining the economic rationale behind the IPP programme: understanding the project from different perspectives e.g. energy generation, industrial development
• How to find a balance between complying with the programme criteria and creating a bankable project
• Increasing the contribution of local manufacturing
• Developing the local supply chain
• Are developers doing enough to meet local content and what more could they do doing?
• Incentives to drive action
• Will the threshold for local content increase in the next round?
• Finance and localisation
Salim Fakir, *Head of the Living Planet Unit, WWF*
Kelley Starke-Dow, *Chief Executive Officer, Kensani Capital Advisory*
Dick Berlijn, *Managing Director, Subsolar*

PANEL DISCUSSIONS

10:40 Networking refreshment break

11:10 **Advancing technology and logistics to drive the solar industry**
• Is existing infrastructure sufficient to support the logistical requirements needed to get plants up and running?
• Overcoming construction difficulties such as transporting large quantities of materials
• Assessing present and future costs as the industry develops
• What are suppliers doing to ensure they can get things where they need to be?
• How can manufacturers help with project delivery and financing?
Philip Calcott, *Chief Executive Officer, Thupela Energy*

11:40 **Panel discussion: CSP vs. PV - looking ahead**
• CSP industry developments compared to PV
• What are Eskom and the government doing to support CSP?
• Re-assessing the pros and cons of CSP vs. PV
• Examining investment opportunities
• Understanding the costs of infrastructure and support

PANEL DISCUSSIONS

12:40 Networking lunch break

13:40 **Environmental assessment and management**
• Key challenges and lessons learnt environmental assessment for solar PV projects in South Africa
• Role of environmental screening in pre-EIA site analysis and selection
• Integration of associated environmental licences/permits with the EIA process
• Learning from basic assessments for small scale projects (<10MW)
• Learning from EIAs for large-scale PV projects (>50MW)
• Addressing legal and compliance questions
• Strategies to ensure you meet the necessary criteria and the deadline for completion
• Local skills and criteria
• How to mitigate common risks in the project life-cycle
Paul Lochner, *Environment Assessment Practitioner, Council for Scientific and Industrial Research (CSIR)*
Jo-Anne Thomas, *Director, Savannah Environmental*
Lyn Brown, *Senior Environmental Scientist, SRK Consulting*
Kim Allan, *Business Development Manager, WSP Environment & Energy South Africa*
Emile van Druten, *Managing Director, Environmental Assurance*

PANEL DISCUSSIONS

15:10 Networking refreshment break

15:30 **Panel discussion: what's next for solar in South Africa?**
• Will pre-qualification criteria change in coming rounds and how?
• Future allocations: how are they likely to change and what effect will this have on the industry?
• Getting ready for the next deadline: what should you be doing now/next?
• Will the next deadline be pushed back? What effect will that have?
• How can the lessons learned from phase 1 be utilised by new bidders?
• How to go about securing finance in the future
Stefano Sommadossi, *Chief Executive Officer, NextEnergy Capital*
Alwyn Smith, *Chief Executive Officer, Southern African Alternative Energy Association (SAAEA)*
Boris Westphal, *Managing Director, Suntrace*
Marc Immerman, *Director, SolAfrica*

16:45 Chair's closing remarks

16:55 End of conference

Agenda correct at time of going to press



Pre-Conference: Monday 18th June

How to Complete a Successful Bid in the IPP Procurement Programme

Practical tips and actionable advice to ensure your bid succeeds in the next round

Start 10.00 | Finish 16.00

Includes lunch and refreshment breaks

Submitting a proposal for the design, finance, construction, operation and maintenance of a renewable energy generation facility is a complex process fraught with difficulties at every stage. With a competitive and lengthy selection process, you get it right first time avoid disappointment, delays and costly modifications further down the line.

In this interactive workshop, hear from expert advisors who have successfully guided numerous developers through the process and work through practical examples. Address the day to day issues that you're up against and ensure that your next bid is a success.

Key points to be addressed include:

- Ensuring you meet the price criteria: discover how to calculate your 'equivalent annual tariff' formula most effectively
- Optimising your scorecard results: learn how to demonstrate your commitment to delivering economic development requirements on;
 - Job creation
 - Local content, including on local manufacturing
 - Rural community development
 - Skills development and education
 - Enterprise development
 - Socio-economic development
 - Participation by the historically disadvantaged
- Completing compliance reviews to maintain 'preferred bidder' status and avoid demeriting your project
- Strategies to help meet strict timeframes: setting realistic targets and monitoring progress
- Complying with environmental authorisation requirements, including land-security, water use and availability
- Conducting technical feasibility and economic bankability studies to maximise a project's chances of success
- Assessing the availability of your primary-energy source and performing effective energy generation forecasts to achieve accurate, reliable results
- Negotiating PPAs and grid-connection
- Understanding legal requirements and implement frameworks to support them

Solar Technology & Markets: An Investor's Guide



An independent, business-focused 1-day guide to solar resources, technologies, economics and market trends

Start 10.00 | Finish 16.00

Includes lunch and refreshment breaks

Designed specifically to explain and demystify solar technologies for investors and other commercially-minded attendees, this course navigates a comprehensive and time-effective route through the terminologies, technology solutions, policy and market trends, project success (or failure) factors and economic determinants of the solar industry.

Among the course highlights are:

- Understanding the key importance of solar resource on project economics and technology selection
- The silicon vs. thin-film PV debate: weighing up the performance and cost criteria in making a choice
- As PV become cheaper, why invest in CSP?
- Other aspects of solar infrastructure, including storage and the grid, and why these are becoming more important
- What key questions should investors be asking of developers?
- Where might the industry, and the policies which support it, be heading?

Although describing technological, economic and other principles, this course assumes no prior expertise in either field. While of particular appeal to investors and policymakers, it is also accessible to business people from various job functions and company types:

- Financial & Investment Planning, Policymaking, Senior Corporate Management, Business & Strategy Development, Product Planning, Project Management, Sales & Marketing
- from
- Banks and other Investors, Government, Utilities, Power Generating Companies, Grid Operators, Technology Suppliers, Solar Developers and Equipment Vendors

www.greenpoweracademy.com



Post Conference: Thursday 21 June 2012

Finance & Investment for the South African Solar Industry

Determine what financial options are available, what investors are looking for and how to access long-term finance

Start 10.00 | Finish 16.00

Includes lunch and refreshment breaks

Accessing finance is one of the greatest challenges facing South Africa's solar developers, but as the industry grows, investors - both domestic and international - are increasingly looking to this new market for opportunities.

With financial close for the first round of bidders taking place in June, these sessions will draw on the experiences of successful as well as hopeful project developers. You'll hear how they fared, how the process has evolved and how to use these experiences to move forward effectively and successfully.

In these sessions, you'll hear from some of the industry's top finance executives and discover the best ways to overcome investors' doubts, access different kinds of finance and build strong long-term relationships with partners and financiers.

10:00 Chair's opening remarks

10:10 Introduction and overview: Finance and investment for solar projects in South Africa

- How has the investment landscape evolved in the last year?
 - Assessing the long term stability of government incentives: are they likely to change again and to what effect?
 - What support is available from the government and Treasury?
 - Assessing the different types of finance available: equity, debt finance, guarantees, construction loan finance, equipment investment
 - Evaluating the Rand's debt finance capacity
- Pravin Gordhan, Finance Minister, National Treasury (invited)**

10:50 Networking refreshment break

11:20 Tips and advice on evaluating project proposals: investors' perspectives

- What should you look for at each stage?
 - How to assess the bankability of a project and judge how long it take to see a return
 - Strategies to identify, mitigate and manage a project's risks
 - How to sift through mountains of proposals and find the best ones
 - How to streamline the due diligence process
 - What kinds of ROIs are realistic?
 - How to insure your investment against potential risks
- Aldo Beolchini, Chief Financial Officer, Wise Energy**

Boris Westphal, Managing Director, Suntrace

Marc Immerman, Director, SolAfrica

Kelley Starke-Dow, Chief Executive Officer, Kensani Capital Advisory

Paul Eardley Taylor, Director: Investment Banking Coverage, Standard Bank

13:00 Networking lunch

14:15 Secrets of success: analysing winning bidders' proposals - case-studies and experiences from developers

- How to go about sourcing finance
- What information do you have to provide to investors?
- What's the best way to structure a proposal to appeal to investors?
- What type of investment/investor should you go for?
- What questions will be asked at every stage of the process?
- What is/was the most challenging part of the proposal and why?
- Strategies to help get everything ready on time
- How to demonstrate your credibility and project's commercial viability to reassure potential investors
- How to implement legal frameworks and enlist independent assessors to boost investors' confidence

Speakers to be announced following financial close in June

15:45 Chair's closing remarks

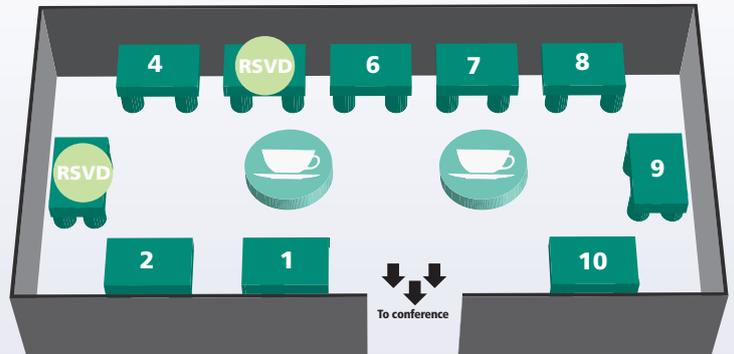
16:00 End of workshop

Sponsorship & Exhibition Opportunities

Taking a sponsorship or exhibition stand is the most targeted and cost effective way of reaching key industry decision makers. With an audience of international solar developers, investors, government representatives, energy agencies, utilities, technology companies & environmental consultants, Solar South Africa is the ideal platform for you to meet the right people face to face and create new business relationships that are vital to the success of your business.

Invest in this event to raise your company profile and showcase your expertise before a high calibre group of potential customers.

- ✓ Gain access to key decision makers and shorten the sales process
- ✓ Save time and money by meeting them in one place
- ✓ Meet new clients and reaffirm relationships with existing ones
- ✓ Understand the needs of potential clients and tailor your services to meet them
- ✓ Establish your company's position amongst industry movers and shakers
- ✓ Benchmark your strategy with other major solution providers
- ✓ Make the right connections to ensure the future success of your business



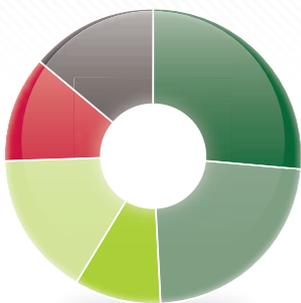
Varying levels of sponsorship are available to cater for your individual needs and marketing budgets.

Contact James Brady for additional information.
James Brady, Head of Solar Series Business Development
Tel: +44 (0)20 3355 4205
Email: james.brady@greenpowerconferences.com



Where the International & South African Markets meet to do business:

More than 50% of 2011 attendees were developers or investors



- Developers
- Investors
- Government and Policy Makers
- Environmental Associations
- EPCs
- Component/Module Suppliers and Manufacturers

Green Power Online Networking

Take advantage of the fantastic online networking system for Solar South Africa 2012. All pre-registered delegates, speakers and guests can contact each other, organise meetings and network before, during and after the event using this easy to use, private networking system. For more information, please visit the website: www.greenpowerconferences.com



Green Power Conferences was the first to offer professionally organised events focusing on the sustainability sector. Over the last seven years, we have welcomed over 15,000 delegates from 138 countries and built a global database of 900,000+ contacts. Our expertise lies in producing high quality, interactive conferences and training courses that provide ample networking opportunities for delegates and partners alike.

Each event is developed by a team of market research professionals who ensure our events provide in-depth discussions and the latest industry updates in these fast-moving sectors. With a global portfolio of 50+ events, Green Power Conferences is helping to accelerate the uptake of sustainable business practices from Rio to Hong Kong. We also walk the talk, by offsetting all our commercial activities through renewable energy projects around the world.

For more information visit: www.greenpowerconferences.com

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Solar South Africa

19-20th June 2012,
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