

GTR AFRICA 2020

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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!"

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



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Official conference hashtag: #GTRAfrica



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Venue Details

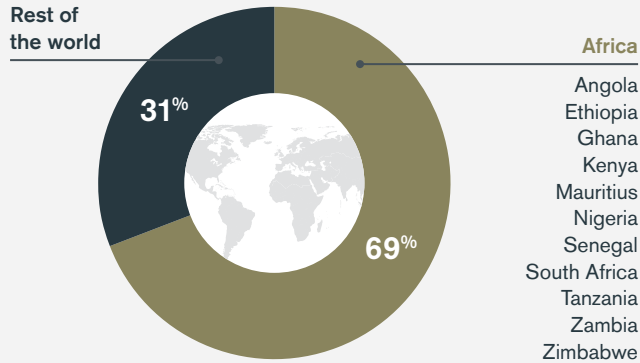
Venue: Cape Town International Convention Centre, Hall 8 (level 2), Cape Town, South Africa

Tel: 02087723006

Web: <https://www.cticc.co.za/>



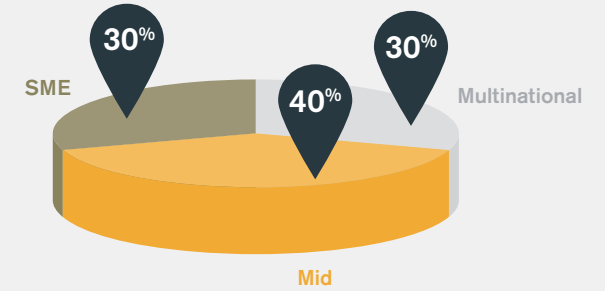
Attendees by region in 2019



3 reasons to attend in 2020



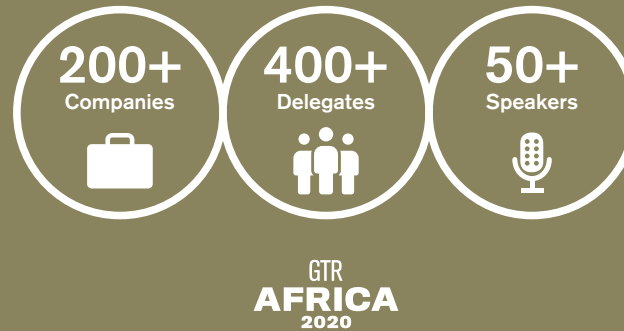
Company size breakdown in 2019



Exhibitors in 2020



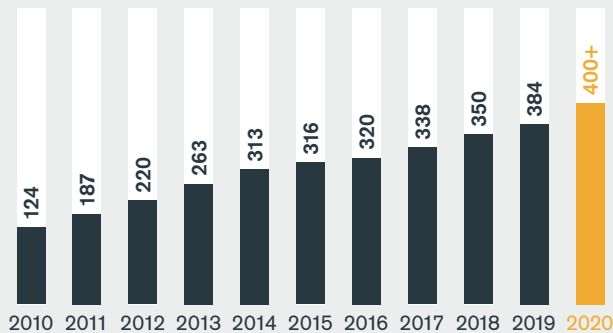
What to expect in 2020



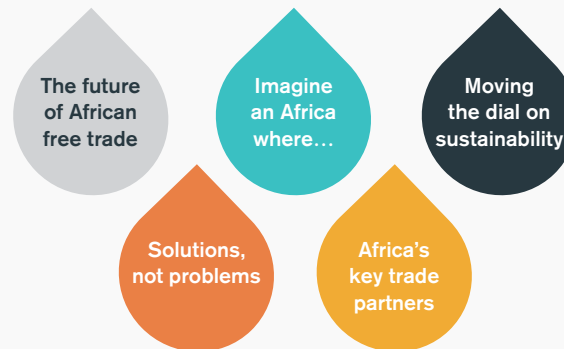
Attendees by sector in 2019



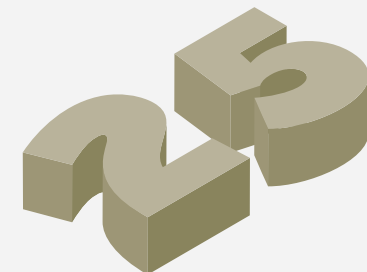
Year-on-year delegate increase



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

09.15 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

10.00 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?

Robert Besseling, Executive Director, EXX Africa & **Georgette Adonis-Roberts**, International Legal Counsel, Euro Exim Bank to be interviewed by **Shannon Manders**, Editorial Director, Global Trade Review (GTR)

10.50 Networking break

11.30 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.

Moderator: Nastassia Arendse, Journalist & Broadcaster

...local African companies are able to move up the value chain

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

Goolam Ballim, Chief Economist, Standard Bank Group

Belinda Dreyer, Legal Principal Marketing, Anglo Operations

...ease of doing business is much improved with key barriers eliminated

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

...energy dependence is alleviated enabling greater self-sufficiency

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

13.10 Lunch



Hosted by



Stream A: 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 largest single off-taker of African goods, having invested more than the combined contributions of the entire DFI community. Opportunities for African involvement in projects such as BRI have been spoken about at length, but are they actually materialising? And are local banks even having the chance to fund them? All investments come with "strings attached" even those from the ECAs; is it fair that Chinese investments are often perceived to be too onerous? This session will debate the various pros and cons of Chinese influence before reaching a conclusion.

Minos Gerakaris, Head of Trade Finance, Rand Merchant Bank
Simon Cook, Partner, Sullivan & Worcester UK

15.05 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: Nastassia Arendse, Journalist & Broadcaster
Zhann Meyer, Head of Agricultural Commodities, Nedbank CIB
Shona Tatchell, Founder & CEO, halotrade
Andrey Gurevich, Global Product Head, Global Trade Supplier Finance, IFC
Aba Schubert, Co-Founder & CEO, Dorae

15.50 Networking break

16.10 Keynote interview: Increasing access to finance for SMEs

Tunde Kehinde is a seasoned emerging markets entrepreneur and the co-founder of Jumia Nigeria, Africa Courier Express and most recently Lidya, a digital fintech lender for small business owners. Known to many as the 'The Jeff Bezos of Africa', this session will provide the opportunity to hear his views on what needs to be done to help entrepreneurs grow their businesses and create wealth, and in turn how such efforts can help support economic diversification.

16.40 Can CMAs potentially play a greater role in increasing the availability of funding for trade?

Ever-tightening regulation has cast the spotlight on the benefits of using collateral management agreements to secure commodity deals, providing capital relief and making lenders feel more comfortable with the risks associated with lending in Africa. This session will consider the extent to which developments in this space can make a meaningful contribution in helping the plug the financing gap:

- Has there been tangible evidence of CMAs helping drive up bank appetite when it comes to structuring African deals? Is this also the case when it comes to DFIs and other debt providers?
- To what extent has increased use from trade finance funds and non-bank providers also helped drive the market forward, particularly in light of often greater risk appetite?
- Not making bad deals good: How important is it still for lenders to do the necessary homework when it comes to signing off transactions in terms of fraud risks, stolen stock, payment defaults etc.?
- When things go wrong: How crucial is it to ensure that the necessary checks and balances remain in place to maintain awareness 'on the ground'? Who is responsible for keeping all parties in the loop?
- Have technological advancements helped improve the way that collateral managers manage inventory and communicate with clients? What have been the notable examples of this?

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

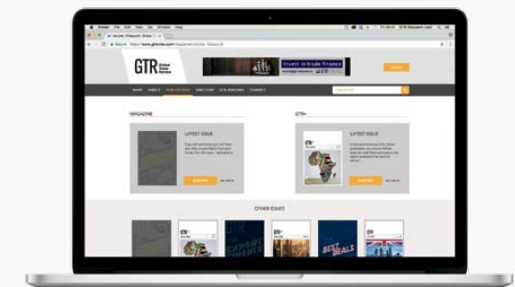
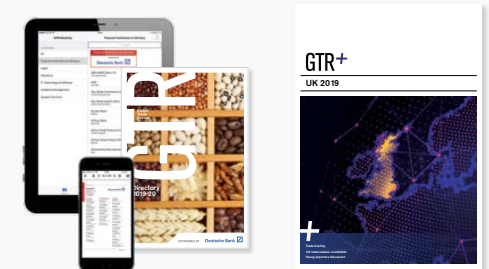
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Stream B: Problem-solving breakout

Chair: Gabriel Buck, Managing Director, GKB Ventures

14.10 **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

15.50 **Networking break**

16.00 **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.

Hussein Sefian, Founding Partner, Acre Impact Capital
Chris Mitman, Head of Export & Agency Finance, Investec

16.45 **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, Sinosure

17.25 **Close of Day One**

followed by evening networking reception

Featured events

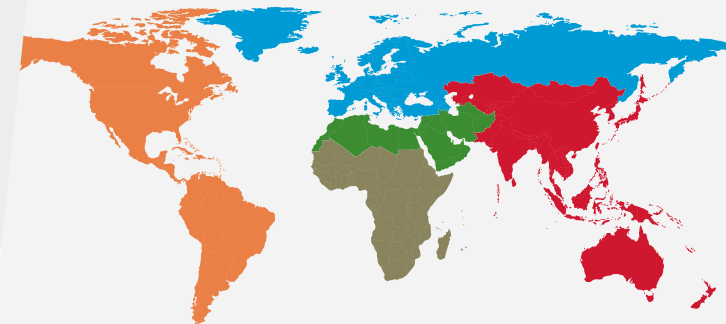
GTR WEST AFRICA 2020
February 4-5, 2020
Lagos, Nigeria

GTR INDIA 2020
February 10, 2020
Mumbai, India

GTR MENA 2020
February 17-18, 2020
Dubai, UAE

GTR EAST AFRICA 2020
May 14-15, 2020
Nairobi, Kenya

GTR US 2020
June 17, 2020
Chicago, Illinois



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

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



Evening Reception

Hosted by



GTR Global Trade Review **Where trade talks.**

Day 2: Thursday, March 12, 2020

Morning plenary

09.15 Fireside chats: How to win friends and influence people – who are Africa's key trade partners?

Africa's dynamics have shifted dramatically in recent times. China's role has already been well-covered, whilst uncertainty surrounding the future of US EXIM has also proved a key factor. With the potential ramifications of Brexit – whether it be closer Commonwealth ties or stronger mainland European engagement – yet to be determined, the holding of Afreximbank's annual meeting in Moscow signifies closer ties with Russia, evidenced by several transactions and agreements. This question will ask, in light of this, who Africa's friends really are.

Sean Jordan-Kirwan, Country Director, South Africa; Africa Director, Healthcare & Agritech, UK Department for International Trade

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: Nastassia Arendse, Journalist & Broadcaster

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

"The main springboard for attracting investors, funding providers and more importantly project sponsors, this event is unique in its ability to bring stakeholders together in one large forum. Marketing the benefits of inward investment opportunities is key in today's competitive environment – this is what GTR Africa does so well, year in, year out."

G Buck, GKB Ventures LTD

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)

Duarte Pedreira, Head of Trade Finance, Crown Agents Bank; Chair, African Regional Committee, ITFA

13.00 Concluding summary and prize draw

followed by networking lunch



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