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After the success of INPUT 2005 CDE-ProInvest launches INPUT 2006 REGIONAL CONFERENCE ON WATER, ENERGY AND TRANSPORT

- Addis Ababa 7th to 9th June 2006 -

The INPUT 2006 objective

INPUT 2006 has the objective to mobilise the key African and European stakeholders and players in the three priority sectors of water, energy and transport:

- private and public enterprises;
- policy decision-makers;
- professional associations;
- investment promotion agencies;
- cooperation agencies;
- European, international and regional financial institutions.

Targeting the East Africa and Indian Ocean Region, INPUT 2006 will bring together these key actors at a Regional Conference to take place from 7th to 9th June 2006 in Addis Ababa (Ethiopia).

Some 250-300 high-level delegates will gather at the Conference, the agenda of which includes:

- plenary sessions;

- thematic and sector-related workshops;
- face-to-face business meetings between African and European participants.

After the Conference, entrepreneurs and intermediary organisations will be given the opportunity to apply for ProInvest tailor-made technical assistance, aiming at:

- speeding-up the implementation of enterprises' development and modernisation projects;
- strengthening the capacities of intermediary organisations committed to investment promotion.

Details on the technical assistance available from CDE-ProInvest can be obtained from the CDE-ProInvest web site under "Activities" and "How to apply".

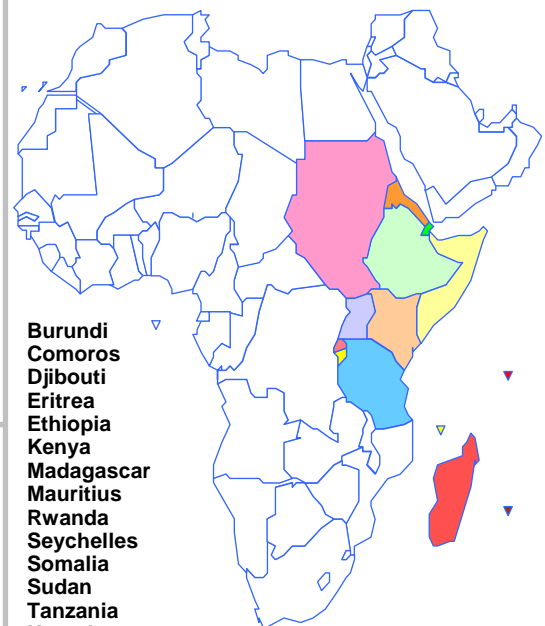
The detailed conference programme is available at:
www.input-proinvest-eu.org

The opportunities offered by INPUT 2006

INPUT 2006 offers you the unique opportunity to:

- Discuss business and project development opportunities with top decision-makers, entrepreneurs and financial institutions.
- Anticipate demand in the rapidly changing markets of the 14 countries of East Africa and Indian Ocean and identify opportunities for private and public-private partnerships (PPP).
- Apply for CDE-ProInvest technical assistance in order to speed up and facilitate your development and cooperation projects.

The 14 East Africa and Indian Ocean countries involved in the Addis Ababa Conference



- Burundi
- Comoros
- Djibouti
- Eritrea
- Ethiopia
- Kenya
- Madagascar
- Mauritius
- Rwanda
- Seychelles
- Somalia
- Sudan
- Tanzania
- Uganda

You can register for INPUT 2006 on our website
www.input-proinvest-eu.org



Focus on the Accra Conference – INPUT 2005

The INPUT 2005 outcomes

INPUT 2005 was the first Regional Conference on Water, Energy and Transport, that was funded by the European Union through a CDE-ProInvest programme, and held in Accra, Ghana from November 20 to December 2, 2005. As a result of INPUT, more than 350 participants from more than 40 countries (10 European countries, 20 West and Central African countries and 12 third countries) attended, more than 500 formal and pre-scheduled one-to-one business meetings as well as many other informal business meetings were held, 12 sector-related and thematic workshops were delivered, and more than 100 declarations of intent for future collaboration between companies, associations and different organisations were concluded.

During the Conference, national and regional policy decision-makers, private and public companies, intermediary organisations (regional professional associations, chambers of commerce and industry, investment promotion agencies, cooperation agencies, etc.) and financial institutions were involved in discussions about the main development axes and cooperation opportunities for investment in the water, energy and transport sectors in Central and West Africa.

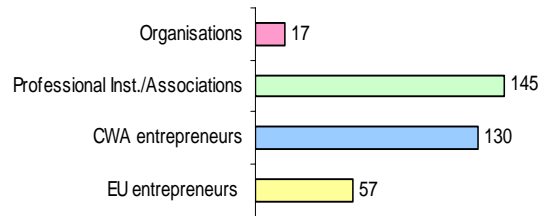
Among the numerous companies represented at the Accra Conference, there were participants from companies such as Ethiopian Airlines, Electricité de France, Port Autonome de Marseille, Suez, Vinci from France, Henkel, Siemens and SAP from Germany, Air Senegal International and the Port Autonome de Dakar from Senegal, and other Port Authorities from the region such as, inter alia, Tema, Takoradi, Abidjan, Cotonou, in addition to a number of water and energy companies.

The final declaration of INPUT 2005 says that “...We are deeply convinced that this personal interaction and networking led to a substantial number of ventures and joint projects that otherwise would not have come to fruition. But it is not only quantity that counts. The quality of projects and discussions between high-level representatives is a guarantee that many of the plans forged at this conference will lead to positive results...”.



The Accra Conference – 30th November to 2nd December 2005

Typology of participants



The WB policy for infrastructures in Africa

The World Bank representative at the Accra Conference Ms. Patricia Veevers-Carter, answers some relevant questions about WB policy for infrastructure development in Africa.

Q. Which are the key bullets of the World Bank policy for infrastructure development in Africa?

A. - Catalyze regional infrastructure projects in the power, water, and transport sectors through working with NEPAD, RECs, and partners under the auspices of the Africa Infrastructure Consortium. Without regional initiatives aimed at opening-up wider economic spaces, most Sub-Saharan African countries will be unable to reap economies of scale for the development of infrastructure and productive processes, and will remain below the minimum market size for attracting FDI.

- Increase support to non-traditional (small-scale, domestic, regional and emerging market) investors and service providers, by disseminating experience of successful initiatives already underway, and explicitly consider these options in the design of new projects.

- Enhancing harmonization and donor coordination. The Bank is reinforcing donor coordination, especially with the African Development Bank (AfDB), Regional Economic Communities, the European Union (EU), the UK's Department for International Development (DFID), and bilateral donors, in implementing the expansion of infrastructure via the Africa Infrastructure Consortium.

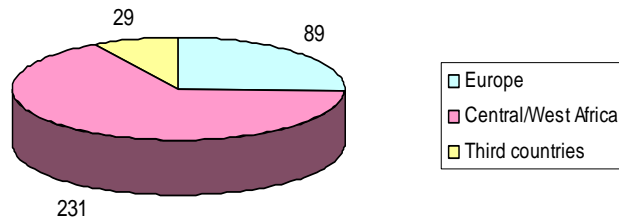
- Undertake a comprehensive research effort on Infrastructure in Sub-Saharan Africa. For this purpose a “flagship” Africa Infrastructure Study has commenced, drawing on available research and addressing critical emerging issues. The research agenda will focus on improving data monitoring and collection, and a re-examination of subsidies and fiscal space considerations. The flagship study will take place under the guidance of the Africa Infrastructure Consortium in close coordination with development partners.

Q. What is the main Bank's programme for Africa? What are the planned initiatives of the World Bank to attract investment in Sub-Saharan Africa?

A. The key objective of the Bank's Infrastructure work program is to continue to substantially scale-up our program of support to Africa's infrastructure sectors consistent with the Infrastructure Action Plan, developed in 2003, as well as the Africa Action Plan (developed by the Bank's Africa Region and presented to the Bank's Board in April 2005), and in the context of IDA 14. In the past five years, the Bank has increased its infrastructure

Focus on the Accra Conference – INPUT 2005

Profile of participants per region



investments from US\$ 1 billion to about US \$1.7 billion per year. Further infrastructure lending is expected to reach about US \$2.5-3.0 billion per year during the next three years. An interesting example is the transport sector, where the Bank will be helping to facilitate robust public-private partnerships in areas as diverse as urban mass transit (e.g. Lagos Commuter Rail), port container terminals (e.g. Mombassa, Douala), airport passengers and freight terminals (e.g. Kenya, Malawi), railways (e.g. Senegal and Mali) and toll highways (e.g. Nairobi Urban Toll Road Concession and Dakar-Diamniandio toll highway). One of the ways that the Bank can facilitate these kind of partnership is by providing partial risk guarantees that effectively protect the private sector from the consequences of any government decisions that may affect the original terms of the partnership. Another way is to promote initiatives which encourage investment which target the poor. For example, I currently manage the Global Partnership on Output-Based Aid (GPOBA), a multi-donor trust fund, which supports projects that involve explicit performance-based subsidies. These schemes help provide access to basic services for the poor, while encouraging private sector financing and expertise. For more details, see www.gpoba.org.

Q. Which are the pros and cons of the African transport, water and energy sectors for European investors? Which are the obstacles and barriers for European enterprises to establish business relations with their African counterparts in the transport and utility sectors?

A. By the way, European investors are by no means the only source of private finance for Africa infrastructure projects. It is estimated that for the period 1998/03, about two thirds of private investment in African infrastructure was undertaken by developing country investors, as against only one third by investors from industrialized countries. About half of

developing country investors in Africa are regional investors, primarily South African firms investing in surrounding countries, particularly in the mobile telecommunications sector, through firms such as MTN and Vodafone. The second most important group is local investors active in their own countries, while the third group is investors from other developing regions, notably North Africa and the Far East. Regardless of where investors are from, the up-side of African



Ms. Patricia Veevers-Carter,
World Bank

markets is their growth potential, albeit from a relatively small base. Nowhere is this more clearly illustrated than in the cellular telephone sector, which has taken-off in Africa during the last decade. Yet, there is also substantial unsatisfied demand for water, energy and transport services. Nevertheless, private investors face substantial political risks, for example changes in tariffs, currency devaluations or unforeseen amendments to the regulatory framework.

Q. Which is the expectation of the next ten years scenario in terms of business and economic growth for the African transport, water and energy sectors?

A. With the increased emphasis and renewed interest in scaling up infrastructure investments and greater commitments for Africa by Development Partners, significant business growth should be realizable in the next 10 years, assuming that the obstacles and barriers mentioned above are largely overcome.

The EU's policy towards Africa

The EU representative at the Accra Conference Mr. Robert De Raeve, answers some relevant questions on the EU's policy towards Africa.

Q. The EC policy concerning the development of Africa has just been confirmed. How is this renewed interest for the African continent made real in the future programmes of the Water Facility?

A. The Financing Proposition for the 2nd tranche of 250 M € devotes 10 M € to the support of the EU- Africa Partnership for infrastructures and UA/NEPAD. The 2nd call for proposal will also prioritise to trans-borders and regional project framed in the NEPAD Action Plan. The Energy Facility also foresees a contribution for this Partnership.

Q. How can direct links be established between the engagements of the EU to the Millennium Goals and the European programmes for Investment attraction in the sectors of transport, water and energy?

A. The main objective of the two Facilities is the Millennium Goals. Our guidelines for the calls for proposals define the framework in which investments (Europeans or ACP) in the sector of water and energy are possible.

Q. What are the next initiatives and the priority sectors of the next call for proposal of the Water Facility for Sub-Saharan Africa?

A. The guidelines are still in a preparatory stage. They will be available when the call for proposal is launched, around the end of March 2006. The priority sectors are more or less the same of the first call for proposal: institutional strengthening project; integrated management of water resources, infrastructures (urban, peri-urban, small towns, rural) and civil society and decentralised actors initiatives.

Q. Why would it be interesting for a European enterprise to work in Sub-Saharan Africa?

A. I believe that this question is one of those that the enterprises should ask themselves!

The Accra Conference papers are available on our website

www.input-proinvest-eu.org



INPUT 2006 Organisers

PROINVEST (www.proinvest-eu.org) is a partnership programme run by the EU and ACP States (Africa, Caribbean and Pacific) that has been developed and enacted by the European Commission on behalf of the ACP States to promote investment and technology flows to enterprises operating within key sectors in the ACP States through the reinforcement of the private sector organisations that act as intermediaries within the ambit of the ACP, and for the development of entrepreneurial partnerships. It is managed by the Centre for the Development of Enterprise (CDE), under the supervision of the European Commission's EuropeAid Cooperation Office.

The Centre for the Development of Enterprise (www.cde.int) is an institution of the ACP States (Africa, Caribbean and Pacific) and the European Union, implemented under the Cotonou Agreement. The CDE's mission as per the Cotonou Agreement is to contribute to the fight against poverty in creating wealth by giving support to the actors in the private sector within ACP States, especially with help and support from enterprises of the European Union. The CDE supports: the creation and development of ACP businesses; institutions that act as intermediaries as well as professional organisations or those that are involved in specific sectors; consultancy company.

The European Investment Bank–EIB (www.eib.org) is the European Union's financial institution charged with the task of contributing to the integration, balanced development and

economic and social cohesion of the Member States. Outside the EU, the BEI is responsible for finance related to agreements within the scope of Europe's aid programmes and programmes for cooperation in development.

The African Union - AU (www.africa-union.org) is Africa's premier institution and principal organisation for the promotion of accelerated socio-economic integration of the continent, which will lead to greater unity and solidarity between African countries and peoples. The AU is based on the common vision of a united and strong Africa and on the need to build a partnership between governments and all segments of civil society, in particular women, youth and the private sector, in order to strengthen solidarity and cohesion amongst the peoples of Africa. As a continental organization it focuses on the promotion of peace, security and stability on the continent as a prerequisite for the implementation of the development and integration agenda of the Union.

The Common Market for Eastern and Southern Africa – COMESA (www.comesa.int) is an organisation of free independent sovereign states which have agreed to co-operate in developing their natural and human resources for the good of all their people and as such it has a wide-ranging series of objectives which necessarily include in its priorities the promotion of peace and security in the region.

You can register for INPUT 2006 on our website
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INPUT 2006 Partners

A number of institutions & Associations are involved in the organisation of the Addis Ababa Conference. Some of them are listed hereafter, but this list is constantly expanding.

Professional Organisations

FFA – Forum Francophone des Affaires (B); MEDEF International (F); OICE – Association of Italian engineering, architectural and technical-economic consulting organizations (I).

Export Promotion Agencies

AV – Afrika Verein (D); ICE – Istituto nazionale per il Commercio Estero – Italian Trade Commission (I); ICEX – Instituto Español de Comercio Exterior (ES); SIMEST – Società Italiana per le Imprese all'Estero (I).

Water

AFUR – African Forum for Utility Regulators (South Africa); OIE – Office International de l'Eau (F); AAE – Association Africaine de l'Eau (Ivory Coast).

Energy

AFUR – African Forum for Utility Regulators (South Africa); EUBIA – European Biomass Industry Association (Belgium); REEEP – Renewable Energy & Energy Efficiency Partnership (Austria); UPDEA – Union Producteurs, Transporteurs et Distributeurs d'Énergie Électrique d'Afrique (Ivory Coast).

Transports

AFRAA – African Airlines Association (Kenya); AGPAOC / PMAWCA – Port Management Association of West and

Central Africa (Nigeria); AIPCR / PIARC – World Road Association (F); ANESCO – Asociación Nacional de Empresas Estibadoras Y Consignatarias de Buques (ES); ASM – Airport Strategy & Marketing Limited (UK); ESPO – European Seaport Organisation (B); EIA – European Intermodal Association (B); RRA – Railroad Association of South Africa (S. Africa); ROUTES – World Routes Development Forum (CH); UIC – Union Internationale des Chemins de Fer (F); UATP – Union Africaine des Transports Publics (B); UITP – Union Internationale des Transports Publics (B); Uniontrasporti (I).



Towards Addis Ababa 2006: Mr. Boubekour at the AAE Conference in Algiers (February 2006)

Contact details

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