

Exploring Africa's
opportunities through trade,
finance and innovation

GTR AFRICA 2022 LONDON

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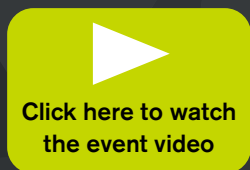
#GTRAfrica

November 2, 2022
etc.venues County Hall, London

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GTR AFRICA 2022 LONDON

Exploring Africa's opportunities through trade, finance and innovation

GTR Africa 2022 will return to London to provide the latest developments on a range of topics including trade and commodities, ECA and infrastructure finance, sustainable development, fintech innovations and more.

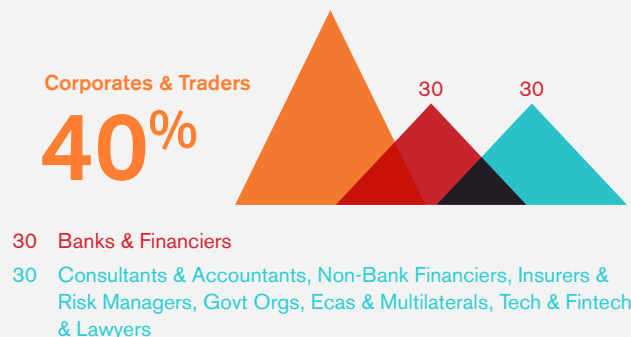
Quickly becoming the leading London-based trade finance gathering for Africa-focused corporates and financiers, event participants will receive the opportunity to connect with all corners of the market, from local and international banks to multinational corporations and SMEs, independent financiers, commodity brokers and traders, insurers and risk managers, lawyers, consultants, ECAs, multilaterals and more! Delivering a cutting edge agenda, over 40 speakers will highlight a variety of in-depth sessions on key issues impacting the region's trade and export finance markets.

Participants will gain a broader knowledge of this exciting region and the opportunity for new business relationships focused on high quality and long-term investments in Africa.

November 2, 2022

etc.venues County Hall,
London, UK

Attendees by sector expected in 2022



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 in 2022

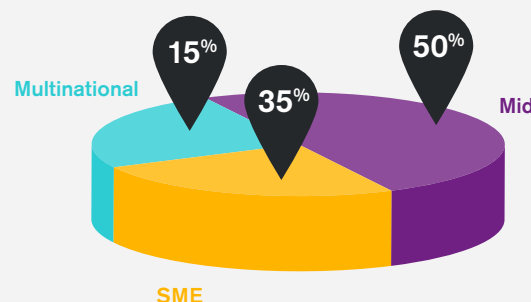


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Total exhibitors for 2022



Company size breakdown expected in 2022



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Wednesday 2 November **Morning**

09.00-09.15

Chair's opening remarks

09.15-09.45

Macro-perspectives on African growth, resilience and trade – geopolitical conflict, inflationary pressures and trade volatility

On the heels of both the pandemic and geopolitical conflict, the African continent has been wrangling with internal and external challenges, from disruption to supply chains and lending appetite to the impact of 'imported' inflation and rising interest rates. With risks growing around food security, commodity supplies and credit access, what priorities must governments, lenders and businesses consider to mitigate pain points across Sub-Saharan Africa?

This macroeconomic overview will consider economic headwinds in the region ranging from illiquid hard currency and retreating access to trade credit, rising inflation, commodity market volatility and food security risks. Shoring up supply chain stability will also be considered, offering perspectives on the key investment flows and financing sources expected to play a role in protecting and expanding African trade.

Robert Besseling, Chief Executive Officer & Founder, Pangea-Risk

09.45-10.35

Plugging the continent's trade finance gap – addressing barriers to credit access

Africa remains at the sharp end of the growing trade finance gap, with local banks and businesses often too familiar with high business rates and hurdles to credit borrowing and market access. Identifying African corporates' needs for simple and readily deployable trade liquidity, an expert panel will pinpoint the steps banks and other financiers can take to meet the continent's needs, addressing policy and technical barriers for African borrowers.

Set against a backdrop of hard currency liquidity shortages, this debate will consider the key financing players, sources and structures that can provide local banks and corporates with crucial trade financing. Further discussion will explore the innovations aimed at overcoming regulatory and due-diligence challenges, and the digital tools and alternative financing providers capable of channeling trade liquidity deeper into African supply chains.

Moderator: George Wilson, Head of Institutional Trade Finance, Investec

Olufemi Williams-Oyetayo, Director, Anglophone West Africa, Sumitomo Mitsui Banking Corporation (SMBC)

Bohani Hlungwane, Managing Director, Group Head of Trade & Working Capital, pan-Africa, Absa Corporate & Investment Bank

Mohamud Hussein Khalif, Senior Manager, Underwriting Department, The Islamic Corporation for the Insurance of Investment & Export Credit (ICIEC)

Oswald Kuyler, Digital Standards Adviser, ICC United Kingdom; Head of Strategy Europe, MonetaGo

10.35-11.15 **Networking break**

"A very good view of the African continent and a number of interesting speakers."

G Ghosh, Mott MacDonald

"Frame opportunity to catch up and to do strong networking."

M Teixeira, Peterson Control Union Group

"A unique opportunity to be kept informed about trends relevant to financing trade in Africa."

A Lyinbor, FBN Bank UK

"Provided good insights into African trade and its values and risks. Very worthwhile."

F Zadan, Basetrade Global

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Wednesday 2 November **Streams**

Select either **Stream A** or **Stream B**

Stream A

11.15-12.00

Progress on the AfCFTA – getting regulation over the line and digital savings to trade and logistics

Although the African Continental Free Trade Area (AfCFTA) officially commenced on January 1 2021, exercising tariff-free and low-barrier trade remains difficult, with a functioning single market beholden to the pace of ongoing policy and regulatory negotiations. With the initiative representing wide potential benefits to African trade and reducing exposure to international disruption, what priorities should lenders, policymakers and industry work towards for accelerating agreement delivery, and ensure the AfCFTA can grow and de-risk intra-African trade and finance?

Options for overcoming key legislative challenges like goods and services, investment rules and standardisation will be considered, including the issue of rolling out implementation across African markets and economies. Actions to cooperate with financiers and address logistical hurdles will centre around developing transport and border infrastructure, and delivering tools to improve cost and trade processing efficiencies. The session will also consider what adjacent innovations like the Pan African Payment & Settlement System (PAPSS) might represent for growing intra-African currency exchange and numbing US dollar liquidity crunches will also be explored.

Eric Monchu Intong, Regional COO, Head of Mission for Anglophone West Africa, Afreximbank

Geoffrey White, Chief Executive Officer, Agility Africa

Kevin Shakespeare, Director of Strategic Projects, Institute of Export & International Trade

Samirah Ade-Adebiyi, Managing Director, AFEX

Enoch Mwita, Head of Business Development, Africa, ASGC

12.00-12.45

Africa and the commodity rush – balancing international appetite with domestic production priorities

Despite the continent's breadth of space and arable land, African markets have been widely exposed to global shocks in commodity prices, with many nations dependent on imports of agricultural goods and commodities. With attention increasingly paid to scaling domestic production and self-reliance, what priorities must governments, development agencies, financiers and industry take to alleviate price pressures and develop stable systems for African agriculture production and food security in the longer-term?

Conversation will also focus on what roles trade finance and long-term development funding can play in supporting regional import substitution will be considered, such as creating and strengthening domestic agribusiness value-chains, meeting working capital needs and developing infrastructure for intra-African trade. The session will also examine the scope for technical solutions, including digital exchanges for producers, buyers, and sellers, and new markets for trade credit services.

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

Sachin Jain, Chief Financial Officer, East & West Africa, Export Trading Group (ETG)

Rahul Rastogi, Regional Chief Financial Officer, Africa; Product Chief Financial Officer, Cocoa Beans Trading Unit & Chief Financial Officer for ESG, Global Cocoa Business Unit, Olam Food Ingredients (OFI)

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

12.45-14.00 Lunch

Stream B

Chair: Gabriel Buck, Managing Director, GKB Ventures

11.15-12.00

Levelling the playing field – ECA competitors and disruptors, and embedding sustainable finance

Activity in Africa's export credit market has been on the move in recent years, with flurries of ECA-backed infrastructure finance secured across Africa and with the interplay between different ECAs and the issue of embedding sustainability within the sector emerging as key trends. What measures can ECAs take to compete globally whilst avoiding a 'race to the bottom' in terms of both financing and standards, to ensure sustainable export finance fully supports African development goals?

This session will assess the options for levelling the ECA playing field across Africa, including the delivery of loans and guarantees that compete with foreign counterparts and assign fairer debt obligation and repayment conditions to African borrowers. Discussion on the future of long-term infrastructure and sustainable finance will centre around risk reduction options, gearing ECAs towards delivery of government climate objectives and making finance conditions for socially impactful projects attractive to African markets and lenders.

Moderator: Chris Mitman, Head of Export & Agency Finance, Investec Bank

Ram Shalita, Chief Executive Officer, Partner, Bluebird Finance

Jan Glaser, Vice-President, Power & Environment, KfW IPEX Bank

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

12.00-12.45

Managing risks and distress – African debt sustainability and concessional finance

Exacerbated by the pandemic, geopolitical conflict and inflation-based volatility, sovereign debt levels have been increasing across multiple African economies, with risks around debt distress, defaulting and unsustainability rising. With the added challenges this presents to accessing finance and a nation's risk profile, how can tools to stem growing debt threats be expedited? What might upward trends in debt mean for infrastructure development and the role of concessional finance?

Discussion will consider options for managing and protecting sovereign debt profiles, including debt servicing and stabilisation measures, reducing risk through trade and revenue diversification and boosting value-added industry and job growth. Wider tools for mitigating African political and economic risks will also be assessed. With debt thresholds prohibiting further borrowing, infrastructure funding options will centre around blending products with concessional and grant-based funding, and securing export creditor finance for long-term projects.

Moderator: Faruq Muhammad, Global Head of Structured Export Finance (SEF), Standard Chartered Bank

Japhet Justine, Commissioner, Sovereign Debt Management, Ministry of Finance & Planning Tanzania

John Lentaigne, Global Head of Political Risk Trade Credit, Tysons

Alastair Mcleod, Senior Vice-President, Marsh Specialty
Luka Lightfoot, Partner, Baker & McKenzie

12.45-14.00 Lunch

Wednesday 2 November **Afternoon**

14.00-14.45

Remember the 'S' in ESG – making sustainable trade finance appropriate to Africa

Increasingly tensions are brewing between the 'S' and the 'E' where sustainable trade finance offerings are placed in an African context, risking the constriction of financing opportunities available to local banks, businesses and industrialisation projects.

This special presentation and subsequent panel discussion will consider what more financiers can do to build a more nuanced approach to African lending, ensuring opportunities to deliver on the 'social' pillar of ESG are not inhibited by off-continent environmental criteria– and ultimately risking a widening of the African trade finance gap.

Moderator: Duarte Pedreira, Board Member, International Trade & Forfaiting Association (ITFA); Head of Emerging & Frontier Markets, Crown Agents Bank
George Wilson, Head of Institutional Trade Finance, Investec

Simon Cook, Partner, Sullivan & Worcester UK
Sean Edwards, Chairman, International Trade & Forfaiting Association (ITFA); Head of Legal, SMBC Europe
Tedd George, Chief Narrative Officer, Kleos Advisory UK

14:45-15.30

Charging-up African fintech – digital hoops and overcoming obstacles

With mobile banking prolific across Africa and adoption helping to narrow the gap in unbanked service users, the future for the continent's fintech and payment ecosystem looks bright. Despite this optimism, there remain barriers to further inclusion, including outdated regulation and legal frameworks, and systemic challenges around client data and information requirements. How can digital trade finance services be further developed to democratise Africa, and what role can solutions play in simplifying due diligence processes?

This conversation will focus on digitisation as a vector, the scope for financial inclusion in areas like bank accounts and credit services, and how traditional finance and African fintech can best collaborate on service deployment, reducing barriers to entry for financiers and borrowers alike. It will also consider the steps African regulators can take over trade rule-design, as well as expanding data initiatives such as KYC, simplifying client documentation, minimising fraud risks and reducing compliance and rate costs.

Moderator: Tedd George, Chief Narrative Officer, Kleos Advisory UK
Raj Uttamchandani, Executive Director, Trade Finance Market
Bob Blower, Chief Executive Officer, Clarency
Aba Schubert, Chief Executive Officer, Dorae
Sophie Riottot, Executive Vice President & Chief Revenue Officer, EMEA & APAC, Tinubu

15.45-16.30

Stretching the limits – trade and political risk insurance in times of increased volatility

Evolving threats like rising inflation, commodity pressures, implications of the Ukraine conflict and ongoing debt sustainability concerns magnify the role that the trade credit and political risk insurance market has to play across Sub-Saharan Africa, with the expansion of these threats stretching the capacity and risk appetite of insurers, and with the risks of unfulfillable short and long term trade credit deals increasing in turn.

This session will examine these threats front and centre, including rising non-payment risk, social unrest, currency volatility and illiquidity, and long-term structural adjustments across key sectors such as energy and agribusiness. Potential de-risking solutions will also be assessed, considering what can be learned from pandemic-era solutions to meeting trade credit needs, tapping in to growth markets, and factoring in greater political risk levels. Discussion will also ask if private insurers have the capacity to meet demand, and how this might be grown to address new challenges.

Sam Evans, Director, Political Risks & Trade Credit, BPL Global
Genevieve Ahinful, Head, Political Risk & Trade Credit, Africa Specialty Risks
Damian Austin, Managing Director & Head of Trade Finance, BACB

16.30-17.15

In the past and to the future – growing African resilience to seize future opportunities

The events of the past few years have seen a number of key lessons learned regarding the efficient deployment of operational and logistical measures, inter-regional collaboration, and the development of continent-wide resilience across African supply chains.

With new and old pressure-points exacerbated by the Ukraine conflict, subsequent inflationary pressures and forecasted global economic downturn, this closing session will consider the role governments, FIs, corporates and export credit agencies in allocating the necessary resources to achieve inclusive social and economic resilience. Talking points will include changes in bank appetites (local and international), tax, legal and labour regulations (including local content), and the increasingly significant role of ECAs as countercyclical actors tasked with providing support and facilitating economic growth.

Moderator: Gabriel Buck, Managing Director, GKB Ventures
Mark Norris, Partner, Sullivan & Worcester UK
Nicholas Oliver, Head of Business Development, NMS International
Jan-Philipp Apking, Head of Underwriting & Risk Management, Euler Hermes Aktiengesellschaft
Joe Collins, Chief Executive Officer, RoofTG Africa Middle East & Managing Director, African Supplies

15.30-15.45 **Networking break**

17.15-17.20

Chair's closing remarks**Followed by evening networking reception**

"GTR Africa 2021 was a well put together and packaged event. The quality of speakers was A+ and the opportunity to network was invaluable. A good event all over!"

A Elemide, DIT

"Great mix of various stakeholders, excellent exchange place of different approaches, experience and expectations."

A Grzybowski, KUKE – Export Credit Insurance Corporation

"Well organised, well represented and thorough. Definitely one to always attend."

Z Sibanda, Palladium

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