

# GTR AFRICA 2020



*Imagining the Africa of the future*

#GTRAfrica

Cape Town, South Africa  
March 11-12, 2020

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# GTR AFRICA 2020

**GTR Africa returns to Cape Town on March 11-12, 2020 for the definitive event in African trade and infrastructure finance, set to welcome over 400 delegates all keen to discuss the unrivalled business opportunities found on the continent.**

2020's instalment comes to you with a renewed tone of optimism and positivity, reflecting the many exciting opportunities available across Sub-Saharan Africa. Rather than reflecting on shortcomings and accusations of pessimism, the programme will adopt a positive and proactive approach to addressing the many challenges faced, with extra emphasis on problem-solving and what more needs to be done to achieve a future 'trade utopia'.

Take advantage of the opportunity to hear from a wide range of experts, including corporates, banks and alternative financiers, government bodies and various other actors all involved in the exciting world of African trade, as well as unrivalled chances to network and enjoy the beautiful setting of Cape Town!

*"Excellent platform for networking with stakeholder in the trade space from all over the world!"*

**C Mtesigwa, Elements Limited**

*"This conference is absolutely essential for business leaders around the globe."*

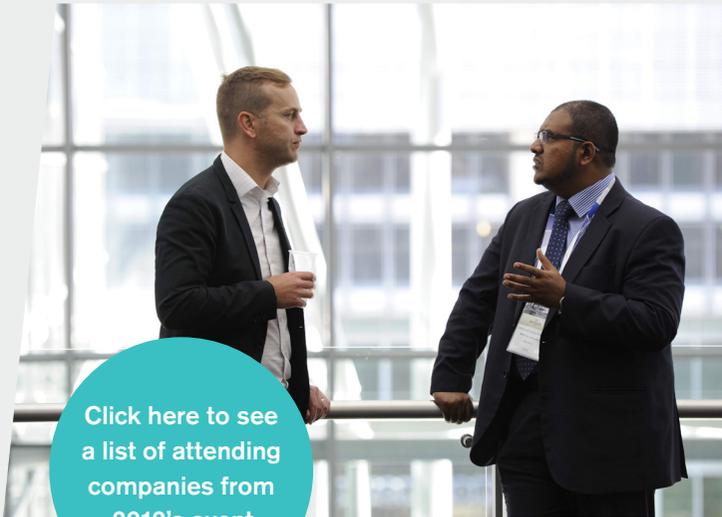
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## GTR Connect

Once registered, log-in to **GTR Connect** to network with fellow delegates, download event materials and more.



Click here to see a list of attending companies from 2019's event

### Venue Details

**Venue:** Cape Town International Convention Centre, Hall 8 (level 2), Cape Town, South Africa

**Tel:** 02087723006

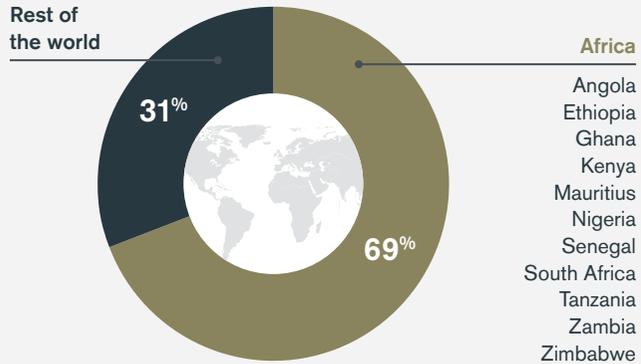
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Official conference hashtag: #GTRAfrica



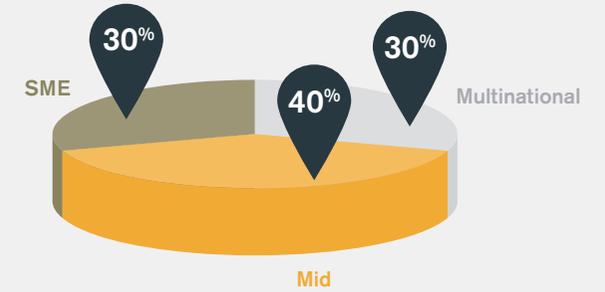
### Attendees by region in 2019



### 3 reasons to attend in 2020



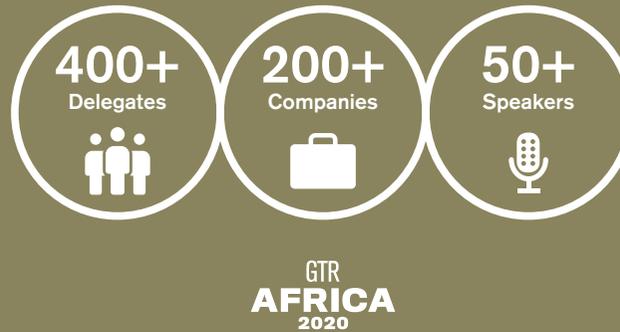
### Company size breakdown in 2019



### Exhibitors in 2020



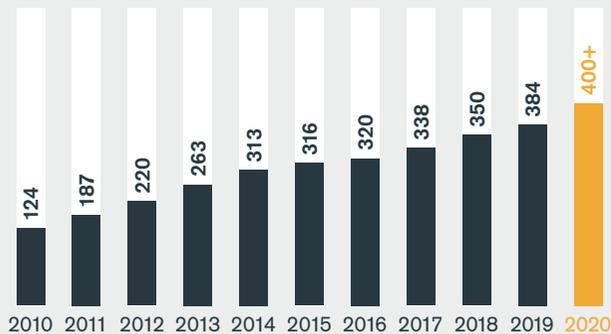
### What to expect in 2020



### Attendees by sector in 2019



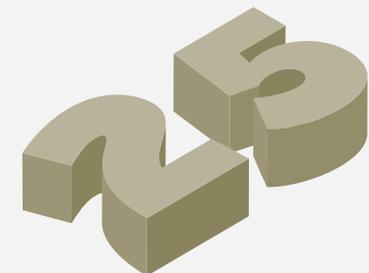
### Year-on-year delegate increase



### Top 5 themes in 2020



### Countries represented in 2019



## Day 1: Wednesday, March 11, 2020

### Morning plenary

#### 09.00 Chairman's opening remarks

Nastassia Arendse, Journalist & Broadcaster

#### 09.10 Keynote: Thriving in an era of change

This opening keynote session will provide a futurist perspective on the current era of disruption in the Africa trade and banking sectors and the need for business models to evolve in order to meet and service the needs of a changing demographic. Talking points will include the importance of a future-focused vision and strategy in order to ensure sustainable and profitable growth, the behavioural changes required to meet evolving client needs and how global and pan-African trends are presently shaping the current landscape.

Nnamdi Oranye, Founder & CTO, The Disrupting Africa Encyclopedia

#### 09.55 The big question: Can Africa ever be free to trade?

Much has been made of the efforts by African countries to spurn protectionism and embrace intra-regional trade, with strong country uptake of the African Continental Free Trade Area (AfCFTA) going against the grain of markets such as China, Mexico, Turkey, India and most significantly the US. However, scepticism still reigns over such efforts, with Nigeria's recent claims that some of its neighbouring countries are in violation of AfCFTA export procedures (also supported by the IMF) raising questions over just how effective in the long-term the area can be, not least when bordering countries have a long history of trade disputes. The session will also pose the question – what near-term opportunities can AfCFTA bring?

**Moderator: Shannon Manders**, Editorial Director, Global Trade Review (GTR)

**Robert Besseling**, Executive Director, EXX Africa

**Georgette Adonis-Roberts**, International Legal Counsel, Euro Exim Bank

**Banji Fehintola**, Senior Director & Head of Treasury & Financial Institutions, Africa Finance Corporation (AFC)

#### 10.40 Networking break



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### 11.15 Imagine an Africa where...

#### What could the continent's future look like?

*Recent attendees to the many recent GTR events focused on Africa would have heard frequent conversations around financing gaps, infrastructural bottlenecks and overdependence on commodities, even before you get into issues of political instability, regulation, bribery and corruption. Yet despite this Africa continues to present some of the most exciting opportunities in trade today. Rather than reflecting on shortcomings – and inevitable accusations of pessimism – this segment will take a much more positive and optimistic tone, debating key themes, sharing ideas and outlining potential solutions as to where the region could be in a few years' time with the right action taken.*

This section of the conference will kick off with an opening presentation from **Goolam Ballim**, Chief Economist, Standard Bank Group, offering a high level overview before a series of interactive sessions on key areas of interest.

**Moderator: Nastassia Arendse**, Journalist & Broadcaster

#### ...local African companies are able to move up the value chain (11.35)

Failure to add value to raw commodities before they are exported to other parts of the world has proved an enduring problem for African markets in sectors such as agribusiness and mining as local processing facilities struggle to compete and create opportunities for employment; factors such as limited credit and inputs, inadequate storage facilities, substandard ports and roads, limited access to buyers and insufficient bank appetite have all been deemed central to this. This session will consider what would be required to enable change, including:

- Improving local demand for crops both domestically and regionally to enable African countries to be more selective in their exports and build speciality brands
- Developing the trend of reverse integration with countries increasingly importing raw products for refining, processing and exporting to neighbouring markets
- Changing habits to improve local consumption of end products, creating alternative markets and giving power back to producers when pricing or demand is low
- How FTAs can provide the framework for building cross-border value chains, linking together production and consumption back down the chain to farmers

**Belinda Dreyer**, Legal Principal Marketing, Anglo Operations

**Mandy Rapson**, Consultant, SMME Development, Avocado Vision

**Amin Manekia**, Group Executive Corporate & Investment Banking Head, Ecobank

#### ...ease of doing business is much improved with key barriers eliminated (12.15)

The challenges faced for companies doing business in Africa are well documented, with hurdles such as liquidity, bankability, infrastructure and corruption highlighted. Issues over access to hard currency and ease of repatriating funds from African countries cause frequent headaches for businesses, whilst the continent's infrastructure needs are projected as being as high as US\$170bn per year. So what can be done to improve this? This session will look at some of the potential solutions, including:

- Examining where the greatest economic activity is and which sectors have the strongest potential growth going forward
- Improving the operating environment with an important role for the logistics sector in offering greater regional trade integration
- Looking at notable examples of diversification and a heightened role for areas such as manufacturing and financial services
- Highlighting the role that technology can play in this in enabling greater access to information and alleviating KYC concerns
- Considering what more needs to be done to improve the number of bankable projects available in the market

**Thea Fourie**, Senior Economist, Sub-Saharan Africa, Economics & Country Risk, IHS Markit

**Antonella Da Cunha**, Group Risk Manager, Capespan

**Russell Brown**, Global Head, Trade Finance Financial Institutions, Deutsche Bank

**Linda Sadler**, Executive Manager, Barak Fund Management

**Onyebuchi Memeh**, Head of Trade South Africa & Southern Africa, Standard Chartered Bank

#### ...energy dependence is alleviated enabling greater self-sufficiency (12.55)

The issue of energy dependence is truly a pan-African one; despite being home to 15 per cent of the world's population, Africa only accounts for 1/20 of global energy use, with energy consumption per capita three times lower than the global average. Whether you're referring to Nigeria's much vaunted Dangote refinery, South Africa's new energy plan, oil and gas infrastructure development projects in East Africa or the wider future of renewables, there is much to discuss and consider. This interactive video presentation will explore these exciting potential opportunities and consider what more needs to be done in the pursuit of energy 'utopia'.

**Keri Leicher**, Director, EXX Africa

#### 13.15 Lunch

**Stream A: Problem-solving breakout**

**Chair:** Gabriel Buck, Managing Director, GKB Ventures

**14.20 Classroom-style breakout: ‘Don’t give me problems, give me solutions’**

In line with the more proactive tone to be struck this year, this stream will highlight and target a series of problems and issues within the market, outlining them before asking those presenting the problems to oversee audience-led groups considering how best to solve them. Following the breakout groups, experts will be asked to summarise findings and determine proposed future strategies for achieving growth.

**Problem 1. How low could CIRRs eventually go?**

Are they good for buyers/borrowers? Could they risk crowding banks out of export finance? Are they a way to overcome a classical debt overhang cycle?

**Led by** Gabriel Buck, Managing Director, GKB Ventures

**Problem 2. Concessional lending**

Blurring the lines between tied ECA support and untied multilateral/DFI support as a market trend

**Led by** Chris Bonnett, Projects Director, Africa, GE Healthcare

**Problem 3. Local currency financing**

Could long term local currency facilities funded on a short-term basis be the solution?

**Led by** Jules Samain, Regional Director, West & North Africa, GuarantCo

**Problem 4. Working with sovereign borrowers**

Primary challenges, common factors and variables, range in tenor appetite, support from ECAs and DFIs, key lessons learned

**Led by** Angelica Adamski, Board Member, Svenska Aerogel & Faruq Muhammad, Managing Director, Structured Export Finance, Standard Chartered Bank

**15.20 Case study: Leveraging export finance to address the Sustainable Development Goals (SDGs) financing gap**

The SDG financing gap is a well-covered issue across African markets, with various reports and papers having been published on potential ways of closing this gap. This informative session will reflect on how the export finance market could help close part of that gap by attracting ‘impact investors’ as sources of additional liquidity in a market traditionally dominated by banks and how banks can help crowd-in new investors to the export finance ‘asset class’. The session will also cover working alongside export credit agencies, the role of DFIs and the importance of establishing common evaluation criteria in order to attract further sources of institutional funding.

**Moderator:** Inal Henry, Head of Export Financing, Investment Banking, Rand Merchant Bank

**Hussein Sefian**, Founding Partner, Acre Impact Capital

**Chris Mitman**, Head of Export & Agency Finance, Investec

**Craig Weitz**, Principal, Export Credit Finance, Nedbank CIB

**16.00 Networking break**

**16.25 Rapid-fire review: What’s happening with the ECAs?**

This closing session will conduct a series of quick-fire 5-minute interviews with participants from various ECAs, targeting some of the key issues specific to their countries and markets. No chance to waffle here! The final part of the session will also be given over to answering various questions submitted over the sli.do system.

**Moderator:** Gabriel Buck, Managing Director, GKB Ventures

**Michele Dee**, Regional Head, Sub-Saharan Africa, Latin America & India, UK Export Finance

**Marie Aglert**, Director, Large Corporates, EKN

**Zhou Yi**, Senior Underwriter, Medium & Long-Term Insurance Underwriting Division, Sinore

**17.15 Close of Day One**

**followed by evening networking reception**

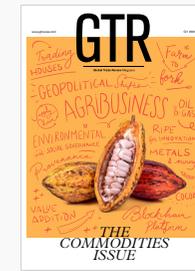
*“Provocative thoughts & ideas that give the participants a unique view of trading in Africa. Key event in my calendar to network, engage and learn more from others!”*

Antonella Da Cunha, Capespan



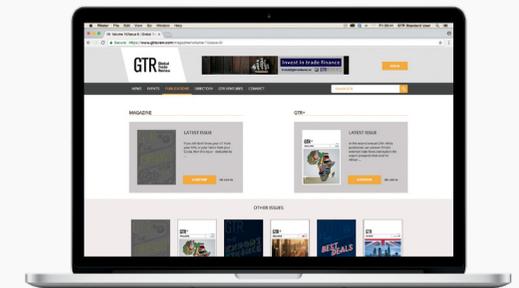
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**Stream B: Debating chamber**

This stream will incorporate a debate format whereby speakers will argue their viewpoints on key issues to an engaged room of participants. Strong arguments are encouraged!

**Chair: Nastassia Arendse, Journalist & Broadcaster**

**14.20 Is China's increased presence in Africa ultimately a good thing?**

China remains the single largest off-taker of African goods and products, having invested more than the combined contributions of the entire DFI community. Greater Chinese commercial activity brings with it huge opportunities with a shift away from traditional trade finance products and a movement towards other more innovative solutions, enabling greater access to working capital and cheaper sources of funding. But at what cost? With concerns over certain conditions and also over quality, this session will deliberate on both sides of the argument, as well as considering to what extent the West has been caught sleeping.

**Moderator: Simon Cook, Partner, Sullivan & Worcester UK**  
**Minos Gerakaris, Head of Trade Finance, Rand Merchant Bank**  
**Cem Erseven, Head of Commodity & Financial Services, EMEA, Cofco Resources**  
**Jinghao Lu, Executive Director, InnoLink Capital**  
**Parikshat Tulsidas, Senior Executive, Treasury & Markets, AfrAsia Bank**

**15.10 Has the dial moved sufficiently in the sustainability conversation?**

Something of a watchword for the industry, banks and corporates are increasingly looking to incorporate sustainable processes across their operations. But what does that mean in real terms? Are clients now asking banks for sustainability incentives with expectation of cheaper financing? Are banks now offering the sustainability label on deals both as 'virtue signalling' and as a competitive edge? What of the lack of actual standards? This session will debate this topic from varying perspectives, also considering the extent to which African markets can be expected to lead on what is a global issue. Themes will include:

- Specific sustainability requirements for international companies participating in global value chains: How they have evolved and what are the latest trends?
- How banks and other FIs help corporates in implementing sustainability requirements by offering sustainability-linked pricing to suppliers and buyers participating in SCF programmes

- Helping emerging market suppliers improve their ESG performance and meet the requirements of global buyers
- The extent to which independent certifications (Bonsucro, BSCI, Fairtrade etc.) can help emerging market suppliers to enter global value chains

**Moderator: Zhann Meyer, Head of Agricultural Commodities, Nedbank CIB**  
**Shona Tatchell, Founder & CEO, halotrade**  
**Andrey Gurevich, Global Product Head, Global Trade Supplier Finance, IFC**  
**Marc Harel, Head of Institutional Banking, The Mauritius Commercial Bank**  
**Aba Schubert, Co-Founder & CEO, Dorae**

**16.00 Networking break**

**16.25 The price of progress: Tracking evolution in the CMA market**

Regulatory challenges have highlighted the benefits of collateral management agreements (CMAs) in providing capital relief and offering increased comfort to lenders. Pressures placed upon profitability do not stop continual trade finance transactions; however, to many the traditional CMA is broken, with limited in-depth choice, increased chartering and storage costs and reduced insurer appetite alongside concerns over fraud, reporting and security; structured trade finance now tends to be more balance sheet-lending with trading houses and funds offering direct lending to off-takers. Despite these challenges, improvements in areas such as customs checks, new ports, evolving methods, better warehousing and logistics are key to advancing the market. This session will provide an in-depth summary of the current environment, offering case studies and suggestions as how best to grow and prosper.

**Moderator: Rupert Cutler, Risk & Insurance Consultant, Holtarka**  
**Dheerie Govender, Chief Executive Officer, Global Collateral Control**  
**Stewart Makura, Supply Chain Finance Head & Trade Commodity Finance, Sub-Saharan Africa, Citi**  
**Andrew Barr-Sim, Managing Director, Vallis Group**

**17.15 Close of Day One**

**followed by evening networking reception**

*"Panel discussions are world class with superb participants."*

**Graham Megaw, Hellmann**

*"GTR is impressive because they improve and remain current year on year."*

**Jill October, Standard Chartered**

**Featured events**



**May 6, 2020**  
London, UK

**GTR EAST AFRICA 2020**

**May 14-15, 2020**  
Nairobi, Kenya



**GTR ASIA 2020**

**September 8-9, 2020**  
Singapore

**GTR EUROPE 2020**

**October, 2020**  
Paris, France

**GTR SOUTHERN AFRICA 2020**

**October, 2020**  
Livingstone, Zambia



## Day 2: Thursday, March 12, 2020

### Morning plenary

#### 09.15 Fireside chat: Building sustainable relationships between Africa and the UK

This special interview-style session will seek to gain first-hand insight into the UK's plans, priorities and strategies for greater engagement on the continent, with UK companies being asked to look beyond "traditional capitalism" when working in African markets, focusing on job creation as well as the importance of financial inclusion in formalising informal trade flows. The conversation will also provide an update on the UK Africa Infrastructure Board and its work on a range of key projects.

**Sean Jordan-Kirwan**, Country Director, South Africa; Africa Director, Healthcare & Agritech, UK Department for International Trade *to be interviewed by Gabriel Buck*, Managing Director, GKB Ventures

#### 10.00 Market analysis: Have we seen more insurers driven to the continent?

The 2018 announcement of a \$US500 million AfDB credit insurance deal with the African Trade Insurance Agency (ATI) and Lloyd's of London was a move expected to drive more private credit insurers into Africa, enabling many more insurance companies to participate in financing African activities. This session will consider the extent to which such activity has had a demonstrative effort in encouraging more underwriters to 'take the plunge', whether Africa's credit insurance markets have been strengthened as a result, as well as asking if banks tend to follow the insurers rather than vice-versa when it comes to African risk. The session will conclude with our established 'deal or no deal' format, allowing participants to outline various scenarios and requirements, as a further test of insurer appetite for covering African risk.

**Moderator: Matthew Solley**, Managing Director, Structured Credit & Political Risk, Gallagher

**Oliver Wright**, Director, BPL Global

**John Lentaigne**, Acting Chief Executive Officer, African Trade Insurance Agency

**Boris Jaquet**, EMEA Regional Head, Distribution & Credit Solutions, Deutsche Bank

**Sarah Taylor**, Head of Political Risks & Structured Credit, Aon Risk Solutions

**William Limb**, Senior Underwriter, Financial Risk Solutions, Liberty Specialty Markets

#### 10.50 Networking break

#### 11.20 Funds and institutional investors: The best alternatives?

The crucial role of alternative financiers in generating institutional investment is another topic frequently exercised at many industry events. But is increased competition always a good thing? This interactive session will profile the activities of various different companies, considering the following:

- As funds grow and achieve scale, is the marketing narrative of trade finance assets strong enough or are investors now looking for more?
- What are the key challenges in both attracting more investors for growth and maintaining an existing portfolio?
- How do you manage to both build scale and keep investors satisfied? Are there enough deals or is it more a question of quality versus risk in the deals available?
- With investor-specific platforms now a key tool in accelerating reach, how are tech providers tailoring their offerings to match what investors are looking for?

**Moderator: Lodewyk Meyer**, Partner, Baker & McKenzie

**Duncan Potts**, Senior Associate, Challenger Management

**Umulinga Karangwa**, Equity Investment Manager, TDB Asset Management

**Ian Henderson**, Senior Portfolio Manager, Asset Management, Trade Finance, GIB Asset Management

**Jerome Fanning**, Regional Leader, Lenders Solutions Group, Marsh JLT Specialty

**Allan Musona**, Senior Advisor, Loita Capital Partners; Founder & CIO, Raindeew Commodities

*"The event is a major opener in terms of seeking funds for business and major updaters of current financial affairs regarding Africa."*

**Braultor Malatji**, South African Department of Trade & Industry (DTI)

#### 12.10 'Speak-up session': Does the market need greater leadership to tackle the issues of today?

GTR's inaugural Women in Trade Finance event in November 2019 was born out of ongoing conversations around diversity and inclusion, particularly the notable US\$42bn financing gap facing women-led businesses. But it's not just about a financing gap in the client base; many of these issues strike at the very heart of the trade finance community itself, and how it can move forward progressively. This lively and interactive audience-led session will look to draw on many of these themes and consider the extent to which leadership lies at the heart of the challenges facing Africa, and how well placed the continent is to draw on its young and digitally-inclined workforce. Topics will include the importance of providing suitable role models, fostering a spirit of entrepreneurship, the need for banking systems to replicate digital mediums and help overcome physical infrastructure barriers, as well as the need to cultivate a diverse and inclusive corporate culture.

**Moderator: Shannon Manders**, Editorial Director, Global Trade Review (GTR)

**Angelica Adamski**, Board Member, Svenska Aerogel

**Laurie Hammond**, Partner, Hogan Lovells (South Africa)

**Aba Schubert**, Co-Founder & CEO, Dorae

**John Martin Ndawula**, Senior Associate, Trade Finance & FI Lending, Africa Finance Corporation (AFC)

#### 12.55 Concluding summary and prize draw

followed by networking lunch



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