



ALSF

MAKING A DIFFERENCE

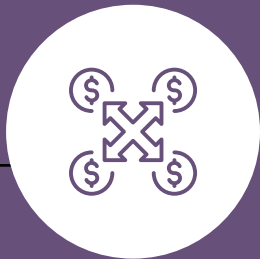


THE ALSF ACHIEVEMENTS

Evidence indicates that our work is leveraging strengths, expertise and resources for large scale impacts. Over the years, the ALSF operations have saved more **USD 400 million for RMCs**; provided advisory services in more than **60 negotiation contracts**; supported negotiations for projects valued at **USD 54 billion** worth of potential investment and more than **4000 MW of energy projects**; and implemented over **50 capacity building projects**.



INCREASED FINANCIAL & INCLUSIVE NON-FINANCIAL BENEFITS FOR AFRICAN STATES



TUNISIA

Assisted the Government of Tunisia to successfully recover **USD 28 million** in misappropriated assets

DRC

Assisted DRC to successfully win an appeal in the United States of America. This released over **USD 100 million** in funds back to DRC government that it has used for other development purposes

NIGER

Negotiated two mining concessions related to the Niger Mining projects resulting in an increase of **USD 220-330 million in additional revenues** for the host country (the increase depending on global uranium prices)

NIGER

Supported contracts with clearly specified community development programs. In particular, as part of the Niger negotiations the mining company agreed to an agriculture support project for the affected communities that resulted in **17 million Euros worth of investment**

CAMEROON

Successfully advised the Government of Cameroon in hedging the foreign exchange risk related to a USD 750 million Eurobond issuance. Benchmarking against similar Eurobond issuances in Sub-Saharan Africa show potential savings of millions of dollars. The capital raised will be used to finance investment projects in the energy sector. The transaction supported by ALSF was recognized 2016 Deal of the year by the African Banker Awards.





ENHANCE ABILITY OF AFRICAN GOVERNMENTS TO NEGOTIATE & CONDUCT FAIR AND BALANCED COMMERCIAL TRANSACTIONS

Successfully advised the governments of Ethiopia, Guinea, Niger, Tanzania, Cameroon, Togo and Benin. Over the years, the ALSF supported African governments negotiations with a cumulative value of over **USD 54 billion worth of transactions and more than 4000 MW of energy projects**

ETHIOPIA

Supported the Ethiopian government to negotiate the first geothermal independent PPA (500 MW) in the country. The excess power generated will be exported to neighbouring countries and will be used to support mining activities

CAMEROON

Supported Cameroon in the negotiation of two stages related to a USD 750 million Eurobond placement and in conducting the negotiations with the selected investment banks. The proceeds of this Eurobond will be used for supporting energy projects

TANZANIA

Supported the negotiation of a USD 10 billion investment for the development of a deep water port in Tanzania

GUINEA

Advised Guinea on the Simandou South and North mining projects and assisted the government in negotiating those issues with the private investor

CAMEROON

Supported the Government of Cameroon to negotiate project agreements to potentially develop its largest hydroelectric project, the Nachtigal Hydroelectric Project. The 420 MW project, which has an estimated value of 1.2 billion USD, will include Roller Compacted Concrete dams, a headrace channel, a power plant with seven generating units, a generation substation, and a transmission line to be constructed on the central course of Sanaga River, 65 km north east from Yaoundé

SENEGAL

Assisted the Government of Senegal to negotiate a Power Purchase Agreement, and related agreements, in order to develop a wind farm, the first in the country and the largest in West Africa. The project is located in the rural town of Taïba N'Diaye (région de Thiès) and will produce over 158 MW

RWANDA

Supported the Government of Rwanda to successfully sign a Concession Agreement for the construction and operation of the new Bugesera airport. Estimated to cost USD 700 million, the Airport project is designed to be executed across four phases



MORE BALANCED LITIGATION AND COMMERCIAL CREDITOR PROCEEDINGS INVOLVING HOLDOUT CREDITORS OF AFRICAN SOVEREIGN DEBT

DRC

Democratic Republic of Congo (DRC) government officials were extremely satisfied with the ALSF's support that prevented judgment resulting into savings of **USD 100 million** for the government in DRC FG Hemisphere case



ENHANCED INVOLVEMENT OF AFRICAN EXPERTS IN NEGOTIATION OF COMPLEX COMMERCIAL TRANSACTIONS



REGIONAL

The Facility's capacity building programs have trained over **3000 professionals** including key governments' officials, lawyers, targeted groups of professionals and civil society representatives, and **20 local firms** involved in contract negotiation and creditor litigation across Africa.





The ALSF developed 11 curricula in mining negotiations, investment treaties, production sharing agreements, loan agreements, power purchase agreements, public private partnerships.

The facility also developed a Toolkit specific to the power sector, 5 Model mining agreements, PPA Negotiation Handbook. Furthermore, the ALSF has also contributed to 4 research papers and established an information knowledge management centre. With regards to Model agreements, the ALSF:

TANZANIA

Assisted the Tanzania government in developing a model PPA along with model concession agreements, land lease agreements, and other supporting documentation

GAMBIA

Supported the Gambia to develop a model PPA along with the model concession agreement and supporting documentation

RWANDA

Financed the government of Rwanda to develop a model mining agreement for Artisanal and Small-Scale Mining projects





NEGOTIATION OF COMPLEX COMMERCIAL TRANSACTION AND RELATED AGREEMENTS FOR AFRICAN STATES FACILITATED

Facilitated the negotiation or review of **54 contracts**; and advised on 4 tender processes. Among these, the ALSF:

RWANDA

Negotiated a solar project concession worth **USD 24 million** in Rwanda

GAMBIA

Developed 1 Power Purchasing Agreement (PPA) and 1 transmission and distribution agreement in Gambia

TOGO

Financed a detailed review of a PPA in Togo

MAURITIUS

Advised on 2 complex commercial transactions to build a dam in Mauritius

NIGER

Renegotiated 3 large mining concession agreements in Niger

TANZANIA

Analysed existing gas Production Sharing Agreements (PSA) in Tanzania



LIBERIA

Evaluated 4 mining conventions and drafted 1 convention in Liberia

BENIN

Negotiated 2 PPAs and related contracts in Benin

DJIBOUTI

Reviewed commercial contracts in Djibouti

RWANDA

Negotiated on a concession related to a factory to produce milk for infants in Rwanda



TRANSFER OF KNOWLEDGE AND SKILLS TO NATIONAL EXPERTS RELATED TO LITIGATION AND COMPLEX COMMERCIAL TRANSACTIONS

Developed the following websites, publications and papers related to litigation and complex transactions:

➔ African Mining Legislation Atlas – <http://www.a-mla.org>

➔ PPPIRC PPP Contract Database

➔ Tanzania PPP Toolkit

➔ ResourceContracts.org – <http://www.resourcecontracts.org>

➔ Understanding Power Purchase Agreements. Translated into French in 2015. <http://goo.gl/HSH2E5>

➔ Understanding Power Project Financing

➔ Understanding Power Project Procurement

➔ 2014, August – Unsolicited Proposals, An Exception to Public Initiation of Infrastructure PPPs. <http://goo.gl/PXm2Gx>

➔ Procuring Infrastructure PPP

➔ Recommended PPP Contractual Provisions





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