

# 9<sup>th</sup> AFRICA PPP<sup>TM</sup>

PUBLIC PRIVATE PARTNERSHIP  
CONFERENCE & SHOWCASE

**23-24 NOVEMBER 2017**

CAPE SUN HOTEL, CAPE TOWN | SOUTH AFRICA



**22 NOVEMBER 2017**  
PRE CONFERENCE TRAINING



**AFRICA'S**  
**LONGEST RUNNING PPP EVENT**



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ORGANISED BY:



## OVERVIEW:

AME Trade is, once again, proud to bring you **Africa's longest running PPP conference**. This 9<sup>th</sup> edition will be held in Cape Town from the 23 – 24 November 2017, with pre-conference training on the 23<sup>rd</sup> November, and promises to be the best one yet.

As we work towards a decade of highlighting the importance of Private Public Partnerships and the key role they play in the development of Infrastructure on the continent, the conference programme will showcase more African PPP bankable projects, bring you updates project featured last year, dedicate more time to one-on-one meetings and avenues for closing the funding gap.

Highlighted sectors include:

Energy, Water, Hotels/Tourism, Transport, Agriculture, Education/Health, Centralised Office Accommodation, Manufacturing/Industrialisation

## DRAFT PROGRAMME:

### DAY 1 22 NOVEMBER 2017

#### 07:00 – 08:30 Registration for Pre-conference workshop

Each year, the Africa PPP event brings you a specialised pre-event training aimed at skills development for industry players.

#### 07:00 – 08:30 Registration for Pre-conference workshop

#### 08:30 – 17:00 Pre-conference Practical Training Workshop Using project Preparation tools to unlock the development of PPPs

Effective planning of PPP projects is the keystone to successful projects. There is currently a shortage of well prepared, bankable PPPs in Africa, that will attract the necessary partnerships and investment. This pre-conference training session will focus on providing technical assistance on how Project Preparation can benefit the development of PPPs.

#### 08:30 – 09:00 Introduction of workshop

<http://ametrade.org/africappp/>

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Laura Sitzia, Operations Director, [laura@ametrade.org](mailto:laura@ametrade.org)

**09:00 – 10:30 Strengthening the Enabling Environment for PPPs**

- Defining regulatory approaches
- Advisories on the implementation of legal, regulatory and policy regimes that provide clear and predictable rules for project development
- Building institutional capacity in PPP Units – identifying training needs
- Sourcing international expertise for technical assistance and training

**10:30 – 11:00 – Coffee and Networking Break**

**11:00 – 12:30 Project Identification and Selection**

- Selection of project and requirements
- Screening of project – Can the project be delivered as a PPP?
- Value for money - testing sustainability and affordability
- Is the market ready for such a project? Assessing market appetite
- Creating an appraisal report
- Is it a go or no? Decision time

**12:30 – 13:30 Lunch and Networking Break**

**13:30 – 15:00 – Project Readiness – Due Diligence and Feasibility Studies**

- Time to refine – identify required outputs and project parameters
- Test technical feasibility – highlighting risks and increasing transparency
- Socio-economic and environmental impact assessments – The positives and negatives
- Bankability appraisal – Value for money assessment
- Project management and procurement plan

**15:00 – 15:30 Coffee and Networking Break**

**15:30 – 16:30 Accessing Project Preparation Finance**

- Optimising the cost of finance for the PPP
- Allocation of risks
- The different categories of funds – debt, equity, credit enhancement
- Options for multi-source backing
- Dealing with unsolicited bids

**17:30 – 18:00 Awarding of Certificates**



**DAY 2**  
**23 NOVEMBER 2017**  
**CONFERENCE PROGRAMME**

07:00 Registration

08:30 Delegates to be seated for opening ceremony

**08:45 – 09:15**  
**Opening Plenary Session**

Welcoming address: Senior Representative, AME Trade

Welcome from Sponsors:

Keynote Welcome Address:

**09:15 – 10:30 Session 1**  
**Standardising PPP Frameworks**

Some countries in Africa already have well defined PPP legal and regulatory frameworks, while other countries in the region are working towards formulating strong PPP policies.

- Aligning with UN SDG's and International Standards
- Developing the legal frameworks for cross border PPPs
- Addressing the issue of cost recovery
- Developing transparent, credible and effective regulatory agencies that are adapted to the specific needs of the country
- Regulatory framework updates

Speakers:

**10:30 – 11:00 Coffee Break**

**11:00 – 12:00 Session 2**  
**Best Practice International Case Studies**

Although most countries on the continent have implemented a number of PPP projects, the challenges and issue vary from project to project. During this session, we will learn from best practice international case studies.

**12:00– 13:15 Session 3**

**Closing the funding gap – Financial mechanisms**

No public-private partnership project can be implemented without the necessary finance. Experts from traditional and alternative finance institutions will consider the available finance mechanisms.

- Tax increment financing
- Project bonds and other alternative forms of financing
- Project bonds
- Refinancing
- Mobilising finance
- Alternative Funding/Insurance
- Bi-lateral donors
- The impact of political stability to attract private funding

Speakers:

Timo Bollerhey, Senior Advisor Financial Systems Development, GLZ\*

**13:15 – 14:15 Lunch**

**14:15 – 15:30**  
**Investable Infrastructure Projects**  
**Round Robin Meetings**  
**Part 1 – By invitation only**

During this interactive session, pre-selected and registered investors, funders and project developers will have the opportunity to speak with the PPP Units and Government Entities directly in a round-robin format.

Invited players will use this time to ascertain additional information and discuss possible funding and development of the investable infrastructure PPP projects.

NB All meetings will be confirmed 1 week prior to the event

Showcasing projects:

Stanley Kamau, Head PPP Unit, National Treasury, Kenya

James Aiello, Senior Project Advisor, PPP Unit, GTAC, National Treasury, South Africa

Flora Tenga, PPP Director, Ministry of Finance, Tanzania

Abebe Tadesse, Senior Expert and ISP-PPP Coordinator, Ministry of Finance and Economic Cooperation, Ethiopia

**14:15 – 15:30 Session 4**  
**Increasing Manufacturing and**  
**Industrialisation PPPs**

Manufacturing is a key element of the innovation chain.

- Financing industrialisation
- IDZs – PPP potential
- Production incentive schemes
- Developing an export industry
- Meeting local content requirements

Senior Representative, PPP Unit, Ivory Coast  
 Dieudonne Bondoma Yokono, President,  
 CARPA, Cameroon  
 Innocent Bajiji, PPP Analyst, Rwanda  
 Development Board, Rwanda

**15:30 – 16:00 Coffee Break**

**16:00 – 17:15**  
**Investable Infrastructure Projects**  
**Round Robin Meetings**  
**Part 2 – by invitation only**

During this interactive session, pre-selected and registered investors, funders and project developers will have the opportunity to speak with the Project Developers directly in a round-robin format.

Invited players will use this time to ascertain additional information and discuss possible funding and development of the investable infrastructure PPP projects.

NB All meetings will be confirmed 1 week prior to the event

Showcasing projects:

Dr Amit Thakker, Chairman, African Healthcare Federation\*

H. David Meyers, Chairman, AgriSmart Inc

Eng M C Munodawafa, Chief Executive Officer, Zambezi River Authority

**16:00 – 17:15 Session 5**  
**Centralised Office Accommodation and Government Precincts**

Centralised office space allows for reduction of costs, managed leasing systems and can increase productivity.

- Government precinct PPP showcase
- Planned centralised office accommodation PPPs
- Operation and maintenance
- Investing in centralised hubs

**17:15 Close of Day 1 Conference**

**18:00 Cocktail Function**

**DAY 3**  
**24 NOVEMBER 2017**  
**CONFERENCE PROGRAMME**

08:00 Welcome coffee

**08:30 – 09:45 Plenary Session 6**  
**African PPP Units – Bankable Project Showcase**

During this session, African PPP Units will outline their investable PPPs to the audience and provide more insight on planned projects.

Speakers:

Stanley Kamau, Head PPP Unit, National Treasury, Kenya

Flora Tenga, PPP Director, Ministry of Finance, Tanzania

Abebe Tadesse, Senior Expert and ISP-PPP Coordinator, Ministry of Finance and Economic Cooperation, Ethiopia

Senior Representative, PPP Unit, Ivory Coast

Innocent Bajiji, PPP Analyst, Rwanda Development Board, Rwanda

**09:45 – 11:45 Plenary Session 7**  
**Encouraging State Owned Entities to Adopt PPPs - Debate**

Many state-owned enterprises are reluctant to look towards PPPs as a way to improve services, production and development. Speakers will discuss what needs to be done to encourage state owned entities to consider PPPs as an avenue for growth and increased revenue.

Speakers:

James Aiello, Senior Project Advisor, PPP Unit, GTAC, National Treasury, South Africa

Peter Kahiigi, Director Technical Services, NITA Uganda\*

**10:45 – 11:15 Coffee**

**11:15 – 12:30**  
**MULTIPLE STREAM SESSIONS**

<b>Stream 1</b> <b>PPP Energy Projects</b>	<b>Stream 2</b> <b>Hospitality and Tourism PPPs</b>
<p>Access to reliable energy sources is the backbone to economic growth and stability. Energy industry experts will consider:</p> <ul style="list-style-type: none"> <li>• IPPs and PPAs in PPPs</li> <li>• Renewable energy PPP projects</li> <li>• Community driven power projects</li> </ul>	<p>Revenue from tourism and hospitality can substantially add to the GDP of a country. During this session, industry stakeholders will focus on:</p> <ul style="list-style-type: none"> <li>• Eco-tourism PPPs</li> </ul>

**<http://ametrade.org/africappp/>**

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 Laura Sitzia, Operations Director, [laura@ametrade.org](mailto:laura@ametrade.org)

- Accessing donor funds
- Cross border projects

**Speakers:**

Ana Hajduka, Founder and Chief Executive Officer, Africa GreenCo

Eng M C Munodawafa, Chief Executive Officer, Zambezi River Authority

Omar Vajeth, Snr. Transaction Advisor & Head: SAPP-PAU

- Developing heritage sites to add to the economy
- Showcase investment opportunities
- Marketing tourism PPPs

**12:30 – 13:30 Lunch**

**13:30 – 14:45 MULTIPLE STREAM SESSIONS**

**Stream 3**

**Water Services PPPs**

Accelerating access to clean water is a priority for a number of African countries, and has an effect on both social and economic development. This session will highlight the current water services PPPs.

- Creating water and sanitation programmes
- Meeting the SDGs
- Management, operations and maintenance contracts
- Successful water PPPs

**Stream 4**

**Education and Health PPPs**

Developing a strong educational system and prioritising health will ultimately lead to improved community development. During this panel discussion, speakers will deliberate around the following points:

- Prioritising education and health PPPs
- Establishing high quality goods and services
- Building sustainable capacity
- Examples of health and education PPPs

Moderator: Dr Amit Thakker, Chairman, African Healthcare Federation\*

Speaker:

**14:45 – 15:15 Coffee Break**





**15:15 – 16:30**  
**MULTIPLE STREAM SESSIONS**

Stream 5 Transport Project PPPs	Stream 6 Agriculture and Food PPPs
<p>Transport infrastructure development PPP though Africa will be the focus of this session, including:</p> <ul style="list-style-type: none"> <li>• Road projects</li> <li>• Rail projects</li> <li>• Port development</li> <li>• Border posts</li> </ul> <p>Speakers:            Dieudonne Bondoma Yokono, President, CARPA, Cameroon</p>	<p>This session will revolve around strengthening food security</p> <ul style="list-style-type: none"> <li>• PPPs for agriculture innovation</li> <li>• Sustainable agriculture projects</li> <li>• Working with communities</li> <li>• Potential and investment opportunities</li> </ul> <p>Speakers:            H. David Meyers, Chairman, AgriSmart Inc</p>

**16:30 Close of Conference**