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Ai Events are intense, intimate gatherings of people who influence and move markets, manage multi-million dollar portfolios, and who are seeking vetted investment projects or capital.

Each year, Africa investor hosts a select number of exclusive, invitation-only, sector-focused investment summits that bring together the world's most influential leaders from industry, finance, government and policy to identify and advance African investment projects.

Through these intellectually rigorous, highly interactive summits, Ai facilitates dynamic discussions with global experts on investment projects, and macro- and micro-economic global investor issues impacting Africa's investment climate. Active contributions are made by all participants.

Africa investor specialises in facilitating investor meetings with project developers, business leaders and market regulators

The Ai CEO Infrastructure Project Developers' Summit 2016

This unique Summit will be an exclusive, invitation-only event preceding the Ai CEO Infrastructure Investment Summit 2016, and will gather Africa's top project developers on the Ai 200 Project Developers list.

The Ai 200 Project Developers list

Published in the infrastructure section of Africa investor magazine, this unique list covers the top project developers that are driving infrastructure development in Africa

Ai Infrastructure Project Developers Awards 2016

The 2016 Summit will also host the first-of-its-kind Ai Infrastructure Project Developer Awards, designed to recognise and reward excellence amongst Africa's project developers to a pan-African and global infrastructure investment audience.

Alongside each annual Africa investor CEO Project Developer Summit, Ai hosts a set of prestigious awards that recognise the achievements of infrastructure project developers, financiers, advisors, regulators and development partners in Africa in the following categories:

Awards will be presented in the following categories:

Sectors:

- Ai African Social Project Developer of the Year
- Ai African ICT Project Developer of the Year
- Ai African Renewable Energy Project Developer of the Year
- Ai African Logistics/Transport Project Developer of the Year
- Ai African Energy Project Developer of the Year

Co-developers:

- Ai Private Sector Co-Developer of the Year
- Ai Public Sector Co-Developer of the Year
- Ai Construction Company Co-Developer of the Year

Finance & Investment:

- Ai African Project Development Financier of the Year
- Ai African Project Development Advisor of the Year
- Ai Project Preparation Facility of the Year
- Ai Project Development Fund of the Year

Developers & Sponsors:

- Ai African Developer of the Year
- Ai African Sponsor of the Year

Winners of the prestigious 2016 Ai Infrastructure Project Developer Awards will be announced during the Summit.

Profile of attendees includes senior strategic representation from:

Rand Merchant Bank * GE * Rand Water * The African Development Bank * Bollere Africa Logistics * Ecobank * ARM Infrastructure * Zuma Energy * BizClim * The World Bank * NEPAD * Shoreline * African Business Roundtable * Tincan Terminal Lagos * Rivers State * Harith * Oceanic Bank * BizClim * Blue IQ * African Energy * GAMA * IPFA * ABR * African Investment Advisory * TAV Tunisia SA * Nampower * Lagos Metropolitan Area * Wind East Africa * KGL International * Tata Africa Holdings * MTN * DBSA * Safaricom * Ghana Telecom/ Vodafone * Zain Zambia * Futuregrowth Asset Management (Pty)Ltd * Actis Infrastructure Fund 2 * Africa Infrastructure/ Investment Fund * Group 5 * Africa Finance Corporation * PAIDF * The Government of Ghana * The Government of Kenya * Lagos State Government * African Forum for Utility Regulators * PPP Unit National * Standard Bank * Nedbank Capital * Treasury SA * The Tongjong Public Ltd * Aldwych International * The National Directory of Energy * Orange * Almiyah Attilemcania SpA * The Biwater Group * European Investment Bank * National Water and Sewage Corporation * SNC Lavalin * International Finance Corporation * The Day Waterman Company Ltd * Absa Capital * SADC * Old Mutual Investment Group SA * PPIAF * Lekki Concession Company Ltd * Akwa Ibom International Airport * The South African Ministry of Transport * Egyptian Methanex Methanol Co SAE * Chevron * Mobil Producing Nigeria Unlimited * Saipem * WBHO Construction (Pty)Ltd Linklaters * Norton Rose * White & Case * Denton Wilde Sapte * Chadbourn & Parke * Fieldstone * Emerging Capital Partners * KPMG * Ernst & Young * Rothschild



Catalysing Africa's Project Development Finance and Investment Ecosystems

Africa investor (Ai) CEO Infrastructure Project Developers Summit and Awards 2016

There is no shortage of capital on the continent for bankable projects in Africa. The challenge is in creating the environment to encourage project developers to take on risk and engage effectively with public and private sector institutions with specific facilities and mandates to participate in the financing and development of early stage project development.

This unique, CEO-level Summit will bring together the critical decision makers from across Africa's project development community for a dynamic public-private sector engagement on how to strengthen the project developer community and ecosystem in Africa to better facilitate and unlock developer finance, investment and co-development partnerships.

08h00-09h00 - Registration

09h00-09h10 - Welcome and Opening Remarks

09h10-09h50 - Leaders' Panel on Benchmarking Project Development Economics

During this session, experts will contextualise the pan-African infrastructure experience. The issue of establishing financial closure agreements will be unpacked, with a particular analysis of sovereign guarantees and private insurance, current government policies and the effect of government actions. This session will also delve into the standardisation of agreement procedures for PPPs, PPAs and JDAs. Of particular importance will be the use of benchmarking as a tool for mediating the expectations of both investors and financiers. Key to this narrative will be an examination of the practicality of Project Preparation Facilities (PPFs).

09:50-10:40 - Leaders' Keynote Debate on Blending Developer Finance

During this session, financiers will debate the role various finance vehicles play in the infrastructure project development lifecycle and whether or not a blended financing approach mitigates risk and streamlines the financing and development process. Specifically, this session will examine the role of SPACs, SPVs, traditional equity investments and DFIs. The challenges each of these finance vehicles pose to developers will be unpacked in order to explore if their shortcomings can be compensated through a blended finance approach.

10h40-11h00 - Networking Break

11h00-12h00 - Project Developer Leaders' Clinic

In this session, developers will pitch their projects for analysis ahead of the Ai CEO Infrastructure and Sovereign Investment Summit, as they prepare to make presentations to potential investors. Presentations will be made to industry specific experts and investors who are best positioned to provide constructive feedback and anticipate the needs and criteria of potential investors.

12h00-13h30 - Working Lunch: Leaders' Lightning Talks Stimulating Private Sector Project Development in Africa

During this sit down lunch, each table will participate in a moderated discussion to identify practical steps that can be taken to create a more

hospitable environment for private sector projects to increase and scale their commitments on projects and regional projects in Africa. Towards the end of the session representatives from three tables will present a one minute lightning talk to the room at large.

13h30-14h20 - Legal Leaders' Clinic on De-risking Project Developments

We ask our expert advisors to address the typical mistakes made by developers when negotiating agreements with governments and with financiers regarding developer loans and equity instruments. Legal experts will then share their top tips that will be particularly relevant in 2016. We will then open this session up to the audience to ask any legal questions they deem relevant. Both developers and financiers should come prepared with any questions they have regarding licensing, contract agreements, SLAs, local content laws or policies and ownership rights. Speakers will analyse best practices, solutions to common problems, methods for circumventing rigid economic policies, planning for the unforeseeable and successful strategies for structuring and re-structuring financing agreements.

14h20-15h00 - CEO Panel: Energy Developer Investor Pitches

In this session, developers and sponsors will pitch their energy projects for analysis to investors and strategic partners.

15h00-15h40 - CEO Panel: Transport Developer Investor Pitches

In this session, developers and sponsors will pitch their transport projects for analysis to investors and strategic partners.

15h40-16h00 - Networking Break

16h00-16h50 - Ministerial Roundtable on Private Sector Participation in Priority Projects

During this session, Ministers will share the upcoming priority projects they would like to engage the private sector on to develop and finance. The session will also examine the associated procurement processes, options, local content laws or policies, risk management instruments available guarantees and project timelines related to those projects.

16h50-17h40 - Leaders' Action Panel on the Future of Project Development Finance

Following the discussions of the day, in this dynamic, forward-looking session, leaders will explore strategies to improve and scale project development finance and investment for the future. It will assess which models are possible and which partners can lead that effort to increase the impact of capital allocations and deployment from both public and private stakeholders.

17h40-17h50 - Closing Remarks

17h50-18h20 - Ai Infrastructure Project Developer Awards 2016 and Keynote Address

This unique set of Awards officially recognises achievements across the main infrastructure sectors in Africa and will reward the personalities driving transactions and improving the continent's project development environment.

18h00-19h00 - Cocktail Reception



Ai Events are intense, intimate gatherings of people who influence and move markets, manage multi-million dollar portfolios, and who are seeking vetted investment projects or capital.

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Through these intellectually rigorous, highly interactive summits, Ai facilitates dynamic discussions with global experts on investment projects, and macro- and micro-economic global investor issues impacting Africa's investment climate. Active contributions are made by all participants.

Africa investor (Ai) Events specialises in facilitating investor meetings with project developers and investors.

The 9th Ai CEO Infrastructure and Sovereign Investment Summit 2016

The Africa investor (Ai) CEO Infrastructure and Sovereign Investment Summit is *the* calendar event and premier business development forum for infrastructure investors, pension funds, sovereign wealth funds, fund managers, project developers, project sponsors, project preparation facilities, privatisation agencies, PPP units and policy makers.

The Summit facilitates bankable infrastructure investment project pitches from developers and sponsors, one-on-one meetings with investors and direct dialogue with infrastructure regulators on specific projects.

This is therefore an excellent business development opportunity to participate in a dynamic process and engage project decision-makers from across the continent, international financial institutions, regulators and donor organisations that support infrastructure development in a highly interactive manner.

Who should attend this Summit?

- Pension funds
- Sovereign wealth funds
- Chief Executive Officers
- Project developers
- Project Sponsors
- Chief Investment Officers
- Infrastructure financiers
- Pension fund managers
- Ministers responsible for infrastructure
- Project Preparation Facilities
- PPP unit heads
- Development Finance Institutions
- Project finance heads
- Heads of infrastructure investment
- Infrastructure regulators
- Legal advisors
- Infrastructure advisors
- Project managers

Africa investor (Ai) Infrastructure Investment Awards

Launched in 2008, the Ai Infrastructure Investment Awards are a platform for investors in Africa's fast-growing infrastructure sectors to measure their performance and achievements. The 2016 Awards will showcase the competitiveness of African infrastructure as an internationally investible asset class. The Ai Infrastructure Investment Awards will officially recognise achievements across the main infrastructure sectors in Africa and will reward the personalities driving transactions and improving the continent's infrastructure investment climate.

Awards will be presented in the following categories:

LEADERSHIP:

- Infrastructure Regulator of the Year
- Legal Advisor of the Year
- Advisor of the Year
- Bank Arranger of the Year
- PPP Champion of the Year

DEALS:

- Social Infrastructure Deal of the Year
- Water Deal of the Year
- Oil & Gas Deal of the Year
- ICT/Telecoms Deal of the Year
- Transport Deal of the Year
- Power Deal of the Year

REGIONAL & FUND INITIATIVES

- Infrastructure Fund of the Year
- Regional Infrastructure Investment Initiative of the Year
- Pension Fund Infrastructure Investment of the Year
- Sovereign Wealth Fund Infrastructure Investment of the Year

Winners of the prestigious 2016 Africa investor Infrastructure Investment Awards will be announced during the Summit.

Past attendance includes senior strategic representation from:

Rand Merchant Bank * GE * Rand Water * The African Development Bank * Bollore Africa Logistics * Ecobank * ARM Infrastructure * Zuma Energy * BizClim * The World Bank * NEPAD * Shoreline * African Business Roundtable * Tincan Terminal Lagos * Rivers State * Harith * Oceanic Bank * BizClim * Blue IQ * African Energy * GAMA * IPFA * ABR * African Investment Advisory * TAV Tunisie SA * Nampower * Lagos Metropolitan Area * Wind East Africa * KGL International * Tata Africa Holdings * MTN * DBSA * Safaricom * Ghana Telecom/ Vodafone * Zain Zambia * Futuregrowth Asset Management (Pty)Ltd * Actis Infrastructure Fund 2 * Africa Infrastructure/ Investment Fund * Group 5 * Africa Finance Corporation * PAIDF * The Government of Ghana * The Government of Kenya * Lagos State Government * African Forum for Utility Regulators * PPP Unit National * Standard Bank * Nedbank Capital * Treasury SA * The Tonjong Public Ltd * Aldwych International * The National Directory of Energy * Orange * Almiyah Attilemcania SpA * The Biwater Group * European Investment Bank * National Water and Sewage Corporation * SNC Lavalin * International Finance Corporation * The Day Waterman Company Ltd * Absa Capital * SADC * Old Mutual Investment Group SA * PPIAF * Lekki Concession Company Ltd * Akwa Ibom International Airport * The South African Ministry of Transport * Egyptian Methanex Methanol Co SAE * Chevron * Mobil Producing Nigeria Unlimited * Saipem * WBHO Construction (Pty)Ltd Linklaters * Norton Rose * White & Case * Denton Wilde Sapte * Chadbourne & Parke * Fieldstone * Emerging Capital Partners * KPMG * Ernst & Young * Rothschild

Mobilising Institutional Investment for African Infrastructure as an Investable Asset Class

Africa investor (Ai) CEO Infrastructure and Sovereign Investment Summit and Awards 2016

The Ai CEO Infrastructure and Sovereign Investment Summit is the calendar event and premier business development forum for institutional infrastructure investors, sovereign wealth funds, pension funds, institutional fund managers, project developers, project sponsors, project preparation units and PPP policy makers.

This unique, CEO-level Summit will focus on current investment-grade infrastructure opportunities and tools to de-risk and catalyse institutional investment for African infrastructure as an investable asset class.

08h00-09h00 - Summit Registration

09h00-09h10 - Welcome and Opening Remarks

09h10-09h40 - Leaders' Roundtable on the Institutional Infrastructure Investment Climate in Africa

This session will provide an up-to-date synopsis by sector of Africa's pipeline of investable infrastructure investment opportunities that meet the criteria of long term investors, including ICT, Energy, Water and Transport. The initiatives and funds that are currently available to target these sectors will also be analysed.

09h40-10h20 - Sovereign Wealth Fund Leaders' Dialogue on African Infrastructure as an Investable Asset Class

During this session, leaders will discuss strategic investments available to African sovereign wealth funds (SWFs). Of particular importance will be the role SWFs can play in the promotion of co-investments in domestic and regional projects.

10h20-11h00 - Pension Fund Leaders' Roundtable on Mobilising Pension Fund Assets for Infrastructure Projects in Africa

African pension fund leaders will highlight their infrastructure investment strategies and mandates and will discuss the role that African pension funds can play in the promotion of co-investments in domestic and regional projects.

11h00-11h20 - Networking Break

11h20-12h00 - Capital Market Leaders' Brainstorming Dialogue on Raising Infrastructure Investment in Africa

During this session, the panel will discuss innovative methods of attracting capital market investment in African infrastructure through the issuing of instruments, listings, special purpose acquisition companies and the like. The session will then be opened up to the audience. Investors and developers should come prepared with questions regarding asset class allocation, repackaging, restructuring and strategy generation.

12h00-12h40 - Leaders' Roundtable on De-risking Mega and Regional Projects to Attract Private Institutional Capital

This session will explore specific options to foster investment interest to participate in Africa's mega and regional projects. This session will also

showcase regional infrastructure investment projects currently in the market.

12h40-13h40 - Working Lunch on Private Sector Priorities on Financing the SDG, FfD and COP21 Infrastructure Investment Priorities

During the luncheon, discussions will be centred on the actions that must be taken by African governments to attract private sector backing and investment into sustainable projects that will foster socio-economic growth in Africa.

13h40-15h00 - Project Developer Leaders' Elevator Pitches

This session will give infrastructure project developers the platform on which to pitch their projects to relevant potential investors. Pitches will be structured according to priority sectors, namely Energy, ICT and Transport, and will allow for optimal feedback and investment facilitation.

15h00-15h40 - Ministerial and Leaders' Roundtable on Priority Infrastructure Projects Seeking Institutional Capital

During this session, Ministers will highlight the infrastructure investment projects and sectors that are being prioritised by their country as suitable for institutional investor participation.

15h40-16h00 - Networking Break

16h00-16h40 - Leaders' Panel on Cities and Parastatal Investment-Grade Infrastructure Opportunities

During this session, leaders will present and showcase viable municipal- and parastatal-backed infrastructure investment projects of interest to domestic and global institutional infrastructure investors. Also to be discussed is the scope available for Green [Infrastructure] Bonds within a sustainable investment paradigm in light of a reinforced commitment to renewable energy and responsible, sustainable infrastructure.

16h40-17h20 - Leaders' Dialogue on Investable Opportunities in Energy and Transport Infrastructure

During this session, experts will discuss and showcase current investable energy and transport projects suitable for infrastructure investment in 2016 as well as investment models that investors should consider.

17h20-17h30 - Closing Remarks

17h30-18h00 - The Ai Infrastructure Investment Awards Ceremony

The Ai Infrastructure Investment Awards officially recognise achievements across the main infrastructure sectors in Africa and reward the personalities driving transactions and improving the continent's infrastructure investment climate.

The winners of the 2016 Awards will be announced. Launched in 2008, the Ai Infrastructure Investment Awards are the longest standing and most respected platform for investors in Africa's fast-growing infrastructure sectors to measure their performance and achievements.

18h00-19h00 - Ai Networking Cocktail Function