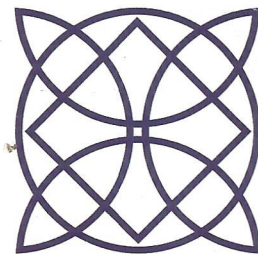


Second  
Annual Event!  
Challenging critical  
project finance issues  
for key players

# PROJECT FINANCE



WORLD  
Africa 2003

## Conference chairman



**Dr Ken Kwaku**  
Chief Representative for Africa  
MIGA / World Bank Group

## Keynote presenters



**Gugu Moloi**  
Chief Executive Officer  
Umgeni Water



**Dr Izak Labuschagne**  
Chief Executive Officer  
SADC Development Fund Trust

## Leading financier's perspective



**Jonathan Berman**  
Head of Merchant Banking Africa  
Barclays Bank

26 – 28 August 2003, The Hilton Sandton, Johannesburg, South Africa



## Financing Africa's infrastructure!

Platinum partner

**BARCLAYS**

Endorsed by



- Benefit from funding and financing Africa's infrastructure
- Return on investment through efficient project finance structuring
- Sector specific showcase sessions: Water, transport, telecommunications, mining, agriculture and hotels
- Privatisation, multilateral guarantees and governmental participation: Evaluating and benchmarking participants to ensure successful project completion
- Risk management and mitigation in Africa: Identifying and eliminating disincentives to project finance due to its complex nature

Organised by:

**terrapi**n  
B2B media

## Financing Africa's infrastructure

**08:00 Registration and early morning refreshments****Conference chairman:****Dr Ken Kwaku**

Chief Representative for Africa

**MIGA (Multilateral Investment Guarantee Agency) /  
The World Bank Group****08:45 Opening remarks from the chairman****Paul Runge**

Managing Director

**Africa Project Access****FUNDING AND FINANCING AFRICA'S INFRASTRUCTURE****09:00 Leading financier's perspective: Attain the most competitive funding in Africa by understanding the ups and downs of funding an African super project**

- Creating innovative capital market deals
- What pioneering forms of financing are available and who are the main providers?
- Collaterals for sponsors, principal banks and lenders
- Attract significant international bank interest: Identifying selection criteria for a bank
- Evaluating other potential sources of equity and debt
- Addressing integrated capital market financing, market trends and volatility in Africa
- Identifying tax benefits and concerns

**Jonathan Berman**

Head of Merchant Banking Africa

**Barclays Bank****10:00 Panel discussion: Seizing opportunities arising from emerging markets**

- Budgeting for price volatility in high-inflation environments
- Mobilising funds from a range of sources
- Forecasting trends that will influence Africa
- Flourishing amidst interest rate fluctuations, currency volatilities and commodity scaresness in Africa
- Mitigating political and economic risk, global shifts and financial market volatility

**Eng. Remmy Makumbe**

Executive Director

**Southern African Railways Association (SARA), Zimbabwe****Gugu Moloji**

Chief Executive Officer

**Umgeni Water****Jonathan Berman**

Head of Merchant Banking Africa

**Barclays Bank****11:00 Morning tea and refreshments****Keynote presentation****11:30 Sector specific showcase session: Water**

- Mobilising distributions to deliver on the millennium goals
- Water as a lever for real economic development
- Water financing: What has been achieved in the developing world?
- Institutional arrangements needed to finance water delivery
- Identifying opportunities to finance water delivery

**Gugu Moloji**

Chief Executive Officer

**Umgeni Water****12:00 Sector specific showcase session: Transport**

- Why participate in projects on the African continent?
- Clarifying the role of capital markets
- Identifying the sources of funding equity and debt
- Optimising the funding structures
- Addressing the role of government and specialist agencies
- Considering the influence of privatisation

**Eng. Remmy Makumbe**

Executive Director

**Southern African Railways Association (SARA), Zimbabwe****12:30 Networking luncheon****PRIVATISATION, MULTILATERAL GUARANTEES AND GOVERNMENTAL PARTICIPATION  
EVALUATING AND BENCHMARKING PARTICIPANTS TO ENSURE SUCCESSFUL PROJECT COMPLETION****13:30 Understanding stakeholder roles, expectations and perspectives for reciprocal benefits**

- Due diligence evaluation: Vision, mission and responsibilities
- Cash flow analysis, pre-financing programmes and economic value-add partnerships
- Integrating contractual arrangements to the country's legal framework and investment environment
- Evaluating and benchmarking contractors and operators
- Opening dialogue for key trade and investment discussions
- Understanding the strategic importance of multilateral agencies in the project finance initiation stage

**Bastiaan Mohrmann**

Principal Investment Officer – Business Development

**IFC (International Finance Corporation) /  
The World Bank Group****14:30 Categorising your partners: Knowing who you are working with and why**

- Finding skilled individuals in Africa: Why are we leaning on expatriates?
- Tax considerations: Tax benefits and drawbacks
- Evaluating and benchmarking the participants
- Creating a desire for expatriates to enter Africa
- Building partnerships with international communities
- Creating added value for the development of third world markets
- What can Africa gain from international expertise?

**Daniel Macqueen**

Director

**Falcon International Financial Advisors****15:00 Afternoon tea and refreshments****15:30 Panel discussion: Identifying the need for flexibility in project development strategies**

- How can governments attract foreign direct investment?
- Assessing African privatisation hotspots for investment
- Benefiting from organisations such as the AU and other international trade centres
- Integrating international private sector expertise
- Creating strategic partnerships and alliances

**Bastiaan Mohrmann**

Principal Investment Officer – Business Development

**IFC (International Finance Corporation)****Daniel Macqueen**

Director

**Falcon International Financial Advisors****Desmond Morgan**

Chief Accounting Officer

**Modern Africa Fund Managers****16:30 Sector specific showcase session: Telecommunications**

- Assessing capital markets for telecom projects
- Competitive funding: Structuring cross-border projects
- How to finance wire-line, wireless and satellite projects
- Addressing key legal and regulatory issues
- Working with export credit agencies and multilaterals
- Vendor financing and cross-border equipment leasing
- Securitising telecom receivables

**Desmond Morgan**

Chief Accounting Officer

**Modern Africa Fund Managers****17:00 Close of day one****17:00 Mingle with the project finance experts at the Barclays cocktail function!**Sponsored by  
Barclays Bank PLC

## Financing Africa's infrastructure

**08:00 Registration and early morning refreshments****Conference chairman:****Dr Ken Kwaku**

Chief Representative for Africa

**MIGA (Multilateral Investment Guarantee Agency) /  
The World Bank Group****08:45 Opening remarks from the chairman****Peter Metcalfe**

Chief Executive Officer

**The Foundation for the Development of Africa****RISK MANAGEMENT AND MITIGATION IN AFRICA – IDENTIFYING AND ELIMINATING DISINCENTIVES TO PROJECT FINANCE****09:00 Scrutinising and managing the risks involved in African projects to ensure project success**

- Calculating political risks in African countries
- Risk modelling and forecasting: Tools and techniques
- Contingency planning: Taking forward cover to prevent loss
- Options for strategic resource management: Public private partnerships, commercial and back-up credit facilities, captive finance companies and swaps
- Utilising sales, acquisitions, mergers and leveraged buy-outs to dispose of properties and operations which do not have the growth and profit potentials presented by the new project
- Advantages and benefits of employee stock ownership plans

**Douglas McClure**

Director

**Security Audit Systems****10:00 Panel discussion: Preparing for actualities and possibilities: The risks are very real, especially in Africa**

- Managing political, legal and economic risk in Africa
- Creating effective risk mitigation strategies and sharing risk
- Ensuring project finance flexibility
- Overcome logistical hazards in Africa
- Comparing political risk insurance in Africa to the stronger international markets
- Offering insurance to investors and lenders to reduce non-commercial risks

**Douglas McClure**

Director

**Security Audit Systems****Dr Izak Labuschagne**

Chief Executive Officer

**SADC Development Fund Trust****Mark Hassenkamp**

Director

**Du Roi Laboratory****11:00 Morning tea and refreshments****Keynote address****11:30 Sector specific showcase sessions: Agriculture**

- Attracting developers, lenders and governments
- Why participate in agricultural development projects on the African continent?
- Addressing multi-faceted work in a broad range of countries
- Optimising the funding structures

**Case study: Gili Kibbutzsa**

Izak will be addressing the Gili Kibbutzsa PPP land redistribution agricultural development system: Project value: R 2,346 Billion. Izak is currently engaged under mandate as Project Developer and Strategic Planner for several projects in the SADC region.

**Dr Izak Labuschagne**

Chief Executive Officer

**SADC Development Fund Trust****12:00 Case study: Major agriculture project in Angola**

Mark will be discussing a major agriculture project in Angola. So much money has been invested into Africa. The question this session poses is why and how? Mark will discuss how to attract developers, lenders, and governments to agricultural

projects and why to participate in agricultural development projects on the African continent.

**Mark Hassenkamp**

Director

**Du Roi Laboratory****12:30 Networking luncheon****ROI THROUGH EFFICIENT PROJECT FINANCE STRUCTURING****13:30 Achieving absolute returns on project finance by structuring the deal for all round economic value**

- Case study: The Alexandra Renewal Project
- Assessing who is involved to prepare watertight documentation
- Identifying critical legal issues to consider when negotiating
- Meeting internal return objectives on new projects
- Involving variable elements to structure the deal with lead arrangers and co-sponsors
- Defining the base decisions, such as debt servicing rate, expected internal rates of return and breakeven analysis
- Pre-project, current and post-project expectations

**Mike Maile**

Chief Operating Officer

**Urban Regeneration Agency****14:30 Sector specific showcase session: Hotels**

Mike will be discussing two major hotel projects in Nigeria. Concerns about uncertain political environments and perceptions of risk often inhibit investment. Mike will discuss the contractual matrix and assess who should be involved and the extent of the party's responsibilities within the project. Mike will identify the critical legal issues and explain how best to work with export credit agencies and multilateral institutions to meet return objectives on hotel projects.

**Mike Burt**

Director

**Business Venture Investments 83****15:00 Afternoon tea and refreshments****15:30 Panel discussion: Controlling the business relationship to add value**

- Insurance against non-payment: Coping with default
- Identifying a feasible project plan and choosing partners
- Demonstrating innovative techniques for deal structuring
- Complying to international trade law
- Creating stable legal and economic parameters
- Income and cash flow planning in hard, convertible currencies

**Mike Maile**

Chief Operating Officer

**Urban Regeneration Agency****Mike Burt**

Director

**Business Venture Investments 83****David W Anderson**

Managing Director

**Cortec Construction****16:30 Sector specific showcase session: Mining****Case study: Mining projects in Djibouti and Ethiopia**

- Executing comprehensive risk analysis and risk management strategies for clean sheet capital re-design processes
- Defining the role of Government (NEPAD principles and BEE)
- Involving the World Bank for environmental, social aspects and infrastructure
- Using MIGA, the ECIC and other export credit agencies in providing political and commercial risk insurance
- The role of the IFC, the CDC and the IDC in providing equity and loan financing for quality mining projects
- Identifying hot spots for African mining development

**David W Anderson**

Managing Director

**Cortec Construction****17:00 Close of day two and close of the conference**