

GTR AFRICA 2022 CAPE TOWN

Building an inclusive,
sustainable future
for African trade

#GTRAfrica

CTICC (Cape Town International Convention Centre), Cape Town, South Africa
March 10-11, 2022

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GTR AFRICA 2022 CAPE TOWN



GTR Africa is returning to Cape Town on March 10-11, 2022 for an exclusive two-day physical gathering!

Long recognised as the leading industry event for Sub-Saharan Africa, we're hugely excited to bring the region's trade, commodity and export finance community together once again for a much-anticipated return to in-person discussion and networking.

Offering unrivalled insights into the latest trends and developments impacting African trade, export and infrastructure financing through an extensive programme of expert speakers and interactive discussion, the event will include a full exhibition and provide the invaluable opportunity for participants to network and connect with industry leaders, peers and potential clients.

We look forward to welcoming you back!

March 10-11, 2022

**Building an inclusive, sustainable future
for African trade**

6 key themes in 2022

Geopolitical outlook: Mapping a complex financing landscape

Maintaining momentum behind the AfCFTA

Addressing commodity financing challenges

Tradetech innovation showcase

Infrastructure development: What is 'good debt'?

Examining agribusiness through an ESG lens

3 reasons to attend in 2022

Unparalleled expertise from speakers who are active in the market

01

02 Exceptional content on topics and regions covered

Network opportunities with key stakeholders in the industry

03

What to expect

400+
Attendees



200+
Companies



60+
Speakers



[Click here to find out more](#)

Expected attendee breakdown for 2022

Corporates & traders

35%

Bankers & Financiers

35%

Other

30%

Includes Consultants, Insurers, Govt bodies, ECA's, Tech & Fintech and Lawyers

*Evening
drinks
reception*

Thursday, March 10, 2022

17.30-20.00

Grand Africa Café & Beach
Haul Rd, V&A Waterfront,
Cape Town, 8002,
South Africa

Coaches to Grand Africa Café
& Beach at 17.40 & 17.50

Returning to the city we will
only have one coach leaving
the venue at 20.00

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Day One: Thursday 10 March Morning

09.00-09.05

Chair's opening remarks

Nastassia Arendse, Journalist & Broadcaster

09.05-09.35

Keynote: Africa's international trade pattern since 2000 and prospects for the ensuing decade

Africa's trade mosaic has altered markedly in just the last 20 years. Historical trade allies have faltered, and nascent partnerships have flourished. Meanwhile however the trade composition has varied relatively little. In the ensuing decade, new growth locomotives in the Far East, a tilt towards climate efficient trade, and the AfCFTA are just some of the drivers that may herald flux. This session will consider these themes, distilling dense trade data and trade patterns into thought provoking insights and likely scenarios.

Goolam Ballim, Chief Economist & Head of Research, Standard Bank

09.35-10.25

Riding the waves: Smoother sailing ahead for African trade?

The emergence and subsidence of the wave of Omicron infections – first detected by world leading South African virologists then in the UK, Europe and US – has been heralded by some as a turning point in the pandemic, with South Africa further loosening restrictions on movement in early 2022.

Our opening panel will assess how Africa's economies and trade have fared over the past 6 months, debating how these developments inform the near-term outlook:

- Is increasing political reluctance toward economic shutdowns in evidence across the continent? Is confidence growing in a less volatile business environment for 2022?
- Africa's optimistic trade outlook and the AfCFTA: To what extent is this contrasted with the sentiment of banks and correspondent financiers toward the coming 12-24 months?
- Rescheduling: Has trade finance performed better than other forms of debt? Which sources (trade, ECA, PF, CMs) are expected play a prominent role in 2022-23?
- With hard currency a perennial challenge, what can be done now to foster an effective FX market and promote the viability of local currency and non-dollar denominated deals?

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

Carl Chirwa, Head of International Banking, BankOne

Jackie Boyce, Vice-President, Southern & Eastern Africa, Financial Institutions Group, Global Trade Finance Department, Sumitomo Mitsui Banking Corporation (SMBC)

Nathalie Louat, Director, Trade & Supply Chain, IFC

Carlos Teixeira, Global Industry Principal, Finastra

Graham Megaw, Managing Director: Hellmann Worldwide Supply Chain Services SA

Gwen Mwaba, Director & Global Head, Trade Finance, Afreximbank

10.25-11.05 Networking break

11.05-11.50

Resetting the South African trade and investment narrative

'South Africans need to change the narrative': South Africa's economy finds itself in a rapidly evolving macro environment, smarting from the economic shock of the pandemic and recent international travel restrictions, while the exponential global movement toward zero-carbon and the phase-out of coal poses a huge challenge to the country's well documented power generation problems.

This panel will explore the positive actions that could enable South Africa to take more control of its destiny, whether that is moving up value chains, removing barriers to trade and helping to facilitate greater inbound FDI, or the evolution of the country's energy policies in light of wider global decarbonisation.

Moderator: Nastassia Arendse, Journalist & Broadcaster

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

Prieur du Plessis, Chief Investment Officer, Barak

Robert Besseling, Founder & Chief Executive, Pangea-Risk

Bridgett Majola, Director; Partner, Banking & Finance, CMS RM Partners

Hlengiwe Makhathini, Head of Corporate Finance, Transnet

11.50-12.35

Private insurance 'market failure' – business as usual in 2022?

Following a year of constrained capacity for new business in 2021, an expert panel will assess the outlook on pricing, appetite and capacity for African deals, exploring themes including:

- OECD relaxation: Is ECA deal down payment cover available for the near-term pipeline? Will constraints require continued selectiveness amongst underwriters?
- 'There is capacity available for well-structured deals': How can those seeking insurance ensure their transaction is attractive to the private market?
- To what extent do large projects dominate carriers' country risk limits? Can capacity be found for the documentary trade financing required for intraregional trade growth?
- Are underwriters seeking to play a greater role in promoting sustainability? How is a growing focus on ESG filtering into trade credit and political risk policy structures?

Moderator: Michael Creighton, Executive Director, Credit & Political Risks, WTW

Sekete Mokgehle, Head, Export Credit Finance, Nedbank

Oliver Wright, Director, BPL Global

Genevieve Ahinful, Head of Political Risk & Trade Credit, Africa Specialty Risks

12.35-13.20

It takes two to contango: Addressing acute financing challenges throughout Africa's commodity supply chains

Contrasting a bumper year for top tier traders' profits in 2021, a spate of high-profile trade finance frauds had already triggered a 'flight to quality' among commodity trade finance lenders, with some exiting the market and remaining players employing increasingly stringent KYC protocols. The life blood of those smaller traders crucial to facilitating the flow of goods – commodity trade finance – is severely constrained, posing existential risks to SMEs and potential disruption to Africa's commodity supply chains.

This session will explore some of the acute challenges faced by Africa's commodity trade sector related to price volatility, tightening margins, and increased fraud risks and controls, assessing the repercussions these hold for traders of all sizes, and highlighting the financing structures and digital solutions that can be employed to maintain the flow of finance critical to African commodity trade:

- Tighter trading profits and hardening liquidity: Assessing the primary financial risks faced by traders and CTF lenders in 2022
- KYC pressure: To what extent has the impact of lenders' additional risk management measures varied between SME and top tier traders?
- Keep calm and monitor your collateral: Is enough attention being paid to the physical goods underpinning trades? Can more be done to reduce the associated risks?
- Capital requirements and slim margins: Are digitisation costs prohibitive in the current climate? Is fragmented adoption and lacking documentary standardisation the greater challenge here?
- The structurally important role of SMEs in commodity trade: Which financing sources and structures can be utilised to shore up smaller players in a turbulent business environment?

Moderator: Robert Parson, Partner, Commodity & Trade Finance, Squire Patton Boggs

Rupert Cutler, Risk & Insurance Consultant, Holtarka

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

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

Jesse Chenard, Chief Executive Officer & Co-Founder, Monetago

Rahul Rastogi, Chief Financial Officer, Africa & Mena; Group Chief Financial Officer, Cocoa Beans, Olam Food Ingredients

Krishnan Nagendran, Director, Ducat Maritime

13.20-14.25 Lunch

Networking Break

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Networking Lunch

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Evening Drinks

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Day One: Thursday 10 March **Afternoon**

14.25-16.15 Stream A: Tradetech innovation showcase

This showcase will highlight some of the globe's most innovative full production tradetech solutions, with punchy pitch presentations highlighting key value propositions and user case studies to evidence the positive impact seen by early adopters.

The stream will feature four 10-minute showcases, each including audience Q&A, followed by a high-level review panel where market practitioners will quiz presenters on the finer details of each solution, evaluating prospects for trade digitisation in an Africa-specific context.

Chair: Shannon Manders, Editorial Director, GTR

Presenters:

Kennedy Ekezie-Joseph, Chief Executive Officer, Kippa

Raja Debnath, Co-Founder, Veefin

Jeff Blumenfeld, Chief Operating Officer, Monetago

Ahanna Anaba, Head of Sales - Digital Solutions & Partnerships, Finverity

15.30-16.15

Panel review: Placing trade digitisation in context – the need to break down borders with frictionless commerce

Reflecting on the ideas put forward during the tradetech showcase presentations, this interactive session will see an expert panel engage in discussion on the various business models, strategies and activities that stand to hold the most significant impact on Africa's trade finance space in the near to medium term and where the most pressing need for further innovation lies, considering the benefits of increased efficiency and transparency

throughout the wider trade ecosystem, the need to provide greater access to finance throughout Africa's population, and the extent to which digital adoption is a prerequisite to the success of the AfCFTA.

Moderator: Shannon Manders, Editorial Director, Global Trade Review (GTR)

Michelle Chivunga, Founder & Chief Executive Officer, Global Policy House

Bohani Hlungwane, Group Head of Trade & Working Capital, pan-Africa, Absa

Andrew Coles, Global Head of Solution Consulting, Surecomp

Eric Osiakwan, Managing Partner, Chanzo Capital

16.15-16.35 Networking break

Stream B: 'What Africa needs' – tailoring sustainable, competitive ECA financing

The pandemic's economic impact has placed pressure on Africa's public finances, while an unprecedented business environment has paused investments into commercial projects in key economic sectors. African sovereigns are reprioritising investments according to increasingly limited budgets, with the affordability of the financing offerings accompanying project tenders not only adding to their competitiveness, but increasingly dictating the project's viability. The need for sustainable, fit-for-purpose ECA-backed financing has never been greater.

What does this all mean for those doing deals on the ground? This stream will consider the impact of debt sustainability concerns on the African infrastructure financing space and assess how export and ECA financing offerings can be tailored to the needs of both public and commercial African projects.

14.25-15.10

Financing African infrastructure development: What is 'good debt'?

Assessing various financing options for African infrastructure development with the need for debt sustainability front of mind, this discussion will consider the benefits and drawback of bonds, ECA financing and commercial loans: How do ECA deals compare to other sources of financing, and what can be done to make ECA financing for African social infrastructure projects more affordable?

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Sujithav Sarangi, Executive Director, Structured Export Finance, Standard Chartered Bank

Chris Mitman, Head, Export & Agency Finance, Investec

Portia Dube, Head of Business Development, ECIC

Michael Foundethakis, Principal, Global Head of Project & Trade Finance; Chair, Africa Strategy Steering Committee, Baker & McKenzie

15.10-15.30

Case study: Delivering critical healthcare infrastructure – is this what 'good debt' looks like?

Utilising a financing structure combining buyer credits and ECA direct lending to a West African sovereign, and reputed to be 'the cheapest ever long term Euro ECA financing in Africa', learn how this project accessed the backing of a leading OECD ECA and favourable Euro-denominated funding, allowing the project to proceed quickly whilst providing full price transparency to the Ministry of Finance across both tranches of the transaction.

Ed Harkins, Managing Director, GKB Ventures

Nicholas Oliver, Head of Business Development, NMS International Group

Simon Bunckenburg, Business Manager, Civil, Infrastructure & Energy, UK Export Finance (UKEF)

15.30-16.15

Workshop: The fundamentals of local currency financing

An interactive session will provide practical guidance on the fundamentals of ECA financing in local currency, as well as key DFI initiatives aimed at mobilising local currency debt for infrastructure development. Attendees will be walked through the key considerations when structuring a deal where the underlying commercial contract is in hard currency, and how the transaction structure works in practice. Numerous opportunities will be provided for audience members to engage our workshop leaders in direct discussion and share their own experiences and analysis of the use of local currency financing tools.

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Inal Henry, Head of Structuring, Markets, Corporate & Investment Banking, Rand Merchant Bank (RMB)

Jules Samain, Managing Director, Africa, GuarantCo

Alarik d'Ornhjelm, Director, Head of Middle East & Africa, Structured Trade & Export Finance, Deutsche Bank

Michele Dee, Regional Head, Europe, Africa & South Asia, UK Export Finance (UKEF)

16.15-16.35 Networking break

Closing plenary

16.35-17.20

African trade finance: Sustainable by definition?

The overwhelming focus on climate change at COP26 in Glasgow mirrors a bias toward environmental issues that often underpins the increased focus on corporate ESG practices, as well as COP-driven commitments to phase fossil fuels out of global financing portfolios. This belies a hard economic truth for Africa's economies and trade: with many African nations still relying on gas and coal power, the strangulation of investment in these sectors poses existential repercussions to sections of Africa's population. Should the 'S' and the 'G' therefore be given more weight in an African trade finance context?

This session will highlight the characteristics of the continent's trade finance sector that position it as an 'oven ready' infrastructure for the delivery of sustainability incentives and the monitoring of ESG practices throughout African supply chains. Further debate will assess the risks related to over emphasis on environmental impact among foreign trade financiers, the knock-on effects this could hold on the African trade finance gap, and the ultimate potential impact on the lives and livelihoods supported by Africa's SMEs.

Moderator: Peter Hampson, Head of Marketing & Communications, BACB

George Wilson, Head, Institutional Trade Finance, Investec

David Banson, Investment Executive - Trade & Supply Chain Finance, Financial Institutions, CDC Group

Kibii Sisulu, Manager, Sustainable Corporate Solutions, Sustainalytics

Johanna Wissing, Director, Credit Suisse

17.20-17.30

Chair's closing remarks

Close of Day One

Followed by evening drinks reception

Day Two: Friday 11 March

09.00-09.05

Chair's opening remarks

09.05-09.45

Keynote interview: Maintaining sustainable financing support for critical social infrastructure investment

George Guvamatanga, Secretary for Finance & Economic Development, Zimbabwean Ministry of Finance & Economic Development *to be interviewed by Nicholas Oliver*, Head of Business Development, NMS International Group

09.45-10.30

Sustainable agribusiness: Examining farming through an ESG lens

While agriculture necessarily impacts the natural environment, those examining agribusiness through an ESG lens are presented with a complex range of issues, from maximising yield and minimising pollution to the importance of bolstering food security and job creation, and the challenges related to reliable monitoring of business practices throughout the agricultural supply chain. In today's hyper-connected world of heightened reputational risk, there is little room for error.

A panel of agribusiness and soft commodity financing experts will weigh these sometimes-competing priorities, exploring the challenges related to standardising sustainable agribusiness practices, and debating the role that trade financiers can and should play in incentivising these throughout Africa's agricultural supply chains:

- Can a blueprint for sustainable farming be drawn, and where do the E, the S and the G inform sustainable agribusiness definitions?
- Which sustainable agribusiness programmes and financing structures are showing early promise? Which parties and innovations are key to driving their success?
- Are the available solutions in the track and trace space up to the job, and just how far can supply chain data be trusted by financiers?

Moderator: Zhann Meyer, Head, Agricultural Commodities, Nedbank

Anish Jain, Chief Treasury Officer, ETG

Henk Agenbach, Chief Executive Officer, The Co-Op

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

Andrea Renner, Impact Analyst, Barak

10.30-11.10 **Networking break**

The interview sessions: Maintaining momentum behind the AfCFTA

2022 promises to be a pivotal year for the AfCFTA, with great expectations placed on the participation of the trade finance sector. The empowerment of SMEs – particularly those led by women and young entrepreneurs – to undertake international trade within the formal economy is a fundamental requisite of the agreement's ultimate success, however these structurally important demographics are disproportionately underrepresented in and underserved by the formal trade and trade finance sectors.

Three concise and punchy interview sessions will address some of the immediate challenges facing African trade and SME trade finance, taking stock of the latest initiatives and solutions aimed at boosting intra-Africa commerce and maximising the contribution of SME trade to economic growth: Where are we now, where are we going, and when can we expect to see results?

11.10-11.40

Interview 1: Straight talking on prospects for free, inclusive African commerce: The need for pragmatism to democratise trade

If the AfCFTA is to have the desired impact as a springboard for African economies, it must entice SMEs into the formal trade sector and provide appropriate trade financing support. Negotiations on non-tariff barrier removal negotiations continue, but is sufficient emphasis being placed on the pragmatic measures required to promote inclusive trade growth?

This session will examine progress made to date, sharing early experiences of trading under the AfCFTA tariff book and the Pan-African Payment and Settlement System (PAPSS), casting a critical eye on the establishment of the agreement's trade finance facility: With trade financing set to play an intrinsic role in the success of

12.40-13.25

Geopolitical outlook: Mapping an increasingly complex financing landscape

The Forum on China-Africa Cooperation (Focac) in November 2021 confirmed the intention to shift financing commitments in Africa away from infrastructure and towards developing trade flows and commercial investments, with billions in hard currency loans promised to African trade banks aimed at promoting economic value-add diversification. Meanwhile Sub-Saharan remains a key battleground for competing geopolitical interests: Turkey and other state actors are seeking to build influence, while President Biden plans to revamp the Prosper Africa initiative, and a post-Brexit UK seeks new trade and investment opportunities across the continent.

the AfCFTA, which challenges have been encountered in the facility's establishment? Is greater pragmatism amongst all parties required in order to recognise the agreement's full potential? Where do commercial players see opportunities to grow their trade book, and which partnerships, new funding sources and structures are well placed to supply the forecasted demand?

Shaahien Mottiar, Head, Trade & Working Capital Portfolio Management, Transactional Products & Services, Standard Bank

Souleymane Diagne, Group Head, Trade, Corporate & Investment Bank, Ecobank

Interviewed by: Anne-Marie Woolley, Chief Executive Officer, Africa Global Trade Finance

11.40-12.05

Interview 2: Inclusivity equals growth: Bringing African SMEs into the formal trade sector

To realise the AfCFTA's full potential through innovative ideas, solutions and actions, Africa's youth must be involved in implementing integrated policies at all levels – national, regional and continental. Africa's young population is inherently hugely diverse, and the need for policies and implementations to take this into account provides a stiff challenge.

This interview will explore efforts to ensure the AfCFTA is crafted with youth and women-run MSMEs as a key priority, highlighting the key partnerships and initiatives at play, the opportunity for the emergence of youth-focused cooperatives and pooled purchasing systems to aggregate demand and lower costs of trade through economies of scale, and the need for those working on AfCFTA implementation trade-related rule reform to look beyond macro and sectoral considerations to identify production and investment opportunities for youth-led businesses.

The event's closing session will seek to map an increasingly complex geopolitical landscape, pinpointing the opportunities and risks posed to African companies, banks, and those seeking to do business on the continent in the coming years: Could the evolving geopolitical outlook impact the availability of funding for African infrastructure, and will this be to the gain of those conducting short term trade deals? With China seemingly set to reduce exposure to large projects, which private and developmental financing players sectors are poised to play a role in African trade and infrastructure development?

Moderator: Simon Cook, Partner, Sullivan & Worcester UK

Sekele Mokgehle, Head, Export Credit Finance, Nedbank

Siita Sofo Hissan, President, AfCFTA Young Entrepreneurs Federation (AYEF)
Michelle Chivunga, Founder & Chief Executive Officer, Global Policy House
Interviewed by: Nastassia Arendse, Journalist & Broadcaster

12.05-12.40

Interview 3: The final piece of the puzzle: Boosting SME trade and supply chain financing opportunities

The final instalment will explore perhaps the greatest challenge in enabling SME trade growth: the African trade finance gap. The gap cannot be bridged by one player or solution alone: Regulators, developmental institutions, tech providers and private trade financiers in both bank and non-bank sectors must work in concert to achieve progress. Considering challenges to commercial financiers such as SMEs' underrepresentation within the formal economy and a lack of reliable data, a selection of leading financing experts will highlight the DFIs, market partnerships, new funding sources, tech and financing innovations able to fill liquidity gaps, and the trade and supply chain financing solutions best placed to finance the long tail of African supply chains.

Emuel Schoeman, Co-Founder, Managing Director & Head of Working Capital, Addendum

Marieme Niang Camara, Managing Director, Africa, Wilben

Raja Debnath, Co-Founder, Veefin

Interviewed by: Laurie Hammond, Partner, Johannesburg, Hogan Lovells

The Rt Hon. Jim Murphy, Managing Director, Arden Strategies

Monale Ratsoma, Director General, Africa Regional Centre (ARC), New Development Bank

Robert Besseling, Founder & Chief Executive, Pangea-Risk

13.25-13.30

Chair's closing remarks

Close of conference followed by networking lunch

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