

TowerXchange Meetup Africa 2019 | Agenda



Day one | Tuesday 8 October

From 8:00	Breakfast sponsored by HUAWEI	
09:00	The state of the African tower market presented by TowerXchange ■ Matthew Edwards, Head of Research, EMEA, TowerXchange ■ Kieron Osmotherly, CEO, TowerXchange	
09:40	Keynote panel discussion: The future for the continent's towercos ■ Moderator: Chuck Green, CEO, IDIA ■ Terry Rhodes, CEO, Eaton Towers ■ Steve Howden, Senior Vice President, Group Head of M&A, IHS Towers ■ Nate Foster, CEO, Atlas Tower Group	
10:30	Keynote Address ■ Minister Stella Ndabeni-Abrahams, Department of Communications and Digital Technologies	
10:45	Keynote panel discussion: What comes next for Africa's mobile networks? ■ Moderator: Caroline Gabriel, Senior Contributing Analyst, Telecoms, Analysys Mason ■ Razvan Ungureanu, CTO, Airtel Africa ■ Navi Naidoo, Group Executive, Network Design & Planning, MTN Group ■ Ian Paterson, Chief Investment Officer, Africell Group	
11:30	Networking coffee break sponsored by	
12:00	Roundtable session I	Ethiopia Working Group
13:00	Networking lunch break	
14:30	Roundtable session II	Fibre Working Group
15:30	Networking refreshment break sponsored by	
16:00	Panel discussion: Planning and partnerships for 4G/5G networks in Africa ■ Moderator: Lars Stuber, Founder, Smallcell ■ Vinay Chaudhry, CEO, Tangerine ■ Lawrence Boya, Project Director, City of Johannesburg ■ Nic Naidu, Managing Executive: Technology and Innovation, Vodacom ■ Marco Xu, VP of Small Cell Business Domain, Huawei Technologies Co. Ltd	Buyer briefings in room L, level 4, open to confirmed exhibitors and sponsors only 13:30 Airtel Africa Led by Razvan Ungureanu, CTO, Airtel Africa 14:00 IHS Towers Led by Bachir Estaphan, Director of NOC & Head of Innovation Committee, IHS Towers 15:40 Safaricom Led by Tim Waga, Senior Manager – Structural Engineering, and Dennis Chepkwony, Senior Manager – Power, Safaricom
16:40	Keynote: Infrastructure innovation accelerating 5G development ■ Jarnail Gill, VP of EMEA Regional Energy Business Development, Huawei Technologies Co. Ltd	
17:00	Panel discussion: Will towercos and fibrecos converge, compete or cooperate? ■ Moderator: Bora Varilyagci, CEO, Digital Things ■ Suveer Ramdhani, CDO, SEACOM ■ Abraham van der Merwe - Founder, CEO, Frogfoot Networks ■ Vino Govender, Executive: Strategy, Mergers & Acquisition and Innovation, Dark Fibre Africa ■ Eric Crabtree, Chief Investment Officer, IFC	
17:40	Chair's closing remarks	
17:45	Networking drinks reception hosted by TowerXchange	
19:30	Networking dinner hosted by TowerXchange (separate booking required) at the Bull Run, 20 Maude St, Sandton (7 mins walk) Directions: Leave SCC main entrance and turn left. Keeping the SCC to your left, walk towards West Street. Cross West Street, keeping on Maude Street. The Bull Run will be on your right. If you get as far as Rivonia Road you have walked too far.	

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Day two | Wednesday 9 October

From 8:30	Breakfast	
09:20	Panel discussion: Technology innovation, energy excellence and reducing emissions ■ Moderator: Darragh Stokes, Partner, Hardiman Telecommunications ■ Dennis Chepkwony, Senior Manager – Power, Safaricom ■ Wole Abu, CEO, Pan African Towers ■ Marcos Chaves, Director General, ANTOSC ■ Yuanhua Huang, Solution Manager of Energy Product, ZTE Corporation	
10:10	Panel discussion: What is the next stage of the spread and growth of ESCOs across Africa? ■ Moderator: Kieron Osmotherly, CEO, TowerXchange ■ Jocelyn Karakula, Deputy CTIO, Orange ■ Alisa Amupolo, CEO, PowerCom ■ Khaled Habbal, VP & COO, IPT PowerTech ■ Kadri Hakim, Co-CEO, ieng Group ■ Thibaut de Rodellec, Deputy CEO, CAMUSAT	
11:00	Networking coffee break sponsored by	
11:30	Roundtable session III	Energy Working Group
12:30	Networking lunch break	
14:00	Roundtable session IV	Data Collection and Utilisation Working Group
15:00	Networking coffee break sponsored by	
15:30	Panel discussion: How can infrastructure sharing help bring the next billion online? ■ Moderator: Matthew Edwards, Head of Research, EMEA, TowerXchange ■ Neil Bartlett, Access Network Program Manager, Facebook ■ Dion Jerling, Co-Founder, Connect Earth ■ Siphon Mngqibisa, Acting CEO, The Universal Service and Access Agency of South Africa (USAASA) ■ Albert Gardiner, CEO, Fairwaves	
	13:00 Atlas Towers Led by Paul Jansen and Helmundt Strumpler, Atlas Tower Group 15:10 ANTOSC Led by Marcos Chaves, CEO, ANTOSC (Apologies: Helios Towers briefing cancelled)	
16:10	Panel discussion: Designing macro towers and urban furniture to be safe, efficient and cost-effective ■ Moderator: Salah Medawar, Chief Commercial Officer, ieng Group ■ Tim Waga, Structural Engineering, Safaricom ■ Moctar Sarr, CEO, Al Karama Towers ■ Collins Onumajuru, CEO, Secured Towers Limited ■ Paul Jansen, National Development Director, South Africa, Atlas Towers Group	
16:50	Chair's closing remarks	
17:00	Close of Meetup	

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TowerXchange Meetup Africa 2019 | Roundtables



Session I | Tuesday, 12:00 – 13:00

1A Lessons for Africa from 5G around the world

Alessandro Ravagnolo, Principal, Consulting,
Analysys Mason

1B Ensuring your towers are safe for additional and next technologies

Damien Kelly, Senior Project Manager, Delmec

1C Working with government and regulators to attract investment in communications infrastructure

Chuck Green, CEO, IDIA

1D How to make cell sites smart and secure

Rani Ariss, Vice President Sales – EMEA, Acsys International Ltd

1E Mozambique

Godwin Makyao, Founder, Maktech

1F Small cells, big changes

Lars Stuber, Founder, Smallcell

1G Southern Africa

Randi Clendennen, Chief Strategy Officer, Atlas Tower Group

1H How do you set up an edge data centre at a cell-site?

Jakob Carnemark, Co-Founder, Chief Technology Officer and Vice Chairman,
Aligned Energy

1J Nigeria

Nabil Haddad, CEO, IPT PowerTech

1L Ethiopia Focus Group (by invitation only)

Session II | Tuesday, 14:30 – 15:30

2A To what degree has investing in African towercos been derisked?

Nate Foster, CEO, Atlas Towers Group

2B Site design optimisation for Africa: what works and where?

Darragh Stokes, Partner, Hardiman Telecommunications

2C Upgrading sites efficiently to maximise lease-up

K Suresh Babu, Business Development Director, Towers & Telecom, Ramboll

2D Getting ready for 5G: what profitable opportunities exist today?

Matthew McNulty, Project Director, Rain South Africa

2E Towerco diversification and investibility

Eric Crabtree, Chief Investment Officer, International Finance Corporation

2F How do you approach establishing an IBS business or division?

Lars Stuber, Founder, Smallcell

2G East Africa

Terry Rhodes, CEO, Eaton Towers

2H ESCOs: successes so far and future plans across Africa

Jocelyn Karakula, DCTIO, Orange

2J Renegotiating tower leases

Alessandro Ravagnolo, Principal, Consulting, Analysys Mason

2L African Fibre Working Group (by invitation only)

Session III | Wednesday, 11:30 – 12:30

3A How to accelerate the permitting process

Chuck Green, CEO, IDIA

3B Managing landlords and ground rents: realistic relationships and returns

Simon Nyadzani, Site Acquisition Supervisor - Network Deployment and Chief
Technology Officer - Property Management, MTN

3C How to identify opportunities and build a business in indoor, public and enterprise wireless

Philip Cooper, Independent Consultant, formerly Managing Director EMEA
Digital Bridge & COO Digital Colony UK; CFO, Apollo Towers Myanmar; Group
Commercial Manager, Eaton Towers

3D Introduction to Africa Fibre

Juanita Clark, Co-Founder and Chief Executive Officer, FTTX Council Africa

3E From tower sharing to radio sharing

Godwin Makyao, Founder / Executive Director, Maktech

3F Structural upgrade for 5G implementation

K Suresh Babu, Business Development Director, Towers & Telecom, Ramboll

3G Operational excellence

Darragh Stokes, Partner, Hardiman Telecommunications

3L Energy Working Group (by invitation only)

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TowerXchange Meetup Africa 2019 | Roundtables



Session IV | Wednesday, 14:00 – 15:00

4A Rural connectivity, low-cost solutions and viable business plans

Jocelyn Karakula, DCTIO, Orange

4B Nurturing long-term towerco/MNO relationships

Lieuwe Boonstra, Business Development Director, Atlas Tower Group

4C How are emissions reduction targets and CSR affecting energy investment?

Stuart Kelly, VP Market Development, Bladon

4D Lease-up strategies and amendment revenue

Cornelis Wessels, CFO, Atlas Towers Group

4E Opportunities with data centres

Wouter van Hulsten, CEO & founder, PAIX, Founding Member & Board Member, Africa Data Center Association

4F Practicalities and economics of deploying fibre to the tower

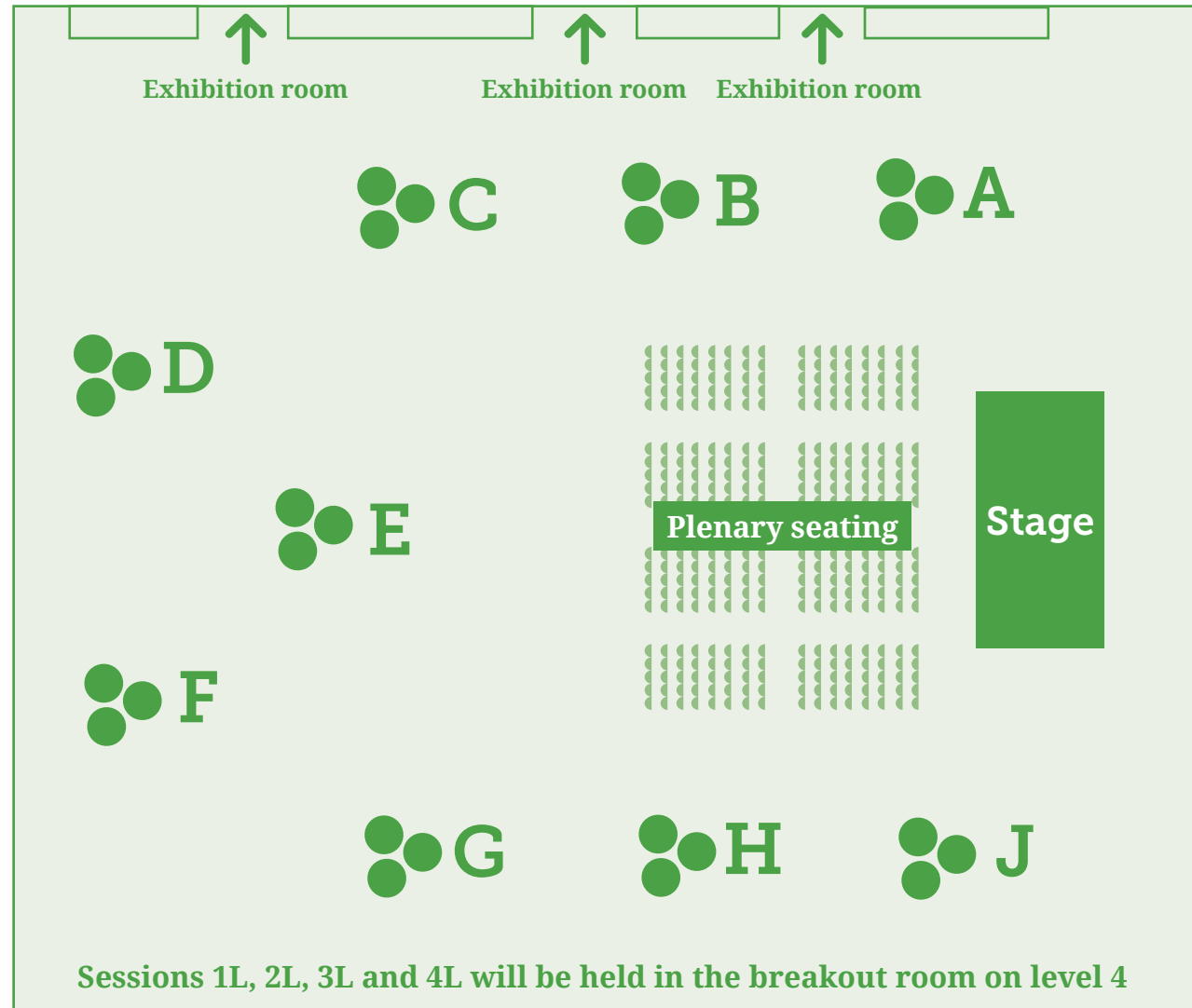
Isfandiyar Shaheen, Infrastructure Sharing Advocate, NetEquity Networks

4G Value creation and destruction by towercos in contract design and negotiation

Henco Pretorius, Legal Director: South Africa & Kenya, Atlas Tower Group

4L Data collection and utilisation working group

Roundtable layout



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