



Africa 50

Changing the Game for African Infrastructure

Africa50 – JABF

25 July 2017

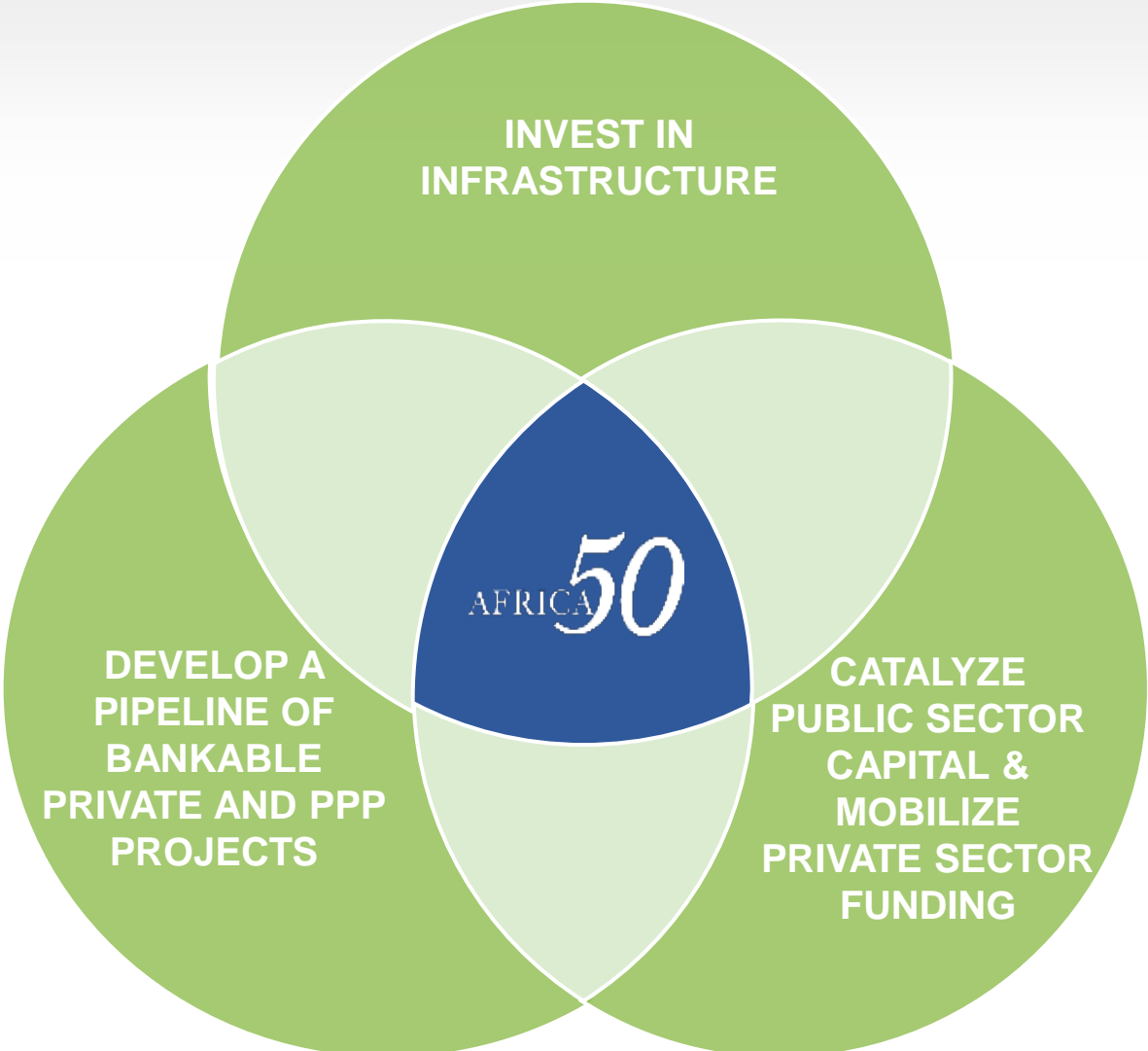
AFRICA 50
FINANCING AFRICA'S INFRASTRUCTURE
POUR LES INFRASTRUCTURES EN AFRIQUE

Infrastructure equity investment is one component of a broader ecosystem that Africa50 is looking to engage and shape

Africa50 structuring and fundraising strategy



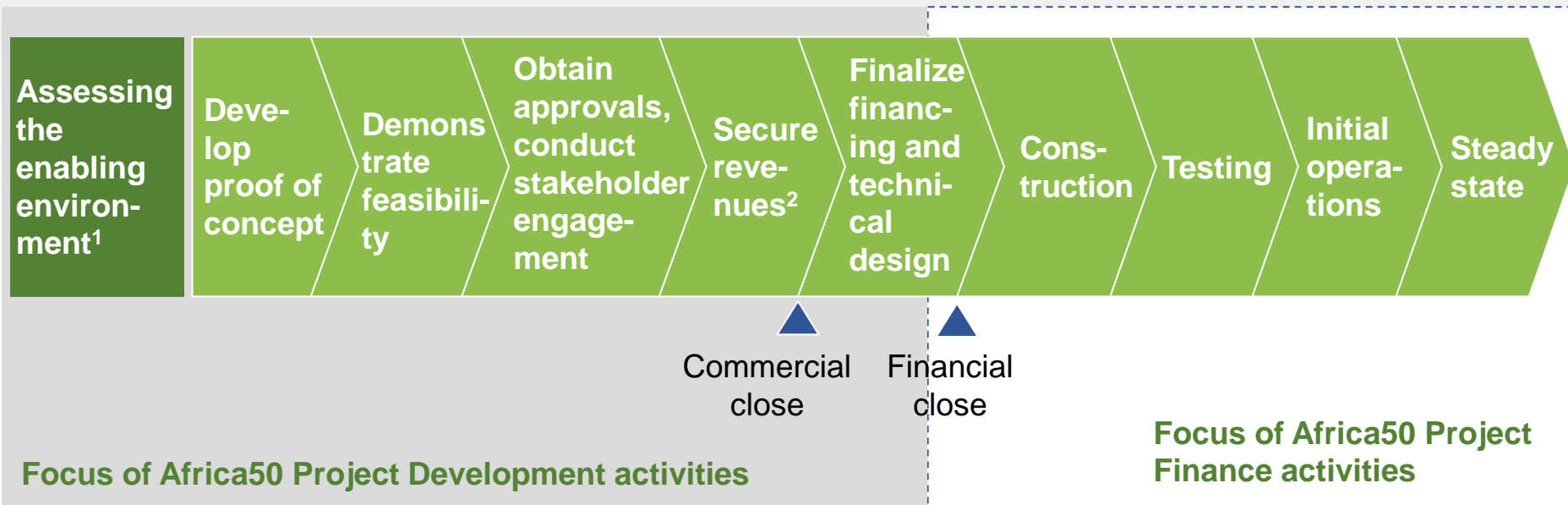
Africa50 is an infrastructure investment platform that contributes to the continent's growth



- **Develops and invests** in a pipeline of bankable private and PPP infrastructure projects
- **Catalyzes** public sector capital and **mobilizes** private sector funding (incl. long term savings)
- Provides differentiated **returns and impact**

Africa50 Project Development : Increase pipeline of bankable projects
Africa50 Project Finance : Take equity stakes in priority infrastructure projects

Project lifecycle



- **Contribute to growing a pipeline of private and PPP projects from deal sourcing through financial close by being an active partner (e.g., driving the PPP agenda)**
- **Sell to PF or externally at financial close**
- **Generate self-sustaining returns (a model few Project developers have successfully implemented to date)**
- **Leverage AfDB’s Africa Investment Forum to syndicate projects**

¹ Specifically, market intelligence and relationship-building

² Includes negotiation of commercial contracts

Africa50 Project Development predominantly builds its pipeline through partnerships with other developers who complement its core value proposition

Africa50 Project Development value proposition

- **Ability to engage stakeholders along the deal cycle** (through relations with African public sector, ...)
- Ability to identify and help **resolve project issues** in select markets
- **Preferential access to deals** via its network and ability to **identify projects** with strong political support
- **Ability to mitigate risks, support project structuring and financial appraisal**



Africa50 Project Development ownership model

- Africa50 would take an **active role alongside the main sponsor** (except for surrogate sponsor engagements) in co-developing projects and selectively in initiating projects, bringing its core value proposition
- Africa50 would operate through **partnerships with other developers** who **complement its value proposition**
- Africa50 would typically **take significant minority stakes** in the projects it develops

Africa50 Project Finance leverages its core value proposition to bring in the best possible strategic partners

Africa50 brings a clear value proposition to its investors and projects

- Access to **pipeline of deals** (through Africa50 Project Development and own network of key public and private stakeholders)
- Ability to **engage stakeholders post-financial close** to mitigate risk in markets perceived as high risk)
- Access to AfDB and DFI community for preferential debt
- Preferential relations with **potential secondary buyers**



Africa50 Project Finance ownership model

- Africa50 will catalyze private investments in infrastructure by taking **minority stakes** in projects or platforms and “crowding in” other investors, but can also act as a majority shareholder on a case by case basis
- **Africa50 will primarily team up with strong sponsors** with strong operational expertise, incl. regional and South-South sponsors