



AFRICA

INVESTMENT FORUM

INAUGURAL MARKET DAYS

7-9 November 2018

Johannesburg, South Africa



AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE
DE DEVELOPPEMENT



GAUTENG PROVINCE
EDUCATION
REPUBLIC OF SOUTH AFRICA

““

*I do not seek aid, I seek investment
for Africa*

Akinwumi A. Adesina

President, African Development Bank



““

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

Philippe le Houerou

CEO, International Finance Corporation



““

*The forum is indeed Africa's investment market
place*

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



TABLE OF CONTENTS

Where is
Africa today?

What is the
Africa
Investment
Forum?

Why should you be
part of the Africa
Investment Forum?

The African investment environment is attractive



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

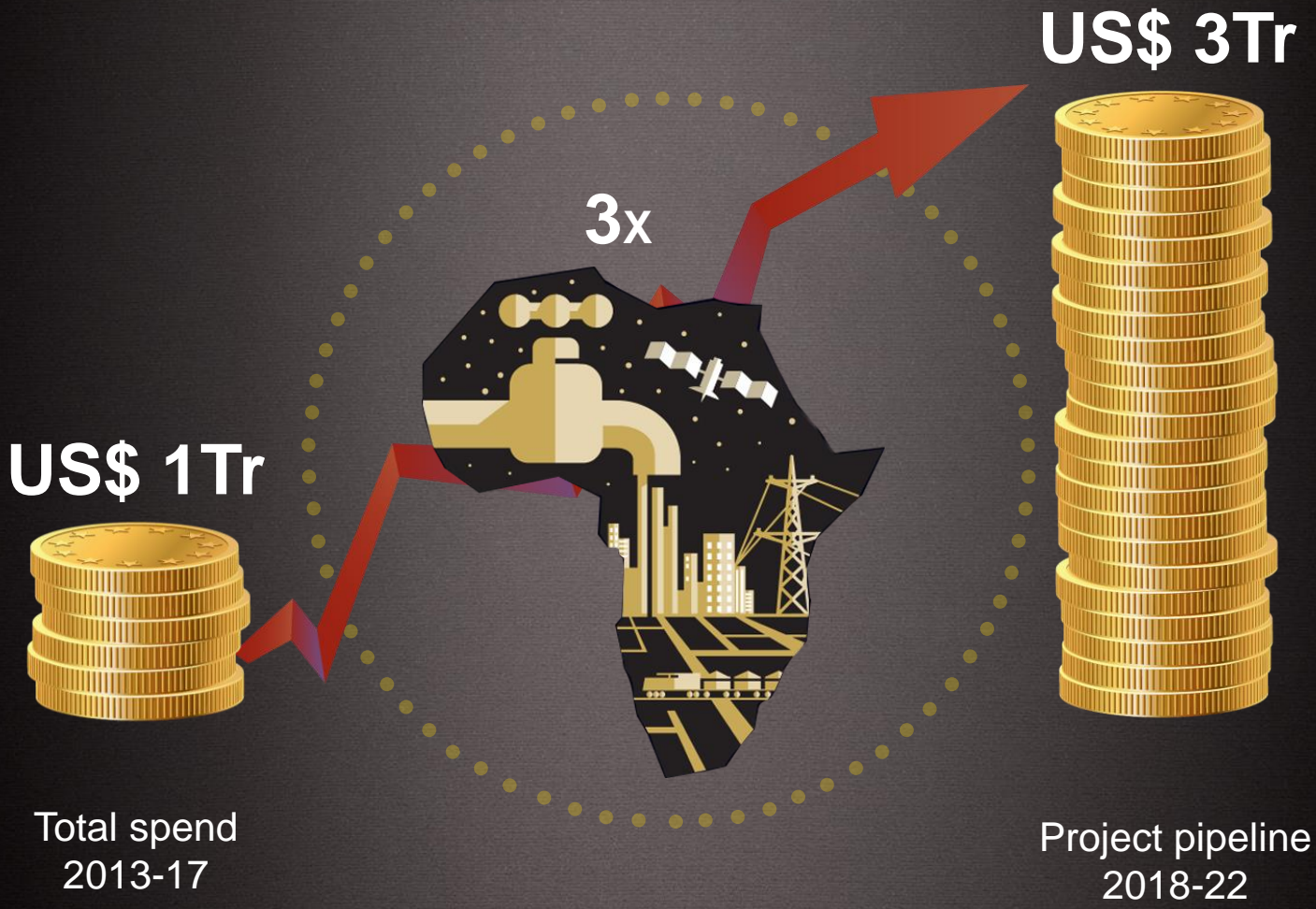
3 Upward economic trajectory

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

Investment in Africa's growth sectors¹ is expected to grow by 3x to US\$ 3Tr



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

SOURCE: 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

Four major barriers are holding back investment on the continent today



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

Transform investment progress across the continent



Change the landscape of Africa's growth, using **dedicated investment platforms and tools**, powered by five workstreams

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

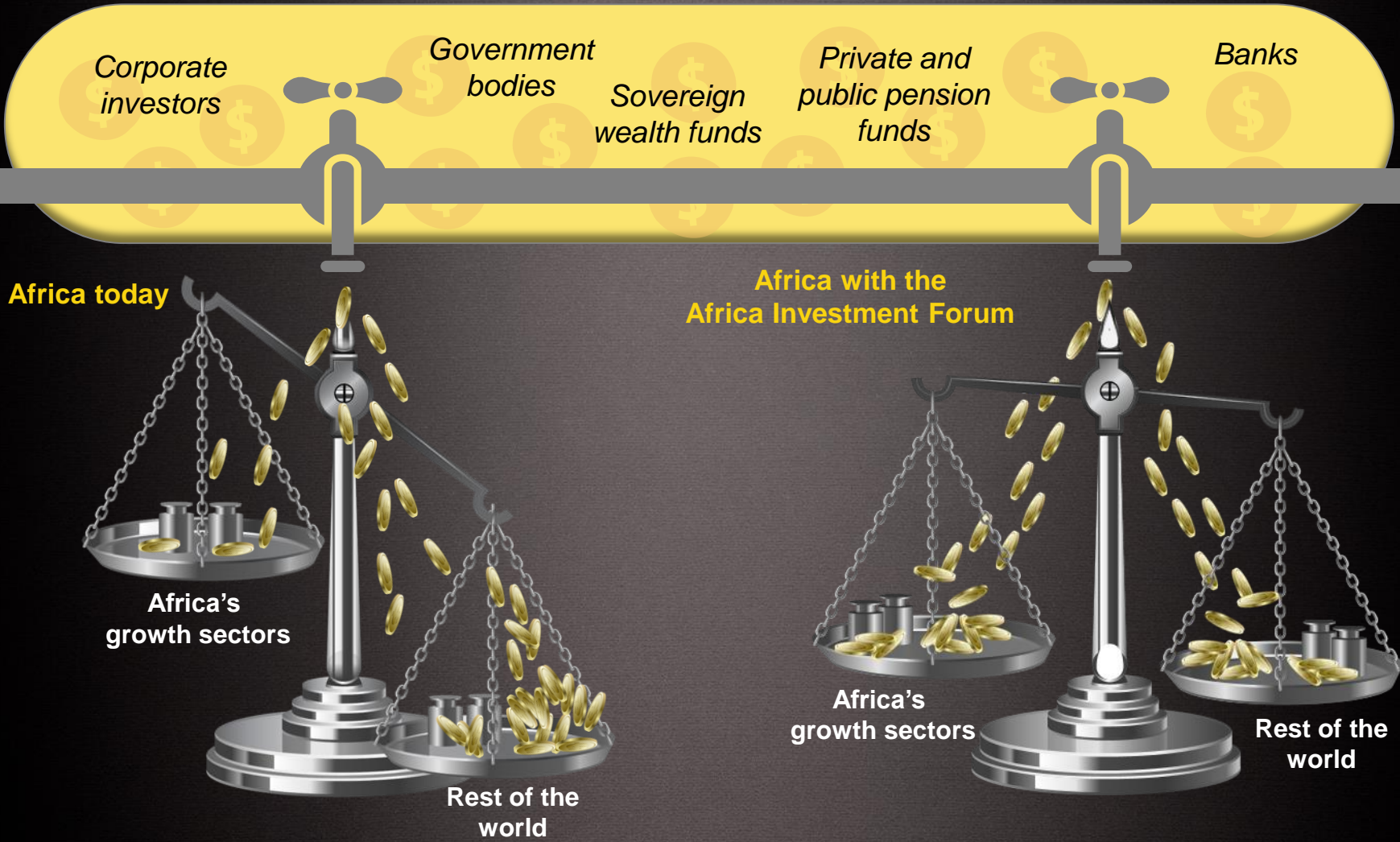


The Africa Investment Forum also integrates a strong set of sponsors and endorsers



SPONSORS AND ENDORSERS

The Africa Investment Forum aims to tilt the flow of capital towards development of Africa's growth sectors¹



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

Connect

Close

The Africa Investment Forum's five workstreams will deliver three objectives

Workstreams

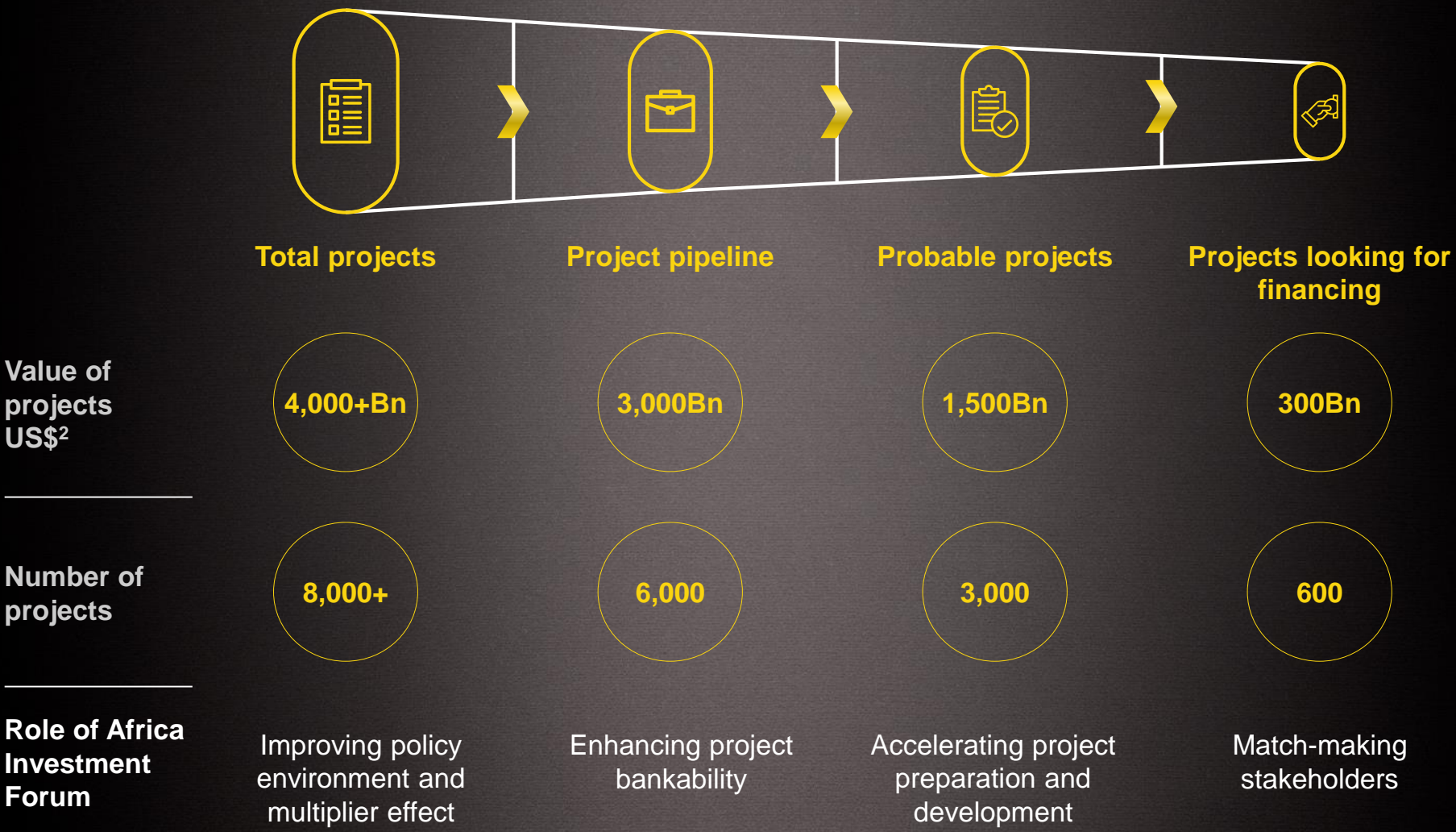
- 1**  **Pipeline development**
 - Creating project visibility
 - Screening deals
- 2**  **Project preparation**
 - Identifying funds and grants
 - Harmonizing project preparation process
- 3**  **Policy environment**
 - Accelerating regulatory reforms and consistency
 - Advocating efforts for institution-building
- 4**  **Project bankability**
 - Providing credit enhancement and de-risking of projects
 - Delivering co-guarantee instruments
- 5**  **Investment promotion**
 - Engaging potential investors
 - Preparing and sharing market intelligence

Objectives



- 1**  **Raise capital**
- 2**  **Advance projects to bankable state**
- 3**  **Accelerate financial close of deals**

There are total 8,000+ projects across Africa’s growth sectors¹ with a value of over US\$ 4,000+Bn

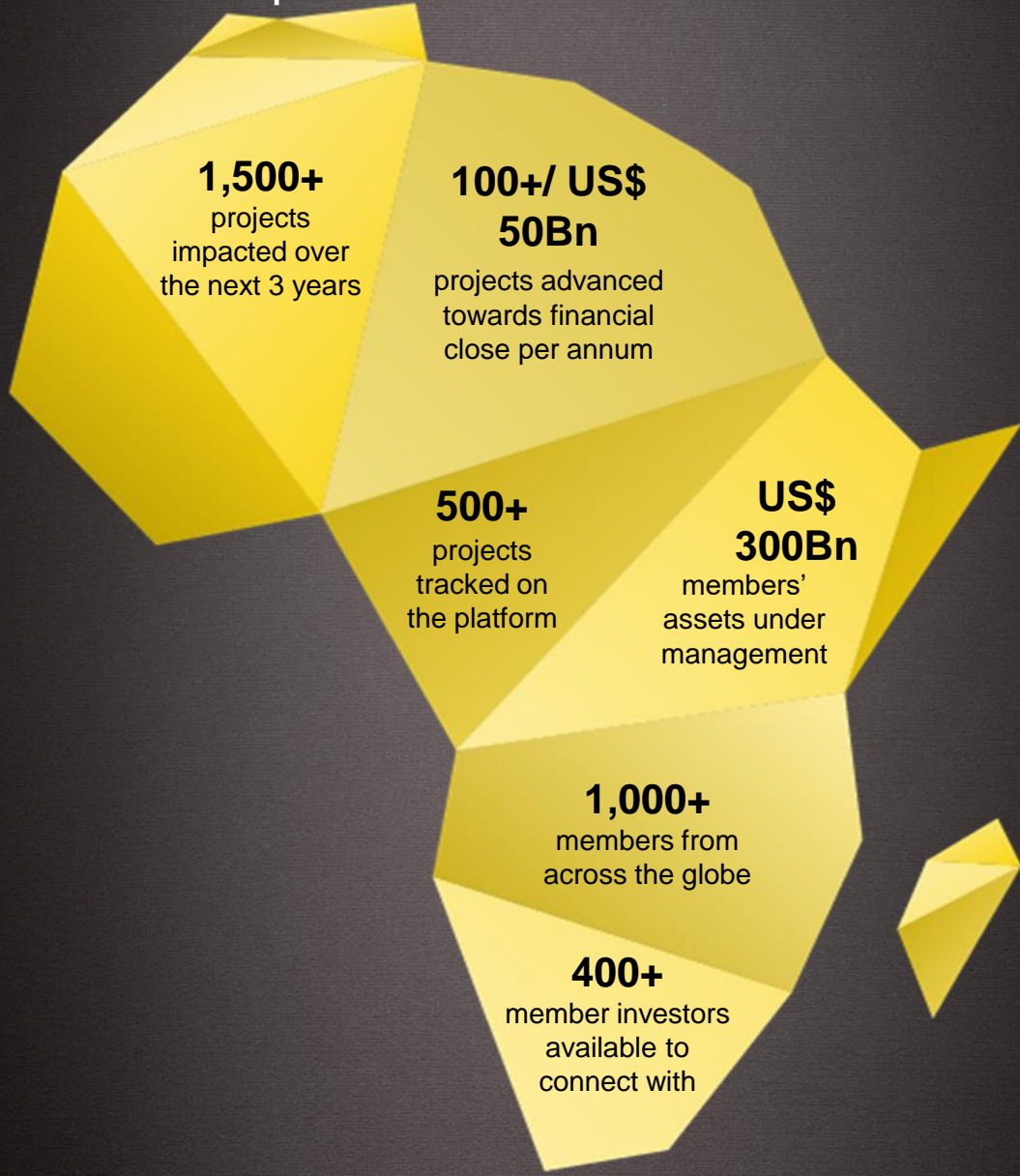


¹ Africa's growth sectors: Infrastructure, agriculture, industrialization, energy and social (education, tourism, healthcare)

² Average size of project: US\$ 500mn; median size of project: US\$ 150mn

SOURCE: 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

Africa Investment Forum aspirations¹



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

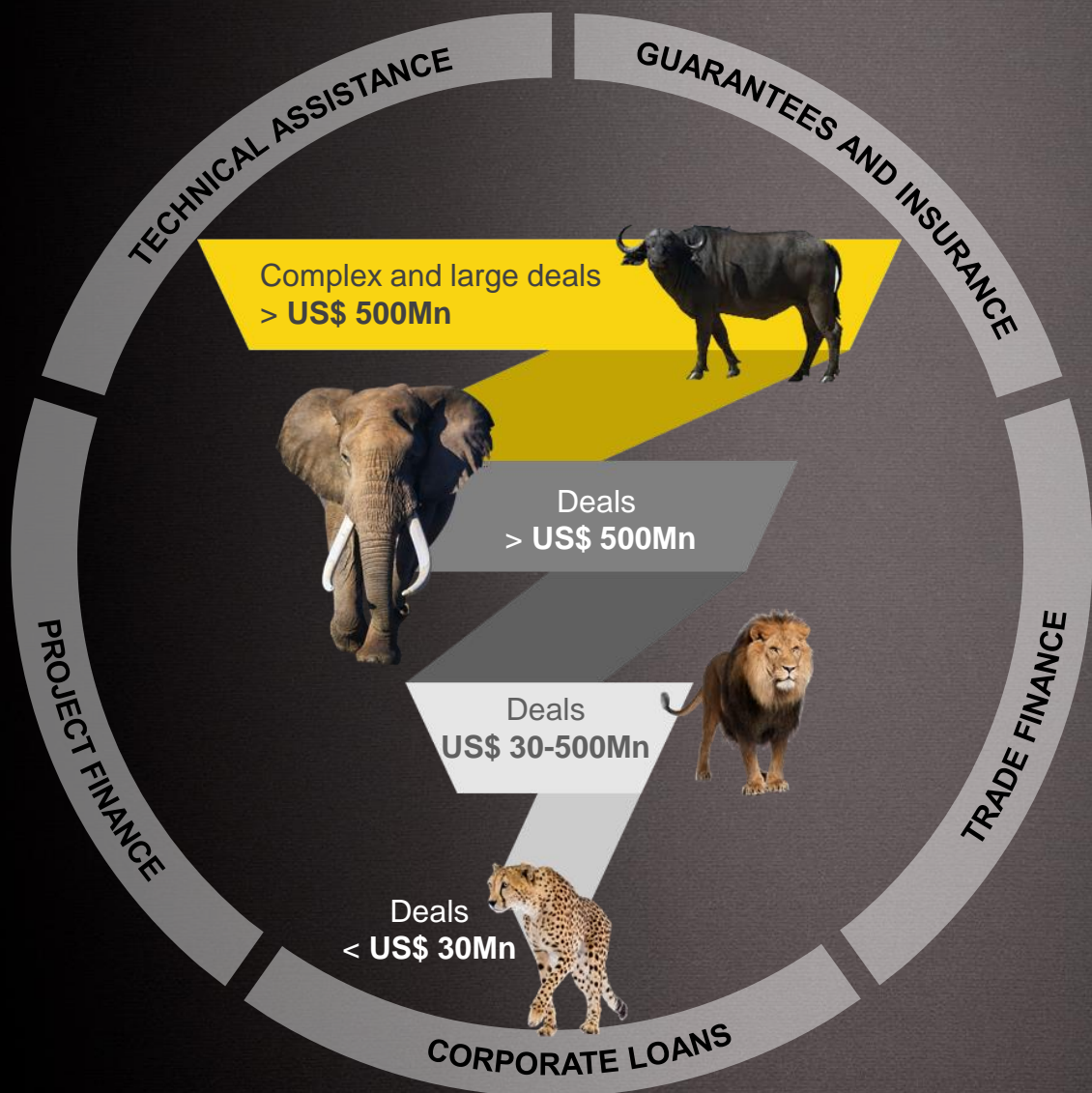
Professional services

- Developers/ construction companies
- Legal advisory bodies
- Financial guarantors
- Transactional advisors

Enabling environment

- African governments and other regulatory bodies
- Delivery units

The Africa Investment Forum will cover four types of deals, presenting a variety of investment needs



A Buffalo deals

Complex and large transformative projects, experiencing significant challenges

B Elephant deals

Large deals requiring multi-stakeholder, multi-disciplinary engagements to move the needle

C Lion deals

Standard medium sized business deals, with clear project development process

D 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



■ Countries with projects in database

SOURCE: Africa Investment Forum platform

Africa's growth sectors	Number of projects	Total Project Size (US\$ Bn)	Comments
Infrastructure	41	29	<ul style="list-style-type: none">Projects covering roads, airports, portsCountries include Mozambique, South Africa, Kenya, Cape Verde, Nigeria, Ivory Coast, Djibouti, Gabon, Ghana, Rwanda, Tunisia
Agriculture	26	7	<ul style="list-style-type: none">Projects covering large agro-processing land and farmsCountries include Gabon, South Africa, Mozambique, Nigeria, Ghana, Madagascar, Malawi, Sudan, Zambia, Togo
Industrialization	6	9	<ul style="list-style-type: none">Projects covering manufacture, trade and ICTCountries include Nigeria, Lesotho, Malawi, Eritrea, Mozambique
Energy	37	40	<ul style="list-style-type: none">Projects covering power, gas and oilCountries include Nigeria, Mozambique, Gabon, Angola, Cape Verde, Cameroon, Chad, Ivory Coast, Ethiopia, Ghana, Kenya, Madagascar, Mauritius, Senegal, Rwanda
Social	23	4	<ul style="list-style-type: none">Projects covering education, tourism and healthcareCountries include Cape Verde, Kenya, South Africa, Burundi, Djibouti, Mozambique, Rwanda, Swaziland, Zambia

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

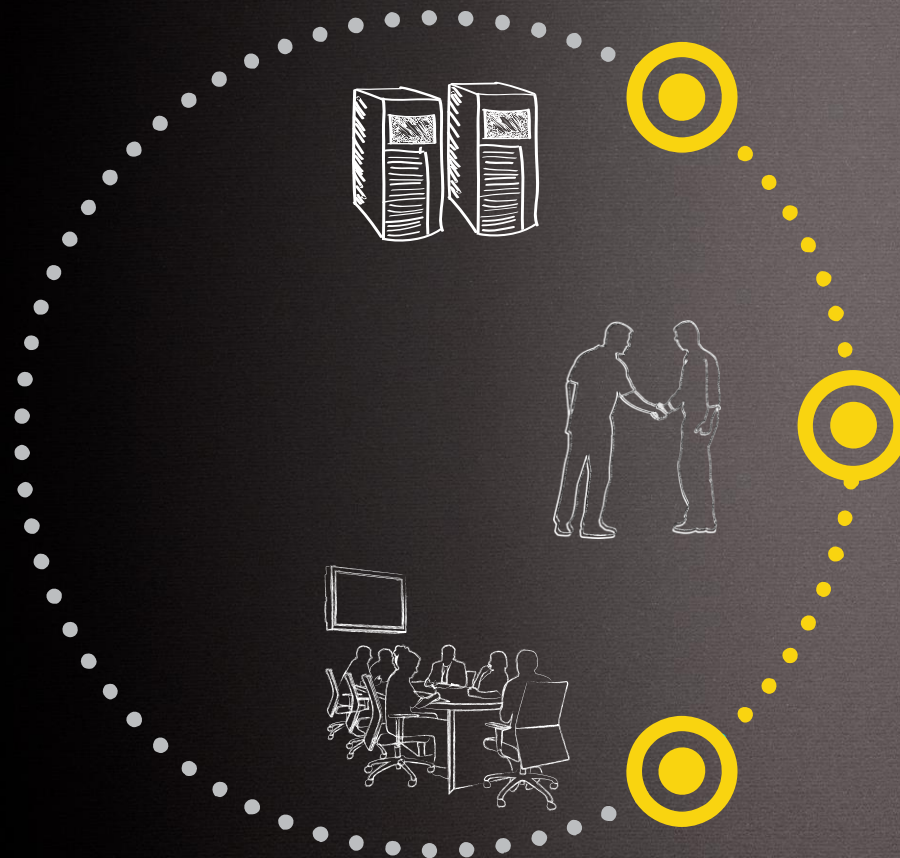
- Project advancement and deal closure sessions
- Boardroom discussions on transactions and sectors
- Partner sessions



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



The Africa Investment Forum offers amazing experiences to passionate stakeholders in Africa's progress

To be part of the Africa Investment Forum, contact:

**Overall
program lead**

Stella Kilonzo
Senior Director
s.kilonzo@afdb.org
+225 75 75 00 86

Partnerships

Patrick McGee
Senior Consultant
p.mcgee@afdb.org
+27 631 05 00 56

**Deal origination
and digital
platform**

Neima Ferreira
Senior Investor
Relations Officer
n.ferreira@afdb.org
+225 75 75 00 18

Kolawole Dairo
Senior Investor
Relations Officer
k.dairo@afdb.org
+225 75 75 07 64

General enquiries

aif@afdb.org
+225 20 26 59 79

