



AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE
DE DEVELOPPEMENT

The AfDB's Business Opportunities Seminar

Industries and Trades

Presented by

Alhassane HAIDARA

Non-Sovereign Industries and Services

BOS@AFDB.ORG

Strategic Objectives: “High 5’s”

AfDB "High 5" goals



Light up & power Africa



Feed Africa



Industrialize Africa



Integrate Africa



Improve quality of life

AfDB industrialization objectives

Play a **leading** and **pivotal** development role in Africa

Support **global trade integration** and **regional** value chains

Grow co-financing and mobilize private sector investment

Foster the emergence of **regional champions**

Create **sustainable jobs** and increase **productivity**

Key principles of AfDB industrialization strategy

Impactful

- Focus on areas where AfDB can deliver highest economic, social and environmental impacts

Catalytic

- Be a renown leader in Africa & a pulling force for additional investments and partners

Differentiated

- Adopt a differentiated sector and country approach with a variety of intervention tools

Actionable

- Push pragmatism in project identification, pursue concrete opportunities & clear roadmap

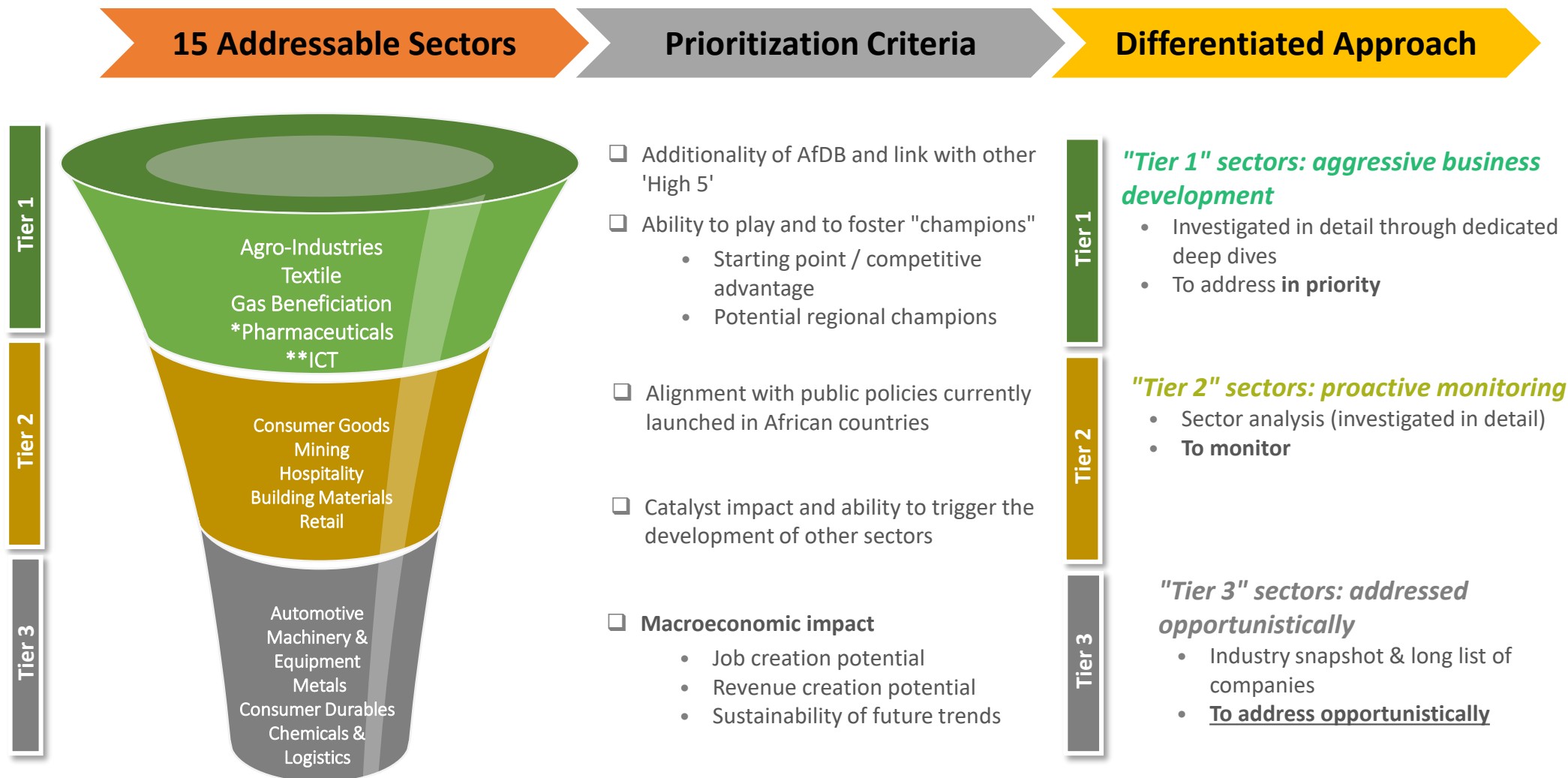
Fact-based

- Analyze value chains to identify opportunities and bottlenecks

6 Flagship programs within Industrialization “High 5’s”

- | | | | | |
|---|--|---|---|--|
| 1 | Supportive policy, legislature and institutions |  | Foster successful industrial policies | Policy Advise and Technical Assistance to governments (regulatory and institutional framework, implementation and monitoring) and funding of key PPP projects |
| 2 | Conducive eco. environment and infrastructure |  | Catalyse funding into infrastructure and industry projects | Increase and channel funding into GDP catalytic programmes (infrastructure and industrialisation projects, by public and private operators) <ul style="list-style-type: none"> • Raise own investment • Foster investment by others (domestic and foreign) as strategic investor or MLA¹ |
| 3 | Access to capital |  | Grow liquid and effective capital markets | Improve access to market finance for African enterprises <ul style="list-style-type: none"> • Advise governments, stock exchanges and regulators on development of liquid capital markets • Invest directly in capital markets to increase liquidity |
| 4 | Competitive talents, capabilities and entrepreneurship |  | Promote and drive enterprise development | Drive enterprise development (large, small and medium businesses)
Scale-up investment and financing to lend to SMEs <ul style="list-style-type: none"> • Technical Assistance support to strengthen SME-focused entities • Establish linkages of SMEs to domestic projects/companies and provide training of a strong talent pool |
| 5 | Partnerships | | Promote strategic partnerships in Africa | Link up African enterprises and major projects with potential partners and investors, through promotional activities , notably African Investment Forum (AIF)
Facilitation and management of investor relations (e.g. contract negotiations) |
| 6 | Access to markets |  | Develop efficient industry clusters across the continent | Support governments in developing efficient industry clusters across Africa, through Technical Assistance and funding in implementation and monitoring |



































































































































Prioritization: Sectors with highest impact.....



*COVID-19 Healthcare system Resilience
 ** Enabler to financial inclusion & 4IR

Scope of AfDB Intervention: Financing capacity in mature and underserved markets

Description	Finance SME's, MNC's and regional players on the continent (including underserved countries) through co-financing with other DFIs and commercial banks	Flagships	Public policies	Financing	Capital markets	Other complexes	Team	PITD
			SME promotion	Strategic partnership	Industrial clusters			

Scope and clients	Size and partners	Additionality and impact
<div>Scope</div> <div><div><div>SME's/MNC's/Regional Players<ul style="list-style-type: none">Players in all PITD priority sectors with at least 3 years of operation</div><div><div>Served and Underserved markets<ul style="list-style-type: none">Finance and de-risk projects</div></div></div><div><div>MNC's</div><div>Regional players</div></div><div><div><div><div><div></div><div>LafargeHolcim</div></div><div><div></div><div>Maghreb Invest</div></div></div><div><div></div><div>INDORAMA</div><div>MOMBASA CEMENT</div><div>VEROD</div><div><div></div><div>DANGOTE</div></div><div><div></div><div>HELIOS INVESTMENT PARTNERS</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div><div>Suez Cement</div></div><div><div></div></div></div></div></div></div>		

Select Pipeline



Fertilizer

Long term relationship with an African champion

Total project cost: USD >1 billion

AfDB role: - TBD

Project description

- New production line
- Increase fertilizer production capacity



Potash mine

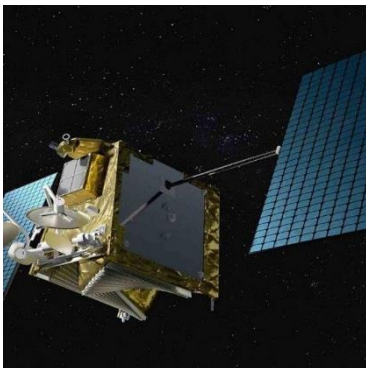
Transformative mining project in fragile country

Total project cost : USD >400 million

AfDB role : TBD

Project description

- Development of mine and export infrastructure



Telecommunication satellite

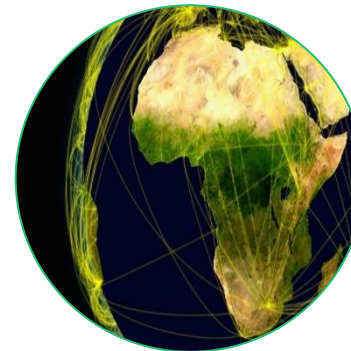
Support connectivity infrastructure development and transformative project

Total project cost : USD >1 billion

AfDB role: - TBD

Project description

First low orbit network of connectivity satellites covering Africa



Support industrial policies

Technical assistance to African countries to develop and implement sound industrial policies

Pilot countries

- Ethiopia
- Senegal
- Morocco



AFRICAN DEVELOPMENT BANK GROUP
GROUPE DE LA BANQUE AFRICAINE
DE DÉVELOPPEMENT

The AfDB's Business Opportunities Seminar

BOS@AFDB.ORG

THANK YOU

Alhassane HAIDARA