## What makes a project successful?

- Appropriately placed political champion
- Support/buy-in from the labour unions and pressure groups
- Project falls within an existing master plan/ framework
- No political contention/Federal vested interest in assets



- Brownfield vs Greenfield Brownfields are easier to take forward e.g concession and initial investment outlay is lower
- Existing institutional framework
- Regional Impact (Socioeconomic and
- environmental risks: resettlement Action Plan (RAP), Environmental and Social Impact Assessment (ESIA)) Land availability

- · Project scale: Small scale/phased project
- ROI: financially viable/profitable based on metrics e.g NPV, IRR and payback period
- . Adequate market demand for the infrastructure
- · Adequate existing support infrastructure
- No parallel infrastructure required



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