INAUGURAL MARKET DAYS
7-9 November 2018
Johannesburg, South Africa
## Why should you be part of the Africa Investment Forum?

I do not seek aid, I seek investment for Africa

**Philippe le Houerou**  
*CEO, International Finance Corporation*

A needed platform ... a critical pillar of private sector led growth that will help address the shared prosperity challenge faced by the African continent

**Nhlanhla Nene**  
*Minister of Finance, South Africa*

(It) could be seen as an opportunity to pragmatically bring to the table new investors and conclude transactions

**Werner Hoyer**  
*President, European Investment Bank*

## Where is Africa today?

**Akinwumi A. Adesina**  
*President, African Development Bank*

## What is the Africa Investment Forum?

The forum is indeed Africa’s investment market place

**Werner Hoyer**  
*President, European Investment Bank*
The African investment environment is attractive

WHERE IS AFRICA TODAY?

1. **Growing demographic**
   About 60% of global population growth until 2050 will come from Africa – 1.3 Bn out of the 2.2 Bn global population increase

2. **High rate of return on investment**
   The rate of return on foreign investments is higher in Africa than in any other developing region

3. **Upward economic trajectory**
   Africa continues to show strong economic growth with expected GDP growth of 4% in 2019 – second highest growth region in the world after Asia

4. **Leading digital transformation**
   Africa leads the world in mobile adoption, with 40% growth expected by 2025, which continues to offer cross-sectoral economic opportunities

SOURCE: UN Statistics; GSMA Mobile Economy 2018; Global Insight GDP Data and Forecast, United Nations Conference on Trade and Development
Investment in Africa’s growth sectors\(^1\) is expected to grow by 3x to US$ 3Tr

WHERE IS AFRICA TODAY?

- **US$ 1Tr**
  - Total spend
  - 2013-17

- **US$ 3Tr**
  - Project pipeline
  - 2018-22

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\(^1\) Africa’s growth sectors: Infrastructure, agriculture, industrialization, energy and social (e.g., education, tourism, healthcare)

Four major barriers are holding back investment on the continent today

1. **High investment risk**
   - Challenging financial systems and overall investment environment

2. **Dearth of bankable projects**
   - Constrained resources in project preparation, resulting in limited bankable projects

3. **Difficult regulatory environment**
   - Complex legal and regulatory environment, making it difficult for business to operate effectively

4. **Information asymmetry**
   - Projects not matched to appropriate investor profiles, with little information transparency
The Africa Investment Forum will change the face of investment in Africa

- Introduce a **whole new way of working**, through a collaborative approach with global partners
- Change the landscape of Africa’s growth, using **dedicated investment platforms and tools**, powered by five workstreams
- Transform investment progress across the continent
- Accelerate the development of Africa by getting **more projects done faster**
The Africa Investment Forum integrates a strong set of partners – powered by the African Development Bank.

African Development Bank

Africa Export-Import Bank

Africa50

Development Bank of Southern Africa

Trade and Development Bank

Africa Finance Corporation
The Africa Investment Forum also integrates a strong set of sponsors and endorsers.
The Africa Investment Forum aims to tilt the flow of capital towards development of Africa’s growth sectors.

1 Africa’s growth sectors: Infrastructure, agriculture, industrialization, energy and social (education, tourism, healthcare)
The Africa Investment Forum offers attractive opportunities and resources for its members.

**The Platform**
- **A digital space** featuring a project database, and overview of investors and other members
- **An analytical instrument** that will screen projects, and track investment progress regularly
- **A vibrant community** of active members from across the globe
- **A structured system** offering bankable, de-risked projects within an enabling environment

**The Market Place**
- **Investment promotion** through roadshows and investor conference calls
- **Traditional and non-traditional investor engagement** including institutional investors
- **Match-making** of investors and transactions
- **Environment promoting productive engagements** between African governments and the private sector

**The Market Days**
- **Regular flagship events** bringing together members around an exciting agenda featuring
  - **Private sessions** to advance deals closer to financial close
  - **Public sessions** focused on Africa’s largest growth sectors
  - **Masterclasses and innovative tools** to enhance investment success
  - **Investor success stories** to share best practices

**Engage**

**Close**
The Africa Investment Forum’s five workstreams will deliver three objectives.

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<th>Workstreams</th>
<th>Objectives</th>
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<td><strong>Pipeline development</strong></td>
<td>Raise capital</td>
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<td>1. Creating project visibility</td>
<td>1. Accelerate financial close of deals</td>
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<tr>
<td>2. Screening deals</td>
<td>2. Advance projects to bankable state</td>
</tr>
<tr>
<td><strong>Project preparation</strong></td>
<td>Raise capital</td>
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<tr>
<td>3. Identifying funds and grants</td>
<td>2. Advance projects to bankable state</td>
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<tr>
<td>4. Harmonizing project preparation process</td>
<td>3. Accelerate financial close of deals</td>
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<tr>
<td><strong>Policy environment</strong></td>
<td>Raise capital</td>
</tr>
<tr>
<td>5. Accelerating regulatory reforms and consistency</td>
<td>1. Raise capital</td>
</tr>
<tr>
<td>6. Advocating efforts for institution-building</td>
<td>1. Raise capital</td>
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<tr>
<td><strong>Project bankability</strong></td>
<td>2. Advance projects to bankable state</td>
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<td>7. Providing credit enhancement and de-risking of projects</td>
<td>3. Accelerate financial close of deals</td>
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<td>8. Delivering co-guarantee instruments</td>
<td>3. Accelerate financial close of deals</td>
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<tr>
<td><strong>Investment promotion</strong></td>
<td>3. Accelerate financial close of deals</td>
</tr>
<tr>
<td>10. Preparing and sharing market intelligence</td>
<td>3. Accelerate financial close of deals</td>
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</table>
There are total 8,000+ projects across Africa’s growth sectors\(^1\) with a value of over US$ 4,000+Bn

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<th>Role of Africa Investment Forum</th>
<th>Total projects</th>
<th>Project pipeline</th>
<th>Probable projects</th>
<th>Projects looking for financing</th>
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<tr>
<td>Improving policy environment and multiplier effect</td>
<td>8,000+</td>
<td>6,000</td>
<td>3,000</td>
<td>600</td>
</tr>
<tr>
<td>Enhancing project bankability</td>
<td>4,000+Bn</td>
<td>3,000Bn</td>
<td>1,500Bn</td>
<td>300Bn</td>
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<tr>
<td>Accelerating project preparation and development</td>
<td></td>
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<td>Match-making stakeholders</td>
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1 Africa’s growth sectors: Infrastructure, agriculture, industrialization, energy and social (education, tourism, healthcare)
2 Average size of project: US$ 500mn; median size of project: US$ 150mn

WHY SHOULD YOU BE PART OF THE AFRICA INVESTMENT FORUM?

Africa Investment Forum aspirations

1,500+ projects impacted over the next 3 years

100+/ US$ 50Bn projects advanced towards financial close per annum

500+ projects tracked on the platform

US$ 300Bn members’ assets under management

1,000+ members from across the globe

400+ member investors available to connect with

1 Aspirations based on the following: Global Insight, International Transport Forum, Global Water Intelligence, World Energy Outlook, MEED, World Bank, African Development Bank, Asian Development Bank, Moody’s Analytics, National Accounts
The Africa Investment Forum will bring together different categories of members who share a vested interest in Africa’s growth and development.

**Investors**
- Traditional investors – DFI’s, multilateral banks, foundations
- Non-traditional investors – sovereign wealth funds, private investors, corporates

**Project sponsors and owners**
- Project sponsors
- Project owners from both the private and public sector

**Enabling environment**
- African governments and other regulatory bodies
- Delivery units

**Professional services**
- Developers/construction companies
- Legal advisory bodies
- Financial guarantors
- Transactional advisors
The Africa Investment Forum will cover four types of deals, presenting a variety of investment needs:

- **Buffalo deals**: Complex and large transformative projects, experiencing significant challenges.
- **Elephant deals**: Large deals requiring multi-stakeholder, multi-disciplinary engagements to move the needle.
- **Lion deals**: Standard medium sized business deals, with clear project development process.
- **Cheetah deals**: Quick and small deals, typically including mini energy (micro-hydro, smaller off-grid solutions), small scale agroprocessing, SME deals.
The platform database is continuously updated to cover projects from across the continent which are looking for investors.

Database currently covers 133 projects/ US$ 88Bn across 27 countries, with more projects being sourced continuously.

<table>
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<th>Africa’s growth sectors</th>
<th>Number of projects</th>
<th>Total Project Size (US$ Bn)</th>
<th>Comments</th>
</tr>
</thead>
</table>
| Infrastructure          | 41                 | 29                          | ▪ Projects covering roads, airports, ports  
▪ Countries include Mozambique, South Africa, Kenya, Cape Verde, Nigeria, Ivory Coast, Djibouti, Gabon, Ghana, Rwanda, Tunisia |
| Agriculture             | 26                 | 7                           | ▪ Projects covering large agro-processing land and farms  
▪ Countries include Gabon, South Africa, Mozambique, Nigeria, Ghana, Madagascar, Malawi, Sudan, Zambia, Togo |
| Industrialization       | 6                  | 9                           | ▪ Projects covering manufacture, trade and ICT  
▪ Countries include Nigeria, Lesotho, Malawi, Eritrea, Mozambique |
| Energy                  | 37                 | 40                          | ▪ Projects covering power, gas and oil  
▪ Countries include Nigeria, Mozambique, Gabon, Angola, Cape Verde, Cameroon, Chad, Ivory Coast, Ethiopia, Ghana, Kenya, Madagascar, Mauritius, Senegal, Rwanda |
| Social                  | 23                 | 4                           | ▪ Projects covering education, tourism and healthcare  
▪ Countries include Cape Verde, Kenya, South Africa, Burundi, Djibouti, Mozambique, Rwanda, Swaziland, Zambia |

SOURCE: Africa Investment Forum platform
The Market Days bring together participants to advance deals, meet with global experts, and discuss innovative solutions for deal closure.

Plenary sessions
- Open plenary discussions on the market landscape and risk mitigation
- Expert discussions on success stories with investors and MNCs

Masterclasses and executive breakouts
- Executive conversations with institutional investors, ministers, MDB presidents and DFIs
- Masterclasses on impact investment and innovative portfolio management

Invitation only meet-ups
- Project advancement and deal closure sessions
- Boardroom discussions on transactions and sectors
- Partner sessions

2018 Market Days
Sandton Convention Centre, Johannesburg, South Africa
November 7-9
As a member of the Africa Investment Forum, you will have access to unique opportunities

**The Platform**
- Long-term Africa Investment Forum membership
- Access to a live database of viable private/PPP projects, and investment opportunities in Africa
- Interactive engagement among a community of capital providers, insurance providers and project sponsors
- Single entry point to a structured platform offering bankable, de-risked projects in an enabling environment

**The Market Place**
- Invitations to roadshows and connectivity meet-ups
- Risk mitigation and project credibility through influential partnerships
- Reduced intermediation costs
- Access to tools and opportunities to accelerate project development

**The Market Days**
- Preferential access to annual flagship events
- An unrivalled networking opportunity for investment promotion and market-entry services
- Knowledge sessions and deal making opportunities

WHY SHOULD YOU BE PART OF THE AFRICA INVESTMENT FORUM?
The Africa Investment Forum offers amazing experiences to passionate stakeholders in Africa’s progress.

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