

AFRICA: A REGION ON THE RISE

New Infrastructure and PPP Opportunities

A huge thanks to our panel of experts, who provided a fantastic insight into the opportunities and challenges presented for developers, investors and lenders in the African infra sector:



Paul Obanua – Group MD and CEO, **Greenfield Assets Limited**

Martijn Proos – Director, **Emerging Africa Infrastructure Fund**

Vish Ashiagbor – Senior Partner, **PwC**

Divine Kwaku Duwose Letsa – Senior Partner, **Bentsi-Enchill Letsa & Ankomah**

Simon Courie – Partner, **Addleshaw Goddard** - Chair

African infrastructure needs investments estimated at **\$93 billion per annum** to close the deficit



Key sectors attracting investment include **Power** (traditional and renewables), **Transport** (road, rail, ports, airports) **Social Infrastructure** and **Technology**

“The politicians and the people must be **enlightened** about the **benefits of PPP**”



Countries attracting significant investment include **Nigeria** (\$20bn annual infra deficit), **Tanzania** (\$8bn annual infra deficit), **Kenya** (\$5bn annual infra deficit) and **Ghana** (\$3bn annual infra deficit)



3 key considerations for investment:

- **Land Size**
- **Population**
- **Purchasing Power**



Africa has an **abundance of land**, huge population of **1.1bn**, and an **emerging middle class** that is rapidly growing

“The best vehicle for development in Africa is **PPP**.” Government is the **biggest business** with involvement in all sectors, and **private investment** acts as a solution to **bridge the financing gap**. Early **partnership** with **local champions** is key



“**Putting the puzzle together**” to overcome **legal and regulatory hurdles**, manage **stakeholder engagement** and consider the **political framework**

