

Post-event Report

Driving economic growth with trade

GTR WEST AFRICA 2020

#GTRWestAfrica

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

www.gtreview.com/gtrwestafrica

GTR WEST AFRICA 2020

GTR returned to Lagos, Nigeria on February 4-5 2020, where the latest edition of the GTR West Africa Conference welcomed a record-breaking audience of over 400 trade specialists from across the corporate and financing sectors. 2 days of lively debate between expert speakers and attendees representing more than 200 companies and a range of international markets saw the conference further extend its global reach, with #GTRWestAfrica trending during the event.

Key themes for discussion included the opportunities and challenges posed to the region by the Continental Free Trade Area, innovative financing sources and structures being utilised to facilitate commodities trade across the agricultural and oil and gas sectors, as well as the support available from global banks and ECAs for infrastructure development, and the potential of digital technology to further reduce the trade financing gap. With an depth agenda incorporating numerous networking breaks, the event provided a unique opportunity to connect with the region's trade sector while gaining the latest insight on the key trends driving physical trade and the related financing.

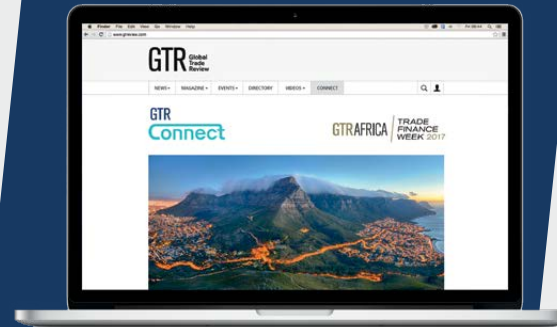
GTR West Africa 2021 promises even more opportunity to forge new relationships in this exciting region – dates to be announced soon. We look forward to seeing you there!

"One of the most sought after event to interact a diverse set of people in the industry."

R Sharma, Firstrand Bank India

GTR Connect

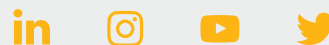
Once registered, log-in to **GTR Connect** to network with fellow delegates, download event materials and more.



As the world's leading trade, commodity and export finance publisher and event organiser, **GTR** offers sponsors and advertisers unrivalled exposure and profiling among their peer and client groups. **GTR** can offer various appealing options that would strategically and effectively help raise the profile of the partner, and offer a highly effective platform with which to showcase its capabilities and mission.



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Official conference hashtag:
#GTRWestAfrica



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Senior Conference Producer
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+44 (0)20 8772 3017

Marketing & media opportunities

Tanya Naysmith
Marketing Assistant
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+44 (0)20 8772 3036

Countries represented in 2020



Supporters in 2020



Twitter stats



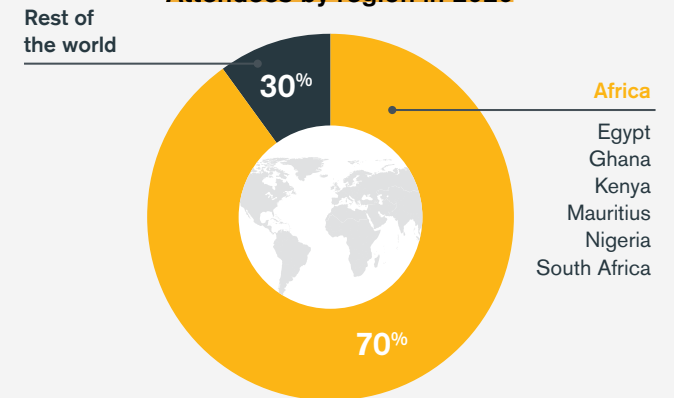
Top sectors discussed in 2020



Vital stats



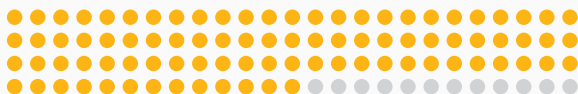
Attendees by region in 2020



Attendance in 2020

88%

Senior to C-level

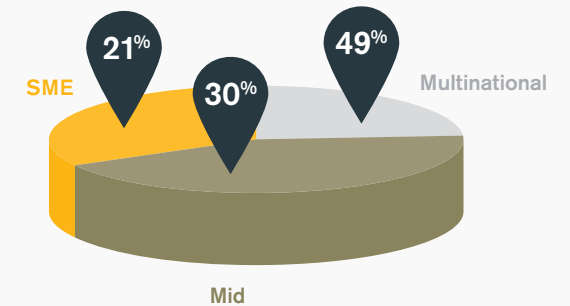


Attendees by sector in 2020



- | | |
|-----------------------------|----------------------------|
| 13 Banks & financiers | 2 Non-bank financiers |
| 9 Media | 2 Technology & fintech |
| 4 Govt orgs & public bodies | 1 ECAs & multilaterals |
| 3 Consultants & accountants | 1 Insurers & risk managers |
| 2 Lawyers | 2 Other |

Company size breakdown in 2020



2020's conference was supported by

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Companies who attended 2020's event

Corporates & traders		
Agriex Nigeria	Gracia Global Services	Ovh Energy
Agro Allied Resource Processing Nigeria	HayCountry Foods	PJS Group
AIP Boeses	Hayloft	Plus Petro Oil Trading
Alpha Crown Engineering Associates	Herald Oil & Gas	Plus Petroleum
Angelos Food Nigeria	Huawei	Prime Chinese Restaurant and Prime Seafoods
Ankarafabric by Catena	IHS Towers	Primera Foods
ASGC Holding	Indorama Eleme Petrochemicals	Promasidor
Azuri Technologies	Infinity Tyres	Proton Energy
Bacardi	Integrated Oil & Gas	Puma Energy
Bamino International	Integrated Produce City	OFL Africa
Banyan Trade & Investment	Jagal	Rainoil
BASF	JAT Offshore	Relchem
BB Energy	JataTS	Richardson Oil & Gas
Belgham & Mineral Resources	Jawa Group	Ringardas Nigeria
Bono Energy	Jibofam Global Invimpex Nigeria	Robert Bosch
Boshi Trading & Supply	JMG	Ruch Investment & Manufacturing
British American Tobacco	Jubaili Group	Sacvin Group
BSN Lightning & Surge Protection	Juesco Nigeria	Sahara Group
BUA Group	Kimberley Clark Corporation	Satokad Imperial Resources
Bunge	Lafarge Group	Sayed Farms
Chi	Lee Group	Shiv Lila
China Harbour Engineering (HEC)	Mamuda Agro & Allied Products Nigeria	Siemens
Chutzpah International	Mantrac Group	SISA Holdings
Clarke Energy Holdings	Marjene Beauty	Soulmate Industries
Courtyard Farms	Matrix Energy	Speciality Pulp & Paper
Curzon	Maviga	Starsight
Dangote Industries	May & Baker	Taipei Trade
Dasco Engineering Industries Nigeria	Medlog	Taurus Oil & Gas
Deerfield Petroleum	Mikano	Tinker & Bell Trading
Dufil	Mohinani Group	Total E&P
Eko Supreme Resources	MRS Holdings	Total Gas & Power
Embee Jay Global Services	MTN Group	Total Nigeria
Emmab Global Group	Nestoil	Triumph Power & Gas
Enpee Group	Nigerian Breweries	UAC Foods
Estendo Power Products	Northwest Petroleum & Gas Company	Ugo-Hannah Energy
Eterna	Noxie	Valency Agro Nigeria
Fencas Development Company	Nuel Pharmaceuticals	Valency International Trading
Fidson Healthcare	OBA-B Novelty	Vista International
Finix Nigeria	Olam International	Vitol
Flour Mills Nigeria (FMN)	Omni Value Commodities	Vodacom Business Nigeria
GB Foods	One-Port 365	Wabeco Petroleum
Global Nitrate	Orient Global Manufacturing	Wartsila Energy Service

Media		
Afriexporter	Leadership	Political Economist Magazine
BBC Africa Business	Mediacraft Associates	Rave TV
Business Elites Africa	NAN	Teo-Inspiro
BusinessDay	New Telegraph	The Scar Production Nigeria
Champion	OpenLife Magazine	ThisDay
GTR	Photo Legend	Vanguard

Banks & financiers		
Absa	FCMB Bank UK	Stanbic IBTC Bank
AfreximBank	FirstRand Bank	Standard Chartered
BACB	International Finance Corporation (IFC)	Sterling Bank
Central Bank of Nigeria	Mashreq	Sumitomo Mitsui Banking Corporation (SMBC)
Citi	MCB	The Access Bank UK
Commerzbank	Nedbank CIB	UBA Group
Deutsche Bank	Nigerian Export-Import Bank (NEXIM)	Union Bank of Nigeria
FBN Bank	Nova Merchant Bank	Zenith Bank
FBNBank UK	Rand Merchant Bank	

"A solid platform for unlimited learning with great emphasis on new innovations in trade finance - globally the future of treasury is here."

A Suke, Rain Oil

"The conference was well organised & attended by a large cross section of corporate, banking & other institutional delegates. The sessions were informative."

A Shiv, Lila Polymers Limited

"It is a relevant event to provide trade information which is not readily available."

E Intong, AfreximBank

"Trade export and Finance was simplified for me. I definitely look forward to the next conference."

A Olowofela, The Scar Production Nigeria

Companies who attended 2020's event

Consultants & accountants		
Consultingbord	Graeme Blaque Advisory Services	LN Outsourcing
Forte Upstream Services	InnoLink Capital	Songhai Advisory
Global Tech Export Venture	Inscape	

Govt orgs & public bodies		
Agroinnovation Business Hub	ICC Nigeria	Nigerian-American Chamber of Commerce
Association of Corporate Treasurers (ACT)	Institute of Export Operations & Management (IEOM)	Nigerian-British Chamber of Commerce
Consulate General of Brazil		

Non-bank financiers		
Africa Trade Finance	Pinefields Investment Services	Wilben Trade
GE Capital	Stenn International	

Technology & fintech		
Bankability	Kobo360	Union Systems
Cars45	Orbitt	

Lawyers		
Aelex	Clyde & Co	
Azuka Ogo Legal Services	Templars	

ECAs & multilaterals		
Export Credit Guarantee Corporation of India (ECGC)	International Islamic Trade Finance Corporation (ITFC)	Sace

Education		
Institute of International Trade & Development		

Service provider		
Upscale Business Resources		

Insurers & risk managers		
Global Collateral Control (GCC)		

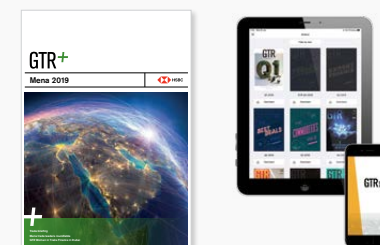
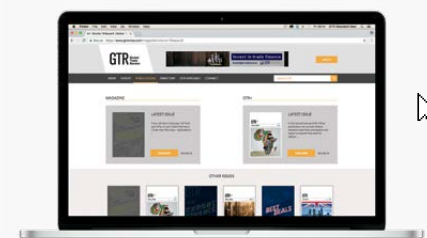
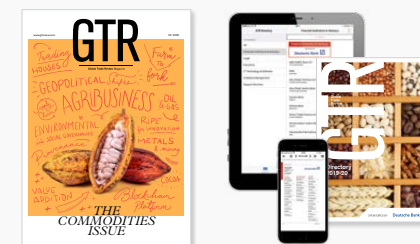
"GTR West Africa is a must attend for trade practitioners in west Africa or anyone looking to do business in the region."

S Soetan, Rand Merchant Bank

"GTR has established itself as the biggest international trade finance conference in West Africa thus its continuously having such quality in its always large attendance."

N Ezenta, First City Monument Bank (FCMB)

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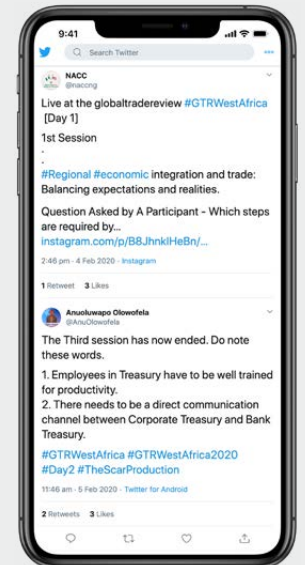
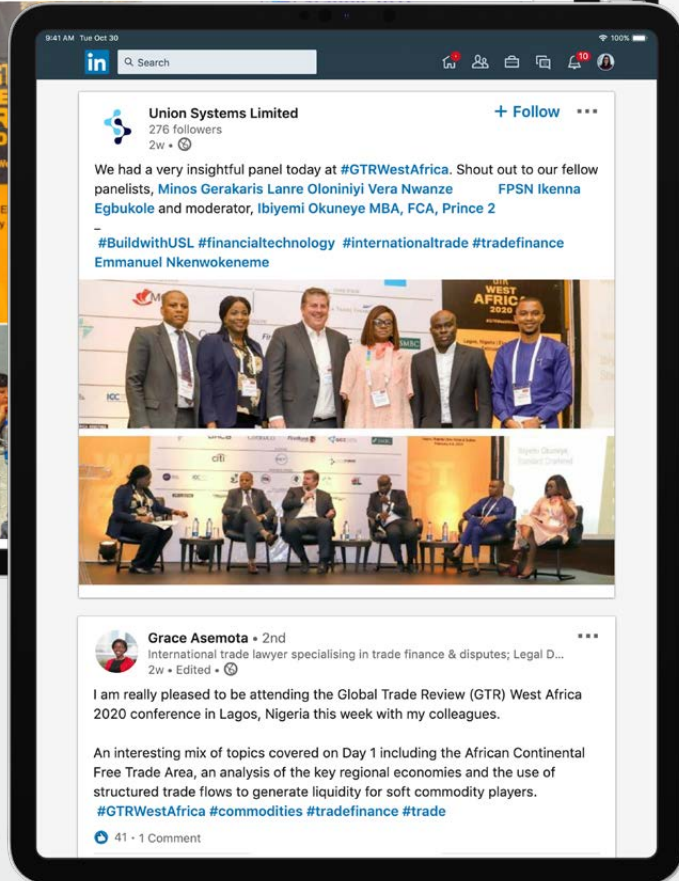
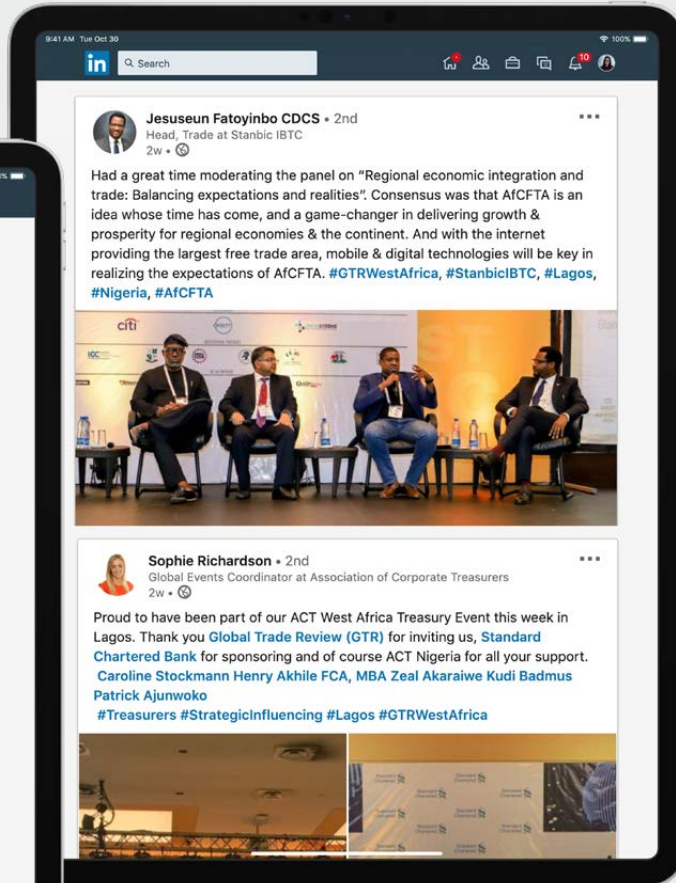
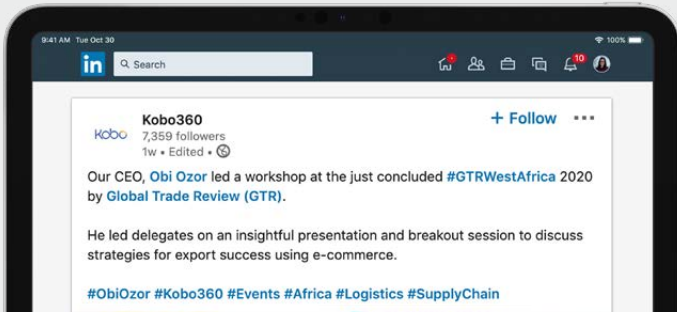
GTR Global Trade Review **Where trade talks.**

2020's speakers included

- **Ade Adefeko**, Vice-President, Corporate & Government Relations, **Olam International**
- **Nnenna Agu Aig-Imoukhuede**, Vice-President, **Citi**
- **Zeal Akaraiwe**, Managing Director & Chief Executive Officer, **Graeme Blaque Advisory Services**
- **Nana Ampofo**, Partner & Co-founder, **Songhai Advisory**
- **Doris Anite**, Group Head, **Zenith Bank**
- **Richard Audu Maikai**, Principle Manager, Trade & Exchange Department, **Central Bank of Nigeria**
- **Foluso Ayo-Olaiya**, Sales Head, Treasury & Trade Solutions, **Citi**
- **Kudi Badmus**, Executive Director, Finance & Chief Financial Officer, **Eterna**
- **James Benoit**, Chief Executive Officer, **FCMB Bank UK**
- **Simon Blaydes**, Country Head of Nigeria, **Vitol**
- **David Chalila**, Head of Africa, **Sace**
- **Ikenna Egbukole**, Head of Structured Trade & Commodity Finance, **First Bank of Nigeria (FBN Bank)**
- **Jesuseun Fatoyinbo**, Head of Trade, **Stanbic IBTC Bank**
- **Minos Gerakaris**, Head of Trade Finance, **Rand Merchant Bank**
- **Dheerie Govender**, Chief Executive Officer, **Global Collateral Control (GCC)**
- **Oti Ikomi**, Executive Vice-Chairman & Chief Executive Officer, **Proton Energy**
- **Etop Ikpe**, Chief Executive Officer, **Cars45**
- **John Isemede**, Chief Executive Officer, **Global Tech Export Venture**
- **Sola Ismail**, Head of Treasury & Tax, **Nigerian Breweries**
- **Palash Jain**, Director, **PJS Group**
- **Christian Karam**, Managing Director, **Africa Trade Finance Limited**
- **Razia Khan**, Managing Director, Chief Economist, Africa & Middle East, Global Research, **Standard Chartered**
- **Madhukar Khetan**, Chief Executive Officer, **Agro Allied Resource Processing Nigeria**
- **Subir Kumar Das**, General Manager, **ECGC - Export Credit Guarantee Corporation of India**
- **Jinghao Lu**, Executive Director for Africa, **InnoLink Capital**
- **Zhann Meyer**, Head of Agricultural Commodities, **Nedbank CIB**
- **Enoch Mwita**, Head of Business Development, **ASGC Holding**
- **Emmanuel Nkenwokeneme**, Chief Technology Officer, **Union Systems**
- **Vera Nwanze**, General Manager for West Africa, **Azuri Technologies**
- **Mobolade Ojeahere**, Head of Transaction Banking, **Union Bank of Nigeria**
- **Ibiyemi Okuneye**, Head of Transaction Banking, Nigeria & West Africa, **Standard Chartered**
- **Lanre Oloniyi**, Co-Founder, **Orbitt**
- **Jimi Oyelola**, Executive Director, **Plus Petro Oil Trading**
- **Obi Ozor**, Chief Executive Officer & Co-Founder, **Kobo360**
- **Robert Parson**, Partner, **Clyde & Co**
- **Niraj Shah**, Group Treasurer, **Olam International**
- **Caroline Stockmann**, Chief Executive, **Association of Corporate Treasurers (ACT)**
- **Mudit Tiwari**, General Manager, Exports, **PJS Group**
- **Andreas Voss**, Chief Country Representative, Nigeria & Head of Trade Finance for Financial Institutions, Sub-Saharan Africa, **Deutsche Bank**
- **Hope Yongo**, Supervising Head, Specialized Business, Credit Insurance & Guarantee Department, **NEXIM – Nigerian Export-Import Bank**



2020's social media coverage



[Issues in AfCFTA July 2020
take-off date](#)

[Synthetic letters of credit:
risk versus reward](#)

[Standard Chartered Officials Speak on How to
Harness W/African Economic Opportunities](#)

[Photo News: Rand Merchant Bank Nigeria
sponsors GTR Trade Conference 2020](#)

[Oil-dependent Nigeria “undermined”
by financing concerns](#)

[StanChart co-sponsors the
2020 GTR conference](#)

