



# AFRICA

## INVESTMENT FORUM

AFRICA'S INVESTMENT MARKET PLACE

# AIF 2021 PORTFOLIO OVERVIEW

## PARTNERS MEETING



# CONTENT

## I. PORTFOLIO OVERVIEW

## II. DEALS

- |                           |   |
|---------------------------|---|
| 1. POWER:                 | DEVELOPMENT OF POWER TRANSMISSION LINES |
| 2. ICT & TELECOMS:        | ICT INFRASTRUCTURE (BROADBAND) ROLLOUT  |
| 3. MEDIA & ENTERTAINMENT: | FILM & MUSIC ACADEMY                    |
| 4. HEALTHCARE:            | PHARMACEUTICAL AND BIOMEDICAL HUB       |
| 5. ENERGY:                | EAST AFRICA NEW FUELS REFINERY PROJECT  |



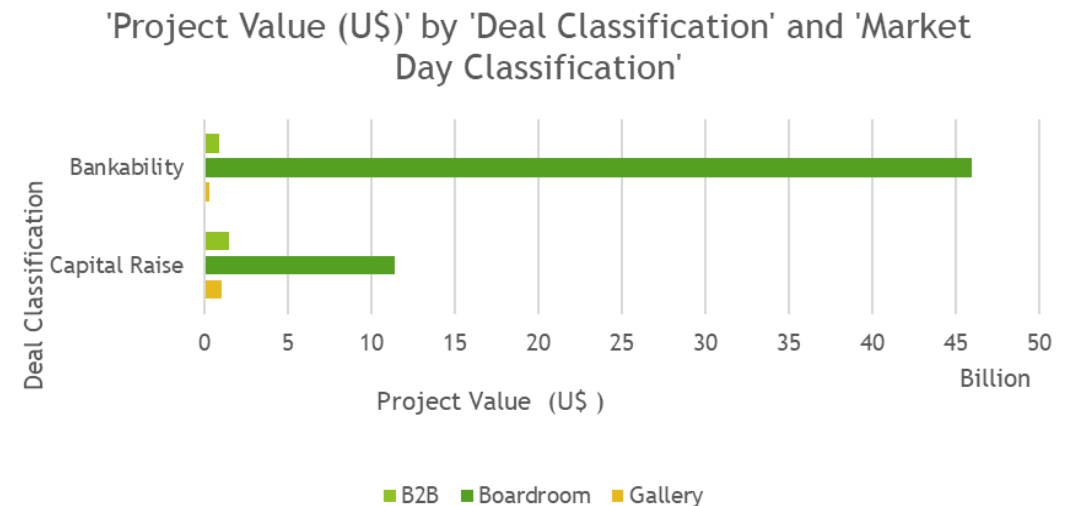
# PORTFOLIO OVERVIEW

A total of **136 deals** with a total value of **\$87,517 Billion.**, of which 83 deals met the criteria for onboarding into the AIF 2021 pipeline:

- **45 Boardroom deals with a Deal value of \$57.383 Billion,**
  - **25 B2B deals valued at \$ 2.604 Billion and**
  - **13 Gallery deals valued at \$ 1.330 Billion.**
- All 136 deals represented **26 countries** cutting across the following sectors: **Energy & Power; Infrastructure-Transport/ Logistics; Healthcare; Funds; Mining; Agriculture; Hospitality & Tourism; Industry & Trade; ICT & Telecoms; Urban Development and Hosing & Real Estate, Creative Industry.**

## Deal Pipeline Summary

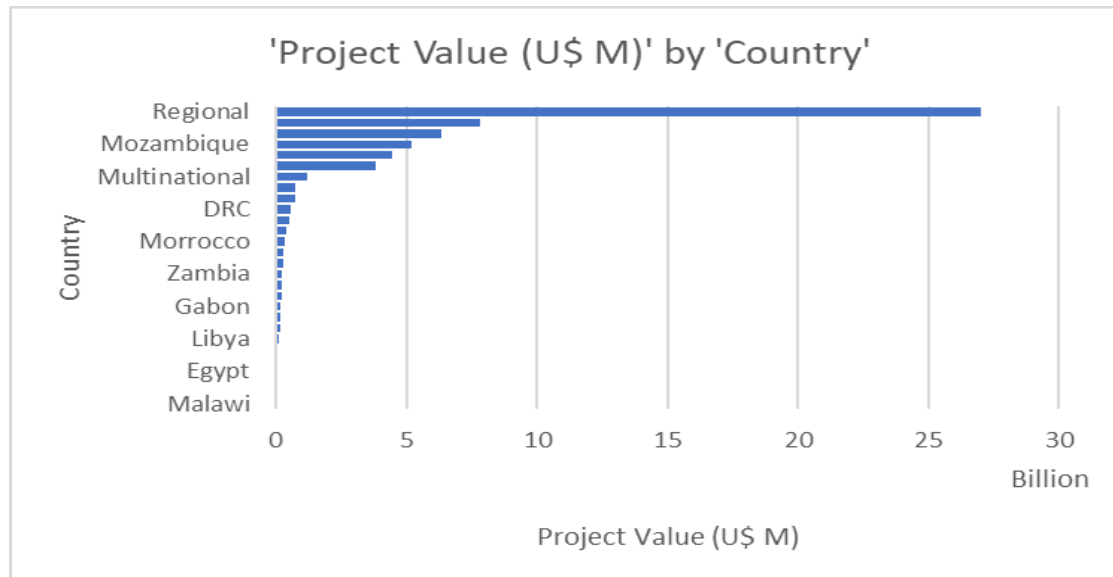
- With about 17% of deals requiring Capital Raise, a larger share of deals require assistance to bankability, as outlined in this chart:



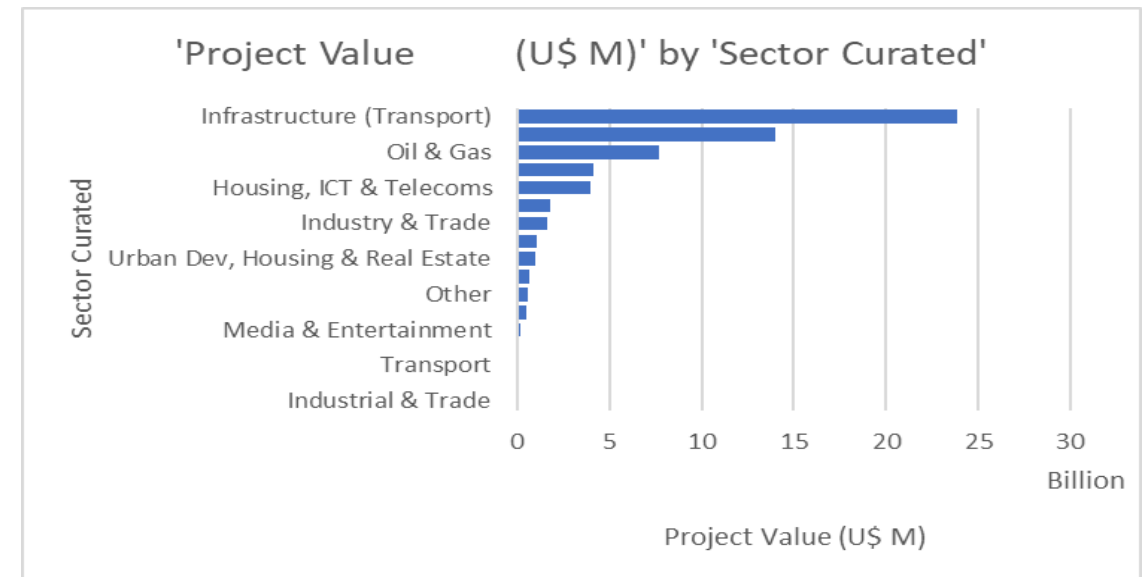
# PORTFOLIO OVERVIEW CONTD.

Of the **45 curated Boardroom deals**, a total of 3.8 million jobs, both direct and indirect jobs are expected to be created with around 1 million jobs targeting women and women entrepreneurs, and another 1 million jobs for the youth. The Coverage and Sectoral break down of the \$57.38 Billion Boardroom deals is highlighted in the graphs below:

The graph outlining the coverage split shows **Regional projects with the highest project dollar values.**



The graph outlining the sector split below, shows **Transport and Infrastructure with the highest project dollar values.**



# POWER TRANSMISSION LINES PROJECT

## TRANSACTION OVERVIEW

- ✓ Construction of 2 Power Transmission Lines under a long-term PPP framework
  - ✓ A 400kV over 165km
  - ✓ 220kV over 72km
- ✓ Development cost of \$386 Million and a funding ASK of \$289 Million in debt financing and matching guarantee.
- ✓ Debt to equity ratio of 75:25 debt to equity ratio with the \$97 Million of equity
- ✓ Target Equity IRR of 15%.
- ✓ Construction is due in Jan 2023 with an expected Commercial Operations Date (COD) in July 2024.

## PROJECT STATUS

- ✓ Final Feasibility phase, the project will complete Permits, Licenses and Concession Agreements in Q1 2022.
- ✓ Environment and RAP studies commenced in November 2021.
- ✓ Strategic equity Partner has been confirmed alongside the AIF's founder Partner with a wider project team of technical, legal and transaction advisors.
- ✓ The Project will unlock private sector capital for transmission infrastructure



# ICT & TELECOMS BROADBAND ROLLOUT PROJECT

## TRANSACTION OVERVIEW

- ✓ Provision of broadband internet access services to SMEs and residential customers in West Africa, operating largest FTTP last mile network of 38,000 premises.
- ✓ Extension of Sponsor's network to 352,770 premises in 5 years, and in 10 years up to 862,816
- ✓ Development cost of \$116 Million, with an ASK of \$50 Million of debt to cover year 1 development.
- ✓ Debt to equity of 73:27 (approximately \$85 Million to \$31 Million).
- ✓ Business model supported by the low fibre penetration in the sub region – about 1% for 2G served areas, and a lower percentage for 4G low fibre penetration.

## PROJECT STATUS

- ✓ All licenses have been secured: • FWA license: 5.4GHz covering several cities (renewable annually) • ISP license: National coverage (renewable every 5 years) • Private Network Links (PNL)
- ✓ Between 2015 and 2020, the Sponsor recorded operational growth of 12.4% CAGR in active subscribers as well as a revenue growth of ~13% in the last 3 years.
- ✓ Project by numbers: development period (18 months); cities covered (6); owned fibre across the country (762Km); Premises connected (38,650) ; FTTP subscribers (13,093).

# MEDIA & ENTERTAINMENT FILM & MUSIC ACADEMY PROJECT

## TRANSACTION OVERVIEW

- ✓ **Sponsor with 40 years of experience in Film and Music Distribution industry.**
- ✓ **Construction and operation of a film and music entertainment academy: Theatres, Studios, Student accommodation, Classrooms, Administrative buildings and other value-added services.**
- ✓ **Development cost of \$140.2 Million, with a funding ASK of \$98,15 Million in debt.**
- ✓ **Debt to equity ratio of 70:30 and a target Equity IRR of 14%.**
- ✓ **Academy launch due Q2 2024.**

## PROJECT STATUS

- ✓ **Site capacity study, Financial feasibility, Due diligence, Selection of technical partners are due to be completed end Q1 2022.**
- ✓ **A major British Film Academy has been identified to be joint operators of the Academy. Prominent Film Schools have been engaged to design and deliver exchange programs.**

# HEALTHCARE PHARMACEUTICAL AND BIOMEDICAL HUB PROJECT

## TRANSACTION OVERVIEW

- ✓ A hub consists of an Industrial Park; a logistics distribution platform; Research and Development (R&D); and a Solar Power Plant to serve the hub.
- ✓ A “One Health” hub producing human, animal, and environmental health solutions, setup as a PPP with a minority stake for the government.
- ✓ Development cost of \$79,4 Million, with a debt-to-equity ratio of 80:20 and projected IRR of over 13%. Pre-feasibility studies have been completed.
- ✓ \$530 Million of investments through its tenants and creating over 3,000 direct jobs and a projected significant reduction in the circulation of fake medicine in the region.

## PROJECT STATUS

- ✓ Located in a SEZ, the Land has been acquired and licenses and permits are nearing completion.
- ✓ As at the end of 2021, the company received over 30 Expressions of Interest wishing to locate at the Hub, that includes large global health institutions.
- ✓ Negotiations are underway for the financing and delivery of the Technical Feasibility and Environmental Studies.
- ✓ Projected to commence operations in the first semester of 2023.



# ENERGY

## EAST AFRICA NEW FUELS REFINERY PROJECT

### TRANSACTION OVERVIEW

- ✓ A joint venture between 4 large private sector companies with a woman led company as its lead sponsor and several East African governments to build a refinery project.
- ✓ Refinery supply crude oil via an upstream JV which includes TotalEnergies, and the national oil company. Developing 60,000 barrels per day refinery.
- ✓ Producing 7,000 metric tons per day of regular and premium gasoline, diesel, jet fuel, liquefied petroleum gas, heavy fuel oil.
- ✓ Development of \$4.5 Billion, the ASK is \$ 3.95 Billion of which \$3.15 Billion is required as debt and \$800 Million in equity. The Sponsor also seeks strategic partnership with parties in the sector.
- ✓ 40,000 direct and indirect jobs.

### PROJECT STATUS

- ✓ The FEED Study was completed in August 2021.
- ✓ The ESIA completed in Dec. 2021. and the project sites have been secured with financial models completed and being updated.
- ✓ Negotiations are underway with Offtakers with completion expected in Q3 2022.
- ✓ Crude Supply Agreement to be completed in Q2 2022.



# AIF PARTNERS MEETING

