



# African Economic Expansion Summit

*Invest in Africa's infrastructure growth story*

*Invest in Africa's infrastructure growth story*



agriculture



energy



manufacturing



services



social



transportation

10 -14 November 2014 **Durban International Convention Centre**



[www.aees.co.za](http://www.aees.co.za)



PROVINCE OF KWAZULU-NATAL  
ISIFUNDAZWE SAKWAZULU-NATAL

# FOREWORD

## Senzo Mchunu

Premier of the Province of KwaZulu-Natal

The Province of KwaZulu-Natal is proud to be the host of the inaugural African Economic Expansion Summit (AEES), which will focus on capital infrastructure development imperatives and sponsored projects from South Africa and the African continent. This unique and ground-breaking summit is well positioned to be the premier capital infrastructure investment platform for Africa to showcase high potential and much needed projects and related project opportunities to investors and financiers seeking to transact within Africa.

The AEES will focus on how to create economic growth opportunities through a unique business platform that seeks to develop on-the-ground benefits including job creation, wealth creation and economic activity for Africa's people. The KwaZulu-Natal Provincial Executive Council has worked collaboratively with the African Economic Expansion executive leadership to construct a comprehensive business-linkages platform and partnership incubator, which will be supported by a number of public sector initiatives and engagements.

KwaZulu-Natal, which is the second largest provincial economy in South Africa, has set a target to become the gateway of commerce and industry in Africa. As home to the largest port in Africa, this places an imperative of responsibility to lead the engagement on critical developmental issues and to assist in shaping positive outcomes throughout all economic spheres, meaning grassroots to corridor development.

Whilst we remain committed to South Africa's National Development Plan and while working daily towards achieving this vision of the Provincial Growth Development Plan, we are cognisant of our continent's sustainable economic growth. One of the enablers of this vision is the expansion and maintenance of capital infrastructure. A key to this is critical investment in infrastructure development, which we are committed to investing at least 20% of our GDP.

Through playing a leadership role in the African Economic Expansion initiative, it is our intention to provide a platform for KwaZulu-Natal, South Africa and Africa to showcase investment and business opportunities to the international investment community. I can say, with confidence, that with the provincial legislature and indeed the country at the forefront, both this annual summit and its' year round network is set to be a game changer in the pace and sustainability of Africa's economic growth story.

I therefore take pleasure in inviting you fellow South Africans, our compatriots across the border and our friends around the globe to our country, to partner with us as we enter into bold partnerships that seek to shape the development of the continent.

**Senzo Mchunu**

KwaZulu-Natal Premier



# AFRICAN GROWTH STORY

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## **A continent ready for sustainable deal flow**

The emerging growth story of Africa, home to 1.1 billion people, is at a turning point. The continent is on the verge of a new chapter, which will be informed by infrastructure development and particularly, its impact on 54 diverse, developing economies. Operating within this context, the African Economic Expansion Summit is well positioned to be a sustainable investment incubator.

New African stories of economic opportunity meeting targeted capital will begin at the inaugural event being held 10-14 November 2014 in Durban, South Africa. The event is a premier international investment, business linkages and deal flow forum, as it presents the business case behind investment-ready African capital projects valued over R1billion (US\$100million).

## **ECONOMIC EXPANSION FOCUS**

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- **Facilitating sustainable investment in Africa;**
- **Forging intra-African and international linkages;**
- **Opening up access to Africa's deal flow.**

Hosted by the KwaZulu-Natal Provincial Government, the African Economic Expansion Summit is a response to the call for heightened competitiveness of African economies, estimated by the World Bank to require over US\$400bn of investment in infrastructure for the next 10 years. Intra-African integration of funding and project realisation will play a critical role across various sectors.

The African Economic Expansion Summit will therefore focus on six project streams, namely:

- **Transportation** (Ports, Rail, Roads, Air)
- **Support Services** (Water and Sanitation, Electricity, ICT, Human Settlements)
- **Social Services** (Health, Education, Skills Development, Tourism)
- **Agriculture** (Primary Production, Processing, Market Distribution)
- **Manufacturing** (Industrial Development, Beneficiation)
- **Energy** (Generation, Distribution)



**Transportation**

# AFRICAN ECONOMIC EXPANSION NETWORK (AEEN)

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## Collectively moving the development pipeline forward

Taking engagement between project owners and potential investors one step further, the African Economic Expansion Network has been established. The Network will facilitate ongoing business interactions, foster business linkages and create long-term partnerships.

The African Economic Expansion Network will present infrastructure players with a year round catalyst through which to ensure that projects gain traction, and through the appropriate partnerships, succeed. Participants and delegates of the African Economic Expansion Summit automatically become members of the network, and stand to gain from:

- Engagement with executives and decision makers from both the private and public sectors
- Best practice knowledge sharing with regard to Joint-Ventures (JVs) and Public Private Partnerships (PPPs)
- African focused business networking which is focused on access to deal flow
- Web-based business platform interaction for fast-tracking partnership collaboration

## Reserve Your Place In History

Take your place in the African growth story. Book your seat now.

**website:** [www.aees.co.za](http://www.aees.co.za).

**Email:** [reserve@aees.co.za](mailto:reserve@aees.co.za)

## WHO SHOULD ATTEND?

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- Are you an African government or business executive wanting to showcase your projects or services to investors interested in doing business in Africa?
- Are you a government representative responsible for intra-African engagement and investment?
- Do you want to access institutional investors, international banks, fund managers, governments, and the key private sector partners?
- Are you a business decision maker in a corporate which operates within the infrastructure value chain?
- Are you an investor wanting to learn more about investment and project ready opportunities in Africa or the local business environment and role being played by governments in assisting investors to work in their country?
- Are you a project manager and/or decision maker in an international business wanting to find a gateway into doing business in Africa?

**IF YOU ANSWER YES TO ANY OF THE ABOVE QUESTIONS, YOU SHOULD PARTICIPATE IN THE AFRICAN ECONOMIC EXPANSION SUMMIT AND NETWORK.**

## PROJECTS MEET CAPITAL

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### Extending investment value beyond talk

The annual African Economic Expansion Summit will promote African projects, businesses and commercial opportunities to a broad range of investors including hedge funds, advisory firms, commercial banks and private investors. It also aims to promote high-level policy and investment dialogue between African leaders and development partners.

Led by the theme of “matching the economic opportunity with targeted capital”, the event will take engagement beyond talk, presenting participants of both the summit and network with a definitive way forward. Key trends such as Impact Investing as an emerging class of investing will also be analysed and showcased. Further agenda items on the programme include:

- [Harnessing Africa’s Agriculture Potential](#)
- [Doing Business and Understanding Africa’s Regulatory Environment](#)
- [Connecting Africa and its Resources via Rail, Road, Air and Sea](#)
- [Demystifying Our Ports and Unlocking Potential](#)
- [University and Hospitals Changing Lives](#)
- [Powering Africa](#)
- [Electricity, Water, ICT and Telecommunications](#)

## AFRICA’S INSIDE CIRCLE

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### Why participate in the African Economic Expansion Summit?

The African Economic Expansion Summit promotes African development under the dual principle of African ownership and international partnership. The summit has an important role to play in mobilising key stakeholders from the African Diaspora behind an African growth and reinvestment strategy, which is aligned with the continent’s vision.

Participants, whether delegates or sponsors, stand to gain access to Africa’s inside circle of decision makers and influencers as well as access to economic advisors and attachés from throughout the continent.

#### **Chris Hart, Investment Solutions Chief Economist**

*“People need to be the benefit of investments. Business and government are both platforms to benefit the people. Otherwise they would not exist.”*

Further benefits:

- Secure exclusive one-on-one and interactive sessions with your audience/s
- Initiate and build quality relations with business governments and investors
- Assess new business opportunities with a tangible way forward as the outcome
- Access country-by-country information about the African business climate
- Gain access to local banks, law firms, development agencies and other financial services companies

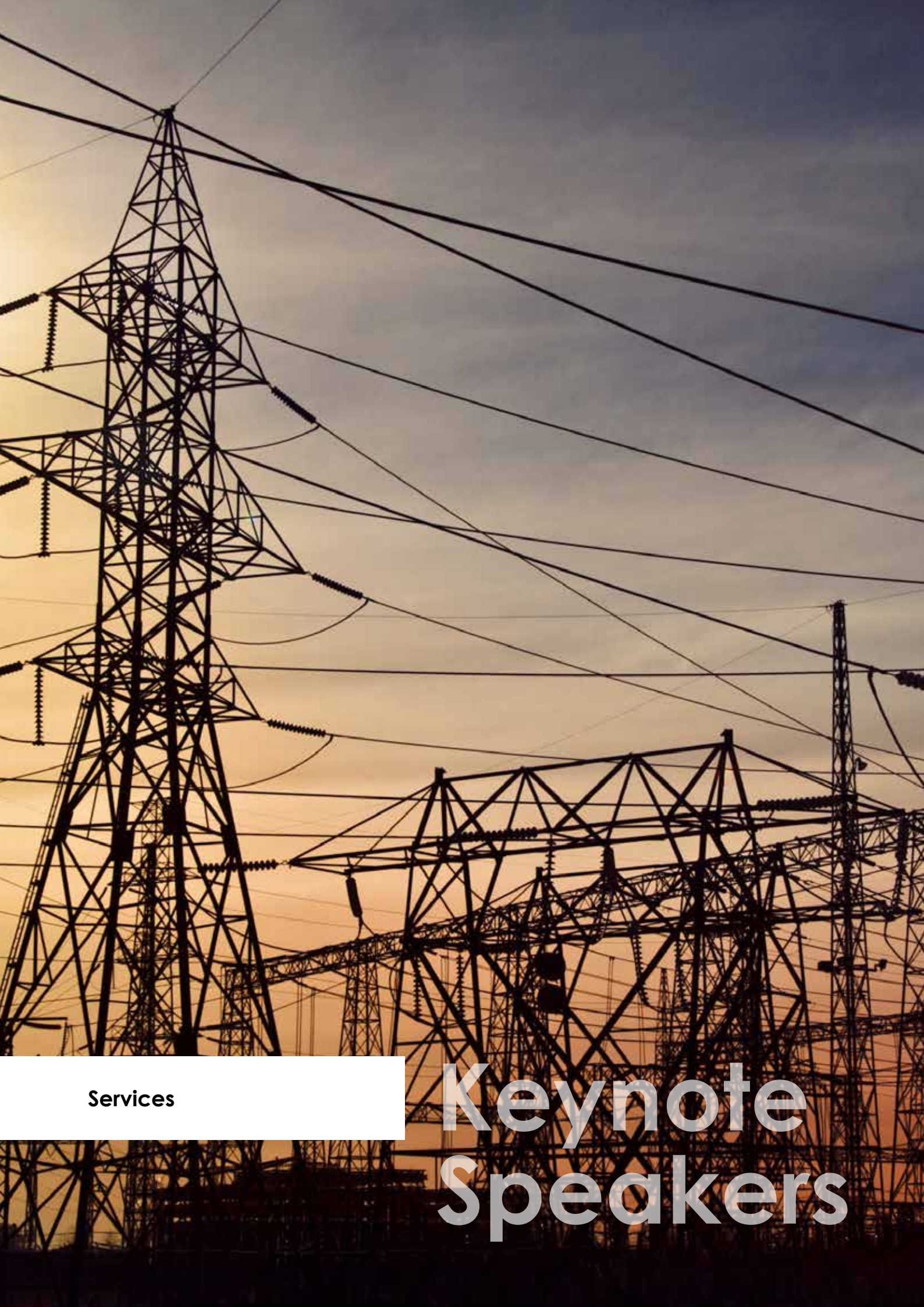
**Ms. Cronjé, KwaZulu-Natal MEC of Finance**

*“The Annual African Economic Expansion Summit has the ability to unite generations of today’s top African and International entrepreneurs, investors, legends and leadership from government and business can reposition Africa’s growth path.”*

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## **CAPITAL PROJECT CRITERIA**

Investment ready infrastructure capital projects will be showcased at the summit and featured on African Economic Expansion Network. Projects (both greenfield and brownfield) which will be considered to be viable for inclusion in the programme are required to be more than R1 billion (US\$100 million) in value. These will be showcased at the summit. A financial and legal due diligence will have been carried out by the African Economic Expansion Summit executive committee to ensure that projects showcased are legitimate and thoroughly vetted.



Services

# Keynote Speakers





## Reverend Jesse Jackson Sr.

President and Founder: Rainbow/PUSH Coalition, Inc.

The Reverend Jesse Louis Jackson, President and Founder of the Rainbow/PUSH Coalition, is one of America's foremost political figures. Over the past thirty years he has played a pivotal role in virtually every movement for empowerment, peace, civil rights, gender equality, and economic and social justice.

Reverend Jackson has been called the "conscience of the nation" and "the great unifier," challenging America to establish just and humane priorities. He is known for bringing people together in common ground across lines of race, class, gender, and belief. By virtue of Reverend Jackson's advocacy, South African apartheid and the fight for democracy in Haiti came to the forefront of the national conscience.

He graduated from North Carolina A&T where he attended Chicago Theological Seminary until he joined the Civil Rights Movement full time in 1965.

A renowned orator, Reverend Jackson has received numerous honours for his work in human and civil rights and for non-violent social change. Reverend Jackson has been awarded more than 40 honorary doctorate degrees, and frequently lectures at Howard, Yale, Princeton, Morehouse, Harvard, Columbia, Stanford, and Hampton Universities, among others.

Since 1992, Reverend Jackson has hosted "Both Sides With Jesse Jackson" on Cable News Network. He is the author of two books: *Keep Hope Alive* (South End Press, 1989) and *Straight From the Heart* (Fortress Press, 1987). Reverend Jackson co-authored the books *Legal Lynching: Racism, Injustice, and the Death Penalty* (Marlowe & Company, 1996) and *It's About The Money!* (Times Books / Random House, Inc., 2000) with his son, U.S. Representative Jesse L. Jackson, Jr.



## John David Rockefeller IV

Director and former Chairman of Rockefeller Financial

The great-grandson of famed industrialist John D. Rockefeller, he is actively involved with his family's philanthropic, real estate, investment, and legacy organisations. He served as chairman of the Rockefeller Brothers Fund and president of the Rockefeller Family Fund. Presently, Rockefeller is a director and former chairman of Rockefeller Financial, a global wealth management company. He also serves as Board Chair of the Rockefeller Foundation, which is entering into its centennial year. The Foundation nurtures innovation and endorses initiatives for global health, the environment, urbanisation, basic survival, and social and economic security. oB.C.



## **Dr. Anna Mokgokong**

Chairperson of Community Investment Holdings

Dr Anna Mokgokong is the co-founder and executive chairperson of Community Investment Holdings (Pty) Ltd., a multi-billion rand black investment holding company. Born in Soweto and raised in Swaziland, she did a BSc at the University of Botswana and qualified as a medical doctor at MEDUNSA in South Africa. She holds honours doctorate acknowledged by UNISA for her relentless effort to promote entrepreneurship. A born entrepreneur, the woman known simply as "Dr Anna" to her peers and employees was already doing business on the playground-selling sandwiches to classmates at her primary school. In 1999 Dr. Anna was elected as the Business Woman of the year and in SA Stargroup leading woman entrepreneurs of the world 1998. Most profoundly in 2012, Shoprite/Checkers appointed Dr. Anna as

the first female director in the company. In 2013, CEO Communications honoured her with a Lifetime Achiever Award for the most influential Woman in Business and Government. Her latest award was presented by the Black Management Forum - Tshwane Achievement Awards, as the Stalwarts Hall of Excellence Award.

In academia she serves on the University of Pretoria's Department of Economic Sciences advisory board. She has also been Chairman of UNISA. She served as the President of (SAWEN), the South African Women Entrepreneurs Network and she was also president of (IWFSa), International Women's forum South Africa and presented a paper at the Harvard Business school. She too was invited in 2010 by President Bill Clinton to a member of the prestigious Clinton Global Initiative.

Dr Anna currently chairs for three listed companies: Jasco, Reboasis as well as Afrocentric health. She is the Deputy Chairperson of Community Oil and Gas Trading, a hundred percent women owned oil and Gas Company.



## **Steve Forbes**

President and CEO of Forbes, Inc.

Steve Forbes is an American publishing executive who was twice a candidate for the nomination of the Republican Party for president. He is the editor-in-chief of business magazine Forbes magazine as well as president and CEO of its parent company, Forbes, Inc. His 20 year tenure as head of Forbes magazine coincided with the decline of the publication and the Forbes family empire. He was a Republican candidate in the 1996 and 2000 presidential primaries. Forbes is the son of longtime Forbes publisher and billionaire, Malcolm Forbes and the grandson of that publication's founder B.C. Forbes.



## Happy Ralinala

Head of ABSA/Barclays Government & Business Banking

Happy Ralinala is the Head of Absa Business Banking South Africa. She joined Absa in 2010 as the Regional Executive of the Northern Region, responsible for the Retail segment in the Gauteng North, Limpopo and Mpumalanga areas. Before joining ABSA, Happy worked for FNB for seven years where she held various key positions, including looking after the northern suburbs of Johannesburg and Pretoria. These areas represented the economic hub and the fastest growing regions of the country where market share was key among the big four banks. Her experience and knowledge spans a broad range of financial services knowledge covering the end-to-end value chain of a business. Throughout her career, Happy acquired valuable experience in business strategy and business management, including expertise in growing businesses and stakeholder management.

A qualified nurse by profession, Happy worked for Afrox, Thebe Investments Group, Discovery and Sizwe Medical Services before making the transition into financial services.

She is a member of the Institute of Directors of South Africa and an Associate of Financial Planning Institute. She holds a Masters in Business Administration and has completed a Women Development Programme through the University of Free State. She has various other qualifications in strategic transformation, Nursing and management.

Happy is currently on the Barclays Africa Integrated Leadership Programme and was one of two Africa finalists in the 2012 Barclays Women of the Year Awards.



## Dr. Zweli Mkhize

African National Congress Treasurer General & Convener of the Progressive Business Forum

Dr. Zweli Mkhize was elected Treasurer-General of the African National Congress (ANC), the ruling political party in South Africa, at the 53rd National Conference in December 2012. He previously held the positions of Premier of the KwaZulu-Natal Province and Chair of the ANC's Provincial Executive Committee. Dr. Mkhize graduated from the University of Natal Medical School, now known as the University of KwaZulu-Natal, where he presently serves as the University's Chancellor. Dr. Mkhize is a qualified South African medical doctor and served as the KwaZulu-Natal Provincial Minister of Health and Minister of Economic Development & Finance prior to becoming the Premier of the Province. After leading the ANC's 2014 successful re-election and

fundraising campaign, Dr. Mkhize is focused on developing economic relations to grow the South African economy, create jobs and empower the historically disadvantaged people of South Africa and the continent.



## **Vivian Reddy**

Chairman of Edison Electric

Vivian Reddy is a story of rags to riches, achieved through sheer determination and hard work. He is a great success story and shining example of the resilience and trailblazing new generation of Black South Africans. He started Edison Power with R500 and a bakkie and today, Edison Power Group is the largest electrical company in South Africa, employing 2000 people with a multi-billion Rand turnover. Born in Durban and from very humble beginnings, he has virtually single-handedly created a business empire with diverse interests in energy, casinos, health care, financial services and property development. His stature and profile easily dwells among that of the top icons in South Africa and he commands the respect of both the financial and political hierarchy in this country and most parts of Africa.

On the road map to his formidable success, Vivian Reddy has never abandoned his commitment to contributing to the upliftment of the poverty stricken and downtrodden - providing amongst other things, numerous educational bursaries and launching and sponsoring the orphans of Aids Trust. Vivian Reddy's philanthropy extends to him being a patron of over 10 organisations in the fields of education, religion, the disabled, welfare organisations, community centers, health associations, feeding schemes, conservation programmes, peace initiatives and cultural initiatives. The impoverished community of the Bayview Flats refer to him as a 'Community Hero' and he is in the process of creating a Community Centre and Soup Kitchen in the area which is home to the poorest of the poor.

Recently, he purchased the Luthuli Art Collection, which is to be donated to the Chief Albert Luthuli Museum in Groutville, on the occasion of the 50th Anniversary of Chief Luthuli receiving the Nobel Peace Prize. The leading political, religious and business leaders in the country have acknowledged and are deeply appreciative of Mr Reddy's great philanthropic spirit.



## **Lindiwe Rakharebe**

ABSA/Barclays - KZN Executive

Lindiwe Rakharebe entered the banking sector three decades ago as a newly matriculated 17-year-old, in the midst of apartheid-era South Africa, when she walked into Standard Bank and asked to speak to the bank manager to demand a job. She has worked for all four major banks in South Africa and presently serves as the regional executive of Absa Barclays in the Province of KwaZulu-Natal.

Effectively heading the bank in the province, Rakharebe was the first woman to become regional executive of Absa in the Province of KwaZulu-Natal

Over the years Rakharebe learnt different aspects of the business of banking and customer relations. Following management stints at Nedbank and Absa, Rakharebe spent seven years at FNB in a senior management position. She left the bank in 2010 to start her own business in the eventing and marketing arena with a friend. In 2012, Absa approached her to take up the role of regional executive for KZN.

Ms. Rakharebe has Bachelor's degree in Management Leadership from the University of the Free State and an MBA from the University of Stellenbosch as well as other qualifications. Rakharebe is an avid reader and has four children.



## **Alieu Conteh**

Chairman of Vodacom Congo.

Alieu Conteh is the Chairman of Congolese Wireless Network and the developer of the Democratic Republic of Congo's first Global System for Mobile communications digital network.

His schooling took place in London and California State University, Long Beach and years later, his business reputation within Africa had grown. Particularly due to his success in founding and operating a successful commodity business.

Conteh continues to lead the team in expanding out the infrastructure in the Democratic Republic of Congo while maintaining his focus on the acquisition of additional license franchises.



## **Chris Hart**

Chief Strategist: Investment Solutions

Chris Hart joined Investment Solutions as head of market and economic research in August 2007 and has since been appointed chief strategist within the investment team. He was previously a senior financial market economist with Absa Capital.

Hart's main research focus is analysing financial markets domestically and abroad with the aim of advising the investment team on enhancing portfolio returns and identifying portfolio risk.

As chief strategist, Hart is also responsible for client liaison and engagement with the broader Alexander Forbes group. He has presented papers at numerous conferences in South Africa and abroad and is also a company spokesman on economic issues and financial markets.

Hart studied at the University of the Witwatersrand and is a volunteer with St John Ambulance, of which he is the South African commander.



**Manufacturing**

# Project Exhibitions

# PROJECT EXHIBITIONS

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The African Economic Expansion Summit (AEES) enables governments and business from across the continent to showcase their region's priority projects to investors and potential business partners from around the globe. The Summit's unique investment platform prioritises six streams of development projects related to:

- Transportation (Ports, Rail, Roads and Air)
- Support services (Water and Sanitation, Electricity, ICT and Human Settlements)
- Social Services (Health, Education and Skill Development)
- Agriculture (Primary Production, Processing and Market Distribution)
- Manufacturing (Industrial development and beneficiation), as well as
- Tourism

Constructing Africa's infrastructure and growing the African economy is a top priority for all local, provincial and national governments and requires regional integration. The African Economic Expansion Summit aims to highlight the most investment-ready opportunities from countries across the continent, highlighting Africa's regional growth strategies and future projections. Within each of the six development project streams identified above, projects will be categorised either as between investment and ready opportunities and those that require further due diligence packaging. This clearinghouse mechanism will facilitate targeted engagement between project owners and potential investors or development partners to explore mutual beneficial opportunities.

As a beginning process towards identifying qualified projects, the AEES Sub-Committee on Project Initiation has developed a brief questionnaire for review and completion by the designated project manager/owner. Once a project is shortlisted to be showcased at the summit. The designated project manager will need to be appointed by the project owner to liaise with AEES Sub-Committee on the presentation of the project leading up to the November summit.

To qualify projects from your region please complete the attached AEES project questionnaire and visit the [www.aees.co.za](http://www.aees.co.za) website which provides guidance to project owners on how to package their investment propositions. Projects that have demonstrated quality due diligence will be included in the final qualified project listing. Projects will then be showcased at the summit and promoted to potential investors in the build-up and ongoing communications around the event.



Energy

# Project Id Form





## **AFRICAN ECONOMIC EXPANSION SUMMIT (AEES) PROJECT IDENTIFICATION**

**Project Information**

**Project Name:**

**Company/Country/Department/Municipality Name:**

**Total Budget/Costs for Project Implementation:**

**Term of Funding Requirement (years and months):**

**Is a 3 or 5 year projected budget and/or cash flow budget available? (yes or no)**

**Has the project been approved by the relevant authorities? If so, please attach or indicate proof thereof.**

**Please indicate project site or location.**

**Is the project impacting a rural and / or urban environment?**

**Please identify project sector (i.e., agriculture, maritime, mining etc)**

**Give a brief explanation of who will benefit from the project? (including potential employment creation and skills development)(maximum 2 000 characters)**

Give a brief description of the project (maximum 2 000 characters)

List all funding sources previously applied for and indicate the result(s) of the application.

What incentives/security can you offer a potential investor?

Would you consider Private Equity and/or Venture Capital Funding?  
(This will require issuing equity to a private sector partner and/or Funder)

Date of submission:

Project Manager Name:

Project Manager Contact Numbers:

Project Manager Email Address:

Entity/Department/Municipality Physical Address:

**PLEASE ATTACH ANY SUPPORTING DOCUMENTATION AS AN ANNEXURE**



**Agriculture**



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