



Africa's premier

trade, commodity and

export finance event

GTR AFRICA 2020 **VIRTUAL**

October 20-23, 2020

Time zone: South African Standard Time (SAST)

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Africa's premier trade, commodity
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GTR Africa 2020 Virtual, which will take place on October 20-23, will draw on the high-level expertise, comprehensive market coverage and unrivalled industry connections of GTR's Africa-focused gatherings in Cape Town, Victoria Falls and London. This exciting new initiative will combine a mixture of live-streamed and pre-recorded content and targeted networking through GTR's dynamic virtual event platform.

Spread over 4 days and combining 3 distinct events into the one extended virtual offering to capture a wider audience, this new format provides the opportunity for more detailed focus on key markets, innovation, trade and commodity flows, infrastructure and the wider implications of global disruption.

Africa's first trade finance digital DealRoom:

GTR Africa 2020 Virtual in collaboration with Orbitt, will also feature our inaugural **Digital Deal Room**, a bespoke origination and investment matching platform populated with unique opportunities for investors.

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What to expect



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Key themes: 6 of the best

Africa's
new normal

Key
markets,
trends and
changes

'The big
ideas'

Export
credit 'ins
and outs'

Trade and
commodity
flows

Implications
of global
disruption

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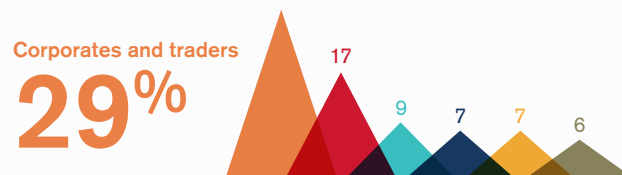
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Attendees by sector in 2019



17 Banks & financiers
9 Insurers & risk managers
7 Consultants & accountants
7 Govt orgs & public bodies
6 Media

5 Non-bank financiers
5 Technology & fintech
4 Lawyers
3 ECAs & multilaterals
8 Other

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Day One: Tuesday 20 October

Adapting to Africa's new normal

ON DEMAND

Expert insights: Exceeding expectations or behind the curve?

Africa has walked a tightrope in the last few months in the face of both public health and economic emergencies. This high-level group will consider the response of different markets as the continent faces its first recession in 25 years, assessing changes in country risk ratings, cashflow constraints for businesses, impact of low oil prices and potential decline in trade volumes. The session will also assess the implications of the G20 and Paris Club debt moratorium for Africa, as well as the potential consequences of African leadership of the World Trade Organisation (WTO).

Moderator: Robert Hersov, Founder & CEO, Invest Africa

Robert Besseling, Executive Director, EXX Africa

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

“This conference is absolutely essential for business leaders around the globe.”

S Gata, Cartertech

10.00-10.45

LIVE STREAM: Providing life support to African trade

The banking, DFI and multilateral community has sought to come together to fight the many challenges Africa is now facing, in supporting economies at a time when the coffers of African governments are not as robust as they might be, providing the measures needed to restart economies when the time comes.

- How are present trade volumes varying across different African markets? Has demand and import-export activity increased at the expected levels?
- Has Africa received the international support needed? To what extent has the current situation provided an opportunity for the DFI community to 'come to the rescue'?
- What have been the notable examples of self-sufficiency shown and in which markets and industry sectors? Does this provide the opportunity for a fast restart?
- With forecasts that global institutions will now focus more on their home markets, what is the future of international banking in Africa? Is there a political aspect to this?
- How significant a role can regional and domestic African banks play in filling the gap? What are the opportunities and limitations and does this provide an opportunity?
- What are the key opportunities to be derived from the current situation, if any? Have lessons been learned from events such as the 2008 global financial crisis?

Moderator: Tedd George, Founder & Chief Narrative Officer, Kleos Advisory

Lamin Drammeh, Chief Trade Finance Officer, African Development Bank

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

Mugisha Benjamin, Chief Underwriting Officer, African Trade Insurance Agency (ATI)

Angelica Adamski, Director of the Board, Sweden Africa Chamber of Commerce

11.30-12.15

LIVE STREAM: Business continuity planning – how have companies adapted?

With huge pressures having been placed on companies across all parts of the supply chain, executives have seen their responses tested in these unprecedented times. But how prepared have they been and what areas have been exposed?

- How have experiences differed across industry sectors with some facing complete shutdown and others still free to operate?
- What have been the practical considerations faced by those companies still operating, from staffing issues and fulfilling quotas to maintaining safety and social distancing?
- To what extent has integration with transport, logistics and warehousing proved problematic? How difficult is it to find offset markets for products impacted by slow supply chain dynamics?
- Have companies seen a slowdown in international orders or is there a return to business as usual? Is increased political interference in supply chains expected going forward?
- Where have the successes been when it comes to government response? How important has the role of trade associations proved and have they stepped up?

Paul Woodman, Chief Operating Officer, International, ASGC

Demian Reed, Head of Integrated Sales & Operations Planning, Anglo American

Antonella Da Cunha, Group Risk Manager, Capespan

Onyebuchi Memeh, Head of Trade, South Africa & Southern Africa, Transaction Banking, Standard Chartered

14.30-15.15

Are funds and non-bank financiers no longer 'alternative'?

Even before global events took hold, the contribution of non-bank finance – including funds and institutional investors – had become increasingly significant. At a time when companies are faced with extreme financial pressures, the importance of competition and choice has never been greater.

- What is the development of the non-bank sector in terms of capacity? To what extent have things changed post-pandemic?
- Which markets and segments are most in need of support? Is there greater emphasis on the role of DFIs and other risk providers such as insurers?
- What are the challenges in attracting investors? Will lower interest rates act as a catalyst? How can funds balance building scale and keeping investors happy?
- How important is the role of asset distribution in best serving the market? Is this where technology has the key role to play?
- Are there enough deals to go round in the current climate? How has the deal landscape shifted and what are the forecasted trends?

Moderator: Lodewyk Meyer, Partner, Baker & McKenzie

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

Marieme Niang Camara, Managing Director, Africa, Wilben

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

16.15-17.00

Keynote interview: The latest on the plans for the AfCFTA

With the official start of trading in the Africa Continental Free Trade Area (AfCFTA), originally due to commence on July 1 2020, having been pushed back to 2021, work continues in preparing the continent for an initiative that will significantly boost intra-Africa trade flows and industrialisation. This exclusive interview session will provide the opportunity to hear the latest on how plans have adjusted and what the new expectations are.

Wamkele Mene, Secretary General, Africa Continental Free Trade Area (AfCFTA) to be interviewed by **Eleanor Wragg**, Senior Reporter, Global Trade Review (GTR)

Day Two: Wednesday 21 October

Key markets, sectors and trends

ON DEMAND

Keynote interview: What are the new trade and investment priorities between Africa and the UK?

This conversation 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.

Points for discussion will include priority sectors (both sovereign and non-sovereign business), changes to UK aid policy, concessional financing and revisions to the IMF/World Bank programme, as well as how Brexit is likely to change the narrative in terms of trade relationships.

Emma Wade-Smith, HM Trade Ambassador for Africa, UK Department for International Trade to be interviewed by **John Basquill**, Senior Reporter, Global Trade Review (GTR)

ON-DEMAND

Staring down the barrel: Addressing the need for greater energy independence

Sub-Saharan Africa's energy access deficit is now the largest in the world, surpassing Latin America and Southeast Asia, as an estimated 573 million people are currently without access to electricity across the continent. Looking ahead, despite major planned reforms – including South Africa's new energy plan, infrastructure projects in East Africa and the movement towards greater use of renewables – by 2030, nine out of ten people without electricity globally will continue to be based in sub-Saharan Africa.

This session will consider the opportunities and risks facing the development of this sector over the coming decade, as the 2030 deadline for the UN Sustainable Development Goals, and universal electricity access, approaches.

Keri Leicher, Director, EXX Africa

11.00-11.45

LIVE STREAM: The changing face of Africa-China relations

As the largest single off-taker of African goods and products, China has invested more than the combined contributions of the entire DFI community, with huge infrastructure commitments and greater access to cheaper sources of funding. But at what cost?

On one hand questions were being asked before the pandemic over the influence such large-scale investment brings – along with questions around the quality of Chinese goods and infrastructure – whilst on the other many see China's soft power growing, the result of both having been seen to cope with the pandemic more efficiently than the West and from a debt perspective, with China's long-term cheaper funding deemed better for sovereigns that short-dated (and more expensive) debt.

This session will consider where the current situation leaves this relationship and what the future is likely to hold.

Moderator: Simon Cook, Partner, Sullivan & Worcester UK

Elizabeth Stephens, Managing Director, Geopolitical Risk Advisory

Jinghao Lu, Executive Director, InnoLink Capital

12.45-13.30

BREAKOUT: Working with sovereigns – key lessons learned and future challenges

This capped-number interactive breakout group will consider the primary challenges faced when working with sovereign borrowers, examining common factors and variables, range in tenor appetite, the support role of ECAs and DFIs along with key lessons learned.

Nick Oliver, Head of Business Development, NMS International Group; Co-Chair, UK Africa Infrastructure Board

Chris Bonnett, Projects Director, Africa, GE Healthcare

14.30-15.15

Live stream: Regional focus: Francophone Africa

The crisis has exposed many things for various parts of the continent, but what about the response in Francophone Africa? This session will gather various experts together to consider how this region has fared in difficult times, particularly compared to the Anglophone region. Points for consideration will include the latest on the CFA Franc and whether a split in CEMAC is more likely than ever, potential integration issues around the African Continental Free Trade Area (AfCFTA), as well as assessing the appetite of North African banks for conducting business in the region, particularly in light of Morocco's role as a gateway.

Tedd George, Founder & Chief Narrative Officer, Kleos Advisory

Nabil Frik, Managing Director, Head of Africa & Middle East, British Arab Commercial Bank

16.00-16.45

LIVE STREAM: Is there now even greater pressure for African companies to move up the value chain?

Failure to add value to goods and services before they are exported to other parts of the world has proved a perennial issue for African markets, with limited local processing capacity reducing opportunities for employment. Recent global events have only further highlighted this importance of this key issue and the many challenges faced, so is now the time for action and what is the roadmap ahead?

- How have recent movement restrictions, pressure on supply chains and geopolitics impacted on the continent's ambitious efforts to achieve frictionless trade? Add fears that protectionism will only increase post-pandemic valid?
- What are the notable examples and success stories of where value has been added? What were the common threads in these successes?
- How significant is currency in this? Is there a need to remove the dollar from the equation to allow for local banks to open up credit lines?
- To what extent does manufacturing capacity link into electricity generation? What are the main factors required to achieve beneficiation?
- Following the cashflow: How important is the provision of supply chain finance in providing the necessary financial lubricant for smaller companies?
- Maximising strengths: Is there the danger that Africa moves away from some of its core assets in efforts to move up the value chain?

Moderator: Aubrey Hruby, Senior Fellow, Africa Center, Atlantic Council

Tod Burwell, President & Chief Executive Officer, BAFI

Souleymane Diagne, Group Head, Trade Finance, Ecobank

Laurie Hammond, Partner, Hogan Lovells

Day Three: Thursday 22 October

Export credit and risk mitigation

ON DEMAND

Keynote interview: Changing the rules of competition in export finance

With a significant increase in the impact (and number) of export credit agencies operating in markets such as Africa increasing levels of competition, and with countries like China undertaking a more strategically focused and in some cases more aggressive approach this keynote interview will assess the extent to which the rules of engagement have changed. The session will consider how this change can benefit Africa, what new ECA programmes mean and whether there is a risk of ECAs and exporters from certain markets – such as Europe – being left behind.

Kimberly Reed, Chairman & President, Export-Import Bank of the United States *to be interviewed by* **Gabriel Buck**, Managing Director, GKB Ventures

“Really enjoyed the conference and found the topics discussed to be very relevant and helpful. I will definitely make use of what I have learned.”

D Scott, Gascon ADO Southey Holdings

11.00-11.45

LIVE STREAM: New priorities in the role of export credit agencies

Export credit agencies have played an instrumental role in supporting exporters and keeping trade moving over the past few months, no more so than in Africa, alongside the likes of the International Monetary Fund and World Bank, as banks struggle to manage excess demand with clients drawing down and little new onboarding.

- How has the ECA community reacted to the request for a global coordinated response to reach consensus on meeting current and future challenges?
- Are there specific steps that more ECAs should consider – such as extending coverage to short-term credit and trade receivables – to cover short-term trade?
- Should we expect increases in quantitative easing and tighter regulatory controls on banks post-Covid 19? How is this likely to impact on SMEs in particular?
- Should more support be made available down the supply chain to sub-suppliers, including working capital facilities for buyers facing liquidity problems?
- Does cover need to be extended from 85% to 100% – as has been argued – to help maintain trade in developing markets? What are the potential consequences?
- Has the OECD gone far enough in terms of 'talk versus action' when it comes to helping buyers in Africa? Is The Export Credits Group fit for purpose or has it lost its way?

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

Paul Mojalefa, Business Development Specialist, ECIC

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

Jan Fuchter, Director, Project & Structured Finance, Export Finance Australia

12.45-13.30

BREAKOUT: The future of African local currency financing

This capped group will consider the trend for offering long-term local currency facilities and examine whether funding them on a short-term basis could offer a viable market solution, as well as debating the role of ECAs in this.

Angelica Adamski, Director of the Board, Sweden Africa Chamber of Commerce

14.30-15.15

Case study: What role can export finance play in helping to meet the SDGs?

The Sustainable Development Goals (SDGs) have been a well-covered issue both globally and across emerging markets, with much work having gone into finding potential ways to close a huge gap in financing. However, the reality is that even before Covid-19 the SDGs were already US\$3tn short per annum.

- What are the main challenges faced in attracting 'impact investors' as alternative sources of liquidity?
- How much work has been done by the ECA and DFI community to establish the right criteria for attracting institutional funding?
- Are ECAs in a position to offer more attractive terms for projects that already meet SDG goals or fulfil ESG criteria?
- Will banks offer reduced margins upfront for an existing project that already meets these goals rather than new ones?
- Can more be done to encourage meaningful change? Is there still too much of a mindset of "just being compliant"?

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

Hussein Sefian, Founding Partner, Acre Impact Capital

Faruq Muhammad, Global Head of Structured Export Finance, Standard Chartered

16.00-16.45

LIVE STREAM: Stormy waters ahead for the insurance market?

Concerted efforts have been made to drive more insurers to the continent in recent times, with partnerships and equity investments being made to strengthen Africa's credit markets and to enable more insurers to take part in the financing of African trade. This discussion - taking place in the context of the new normal - will consider what times lie ahead.

- What level of business volumes have insurers seen from Africa and is appetite meeting demand? What steps are insurers taking?
- Given the risk of pay-outs and potentially significant losses, is there the danger of cover being withdrawn in certain markets and sectors?
- How seriously should insurers be over the risk of claims exceeding premiums when it comes short-term business and what would be the implications in the near term?
- Looking ahead what are the key challenges likely to be around pricing? Will this require a change of mindset and in some cases business model?
- How severe could the 'perfect storm' of health and economic crises - and resulting insolvencies - along with a commodity slump prove for insurers?
- Does the private market have enough of a voice when it comes to policy-making? Have recent ECA interventions offering short-term facilities taken insurers by surprise?

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

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

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

Oliver Wright, Director, BPL Global

Antonella Da Cunha, Group Risk Manager, Capespan

James Wilson, Head of Credit & Political Risk, UK & Continental Europe, The Hartford Financial Services Group

Day Four: Friday 23 October

'The big ideas'

ON DEMAND

Keynote interview: Learning from the past – an ambitious vision for future prosperity

Africa's history is rich in trade, from the 16th century merchants of the East African coast to Timbuktu's mythical status as a medieval trade hub. Yet in the post-slavery and colonial era, the continent as a whole has seen its contribution to and significance within global trade reduced to the export of raw commodities and natural resources. This keynote interview will consider how - with a more technologically interconnected global marketplace, increased focus on intra-regional flows and greater political will to learn from the mistakes of the past - Africa can reclaim its history as a global trade leader, outlining a path to future prosperity through the creation of economies of scale and structural transformation.

Dr Benedict Okey Oramah, President & Chairman of the Board of Directors, African Export-Import Bank (Afreximbank) *to be interviewed by Shannon Manders*, Editorial Director, Global Trade Review (GTR)

10.00-10.45

Case study: Revolutionising CMA – an opportunity for genuine change?

In a more technologically engaged world and with the tools of innovation creating greater transparency and demand for security, collateral management processes have come under the microscope, with many feeling that the traditional CMA model is broken, with too limited choice, increased costs (chartered, storage, etc) and reduced appetite from the insurance market amid concerns over fraud, quality of reporting and quality. This in-depth session will consider the extent to which such concerns are being addressed and which improvements – from customs checks to port development, warehousing to logistics – are pivotal to future growth and prosperity.

Moderator: Rupert Cutler, Risk & Insurance Consultant, Holtarka

Dheerie Govender, Chief Executive Officer, Global Collateral Control

Emily Adendorff, Associate, Barak Fund Management
Stewart Makura, Supply Chain Finance Head & Trade Commodity Finance, Sub-Saharan Africa, Citi

11.30-12.15

LIVE STREAM: Should we expect greater focus on a more sustainable economy?

The conversation around sustainability stands at something of a crossroads in the shadow of coronavirus; beyond immediate health concerns the pandemic has triggered a global economic slowdown which will severely hamper development ambitions and halt Africa's impressive trajectory of growth. This discussion will consider where the current situation leaves the conversation and the extent to which a 'green reboot' could revitalise African economies.

- Is there sufficient will from the trade finance community in taking responsibility to help build a carbon-neutral future, particularly in markets dependent on fossil fuels?
- How can banks work more closely to actively support businesses running sustainable and responsible supply chains? How have the requirements evolved from just being compliant to helping to contribute?
- Does understanding need to be improved of the risks of non-sustainable supply chains and products? Does the tone of the conversation need to shift from reward to penalising?
- How significant are new certification standards in making supply chain traceability easier and helping emerging market suppliers to enter global value chains?
- To what extent is progress threatened by short-term economic imperatives? Does sustainability risk being relegated to something of a 'luxury' in a more challenging new landscape?

Moderator: Zhann Meyer, Head of Agricultural Commodities, Nedbank CIB

Shona Tatchell, Founder & CEO, halotrade

Andrey Gurevich, Global Product Head, Global Trade Supplier Finance, IFC

Mandy Rapson, Sustainability Practitioner

12.45-13.30

BREAKOUT: Are we entering a new era in concessional lending?

This breakout will consider whether interest rates are too low for borrowers and whether they could risk crowding banks out of export finance. It will also look at how blurring between tied and untied support could beckon a new era in concessional finance.

Gabriel Buck, Managing Director, GKB Ventures

14.30-15.15

LIVE STREAM: How can Africa reap the benefits of innovation and digitisation?

Conversations around the potential role of technology in addressing many of the challenges companies face when doing business in Africa have only been amplified, with recent experiences of lockdowns, restrictions and remote working bringing into stark focus just how much more needs to be done. Will the current landscape accelerate this process further and is the pressure finally on for fintechs to deliver? This session will consider the following:

- How is the accelerated digitisation drive in logistics and shipping expected to manifest? Were financiers caught off-guard when courier services were shut down?
- Does the tech sector remain the most lucrative potential opportunity for future growth and investment? How important is it to embrace the potential of innovation in more traditional sectors?
- Has greater access to credit information and alleviation of KYC concerns made a difference in improving the number of bankable projects available?
- What are the regulatory and compliance issues still to be addressed when it comes to digitising trade?
- Have too many recent initiatives been a "quick fix" rather than something more sustainable?

Moderator: Tedd George, Founder & Chief Narrative Officer, Kleos Advisory

Vinod Madhavan, Group Head, Trade, Standard Bank

Maureen Mba, Head of MANSA Business, Afreximbank

Samir Neji, Founder & CEO, ditledgers

Aubrey Hruby, Senior Fellow, Africa Center, Atlantic Council

16.00-16.45

Keynote interview: What lessons can leaders learn to foster the talent of tomorrow?

The conversation around diversity and young talent has been thrown into ever sharper focus in recent months, with the younger demographic deemed particularly at risk from dire economic predictions. This special interview session will look at notable initiatives undertaken, financing gaps for fledgling businesses, the role of technology as a 'leveller', building a pipeline of young talent into the industry as well as the importance of strong role models.

Dali Tembo, Strategist, Instant Grass *to be interviewed by Shannon Manders*, Editorial Director, Global Trade Review (GTR)

"If you want to do business in Africa, you must be at this event!"

H Potgieter, Africa Merchant Capital

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