



Title of the webinars: Africa Business Roundtable's Investor Preparation Masterclass Webinars & Members Guide

Overview:

The African Business Roundtable (ABR) is Africa's foremost and continent-wide association of business and business leaders. Its independent, non-partisan, not for profit, private sector funded organisation, committed to fostering African private sector led economic growth and social development in Africa.

The African Export-Import Bank ("Afreximbank"), a multilateral financial institution established under the Agreement for the Establishment of the African Export-Import Bank, with its headquarters at Afreximbank Building, No. 72 (B) El-Maahad El-Eshteraky Street, Heliopolis, Cairo 11341, Egypt.

After discussions with a variety of advisory and investment institutions, and to advance the interest of ABR's members whilst building awareness of project preparation activities, the ABR secretariat and Afreximbank have partnered to create a series of ***Project Preparation Masterclass webinars***. Through these webinars, ABR members will:

- Appreciate the critical need for proper project preparation
- Be better equipped with the basic principles of project preparation
- Be introduced to key components and processes in the preparation of bankable projects
- Be provided with basic project preparation skills
- Be equipped with a better understanding of project preparation to enhance their ability to engage consultants and advisors to assist in preparing projects
- Be introduced to some of the basic considerations, the needs and expectations of key stakeholders in project preparation

The Webinar content report will then serve as a guide for ABR members to use as a reference when preparing to showcase their available projects to targeted financiers.

Brought to you by **African Business Roundtable (ABR)**

ABR PRESENTS – THE INVESTOR PREPARATION MASTERCLASS
WEBINAR 27th July 2022 - 12:00 – 13:30 CAT

12:00 – 12:05	<p>Welcome</p> <ul style="list-style-type: none"> • Opening remarks by host
12:05 – 12:25	<p>Keynote opening remarks</p> <ul style="list-style-type: none"> • Chairman of African Business Roundtable - ABR • Representative, Afreximbank
12:25 – 12:45	<p>Afreximbank Project Preparation Facility</p> <ul style="list-style-type: none"> • Zitto Alfayo, Head of Project Preparation, Afreximbank
12:45 – 12:55	Q&A
12:55 – 13:15	<p>Investor’s perspective – How ready is your project?</p> <p>Our masterclass presenters will equip participants with the basic understanding and need for proper project preparation as key steps towards the presentation of bankable projects to financiers and introduce participants to the critical project preparation processes and mechanisms for the development of bankable project documents. In particular, the webinars will cover the following thematic areas:</p> <ol style="list-style-type: none"> 1. The concept of Project Preparation <ul style="list-style-type: none"> a) Definition and discussion of basic concepts of project preparation b) Types and modes of Project Preparation – Project preparation materials or document including pitches, business plans, feasibility studies, information memoranda, etc. 2. Importance of Project Preparation/ Why Project Preparation? 3. Project Preparation processes & mechanisms 4. Key Project Preparation considerations i.e. preparing a bankable project pitch. <ul style="list-style-type: none"> a) Planning and organization b) Identification of key stakeholders c) Financing structures d) Crafting the right story – Developing a compelling case for investment or financing. Fleshing out key risk factors and remedies <p>Presenters:</p> <ol style="list-style-type: none"> 1. Michael N. A. Cobblah, CEO, C-ENERGY Global Holdings, Ghana 2. Nana Amoto Mensah, Executive Director, C-ENERGY Global Holdings, Ghana
13:15 – 13:25	Q&A
13:25 – 13:30	Closing remarks from Africa Business Roundtable

Webinar Panellists:

Samuel Dossou-Aworet, President and Chairman, Board of Directors, **African Business Roundtable - ABR / Founding Chairman, PETROLIN GROUP, Geneva and Benin**



Mr. Samuel Dossou-Aworet plays a strategic role in the promotion and the development of oil majors and African companies in Cameroon, Congo, DRC, Equatorial Guinea, Gabon, Ghana, Ivory Coast, Namibia, Nigeria, Senegal, South Africa, Uganda etc. Mr. Samuel Dossou-Aworet is Chairman of ND Western, and he is the President and Chairman of the Board of Directors "African Business Roundtable" (ABR) / Founding Chairman, Petrolin Group

Zitto Alfayo, Head of Project Preparation, **Afreximbank**



Zitto is a career development banker with over 20 years' experience across the project finance value chain encompassing, project development, financial advisory, corporate and project finance and structured trade finance having successfully led and closed transactions worth over US\$ 20 billion.

In his current role as Head of Project Preparation at Afreximbank, he leads Afreximbank's upstream interventions aimed at working with public and private sector developers to de-risk projects and progress them to bankability.

Michael N.A. Cobblah, Chief Executive Officer, **C-ENERGY Global Holdings**, Ghana



Michael is the Chief Executive Officer (CEO) of C-ENERGY Ghana Limited, a wholly-owned subsidiary of C-ENERGY Global Holdings (Pty) Limited, an investment banking and advisory services firm registered in South Africa. He has led the team since inception and has advised both government and private sector led transactions worth over US\$10 billion over the past 25 years. His key strengths are in deal origination and execution and providing leadership for negotiations and execution. Michael serves on the Boards of major private and public institutions, including the Vodafone Foundation. He previously chaired the National Bond Market Committee of Ghana.

Nana Amoto Mensah, Executive Director, C-ENERGY Global Holdings, Ghana



Nana is an Executive Director of C-ENERGY Ghana Limited, a wholly-owned subsidiary of C-ENERGY Global Holdings (Pty) Limited, an investment banking and advisory services firm registered in South Africa. Nana leads C-ENERGY's technical team, with core responsibility for project/transaction structuring and execution. Nana has over 20 years' experience in raising financing for restructuring, refinancing, mergers and acquisitions, buyouts, expansion and recapitalization with transactions value collectively in excess of US\$ 10 billion.