

Business Seminar – Tuesday October 15th
















Green Cities and Sustainable Solutions Opportunities for Swedish & Rwandan Companies

The Swedish-African Chamber of Commerce (SSACC), in partnership with the Embassy of Sweden in Rwanda, Rwanda Development Board (RDB) and Private Sector Federation (PSF) are happy to invite all participants of the SSACC Business Delegation to a one-day seminar "Green Cities and Sustainable Solutions - Opportunities and Challenges for Swedish & Rwandan Companies".

This unique seminar will provide essential first-hand information from Government, Business Member Organisations, Regulators and well as the Business community.

The seminar is organised around multiple panel discussions covering opportunities and challenges within **Renewable Energy Solutions, On-Grid, Off-Grid and Micro-grid Energy Solutions; Clean water and Waste Management, Transport Solutions, Smart Applications, Financing and funding programs**

The program has been designed to facilitate networking – during the interactive sessions as well as coffee breaks, lunch and the cocktail mingle in the evening hosted by the Embassy of Sweden.

 <p>Eng. Jean de Dieu Uwihanganye, Minister of State in charge of Transport</p>	 <p>Dr. Vincent Biruta, Minister of Environment</p>	 <p>Parfait Busabizwa, Mayor of Kigali</p>	 <p>Guy Baron, Chief Investment Officer Rwanda Development Board</p>	 <p>Hubert Ruzibiza, CEO FONERWA</p>
 <p>Carine Umutoni, Managing Director, BK Capital</p>	 <p>Ulrich Reinecher, Group Director of Commercial and Innovation, BBOX Rwanda</p>	 <p>Stephen Ruzibiza, CEO Rwanda Private Sector Federation</p>	 <p>Israel Bimpe, Global Operations and Implementation at Zipline International</p>	 <p>Stephan Andersson, CEO SafeWater, Rwanda</p>
 <p>Fredrik Wijkander, Head of Sustainable Transport Solutions at Scania</p>	 <p>Zulfat Mukarubega, Woman Entrepreneur of the year 2012</p>	 <p>Jean Bosco Iyacu, Director, Access to Finance Rwanda</p>	 <p>Åsa Jarskog, President SSACC</p>	 <p>TBD - speakers from Swedish and Rwandan businesses</p>

1. Welcome Remarks and Key Note speeches

Doing business in Rwanda; business opportunities and challenges

Key note speakers, SSACC, RDB, PSF, Embassy

2. Presentation of the Swedish Business Delegation

3. Doing Business in Rwanda

Presentaiton by Guy Baron, Chief Investment Officer, Rwanda Development Board

4. Green Cities and Sustainable Solutions

a. Renewable energy solutions (Bioenergy, Wind, Solar, Hydro)

- Government strategy and plans for new renewable energy source projects
- Opportunities for new entrants within Bioenergy, Wind, Solar, Hydro
- Current players and challenges for new entrants, current market gaps.
- Electricity tariffs and its effect on sustainable investments
- Public-Private-Partnerships

Panel participants including representatives from relevant government authorities (Ministry of Infrastructure – Energy division, EDCL “Energy Development Corporation”, RURA “Rwanda Utilities Regulatory Agency”, EUCL “Energy Utility Corporation Limited”) and selected business representatives from Rwanda and Sweden

b. Clean Water and Waste Management

- Government’s current plan in expanding access to clean water, management of waste
- Private initiatives and solutions bridging current access gap to clean water
- Opportunities in urban and rural areas for clean water and waste management
- Tariffs and how they affect interest to private operators
- Challenges for new entrants

Panel participants including representatives from government authorities (Ministry of Infrastructure – Water & Sanitation division and selected business representatives from Rwanda and Sweden

c. Transport and Logistics solutions

- Government and city plans for new infrastructure development (road, air, rail, and water)
- Public and private service operator solutions
- Learnings from other developed and developing markets and how they apply to Rwanda
- Opportunities and challenges for new entrants
- Public-Private-Partnerships

Panel participants including representatives from relevant government authorities (Ministry of Infrastructure – Transport division) and selected business representatives from Rwanda and Sweden

d. Smart applications

- Sustainable Smart City and rural applications and services currently being offered in Rwanda
- Applications in developed markets, and developing markets, applicable in Rwanda
- Service categories and user groups offering the biggest opportunities
- Importance of local partners and local presence for digital applications

Panel participants including representatives from relevant government authorities (Kigali City, Ministry of ICT and Innovation) and selected business representatives from Rwanda and Sweden

4. Winning the Customer and public procurement

- Key components in winning business; projects and customers
- Process and lead times to expect
- Agencies and partners who should be involved in procurement and bidding process
- Reliability and transparency of procurement/bidding process
- Typical pitfalls

Panel participants including representatives from relevant government authorities (Ministry of Trade and Industry) and selected business representatives from Rwanda and Sweden

5. Financing and funding programs (private, government, international)

- Support that Government Agencies BMO's and local private actors provide
- Access to finance and players in Rwanda
- Taxes, standards, regulations to be aware of
- Rules and regulations regarding import/export of currency
- Rules regarding foreign ownership and exits

Panel participants including representatives from relevant government authorities (Ministry of Environment “Green Fund”, KCB Rwanda, Swedfund) and selected business representatives from Rwanda and Sweden

6. The day will end with a Networking cocktail hosted by SSACC and the Swedish Embassy

