



March 24-25, 2021

Time zone: West Africa Time (WAT)

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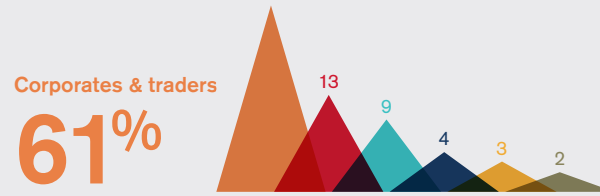
#GTRWestAfrica

Connecting the region's trade experts

GTR West Africa returns on March 24-25, providing the region's primary gathering for trade-focused discussion and networking via GTR's market-leading virtual event platform.

Join the leading practitioners in West African trade, export and commodity finance to explore the latest developments, strategies and solutions driving industrialisation, trade growth and economic recovery across the continent.

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 |

What to expect



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Read the event agenda on following pages

Agenda GTR West Africa 2021 Virtual Day One: Wednesday 24 March, 2021 Time zone: West Africa Time (WAT)

Day One: Wednesday 24 March

09:00-10:45
AICTA: AI systems go?
 The African Continental Free Trade Area (AfCFTA) will have a profound effect on the continent. Economic growth and job creation will be a reality. However, the digital and financial sectors will be the most impacted. How can AI systems be used to support the continent's economic recovery?
Dr. Abimbola, Journalist & Entrepreneur
Bukola Ashaolu, Chief, Commercial Officer, Africa Africa

10:00-10:45
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Bukola Ashaolu, Chief, Commercial Officer, Africa Africa

11:00-11:30
Tough times for trade: Assessing the need for 'counter-cyclical' financing support
 Economies by trade commodity price and global supply chain disruption, such as the commodity price rise from early 2020, have led to a global economic recession. An expert panel will assess the impact of digital and financial technologies on the continent's economic recovery. The panel will discuss the need for 'counter-cyclical' financing support to support the continent's economic recovery. The panel will discuss the need for 'counter-cyclical' financing support to support the continent's economic recovery.
Dr. Abimbola, Journalist & Entrepreneur
Bukola Ashaolu, Chief, Commercial Officer, Africa Africa

14:00-14:45
Highly developed finance: A necessity for Africa's economic resurgence
 With a potential monetary crisis looming in the autumn of 2020, leading trade finance banks across Africa are looking for ways to support the continent's economic recovery. This session will discuss the need for highly developed finance to support the continent's economic recovery. The panel will discuss the need for highly developed finance to support the continent's economic recovery.
Dr. Abimbola, Journalist & Entrepreneur
Bukola Ashaolu, Chief, Commercial Officer, Africa Africa

15:30-16:30
Loops and bounds for trade finance digitisation: Has West Africa kept up with the pace?
 The digital transformation of trade finance is a global trend. This session will discuss the need for trade finance digitisation to support the continent's economic recovery. The panel will discuss the need for trade finance digitisation to support the continent's economic recovery.
Dr. Abimbola, Journalist & Entrepreneur
Bukola Ashaolu, Chief, Commercial Officer, Africa Africa

GTR WEST AFRICA 2021 VIRTUAL

March 24-25, 2021

Connecting the region's trade experts

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Day One: Wednesday 24 March

ON-DEMAND

Keynote: Plotting a course for West Africa's economic recovery

A year since GTR West Africa 2020 took place in Lagos, Africa faces the prospect of a first recession in 25 years amidst sovereign debt defaults and collapsing export revenues. This macroeconomic outlook will evaluate a tumultuous 12 months for West African economies and offer an outlook for recovery, touching on key commodities market trends, trade volumes, financial market conditions and FDI flows.

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

10.00-10.45

AfCFTA: All systems go?

The African Continental Free Trade Area (AfCFTA) came into effect on January 1, eliminating tariffs on 90% of goods produced on the continent, however significant challenges to intra-Africa trade growth remain. An expert panel will assess the expected logistical and financing benefits brought by the implementation of pan-African standards, highlight the non-tariff barrier elimination and infrastructure development required to kick-start intraregional trade, and offer guidance on how African corporates, banks and the wider trade ecosystem can prepare to gain maximum advantage as the agreement takes root.

Moderator: Didi Akinyelure, Journalist & Entrepreneur
Rolake Akinkugbe-Filani, Chief Commercial Officer, Mixta Africa

Stewart Makura, Director, Supply Chain Finance & Commodity Trade Finance Head, Sub-Saharan Africa, Citi

Colin Fraser, Chief Executive Officer, FCMB Bank UK
Lodewyk Meyer, Partner, Baker & McKenzie

ON-DEMAND

Market volatility and decarbonisation: Navigating financial headwinds for the oil sector

Declining oil prices, the ripple effect of Asian commodity trade finance frauds, and a growing emphasis on ESG and decarbonisation amongst global financiers have contributed to a drastic reduction in financing available for the oil production and trade critical to Nigeria's economy. This discussion will pinpoint linkages between global oil market trends and the impact on the West African oil sector: To what extent – and why – is commodity trade finance likely to become scarcer and more expensive? With both liquidity and lenders exiting the market, can local financiers provide sufficient support for Nigeria's oil sector, and are key infrastructure projects at risk?

Moderator: Robert Parson, Partner, Clyde & Co
Amy Jadesimi, Chief Executive Officer, Lagos Deep Offshore Logistics Base

Moji Hunponu-Wusu, Founder & Chief Executive Officer, Woodhall Capital

11.45-12.30

Tough times for trade: Assessing the need for counter-cyclical financing support

Exacerbated by weak commodity prices and global bank retrenchment, a lack of hard currency liquidity now threatens dire consequences for trade across West Africa. The continent's leading practitioners will highlight the key challenges being faced in the region's trade finance space, exploring the financing structures being utilised to get deals done, the role being played by trade funds, insurers, ECAs and development financiers as the pandemic progresses, and the market segments most in need of counter-cyclical financing support.

Moderator: Matthew Solley, Managing Director, Structured Credit & Political Risk, Gallagher
Nisrin Abouelezz, Managing Director, Head of Africa Group, Sumitomo Mitsui Banking Corporation (SMBC)

Christian Karam, Director, Africa Trade Finance
Mobolade Ojeahere, Head Transaction Banking, Cash & Trade, Union Bank

Marcellin N'Da, Director, Africa Region, Export & Trade Finance, Crédit Agricole CIB

14.00-14.45

Mobilising development finance: A necessity for Africa's economic resurgence

With a potential insolvency crisis looming in the autumn of 2020, leading trade finance bankers across Africa implored multilateral development banks (MDBs) to intervene decisively to boost credit availability, particularly for smaller businesses. Billions in trade financing support has been announced by development financiers, but talk is cheap: have MDBs stepped up to the challenge? This session will highlight the programmes launched to combat the crisis, assessing where developmental support is reaching those that need it, and where further work is required to mobilise crucial MDB financing.

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

John Martin Ndawula, Associate Vice-President, Financial Institutions & Trade Finance, Africa Finance Corporation

Mubarak Abayomi Elegbede, Division Manager, Africa & Latin America Division, International Islamic Trade Finance Corporation (ITFC)

Moussa Toure, Senior Underwriter & West Africa Representative, African Trade Insurance Agency (ATI)

“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

15.30-16.20

Leaps and bounds for trade finance digitisation: Has West Africa kept up with the pace?

Pandemic-related challenges around the physical movement of people and documents saw a transformational year for trade digitisation in 2020, with adoption rocketing across the globe. Can the same be said for West Africa? Have regulators kept up with the pace of change? Which digital solutions and collaborations are broadening access to foreign liquidity for African banks and businesses? Utilising recent deal case studies, this session will explore emerging digitised trade financing opportunities and how they can be accessed, and assess the further work required to ensure local banks and companies are not left at a competitive disadvantage.

Moderator: Lanre Oloniyi, Co-Founder, Orbitt Capital

Nana Addo, Chief Executive Officer, Imperion Energy

James Kasuyi, Head of Financial Institutions, International Banking, Bank One

Margrith Lütschg-Emmenegger, Advisor to the Board of Directors, TradeAssets

Sofiene Ben Slimane, Senior Relationship Manager North & West Africa, Africinvest Private Credit

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

A Shiv, Lila Polymers Limited

Day Two: Thursday 25 March

ON-DEMAND

Day 2 keynote: The road to recovery – is the worst yet to come for Nigeria?

Disruption to oil markets, physical trade and financing flows caused by the Covid-19 pandemic has served to accentuate the well-trodden structural challenges faced by the Nigerian economy in areas such as over-reliance on oil exports, underdeveloped value-add industry, access to hard currency and lacking transport infrastructure. Our day 2 keynote will touch on the primary economic pain points of the past year, highlight the evolution and adaptation of the private and public sectors in response, and suggest where the green shoots of Nigeria's economic recovery are likely to appear.

“Trade export and finance was simplified for me. I definitely look forward to the next conference.”

A Olowofela, The Scar Production Nigeria

10.00-10.50

Turbulent trade trends in the Covid era: A bumpy ride for soft commodities

Demand for West African soft commodities over the past 12 months depicts the prevalence of 'yo-yo dieting' across the export market populace, with booming cocoa sales in 2020 giving way to healthier, immune system-boosting foodstuffs at the turn of the new year. Reviewing demand trends across key soft commodity sectors for markets such as Ghana and Cote d'Ivoire, this session will assess the primary logistics, local currency volatility and financing challenges facing commodity traders, the potential of the AfCFTA to increase food security and resilience to external demand shocks, and the need for value chain digitisation initiatives to improve efficiency and reduce fraud – mitigating risk and increasing transparency, sustainability and profitability for traders and their smallholder suppliers.

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

Rahul Rastogi, Vice President & Chief Financial Officer, Cote d'Ivoire, Olam International

Vidhi Rupchandani, Trader, Sai Commodities

Michiel Hendriksz, Executive Director, FarmStrong Foundation

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

“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

ON-DEMAND

Case study: Revolutionising warehouse receipt financing

Multiple financing of warehouse receipts poses a significant problem to commodity lenders globally, with the high-profile commodity financing frauds exposed in 2020 causing a reduction in commodity trade financing liquidity round the globe. This in-depth case study will illustrate the use of distributed ledger technology to battle financial crime in the commodities space, highlighting the practicalities of utilising the blockchain for storage of chain of title, and the potential for enhanced risk management to increase trade financing opportunities.

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

Akinyinka D. Akintunde, Vice-President, Financial Markets, Afex Nigeria

Raj Uttamchandani, Executive Director, Trade Finance Market

11.45-12.30

Structured and synthetic LCs: Shining a light on the 'dark arts' of trade

Structured LCs enabling the flow of USD liquidity into exchange-controlled countries, to then be utilised by emerging market banks to facilitate physical trade, were crucial for African development before Covid-19. Following the economic impact of the pandemic the importance of 'synthetic' LCs to the continent's recovery is only set to grow. With their relative obscurity often leading to misconceptions around their status as a bonafide trade finance instrument, this highly focused discussion will address why synthetic LCs are needed and used for frontier trade finance, walking you through the anatomy of a typical deal, the various parties involved, and their respective motivations.

Moderator: George Wilson, Head, Institutional Trade, Transaction Banking, Absa

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

Simon Cook, Partner, Sullivan & Worcester UK

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

ON-DEMAND

Case study: Delivering critical healthcare infrastructure with ECA support

Utilising a structure combining buyer credits and ECA direct lending to a West African sovereign, learn how this project accessed favourable funding at the prevailing OECD CIRR (commercial interest reference rate). With interest rates expected to remain at historic lows to assure global economic recovery following the pandemic, we'll assess the potential for further CIRR infrastructure deals across the region, and highlight the West African markets best placed to take advantage of this highly competitive funding source.

Ed Harkins, Managing Director, GKB Ventures

14.00-15.00

Creative, flexible ECA financing: Maintaining crucial infrastructure investment in unprecedented circumstances

The dire need to fill Africa's infrastructure gap pays no heed to national lockdowns, and those working to complete important ECA-backed deals in the face of unprecedented challenges must find new ways to push projects over the line. This panel will pinpoint the success factors enabling deal participants to work around issues relating to restrictions on movement and financial market volatility, casting an eye on the need for banks, ECAs and project sponsors to evolve in response to the key issues of the new decade: Debt sustainability, increasing focus on environmental and social governance, and the geopolitics shaping inbound investment.

Moderator: Gabriel Buck, Founder & Managing Director, GKB Ventures

Oti Ikomi, Executive Vice-Chairman & Chief Executive Officer, Proton Energy

Davinder Mann, Director of Strategy, Policy & Climate Change, UK Export Finance (UKEF)

David Sawyer, Investment Banking Transactor, Rand Merchant Bank (RMB)

Mohammed Abdulsalam, Senior Vice-President, West & Central Africa, GE Healthcare Financial Services

Marieme Niang Camara, Managing Director, Africa, Wilben Trade

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