



Africa Investment Forum
Partner's Meeting
16th – 17th July, 2020

THE AFRICA INVESTMENT FORUM FOUNDING PARTNERS



THE AFRICA INVESTMENT FORUM

- *Changing the narrative of Africa's Investment landscape* -

What is the Africa Investment Forum?

A multi-stakeholder, multi-disciplinary platform championed by the African Development Bank and its partners to accelerate the closure of Africa's investment gaps, and ultimately transform the continent.

Vision

Africa's premier transactional platform tilting the balance of capital towards the Continent's critical sectors with the aim of achieving the SDGs, Agenda 2063, and the High 5s.

Objectives

- Advance projects to bankable stage
- Raise capital for bankable projects
- Accelerate the financial closure of deals



AFRICA INVESTMENT FORUM'S APPROACH

The Africa Investment Forum relies on four pillars to achieve its objectives:

1



The Platform

CONNECT

- ✓ Deal origination, structuring and due diligence
- ✓ Deal Advisory
- ✓ Digital Platform with a live database of Private/PPP deals

2



The Market Place

ENGAGE

- ✓ Investor Mobilization & Engagement
- ✓ Partners Engagement
- ✓ Investment Roundtables
- ✓ Investor Blast Mechanism
- ✓ Virtual Boardrooms

3



The Market-Days

CLOSE

- ✓ Boardrooms
- ✓ Public Sessions
- ✓ Business-to-Business (B2B) Meetings
- ✓ Entrepreneur (Start-ups) Pitching Sessions
- ✓ Deal Gallery

4



The Deal Tracker

TRACK

- ✓ Review of Boardrooms' outcomes
- ✓ Periodic update meetings with Project Sponsors
- ✓ Investor engagement
- ✓ Portfolio management and reporting

AFRICA INVESTMENT FORUM MARKET DAYS 2019 - KEY STATISTICS

OVERALL PARTICIPATION



2,291
participants



4 Heads of State/Government
(Ghana, Mozambique, Rwanda, South Africa)



101 countries represented



698 Investor Participation

BOARDROOMS



57 deals discussed in boardrooms



USD 67.7 bln (Value of deals discussed in Boardrooms)



25 countries with deals, 7 multinational and 3 regional deals



USD24.6 bln (Size of largest deal - LNG project, Mozambique)

MARKETPLACE AND NETWORKING



400 official bilateral meetings including curated marketplace B2B conversations



31 deals valued at **USD 5.2 bln** curated for Marketplace B2Bs



16 start-up pitches seeking to raise **USD76.4 mln**



6,591 connection requests that were sent through the App



61 deals valued at **USD 27.7 bln** displayed on the Marketplace Deal Gallery

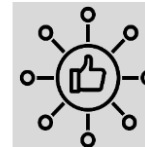
PUBLIC SESSIONS, ANNOUNCEMENTS AND MEDIA



19 public sessions, **22** press conferences



Over 2,500 news articles and pick ups; **1.82 million** estimated coverage



1.3 million Twitter impressions



16,807 profile visits and **4,079** new followers



56,000 visitors to the Africa Investment Forum website during registration season

PROGRESS TREND - AIF 2019 vs. 2018

METRICS		2018	2019
NUMBER OF PARTICIPANTS		1,943	2291
HEADS OF STATE / GOVERNMENT PRESENT		8 (Ethiopia, South Africa, Ghana, Guinea, Rwanda, Senegal, Cameroon, Nigeria)	4 (Ghana, Mozambique, Rwanda, South Africa)
BOARDROOM DEALS	NUMBER	63 deals	57 deals
	VALUE	USD 46.9 billion	USD 67.7 billion
INVESTMENT INTEREST SECURED FOR:		49 deals worth USD 38.7 billion	52 deals worth USD 40.1 billion
NUMBER OF PUBLIC SESSIONS	TOTAL	28	19
	PLENARY	14	5
	SESSION	14	14
START-UPS MARKETPLACE PITCHES		Nil	16
PRESS CONFERENCES AND ANNOUNCEMENTS		19	22
OFFICIAL BILATERAL MEETINGS	BILATERAL ROOM MEETING REQUESTS	169	369
	CURATED MARKETPLACE B2BS	Nil	31
NUMBER OF ACTIVE USERS ON THE MOBILE APP		1,122	1,847
CONNECTION REQUESTS ON THE MOBILE APP		1,383	6,591

THE AFRICA INVESTMENT FORUM DEAL TRACKER

Post-AIF Deals Tracker

- In January 2019, the Africa Investment Forum launched an investment tracker to monitor investors' commitments made at AIF2018 Boardrooms, with the goal of establishing a clear path to financial closure.
- In May 2019, the Mid-year Investment Tracker was launched to take stock of Boardroom transactions' progress.
- Working with AIF Partners to ensure that new deals feed into our respective pipelines, and additional investors are crowded in.
- Established methodology to capture the “degree of deal closure” based on achieved milestones.

InvestmentTrackerActivities



Throughout the tracker phase, the Africa Investment Forum provides continuous engagement with lenders/investors/sponsors, advisory support & deal structuring, unblocking bottlenecks, and addressing residual bankability gaps

AIF DEAL TRACKER - CLOSURE UPDATE

PROJECT / COUNTRY	VALUE (USD MILLION)	DEAL CLOSURE STATUS
AFRICAN INFRASTRUCTURE INVESTMENT FUND - AIIF3 (Multinational)	500	The project achieved final close in May 2019 with USD 320Million in capital commitments
African Guarantee Fund for SMEs (Multinational)	175	The Fund secured USD 179Million approvals for its 1 st close of USD 175Million (in excess of USD 4Million).
Gabiro Agri-Business Hub Phase 1 (Rwanda)	69	The Project's ask (financing for the USD 69 Million public tranche) was met in excess of USD 1Million.
BEEF AGROPROCESSING PROJECT (South Africa)	350	The Project secured the full equity investment in 2019
LOMÉ NEW THERMAL POWER PLANT (Togo)	130	Achieved final close in November 2019 with FCFA 65.4 billion in commitments.
COCOBOD (Ghana)	600	The project achieved final close with an excess of USD 62 Million
ALITHEIA IDF FUND Multinational (Mauritius, S.A, Lagos)	100	Achieved 1st close on November 2019 and a 2nd close of USD 75 million in April 2020.
FACILITY FOR ENERGY INCLUSION (Multinational)	259	Off-grid: achieved closing of USD 100M. On-grid: achieved first closing of USD159M. The Fund is seeking for USD 141M additional funding for 2nd and final closing
TOTAL	2,183	

AIF DEAL TRACKER – PORTFOLIO SEGMENTS

The AIF portfolio comprises **118 Boardroom deals** convened from the 2019 and 2019 Market-Days. These deals have a total value of **USD 112.8 Billion** and are subdivided into four (4) Segments:

CLOSED DEALS

8 Projects
USD 2.183 billion

- Deals which have exited the AIF's portfolio
- Fully secured all investment approvals
- Fulfill the conditions outlined in the AIF Deal Closure indicators.

ACTIVE DEALS

96 Deals
USD 87,206 Billion

- Actively being tracked
- Classified in three (3) progressive **categories of advancing to bankable stage, capital raising, and accelerating to financial close**
- Advancements in each deal are captured across deal **stages**.

INACTIVE/ON HOLD DEALS

5 Projects
USD 11,535

- Deals which are being monitored, but do NOT feature in analysis of the AIF portfolio
- Fulfill the "AIF's conditions for placing deals On Hold"

DROPPED DEALS

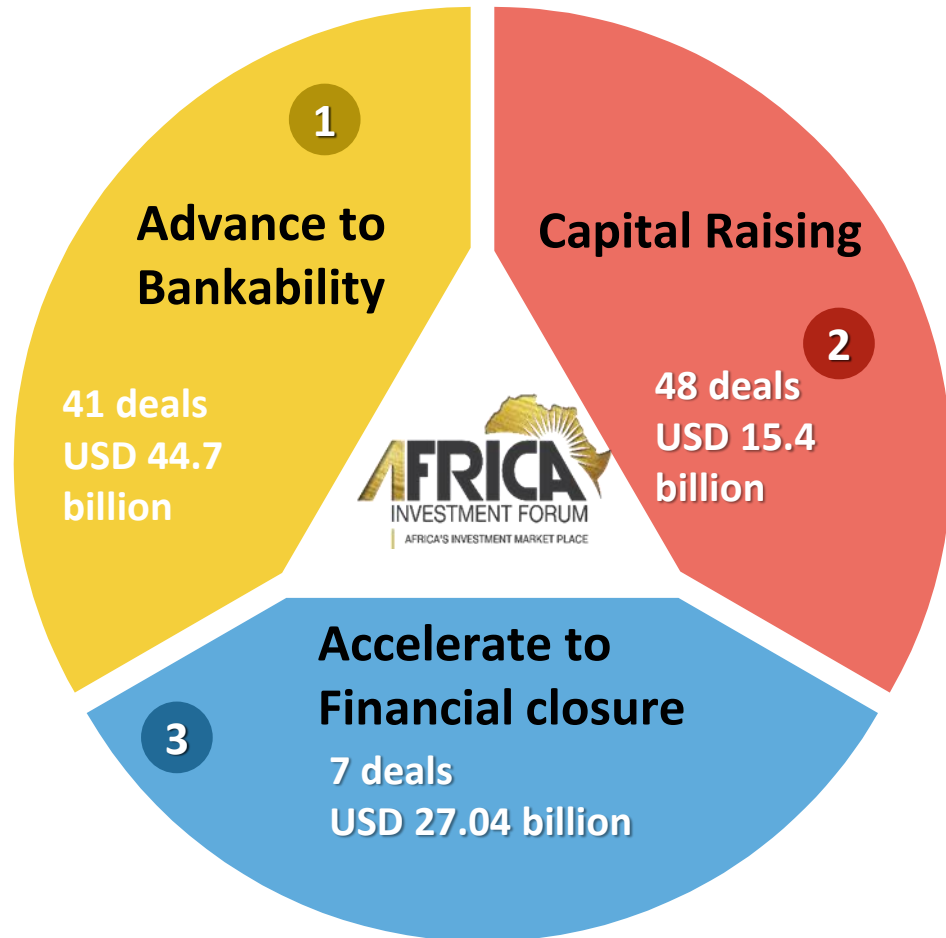
9 Projects
USD 13,802

- Deals which do NOT feature in the AIF portfolio, and are NOT currently being tracked by the AIF

** Data provided Is as at June 2020 and subject to change*

AIF DEAL TRACKER – ACTIVE PORTFOLIO

AIF 2018 and 2019 ACTIVE PORTFOLIO CATEGORIES



DEAL TRACKER STAGES

1

Deals in this category possess residual bankability gaps that require advisory support and project preparation funding to advance to the next stage of capital raising. They are categorized in the following stages:

- ✓ Pre-concept
- ✓ Project conceptualization
- ✓ Project Preparation & Feasibility
- ✓ Deal / Transaction Structuring

2

Deals in this category have demonstrated bankability to enable capital raising from lenders, investors, grant providers and underwriters. They are categorized in the following stages:

- ✓ Funding
- ✓ De-risking and Blending
- ✓ Due Diligence

3

Deals in this category have progressed significantly towards deal closure with 80% of capital secured in investment approvals

- ✓ Value of financing secured out of the total Deal Value

AIF 2020 DEAL ORIGINATION TARGETS AND SOURCES

Targets

Number of AIF 2020
Boardroom Deals **56**

Target Value of
Project for
Boardroom **USD 65 - 70
billion**

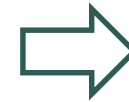
Investment approvals
secured **85%**

How to execute

Origination source

Volume # of Boardroom deals

Core Partners Origination Drive



11

Institutional Partners



5

One Bank – Sectors and Regions
Deal Origination Drive



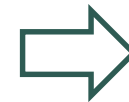
27

PAIF External Origination Drive



13

Volume of Deals Originated



56

** Subject to change based on final numbers*

ENGAGING WITH THE AFRICA INVESTMENT FORUM:

(1) PARTNERSHIPS AND SPONSORSHIPS

PARTNERSHIPS

FOUNDING PARTNERS

Institutions that joined the Africa Investment Forum at its inception (2018).

INSTITUTIONAL PARTNERS

Institutions with shared vision with the Africa Investment Forum and keen to join the platform after its inception.

KNOWLEDGE PARTNERS

Institutions and Entities, with common purpose with the Africa Investment Forum, in generating valuable **knowledge products** and services.

MEDIA PARTNERS

Media outfits with valuable content and outreach that contribute and align with the objectives of the Africa Investment Forum.

SPONSORSHIPS

PLATINUM SPONSOR

Sponsors of the Africa Investment Forum during its Market-days (3 Days event) in a particular year.

Information on sponsorship packages available to interested parties

GOLD SPONSOR

Sponsors of the Africa Investment Forum during its Market-days (3 Days event) in a particular year.

Information on sponsorship packages available to interested parties

SILVER SPONSOR

Sponsors of the Africa Investment Forum during its Market-days (3 Days event) in a particular year.

Information on sponsorship packages available to interested parties

ENGAGING THE AFRICA INVESTMENT FORUM:

(2) DEAL ONBOARDING & PROCESSING

1. Origination

- ✓ Deal Teaser submitted to AIF
- ✓ Exploratory calls with project sponsors
- ✓ NDA execution

2. Evaluation

- ✓ Key project documents are submitted to AIF
- ✓ Bankability assessment is conducted
- ✓ KYC / IDD checks are conducted
- ✓ Boardroom & Marketplace (Deal Gallery, B2Bs) allocation

3. Feedback & Onboarding

- ✓ Evaluation outcome is communicated to project sponsors
- ✓ Deals qualifying for Boardrooms receive a Boardroom Pack
- ✓ Sponsors submit complete Boardroom Pack

4. Investor Matchmaking

- ✓ Select Boardrooms Deals participate in the AIF Investor Blast mechanism;
- ✓ Boardroom participation is confirmed



5. AIF Market-Days

Deals gain exposure to investors via:

- ✓ Boardroom Sessions
- ✓ Curated B2B Meetings with investors
- ✓ Deal Gallery display
- ✓ Entrepreneurial/SMEs Track

6. Deal Tracking & Acceleration

- ✓ Monthly update meetings with sponsors and investors
- ✓ AIF provides deal advisory on deals where required
- ✓ Closed deals are showcased on media platforms and at AIF fora

Investment Roundtables: all year round meetings designed to match global and local investors (including the AfDB) with deals of interest

ENGAGING THE AFRICA INVESTMENT FORUM:

(3) AIF DEAL TRACKER UPDATE– ACTIVE DEALS

Innovation PAPER MACHINE PROJECT - ALGERIA



Presses à bale



Description

The construction of Africa's largest paper machine plant and collection site to produce 350'000 recycle tons of waste paper per year

PROJECT INFORMATION

Costs	USD 250 Million
Ask	USD 195 Million
Jobs	800 direct and 7200 indirect
Development Impact	<ul style="list-style-type: none"> ○ Foster industrial development and advanced technology transfer (waste management) to local SMEs ○ Recycling over 300k tons of wastepaper yearly ○ Import substitution - Local production of ~ 55% of national demand for paper by 2024

Blended Finance Structure - A STAR TEXTILE PROJECTS



Description

West Africa's largest cotton industrial complex for the processing of cotton fibers into finished and semi-finished products for regional and global markets.

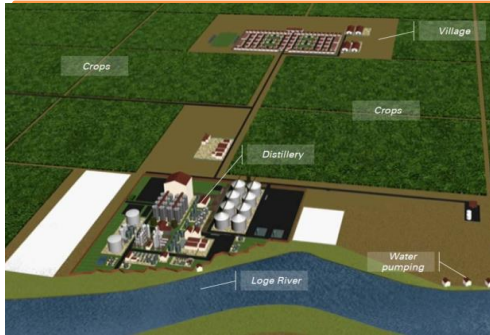
PROJECT INFORMATION

Costs	USD 362 Million
Ask	USD 101.7 Million
Jobs	11 500 direct jobs and 50 000 indirect jobs;
Development Impact	<ul style="list-style-type: none"> ○ Export, import substitution, and regional integration ○ Generate fiscal revenues and forex earning, ○ Innovative blended finance structure: Debt (DFIs), Equity (Institutional investors, State Fund with 50% being sought from local private sector and Funds)

ENGAGING THE AFRICA INVESTMENT FORUM:

(3) AIF DEAL TRACKER UPDATE– ACTIVE DEALS

Integrated Project AGRO-INDUSTRIAL PROJECT – ANGOLA



Description

Production of non-fuel ethanol [industrial solvents, medical, beverages and cosmetics] from corn and other crops. Excess agricultural capacity will be sold in the local market.

PROJECT INFORMATION

Costs	USD 254 Million
Ask	USD 200 Million
Jobs	2551 direct
Development Impact	<ul style="list-style-type: none">○ Innovative blended finance structure Debt (DFIs and Local Banks), Equity (non traditional investors and PE funds), sovereign guarantee○ Multiple revenue streams: Agricultural activity, Industrial activity, and Energy○ Creation of an export stream and forex earnings○ Up to 40 million liters will be reserved for the local market to offset imports



AFRICA

INVESTMENT FORUM

AFRICA'S INVESTMENT MARKET PLACE

AFRICA INVESTMENT FORUM UNIFIED RESPONSE TO COVID-19

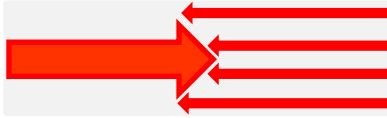


*Partner's Meeting
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COVID-19 & the African Economy

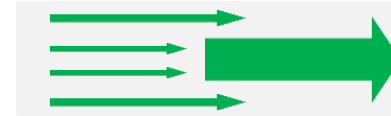
Topline Messages

*The current health and unfolding economic crisis stemming from the Covid-19 pandemic is disrupting the **Public** and the **Private** sector, as well as millions of people's livelihoods across Africa.*



Headwinds

- An imminent global recession with a projected U-shaped recovery.
- African economies are set to contract for the first time in 25 years (projected real GDP contraction of 3.4%).
- Estimated reduction of 30 – 40% in foreign direct investment (FDI) and remittances in 2020.
- Global slowdown in demand for commodities (Africa supplies 60% of global raw materials).
- Supply chain disruptions



Tailwinds

- Increasing interest in health sector investments.
- Resurgence of the debate on industrializing Africa.
- Opportunity to accelerate Africa's digital revolution.
- Energy demand remains latent and is likely to spike quickly as lockdown eases.
- Infrastructure demand fundamentals remains - the pandemic has created the urgency to accelerate investments in Africa's infrastructure opportunities

AIF Founding Partner's Individual Responses To COVID-19

Institution	Initiative	Commitment (USD)
African Development Bank Group (AfDB)	COVID-19 Crisis Rapid Response Facility (CRF)	USD 10 Billion
	Fight COVID-19 Social Bond	USD 3 Billion
	Emergency Assistance Grant to Support COVID-19 Response	USD 2 Million
	Global Community of Practice (G-CoP) on COVID-19 Response Strategies	N/A
	Preparation of full-fledged strategies for Africa's Quality Health Infrastructure Support and Pharmaceutical Industry Support	N/A
African Export-Import Bank (Afreximbank)	Pandemic Trade Impact Mitigation Facility (PATIMFA)	USD 3 Billion (net disbursement)
	Collaboration with UNECA to finance African businesses involved in the manufacture of Covid-19 related supplies.	USD 200 Million (sub-set of the PATIMFA facility)
	Grant funding for COVID-19 mitigation responses (Recipients thus far include AU COVID-19 Response Fund, African Center for Disease Control (Africa CDC)	USD 3 Million
Africa50	COVID-19 Relief Support Initiative to support continent-wide initiatives	USD 800,000
Africa Finance Corporation (AFC)	N500 million to the Central Bank of Nigeria Private Sector Coalition	USD 1.28 Million
Development Bank of Southern Africa (DBSA)	R150 million COVID-19 Related Interventions	USD 8.2 Million
European Investment Bank (EIB)	€ 5.2 billion COVID-19 comprehensive response outside the EU	USD 381 Million
	EIB / World Health Organization (WHO) Partnership	N/A
Islamic Development Bank (IsDB)	USD 2.3 billion Strategic Preparedness and Response Plan (SPRP) for COVID-19.	USD 2.3 Billion
Trade and Development Bank (TDB)	Special Initiatives (COVID-19 Response Plan)	N/A

The Crisis Calls for a Unified Response

The proposal is for AIF Partners to adopt a collective approach across the following 3 recommendations:

1. Prioritize the Funding of Quick-win Projects

- ✓ 15 unique projects identified for funding consideration
- ✓ Cumulative value of USD 3.79 billion
- ✓ 5 relevant sectors
- ✓ 11 countries

2. Organize Virtual Investment Roundtables and Webinars

- ✓ Convene leading public and private sector experts in a virtual marketplace
- ✓ Opportunity to provide continent-wide thought leadership on responding to Covid-19

3. Accelerate the establishment of a secondary infrastructure market

- ✓ Leverage Partners' expertise in infrastructure funding to create suitable products for institutional investors
- ✓ Leverage the AIF's universe of investors and portfolio of deals to create a matchmaking function.

AIF Unified Covid-19 Response: Select Deals for Priority Consideration					
N#	Sector	Country	Project Name	Project Value (USD M)	Project's Ask
1	Agriculture & Agro-processing	Angola	Project Dairy Milk	50.2	Equity Stategic partners Debt
2		Angola	Project Integrated Farm & Meat Processing	254	Trade Finance Senior Debt
3		Burkina Faso	Project Cotton Complex	362	Debt financing equity
4		South Africa	Project Food Emporium	300	Debt Equity
5	Energy	Nigeria	Project Integrated Power	514	Strategic partners; Commercial lenders; Guarantee.
6	Health	Angola	Project Specialist Hospital	60	Debt Feasibility studies funding
7		Cameroun	Project Teaching Hospital	40	Debt
8		Cote d'Ivoire	Project Pharmaceutical Plant	35	Debt Quasi-equity
9		Ghana	Project Specialist Hospital	96	Strategic Partner Debt
10		Kenya	Project Vaccine Plant	30	Debt Feasibility studies funding
11		Nigeria	Project Telemedicine	30	Debt Feasibility studies funding
12		Nigeria	Project Vaccine Manufacturing Plant	50	Debt
13	ICT & Telecoms	Egypt	Project Telecom Expansion	1,500	Debt
14		Rwanda	Project Technology Park	400	Strategic Partner Equity Debt
15	Industrial & Trade	Mozambique	Project Cotton Yarns	70	Loan Facility
TOTAL (USD M)				3,791	

Select Deals: Snapshot of Investment Readiness by Sector

	Advance to Bankable Stage	Capital Raising	Accelerate to Financial Close	Total Deals by Sector
Agriculture & Agro-processing	Nil	4 deals valued at USD 966.2 million	Nil	4 agriculture sector deals valued at USD 966.2 million
Energy	Nil	Nil	1 deal valued at USD 514 million	1 energy sector deal valued at USD 514 million
Health	40 deals valued at USD 216 million	3 deal valued at USD 125 million	Nil	6 health sector deals valued at USD 341 million
ICT & Telecoms	Nil	2 deals valued at USD 1.9 billion	Nil	2 ICT & Telecoms sector deals valued at USD 1.9 billion
Industrial & Trade	Nil	1 deal valued at USD 1.24 billion	Nil	1 Industrial & Trade sector deal valued at USD 70 million
Total Deals by AIF Portfolio Stages	4 deals valued at USD 216 million requiring financing to address bankability gaps	10 deals valued at 3.15 billion identified for capital raising	1 deal valued at USD 514 million recording significant progress towards deal closure	

AIF PARTNERS MEETING

