



*AFRICA ACCELERATING*

# INFRASTRUCTURE in AFRICA

## Needs and Opportunities 2016

Thursday September 29, 2016 • Toronto, Ontario, Canada

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# Program

Thursday September 29, 2016

8:30 am - 3:00 pm

Goodmans LLP

Bay-Adelaide Centre

333 Bay Street, Suite 3400

Toronto, Ontario, Canada M5H 2S7

Tel: 416.979.2211

8:30 am - 8:50 am	Registration and Networking
8:50 am - 9:00 am	Welcome <ul style="list-style-type: none"><li>• Stephen Pincus, Chair, The Canada-Africa Chamber of Business and Partner, Goodmans LLP</li><li>• Bruce Shapiro, President, The Canada-Africa Chamber of Business &amp; MineAfrica Inc.</li></ul>
9:00 am - 9:20 am	Morning Keynote Address <i>Investment Opportunities in Smart Infrastructure in an Uncertain World</i> <ul style="list-style-type: none"><li>• Frank Dixon Mugenyi, Senior Industry Advisor, Trade and Industry Department, African Union Commission</li></ul>
9:20 am - 10:35 am	<i>Panel Discussion 1: Africa Infrastructure: Needs and Opportunities</i> MODERATOR • Peter Braid, Head of Global Business Development, Athena Software <ul style="list-style-type: none"><li>• Robert Beadle, Consultant</li><li>• Raymond Conway, Managing Director, The Stillwaters Group</li><li>• Martin Doble, Global Managing Director, Infrastructure, Hatch</li><li>• Dr. Fred Olayele, President/Chief Economist, Global Economic Institute for Africa</li><li>• Thys Terblanche, Vice President, Business Development, Minerals &amp; Metals, Ausenco</li></ul>
10:35 am - 11:00 am	Networking Refreshment Break
11:00 am - 12:15 pm	<i>Panel Discussion 2: Power Generation Projects in Africa (conventional and unconventional, micro renewable projects, the US Power Africa initiative and the UK DFID's Energy Africa campaign, etc)</i> MODERATOR • Lisa Stadelbauer, Director General, Pan-Africa Bureau, Global Affairs Canada <ul style="list-style-type: none"><li>• Nathaniel Lowbeer-Lewis, Managing Director, Development, CPCS Development International (CDIL)</li><li>• Bob Griesbach, Director, Energy Consulting, Hatch</li><li>• Thomas Timmins, Partner, Gowling WLG</li><li>• Justin Woodward, Co-founder and Chief Development Officer, JCM Capital</li><li>• Ron Clark, Representative, Canada Africa Power Alliance (CAPA) and Partner, Aird &amp; Berlis</li></ul>
12:15 pm - 1:10 pm	Networking Buffet Luncheon
1:10 pm - 1:30 pm	Afternoon Keynote Address <i>Geopolitics, Conflicts and Petroleum</i> <ul style="list-style-type: none"><li>• John Foster, International Petroleum Economist</li></ul>
1:30 pm - 2:45 pm	<i>Panel Discussion 3: Infrastructure Financing and PPP's</i> MODERATOR • Ira Berg, Partner, Goodmans LLP <ul style="list-style-type: none"><li>• Hakan Gunay, Assistant Vice President, West Africa, CPCS Transcom Limited</li><li>• Sean Morley, Partner, Fasken Martineau LLP</li><li>• David Anglin, Head of Sales, Sub-Saharan Africa, Locomotives and Systems, Bombardier Transportation</li><li>• Clare Ashbee, Executive Director, Project Finance and Development, Rotan Energy Pte Ltd.</li></ul>
2:45 pm - 3:00 pm	Wrap Up <ul style="list-style-type: none"><li>• Ira Berg, Partner, Goodmans LLP</li></ul>



## !XAM Diamonds & Fine Jewellery

!Xam Diamonds (the “!X” is pronounced with a click), fine jewellery and custom design, was founded in October 2011 by brothers Jeffrey and Terry Brenner. Their focus was clear: to introduce a higher level of transparency, service and quality to the diamond and jewellery market in the Toronto area.

!Xam was the brainchild of diamantaire, Jeffrey Brenner, who has 25 years in the business. His career includes operating polishing factories; establishing a diamond trading house; and purchasing and managing a junior diamond mining venture that was sold into TSX-listed Rockwell Diamonds.

!Xam is a certified member of the Responsible Jewellery Council and the Canadian Jewellers Association. The showroom is located at 366 Bay Street, Suite 800, Toronto and Longo's Plaza, 9302 Bathurst Street, Vaughan. Please call 416-366-1200 to book an appointment with one of the expert !Xam designers.

[www.xamdiamonds.com](http://www.xamdiamonds.com)



## Africa Energy, Mining & Infrastructure Limited

Africa Energy, Mining and Infrastructure Limited (AEMI) is a diversified Canadian energy, mining, agribusiness and infrastructure company. We are engaged in the acquisition, exploration, development and mining of solid minerals in Nigeria, and the rest of Africa. We offer a full complement of professional services across the energy, mining, agribusiness and infrastructure sectors. With extensive cross-market knowledge and access to global networks, AEMI conducts business by leveraging best practices that integrate sustainability every step of the way. We are committed to environmental stewardship, employee health and safety, and corporate social responsibility. Our corporate offices are located in Ottawa (Canada) and Lagos (Nigeria).

[www.aemicorp.com](http://www.aemicorp.com)



## African Union Commission (AUC)

The African Union Commission is the Secretariat of the African Union entrusted with executive functions. It comprises 10 officials: a Chairperson, Deputy Chairperson, and eight Commissioners and Staff members. The Structure represents the Union and protects its interest under the auspices of the Assembly of Heads of State and Government, as well as the Executive Committee. The AU Commission portfolios are: Peace and Security; Political Affairs; Trade and Industry; Rural Economy and Agriculture; Human Resources; Science and Technology; and Economic Affairs. The mission of the Commission is to become “An efficient and value-adding institution driving the African integration and development process in close collaboration with African Union Member States, the Regional Economic Communities (RECs) and African citizens”. [www.au.int](http://www.au.int)

## Aird & Berlis LLP

Aird & Berlis LLP is a leading Canadian law firm based in Toronto, serving clients across Canada and globally. The firm's practice encompasses all principal areas of business law, including corporate/commercial, corporate finance, banking, insolvency and restructuring,

energy, environmental, infrastructure/P3, technology and intellectual property, litigation, labour and employment, municipal and land use planning, real estate and tax. The firm's diverse client base ranges from entrepreneurs to multinational corporations

[www.airdberlis.com](http://www.airdberlis.com)



## Athena Software

Athena Software provides case management software to government departments, health and social service agencies and social profit organizations in Canada and around the world.

[www.athenasoftware.net](http://www.athenasoftware.net)

## Ausenco

### Ausenco

Ausenco is an engineering company providing consulting, project delivery and asset management solutions to the resources, energy and infrastructure sectors. We add value to our clients' projects and deliver results, even in the most challenging environments .

The Company was founded in Brisbane, Australia in 1991, and currently operates across 26 offices in 16 countries, providing services across the full project lifecycle, from 'pit to port'.

Ausenco's services include the categories of program management, technical solutions, engineering, global procurement, construction management, commissioning, studies, EPC/EPCM and control systems. These services are applied across eight primary industry areas, being environment and sustainability, minerals processing, energy, transportation systems, ports and terminals, pipeline systems, operations and maintenance and infrastructure.

[www.ausenco.com](http://www.ausenco.com)



## BMDodo Strategic Design

Design plays a pivotal role in our lives. It's the products we buy, the stuff we read, the food we choose to eat, the clothes we put on our backs, the cars we drive... it's our whole world. As Strategic Designers for today's smart organizations, we take our jobs seriously. We understand that our decisions influence stand out messages, successful organizations, the people they serve and the impact they have on our environment.

Our mission is to make your organization, and the world, a better place through design. [www.bmdodo.com](http://www.bmdodo.com)



## Bombardier

As the world's leading manufacturer of both planes and trains, we've built an extensive and diverse portfolio of winning mobility solutions. Everywhere people travel by land and in the air, a Bombardier product is ready to transport them. From category-defining business jets and commercial aircraft designed for the challenges of today, to sleek high speed trains and public transit that's smarter than ever.

But it's not just our products and services that make us a global leader. The most important success factor is our employees, all 70,900 of them. Together we're focused on making mobility more efficient, sustainable and inviting than ever before. We call it The Evolution of Mobility.

Bombardier is headquartered in Montréal, Canada. Our shares are traded on the Toronto Stock Exchange (BBD) and we are listed on the Dow Jones Sustainability North America Index. In the fiscal year ended December 31, 2015, we posted revenues of \$18.2 billion.

[www.bombardier.com](http://www.bombardier.com)

The  
**CANADA-AFRICA**  
Chamber of Business

## The Canada-Africa Chamber of Business

The Canada-Africa Chamber of Business is a dynamic and influential business organization dedicated to promoting and developing business interests between Africa and Canada. The Chamber provides a focal point for establishing business contacts and networking opportunities, and advancing common interest agendas for a diverse and vital membership with an interest in Southern Africa and beyond.  
[www.canadasachamber.com](http://www.canadasachamber.com)



## The Canada Africa Power Alliance (CAPA)

CAPA is a group of like-minded Canadian firms committed to providing world-leading services to the power sectors throughout Africa. The Alliance includes both Canadian government and private partners with expertise in energy development, legal and financial services. Within the Canada Africa Power Alliance, there are over 50 offices in Africa. There are tremendous opportunities for African governments/businesses and Canadian consultants to operate together in the energy sector under a clearly defined strategy.  
[www.canadaafricapoweralliance.com](http://www.canadaafricapoweralliance.com)



## The Canadian Trade Commissioner Service (TCS)

The Canadian Trade Commissioner Service (TCS) helps companies navigate the complexities of international markets and make better business decisions. The TCS is on the ground in more than 160 cities worldwide, gaining market intelligence, uncovering opportunities for Canadian companies and helping reduce business costs and risks. The TCS is a free service of the Government of Canada, helping companies prepare for international markets, assess market potential, find qualified contacts and resolve business problems.

Our network of international contacts is unbeatable. As part of Global Affairs Canada and of Canada's network of embassies, the TCS has access to local governments and key business leaders and decision makers. We can help increase the credibility of Canadian companies in foreign markets, helping them gain access to local contacts not readily available to outside businesses.

[www.tradecommissioner.gc.ca](http://www.tradecommissioner.gc.ca)



## CIDEL

Cidel is an international financial services group that helps high worth individuals & families, legal & tax professionals and some of the world's largest financial institutions smartly structure, securely grow and easily manage wealth. With a strategic network of operations in Canada and internationally, Cidel's broad range of investment, trust and structuring capabilities provide clients with solutions that are global, innovative, transparent and compliant. It's that simple. But naturally, there's a lot more to say. [www.cidel.com](http://www.cidel.com)



## CDIL

CDIL develops renewable energy infrastructure in Sub-Saharan Africa. Harnessing the strengths and local presence of its parent company CPCS, an international management consulting firm, CDIL focuses on

early stage development of clean power projects. CDIL's team plays a hands-on role in development, from origination through to financial close. CDIL currently has projects under development in Uganda and Nigeria. CDIL's team has a combined experience of over 40 years' experience developing, building and operating projects in the energy sector and has participated in the development of over 1GW of renewable energy projects. [cdevint.com](http://cdevint.com)



## CPCS

CPCS is a management consulting firm providing strategic advisory services for the transportation and power sectors. CPCS specializes in mobilizing private investment for public infrastructure, specifically through public-private partnerships. Established in 1969 as the consulting arm of Canadian Pacific railways, CPCS is one of the few firms that combine management, technical, financial, and legal/regulatory advisory services under one roof. CPCS has 14 offices around the world and completed more than 1,300 assignments in 118 countries for a variety of clients including governments, international financial institutions, development agencies and private sector firms."  
[www.cpcs.ca](http://www.cpcs.ca)



## DaMina Advisors LLP

DaMina Advisors is a preeminent independent global frontier markets political risk research, due diligence, geopolitical risk and M&A transactions consulting firm – with a special focus on Africa. DaMina provides bespoke risk analytic services to firms with significant frontier markets investments. DaMina Advisors is legally registered, has a global footprint and is headquartered in Toronto, with offices in London, New York and Accra. [www.daminadvisors.com](http://www.daminadvisors.com)



## Ethiopian Airways

Ethiopian Airlines (Ethiopian) is the flag carrier of Ethiopia. During the past sixty five plus years, Ethiopian has become one of the continent's leading carriers, unrivalled in Africa for efficiency and operational success, turning profits for almost all the years of its existence.

Operating at the forefront of technology, the airline has also become one of Ethiopia's major industries and a veritable institution in Africa. It commands a lion's share of the pan African network including the daily and double daily east-west flight across the continent. Ethiopian currently serves 93 international and 20 domestic destinations operating the newest and youngest fleet.

[www.ethiopianairlines.com](http://www.ethiopianairlines.com)



## Fasken Martineau LLP

Fasken Martineau's award-winning Infrastructure & PPP Group provides internationally recognized expertise from offices in Canada, South Africa and London. Recognized as Legal Advisor of the Year by Ai Africa Investor and North American P3 Legal Advisor of the Year (P3 Bulletin), our multi-jurisdictional team provides public and private sector clients with a full range of legal services in all models of project/service delivery and project finance, combining international best practices with on-the-ground expertise. Often retained for first projects in new jurisdictions and sectors, many of our projects have been recognized with awards for innovation and excellence in Canada and internationally. [www.faskens.com](http://www.faskens.com)

## The Global Economic Institute for Africa (GEIA)



GEIA is a Canada-based non-profit research and development organization fostering public-private dialogue on global issues, with a pan-African perspective. The GEIA model is inspired by a single goal: to provide a gateway for senior decision-makers in government, industry and civil society to identify, explore and share emerging trends, best practices and transformational ideas that are reshaping world markets. Our reach is global. The focus is Africa! GEIA is headquartered in Ottawa. [www.econinstitute.org](http://www.econinstitute.org)

## Goodmans LLP



Barristers & Solicitors / [goodmans.ca](http://goodmans.ca)

Goodmans LLP is internationally recognized as one of Canada's pre-eminent business law firms with market-leading expertise in M&A, corporate and transaction finance, private equity, real estate, tax, restructuring, litigation and other business-related specialities. Goodmans advises domestic and international players active in the mining, oil and gas, forestry and other natural resource sectors, including companies at all stages of development, from junior exploration companies to some of the world's largest senior producers. With a strategic entrepreneurial history and deal-making mindset, Goodmans lawyers deliver intelligent solutions, responsiveness, energy, talent and determination to get the deal done. It's more than just legal services; it's strategic business advice. [www.goodmans.ca](http://www.goodmans.ca)

## Gowling WLG



Gowling WLG is an international law firm created by the combination of Gowlings, a leading Canadian law firm, and Wragge Lawrence Graham & Co (WLG), a leading U.K.-based international law firm.

With more than 1,400 legal professionals in 18 cities worldwide, we provide our clients with in-depth expertise in key global sectors and a suite of legal services at home and abroad. We see the world through our clients' eyes, and collaborate across countries, offices, service areas and sectors to help them succeed, no matter how challenging the circumstances. Learn more at [gowlingwlg.com](http://gowlingwlg.com)

## Hatch



Your challenges are transforming the way you do business. We understand that your needs are changing rapidly and that you need a partner who is proactive in identifying the larger, long-term issues affecting your business.

A partner who listens carefully and is agile and innovative in their approach. A partner who sees the potential of emerging technologies and can deliver value in ways that are most meaningful and relevant for today.

We embrace our clients' vision as our own. We bring our best thinking and teams to solve your toughest challenges. To help you transform the world.

With over six decades of business and technical experience in the mining, energy, and infrastructure sectors, we know your business and understand that your challenges are changing rapidly. We respond quickly with solutions that are smarter, more efficient, and innovative. We draw upon our 9,000 staff with experience in over 150 countries to challenge the status quo and create positive change for our clients, our employees, and the communities we serve. [www.hatch.com](http://www.hatch.com)

## JCM Capital



JCM is a Canadian-based renewable energy company that focuses on the development, construction and ownership of clean power projects. JCM leverages its development expertise acquired through five years of development experience in Canada and over 70 projects, to emerging markets where the demand for renewable energy solutions is high and the level of experience with renewable energy is low.

JCM is currently developing a multi-billion dollar clean power portfolio that includes both utility-sized solar photovoltaic projects and HVDC transmission projects.

JCM has proven itself as a successful development company and is in the process of maturing into an independent power producer. JCM intends to make long-term equity investments into the projects in its clean power portfolio – alongside world-class operating partners. Projects developed under the clean power development initiative will require more than \$200 million in construction equity - JCM is currently raising \$50 million to fund the first three projects in the portfolio.

[www.jcmcapital.ca](http://www.jcmcapital.ca)



## MineAfrica Inc.

MineAfrica is a business development, marketing and educational company providing the premier platform for mining companies, service providers and governments to promote themselves to a senior level, Africa focussed financial and natural resources audience. Our programs include our 10th Investing in African Mining in London, UK on November 28, 2016 and our 15th Investing in African Mining in conjunction with The Canada-Africa Chamber of Business 18th Annual African Mining Breakfast in Toronto on March 7, 2017 during PDAC. We also offer educational courses and training programs under our MASTERMINING brand including our 3-day "Understanding the Mining Industry: From A to Z" and International Travel Security. In 2010 we launched On the Ground Group to produce our non-African mining investment seminars including our 5th annual mineLatinAmerica seminar in Toronto on November 14, 2016.

[www.mineafrica.com](http://www.mineafrica.com)

## Prospectors and Developers Association of Canada



The PDAC represents the interests of the Canadian mineral exploration and development industry. Today, 84 years after its founding, the association is a national organization with more than 8,000 individual members (including geoscientists, consultants, mining executives, students, and those involved in the drilling, financial, investment, legal and other support fields) and more than 1,200 corporate members (including senior, mid-size and junior mining companies and organizations providing services to the mineral industry). The work of the association is guided by its mission to promote a responsible, vibrant and sustainable Canadian mineral exploration and development sector. The PDAC encourages leading practices in technical, environmental, safety and social performance in Canada and internationally. PDAC is also known worldwide for its annual PDAC Convention, regarded as the premier event for mineral industry professionals. The PDAC Convention has attracted over 25,000 people from 125 countries in recent years and will next be held March 6-9, 2016, in Toronto. [www.pdac.ca](http://www.pdac.ca)



## Rotan Energy Pte. Limited

Rotan Energy Pte. Limited is an energy developer focused on developing power generation assets across the African continent. Its flagship projects are a 660MW gas fired combined cycle power generation facility in Aboadze in Western Ghana and an LNG importation floating storage and regasification unit (FSRU) also in Ghana. Rotan was founded by a group of veteran African Entrepreneurs with significant experience in building and growing successful companies on the continent, particularly in the mining and telecoms industries. EOSon Infrastructure Limited, the infrastructure arm of E. Oppenheimer & Son is a significant minority shareholder in Rotan.

[www.rotanenergy.com](http://www.rotanenergy.com)



**SOUTH AFRICAN AIRWAYS**

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## South African Airways

South African Airways, a Star Alliance member, features daily nonstop service from New York JFK and direct service from Washington Dulles. Code share agreements with Star Alliance partners United Airlines and Air Canada expand the number of cities in the U.S. and Canada from which to reach the African continent. Every seat on board offers an individual on-demand entertainment system, plush pillow, warm blanket and amenity kit. In Business Class, enjoy 180 degree fully flat-bed seats. Together, SAA and our regional partners, SA Express, Mango and Airlink, offer service to over 55 destinations throughout Africa.

[www.flysaa.com](http://www.flysaa.com)



**THE STILLWATERS GROUP**

## The Stillwaters Group

Founded in January, 2016, the Stillwaters Group provides detailed political risk analysis to companies which have invested, or are considering investing, in emerging and frontier markets. The Stillwaters Group brings a unique combination of political risk insurance, syndication, project financing and emerging market country management experience to bear, on behalf of its clients. With years of in-country experience in emerging and frontier markets, the Stillwaters Group understands how to access the real, practical, business intelligence that companies need. [www.stillwatersgroup.ca](http://www.stillwatersgroup.ca)



Toronto Stock Exchange | TSX Venture Exchange

## Toronto Stock Exchange and TSX Venture Exchange

Toronto Stock Exchange and TSX Venture Exchange are dynamic marketplaces to access the capital and liquidity that drives the growth of the global mining industry. Toronto Stock Exchange and TSX Venture Exchange list more mining companies than any other market in the world. As a result, the exchanges have the most diversified roster of public mining companies by commodity and stage of development. These companies benefit by having greater access to capital, visibility and analyst coverage. [www.tmx.com/mining](http://www.tmx.com/mining)

## PRESENTER PROFILES

### David Anglin

Head of Sales, Sub-Saharan Africa,  
Locomotives and Systems, Bombardier Transportation  
[david.anglin@rail.bombardier.com](mailto:david.anglin@rail.bombardier.com)

### Clare Ashbee, Executive Director of Project Finance and Development, Rotan Energy Pte. Ltd.

Prior to joining Rotan, an Africa-focused power and infrastructure developer Clare held positions at Investec Bank and PwC where she worked on numerous PPP and energy transactions across North America and Europe. Clare has also held positions at the Aga Khan Foundation and African Development Bank. She has a Masters Degree in Economics from the U.B.C. and an undergraduate degree in Applied Economics from Queen's University. Clare is an active member of the Canadian chapter of the Women's Infrastructure Network and has a passion for promoting women and young people in the field of infrastructure development. [clare@rotanenergy.com](mailto:clare@rotanenergy.com)

### Robert Beadle

Robert Beadle began his career as a volunteer economist with the Government of Tanzania, promoting District Development Corporations. He worked for the African Development Bank (Abidjan) as a private sector/infrastructure specialist, and was resident Head of CIDA for Egypt/Sudan, Jamaica, Philippines, Ethiopia/Horn of Africa and Bangladesh. In Ottawa he was responsible for the World Bank Group and the African Development Bank, Director of the Zambia Program and of the Industrial Cooperation Program for Africa/Middle East. On assignment to the OECD/Development Assistance Committee, he led in developing best practice for members on finance, private sector

## INFRASTRUCTURE in AFRICA

and infrastructure. Mr. Beadle's most recent CESO Volunteer Advisor assignment involved assisting the Micronutrient Initiative to promote a modern salt iodization facility in Ethiopia. [robertbeadle1@gmail.com](mailto:robertbeadle1@gmail.com)

### Ira Berg, Partner, Goodmans LLP

Ira's practice focuses on commercial real estate and property development law with extensive experience in public/private infrastructure projects. Ira, along with another senior partner at Goodmans, is leading the legal team for Ontario Lottery and Gaming Corporation's modernization of gaming and lottery in Ontario.

Ira also led the legal team for the private sector development of the 2015 Pan/Parapan American Games Athletes' Village project. He was one of three principal lawyers at Goodmans involved in the structuring, negotiation and documentation, on behalf of the Province of Ontario, of the C\$1 billion toll road project known as Highway 407.

Ira has been recognized as a leading PPP & infrastructure/project finance lawyer by Chambers Global and IFLR 1000 and is recognized in the Lexpert Special Edition on Canada's Leading Infrastructure Lawyers in the Globe & Mail's Report on Business Magazine.

[iberg@goodmans.ca](mailto:iberg@goodmans.ca)

### Lisa Stadelbauer, Director General, Pan-Africa Bureau, Global Affairs Canada

Lisa Stadelbauer is a career diplomat with 25 years in the Canadian Foreign Service. Ms. Stadelbauer joined External Affairs and International Trade Canada in 1990. Her first assignment abroad was in 1992 to Tel Aviv, and she later served in Hanoi as Counselor, then in Oslo as Counselor and Consul.

In Ottawa, she worked with the India, Bangladesh, Burma, Nepal and

## PRESENTER PROFILES continued

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Bhutan Desk, the Middle East Peace Process Coordination Group and the United Nations and Commonwealth Affairs Division.

She was director of the Eastern and Southern Africa Division and deputy to Canada's Africa Personal Representative to the G-8 before her appointment as Ambassador of Canada to the Republic of Zimbabwe, with accreditation to Botswana and Angola a role which she held from 2011 through 2015.

Ms. Stadelbauer is currently Director General leading the Pan-Africa Bureau within Global Affairs Canada.

[lisa.stadelbauer@international.gc.ca](mailto:lisa.stadelbauer@international.gc.ca)

**Peter Braid,**

**Head of Global Business Development, Athena Software**

Peter Braid resides in Kitchener. Peter has a diverse background in the public, private and not-for-profit sectors. He was the Member of Parliament for Kitchener-Waterloo from 2008-2015, and served as Parliamentary Secretary for Infrastructure from 2013-2015. As Parliamentary Secretary, Peter supported the roll-out of the federal government's New Building Canada Plan (NBCP).

As a Member of Parliament, Peter took a leadership role in finding ways to support the charitable sector through national policy change. His work led to a comprehensive study at the Finance Committee, and the eventual creation of the First-time Donor's Super Credit (FDSC).

Peter is currently the Head of Global Business Development at Athena Software, where he is responsible for sales and client management in a number of territories including Europe, Africa and the Middle East. Based in Waterloo, Ontario, Athena Software provides case management software to government departments, health and social service agencies and social profit organizations in Canada and around the world. Peter has a passion for international development, and also loves to travel. [peter.braid@athenasoftware.net](mailto:peter.braid@athenasoftware.net)

**Ron Clark, Representative, Canada Africa Power Alliance and Partner, Aird & Berlis LLP**

Ron Clark is a partner and a member of the firm's Corporate/Commercial Group and Energy Team. Ron's corporate/commercial practice includes advising corporations, financial institutions, municipalities and individuals on commercial agreements, asset and share purchase transactions, mergers and acquisitions, private placements and secured lending transactions.

Ron's energy practice has involved counselling stakeholder groups, retailers, distributors and generators on legislative and policy matters relating to electricity markets. He has been involved in electricity restructuring in Iraq, Saudi Arabia, Ghana, Albania, Macedonia and the Regional Southeast European market.

Ron previously served as a diplomat with the Canadian Department of Foreign Affairs and International Trade, with postings in Ottawa and Brussels. [rclark@airberlis.com](mailto:rclark@airberlis.com)

**Raymond Conway, Managing Director, The Stillwaters Group**

Raymond has spent the past 25 years working on debt and equity investments in emerging markets, including a number of significant transportation and power Public Private Partnership (PPP) financings. Raymond has been engaged in PPP transactions from a variety of perspectives. In addition to participating in the structuring and arranging of such financings, Raymond has worked with Governments on the introduction of international best practice PPP Legislation and with off-taking, state-owned entities in adopting and implementing transparent and open procurement processes. [raymond.conway@stillwatersgroup.ca](mailto:raymond.conway@stillwatersgroup.ca)

**Martin Doble, Global Managing Director, Infrastructure, Hatch**

Dr. Martin Doble joined Hatch in 1997. Prior to his current role as global managing director for Hatch's infrastructure business, he led the management consulting practice and Iron & Steel business unit. Dr. Martin Doble was originally an academic specialist in international affairs before moving into strategy consulting in the U.K. After devel-

oping an interest in the iron and steel industry, he became a founding partner of Beddows & Company, the specialist iron and steel and metals-focused strategy consultancy. In 1997 Beddows and Company was acquired by Hatch and he undertook responsibility for managing and increasing Hatch's consultancy services across the metals and mining industries. [mdoble@hatch.ca](mailto:mdoble@hatch.ca)

**John Foster, International Petroleum Economist**

John Foster is an international petroleum economist, who has worked on staff of the World Bank, Inter-American Development Bank and two oil companies, BP and Petro-Canada. He has analysed energy sectors in numerous countries around the world. His latest research and writing focus on petroleum and conflict. Geopolitics and petroleum rivalry feature in Iraq, Syria, Libya, Ukraine, Afghanistan and elsewhere. Recently he spoke across Canada on this theme, sponsored by the Canadian International Council. [johnfoster3@sympatico.ca](mailto:johnfoster3@sympatico.ca)

**Bob Griesbach, Director, Energy Consulting, Hatch**

Bob is Director, Energy Consulting for Hatch Management Consulting. In this role Bob is responsible for policy, strategic and operational assignments for power and other energy sector clients including those on integrated power supply plans, power system planning, cost of service and tariff analysis, feasibility, electric power sector restructuring, due diligence, valuation, market assessment, economic & financial analysis and energy efficiency improvement. His client list includes major electric utilities, regulatory and government agencies, IPP developers, private investors, investment funds and large energy users as well as international financing agencies such as the World Bank. Bob has worked frequently in Africa and has recently completed a long-term power plan for the Government of Namibia.

[robert.griesbach@hatch.com](mailto:robert.griesbach@hatch.com)

**Hakan Gunay, Assistant Vice President, West Africa, CPCS**

Hakan Gunay has extensive international experience in project finance. In his professional life that spans over a period of more than 20 years, he has gained a deep understanding of financial analysis and modeling, valuation, investment appraisal, contract drafting, review and negotiation, due diligence and different modes of privatization in the infrastructure sector. He worked in Turkey, Belgium, Saudi Arabia, Bahrain and United Arab Emirates before joining CPCS in Canada. He worked on numerous projects in Europe, Africa, the Middle East and Asia. He holds an MBA degree from Cass Business School, City University, UK, where he studied as a British Council Chevening Scholar. [hgunay@cpcs.ca](mailto:hgunay@cpcs.ca)

**Nathaniel Lowbeer-Lewis**

Nate is the Managing Director of Development for CDIL. CDIL is the investment arm of CPCS, a global management consulting, and is focused on developing renewable energy infrastructure in Africa. Nate has spent the last five years working in the energy sector and has been involved in the development of over 300MW of large-scale, grid connected renewable energy projects across Africa. Nate has a BA in Political Science from McGill University, an MA in International Affairs from The Norman Paterson School of International Affairs at Carleton University, and an MBA in finance from Cambridge University. [nllewis@cdevint.com](mailto:nllewis@cdevint.com)

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Sean Morley is a partner in Fasken Martineau's Toronto office. Sean's practice focuses on project finance transactions, public private partnerships and infrastructure development. Sean regularly advises lenders and contractors on all aspects of projects and project finance in the infrastructure sector. Recent projects on which Sean has played a key role include transportation, transit, government and social infrastructure projects (such as hospitals, educational facilities, the Pan Am Athletes Village, and courthouse, detention and policing facilities) across Canada and in the United States. Prior to joining the firm, Sean

## PRESENTER PROFILES continued

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was Executive Assistant and Senior Advisor to the President and CEO of the Ontario SuperBuild Corporation, the predecessor organization to Infrastructure Ontario, bringing a detailed knowledge of government, the policy development process and public policy. Sean also advises individuals and organizations on how to interact ethically with government and is a recognized expert on Ontario and Canada's lobbying reporting laws. [smorley@fasken.com](mailto:smorley@fasken.com)

**Frank Mugenyi, Senior Industry Advisor,  
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Mr. Mugenyi previously worked as an Industry Expert and Senior Economist for a number of Organisation including the United Nations, The Common Market for Eastern and Southern Africa (COMESA) and other private Organisations.

Prior to this Mr. Mugenyi held various high level positions in various institutions both in the United Kingdom and Africa mainly in, trade and industrial policy, value chain analysis and strategy development, private sector development etc and has an experience of over 20 years in developing countries relevant fields. He holds a Bachelor of Science and a Master's Degree in Development Economics from the University of London, School of Oriental and African Studies (SOAS) and various International and Post Graduate Certificates including a one in Science, Technology and Innovation Policy from Harvard University. [mugenyif@africa-union.org](mailto:mugenyif@africa-union.org)

**Dr. Fred Olayele, President, Global Economic Institute for Africa**

Dr. Fred Olayele is a global business strategy consultant, senior policy expert and infrastructure specialist. His diverse career spans banking, government, management consulting and academia across Africa, Europe and North America. Much of his work examines the complex intersection of economics, business strategy and public policy. A senior expert on a number of Canadian federal/ provincial/territorial working groups associated with energy, natural resources, infrastructure and climate change issues, Dr. Olayele has worked for the Canadian Provincial Governments of British Columbia and Saskatchewan in the Energy, Economic Development, Strategy, Competitiveness and Economic Analysis Departments. Prior to that, he was a professional banker with the Global Trade Division of Citibank in Nigeria. An avid strategy advisor, he sits on the Board of the Canada-Nigeria Chamber of Commerce; he is a member of the Editorial Advisory Board of the Nigerian Economic Summit Group. An Adjunct Professor with the Sprott School of Business at Carleton University, he teaches Regional and Global Business Strategies in the MBA program. A certified Project Management Professional (PMP), he graduated with First Class Honours in Economics and holds a PhD in the same discipline.

**Stephen Pincus, Partner, Goodmans LLP**

Stephen Pincus is a member of Goodmans' Executive Committee, head of one of the firm's Business Law Groups, and Chair of its REITs and income securities practice. He has an extensive practice in mergers and acquisitions, corporate and project finance, private equity, corporate governance and international transactions.

Stephen has played a pioneering leadership role in the development of: Canada's real estate capital markets; the country's seniors housing sector; and numerous structures for cross-border IPOs and other financings for a broad range of businesses and assets.

He is recognised as one of Canada's leading practitioners by numerous legal publications. Stephen founded The Canada-South Africa Chamber of Business (now The Canada-Africa Chamber of Business) in 1994. [spincus@goodmans.ca](mailto:spincus@goodmans.ca)

**Bruce Shapiro, President,  
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Bruce Shapiro is President of A.P.O.C. Inc., a management consulting practice, which provides business development and business acceleration services both in Canada and internationally across a diverse

set of industry sectors. Bruce has worked in senior executive positions with some of the largest retailers, real estate and finance houses in Canada and South Africa. He has also owned and operated businesses in several sectors.

Bruce is President of The Canada-Africa Chamber of Business, and President of MineAfrica Inc. the leading platform for African mining companies, governments and service providers to get their message out to Africa friendly investment audiences in Canada and London U.K. [bshapiro@canadasachamber.com](mailto:bshapiro@canadasachamber.com)

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Thys is a mining sector specialist with business and corporate development expertise and experience gained within the industry, investment banking experience gained in key global mining financial markets and an achieved transaction track record involving sponsors and assets in the world's global mining financial centres, developed and emerging markets. He started his career in South Africa with Gencor, a predecessor company of Billiton plc, and moved to the UK in 1998 in a role focused on business development and M&A. Following the merger with BHP to form what is now the world's largest mining company, Thys moved into investment banking. After 8 years with Standard Bank London he left as Head of Mining and moved to Toronto to join the Global Mining Investment Banking team of CIBC World Markets. A move into a more technically focused role followed and he is currently Vice President, Business Development for Ausenco, an engineering company providing consulting, project engineering, design and delivery, as well as asset management solutions to the resources, energy and infrastructure sectors. [thys.terblanche@ausenco.com](mailto:thys.terblanche@ausenco.com)

**Thomas J. Timmins, Chair,  
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Thomas serves as a board member of the Canadian Solar Industries Association (CanSIA), as a member of the United Nations Environment Programme Finance Initiative (UNEP FI) Greenhouse Gas Protocol Working Group and as a member of the Federal Caucus of Energy Storage Ontario. He also serves on several other public, private and social sector boards, and is a leading thinker on renewable energy project development, project finance, renewable energy policy, energy storage and demand response technologies.

Thomas has led several of Canada's most significant renewable energy sector transactions, and regularly acts for a wide range of Canadian and foreign corporations, government agencies and financial institutions in LATAM, Asia, Africa and the Middle East. He appears regularly in national and international news media and is regularly quoted in leading publications such as The Economist and The Globe & Mail. [thomas.timmins@gowlingwlg.com](mailto:thomas.timmins@gowlingwlg.com)

**Justin Woodward,  
Co-founder and Chief Development Officer, JCM Capital**

Justin has been primarily responsible for leading expansion of JCM's international presence through partnerships and co-development opportunities, primarily in Africa, Mexico and other emerging solar markets. Justin leads JCM's development efforts in Nigeria, where JCM is developing a pipeline of approximately 500 MW.

Prior to his career in the renewable energy industry, Justin was involved in various aspects of the financial industry including fundraising, sales, and investment analysis and research. He previously worked at various private equity institutions where he led the due diligence process for deals with a combined value of over CAD\$45 million. In his previous role, he was integral in the launch of a Structured Finance Fund and helped coordinate activity that led to the capital raise of over CAD\$700 million. [jwoodward@jcmcapital.ca](mailto:jwoodward@jcmcapital.ca)