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

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

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)

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.
<table>
<thead>
<tr>
<th>Country</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>TANZANIA</td>
<td>Supported the negotiation of a USD 10 billion investment for the development of a deep water port in Tanzania.</td>
</tr>
<tr>
<td>CAMEROON</td>
<td>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.</td>
</tr>
<tr>
<td>SENEGAL</td>
<td>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.</td>
</tr>
<tr>
<td>RWANDA</td>
<td>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.</td>
</tr>
</tbody>
</table>

**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

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:

<table>
<thead>
<tr>
<th>Country</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Rwanda</strong></td>
<td>Negotiated a solar project concession worth <strong>USD 24 million</strong> in Rwanda</td>
</tr>
<tr>
<td><strong>Gambia</strong></td>
<td>Developed 1 Power Purchasing Agreement (PPA) and 1 transmission and distribution agreement in Gambia</td>
</tr>
<tr>
<td><strong>Togo</strong></td>
<td>Financed a detailed review of a PPA in Togo</td>
</tr>
<tr>
<td><strong>Niger</strong></td>
<td>Renegotiated 3 large mining concession agreements in Niger</td>
</tr>
<tr>
<td><strong>Mauritius</strong></td>
<td>Advised on 2 complex commercial transactions to build a dam in Mauritius</td>
</tr>
<tr>
<td><strong>Tanzania</strong></td>
<td>Analysed existing gas Production Sharing Agreements (PSA) in Tanzania</td>
</tr>
</tbody>
</table>
Liberia
Evaluated 4 mining conventions and drafted 1 convention in Liberia

Djibouti
Reviewed commercial contracts in Djibouti

Benin
Negotiated 2 PPAs and related contracts in Benin

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

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

- PPPIRC PPP Contract Database
- Tanzania PPP Toolkit
- 2014, August – Unsolicited Proposals, An Exception to Public Initiation of Infrastructure PPPs. http://goo.gl/PXm2Gx
- Understanding Power Project Financing
- Procuring Infrastructure PPP
- Understanding Power Project Procurement
- Recommended PPP Contractual Provisions
Making a difference