



## High Value Opportunities Programme

# UK OFFER FOR MINE AND MINE RELATED INFRASTRUCTURE DEVELOPMENT

## GUINEA INVESTMENT FORUM

24<sup>th</sup> February 2016





## HVO programme objectives

- **2020 Export Drive**
- Identify the most lucrative projects globally
- Bring together the project team
- Develop strategy for access
- Build relationships with key players
- Collect and share key information
- Support UK access





## What is an HVO?

- Large scale overseas capital expenditure project;
- Total project value greater than £500m
- Accessible project value greater than £250m
- Project that would benefit from UK Government support
- Project that attracts/highlights UK capability in a specific sector





# HVOs range in size, sector, complexity and route to market

Oil & Gas



Nuclear



Water & Environment



Mining



Airports



Marine



Rail



Healthcare



Sports Infrastructure



Construction





## GUINEA COUNTRY HVO

- **Recognition of the \$45bn of potential mining investment** – Blessed with some of the worlds best mineral assets in bauxite and iron ore.
- \$17bn Simandou (Rio Tinto - Iron Ore)
- \$5bn EGA Bauxite and Alumina Smelter
- Alufer, CBG, Rusal, CBG, AMC Bauxite, Anglo African Minerals
- All need enabling infrastructure or expansion



## Key Areas of Focus

### **ENERGY**

- Hydro Dam offer – focused on Souapiti Dam seeking to promote UK expertise in areas such as construction and project management, displacement planning and implementation.
  - Promotion of run-of river schemes where UK companies have over a century of expertise
  - Energy solutions using cogeneration plants and HFO and gas turbines
  - Rapid deployment of temporary power solutions
  - World class expertise in distribution and transmission networks advising Governments across Africa
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## Key Areas of Focus

### **ECONOMIC DEVELOPMENT CORRIDORS**

- Discussions with IFC, World Bank, DFI's around the development of economic development corridors such as those created by Simandou and the NW bauxite region
  - Particularly looking at bauxite region where UKTI hope to be part of a focus on how to limit finance for the maximum benefit by looking at shared infrastructure development
  - Mine construction, road, rail and port and economic planning
  - Where can HMG get involved including opportunities for our ECA, UK Export Finance
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## Key Areas of Focus

- Tax and customs capacity building
  - Tank farm, design, construction and distribution
  - Skills training and local content provision
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## Finance

Promoting all aspects of the UK professional services and financial markets including:

Transaction Advisory, Economic Analysis, London Stock Exchanges, London Metal Exchange (Hedging), Infrastructure Finance (incl. PPP), Bond Market, Mezzanine Finance, Banking, Private Equity, Insurance

UK Export Finance



## UK Export Finance

- UK Export Finance is the UK Government Export Credit Agency (oldest ECA in the world)
- Variety of Insurance, Equipment Finance and Bank Guarantee solutions

### **TWO USP'S**

- Direct lending
- UK content as low as 20%

Delivers solutions to financially engineer multi donor finance streams



## Summary

- Mining development requires infrastructure
- Infrastructure development needs mining
- UKTI focused on promoting UK expertise across the full mine and economic development infrastructure
- UK is the route for finance into Africa



## Contact Details

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