

South African Industry Has New Infrastructure Opportunities In Sub-Saharan Africa If They Take Long-Term View

16th May 2016, JOHANNESBURG – In the face of growing international competition in Sub-Saharan Africa, South African-based companies need to take a long-term strategic view of the region and how best to take advantage of the opportunities presented by the demographic, industrial and energy evolution that is taking place.

“Low commodity prices have tempered the desire of many companies to involve themselves in Africa, but this is, arguably, the best time for those with longer-term ambitions to integrate their operations into key development nodes,” says Duncan Bonnett, director at Africa House, an Africa-focused consultancy tailored to assist companies and governments develop their market entry strategies for Sub-Saharan Africa.

“Many businesses think of countries or regions in Africa as single-driver opportunities, which when buoyant, offer great short-term opportunities, but when depressed, signal the time to leave. But Sub-Saharan Africa’s mining and energy belts that were initial drivers of development have opened up support infrastructure opportunities that offer growth prospects in the longer term,” says Bonnett.

In Tete, Mozambique, for example, coal and infrastructure projects have slowed, but there are agri-industrial and support infrastructure opportunities. There is also a much broader regional, national and sub-national opportunity that is unfolding from Southern to East Africa, which is becoming an energy corridor.



Africa is urbanising at breakneck speeds, which means the need for infrastructure such as bypasses, bridges, new highways and new technologies need to be deployed in congested areas where traditional methods cannot work.

This evolution of infrastructure and the underlying drivers will be highlighted at the Infrastructure Africa 2016 conference on 9th and 10th June 2016 at the Sandton Convention Centre. With discussions on specific project development opportunities from infrastructure players operating on the ground, the INFRASTRUCTURE AFRICA offers businesses the opportunity to set their regional strategies for long-term growth.

"Companies need to develop a local presence and integrate their strategies with the evolving economies and underpinning infrastructure in the region. A local presence does more than wave a flag: it demonstrates commitment to the future, it allows for in-country intelligence gathering and goodwill (and ultimately contracts) from project developers and government," concludes Bonnett.

Duncan Bonnett and other infrastructure experts and project developers will be speaking at the 5th annual Infrastructure Africa Business Forum.

PRESS RELEASE ENDS

More information about the 2016 Infrastructure Africa Business Forum

The fifth Infrastructure Africa Business Forum on the 9th and 10th June 2016 will bring together prominent African infrastructure experts, government officials and business leaders to accelerate the business of infrastructure development.

The 2-day conference and exhibition provides an opportunity for companies to focus on the



continent's growth hotspots, discuss infrastructure trends, meet project developers and relevant government authorities, whilst exploring infrastructure business opportunities.

The event has the highest level of African and South African endorsement for an infrastructure event on the continent, and provides the business platform for private and public sector players seeking to meet the sector's national and regional who's who.

The event partners are the NEPAD Planning & Coordinating Agency (NPCA), the African Development Bank (AfDB) and the Development Bank of Southern Africa (DBSA). There are many corporate sponsors on board.

For the first time ever, Infrastructure Africa is hosting the **Africa Inclusive Infrastructure Forum**, a side event of the main conference with a key focus towards issues of gender in infrastructure development across the continent. The event will discuss financing for women-owned businesses in the energy, transport, ICT & telecomms and water sectors across Africa.

To register your attendance, please visit:

www.infrastructure-africa.com

For media enquiries:

To arrange media interviews with Duncan Bonnett or to speak to infrastructure experts, please contact:

Julie@infrastructure-africa.com or call 083 295 0526

Liz@infrastructure-africa.com or 011 463 9184