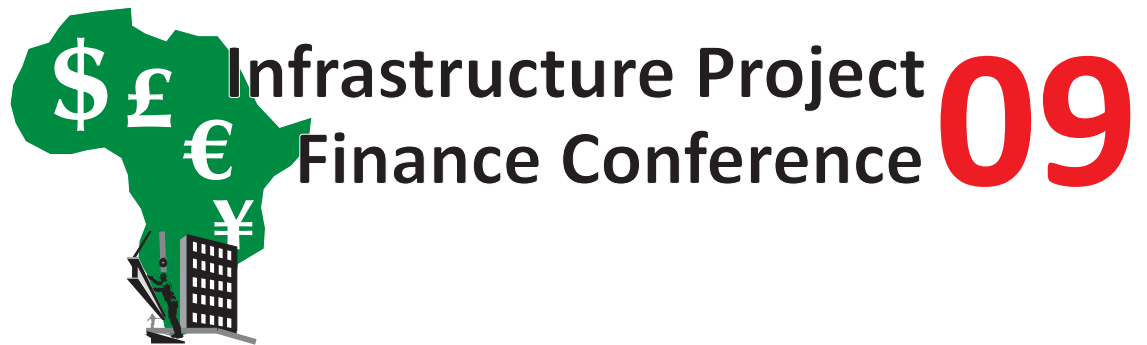


Book Your Place  
NOW at

# The Infrastructure Project Finance Conference



**7 - 8 July 2009**  
**Michelangelo Hotel, Sandton**

**Financing Projects in Africa**  
**Could the Global Financial Crisis be**  
**Africa's Golden Opportunity?**

**This is your chance to be**  
**one step ahead.**

**In**  
**association**  
**with:**



 **Africa Project Access**

This is a  
**FAIR CONSULTANTS SA**  
**AND PROMOCORP (PTY) LTD**  
Event



The **2<sup>nd</sup> Annual Infrastructure Project Finance Conference** takes place at the Michelangelo Hotel in Sandton from the 7-8 July 2009. The modalities for the financing of infrastructure projects in Sub-Saharan Africa have changed considerably over the recent years. It is imperative that those involved in the implementation of these projects take cognisance of the changes and develop a sound understanding of the varying financial instruments.

**Some of the Conference highlights include:** Project Financing Trends in Africa, Funding Modalities for the South Africa Infrastructure Programme, Funding of African Projects by Brazil, Russia, India, China (BRIC) including New Methodologies, The Increasing Role of Specialised Equity & Private Development Funds in Project Development in Africa (by sector), Arab Funding Agencies, Increasing Role of Boutique Project Financing Houses, Question & Answer Sessions with Major Donors and Development Finance Institutions as well as Sponsored networking events including a networking cocktail party.



#### Benefits of Attending:

- ⊙ Receive first-hand information from industry leaders.
- ⊙ Learn about current projects and ways to get involved.
- ⊙ Opportunities to cement relationships with new and existing clients.
- ⊙ Fantastic opportunity to network with infrastructure project leaders, decision makers and financial institution representatives.

#### Who should Attend:

- ⊙ Chairmen; CEO's
- ⊙ Managing Directors
- ⊙ Senior Industry Executives
- ⊙ Decision Makers; Project Leaders
- ⊙ Specialised Development Finance Agencies
- ⊙ Consulting Engineers
- ⊙ Project Finance Managers
- ⊙ Fund Managers
- ⊙ Relevant Government Officials; Academics

In association with & supported by:



#### Those involved in the new modalities of the market will include:

-  **Environmental and social impact consultants**
-  **Consulting engineers**
-  **Contractors**
-  **Equipment and material suppliers**
-  **Banks**
-  **Specialised development finance agencies**
-  **Donors**
-  **NGO's**
-  **Fund managers**
-  **Relevant government officials**
-  **Academics**

#### Comments from last year's event:

**Stan Sipho Sigotyana**, City of Joburg

*The conference had good panellists who shared valued information.*

**Simon Freemantle**, Frontier Advisory

*The speakers were well chosen - mostly providing new info and avoiding diplomatic rhetoric*

**Connor Dawson**, Group Five

*Well run conference. I will be back next year.*

This conference will **provide its delegates with** not only the **formal procedures of the various funding agencies** but will also **provide valuable and practical insights that will facilitate entry into their project cycles**. It is fair to say that the African business community needs to improve its knowledge and understanding of those who finance and assist with African infrastructure projects and this important event will go some way in capacitating delegates for improving their project "hit rates".

*In order to register for this event, contact*

**Fuzlin Esau at Fair Consultants South Africa,**

Telephone: **+27 (0)21 713 3360** or email: **conferences@fairconsultants.com**, or **complete** the attached booking form and **FAX** it back to her on **+27 (0) 21 713 3366**

# Conference Outline

Financing Projects in Africa  
Could the Global Financial Crisis be  
Africa's Golden Opportunity?

## DAY ONE

Tuesday 7 July 2009

07h30 Registration & Early Morning Refreshments

### Introduction

08h45 Welcome & Introduction by Conference Director

**Mr Paul Runge**, Managing Director,  
Africa Project Access

09h00 Keynote Address

**Mike Salawou**, Head: NEPAD IPPF, AfDB

09h30 Overview of Project Financing Trends in Africa

**Charles Marais**, Director: Routledge Modise Eversheds

### 10h00 Networking Refreshment Break

#### Development Finance Institutions

10h30 Panel: Question & Answer Session:

New Modalities, Criteria & Developments relating  
to Project Finance in Africa.

Private Sector Department (PSD):

African Development Bank

International Finance Corporation

European Investment Bank

**David White**, Head of Regional Representation

for Southern Africa & Indian Ocean, Pretoria

German Investment and Development Company (DEG)

**Michael Fischer**, Director: DEG/KFW

Office, Johannesburg

PROPARCO (France)

**Sophie le Roy**, Regional Head, Johannesburg

FMO (Netherlands)

Africa Finance Corporation

**Ini Urua**, AFC

#### South Africa Infrastructure Funding

12h00 Overview of Infrastructure Programme/Projects  
in South Africa

Transnet Port

**Mervin Chetty**, Chief Strategy Officer

12h30 Funding Modalities for the South Africa

Infrastructure Programme

*South African Treasury*

### 13:00 Networking Lunch in Exhibition Hall

#### Funding of Africa Projects by Arab Funding Agencies

14h00 Modalities for Funding African Projects Specific  
to Arab Funding Agencies

*Islamic Development Bank (IsDB)*

*Arab Bank for Economic Development in Africa (BADEA)*

*Arab Fund for Economic and Social*

*Development (AFESD/Kuwaiti Fund)*

*Saudi Fund for Development*

### 15h00 Tea & Networking

#### Donor Agencies

15h30 Panel: Question & Answer Session: New Programmes &  
Initiatives for SADC Countries

*World Bank*

*African Development Bank*

*European Union*

*Development Bank of Southern Africa*

### 17h00 Networking Cocktail

## DAY TWO

Wednesday 8 July 2009

07h30 Registration

### Introduction

08h45 Welcome & Introduction by Programme Director,

Explanation of Programme & Proceedings

**John Rocha**, Senior Project Manager:

*NEPAD Business Foundation*

09h00 Keynote Address on Status of Major SADC Projects:

*SADC Secretariat*

09h30 Funding of African Projects by Brazil, Russia, India,

China (BRIC) including New Methodologies

*China-Africa Development Fund*

*India-Africa Fund*

*India EximBank*

**Vinod Kumar Goel**, Deputy General Manager

& Resident Rep.

### 11h00 Tea & Networking

#### Specialised Funds

11h30 The Increasing Role of Specialised Equity &

Private Development Funds in Project Development in Africa

(by sector)

Evolution One Fund

**Zuko Kubukeli**, Executive Director:

*Inspired Evolution Investment Management*

*Pan African Infrastructure Development Fund*

**(Tsepo Mahloele)**

*Old Mutual/Standard Bank/MacQuarie Southern African*

*Infrastructure Fund*

*NEPAD Business Foundation Catalyst Fund*

*African Development Corridor Programme*

#### Technical Assistance Programmes

NEPAD Infrastructure Project Preparation Facility

**Mike Salawou**, Head: NEPAD IPPF, AfDB

Public Private Infrastructure Advisory Facility (PPIAF)

#### Boutique Project Finance Houses

12h30 Illustration of Special Role of Boutique Project Finance

Houses in Bridging the Gap between Project Sponsors

and Funding Agencies.

*CRESCO Project Finance*

*QSEP Capital*

### 13h30 Networking Lunch

#### Project/Programme Case Studies

14h30 Outline of Funding Arrangements for Mmamabula

Project, Botswana

Update on the Zambezi Valley Development Programme

ICT/ Communications Project in Africa

Indigo Bay Hotel Project, Mozambique

Lumwana Copper Project, Zambia

#### Closure & Way Forward

15h30 Report on Main Proceedings and Conclusions

derived from the Conference

**Rapporteurs: John Rocha, NBF &**

**Paul Runge APA**

### 16h00 Thanks & Closing Remarks by

Chairman

# Conference Registration Form

Complete and fax to +27 (0)21 713-3366

Title & First Name	Surname	Position	Cell no	E-mail

<b>Organisation:</b>		<b>VAT No:</b>	
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<b>Postal Address:</b>	
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<b>Physical Address:</b>	
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<b>Organisation Activity:</b>	
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<b>Fax No:</b>		<b>Tel No:</b>	
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<b>Rates</b>	<b>R 7950 per delegate excl VAT</b>	<b>No. of Delegates:</b>
	<b>Amount Due:</b>	

**NOTE:** NEPAD Business Forum members and APA members: **10% discount.**  
 A booking for 3 or more delegates from the same organisation qualifies for a discount. Please note - only one discount can apply. SA VAT applies to registrations. Space is limited to 200 places. Lunches & one networking cocktail party are included.

<input type="checkbox"/>	Please invoice our organisation	<input type="checkbox"/>	Order Number / Reference
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<input type="checkbox"/>	Payment for the delegate/s fee is enclosed. Bankers draft or cheque made to Fair Consultants SA cc. An invoice will be sent automatically.
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<input type="checkbox"/>	A direct bank payment will be made to: Fair Consultants SA cc, First National Bank, Claremont (code 200-109) Account No: <b>62051503798. Swift: FIRNZAJJ</b> Fax confirmation to <b>+27 (0) 21 713 3366</b> . An invoice will be sent automatically.
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<b>Credit Card No:</b>		<b>Visa</b> <input type="checkbox"/>	<b>Mastercard</b> <input type="checkbox"/>
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<b>Expiry date:</b>	
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<b>CVV (Security No):</b>	
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<b>Name on Credit Card:</b>	
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## Conditions of Registration

Delegates will be allocated places on a strictly first-come basis. All delegate fees must be paid in full before the conference. There will be a 20% administration charge on all cancellations received before 20 June 2009. There will be no refund on cancellations received thereafter but substitutes may be made. A delegate folder will be provided, but speaker papers will only be available if written papers are provided by speakers. The conference program is published in good faith but substitutions of speakers and/or papers may be necessary due to circumstances beyond the organiser's control.

<b>Name :</b>		<b>Signature:</b>		<b>Date:</b>	
<b>Position :</b>					