

Results Report

**ETHIOPIA RAILWAY
SUMMIT 2018**



CHINA AFRICA
ADVISORY
connecting the dots

Thank you

The 1st "Ethiopia Railway Summit" was successfully held in Addis Ababa from 17 to 18 September 2018. 91 delegates from 19 countries, representing 47 different governmental institutions, multilateral organizations and private companies took part in the rich presentations and discussions about current and future opportunities in Ethiopia's striving railway sector. The Summit fully met its objective of providing a first-of-its-kind platform for international railway technology companies, investors and financial institutions to engage with Ethiopian decision-makers and technical experts on concrete cooperation possibilities.

33 domestic and international private companies benefited from first-hand information on Ethiopia's railway sector and emerging business opportunities through the country's new public-private partnership policy and privatization efforts.

H.E. Semegn Wube, State Minister, Transport and Communications Sector at the Ministry of Public Enterprises, Ethiopia, opened the Summit saying that it takes place "at an opportune moment as we are moving towards privatization of major enterprises and new forms of partnership in the railway sector", inviting participating companies to become a part of Ethiopia's fast-growing railway sector.

Subsequently, Dr. Birhanu Beshah, CEO, Ethiopian Railways Corporation, highlighted the great achievements of Ethiopia's first light rail transit system in operation in Addis Ababa since 2015 and first cross-border electrified standard gauge railway line connecting Addis Ababa to the Port of Djibouti since 2017.

Each of the two Summit days featured two thematic sessions in the morning, followed by One-2-One meetings in the afternoon. A total of 86 One-2-One meetings were held in the course of the Summit.

On the first day, the two thematic sessions provided information on doing business in Ethiopia, the country's new PPP policy, interlinkages between Ethiopia's railway vision and its industrialization strategy as well as first-hand insight on on-going and up-coming railway projects, including in the areas of the national railway network, extension of the Addis Ababa light rail transit system and transit-oriented development projects, logistics parks and the national railway academy.

On the second day, the thematic sessions highlighted examples of successful international cooperation in Ethiopia's railway sector as well as different modalities and opportunities for railway project financing.

On both days the scheduled one-on-one discussions lead to a number of interesting insights and have been widely appreciated by the participating companies and institutions alike.

A special thanks to our sponsors: Yapi Merkezi (Gold Sponsor), Trade and Development Bank (Silver Sponsor), Afreximbank (Bronze Sponsor), China Communications Construction Company (Bronze Sponsor), Development Bank of Southern Africa (Bronze Sponsor) and EPTISA (Bronze Sponsor) as well as the Chairs of the thematic sessions: Mr. Alper Cebeci, Testing and Commissioning Chief, Yapi Merkezi; Mr. Reinhard Fitz, Director International Business Development, Doppelmayr; Mr. Daniele Gambirasio, Associate, BonelliErede; and Mr. Eyob Easwaran, Lender Transaction Advisor, Trade and Development Bank. Also, thanks to the exhibitors Doppelmayr, Smiths Detection and voestalpine VAE SA.

RDN GLOBAL and The China Africa Advisory team also wants to thank the Ethiopian Railways Corporation for the excellent support as well as all presenters and participants for their great contributions and active engagement.

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“It was a very positive experience, useful for my activity and responsibilities in my company. Very well organised. Congratulations for this event.”

José Honrado
International Director, Coba-Consultores de Engenharia e Ambiente, SA



HE Semegne Wube,
State Minister Ministry
of Public Enterprises

Dr Birhanu Beshah
ERC CEO



Mrs Tusekile Kibonde, Resident Underwriter
Tanzania, African Trade Insurance Agency

“A huge eye opener for future opportunities.”

Amanuel Teshome Kebede

Principal, ATK Building Investments Plc



Mr. Soteri Gatera, Chief of Infrastructure and Industrialisation, United Nations Economic Commission for Africa



33 domestic and international companies engaging in discussions

33

More than 91 delegates from different sectors attended the Summit

91

86 private one-2-one meetings facilitated between decision-makers from government, companies and financial institutions

86

**Significant
Data**



“Very well organised conference. The most striking feature is that we got the opportunity to have meetings with the Government Ministries and make decisions. It was impressive that all the sessions run according time. Very worthwhile conference.”

LOHR UK Limited
Director, Justin Michau



Mr Edward Hartung, Oracle and Mrs. Catherine Mutonyi, Commercial Operations Leader SSA, General Electric Africa



Mr Alexander Demissie, Founding Director, The China Africa Advisory.

“The event is an excellent forum to bring together technical expert companies, finances and Government officials. Such forum is critical to make live infrastructure projects through public private partnership (PPP’s).”

Getu Jemanah
Tax Partner, HST Consulting PLC



HE Dr Eng. Seleshi Bekele, Minister of Water, Irrigation and Electricity and Board Chairman of ERC).



Mr Murat Ocal, Ethiopia
Country Manager, Yapi Merkezi

Participant Countries:

Burundi
Côte d'Ivoire
Egypt
Ethiopia
Kenya
Nigeria
South Africa

Africa

Canada
USA

Americas

China
India
Turkey

Asia

Austria
France
Germany
Italy
Portugal
Spain
United Kingdom

Europe



“A very well organised summit in attendance where the key industrial/sectorial stakeholders especially the Government. I am very impressed and congratulations.”

Tusekile Kibonde
Resident Underwriter, Tanzania
ATI African Trade Insurance Agency



Mr. Murya Norman, Senior Economist,
LAPSSET Corridor Development Authority.



Mr Daniele Gambirasio, Bonelli Erede

“RDN GLOBAL runs their events in a well -coordinated and seamless manner. Sessions are keeping to time allocated and meet the desired objectives.”

Paul Mojalefa
Business Development, ECIC Export Credit Insurance Corporation, South Africa



Dr Teshome Tafesse,
General Director PPP Directorate.



Mr Mohammed Khairah Robleh,
Djibouti Railways

Companies from 19 countries
from almost all continents
were present

19

20 presentations held with
first-hand information on
success stories, opportunities
and financing in Ethiopia's
railway sector

20

There was a total of 8 round
tables with the most important
public organizations from the
rail sector

8

Significant Data

Sector Profile

Consultancy	18%
Finance	15%
Construction	12%
Railway Technology	12%
Transport System	12%
Technology/ Engineering	10%
Insurance	9%
Detection Technologies	6%
Legal Sector	6%



“It is a super class railway event which brought together all relevant Government and business entities for a very informative discussion, presentations and B2B sessions. Well done!!!”

Fassikaw Molla
Dir. Cooperate Governance, Ministry of Public Enterprises

“The inaugural Ethiopia Railway Summit affirmed the need for the railway network in Africa and more critical the role of private sector being a significant participant.”

Muraya Norman
Senior Economist, Lapsset Corridor Development Authority



Participants Profile

Government	37.36%
Manager	19.78%
Director	6.59%
General Manager	5.49%
Country Manager	3.30%
Managing Director	3.30%
CEO	2.20%
Founding Director	2.20%
Commissioning Chief	1.10%
Partner	1.10%
Principal	1.10%
Other	16.48%

