



May 12-13, 2021

Time zone: East Africa Time (EAT)

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#GTREastAfrica

Following the success of the inaugural virtual event in October 2020, GTR East Africa will return once again in digital form for 2021, taking place on May 12-13, 2021.

Utilising GTR's bespoke virtual event platform, this online gathering promises expansive networking and a comprehensive programme of live and on-demand content, welcoming the leading practitioners in trade, agribusiness, supply chain and commodity finance.

Join industry experts from across the region to explore the latest developments, strategies and solutions employed to drive East Africa's covid response, trade growth, and economic recovery.

Read the event agenda on following pages

Agenda GTR East Africa 2021 Virtual Day One: Wednesday 12 May, 2021 Time zone: East Africa Time (EAT)

Day One: Wednesday 12 May

10:30 – 11:15 Building financial infrastructure to facilitate the Covid response

12:00 – 12:45 Adapt and innovate: How trade and supply chains can play a role in revitalising East African economies

ON DEMAND **16:00 – 16:30** No silver bullet: Assessing tradetech strengths and limitations

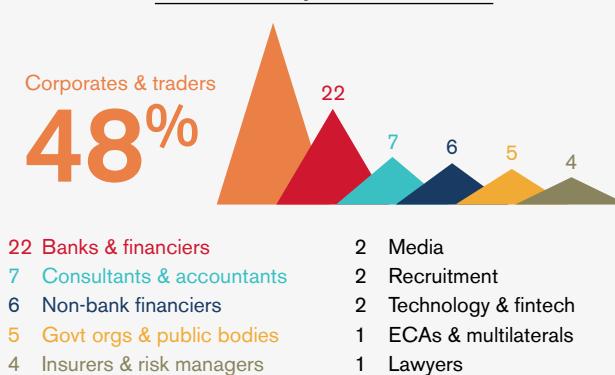
14:30 – 15:30 Can structured LCs help bridge the trade finance gap in East Africa?

16:30 – 17:30 This is a great event for networking and discussing current trends on the continent.

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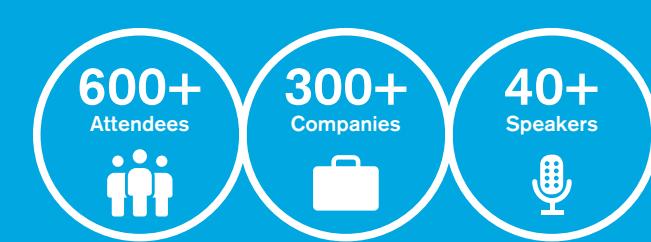
Attendees by sector in 2020



Key themes: 6 of the best



What to expect



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Day One: Wednesday 12 May

ON-DEMAND

East African economies in 2021: Rebounds, aftershocks and evolving geopolitics

A year after the pandemic's onset a degree of global trade supply and demand equilibrium has been re-established, though the impact of pandemic related disruption persists in areas such as trade financing, logistics, warehousing and shipping. A fast-evolving geopolitical backdrop and the spectre of vaccine nationalism, not to mention Brexit and enactment of the AfCFTA, compounds the complexities faced by those trading across East Africa. This opening keynote will seek to pinpoint the primary disruptive influences shaping commercial prospects in 2021, and offer perspectives on key risks and opportunities as Africa emerges from the initial phase of the pandemic.

Tedd George, Chief Narrative Officer, Kleos Advisory UK

ON-DEMAND

The outlook for East African trade and investment

This keynote will examine trade and investment opportunities in East Africa with a focus on clean growth, technology and fintech, highlighting UK trade policy in the region, and assessing prospects for building resilience into regional businesses and supply chains during the Covid recovery.

Emma Wade-Smith OBE, Her Majesty's Trade Commissioner for Africa, UK Department for International Trade (DIT)

ON-DEMAND

Building financial infrastructure to facilitate the Covid response

The political and public health response to the pandemic has varied across East Africa, though Covid-19 is not restricted by national borders: prospects for preventing future infection spikes are directly linked to the capability of all nations to source, finance and deploy the crucial personnel, PPE and vaccine necessary to contain then coexist with the virus. A panel of clinical, international development and financing experts will

share perspectives on the progress made in suppressing the pandemic across the region, outline near-term challenges and next steps, and assess the role that can be played by private and public finance sectors, fintech, and mobile payments in assuring the provision and deployment of critical healthcare resources.

Moderator: **Duarte Pedreira**, Head of Emerging & Frontier Markets, Crown Agents Bank; Board Member, ITFA

Jelena Madir, Director of Legal & General Counsel, Gavi, The Vaccine Alliance

Will Garton-Jones, Business Development Director, Paycode

David Pitts, Senior Advisor, International Development Organisations, Crown Agents Bank

Grace Murage, Transactor, Trade & Working Capital, Rand Merchant Bank (RMB)

11.00-11.50

Adapt and innovate: How trade and supply chain finance can play a role in revitalising East Africa's economies

Global economic contraction, sovereign downgrades, financial regulation and heightened perceptions of counterparty risk have combined to widen Africa's trade finance gap: the sector must adapt to ensure it can support resurgent East African growth. This discussion will review the key development finance initiatives, market collaborations and deal structures deployed to support trade during the pandemic's height, and consider the path ahead: Can the private finance market build capacity as emergency developmental support is wound down? What can be done to improve accessibility of trade and supply chain finance to local banks and businesses as East Africa economies seek to industrialise and capitalise on the AfCFTA?

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

Martin Azenga, Country Head of Trade, Stanbic Bank Kenya

Cynthia Alubala, Supply Chain Finance Manager, DMEA Region, Mars

Philip Boyall, Head, Corporate Banking & Payments Sales, Sub-Saharan Africa, Finastra

Gerald Kamugisha, Head, Trade & Transactional Banking, CRDB Bank

Carol Kihuna, Group Trade Product Manager, Equity Bank

ON-DEMAND

'You can't model for criminality': Assessing the commodity trade finance sector's response to heightened fraud risk

High profile commodity trade frauds have rocked the global sector, with leading lenders reducing exposure to or exiting the CTF market. Those remaining face increased operational demands, with more stringent monitoring and due diligence processes resulting in increased transaction costs. This session will assess the industry-wide response, highlighting the steps taken by lenders and collateral managers to mitigate fraud risk, the role that can be played by commodity insurance, and the extent to which available digital technology is capable of restoring confidence, transparency and efficiency in the commodity trade finance sector.

Moderator: **Zhann Meyer**, Head, Agricultural Commodities, Nedbank

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

Anish Jain, Chief Treasury Officer, ETG

Wouter Kool, Head, Trade & Commodity Finance, Africa, Rabobank

Raj Uttamchandani, Executive Director, Trade Finance Market

14.30-15.20

Can structured LCs help bridge the trade finance gap in the East African region?

Structured or 'synthetic' Letters of Credit continue to play a crucial role in channelling USD liquidity into East Africa's local banking sector, however the structure's status as a bona fide trade finance instrument can prove contentious amongst the market's purists. This expert panel will shed light on the operational aspects of a synthetic LC and the motivations of various deal participants, highlight the advantages the structure affords to East Africa's trade sector, and seek to address questions around the legal treatment of synthetic LCs in the event of default.

Moderator: **Albert Rweyemamu**, Senior Political & Credit Risk Underwriter, African Trade Insurance Agency (ATI)

George Wilson, Independent Trade Finance Expert

Sheleena Govind, Transactor, Debt & Trade Solutions, Financial Institutions Group, Rand Merchant Bank (RMB)

Simon Cook, Partner, Sullivan & Worcester UK
Afolabi Obisesan, Manager, Specialized Finance, Guarantees & Specialized Finance Unit, Afreximbank

16.00-16.50

No silver bullet: Assessing tradetech strengths and limitations

Liquidity, traceability and reputational risks are becoming major issues for those conducting or financing East African trade, evidenced by the widening trade finance gap, and the development of stringent EU and US regulations targeting the use of forced labour in the soft commodity value chain. Following rocketing adoption in response to the pandemic, digital trade solutions are set to become yet more crucial in ensuring the flow of financing and investment to East Africa's commodity production and burgeoning manufacturing sectors, but is the underlying tech up to the challenge? Where is digital making inroads in promoting a deeper and more accessible trade finance market, and can track and trace technology be relied upon to mitigate severe regulatory and reputational risks?

Moderator: **Tedd George**, Chief Narrative Officer, Kleos Advisory UK

Michiel Hendriksz, Executive Director, FarmStrong Foundation

Mateja Dermastia, Chief Executive Officer, Antea Africa

Yvonne Otieno, Director, Miyonga Fresh Greens

Nirjhar Daripa, Product Manager, Innovation, Accuity

Josephine Mwangi, Trade Product Manager, Stanbic Bank Kenya

"Very insightful discussions relating to trade and investment opportunities in Africa."

T Mulongo, Co-operative Bank of Kenya

Day Two: Thursday 13 May

10.00-10.50

AfCFTA roll out: A pivotal moment for East African economic diversification?

The potential benefits associated with the establishment of the African Continental Free Trade Area (AfCFTA) are well trodden, as is the recognition that the removal of non-tariff barriers will be crucial to the agreement's success. Assessing the opportunities and risks associated with free trade from an East African perspective, this debate will pinpoint the key regulatory developments required to enable the growth of formal trade, improve the availability of trade financing for regional banks and corporates, and consider the potential for the AfCFTA to boost value add industry across the region: Which markets and sectors stand to be the winners and losers, and does sufficient trade and export finance sector capacity remain to support the realisation of this goal?

Moderator: Carl Chirwa, Head of International Banking, Bank One

Rose Ronoh, Director, Trade Facilitation, Kentrade

Prince Kofi Wadie, Structured Trade Head, East Africa, Citi Kenya

Dev Anand Haman, Assistant Secretary General, Admin & Finance, Comespa

Manaseh Oiro, Trade & Policy Manager, Kenya Association of Manufacturers (KAM)

11.30-12.15

SME trade finance: Immediate challenges and future priorities

Assessing the extent to which SME financing challenges have been exacerbated by Covid-19, this session will highlight the response from financiers across the African continent and the initiatives boosting credit availability that is particularly crucial for smaller businesses. Looking forward, what are the key risks and opportunities posed to East African SMEs in 2021 & beyond, and which steps are required by development financiers and other stakeholders (policy makers, central banks, commercial banks, corporates) to mobilise and increase financing support for SME trade?

Moderator: Tawanda Mudimbu, Chief Operating Officer, Asoko Insight

Nassourou Aminou, Regional Manager, Africa, FCI
Rafaravavitaika Rasata, Director of Economic Expansion, Ministry of Foreign Affairs of the Republic of Madagascar

ON-DEMAND

Geopolitics and export credit finance: Capitalising on East Africa's strategic position to boost infrastructure investment

East African infrastructure has become a primary focus for competing geopolitical interests in Africa. The turmoil caused by the pandemic – and the political influence related to vaccine supply – has renewed interest in the region from state actors such as the US and Russia, posing a counterbalance to China's dominance. Meanwhile the acute need for counter-cyclical ECA financing support has combined with African institutions' continued innovation to realise a bumper year for African ECA deals.

Featuring the key players spearheading investment growth, this discussion will identify infrastructure development opportunities for borrowers, financiers and export credit agencies, gauge fresh challenges relating to sovereign debt sustainability and increasing ESG scrutiny, and pinpoint the region's economies and industry sectors that stand to benefit from a rapidly evolving geopolitical environment.

Moderator: Sekete Mokgehle, Head, Export Credit Finance, Nedbank

Mathilde Cottard, Executive Director, Head of Structured Export Finance EMEA, SMBC Bank International

Isaac Kahara, Regional Head, East Africa, UK Export Finance (UKEF)

Nkemjika Onwuamaegbu, Head of Origination, Low Income Countries, Multilateral Investment Guarantee Agency (MIGA)

Enoch Mwita, Head of Business Development, Africa, ASGC Holding

"The discussions are great and an eye opener to the economy of Kenya and the position of Kenya to the global market."

D Muthama, Galana Oil

ACT East Africa Treasury Forum

In partnership with the Association of Corporate Treasurers (ACT), GTR East Africa 2021 Virtual will conclude with the ACT East Africa Treasury Forum, where leading members of the region's corporate treasury community will convene with GTR East Africa attendees for additional networking and corporate treasury focused discussion.



13.00-13.45

The last twelve months: The challenges of forecasting, a state of crisis and remote working

Taking a retrospective look at the last twelve months and associated challenges that treasurers have been dealing with, from cash flow forecasting, the increased role of technology; remote and hybrid working arrangements and associated data security challenges; a selection of treasurers from across East Africa will provide their insights and learnings to assist you now and going forward.

Moderator: Eugene Banja, Group Treasurer, African Guarantee Fund

Enock Etyang, Chief Financial Officer, African Queen

Richard Kyalimpa, Finance Controller, Busoga Forestry Company

Sylvester Mutunga, Head of Treasury, Java House Africa

14.30-15.15

Maintaining liquidity and utilising successful bank relationships

For treasurers, the relationships with their banks are key to maintaining liquidity, especially in times of crisis. What have corporates done to raise funds and how supportive have the banks been with this? What challenges have been encountered in these relationships, and how have these changed over the past year? And, from a documentation angle, how has banking evolved to support a treasurer's operations? This discussion will provide key learnings from the past year about how to enhance your relationships with your banks, especially in challenging times.

Moderator: John Tumwine, Treasury and Capital Management, Stanbic Bank

Benson Muhoro, Treasury Manager, Kenya Airways

Caroline Mwanza, Finance Advisor, ActionAid International

Hillary Oonge, Group Treasury Manager, M-KOPA Solar

ON-DEMAND

Pandemic Coping Strategies: How to successfully lead yourself and your teams through 2021

- The importance of developing and adapting coping strategies to be prepared for anything
- Creating certainty from uncertainty: Understanding what we can control, an energy vs time mindset and prioritisation
- Next normal vs new normal: Strategies around guilt/regrets, hope and understanding oneself in a constantly changing environment

Caroline Stockmann, Chief Executive, Association of Corporate Treasurers

16.00-16.45

Managing a treasury career during the pandemic

In times of crisis treasurers see their profile within an organisation increase, and the recent pandemic has been no different. What has this shown about the changing treasury role including the impact of technology and automation, and how do you future-proof your treasury and risk management? How can treasurers be business partners in the organisation and continue to offer more value in the good times as well as the bad? And looking forward, how has career planning and job-seeking been affected? Fundamentally, what does the perfect treasury team look like, and how can you adapt to be prepared for this when the time comes to move on to your next adventure?

Moderator: Sydney Wechuli, Treasury, Nairobi Securities Exchange

Peace Adia, Treasurer, Opportunity Bank

Gloria Abura Mugabe, Treasury & Credit Manager, Vivo Energy

Douglas Wanjala, Chief Resume Writer, The Bold CV Kenya

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