



# Africa Project Access

**AFRICA PROJECT NEWSLETTER**

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***“I dream of an Africa which is in peace with itself.”***  
**(Nelson Rolihlahla Mandela)**

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- **Major LNG Plant for Cameroon**
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- **Further Planned Development of Natural Gas in Mozambique's Rovuma Basin.**
- **Potash Projects in the Republic of the Congo**
- **Modernisation of Kilimanjaro Airport, Kenya**

***Africa Project Access Visit Reports:***

**Lake Albert, Uganda; Pemba/Palma, Mozambique; Lubumbashi-Likasi-Kolwezi, DR Congo; Luapula Province, Zambia; Richards Bay, Dar es Salaam-Mtwara, Tanzania; Kinshasa-Matadi & Katanga, DR Congo; North-Western Province, Zambia; Juba, South Sudan; Tete, Zambezi Valley, Nacala, Mozambique; Guinea Conakry etc**

(Contact *Africa Project Access* at Johannesburg 27 11 4656770 or cell 0826510707 for details on how to obtain copies)

### *Accessing and Leveraging Soft Funding for Social Development Programmes Some Insights*

The South African Department of Water and Forestry defines fund-raising as “An organised effort to secure resources particularly financial resources, on behalf of a project or organisation. Some of the resources that are secured may need to be repaid or returned while others may be retained as a gift.”

Social development refers in this case to programmes, projects and initiatives that address the needs of communities in developing countries with regard to food supply, power and water provision, the supply of health and educational facilities, communications etc.

Fund-raising in general encompasses commercial loans, soft loans, third party guarantees, matching finance, grants in-kind (other than money), donations and partnership structures (eg mentoring.) Provision of equipment can be made on a soft or grant basis.

There is a need to distinguish between ‘soft’ or ‘concessional’ funding and grants. The *World Bank* and the *African Development Bank* have concessionary funding arms in the form of their *International Development Association* and *African Development Fund* which extend ‘credits’ to the poorer countries with only service fees payable and generous repayment terms.

It is difficult to determine the total amount of grant funding provided by **donors** but it is relatively little. There is a negative notion that grant money increases the dependency of the beneficiary instead of improving their capacity for self-sustainability. There are **special facilities** created by the donors that

do give grants. An example is the *Global Environmental Facility*. **Governments** such as that of South Africa have implemented matching grant programmes to boost national exports such as the Department of Trade and Industry’s *Capital Project Feasibility Fund*. This fund effectively leverages the funds of companies for the implementation of feasibility studies.

**Technical assistance agencies** such as the *Gesellschaft für Internationale Zusammenarbeit* are effectively providing grants through their special programmes such as the *Oil and Gas Skills for East Africa*. Another example is the *African Management Services Company (AMSCO)* which provides skilled management capacity for approved projects in developing countries. There is a tendency among the **development finance institutions** that fund commercial projects such as the *International Finance Corporation* to assist project sponsors with their business plans and capacities to bring their projects to bankability.

There are numerous **non-governmental organisations** such as *World Vision*, *Oxfam* and *Save the Children*. In Zimbabwe for example, much of the country’s social development requirements are being met by these NGO’s. The **United Nations** relief organisations such as the *World Food Programme*, *Childrens Fund* and *High Commissioner for Refugees* raise funds from governments and trusts for highly distressed communities. These *UN* agencies sometimes use the prominent NGO’s to implement their programmes.

It is important to note that the soft fund or grant agencies have specific limitations on the areas and sectors in which they become involved. The overriding principles are the reduction of poverty and betterment of the targeted communities. The donors and DFI's will not fund projects related to weaponry, gambling, child labour, tobacco and generally, alcohol. They seek to fund projects that include training and capacity-building, employment of women and eligible youth, environmental protection etc. The *Millennium Challenge Corporation* only operates in countries with good governance and their five-year compacts are for assistance to governments in pre-approved specific sectors such as water and sanitation and land planning. **Special funds and equity funds** also restrict their portfolios to certain sectors. Renewable energy is particularly favoured. **Charity organisations** such as *Rotary* insist on partnerships with targeted communities and assurances of their participation in the projects.

The distinction should be made between multi-lateral and bi-lateral aid. **Bi-lateral agencies** are accused of 'tied' aid whereby suppliers must be from their countries and projects and programmes are sometimes approved in accordance with the relevant donor country's core competencies and sometimes, political agenda. *DANIDA* for example favours dairy projects because of Denmark's particular experience and know-how on that sector. However, it is estimated that 'tied' aid increases costs by 20%-30%.

Official Development Assistance is provided 80%-85% by governments and 15-20% by private sources. Governments finance or part-finance social development programmes. **Parastatals** or state-owned enterprises implement special programmes.

For example, *ESKOM* has a number of programmes for ensuring power supply to poor communities and for training personnel from disadvantaged communities.

However there is a shift towards private suppliers of funds.

The governments of resource-rich African countries are increasingly insisting that the **oil and gas operators and mining houses** undertake social development programmes targeted at the communities in which the resources are located. The operating companies are well aware of this and have evolved interesting corporate social investment programmes which should attract wide ranges of suppliers.

**Large-scale suppliers and manufacturers** such as *Ericsson* have equipment supply and internship programmes.

Other private sources include **trusts and foundations** (*Bill and Melinda Gates, Carnegie Corporation, Ford Foundation, WK Kellogg Fund, Green Trust*), **chairmans funds and corporate foundations** (*Anglo American, ABSA Foundation*), **high net worth individuals** and angel investors through their funds and foundations (*Mo Ibrahim, Sheikh Mohammed Al Amoudi*).

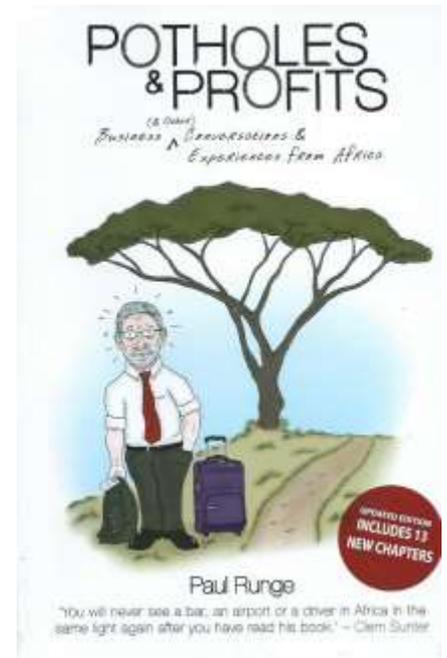
A final word of advice to soft funding or grant seekers is to ensure that they undertake advance research and ensure that their proposals fit within the parameters and funding criteria of the targeted benefactors. If they seek such funding from governmental donor agencies, they need to pre-identify the correct **government implementing agencies** (national, Provincial or local) through which the donor funds are being channelled, (eg roads agencies.)

**PAUL RUNGE'S BOOK**  
***POTHOLES & PROFITS***

**NEW EXPANDED VERSION: INCLUDES 13 NEW CHAPTERS**

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**REVIEWS:**

*In Potholes & Profits Paul Runge brilliantly depicts the pathos, the humour, the highs and the lows but above all the beautiful spirit of Africa which makes us addicted to the Continent. He draws on conversations he has had during visits to an amazing array of places and does so with wryness and humility which makes his experiences the more interesting and readable.* – Clem Sunter

*'You will never see a bar, an airport or a driver in Africa in the same light again after you have read his book.'* – Clem Sunter

In a book that sweeps the full spectrum of his years of travelling the length and breadth of Africa, Paul Runge brings together a collection of anecdotes and snapshots of the personalities and places that make up his experiences of the continent. He recalls the funny and frightening situations into which he has been flung, the powerful and humble people he has met, and relates with clarity and humour unexpected events that can only be peculiarly African. Runge draws the reader through offices, taxis and roadblocks in an awe-inspiring range of countries, passing no judgement but quietly affirming his enjoyment of this chaotic and vibrant continent. - *Africa Investor*

## PROJECTS

(Africa Project Access subscribers are welcome to contact Paul or Nicole at Johannesburg telephone 27 11 4656770, cell 0826510707, Email: [afric.projs@pixie.co.za](mailto:afric.projs@pixie.co.za) for templates/further details/contacts pertaining to specific Projects listed below)

**Templates including contact details of the projects below will follow in the Africa Project Access Database in approximately 7 days.**

### ANGOLA

Mace has secured the project management contract for the **NEW LUANDA INTERNATIONAL AIRPORT** situated 40 kilometres south-east of Luanda in Bengo Province. . The airport will have a capacity of 15 million passengers and 50 000 tons of cargo per annum. There will be two runways with one capable of landing *Airbus 380* aircraft. The terminal building will cover an area of 17 000n square metres. The cost is estimated at about USD 3 billion. The completion was scheduled for 2017 but this date is unlikely given the requirement for support infrastructure and the lower oil price. The contractors are a consortium of Chinese companies who are using a credit line from the *China International Fund, (CIF)*. A rail link to Luanda City is being planned as well as a possible link to Malanje. The airports of Luena and Uige have been revamped.

### BENIN

The French logistics group, *SDV Bolloré* will be funding the **NIAMEY-COTONOU RAIL LINE**. The authorities of Benin and Niger have reportedly agreed on the plans for the construction and operation of the line and the two presidents have signed an MOU on the Project. It forms part of the 2 500 West Africa Rail Loop Programme that will connect Côte d'Ivoire, Burkina Faso, Niger and Benin. The shareholding of the operation will be Bolloré (40%), Benin private sector (20%), Niger private sector (20%), Benin government (10%) and Niger government (10%). The cost of the Niamey-Cotonou line is estimated at around USD 1,2 billion.

### BURUNDI

The *African Development Bank (AfDB)* has approved a USD 22,5 million loan to Zambia for the **DEVELOPMENT OF LAKE TANGANYIKA**. The Project will be implemented over five years in the districts of Mpulungu and Msama. The total cost of the Project is USD 29,6 million. The bank has also approved a grant of USD 2,6 million for feasibility studies and engineering designs for the rehabilitation of Mpulungu Port on the southern Zambian end of the lake. It will also be assisting with Burundi's Bujumbura Port rehabilitation at the northern end. The *Global Environmental Facility (GEF)* is contributing a further USD 7 million towards the Project. The *Development Bank of Southern Africa (DBSA)* is another funding partner. The Zambian Ministry of Transport will be managing the consultancy for the studies. Zambia and Burundi have signed an agreement on the expansion of the Lake Tanganyika ports. The Project will benefit Zambia, Burundi, Tanzania and the DR Congo. The upgrade of Mpulungu and the completion of the pedicle road through the DR Congo will drop the transport costs of cement, flour and steel from the Northern and Luapula Provinces. Nickel and minerals from Burundi could also be exported more effectively. Bujumbura could be linked through the Copperbelt to the Lobito rail line. There are nevertheless still plans to link Mpulungu to the TAZARA rail line towards the east. There are reports that *Dangote Cement* is considering the construction of a dedicated port near Mpulungu. Local roads in the Mpulungu area have been upgraded and the 14,8 MW hydro power plant at Luazawa is being completed.

## CAMEROON

*GDF Suez* is implementing the **CAMEROON LNG PROJECT** located 30 kilometres south of Kribi on Cameroon's southern coast. The liquefaction plant will have a production capacity of 3,5 million tons per annum for the first train. Gas will be supplied to the Kribi gas-fired power plant. *GDF Suez* is partnering with the state oil utility, *SNH* on the Project. Pre-FEED studies were completed by *Foster Wheeler* in 2011. The Cameroon Natural Gas Master plan has been developed against a backdrop of declining oil production.

## CONGO (REPUBLIC)

*Elemental Minerals* of Australia is undertaking a scoping study on the Dougou deposit as part of its **SINTOUKOLA POTASH PROJECT**. *ERCOSPLAN* of Germany is undertaking the study which should be completed by mid-2015. The definitive feasibility study will follow. Dougou has a resource of about 1,3 billion tons carnallite. The initial capital requirement is USD 910 million. *ERCOSPLAN* is also involved in the Mengo Potash Project also in the ROC. The country has major potash deposits and could become one of the world's largest producers.

## DJIBOUTI

*GCL-Poly Petroleum Investments* of China has signed production sharing agreements with the Ethiopian Ministry of Mines for the development of the **OGADEN BASIN NATURAL GAS DEPOSITS** in south-eastern Ethiopia estimated at 4,7 trillion cubic feet. Gas from the Calub and Hilala fields will be transported via a cross-border pipeline to Djibouti on the Red Sea. There will also be production of by-product condensate oil. Production is expected in 2017. In Djibouti, there will be a marine terminal processing facility and liquefaction plant. The Djibouti Ministry of Energy is the implementing agency there. The Chinese company will spend about USD 4 billion on the Project. The gas was discovered in the 1970's but is only being exploited now.

## ETHIOPIA

*GCL-Poly Petroleum Investments* of China has signed production sharing agreements with the Ethiopian Ministry of Mines for the development of the **OGADEN BASIN NATURAL GAS DEPOSITS** in south-eastern Ethiopia estimated at 4,7 trillion cubic feet. Gas from the Calub and Hilala fields will be transported via a cross-border pipeline to Djibouti on the Red Sea. There will also be production of by-product condensate oil. Production is expected in 2017. In Djibouti, there will be a marine terminal processing facility and liquefaction plant. The Djibouti Ministry of Energy is the implementing agency there. The Chinese company will spend about USD 4 billion on the Project. The gas was discovered in the 1970's but is only being exploited now.

## GHANA

Construction of the new **ATUABO FREE PORT** is scheduled to begin mid-2015 and the duration of the Project is two years. The contractor is the *China Harbour Engineering Company* while the implementing agency is the *Ghana Ports and Harbours Authority (GPHA)*. It will be a dedicated oil and gas free port and a gateway to West Africa's offshore oil and gas industry. The port will have a channel of 18'5 metres and three quays. A rig and vessel repair facility is included as well as a business technology park. *Lonrho Ports* is providing managerial assistance.

## MOZAMBIQUE

The **NATIONAL HOUSING PROGRAMME** of Mozambique is planning the development of 250 000 plots. The target is construction 35 000 affordable housing units over the next five years. 1 200 affordable houses will soon be built in Cabo Delgado, Zambezia and Tete Provinces. 5 000 units are being developed in Maputo Province on a Public-Private-Partnership (PPP) basis. In 2014, the Mozambican construction sector grew 12%. A new law approving tax incentives for affordable housing will soon be passed.

The **BAZARUTO ISLAND VIEW ESTATE (BIVE)** is being developed by *Mozambique Property Developments & Investments* with the state tourism promotion agency, *Mozaico do Indigo*. It will be developed on a 31 hectare coastal site situated 12 kilometres from Vilankulos, central Mozambique. The Project includes 146 private residency units, a beach resort, a 5-star hotel, 4-star cabanas, a 3-star lodge, a medical facility for plastic surgery (awaiting authorisation). The first phase of the Project has begun with the construction of show houses.

The **CRUSSE AND JAMALI ISLANDS INTEGRATED TOURISM RESORT** is being promoted by the state SEZ/IDZ promotion body, *GAZEDA*. It will be developed on a 1 750 hectare site in Nampula Province, central Mozambique. It is situated 30 kilometres from the main road, 30 kilometres from Nacala Port and Airport and 150 kilometres from Nampula. The Project includes a 5-star 150-room hotel, residential clusters, a marina and golf course, an entertainment centre. The Project is classified as part of the Integrated Tourism Establishment Zone (*ZETI*) and as such, will qualify for tax incentives. *GAZEDA* is currently negotiating with potential developers for access roads as well as power and water supply.

The state tourism promotion agency, *Mozaico do Indigo* is promoting the **PONTA DOBELO TOURISM PROJECT** situated on two sites covering 1 500 hectares along a 1-kilometre stretch of beach 100 kilometres south of Maputo. The Project comprises 20 beach houses, 40 eco-houses, 3 beach bars, 4 spas, a restaurant of 352 square metres, a central building of 871 square metres, a staff and services centre and a jetty. 25 housing units will have private pools. The market study has been completed and the Environment Impact Assessment should be completed in the next three months.

The **NACALA AIRPORT CITY PROJECT** in central Mozambique will include hotels, residential units, shopping malls, a teaching campus, a hospital, a manufacturing zone and a sports stadium. It is being promoted by the state SEZ/IDZ promotion body, *GAZEDA*. The airport was opened in December 2014 and is receiving domestic flights from Maputo with inter-continental flights to follow later. The airport was constructed with Brazilian financial aid and expertise at a cost of about USD 250 million.

*MM Integrated Steel Mills*, part of the *Motison Group* of Tanzania will be establishing a **ROOF SHEETING PRODUCTION PLANT** in the Special Economic Zone (SEZ) at Nacala Port, central Mozambique. The plant will also produce steel products for the low-cost housing market. The *International Finance Corporation (IFC)* of the *World Bank Group* has announced an investment of USD 13,5 million in the Project. Housing has been prioritised by the government and a new law will reduce taxes in the sector. A number of new industries are being established in Nacala.

The *Oil & Natural Gas Corporation (ONGC)* of India and the Indian state oil marketing company, *Bharat Petroleum Corporation (BPCL)* will be developing the 10 000 square kilometre **ROVUMA AREA-1 GAS FIELD** off the northern Mozambique coast over the next four years. The resource of the field is estimated at about 75 trillion cubic feet (TCF). It is estimated that an investment of USD 18,5 billion will be required for development of the field. The gas will be converted into LNG for shipping to India. The first gas production could be in early 2019. *Mitsui* and the state oil and gas company, *ENH* also have stakes in the Project.

## NAMIBIA

\*\* Investors and technical partners are sought for the **DICKER WILHELM AND KEISHOHE RARE EARTH PROJECTS** in southern Namibia. The concessions are being operated by *Bonya Resources Limited* of Namibia. Geological mapping is underway at *Dicker Wilhelm* and the mapping has been completed at *Keishohe*. Several ore bodies (with carbonatite) have been discovered and delineated. Base and precious metals and stones are also being explored over an area of 21 000 hectares. The concessions are well situated near the tar road and rail to Lüderitz situated 60 kilometres away and 20 kilometres from the town of Aus.

### NIGER

The French logistics group, *SDV Bolloré* will be funding the **NIAMEY-COTONOU RAIL LINE**. The authorities of Benin and Niger have reportedly agreed on the plans for the construction and operation of the line and the two presidents have signed an MOU on the Project. It forms part of the 2 500 West Africa Rail Loop Programme that will connect Côte d'Ivoire, Burkina Faso, Niger and Benin. The shareholding of the operation will be Bolloré (40%), Benin private sector (20%), Niger private sector (20%), Benin government (10%) and Niger government (10%). The cost of the Niamey-Cotonou line is estimated at around USD 1,2 billion.

### NIGERIA

The site has been virtually cleared for the planned 460 000 barrels per day **DANGOTE OIL REFINERY** in the Lekki area of Lagos. *Dangote* Industries of Nigeria will be developing the refinery as well as a 600 000 tons per annum polypropylene and fertilizer plant. The refinery will include a power plant and a mooring terminal for crude oil and product handling. The design of the refinery has been completed. It will be built to *Euro 5* standards. A Project management agreement has been signed with *Engineers India Limited*. The cost is estimated at around USD 9 billion. Nigeria currently has four refineries with a total capacity of 445 000 barrels per day. However these refineries are operating well below capacity and some 70% of petroleum needs are imported.

### RWANDA

The Ministry of Trade and Industry of Rwanda in collaboration with *Trade Mark East Africa* have issued a request for proposals directed at firms capable of undertaking feasibility studies for the establishment of **CROSSBORDER MARKETS AND STORAGE FACILITIES** in the border areas of Rubavu and Rusizi in the Western Province. Rwanda is positioning itself as a supply point and logistics hub for its four neighbours: DR Congo, Burundi, Tanzania and Uganda. The focus is on agricultural produce. *USAID* are funding a cross-border agricultural trade analysis.

### SOUTH AFRICA

*Africa Project Access* does not normally focus on Projects in South Africa. However, inserts and updates on Projects and Project-related issues in this country are included where there is involvement by the donors, international development finance institutions and international support agencies or there is a potential for involvement by these agencies and in cases where there is an African regional context.

The Department of Trade and Industry has indicated that as at the end of March 2015, 26 companies had shown interest in investing in the **SALDANHA BAY INDUSTRIAL DEVELOPMENT ZONE** in the Western Cape. Eight companies are reportedly finalising their investments. The IDZ will focus on oil and gas contracting including rig building and repair, drilling and marine fabrication. The oil operators of the Gulf of Guinea are being targeted.

**Note:** *Africa Project Access* will be coordinating a visit to Saldanha Bay scheduled for 25 June 2015.

## TANZANIA

Improvements to **KILIMANJARO INTERNATIONAL AIRPORT** are scheduled to commence in June 2015. The Project will modernise the runways, apron, terminal building and lighting. A retail centre is also planned. The cost will be about USD 40 million. The implementing agency is the *Kilimanjaro Airports Development Company (KADCO)*. Funding is from the Kenyan and Dutch governments. *BAM International* of the Netherlands has been appointed for the installations. The relevant ministry is the Ministry of Natural Resources and Tourism. As a major tourist hub, the airport handles over one million passengers per annum.

## UGANDA

A number of Ugandan **ONE-STOP BORDER POSTS** for passengers and cargo are near completion. They are being developed by the *DfID*-supported *TradeMark East Africa* in collaboration with the relevant ministries of transport. The posts are: Busia (between Uganda and Kenya), Mirama Hills (between Uganda and Rwanda) and Mutukula (between Uganda and Tanzania). The Elugu border post between Uganda and South Sudan is underway. Funding of USD 600 000 has been allocated for each post for capacity-building, training and communications.

## ZAMBIA

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## **COMMERCIAL PROPERTY, CONSTRUCTION, HOTELS, LEISURE DEVELOPMENTS AND TOURISM-RELATED PROJECTS**

*(Projects in North Africa/Maghreb Countries are included in this section)*

The **NATIONAL HOUSING PROGRAMME** of Mozambique is planning the development of 250 000 plots. The target is construction 35 000 affordable housing units over the next five years. 1 200 affordable houses will soon be built in Cabo Delgado, Zambezia and Tete Provinces. 5 000 units are being developed in Maputo Province on a Public-Private-Partnership (PPP) basis. In 2014, the Mozambican construction sector grew 12%. A new law approving tax incentives for affordable housing will soon be passed.

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Improvements to **KILIMANJARO INTERNATIONAL AIRPORT** are scheduled to commence in June 2015. The Project will modernise the runways, apron, terminal building and lighting. A retail centre is also planned. The cost will be about USD 40 million. The implementing agency is the *Kilimanjaro Airports Development Company (KADCO)*. Funding is from the Kenyan and Dutch governments. *BAM International* of the Netherlands has been appointed for the installations. The relevant ministry is the Ministry of Natural Resources and Tourism. As a major tourist hub, the airport handles over one million passengers per annum.

#### **SPOTLIGHT ON AID AGENCIES, INTERNATIONAL DEVELOPMENT FINANCE INSTITUTIONS, FUNDS & SELECTED RELATED ORGANISATIONS**

The founding statement for the establishment of the **PAN-AFRICAN FRANCHISE FUND** was signed on 16 April 2015. The main financial backer is *Barclays Africa* and the implementing agency is the *Franchise Association of Southern Africa (FASA)*.

## **CONTACTS**

### **AFRICAN CONTACTS**

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#### **AFRICAN UTILITY CONTACTS**

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#### **AFRICAN GOVERNMENT CONTACTS**

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#### **MINING CONTACTS**

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**BONYA RESOURCES**, telephone Windhoek 264 61 239515 is operating rare earth concessions in southern Namibia. The Projects are being promoted by *Ashraf Essop*, Director, *Rossouws Lesie Inc*, telephone Johannesburg 27 11 7269000, e-mail: [ashraf@rossouws.co.za](mailto:ashraf@rossouws.co.za)

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### **OIL & GAS CONTACTS**

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*Adolphe Moudiki* is Executive General Manager of the Cameroon state oil and gas company, **SOCIETE NATIONALE DES HYDROCARBURES (SNH)**, telephone Yaoundé 237 222 201910 or 209864, e-mail: [info@snh.cm](mailto:info@snh.cm) *Martin Folo* is Deputy Director at the Gas Division.

*Max Nussbaum* is Director: Infrastructure Development at **GDF SUEZ GAS** which is implementing the Cameroon LNG Project, telephone e-mail: [info.cameroon@gdfsuez.com](mailto:info.cameroon@gdfsuez.com)

The contact details for the **ATUABO FREE PORT & OIL & GAS SERVICES CENTRE** in Ghana are telephone 233 50 5786126, e-mail: [info@atuabofreeport.com](mailto:info@atuabofreeport.com) A director is *Steven Gray*.

### **AGRICULTURE/AGRI-BUSINESS CONTACTS**

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### **HOTELS/TOURISM/COMMERCIAL PROPERTY/RETAIL CONTACTS**

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#### **HEALTH SECTOR CONTACTS**

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#### **DONOR/DFI/FUND/ECA CONTACTS**

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*Man-Loong Lee* is Director of the Hong Kong-based **SVANOSIO COMPANY LIMITED**, telephone 852 21956868/88, e-mail: [svanosio@svanosio.com.hk](mailto:svanosio@svanosio.com.hk) The company has a wide range of production plants in West Africa ranging from rubber products to steel mills to bakeries. Most of its operations are in Nigeria but the company is looking into expanding in central Africa.

### **USEFUL WEBSITES**

The website of the **DEPARTMENT OF WATER & FORESTRY (DWAFF)** of South Africa carries a good analysis of the raising of soft funding on [www.daff.gov.za/doaDev/sideMenu](http://www.daff.gov.za/doaDev/sideMenu)

Updated overviews of trends in the **AFRICAN HOSPITALITY SECTOR** can be found on the website of the *W-Hospitality Group*, [www.w-hospitalitygroup.com](http://www.w-hospitalitygroup.com)

Updates on **RAILWAY PROJECTS** in Africa can be found on [www.railwaysafrica.com](http://www.railwaysafrica.com)

### **PROJECT-RELATED ACHIEVEMENTS AND/OR ACTIVITIES OF AFRICA PROJECT NEWSLETTER SUBSCRIBERS, ASSOCIATES AND CONTACTS**

**CB FARM FRESH** has been chosen by the *World Economic Forum (WEF) – Grow Africa Platform* as one of the three companies from across Africa that have the potential to change the approach to agricultural advancement in Africa.

### **TRAVEL NOTES**

The **NACALA AIRPORT** in Mozambique was opened in December 2014 and is receiving domestic flights from Maputo with inter-continental flights to follow later.

The **SOLWEZI LODGE** is a new hotel in Zambia's new Copperbelt in North West Province, telephone 260 21 8821390, e-mail: [crossroadssolwezi@crossroadslodges.com](mailto:crossroadssolwezi@crossroadslodges.com) The rate is around USD 100 per night including breakfast. The *Crossroads Hotel Group* has lodges in Lusaka, Chipata, Livingstone and Kitwe.

A recommended 20-room hotel on the outskirts of Kampala, Uganda is the **CASSIA LODGE**, website: [www.cassialodge.com](http://www.cassialodge.com) The rate is around USD 130 including breakfast.

Transport operators report that there are numerous road blocks on the **KAMPALA-MOMBASA ROAD** In Uganda and Kenya. The number of blocks has been recently reduced but they are still the cause of serious delays.

## FORTHCOMING EVENTS

*Inserts in bold, italics and larger font indicate participation by Africa Project Access:*

The **AFRICA HEALTH EXHIBITION** will be taking place 5-7 May 2015 at the Gallagher Convention Centre, Midrand.

**Contact:** E-mail: [africahealthenquiries@informa.com](mailto:africahealthenquiries@informa.com)

The **4<sup>TH</sup> WONCA AFRICA CONFERENCE** of the *World Organisation of Family Doctors* will be taking place 6-9 May 2015 in Accra, Ghana.

**Contact:** Website: [www.woncafrica2015.com](http://www.woncafrica2015.com)

***The AFRICA UTILITY WEEK 2015 will be taking place at the Cape Town International Convention Centre 12-14 May.***

**Contact:** *Russel Hughes, telephone 27 21 7003500, e-mail: [nevenka.ristic@spintelligent.com](mailto:nevenka.ristic@spintelligent.com)*

The **AFRICAN CONSTRUCTION EXPO** will be taking place 13-14 May 2015 at the Sandton Convention Centre.

**Contact:** Telephone 27 21 7004300, e-mail: [registration@totallyconcrete.co.za](mailto:registration@totallyconcrete.co.za)

The **2015 WEST & CENTRAL AFRICA (WaCA) MINING SUMMIT & EXPO** will be taking place 20-21 May 2015 at the Accra International Convention Centre, Ghana.

**Contact:** *Maggie Tan, Magenta Global, telephone 65 63912535, e-mail: [jose@magenta-global.com.sg](mailto:jose@magenta-global.com.sg)*

The **5<sup>TH</sup> ANNUAL AFRICA BANKING & FINANCE CONFERENCE 2015** will be taking place 19-20 May in Nairobi.

**Contact:** E-mail: [abfc@aidembs.com](mailto:abfc@aidembs.com)

The **Petro.t.ex EXHIBITION & CONFERENCE** will be taking place 20-22 May 2015 at the Gallagher Convention Centre, Midrand.

**Contact:** Telephone Johannesburg 27 11 2341196, e-mail: [events@ingadaevents.co.za](mailto:events@ingadaevents.co.za)

The **8<sup>TH</sup> AFRICA INFRASTRUCTURE INVESTORS & PROJECT DEVELOPERS SUMMIT** will be taking place on 2 June in Cape Town.

**Contact:** *Precious Nkandu, telephone Johannesburg 27 11 7832431, e-mail: [pnkandu@africaninvestor.com](mailto:pnkandu@africaninvestor.com)*

The **25TH WORLD ECONOMIC FORUM ON AFRICA** will be taking place 3-5 June 2015 in Cape Town.  
**Contact:** Website: [www.weforum.org](http://www.weforum.org)

**The GAS AFRICA CONFERENCE will be taking place 23-24 June 2014 at the Maslow Hotel in Johannesburg.**

**Contact:** Bette at telephone 27 11 2341196, e-mail: [events@mcnaughtonevents.co.za](mailto:events@mcnaughtonevents.co.za)

**WATER AFRICA & WEST AFRICA BUILDING & CONSTRUCTION 2015** will take place 24-26 June at the Accra International Conference Centre in Ghana.

**Contact:** Tracey, telephone 44 1902 428766, e-mail: [info@ace-events.com](mailto:info@ace-events.com)

The **MAPUTO INTERNATIONAL TRADE FAIR (FACIM)** will be taking place 31 August to 6 September 2015 at Ricatla-Marracuene, Maputo.

**Contact:** Dr Nicolau Sululo, Counsellor: Economic & Trade, High Commission of Mozambique, telephone Pretoria 27 12 4010300, e-mail: [Sululo@embamoc.co.za](mailto:Sululo@embamoc.co.za) or [sululo@iburst.co.za](mailto:sululo@iburst.co.za)

**The new dates for INFRASTRUCTURE AFRICA are 1-2 September 2015. The venue will be the Sandton Convention Centre, Johannesburg.**

**Contact:** E-mail: [info@infrastructure-africa.com](mailto:info@infrastructure-africa.com)

The **ARGUS AFRICA STORAGE & LOGISTICS CONFERENCE** will be taking place 16-17 September 2015 in Durban. Country focus sessions will be on Nigeria, Kenya and Ghana. Last year, representatives of Mobil Nigeria, Oando of Nigeria and the Kenya Pipeline Company attended.

**Contact:** Argus Media, telephone 44 20 77804341, e-mail: [aficastorage@argusmedia.com](mailto:aficastorage@argusmedia.com)

The **22<sup>nd</sup> AFRICA OIL WEEK CONFERENCE & EXHIBITION** will be taking place 26-30 October 2015 at the Cape Town International Convention Centre. Main sponsors include Tullow, Total, ExxonMobil and Oando.

**Contact:** Judith, telephone Johannesburg 27 11 8807052, e-mail: [babette@africa-oilweek.com](mailto:babette@africa-oilweek.com)

**PROJECT EAST AFRICA** is a special initiative scheduled to take place 3-4 November 2015 at the Intercontinental Hotel in Nairobi. The Programme comprises presentations on Projects in Kenya, Uganda, Tanzania, Rwanda, Burundi and South Sudan covering the transport, public works, power, water, telecommunications, oil and gas and construction sectors.

**Contact:** telephone 44 1737 784952, e-mail: [dgrogan@gep-events.com](mailto:dgrogan@gep-events.com)

The **4<sup>TH</sup> ANNUAL AFRICAN RAILWAY SUMMIT** is scheduled to take place in November 2015 (day to be finalised) at the Radisson Blu Gautrain Hotel in Johannesburg.

**Contact:** [tanaya.priya@fleminggulf.com](mailto:tanaya.priya@fleminggulf.com)

## **AFRICA & THE GLOBAL ECONOMIC DOWNTURN**

According to a study by the *African Development Bank (AfDB)*, it is estimated that 30 million **AFRICAN DIASPORA/MIGRANTS** living outside their countries send home about USD 40 billion per annum.

## WHISPERINGS – FOOTNOTES

### WHISPERINGS – FOOTNOTE 1

The **EAST AFRICA BUSINESS COUNCIL** attends all *East Africa Community (EAC)*. Issues brought up by the *Council* reportedly have to be dealt with and reported on within a period of three months. This would appear to be an excellent example of private-public cooperation on a regional level. .

### WHISPERINGS – FOOTNOTE 2

The range of **INSURANCE PRODUCTS** available to Project developers in Africa is widening. A good example is insurance cover for marine and construction Project delay. This entails compensation for the loss of revenue, gross profit or standing charges sustained due to delays in the completion or start-up of a Project.

**Contact:** *Karl Bishop*, Head: Niche Business, *SANTAM*, telephone Johannesburg 27 11 9128088, e-mail: [karl.bishop@santam.co.za](mailto:karl.bishop@santam.co.za)

### WHISPERINGS – FOOTNOTE 3

The Department of Transport of South Africa is in the process of preparing a **REGIONAL CORRIDOR DEVELOPMENT STRATEGY** that seeks to better integrate South Africa with the *Southern African Development Community (SADC)* states thereby stimulating economic growth and mobility across the region. *Arup Consulting* have been appointed to coordinate the strategy. The corridors being investigated are: North-South, Trans Kalahari, Trans Cunene, Trans Orange, Maputo, Manzini-Durban, Phalaborwa-Richards Bay, Lubombo/Goba. In 2013, the Department of Transport established a Regional Corridors Unit. The strategy is inter alia identifying criteria for the development of ‘smart corridors’.

### WHISPERINGS – FOOTNOTE 4

Suppliers of security materials and equipment are proposing solutions to African governments and regional bodies to the problem of **AFRICA’S POROUS BORDERS**. Interest in the subject has increased since the recent attacked by Somalia-based insurgents into Kenya.

### WHISPERINGS – FOOTNOTE 5

A business opportunity exists with regard to **LAKE TRANSPORT** in East Africa. There is only one barge transporting cargo for oil companies on Lake Albert and only one boat ferrying passengers and limited cargo on Lake Tanganyika.

### WHISPERINGS – FOOTNOTE 6

The operating oil companies involved in Lake Albert, Uganda have received their delayed “Christmas present” in the form of the government’s **WAIVING OF VAT** for upstream investments. *Total*, *Tullow* and *CNOOC* could save up to USD 2,7 billion. There was considerable wrangling over the VAT issue.

#### **WHISPERINGS – FOOTNOTE 7**

The current low resources prices have led to a reduction in the number of large-scale mining, oil and gas and support infrastructure and industrial Projects in Africa. Suppliers are now tending to re-strategise in favour of **MEDIUM AND SMALLER PROJECTS**.

#### **WHISPERINGS – FOOTNOTE 8**

Apart from South Africans, there is a marked presence of **AFRICAN INVESTORS IN MOZAMBIQUE**. The *Motison Group* of Tanzania is opening a steel products plant in Nacala and *Compagnie des Trois Amis* of Mauritius is investing in rice cultivation. It is also noteworthy that much recent investment is in the area between and including Nacala and Pemba .

#### **WHISPERINGS – FOOTNOTE 9**

**FRANCHISING** presents a major opportunity for the development of entrepreneurs in Africa. South Africa has particular expertise in this field and some years ago, the *African Development Bank's Private Sector Department (PSD)* showed interest in harnessing this knowledge for the development of franchises in the continent. There is certainly room for development of this initiative given that of the 627 members of the *Franchise Association of South Africa (FASA)*, only 95 have operations in the rest of Africa.

## **ADDITIONAL SERVICES**

### **ADDITIONAL SERVICES FOR SUBSCRIBERS & ACTIVITIES OF AFRICA PROJECT ACCESS**

*The following are APA's PLANNED GROUP VISITS FOR 2015 (subject to change):*

- *15-19 March: Visit to Kampala and Lake Albert, Uganda (Completed. Visit Report available to APA clients.)*
- *17-22 May: Copperbelt, Solwezi & Lumwana, North West Province, Zambia (with SA-Zambia Chamber)*
- *25 June: Visit to Saldanha Bay Port, Western Cape*
- *13-19 September: Accra and Takoradi Port, Ghana*
- *28-29 October: Visit to Mining and Oil Companies Offices in Gauteng*

*On 27 January 2015, APA organised a DEVELOPMENT FINANCE FOCUS WORKSHOP for various suppliers of financial services and products to the South African export community. The objective was to produce a practical, user-friendly and easily-understood compendium of these services and products for APA clients and export council members. .*

*26 October to 1 November 2014, Africa Project Access led a large GROUP VISIT TO PEMBA AND PALMA, NORTHERN MOZAMBIQUE. There were twenty-six delegates. The visit included meetings with Anadarko, Halliburton and site visits to industrial parks in Pemba and Palma as well as port inspections.*

*10-16 August 2014, Africa Project Access and the South Africa-Zambia Chamber of Commerce led a GROUP VISIT TO LUSAKA AND LUAPULA PROVINCE, ZAMBIA. There were fifteen delegates. The visit included site visits to a manganese mine, hydro power stations, agricultural and tourism Projects.*

*On 20 June 2014, APA led a GROUP VISIT TO RICHARDS BAY HARBOUR, KwaZulu-Natal to investigate inter alia future plans for the export of coal from Botswana and Swaziland, and the possibility of establishing the port as a supply centre for gas operations on the East Africa coast. The visit was facilitated by Trade & Investment KwaZulu-Natal.*

*The last FULL APA BRIEFING took place at Santam on Thursday 26 February 2015 and covered the findings of the APA pilot visit to Kampala and Lake Albert, Uganda as well as current logistics freight forwarding issues in Africa. .*

*A special PORTS AND RAIL SUB-GROUP MEETING was held on Thursday 18 September 2014 at the Henley Business School. It was decided that the next meeting will include Transnet Capital Projects and the Africa Strategy of the Department of Public Enterprises.*

*A special SUB-GROUP MEETING ON OPPORTUNITIES ARISING FROM THE ROVUMA BASIN (PEMBA/PALMA) was held on Thursday 18 September 2014 at the Henley Business School. It was decided that the next meeting will include relevant development finance institutions, retail chains and commercial property management companies.*

*A WATER & SANITATION SUB-GROUP MEETING was held on Thursday 26 June 2014 at the Henley Business School. It was decided that the next meeting will include a water utility such as Rand Water or Umgeni Water, a contractor, an environmental consultancy, a logistics company and a development finance institution such as the DEG. It was also proposed that a special briefing be held on the financing of water and sanitation Projects in Africa.*

*A special OIL AND GAS SUB-GROUP MEETING was held on Thursday 13 March 2014 at the Henley Business School. The next meeting will include representatives of the South African Oil and Gas Alliance as well as Schlumberger.*

*A special MINING SUB-GROUP MEETING was held on Thursday 13 March 2014 at the Henley Business School. The next meeting will include representatives of a mining house, Renaissance Capital and other mining equity fund managers. A map of Africa with main mining areas will be produced. A tour of mining houses and international mining engineering companies with offices in Johannesburg will be arranged.*

*The thirteenth ICT/TELECOMMUNICATIONS SUB-GROUP was held on Tuesday 21 April 2015 in collaboration with the South African Electro-Technical Export Council (SAEEEC) at their offices in Midrand. A group visit to South Africa-based mining, gas and engineering companies involved in major resources Projects in Africa was discussed. It was decided that MTN or Vodacom, Liquid Telecom, the South African Communications Forum, Ericsson, the Industrial Development Corporation, the International Finance Corporation's sector head for ICT and the Chamber of Mines would be invited to the next sector focus meeting.*

*The APA AGRICULTURE FOCUS SUB-GROUP briefing took place at the Henley Business School on Thursday, 29 January 2015. It was agreed that the next meeting would include Deloitte, The DBSA and IDC agriculture units and agriculture fund managers.*

*The APA HOTELS/COMMERCIAL PROPERTY SUB-GROUP briefing was held on Thursday 29 January 2015 at the Henley Business School. It was agreed that a hotel management group such as Atterbury and African Century Properties, Remote Site Solutions and Aurecon will be invited for the next briefing.*

*The APA POWER SECTOR SUB-GROUP MEETING took place at the Henley Business School on Thursday 10 April 2014. It was agreed that the next meeting will include the ESKOM Division responsible for regional transmission, TransAfrica Projects, former ESKOM official, Peter O'Connor, Doug Kune, and an EPC contractor.*

*The APA WATER & SANITATION SECTOR SUB-GROUP MEETING took place at the Henley Business School on Thursday 10 April 2014. It was agreed that the next meeting will include*

*The APA TRANSPORT SECTOR SUB-GROUP MEETING took place at the Henley Business School on Thursday 12 February 2015. It was agreed that the next meeting will include a representative of the Africa Water Facility and a logistics company.*

*The sixth APA HEALTH SECTOR SUB-GROUP MEETING was held on Thursday 12 February 2015 at the Henley Business School. Various health and health-related Projects and initiatives were discussed. It was agreed that the Pharmaceuticals Association of South Africa, the Lenmed Hospital Group and a logistics company specialising in the health sector will be invited to the next briefing.*

*Africa Project Access is participating with the Johannesburg Chamber of Commerce & Industry (JCCI) in a series of ECONOMIC HOTSPOT BRIEFINGS. The last was held on Tuesday 10 February 2015 on the Lake Albert oil find in Uganda.*

*The March-April 2015 edition of the London-based publication, AFRICA INVESTOR carries articles on the African Export-Import Bank, the alternative assets industry, sovereign wealth fund transactions, IPO activity, transport equipment sector in Africa, Public Investment Corporation of South Africa, government interference, the insurance sector key infrastructure investment deals. Paul Runge of APA has a regular projects feature in the publication, "In The Pipeline."*

*The December 2014/January 2015 edition of AFRICAN TRADER carries articles on the Ibrahim Index of African Governance, China as a market for African goods, heavy machinery for Africa, Africa's digital divide, airport upgrades, poultry in Africa and the Dutch disease.*

## QUOTABLE QUOTES

### QUOTABLE QUOTES 1

*"It is supply chains that compete not companies or commodities."*  
(Gerard de Villiers, ARUP during a workshop on development corridors sponsored by the South African Department of Transport.)

### QUOTABLE QUOTES 2

*"Half of me is a businessman who wants to build a business that works and makes profit for everyone involved, and half of me is an African who grew up in Africa and sees the potential of the rural districts and the potential to change the lives of people in those communities."*  
(Shaun Cawood, CEO, CB Farm Fresh piloting agricultural projects in Mozambique.)

### QUOTABLE QUOTES 3

*"We can't believe what's happening over that side."*  
(APA driver in Kampala, Uganda on the attacks on foreigners in South Africa.)

## ***FURTHER INFORMATION & INDEMNITY***

***IN-DEPTH PROJECT INFORMATION  
IS AVAILABLE  
FOR THE FOLLOWING PROJECTS ABOVE  
MARKED \*\*  
(NO CHARGE FOR SUBSCRIBERS)***

- **Two Rare Earth Projects in Namibia**

### **INDEMNITY**

**SOME OF THE INFORMATION CONTAINED IN THIS DOCUMENT IS OF A CONFIDENTIAL NATURE AND IS SUPPLIED TO SUBSCRIBERS ON THE UNDERSTANDING THAT CONTENTS WILL BE TREATED WITH APPROPRIATE DISCRETION. PLEASE NOTE THAT WHILE EVERY EFFORT IS MADE TO ENSURE THE ACCURACY OF THE INFORMATION CONTAINED IN THIS SPECIALISED PUBLICATION, NEITHER *AFRICA PROJECT ACCESS* NOR ITS AFFILIATE BODIES AND ASSOCIATES WILL BE HELD RESPONSIBLE FOR ANY LOSS OR INCONVENIENCE RESULTING FROM APPLICATION OF THIS INFORMATION.**