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June 21-22, 2022

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For over a decade, GTR East Africa has brought together leading commodity producers and traders, manufacturers, trade finance specialists, risk management experts, and trade tech innovators, providing unrivalled insight on this exciting region.

Set to return to Nairobi as an in-person gathering on June 21-22, 2022, the conference will deliver a cutting edge agenda highlighting the key issues impacting the region's trade, commodity and infrastructure financing markets, from hard currency liquidity challenges to a rapidly evolving geopolitical landscape and the opportunity to enhance the trade sector's role in sustainable economic development. Supported by a host of industry leading companies including local banks, financers, investors, ECAs, insurers and more, this event is an unmissable date for anyone seeking expert insight on doing business across the region.

June 21-22, 2022

Mövenpick Hotel & Residences, Nairobi, Kenya

What to expect

400+ Delegates

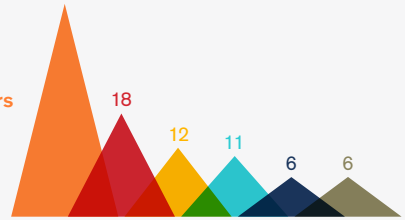
200+ Companies

40+ Speakers

Click here to find out more

Attendees by sector in 2021

Corporates & traders **29%**



- 18 Banks & financiers
- 12 Non-bank financiers
- 11 Consultants & accountants
- 6 Technology & fintech
- 6 Insurers & risk analysts
- 5 Govt orgs & public bodies
- 3 Lawyers
- 10 Other

Headline topics

- Gauging East Africa's exposure to seismic global trade realignment
- Reshoring Africa's food supply: The challenge and the opportunity
- The pivotal role of trade finance in delivering the AfCFTA
- Enhancing infrastructure project viability with affordable finance
- Ecosystem digitisation: The potential to boost regional integration and intercontinental trade
- Pinpointing sustainable trade opportunities for East African suppliers

Expected attendance in 2022

79%

Senior to C-level

Find out more

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Day One: Tuesday 21 June

Morning

08.00-09.00 Registration and refreshments

09.00-09.40

Chairman's opening remarks & keynote presentation

Tedd George, Chief Narrative Officer, Kleos Advisory

> "A forum for insightful discussion and exchange of best practice among players in trade finance. Relevant and critical for building continued access to global expertise."
>
> **J Kimutai,** CBA

09.40-10.30

Riding the shockwaves: Gauging East Africa's exposure to seismic global trade realignment

Extreme commodity price rises following the invasion of Ukraine impacted instantly on East African economies, particularly those heavily reliant on oil, petroleum, fertilizer and wheat imports. Set against the backdrop of ongoing pandemic-driven supply chain and financial market disruption, this latest in a barrage of external economic shocks is accelerating the global realignment of trading relationships and trade flows, but could opportunity emerge from this chaotic macroeconomic environment?

Our opening panel will gauge varying levels of exposure to commodity supply and trade disruption across East African markets, assessing differing prospects faced by the region's exporters and importers, and the challenge of increasing trade finance requirements in a constricted liquidity environment. Further debate will explore upside risks related to commodity price volatility and rising logistical costs: To what extent are high prices and import substitution incentivising private sector investment in value-add industry, increased production and export growth? In a global context are African exporters gaining a competitive edge and a growing market share in the current environment?

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

Anish Jain, Chief Treasury Officer, ETG

Eugene Torero, Regional Director, Horn of Africa, TradeMark East Africa

Felister Kivisi, Senior Advisor, Sovereign Finance & Debt Management, TDB

Manasseh Otieno, Managing Director, Jaguar Petroleum

10.30-11.20 Networking break

11.20-12.00

AfCFTA implementation: A new rulebook for inclusive trade growth

Those tasked with facilitating AfCFTA negotiation and implementation face an unenviable balancing act. The challenges involved with forming a trade bloc of unprecedented size must be overcome while ensuring policies and implementations take the needs of Africa's MSMEs and young population – inherently a hugely diverse demographic – into account.

Reviewing the key implementation milestones targeted for 2022 including the launch of the Pan-African Payments System (PAPSS) and formation of the Trade Finance Facility, this high-level interview will highlight efforts to ensure the agreement is crafted and implemented with youth and women-run MSMEs as a priority; the key partnerships, initiatives and technologies at play; and the need for those working on AfCFTA implementation and trade-related rule reform to look beyond macro and sectoral considerations to identify production and investment opportunities for youth-led businesses.

Rose Ronoh, Senior Gender & Trade Expert, United Nations Economic Commission for Africa; Academy Trade & Customs Advisor, Institute of Export & International Trade, and **Michelle Chivunga,** Founder & Chief Executive Officer, Global Policy House *to be interviewed by* **Tedd George**, Chief Narrative Officer, Kleos Advisory

12.00-12.50

Building a continental trade powerhouse: The pivotal role of trade finance in delivering the free trade area

East Africa demonstrated its economic resilience during the Covid-19 pandemic, the only region on the continent to escape recession in 2020, while the East African Community (EAC) saw robust intraregional trade and manufacturing growth as the supply of foreign finished goods waned and recently welcomed the DRC. The region already enjoys a relatively high base of economic integration, positioning it as an intraregional trade front runner, but could tight trade finance liquidity prove a growth stumbling block rather than enabler?

A panel of intraregional trade and financing experts will pinpoint the factors creating a solid foundation for East Africa's central role as a continental trade powerhouse including recent intraregional trade growth, progress with ecosystem digitisation, its fast-growing ICT sector, and ongoing commitment to infrastructure development. With trade financing set to play an intrinsic role in the success of the AfCFTA, how are local and international trade lenders collaborating to overcome liquidity and FX challenges, and which new funding sources and structures are well placed to meet demand? To what extent is the future of intra-African trade reliant on capacity building in the local banking sector, and are we seeing the beginning of the end for USD domination in the trade space?

Moderator: **Simon Cook,** Partner, Sullivan & Worcester UK

Amir Hussain, Senior Underwriter, Political Risk Insurance & Trade Credit, Africa Specialty Risks

Raja Debnath, Director, Veefin Solutions

Gerald Ndosi, Head of Trade Coverage, Bank One

Carol Kihuna, Vice-President, Trade Client Solutions, East Africa, Citi

Phanice Mokua, Trade Specialist, Stanbic Bank

12.50-14.00 Networking lunch

Day One: Tuesday 21 June Afternoon

14.00-14.45

Addressing the impact of FX market inefficiencies

FX market regulations are creating prohibitive inefficiencies across East Africa, often preventing smaller local banks' access to hard currency. Foreign organisations ranging multilaterals and governments to payment fintechs require access to local currency, utilising 'aggregators' which have access to local liquidity and payment rails, therefore providing the desired cost and settlement efficiencies. This market competition is often unwelcomed by central banks, resulting in regulatory pressures that may lead to difficulties in sourcing hard currency, particularly for smaller banks for whom these aggregators are the only source. With the African trade finance gap widening the impact of local FX market inefficiencies on hard currency liquidity – and ultimately trade finance provision – is an increasingly urgent issue.

Welcoming a host of expertise ranging local bank treasury, cross border payments and international development, this frank discussion will share perspectives on the rules and regulations governing East African FX markets, their impact on the local banking sector, and the financial infrastructure investment needed to promote efficient access to the hard currency liquidity so crucial to financing Africa's trade.

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

Denis Nyanja, Finance Director, Give Directly

Olais Tira, Head of Treasury Sales, CRDB Bank

Joseph Kandau, Treasury Manager, Thunes

Sylvester Mutunga, Treasury Manager, Airtel Kenya

Douglas Muita, Treasury Dealer, Guardian Bank

14.45-15.30

An uncertain outlook for infrastructure investment: Boosting project viability with sustainable finance

Sustained public spending on large infrastructure projects has supported recent economic growth in markets such as Ethiopia, Kenya and Tanzania, though pandemic-related pressure on public finances has seen African sovereigns reprioritising investments according to increasingly limited budgets, while the macroeconomic impacts of the Ukraine war and China's intent to reduce financing for African infrastructure further contribute to an uncertain outlook for East African sovereign debt sustainability and the infrastructure pipeline. Financing offerings accompanying project tenders are increasingly dictating project viability, resulting in a pressing need for sustainable, affordable ECA-backed financing.

This discussion will explore the markets and sectors in which infrastructure investment remains resilient and those proving more challenging, considering the impact of debt sustainability concerns on the East African infrastructure financing space: With debt affordability front of mind, how does ECA financing compare with other options when funding African infrastructure, and how can offerings be tailored to the needs of both public and commercial African projects?

Moderator: **Sigee Koech,** Partner, Dentons Hamilton Harrison & Mathews

Isaac Kahara, Head of Export Finance, East Africa, UK Export Finance

Abubakar Ali, Chief Financial Officer, Gulf Power

Robert Besseling, Founder & Chief Executive, Pangea-Risk

15.30-16.15

A pragmatic assessment of sustainable trade: Pinpointing opportunities for East African suppliers

Multinational companies and financiers are prioritising the alignment of commercial activities with the UN SDGs, with the promotion of positive environmental and social impact throughout corporate supply chains taking centre stage, but can more be done to join the dots between the global drive towards sustainable trade and the potential for local companies to boost sales and profitability?

Assessing the primary focal points for top tier corporates' supply chain sustainability initiatives, this discussion will highlight where ESG policies ranging renewable energy transition to supplier diversity are translating into tangible opportunities for East Africa's corporate sector: How are MNC's and large local corporates working with new and existing suppliers to enhance positive impact, and which local success stories can be cited? How far have sustainable trade finance offerings developed, and what role is being played by trade finance lenders in facilitating the growth of sustainable trade and investment? While trade and working capital finance pricing incentives provide a key motivation for adoption of improved ESG practices, how can the compliance burden be minimalised? To what extent do the bottom-line benefits of sustainable business extent beyond cheaper financing from the local corporate's perspective?

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

Patrick Makau, Executive Principal, Head Trade & Working Capital, Transaction Banking, Kenya & East Africa, Standard Chartered

George Wilson, Head, Institutional Trade Finance, Investec

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

16.15-16.40 Networking break

> "This was a great event that brought together skill/ knowledge and deliverability to the market."
>
> **R Qureshi,** Petrocam Kenya Limited

> "Excellent diversity of people, speakers and representing companies."
>
> **M Rapson,** Avocado Vision

Day One:
Tuesday 21 June
Afternoon

16.25-17.40

ITFA workshop

The International Trade and Forfaiting Association (ITFA) brings one of its high-impact educational seminars to GTR East Africa 2022. Delivered by the members of the ITFA Africa Regional Committee, this session will focus on some of the key contemporary issues in trade finance, providing attendees with the industry-insider's perspective and outlook.

16.25-16.40

Introduction to ITFA – the Global Trade Finance Industry Body

Duarte Pedreira, ITFA Board Member & Head of International Development Client Coverage, Crown Agents Bank

16.40-17.10

ESG & Trade Finance Liquidity

George Wilson, Head of Institutional Trade Finance, Investec & **Derryn Faure,** Institutional Trade Finance, Investec

17.10-17.40

Taking security under trade finance transactions

Simon Cook, ITFA Board Member & Partner, Sullivan Law

16.40-17.25

Managing volatility, building resilience: Assessing the risks faced by East Africa's corporate treasurers

The corporate treasurer is currently operating in an unprecedented business climate, with heightened supply chain, liquidity and FX risks adding to the unpredictability of markets and regulatory regimes that can make African business challenging for companies trading goods and services across the continent. Delivered in partnership with the Association of Corporate Treasurers (ACT), and featuring some of East Africa's leading treasury practitioners, this discussion will explore the challenge of balancing immediate risk management demands with strategic priorities such as business digitisation and the need to adopt world class ESG standards.

Moderator: **Sydney Wechuli,** Head of Treasury, Spektra Inc

Kennedy Osano, Head of Treasury, Afriex

Joseph Kandau, Treasury Manager, Thunes

Owallah Oliver Arthur, Head of Treasury & Tax, pawaPay

Mariam Shikanda, Treasury Executive, Mabati Rolling Mills

Loise Wangui, Chief Officer, Regulatory Affairs, Nairobi Securities Exchange

17.25

Close of Day One

Followed by evening networking reception

"Great place to meet senior business representatives who are happy to share their knowledge."

J-B Garault, BPL Global

"Excellent platform to learn about the new developments in the region, and meet with entrepreneurs and respective players."

K Thakur, Prime Investrade

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

D Muthama, Galana Oil

Day Two: Wednesday 22 June

09.00-09.20

Chairman's opening remarks

09.20-10.00

Keynote interview: Utilising export credit to boost agricultural exports and local employment

Welcoming representation of an East African Ministry of Finance alongside project contractors and financiers, this keynote interview will offer insight into an innovative agricultural infrastructure project delivering modern post-harvest handling facilities, thereby minimising crop wastage and stimulating reinvestment and employment in the region's agricultural sector.

Profiling the in-country construction of a factory producing steel frame technology for use in the construction of affordable and accessible equipment designed for individual farmers, farmer groups and cooperatives, we'll explore the collaboration between international EPC contractor, local agritech company, foreign ECA and local FI that will create significant training and employment opportunities for the local workforce while improving export and financing opportunities for the region's farmers.

Nicholas Oliver, Head of Business Development, NMS International Group

10.00-10.50

Reshoring Africa's food supply: The challenge and opportunity presented by an unprecedented trade environment

With Kenya amongst the largest African markets reliant on wheat supplies heavily disrupted by the invasion of Ukraine, the additional impact of a sharp rise in the price of crucial agricultural inputs has highlighted food security as an increasingly urgent issue, reemphasising the need to increase the region's agricultural production and efficiency while enabling the trade flows that can promote food self-sufficiency.

This discussion will identify the challenges to increasing agricultural production and trade growth throughout Africa's soft commodity and agribusiness value chains, considering areas such as transport logistics, agricultural infrastructure and the global commodity trade finance liquidity squeeze: With increasing financial pressure being felt by the largest global trading houses, how are East African producers' and traders' financing prospects being impacted? Is the region's physical and digital infrastructure up to the task of efficient trade in perishable goods? Looking forward, what role can be played by the private agribusiness, tech and financing sectors in facilitating agribusiness investment and trade growth, and which business models and financing structures are being successfully employed to this end?

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

J. M. Mandelbaum, Chief Executive Officer, Steward Ventures

Tabitha Njeri Njuguna, Managing Director, AFEX Fair Trade Kenya

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

Joss Taylor, Director, Czarnikow East Africa

Jan Scheurleer, Senior Relationship Manager, TCF Africa, Rabobank

10.50-11.35 Networking break

11.35-12.25

Silicon Savannah: The potential of ecosystem digitisation to boost regional integration and intercontinental trade

The East African Community (EAC) is recognised as the most integrated bloc among Africa's regional economic communities, recently borne out by the resilience of its intraregional trade during the height of 2020's pandemic driven disruption. Digital adoption by both public and private sectors has been a key trade enabler, ranging digitalised customs processes to the growth of ecommerce, mobile payments and trade fintech.

Highlighting digital innovation in areas such as customs and transport logistics, physical supply chain monitoring, trade compliance and financial crime risk management, mobile tech and payments, our digital trade experts will assess the challenges that remain to further adoption across the ecosystem, and its potential to boost regional integration and intercontinental commerce: Where have successful government implementations enhanced the efficiency and profitability of cross-border trade, and which areas should be addressed to further improve the trade environment? To what extent is trade digitisation the key to unlocking AfCFTA opportunities for banks and corporates, and have any tangible effects yet been seen in terms of more trade finance being available and/or greater financial inclusion?

Moderator: David Hennah, Senior Vice-President & Head of Trade & Supply Chain Finance, iGTB

George Mbugua, Chief Executive Officer, Davis & Shirtliff

David Ombewa Ocholi, Regional Head of TradeLens, Africa, A.P. Moller-Maersk

Josephine Mwangi, Trade Product & Sales Manager, Stanbic Bank

Yasin Hassan, Head of Corporate Communications, Hormuud

George Kiluva, Head, Trade Finance, Corporate Division, KCB Bank

12.25-13.10

When the disruptors become the disrupted: Can Decentralised Finance bridge the SME trade finance gap?

Decentralised Finance (DeFI) evangelists proclaim that distributed ledger technology combined with stablecoin and other digital currencies will revolutionise trade financing through the removal of intermediaries, barriers to market access, and the costs and risks associated with the numerous participants in documentary trade finance transactions; but does African trade provide a unique DeFI use case?

Our concluding session will offer an overview of the application of DeFi in the payments and microfinancing space, illustrating the advantages DeFi offers to MSMEs unable to secure bank trade financing including access to a large pool of global liquidity, zero transaction costs and minimal friction. Forward thinking debate will assess the opportunity to deploy this technology across East Africa's well established mobile payments and micro lending sectors: Could the region's fintech disruptors soon become the disrupted?

Tedd George, Founder & Chief Narrative Officer, Kleos Advisory

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

13.10

Close of conference

Followed by networking lunch

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