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Transport corridors
Shared-use infrastructure
PPP opportunities
Innovative financing
Mobilising funds
Exit strategies



Africa Investment Exchange: Transport & Infrastructure

Bridging the infrastructure investment gap

9-10 June 2016, RSA House, London

AIX: Transport & Infrastructure brings together public and private sector investors, developers and other stakeholders to discuss the strategies, opportunities and partnerships necessary to unlock wider development.

The agenda will focus on:

- How to access **early-stage financing** and other **DFI-led initiatives**
- **Shared-use infrastructure** and regional projects
- **Matching money to projects**
- Scope for **privately-led investment** in Africa's aviation industry and barriers to entry
- Critical issues for **developing railway, port and road infrastructure**, for donors, investors, host governments and consumers.
- How **transport corridor projects** work.

All exchanges are:

- Held under the Chatham House Rule
- Structured panel-led discussions and roundtables.
- Concluded with Africa Hardball – a political risk strategy round table, which examines issues including the capacity of governments to deliver on projects.
- Hosted at RSA House, the Royal Society of Arts' historic headquarters in London, an ideal venue for networking, with good breakout spaces and rooms for private meetings.

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About us



Cbi Meetings

Cbi Meetings was formed in 2013 by Cross-border Information, an established Africa and Middle East- focused consultant active in primary infrastructure sectors. Led by experienced regional specialists, Cbi works closely with the project development community on issues that affect public and private sector investment decisions.

In 2014 we created the Africa Investment Exchange, a series of international meetings for leading investors in Africa's high growth industries. Our programme for 2016, will see the launch of a new Investment Exchange series focused on the MENA region.

The agenda for all our Investment Exchange meetings are developed by consultants and analysts at Cbi who work closely with the project development community on issues that affect public and private sector investment decisions.

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Cbi Meetings

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Cbi's brands also include



AIX: Transport & Infrastructure

Day one - Thursday 9 June 2016

Matching funding to projects and then developing them

08h30 to 09h00

Registration & coffee

09h00 to 09h30

Setting the scene

Chair – **Steve Cameron**, Vice Chairman, BCA

After initial remarks from the chair, panellists set out what they would like to see emerge from AIX: Transport and Infrastructure, and their vision for the focus sectors' development over the next decade.

Stephane Gasne, Partner, Pinsent Masons

Andy Louw, Principal: Infrastructure Investment, Stanlib

Julia Prescott, Chief Strategy Officer, Meridiam Infrastructure

Cleopatra Shiceka, General Manager, Transnet Freight Rail

09h30 to 10h00

Measuring funders' performance

The annual Infrastructure Consortium for Africa (ICA) survey of its members and other stakeholders' commitments and disbursement to transport and other infrastructure sectors – energy, information and communications technology (ICT) and water – gives a quantifiable indication of official funding trends, and their impact on public and private sector investment.

- **Jon Marks**, Chairman, Cbl will outline the latest ICA research into funding flows to see what it tells us about the sector, including progress towards promoting transport corridors and other priority projects.



10h00 to 11h15

Developing African transport and infrastructure

Building on the introductory remarks the panel will discuss the realities of attracting investment in transport infrastructure, including views on whether national and regional transport planning priorities match the expectations of investors, developers and end users.

- Is private investment relevant to all but a few projects in the existing African environment?
- Should transport be considered a 'public good', facilitating broad economic development
- Private equity (PE) and other private sector investment and public private partnerships (PPPs) potential and performance to date – how many PPPs, for example, have come to financial close?
- Strategies and expectations for working with host governments.

11h015

Coffee

AIX: Transport & Infrastructure

11h45 to 12h45

Shared-use infrastructure and big-ticket regional projects

Chair – **Sean Gorman**, Executive Director, HCF
International Advisers

Regional experts will share their insights on the development and performance so far of major regional corridors.

- Breaking mega-plans down into practical projects
- Regulatory issues and other challenges facing cross-border schemes, including ease of access at borders
- Leveraging mining and other extractive industry-related investment to finance big ticket rail and other infrastructure development.
- Shared-use versus integrated development.

Silvester Kasuku, Chief Executive Officer at the LAPSSET Corridor Development Authority

Craig Sillars, Specialist, High Value Opportunities Programme Mining, Environment & Water, UK Trade & Investment

12h45

Lunch



Practical approaches to sectoral development

14h00 to 15h15

Project development - port, road, air, rail

Chair – **Steve Cameron**, Vice Chairman, BCA

Experts will discuss their experiences with port, road, air and rail projects and the synergies (potential and actual) that exist between these sub-sectors

infrastructure strategies.

- What are the hold-ups to developing infrastructure?
- Examples of successful project models and lessons that could be learned.
- What similarities are there between bankable projects across transport sub-sectors
- Who's getting it right? - Which markets do the panellists see as providing a good model for the planning and execution of transport and infrastructure strategies.

John Fossey, Maritime Transport Consultant, Moffatt & Nichol

Steven Gray, Director, Atuabo Free Port

Keith Kerr, Partner, Mango Aviation Partners

Chris Leonard, Commercial Manager, Nectar Group

Bernard Obika, Chief Executive, Roughton Group

15h15

Coffee



15h45 to 17h00

Matching money to projects

Chair – Roland Janssens, Director, **Investec Asset Management**

A variety of different investors lay out their needs if they are to buy into port, road, air or rail transport.

- What conditions need to be met to get projects in the various categories funded
- Scope for privately led investment and barriers to entry
- Development finance's role in promoting investment

Adefunke Adeyemi, Regional Head, Africa & Middle East, **International Air Transport Association**

Romain Py, Head of Transactions, **African Infrastructure Investment Managers (AIIM)**

Antoine Trieux, Head of Africa – Global Infrastructure & Projects, **Natixis**

17h00 to 17h30

Integrating transport infrastructure & services

Chair - Jon Marks, Chairman, **Cbl**

The final half-hour will look at the interconnectivity of these sectors.

- Integrating ports and railways as well as roads and airports
- Supply chain model
- Implementing multi-modal strategy

Fred Amony, Chair, Transport Systems Economics, **World Road Association**

Steve Cameron, Vice Chairman, **BCA**

Geoffrey de Mowbray, Chief Executive Officer, **Dints International**

17h30 – End of day one and Evening reception

Day two - Friday 10 June 2016

09h00 to 09h45

Africa Transport Public-Private Partnerships

With reflections on yesterday's sessions, experts are invited to look at PPP models in emerging markets.

- What are the important pre-requisites to a successful PPP programme?
- In search of a new model for African road and rail PPPs.

Stephen Harris, Director, PPP, **Altra Capital**

Juvenal Shiundu, Deputy Director, **International Maritime Organisation**

09h45 to 10h30

Municipality infrastructure and finance

How to ensure mobility in rapidly growing and congested cities. Is it a question of human and financial capacity?

- Securing resources for public transportation
- Public private models for metro and bus rapid transit systems

Koen van Baekel, Financial Advisor Infrastructure & Transit, **Rebel Group**

James Addo, Director, **Asensus Holdings**

10h30 Coffee

11h00 to 12h30

Innovative finance solutions



Chair – Romain Py, Head of Transactions, **African Infrastructure Investment Managers (AIIM)**

This session will ask the critical question: are existing finance mechanisms fit for purpose when it comes to meeting the needs of a majority of infrastructure projects? And what potential sources are there to come?

- **Development finance:** how can DFIs leverage public funds to catalyse private investment?
- **Risk mitigation:** Is the risk mitigation toolset of guarantees etc adequate?
- **Budget allocations:** to what extent can national governments fund future infrastructure development? Are a majority of government

AIX: Transport & Infrastructure

bodies fit for purpose?

- **Local currencies:** prospects for using local currencies in complex project financings
- **Commercial investors:** do they have sufficient appetite or capacity to meet demand for project finance and investment funds? What positive examples have we seen so far?
- **Tapping the bond market:** How to finance infrastructure projects through non-traditional sources?
- **Newcomers:** what are the prospects of matching pension funds, sovereign wealth funds, family offices, 'impact investors' to projects?
- **Five years hence:** What blockages in the system will we still be discussing? And where will we be looking back to say: 'job well done?'

Robin Bromley-Martin, Chief Executive Officer, **Port Evolution and Development (Africa)**

Ed Harkins, Head of Export Credit Financing, **Fieldstone**

Gregory Kronsten, Head, Macroeconomic & Fixed Income Research, **FBN Capital**

Jef Vincent, Chief Underwriting Officer, **African Trade Insurance Agency**

Peter Zhang, Managing Director, **SinoFortone Group**

12h30

Lunch

13h30 to 17h00

Africa Hardball: Building trust across borders and governance within personalised policies

Led by Cbl's **Jon Marks**, a group of expert political analysts including **Paul Melley**, Associate Fellow, Africa Programme, Chatham House, **Patrick Smith**, Editor, Africa Confidential and **Michela Wrong**, Journalist & Author will debate, with delegates, trends in the development of cross-border relations and problems of governance and implementation:

The focus of Africa Hardball will be on personal and institutional politics, corruption and other governance issues, and on the capacity of governments to deliver on projects. We will approach this by looking at the politics of several key countries, including fragile states recovering from conflict, those with governance issues to resolve and others central to developing the Pida vision.

Politics to be discussed in Africa Hardball will include Côte d'Ivoire, DR Congo, Guinea and the Sahel states; Ethiopia, Eritrea and Kenya; Nigeria; and Mozambique, Namibia, Tanzania and South Africa. Others may, of course feature. Questions of leadership (including graft and succession) will be discussed in Hardball's usually frank way.

Other issues will include prospects for regional groupings, including the East African Community, and the building of trust among competing leaderships and governments.

Africa Hardball will conclude with a scenario-building exercise, to focus thinking and – potentially – uncover unexpected conclusions.

17h00 End of AIX: Transport and Infrastructure



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For sponsorship or speaker enquiries contact:
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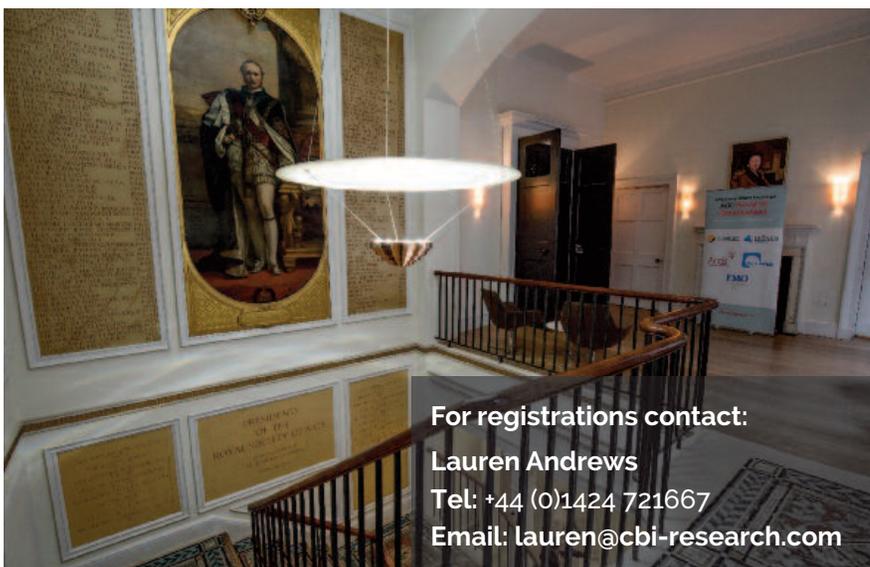
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Venue: RSA House

Designed in the early 1770s, RSA House is a famous centre for Enlightenment thinking, the intellectual and social home of some of the greatest thinkers and social activists of the past 200 years.

8 John Adam Street, London WC2N 6EZ.



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