

Connecting to Infrastructure & Other Investment Opportunities in Africa with the African Development Bank

AfDB/Canada Business Platform - leveraging Canada's public and private sector in solving the infrastructure gap in Africa and participating in projects financed or supported by African Development Bank (AfDB)

Presented by

The **Canada-Africa**
Chamber of Business



Chambre commerciale
Canada-Afrique

in partnership with



AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE
DE DEVELOPPEMENT

Canada

Connecting to Infrastructure & Other Investment Opportunities in Africa with the African Development Bank



Program

Thursday June 14, 2018

08h30 - 13h30
Goodmans LLP
Bay-Adelaide Centre
333 Bay Street, Suite 3400
Toronto, Ontario M5H 2S7

0830 - 0900	Registration and Networking
0900 - 0910	Welcoming Remarks <ul style="list-style-type: none">• Kari MacKay, Partner, Goodmans LLP• Avril Cole, Chair, The Canada-Africa Chamber of Business and Partner and Co-Lead, Africa Group, Gowling WLG
0910 - 0930	Keynote Address <ul style="list-style-type: none">• Marc-André Blanchard, Ambassador and Permanent Representative of Canada to the United Nations
0930 - 0950	African Development Bank, Strategy and Objectives and Business Opportunities for Canada <ul style="list-style-type: none">• David Stevenson, Executive Director for Canada, African Development Bank
0950 - 1010	African Investment Forum 2018 - Connecting to Investment Opportunities in Africa and Overview of Projects Pipeline <ul style="list-style-type: none">• Stella Kilonzo, Senior Director, Africa Investment Forum, African Development Bank
1010 - 1030	Questions & Answers
1030 - 1050	Networking Refreshment Break
1050 - 1110	Convergence Finance: Blended Finance Platform for African Projects <ul style="list-style-type: none">• Chris Clubb, Managing Director, Convergence Finance
1110 - 1150	Panel Discussion: Canadian Financing for African Projects <ul style="list-style-type: none">• David Creighton, Special Advisor, EMPEA & Director, Convergence Finance (moderator)• Nate Lowbeer-Lewis, Managing Director, Development, CPCS Ventures• Michael Walsh, Midgard Consulting Inc.• Steve Hobbs, Vice President, Strategy and Stakeholder Development, Canadian Council for Public-Private Partnerships
1150 - 1220	Working with Global Affairs Canada on Projects in Africa <ul style="list-style-type: none">• Geoff Murphy, Deputy Director Climate Finance, Global Affairs Canada• Sue Rauth, Deputy Director, Ontario Regional Office of the Trade Commissioner Service, Global Affairs Canada
1220 - 1330	Networking Buffet Lunch



African Development Bank Group

The overarching objective of the African Development Bank (AfDB) Group is to spur sustainable economic development and social progress in its regional member countries (RMCs), thus contributing to poverty reduction.

The Bank Group achieves this objective by:

- mobilizing and allocating resources for investment in RMCs; and
- providing policy advice and technical assistance to support development efforts.

The bank was founded in 1964 and has 54 African countries as members and 26 non-African countries as non-regional members. Authorized capital as of December 31, 2017 is US\$ 70 billion.

www.afdb.org



The Canada-Africa Chamber of Business

The Canada-Africa Chamber of Business is a dynamic and influential business organization dedicated to accelerating trade, business and investment between Canada and Africa through world-class networking and information sharing opportunities.

www.canadaafrica.ca



The Canadian Council for Public-Private Partnerships

Established in 1993, CCPPP is a national not-for-profit non-partisan, member-based organization with broad representation from across the public and private sectors. Our mission is to collaborate with all levels of government and indigenous communities, enabling smart, innovative approaches to public infrastructure development and service delivery that achieve the best outcomes for Canadians.

The Council is a proponent of evidence-based public policy in support of P3s, facilitates the adoption of international best practices, and educates stakeholders and the community on the economic and social benefits of public-private partnerships.

www.pppcouncil.ca



Convergence Finance

Convergence Finance is the global network for blended finance to improve the lives of people in developing countries and achieve the Sustainable Development Goals. Its goals are to:

- generate blended finance data, intelligence, and deal flow to increase private sector investment in developing countries
- manage a global membership of public, private, and philanthropic institutions like USAID, Credit Suisse, and the Gates Foundation
- curate and produce original content that builds the evidence base for blended finance and supports practitioners in their efforts to execute blended transactions
- operate on-line deal match-making platform for investors and those seeking capital to connect on live blended finance deals
- award grants for the design of new vehicles that aim to attract private capital to global development at scale

www.convergence-finance.com



CPCS Ventures

CPCS Ventures is CPCS Transcom's infrastructure investment subsidiary. CPCS Ventures leverages CPCS's experience, expertise and local presence to invest in infrastructure development opportunities in emerging markets. CPCS Ventures focuses on the early stage development of opportunities in the transport and energy sectors, with a specific focus on clean energy. Our team plays a hands-on role in the development of projects, from origination through to financial close. CPCS Ventures is committed to developing projects to the highest international standards. We realize we are often guests in the communities where our projects are situated and thus place environmental and social assessment, impact and engagement at the core of our development process.

www.cpcs.ca



Goodmans LLP

Goodmans LLP is internationally recognized as one of Canada's pre-eminent business law firms with market-leading expertise in M&A, corporate and transaction finance, private equity, real estate, tax, restructuring, litigation and other business-related specialties. Goodmans advises domestic and international players active in the mining, oil and gas, forestry and other natural resource sectors, including companies at all stages of development, from junior exploration companies to some of the world's largest senior producers. With a strategic entrepreneurial history and deal-making mindset, Goodmans lawyers deliver intelligent solutions, responsiveness, energy, talent and determination to get the deal done. It's more than just legal services; it's strategic business advice.

www.goodmans.ca



Gowling WLG

Gowling WLG is a Global 100 legal practice, with over 1,400 legal professionals and a range of dedicated business support teams across 18 cities in the UK, Canada, Europe, Asia and the Middle East. Our natural resources expertise benefits clients in numerous industries, particularly oil and gas, mining and water.

www.gowlingwlg.com



Midgard Consulting

Midgard Consulting offers engineering and project consulting services to the electric utility industry. Specializing in hydroelectric generation and transmission projects. Midgard brings together engineering experts with combined experience of over 100 years. Midgard Consulting personnel are experts in project planning and implementation, with hands on experience in regulatory, finance, permitting, design, construction, and operations

www.midgard-consulting.com



Global Affairs
Canada

Trade Commissioner
Service

Affaires mondiales
Canada

Service des
délégués commerciaux

Trade Commissioner Service – Global Affairs Canada

The Canadian Trade Commissioner Service (TCS) helps companies navigate the complexities of international markets and make better business decisions. The TCS is on the ground in more than 160 cities worldwide. We gain market intelligence, uncover opportunities for Canadian companies and help reduce business costs and risks. The TCS is a free service of the Government of Canada, helping companies to prepare for international markets, assess market potential, find qualified contacts and resolve business problems.

Our network of international contacts is unbeatable. As part of Global Affairs Canada and of Canada's network of embassies, the TCS has access to local governments and key business leaders and decision makers. We can increase the credibility of Canadian companies in global markets by helping them gain access to local contacts not readily available to outside businesses.

www.tradecommissioner.gc.ca

Marc-André Blanchard
Ambassador and Permanent Representative of
Canada to the United Nations

Marc-André Blanchard is a Canadian lawyer and diplomat named as the Permanent Representative of Canada to the United Nations, effective April 1, 2016. In 2017, he was named as a member of Canada's North American Free Trade Agreement (NAFTA) Council. Prior to his appointment, Blanchard was chairman and CEO of McCarthy Tétrault, one of Canada's largest and most prominent law firms and a former president of the Quebec Liberal Party. He served on Justin Trudeau's 's transition team following the 2015 federal election. Canadian Business identified Mr. Blanchard amongst Canada's top 50 most powerful business leaders for 2016. In 2013, Mr. Blanchard was named among the 25 most influential lawyers in Canada by Canadian Lawyer Magazine, and Catalyst Canada awarded him the CEO Recognition Award for his leadership in gender diversity. In 2016, he was awarded the distinction of Advocatus Emeritus by the Quebec Bar Association. Mr. Blanchard is a graduate of the Université de Montréal, the London School of Economics and Columbia University.

Chris Clubb
Managing Director, New Products and Knowledge
Convergence Finance

Chris Clubb has 20+ years of experience financing development projects in more than fifty emerging and frontier markets. Prior to joining Convergence, he was the Director leading European Bank for Reconstruction and Development's (EBRD) financing/investment activities in its early transition countries where EBRD increased its annual investments five-fold to become the largest investor in these low-income countries. While at EBRD, Chris innovated and implemented in partnership with more than 20 donors many of EBRD's blended finance programs – including the leading local currency program for SME finance and development. Prior to EBRD, Chris provided long-term financing to strategic European infrastructure projects while at European Investment Bank, provided cross-border financing to international buyers while at Export Development Canada, and started his banking/financing career in corporate banking at Toronto Dominion Bank. Chris has held senior strategic risk management positions at EBRD and EDC, including the design and implementation of an enterprise-wide risk management framework.

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Avril Cole
Partner and Co-Lead, Africa Group, Gowling WLG
&
Chair, The Canada-Africa Chamber of Business

Avril Cole is a partner in the Mining and Energy Groups of Gowling WLG and is co-lead of the firm's Africa Group. She specializes in advising Canadian and international clients on commercial transactions, such as mergers and acquisitions, divestitures and financings, with a focus on the natural resource sector. Avril has represented public and private entities, including private equity funds.

She also provides legal and strategic advice on all aspects of project development and related commercial mining agreements. Her problem-solving and mediation skills are often sought by industry for contract negotiations with governments and other regulatory authorities, particularly in Africa. Avril also handles due diligence assignments for clients, including country risk assessments, for prospective acquisition and financing transactions. Avril combines technical expertise with extensive international experience in order to provide clients with valuable insight into the cultural and legal complexities of doing business in emerging markets. She is frequently asked by the media to comment on developments affecting the mining sector, and is a regular writer and speaker on issues relating to the mining industry in Africa.

Avril has been the chair of the board of directors of the Canada-Africa Chamber of Business since 2016 and volunteers with the Italian medical non-governmental organization Emergency/Venti. Avril also serves on the board of Golden Valley Mines (TSX-V).

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David Creighton
Senior Advisor, EMPEA
&

Director, Convergence Finance

David has over 35 years of experience in international capital markets in a career that has taken him around the globe. Returning to his native Montreal in 1999, he co-founded Cordiant, a pioneer of private credit financing for investments in emerging and frontier markets with subscriptions over \$2.5bn. As Chairman of Cordiant's Investment Committee, he was directly involved in the analysis and approval of over 200 investments in more than 50 emerging countries.

David is a member of the Government of Canada's Infrastructure Advisory Group and a founding director of Convergence. He is a Senior Advisor and Chair of the Private Credit Council for Washington-based EMPEA and Chairman of the Investment Committee for the BCS Foundation. He is a former director of the US Institute and Chairman of The Canada-Southern Africa Chamber of Business.

David is a graduate from the University of Guelph and the Institute of Corporate Directors (ICD.D.). He guest lectures at McGill University and is a frequent speaker at conferences and in the media on matters relating to the emerging markets and responsible investment. He is a Fellow of the Royal Geographic Society, a member of the Royal Ocean Racing Club and the Traveler's Century Club.

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Steve Hobbs
Vice President, Strategy and Stakeholder Engagement
Director, Strategic Planning and Partnerships

Overseeing CCPPP's strategic planning, stakeholder engagement, and research portfolio, this position includes playing a key role in ensure the organization achieves its key objectives, improves its position as the leading voice in infrastructure in Canada and expands its relationship with the public and private sectors in Canada as well as not-for-profits and academia.

Prior to this he was Director, Strategic Planning and Partnerships.

For four years and prior to this Chief of Staff, Aboriginal Affairs and Northern Development Canada and Director of Policy and Policy Advisor Transport and Infrastructure Canada. He has a Master of Arts, Political Science and Government from The University of Calgary, a Bachelor of Arts, Political Science and Government and a Bachelor degree, Economics, from Lakehead University.

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Stella Kilonzo
Senior Director, Africa Investment Forum
African Development Bank

Stella Kilonzo, a Kenyan national, has been the Division Manager, Capital Markets Division, since December 2013 when she joined the African Development Bank. She brings into this role 17 years of rich experience in the financial sector covering development finance, investments structuring to bankability, capital markets, risk management, corporate finance advisory and accounting.

From 2005 to 2012 she worked at the Capital Markets Authority of Kenya first as Manager, in the Compliance and Market Operations Department, and later as the Chief Executive Officer, responsible for developing and regulating the entire securities and capital markets in Kenya while advising the Government on capital markets and financial policies. She also was a Senior Associate, Corporate Finance Advisory Services, at PricewaterhouseCoopers in Kenya between 2004 and 2005, and a Senior Compliance Auditor at the Financial Industry Regulatory Authority Chicago, in the United States of America from 2000 to 2004. She started her career as an internal Auditor at the GE Capital Subsidiary in Chicago.

Kilonzo holds a Master of Business Administration in Corporate Finance from the Loyola University Chicago Graduate School of Business, Illinois, United States of America, and a Bachelor of Commerce, Accounting degree, from the Catholic University of Eastern Africa, Nairobi, Kenya. She is also a Chartered Public Accountant (CPA) of the United States of America.

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PRESENTER PROFILES cont

Nathaniel Lowbeer-Lewis
Managing Director, Development
CPCS Ventures

Nate is Managing Director of Development at CPCS Ventures, the investment subsidiary of CPCS, an infrastructure focused management consultancy. CPCS Ventures focuses on the early stage development of opportunities in the transport and energy sectors, with a specific focus on clean energy. Nathaniel has spent the majority of his career involved in research, infrastructure development and finance in the energy and infrastructure sectors sector in emerging markets. Nathaniel has an intimate knowledge of the renewable energy development sector in Africa, having been involved in the development and financing of over 400MW of renewable power projects across seven countries in Africa. Nate has a BA in Political Science from McGill University, an MA in International Affairs from The Norman Paterson School of International Affairs at Carleton University, and an MBA in finance from Cambridge University.
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Kari MacKay
Partner
Goodmans LLP

Kari MacKay is a partner and co-heads Goodmans Mining and Natural Resources Group. Her practice focuses on M&A and corporate finance which involves the structuring and execution of a variety of M&A transactions, including complex international mergers and combination transactions and multi-creditor financing arrangements, with a particular emphasis in the mining and natural resource sector. Kari has extensive experience at all stages of project development, including with respect to acquisitions, royalty agreements, project financing (including royalty and streaming transactions), technical reporting, off-take agreements and dispositions of assets. Clients represented include Franco-Nevada Corporation, Coeur Mining, Inc., Hudbay Minerals Inc., Orla Mining Ltd., Aquila Resources Inc., and Gramercy Funds Management LLC. Kari is recognized as a leading mining lawyer by The Canadian Legal Lexpert Directory (2016-2018 editions) and by the 2017/18 Lexpert Special Edition on Leading Canadian Lawyers in Global Mining. kmackay@goodmans.ca

Geoff Murphy
Deputy Director, Climate Finance,
Global Affairs Canada

Geoff Murphy runs the newly launched Climate Finance Business Development team at Global Affairs Canada. Geoff has over 20 years' experience working with Canada's clean technology companies. He has held a number of positions in Natural Resources Canada's Innovation and Energy Technology Sector. He was the Director of CanmetENERGY – Ottawa, a leading research centre in energy technologies, for over 8 years. Geoff was also the Director of Partnerships at NRCan where he managed bilateral and multi-lateral relationships to advance Canadian clean technology solutions.
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Sue Rauth
Deputy Director
Ontario Regional Office of the Trade Commissioner Service
Global Affairs Canada

Sue Rauth has worked for the Government of Canada for 20 years with many of those years focussed on supporting Canadian companies and partners in strengthening their international connections. Within the Ontario Regional of the Trade Commissioner Service, Sue works with a superb team, in Canada and globally, to provide key services to Ontario based companies. Most recently Sue has "returned" to sharpening her own skill set with assisting those in the advanced manufacturing sector.
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Bruce Shapiro
President
MineAfrica Inc.

Bruce Shapiro is President of A.P.O.C. Inc., a management consulting practice, which provides business development and business acceleration services both in Canada and internationally across a diverse set of industry sectors. Bruce has worked in senior executive positions with some of the largest retailers, real estate and finance houses in Canada and South Africa. He has also owned and operated businesses in several sectors. Having taught at universities and colleges in Ontario and South Africa, Bruce's has a deep understanding of the role of education in business. Bruce is President of The Canada-Africa Chamber of Business, the most prominent organization in Canada facilitating and developing business interests between Canada and Southern Africa and President of MineAfrica Inc. the leading platform for African mining companies, governments and service providers to get their message out to Africa friendly investment audiences in Canada and London U.K. Under its MASTERMINING banner MineAfrica offers educational courses in Canada, Africa and the U.K. Bruce is often quoted in mining magazines, has presented to the OECD, and has given keynote addresses at several international mining conferences. bruce@mineafrica.com

David Stevenson
Executive Director for Canada
African Development Bank

Mr. Stevenson has been in his current position September 2017. From 2013 to 2017 he was Managing Director, Africa Initiatives and Special Advisor, Howard G. Buffett Foundation. Prior to this he was based in Switzerland as a board member and Chair of the Global Fund Strategy, Impact and Investment Committee for The Global Fund to Fight Aids, Tuberculosis and Malaria. He was the Director General, Health, Nutrition and Education with Global Affairs Canada and a Director, Policy, Planning and Strategy with the World Food Programme. He has a Master's Degree in Public Policy and Administration from Queen's University and a Bachelor's Degree, Honours, in Political Science and Latin American Studies from the University of Calgary. d.stevenson@aifdb.org

Michael Walsh
Midgard Consulting Inc.

Mr. Walsh is an economist and has been in the energy business since 1996. He has established multiple renewable energy project partnerships, helped shape regulatory & electric industry policy, and engaged in numerous asset acquisitions. Mr. Walsh's experience spans the preparation of financial models, negotiating power purchase agreements and project financing, and project managing development of electric generation projects, ranging from hydroelectricity to thermal to renewable generation sources. Mr. Walsh is currently co-managing the development of a 25 MW hydro-electric project in Sierra Leone, and recently advised the off-taker on the development of a 27 MW solar-hybrid project in East Africa. Mr. Walsh is a founding principal of Midgard Consulting Ltd., an engineering and advisory consultancy specializing in the electricity sector. Prior to founding Midgard in 2009, Mr. Walsh spent over six years with Brookfield Renewable Power and six years prior to that with CIBC World Markets and their commodities trading team. He also worked for the Central Bank of the Republic of Latvia in the mid-1990s, during that nation's transition from post-Soviet republic to a market-oriented democracy. Mr. Walsh holds a Master of Industrial Relations from Queen's University (Canada) and a Bachelor in Economics from the University of Ottawa (Canada). mwalsh@midgard-consulting.com

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