

Africa-Australia Infrastructure Conference Sydney 2012.

Harnessing the Infrastructure Potential of Sub-Saharan Africa

Introduction:

The Africa Australia Infrastructure Conference will take place at the Sydney Conference and Exhibition Centre, Darling Harbour, Sydney on Monday 3rd and Tuesday 4th September 2012. This premier event will present a new forum for Australian and African stakeholders in the infrastructure sector to meet, start partnerships, cross-fertilise ideas, challenge assumptions and plan for the future.

The 2-day Conference in Sydney will attract key decision-makers and the best brains in the Sub Saharan African Infrastructure sector from both continents and around the globe. The event will feature presentations of infrastructure gaps and opportunities in participating African countries, infrastructure solutions from Australian firms, testimonial speeches from business leaders and breakout sessions for nominated infrastructure sectors on the second day: ICT & Telecoms, Transport, Oil & Gas and Energy.

The 2012 Africa-Australia Infrastructure Conference will also offer leading infrastructure funding organisations and Sub Saharan Africa (SSA) experts a unique platform to discuss issues relating to funding, mitigation of risks, PPPs models, breakthroughs and latest trends in SSA infrastructure market.

As many African Governments break-up monopolies on utilities and spearhead privatisation of infrastructure assets across the continent, there is no better time to enter the African infrastructure business space than now.

Africa-Australia Infrastructure Conference attendance is a necessity for Australians, African countries, Private sector representatives, Industry experts, and Consultants.

Take advantage of early bird registration and save. There are limited seats for the 2-Day event.

Africa - Australia INFRASTRUCTURE CONFERENCE 2012



3 & 4 September 2012

Who should attend the Africa-Australia Infrastructure Conference?

- Project Developers & Planners
- Private sector representatives
- Industry experts
- Banking, Finance, Insurance & Law
- Infrastructure fund providers and Consultants
- Federal, State & Local Government Departments & Agencies



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Australia Africa Business Council

The event contents will include:

- Groundbreaking market knowledge from industry leaders and Government representatives from Africa through presentations and panel discussions
- Experiential knowledge from International Funding Institutions currently doing business in Africa's Infrastructure sector will be shared.
- Unparalleled networking opportunities, both at the conference, breakout sessions, and during the social program.
- The full deal-making chain including African Government agencies, Regional Bodies, Global Institutions and Private sector representatives among others.

Brief Background of Infrastructure Sectors:

Energy - Brief Background

The African continent currently spends about \$11.6 billion a year on power, roughly a quarter of the \$40 billion it should be spending annually to satisfy its energy needs. The World Bank report estimates that "the entire installed generation capacity of the 48 countries of Sub-Saharan Africa is 68 gigawatts, no more than Spain's, and without South Africa, the total falls to 28 gigawatts".

Only 5 percent of Africa's hydropower has been tapped, yet electricity consumers in Nigeria spend as much as \$13 billion per year from energy generated from diesel when the country needs an investment of about \$10 billion a year to fully develop power infrastructure in the country. In many other African countries, the supply of electricity is unpredictable and grossly inadequate.

To date, there have been some 45 independent power projects (IPPs) across 17 African countries, amounting to an investment of roughly \$10 billion, and producing about 12,000 megawatts of power, according to data from South Africa's Graduate School of Business.

Africa-Australia Infrastructure Conference will present business/investment opportunities in participating countries in areas such as:

- Power sector PPPs, assets concessions, acquisitions, bonds and loans among others
- Construction of Natural Gas transmission and distribution networks and storage facilities
- Operations and management of power stations and transmission infrastructure in ROM, ROT and O& M contracts
- Greenfield projects in gas, wind farm, solar and coal-fired power generation
- Work force capacity-building training opportunities among many others.



ICT and Telecoms - Brief Background

In Sub-Saharan Africa, ICT "has been the most successful sector, attracting 76 percent of regional investment (or \$60 billion) and implementing 97 projects in 37 countries," the Public-Private Infrastructure Advisory Facility (PPIAF), a donor funded technical assistance facility, wrote in a report in May 2010.

The number of active mobile phone subscriptions in Africa has crossed the half-a-billion mark in the third quarter of 2010 to reach 506 million at the end of September 2010. By 2015, there will be 265 million mobile broadband subscriptions in Africa, a huge increase from the current figure of about 12 million. Over five intercontinental fibre optic cables have landed in Sub-Saharan Africa since 2009 triggering increased high-speed internet penetration. The Sub-Saharan Africa ICT & Telecom market has recorded giant strides such as the M-PESA mobile payment system invented in Kenya and historical growth of mobile phone subscribers in Nigeria from 100,000 to more than 70 million subscribers in less than a decade.

According to World Bank estimates, internet users in Africa account for only 10.9 percent of the total population of Af-

Why Australia?

Strategic location:

The emerging importance of the Australasian region as the engine room of world economic growth means that Australia is strategically located to serve as a bridgehead for engagement with the Asia/Pacific.

At the same time Australia is increasingly engaged with Africa in political and economic terms, with significant growth in Australian investment in Africa a feature of the last decade.

rica nowadays. There are vastly complex problems [hampering internet access] such as lack of wireline infrastructure, low penetration of computers, and the demographics are such that most of the people are in rural areas where there is lack of adequate infrastructure.

Africa-Australia Infrastructure Conference will present opportunities in:

- Voice segment in under-penetrated markets
- Rural telephony
- Internet infrastructures
- Broadband internet
- Mobile content development
- Data services and
- Mobile money services.
- Workforce capacity-building training among others.

Transport - Brief Background

According to a recent report on Africa, published in Infrastructure Investor magazine, African roads, especially regional trade links, are becoming bankable targets for private sector capital. In November 2010, French infrastructure group Eiffage announced that it had closed a 30-year contract to build, finance, maintain and operate a 25-kilometre Greenfield road in Senegal.

On the seafront, opportunities for private sector investments in ports are set to increase steadily, as the continent's ports are nearing capacity with governments increasingly turning to the private sector to help remedy the capacity gap. In October 2010, the East African Community (EAC) said in a report that the ports of Mombasa, in Kenya, and Dar es Salaam, in Tanzania, are fast approaching their capacity limits. The long-term solution, the report highlighted, would be to upgrade capacity for those ports while developing new ports in both countries.

The inland water transport industry presents growing opportunities in countries such as Nigeria considering its recent dredging of the River Niger and ongoing work on the River Benue that links-up the Northern part of the country.

There have also been a fair number of rail concessions, but the promise many hold is contingent on the ability to overcome certain obstacles.

Africa Australia Conference will present participating African countries with a forum to present opportunities in transport asset concessions such as:

- Roads
- Seaports
- Tunnels
- Airport terminals
- Bridges and
- Rail.
- Workforce capacity-building training among others.

Oil & Gas - Brief Background

The International Energy Agency (IEA) had projected that about \$17 trillion of new investments would be needed between now and 2025 in the emerging and developing economies, out of which \$8 trillion is expected to be in Africa.

The Africa Petroleum Producers Association (APPA) is currently seeking to analyse and generate ideas on the role financial institutions can play in developing the oil and gas industry in Africa with respect to financing investment projects through several ways. Aside from providing credit facilities to strategic projects, financial institutions could take equity positions in oil and gas projects across Africa.

African oil and gas have become important components of the world's hydrocarbon supply-demand balance. By 2015, 13 percent of global oil production will take place in Africa, compared with 9 percent in 1998—a 5 percent compound annual growth rate (CAGR).

These developments have thrown up tremendous opportunities for investment in the areas of exploration, produc-

tion, refining and infrastructure in the oil and gas sector.

The Conference will present opportunities in:

- Joint financing of strategic oil
- Co-financing of studies and research projects
- Pipe laying equipment and service
- Strategic stocking facilities;
- Greenfield projects
- Equipment leasing
- Work force capacity-building training among others.



Global bodies to be invited include:

World Bank
Multilateral Investment Guarantee Agency (MIGA)
McKinsey & Company
Public-Private Infrastructure Advisory Facility (PPIAF)

African Continental Bodies to be invited include:

Africa Petroleum Producers Association (APPA)
African Refiners Association (ARA)
International Telecommunication Union (ITU) Regional Office for Africa
African Forum for Utility Regulators (AFUR)
Port Management Association of Eastern & Southern Africa (PMAESA)
The Port Management Association of West and Central Africa (PMAWCA)
African Development Bank (ADB)
Infrastructure Consortium for Africa (ICA)
The New Partnership for Africa Development (NEPAD)

Australian trade associations to be invited include:

Transport

Ports Australia
Shipping Australia Ltd
Australian Shipowners Association (ASA)
Australian Airports Association (AAA)
Aircraft Owners & Pilots Association of Australia (AOPAA)
Airservices Australia
Australian Association of Aviation and Aerospace Industries Ltd (AAAAI)
Australasian Railway Association (ARA)
Australian Railway Industry Corporation (ARIC)
Roads Australia

Energy

Australian Coal Association (ACA)
Energy Supply Association of Australia (ESAA)
Australian Geothermal Energy Association Inc (AGEA)
Clean Energy Council (CEC)
Biofuels Association of Australia (BAA)

Construction

Cement Industry Federation (CIF)
Australian Construction Industry Forum (ACIF)
Master Builders Australia (MBA)
Consult Australia
Civil Contractors Federation (CCF)
Housing Industry Association (HIA)
Australian Constructors Association (ACA)

Oil & Gas

Australian Drilling Industry Association (ADA)
Plastics and Chemicals Industries Association (PCIA)
Australian Gas Association (AGA)
Australian Pipeline Industry Association (APIA)
Australian Liquefied Petroleum Gas Association Limited (LPG Australia)
Australian Petroleum Production & Exploration Association Ltd (APPEA)
Australian Institute of Petroleum (AIP)
Australian Marine Oil Spill Centre (AMOSOC)

ICT & Telecoms

Australian Information Industry Association (AIIA)
National Electrical and Communications Association (NECA)
Australian Mobile Telecommunications Association (AMTA)
Communications Alliance Ltd.

Equipment Leasing:

Australian Equipment Lessors Association Incorporated (AELA)

Funding and Risk Management Associations:

Alternative Investment Management Association (AIMA)
Australian Bankers Association
Risk Management Institution of Australasia Limited (RMIA)
Risk Management Association (RMA)
Asset Management Council (AMC)
Commercial Asset Finance Brokers Association of Australia Limited (CAFBA)
Financial Services Council (FSC)

Australian National Bodies:

Austrade
Department of Foreign Affairs & Trade (DFAT)
Australian Industry Group (AIG)
Australian Institute of Export (AIE)
Infrastructure Partnership Australia

African Government Ministers and Industry Leaders will be invited from:

Angola	Botswana
Cameroon	Ethiopia
Gambia	Ghana
Kenya	Lesotho
Liberia	Malawi
Mauritius	Namibia
Nigeria	Rwanda
Senegal	Seychelles
Sierra Leone	South Africa
Swaziland	Uganda
United Republic of Tanzania	Zambia
Zimbabwe	

Conference Organisers:

Denise Broeren
Think Business Events
Level 1, 299 Elizabeth Street
Sydney NSW 2000
Tel: +61 (0)2 8251 0045
Fax: +61 (0) 2 8251 0097
Email: AAIConf@thinkbusinessevents.com.au
Web: www.thinkbusinessevents.com.au

Conference Convenor:

Frank Aneke
Principal, OctoberFirst Consulting
Suite 3/21-27 Memorial Avenue, Liverpool NSW 2217
PO Box 83, Liverpool NSW 1871
Mob: +61 (0)421 743 463
Ph: +61 2 9773 6672
Fax: +61 2 9773 9545
Email: frank@octoberfirst.com.au
Web: www.octoberfirst.com.au

Contact us

Web/Graphic Support:

Sabrina Ferguson
Creative Director, Arion Productions Pty Ltd
Tel: +61 (0) 412 096525
Email: sabrina@arionproductions.com.au
Web: www.arionproductions.com.au

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