GTR WEST AFRICA 2020

Driving economic growth with trade

#GTRWestAfrica

Lagos, Nigeria | Eko Hotel & Suites
February 4-5, 2020

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GTR WEST AFRICA 2020

Driving economic growth with trade

GTR West Africa returns to Lagos, Nigeria on February 4-5, 2020, anticipating a record attendance of over 350 trade specialists.

With the impending ratification of the AfCFTA by Nigeria amongst other key African economies, a comprehensive two-day agenda will provide expert perspectives on the potential impact of further regional economic integration on trade across West Africa, and the implications of financial policy and industrial development initiatives aimed at stimulating economic diversification, financial stability and export growth.

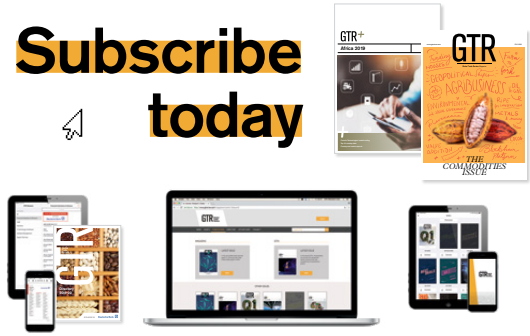
GTR is delighted to announce an exciting addition to this year's meeting, with an exclusive Association of Corporate Treasurers (ACT) workshop following GTR West Africa 2020 on February 5. This partnership with the ACT, in association with ACT Nigeria (ACTN), offers GTR attendees the opportunity to gain insight on the world of corporate treasury and network with leading members of the region's treasury community. Workshop attendance is free of charge to all GTR West Africa 2020 delegates: further details can be found on page 7 of this brochure.

For corporates and trade financiers looking to make their next move, GTR West Africa provides the ideal platform to hear cutting-edge perspectives from a wide range of trade and export finance experts while offering the opportunity to network with the industry's top players. We look forward to seeing you there!

Days 1 & 2: February 4-5
GTR West Africa 2020

Day 2: February 5
ACT Treasury Workshop

Subscribe today



For more information please contact subscriptions@gtreview.com

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 2018's event

Venue Details

Venue: 1415 Adetokunbo Ademola Street, Victoria Island, Lagos, Nigeria

Tel: +234 1 277 2700

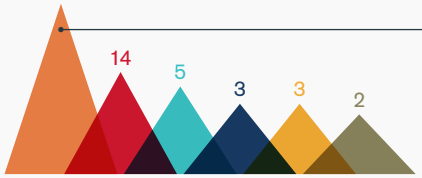
Web: https://www.ekohotels.com/

Join GTR on social media

Official conference hashtag: **#GTRWestAfrica**

Exhibitors in 2020

Attendees by sector in 2019



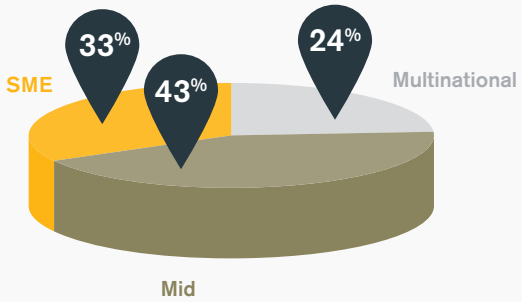
Corporates & traders **64%**

- 14 Banks & financiers
- 5 Technology & fintech
- 3 Media
- 3 Consultants & accountants
- 2 Govt orgs & public bodies
- 2 Insurers & risk managers
- 2 Investors
- 1 ECAs & multilaterals
- 4 Other

Top 5 themes in 2020

- Reason 01 — Diverging paths for regional growth: An economic overview
- Reason 02 — Regional economic integration and trade: Balancing expectations and realities
- Reason 03 — Export credit financing capacity and appetite for West Africa
- Reason 04 — Building a digital marketplace: e-commerce and innovative finance
- Reason 05 — Financing opportunities across the agribusiness value-chain

Company size breakdown in 2019



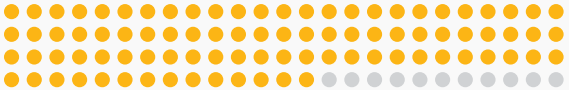
What to expect in 2020

- **350+** Attendees
- **170+** Companies
- **35+** Speakers

Attendance in 2019

89%

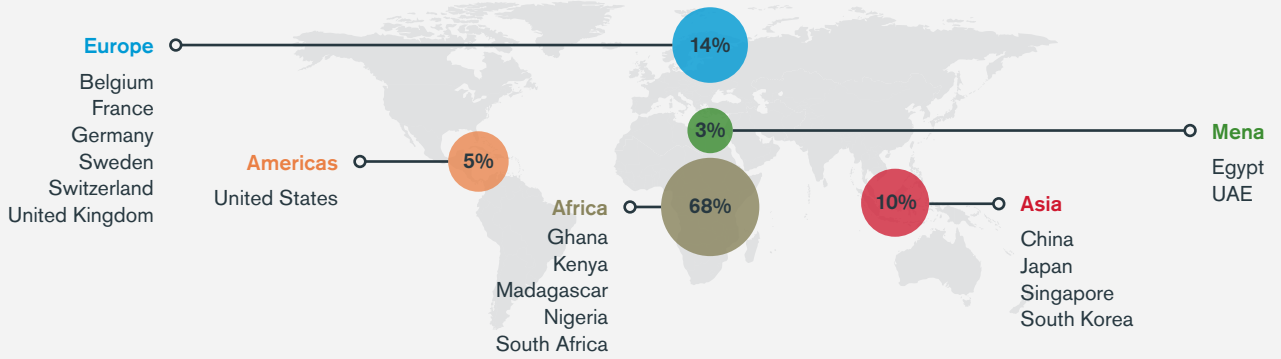
Senior to C-level



3 reasons to attend in 2020

- Reason 01 — Education and knowledge sharing
- Reason 02 — Opportunity to expand professional network
- Reason 03 — Explore future business opportunities

Attendees by region in 2019



Day 1: Tuesday, February 4, 2020

08.00 **Registration and refreshments**

09.00 **Chairman's opening remarks**

James Benoit, Chief Executive Officer, FCMB Bank UK

09.15 **Keynote: Diverging paths for regional economic growth**

Our opening keynote will provide macroeconomic analysis of key regional economies and the trends impacting growth, trade and financing. Key talking points will include banking sector regulation and stability in markets such as Ghana and Nigeria, commodity market movements, the progress made with regional economic integration to date, the AfCFTA's expected impact on West Africa's economic giants and their smaller counterparts, and the prospects for interregional trade and direct investment growth in 2020 and beyond.

Razia Khan, Managing Director, Chief Economist, Africa & Middle East, Global Research, Standard Chartered Bank

09.45 **Keynote: Central Bank of Nigeria – policy update**

The Central Bank of Nigeria is invited to provide insight on the key regulatory initiatives being employed to promote a self-sustaining Nigerian economy, update the audience on the measures being taken to establish food security and conserve foreign exchange for economic diversification, share the institution's policy priorities relating to the banking and finance sector, and outline how these are expected to impact financial support for Nigerian exporters and the availability of hard currency for trade.

10.25 **Networking break**

11.10 **Regional economic integration and trade: Balancing expectations and realities**

The Continental Free Trade Area is widely expected to cause a seismic shift in regional commerce, though domestic regulation seeking to promote diversification and self-sustainability in key regional economies can work at odds to free trade. The reality facing those trading across West Africa remains that both physical and soft barriers pose a serious challenge to realising the CFTA's goals. This debate will assess the opportunities and risks posed by the agreement, the need for development of physical and regulatory infrastructure, and the steps required to grow intra-regional commerce into the next decade:

- Expectation Vs reality: To what extent do lacking physical infrastructure and other non-tariff barriers pose a greater challenge than tariffs to trade between African nations?
- How do the risks and opportunities associated with the removal of tariff barriers differ across regional markets? Are concerns regards industrial competition being appropriately addressed?
- Have import substitution policies lead to increased competitiveness of West African producers and manufacturers? Have tangible effects on industrial investment, domestic production and trade been seen?
- Which key steps are required by domestic policy makers and supra-national bodies to boost exports and increase intra-regional trade? Should exporters look further afield for business growth?

Moderator: Jesuseun Fatoyinbo, Head, Trade, Stanbic IBTC Bank

Ade Adefeko, Vice-President, Corporate & Government Relations, Olam Nigeria

Ayoola Ekisola, Chief Financial Officer, CBC EMEA

Madhukar Khetan, Chief Executive Officer, Agro Allied Resource Processing Nigeria

Etop Ikpe, Chief Executive Officer, Cars45

12.00 **Identifying new sources of liquidity for soft commodity trade**

Amidst challenging finance sector conditions, global appetite for West African soft commodities has seen international traders increasingly take on the role of finance provider. Featuring local and international banks alongside global trading houses, this session will discuss how synthetic LCs and other trade financing instruments are being used to inject liquidity into the local banking sector: How do these transactions work to boost the commodity trade value chain, and why is this technique gaining traction amongst banks and commodity traders?

Moderator: Andreas Voss, Chief Country Representative, Nigeria & Head of Trade Finance for Financial Institutions, Sub-Saharan Africa, Deutsche Bank

Sunil George, Head of Structured Trade Finance, North America, Louis Dreyfus

Christian Karam, Director, Africa Trade Finance

Niraj Shah, Vice-President & Group Treasurer, Olam Group Nigeria

12.45 **China's overseas financing strategy: An untapped opportunity for West Africa's private sector?**

Many see African countries' relationship with China as one solely between nation states. Chinese multi-billion dollar financing to an African country often funds large deals, backed by the host country's tax revenues, though this view overlooks the African private sector's acute need for development capital. This session will highlight the rationale underlying Chinese overseas strategy, and how West Africa's private businesses can approach the opportunity to leverage Chinese finance:

- The macro view: Highlighting the drivers of China's "lending not investing" mindset and increased interest in financing the African private sector
- Can the state-driven infrastructure funding channel be used to fund private sector projects? Which obstacles are commonly experienced by African companies seeking to access Chinese export credits?
- How does appetite for African project risk differ between Chinese and African lenders? Which financing structures can utilise local bank support to leverage Chinese lending?
- The micro view: How do Chinese companies, investment funds and financiers make business decisions regarding Africa?

Jinghao Lu, Executive Director, InnoLink Capital

13.15 **Networking lunch**

Morning Registration

Hosted by MCB

14.30 **Private sector investment and infrastructure modernisation: Assessing export credit financing capacity and appetite for West Africa**

Huge investment in industrial, transport, energy, power and social infrastructure is required if West African states are to achieve crucial economic goals, from value-add industry development to food security. Assessing the role that the export and ECA financing sector can play in facilitating infrastructure modernisation and capex investment, this discussion will identify the challenges being faced by borrowers, financiers and export credit agencies, and the structures enabling sovereign and private sector projects to get off the ground:

- Highlighting the geographical markets and sectors in which economic policy is driving investment: Agribusiness, healthcare and housing, energy and power, and industrial investment
- To what extent are concerns over sovereign debt servicing capacity proving an obstacle to financing crucial projects? Is the onus on ECAs to work harder where there is reluctance to provide sovereign guarantees?
- Assessing the potential of ECA supported project finance to overcome sovereign debt sustainability and servicing challenges, and the limitations of ticket size Vs deal structure complexity
- Financing the private sector: The challenge posed by smaller ticket investments and a lack of reliable financial information, and the role that can be played local banks in facilitating smaller private sector deals

Moderator: **Foluso Ayo-Olaiya,** Sales Head, Treasury & Trade Solutions, Citibank Nigeria
Paul Woodman, Chief Operating Officer, International, ASGC
Oti Ikomi, Executive Vice-Chairman & Chief Executive Officer, Proton Energy
David Chalila, Head of Africa, Sace
Mathilde Cottard, Executive Director, Structured Export Finance, Global Trade Finance Department, SMBC Europe
Subir Kumar Das, General Manager, ECGC

15.20 **Sector case study: Full stream ahead – an oil and gas sector on the up?**

An in-depth view into the African oil and gas sector will explore the evolving commodity financing market dynamics servicing trade flows and local players, as well as the huge potential economic benefits offered by a pipeline of megaprojects such as the Dangote Refinery and Nigeria LNG:

- To what extent are operators and financiers coming back to West African oil? What have been the drivers for renewed interest in markets such as Ghana, Nigeria and Senegal?
- A deeper liquidity mix for local players: The evolving role of trading houses in providing offtake finance and support for upstream oil exploration
- The impact of trader led finance on bank appetite: Which deal structures are seeing increasing involvement of FIs? Are the risks associated with price volatility still too high for the local banking sector?
- Assessing the transformative impact of infrastructure development on the regional economy, and the role of local banks in realising projects such as the Dangote Refinery and Nigeria LNG

Moderator: **Robert Parson,** Partner, Clyde & Co
Jimi Oyelola, Chief Operating Officer, Plus Petroleum
Nana Ampofo, Partner & Co-founder, Songhai Advisory

16.05 **Networking break**

16.30 **Workshop breakout: Strategies for export success**

This interactive workshop will discuss the export opportunities and challenges being experienced by those trading across the region and further afield. Expert-led breakout groups will be dedicated to a variety of themes designed to provide practical guidance for both those considering a move into exporting, and those seeking to scale up their business. Delegates will join informal discussions identifying the markets offering opportunities for West African exporters and the key steps they can take to ensure success, from identifying export markets, to getting paid:

Group 1: Powering your potential with e-commerce
The growth of e-commerce networks offers a lucrative opportunity to grow cross-border sales to consumers in markets around the globe. Gain insight on the online export markets that can be accessed, and the consumer sectors providing demand for West African products.

Led by **Obi Ozor,** Chief Executive Officer & Co-Founder, Kobo360

Group 2: Building capacity with export finance
Winning a large export contract can often pose financing challenges for those seeking to upscale their business. Compare experiences of the export financing sources and structures that can help to grow your sales capacity and meet international demand, and assess their respective benefits, limitations and demands.

Led by **Mobolade Ojeahere,** Head, Transaction Banking, Union Bank

Group 3: Accessing support from the Export-Import Bank of Nigeria
Who is eligible for state-backed export finance from the Export-Import Bank of Nigeria (Nexim), and which deals qualify? Learn how and where to access Nexim financing, identify the deal structures being utilised, and the operational requirements each holds on the borrower. Participants will be encouraged to share ideas on how support for exporters can be further optimised to promote export growth.

Led by **Hope Yongo,** Supervising Head, Specialised Business, Credit Insurance & Guarantee Department, Nexim

Group 4: Export risks and mitigation techniques
From complex local regulations to documentary and FX risks, this session will pinpoint the common pitfalls faced by those selling across borders, and the key steps that can be taken to ensure success when preparing and executing an export deal.

Led by **Waldo de Vleeschauwer,** Chief Investment Officer, Global Trade Capital

Beginning with short introductory presentations, the audience will then break into informal working groups for discussion, before reporting back with an onstage summary. Enabling delegates to share experiences, successes and key risk concerns while benchmarking best practices for the development and financing of trade, the session will provide the chance to 'have your say' on the issues you are most passionate about, before reaching conclusions and sharing key takeaways.

17.45 **Close of Day One**
followed by evening networking reception

Networking Breaks

Hosted by
Stanbic IBTC
A member of Standard Bank Group

"GTR West Africa has really set the pace for trade improvement within and outside West Africa with a real interactive section."

M Fakayode, Honeywell Flour Mills

Day 2: Wednesday, February 5, 2020

08.00 **Registration and refreshments**

09.15 **Chairman's opening remarks**

Robert Parson, Partner, Clyde & Co

09.25 **Digitising trade: A root and branch opportunity to revitalise economic growth**

From crop gluts that fail to make it to market to onerous customs procedures, corporate governance issues and insufficient support for SMEs, it is well established that West Africa's trade value chain is beset with inefficiencies. A lack of reliable financial and KYC information further increases the challenge to the financing crucial for trade and economic development. This session will examine the acute pain points in the trade value chain and identify the digital technology capable of revolutionising West African commerce:

- Boosting agriculture with tech in areas such as rural electrification, precision farming, and the digital platforms providing smallholder farmers an efficient route to the formal market
- Logistics, customs and rules of origin: Can the IoT be combined with process automation for more free flowing, cost effective and compliant regional trade?
- Where is digitisation breaking down barriers to financing at a micro level? To what extent do solutions such as distributed ledger technology stand to improve transparency and the flow of financial liquidity?
- Is enough being done by regulators to enable West Africa's digital future? Could the implementation of the Continental Free Trade Area offer an opportunity to reassess fintech regulation and governmental standards?

Moderator: Ibiyemi Okuneye, Head, Transaction Banking, Nigeria & West Africa, Standard Chartered Bank

Lanre Oloniniyi, Co-Founder, Orbitt Capital

Vera Nwanze, General Manager, West Africa, Azuri Technologies

Emmanuel Nkenwokeneme, Chief Technology Officer, Union Systems

Minos Gerakaris, Head, Trade Finance, Rand Merchant Bank

Ikenna Egbukole, Head, Structured Trade Commodity Finance, First Bank of Nigeria

10.20 **Networking break**

11.10 **Case study showcase: Pinpointing financing opportunities across the agribusiness value chain**

Featuring one of Africa's leading agribusinesses, this interactive session will provide insight into the flow of goods along an integrated value chain. Highly focused case study presentations will lead delegates through the soft commodity trade lifecycle, pinpointing the key stages requiring trade financing, third party intermediation, and varying forms of risk management:

Case study 1

The challenge of acquiring land and clearing for commercial cultivation: Scaling up within water, irrigation and electricity constraints and considering hurdles relating to logistics, finance, skills transfer and rice crop selection.

Case study 2

The procurement cycle for cashews and sesame: Assessing the importance of Local Buying Agents (LBA's), improving crop cultivation and quality, owning upcountry infrastructure for drying and grading, and the financing of pre-payments

Case study 3

Warehouse finance post-harvest: Outlining the skills and infrastructure to harvest, warehouse, finance, hedge and trade soft commodities on the African Continent

Case study 4

Wholesale and retail of agri products: The importance of branding, targeting your market, receivables financing, and prudent credit policy

Following a series of short, punchy presentations the audience will have the opportunity to engage presenters on the finer detail of their agribusiness operations. Speakers will conclude, addressing broader topics such as the role of digitisation in agribusiness, and the potential of trade and commodity finance to maximise value-add industry and financial inclusion in West Africa.

Zhann Meyer, Head of Agricultural Commodities, Nedbank

Palash Jain, Director, PJS Group

Mudit Tiwari, General Manager, Exports, PJS Group

Dheerie Govender, Chief Executive Officer, Global Collateral Control (GCC)

Featured events

March 11-12, 2020
Cape Town, South Africa

GTR Awards 10 YEARS

April 30, 2020
London, UK

GTR UK 2020

May 6, 2020
London, UK

GTR EAST AFRICA 2020

May 14-15, 2020
Nairobi, Kenya

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

11.55 The role of the corporate treasurer: Decision-making in an uncertain business climate

- To what extent is financial policy unpredictability the greatest challenge for the corporate treasurer?
- How are treasurers pragmatically dealing with risks associated with interest rates, liquidity and FX?
- Are treasurers becoming more valued for their strategic contributions? How much is this due to market volatility and the treasurer's role in navigating the business through this?
- FinTech, AI and big data: How much impact are they making in the treasury world? Which tools and platforms are being introduced for payments and working capital optimisation?
- How are treasurers investing in human capital to build world-class capabilities? What can be done to address the changing demands of the younger generation?

Moderator: Caroline Stockmann, Chief Executive, Association of Corporate Treasurers

Kudi Badmus, Executive Director, Finance & Chief Financial Officer, Eterna

Sola Ismail, Tax & Treasury Manager, Nigerian Breweries

Zeal Akaraiwe, Managing Director & Chief Executive Officer, Graeme Blaque Advisory Services

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12.40 In search of trade utopia: A West African wish list

Looking back on the key takeaways raised over two days of debate, our closing discussion will pinpoint the crucial stepping stones towards sustainable and diversified economies, free flowing regional trade, competitive industry, and a liquid financial sector. If West African trade is to grow into the next decade, what progress is required in areas such as regional integration, regulation, transport and logistics, power infrastructure, financial inclusion and digitisation, and which actors will be instrumental in making it happen?

John Isemede, Chief Executive Officer, Global Tech Export Venture, former Director General of NACCIMA, United Nations Industrial Development Organisation (UNIDO)

13.10 Close of conference

followed by networking lunch and ACT Treasury Workshop

14.00 The Association of Corporate Treasurers (ACT) Treasury Workshop

ACT TREASURY EXCELLENCE AS STANDARD

This exclusive half-day event, organised by the Association of Corporate Treasurers (ACT) in collaboration with the Association of Corporate Treasurers of Nigeria (ACTN), will be chaired by **Caroline Stockmann**, ACT Chief Executive.

Attendance is free of charge to all GTR West Africa 2020 delegates.

Register here.

14:00 Treasury Matters

This session will take you through all the hot topics impacting global treasurers and CFOs involved in treasury management today. We will look at the developments you need to be aware of, the actions you need to take and where you can go to get help. This session is relevant for anyone wanting to know what the hot topics in treasury are.

15:00 Refreshment break

15:30 The Marketable Treasurer

This interactive session will explore strategic influencing and leadership tips for those who want to progress their career to the Boardroom. The session pulls together a lifetime of learning and coaching from the ACT's Chief Executive, who will share the top models, methodologies, tips and tricks she has learnt. This session looks to target anyone looking to advance their strategic influencing skills and understand how to get their messages across to others more effectively.

17:00 Networking drinks reception

"GTR's West Africa conference is a professional networking delight and a great mix of the right professional crowd."

D Okore, Ringardas Nigeria

"The destination for trade and export finance. It was a perfect integration of some of the most respected business executives for frank and honest conversation about the region's development."

I Samuel, Murhi International Television

"A platform for networking with people that matter. The choice of speakers was on point and I learnt a lot from the event."

A Hinge, Sierra Leone Commercial Bank

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Signature

I can confirm that I have read and agree to the terms and conditions below. ☐

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2. Payment (including VAT) must be made in full prior to the start of the conference. GTR retains the right to refuse entry in case of non-payment. Payment can be made through Credit Card online, via telephone or by sending our Events team a completed Credit Card Authorisation form.
3. All delegates who have not paid prior to the conference will be denied entry.
4. Transfers: If you cannot attend a conference, you can transfer your place to another individual. Places can be transferred at any time up to and including the day of the conference. Please note an additional charge may be applicable if the new attendee is not entitled to the same rate.
5. A delegate place can be transferred to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can only transfer their place a maximum of two times, after which they will incur a 20% administration fee.
6. Cancellations: All delegate cancellations must be made in writing to events@gtreview.com. The charge for cancelling your booking is:
   - 1 month before the conference: 90% refund of the full cost
   - 5 or more working days before the conference: 80% refund of full cost
   - 5 or less working days before the conference: no refund
7. Non-attendance to a conference will result in no refund.
8. In the case of the cancellation of the conference or the change of the conference date, GTR will not be held liable for any booking, travel or hotel costs associated with the booking.

Please note that all confirmed registrations are subject to the event terms and conditions

Should you have any queries, please contact our team at events@gtreview.com or on +44 (0)20 8673 9666.

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GTR Global Trade Review

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