- Efficient early-stage screening and advisory of project proposals can improve chances to receive construction finance quicker and guarantee successful operations. The pre-development stage is especially important and may include preparation of a pre-feasibility study.
- A key factor to consider at the project preparation and planning stage is a clear project definition - identifying the need or justification of the project and the expected outcomes.
- It is important that feasibility studies are prepared accurately and to a high standard. It is estimated that 80% of infrastructure projects fail at feasibility (McKinsey, 2020).

- Effective early-stage screening.
- Developing SMART, compact and replicable project cycles is necessary to accelerate the planning, design and implementation of scaled-up quality projects. SMART project cycles mean infrastructure development processes that set Specific, Measurable, Attainable, Relevant and Time-bound goals.
- Identify priority projects via master plans / policy documents.
- The private sector is more likely to invest in existing assets with a track-record of financial viability rather than new projects laden with upfront costs and a i-e Speee Relœe e e ; pi

- Identify strong proje[illegible] sponsors and pr[illegible]ect champions can be pivot[illegible] n driving p[illegible] from concept to com[illegible]on.
- The African Union Development Agency (AUDA-NEPAD) designed a project screening and advisory tool called the PIDA Quality Label (PQL) as part of the Service Delivery Model (SDM) - The objective is to shorten the time needed to get from project proposals through to fi[illegible]

- Land acquisition and resettlement affect people’s livelihoods such as the loss of assets, job security, food security and economic conditions.
- During this phase, projects may experience delays largely due to weak legal frameworks in land ownerships, disagreements for resettlement and compensation with local populations, as well as political crises.
- Identify Requirements and conditions for compensation depending on standards set by funding organisations.

- The proactive management of land acquisition and resettlement issues in the early project stage can in fact provide significant development opportunities for affected populations and create better outcomes for displaced and host communities.

- Keeping various stakeholders continuously engaged during the infrastructure development is therefore critical for building awareness and consensus for the effective and efficient implementation of projects, while mitigating potential risks of conflict throughout the infrastructure life cycle that could cause delays.

- Acquisition of necessary licenses, permits and authorisations required to develop the project.

- Competent and committed project proponents / shareholders.
- Creditworthy shareholders / project proponents.

- Public sector support for the projects.
- Public sector track record in implementation of transport projects

- Contact with potential financiers.
- Establish the project financial structure.
- Identify the nature and scale of all the project risks.
- Define the balance between government support and provisions (such as defined tariffs) to secure specific government objectives.
- Allocate risks between government and the concession company.
- Tariffs close to revenue-maximizing, and with an appropriate tariff escalation formula that allows potential revenues to be captured over time, for the main vehicle classes.
- Projects with an existing income stream, e.g., from an existing estuarial crossing/tunnel, or an existing pla t

- A project that has been well prepared — in technical terms, in securing planning consents and in proving the feasibility of land acquisition — thereby reducing implementation risks.
- A large project, which recognizes the high fixed bidding costs associated with BOT projects.
- Create investor friendly policies.
- Show commitment to policy, and harmonise policies i.e. policies should point in the same direction.
- Development, within government, of an effective transport strategy and project identification process.

- The success of attracting private finance for infrastructure depends on reducing perceived risks. This can be addressed in part through donor-provided risk capital and insurance (Collier and Cust, 2015).

- Particularly in the case of PPPs, it could support th egotiation stage by linking up w up u

- Input supplier agreement.
- Guarantee from multilateral investment agency.
- Direct agreement.
- Catastrophic risk.
- Arbitration.