

Financing growth
in West Africa's
trade epicentre

GTR WEST AFRICA 2024

15
YEARS

LAGOS

#GTRWestAfrica

Lagos, Nigeria
April 16-17, 2024

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6 big topics

- Tinubu's reforms and the wider geopolitical landscape
- Building a business environment to boost trade growth – short term pain, long term gain?
- A playbook for channelling fresh liquidity into West Africa
- The refinery renaissance and hydrocarbons trade
- Exploring alternative sources of financing for infrastructure development
- Cash crops and climate risks: Future-proofing commodity trade finance



Celebrating its 15th anniversary as the premier annual gathering for the region's traders and their financing partners, GTR West Africa is set to return to Lagos, Nigeria on April 16-17 2024.

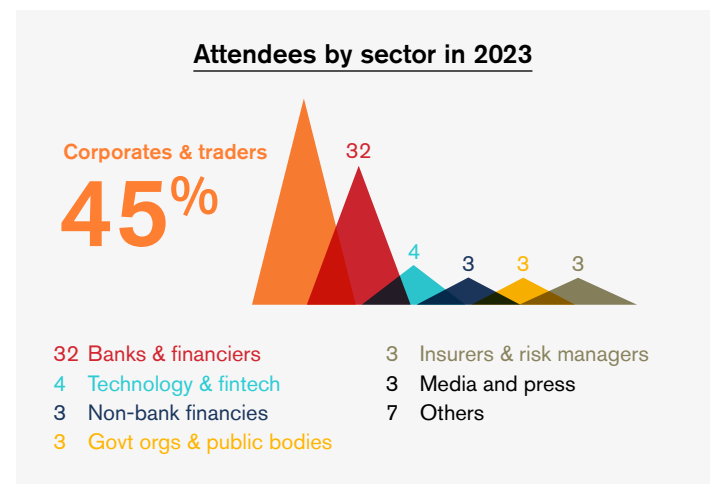
Bringing together the leading minds in West African trade, supply chain, export and infrastructure financing, an extensive agenda will offer clarity on the impact of a turbulent business environment on West African trade flows and financing, pinpointing opportunities for business growth as the trade sector realigns with evolving global economic conditions and geopolitical forces.

Expecting over 400 delegates in attendance representing over 200 local and international companies, the event provides an exceptional platform for engaging with influential figures in West Africa's trade epicentre, representing a unique opportunity to rekindle connections with familiar faces and forge essential new relationships at this unparalleled conference.

Vital statistics in 2023

- 379 Delegates
- 202 Companies
- 44 Speakers

[Click here to find out more](#)



“GTR events address important issues in the trade space.”

B Ayorinde, IHS

Eko Convention Centre (Grand Ballroom)
Lagos, Nigeria

April 16-17, 2024

2023 recap

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Day One: Tuesday 16 April, 2024 Morning

08.00

Registration and refreshments

09.00

Chair's opening address

Tedd George, Chief Narrative Officer, Kleos Advisory

09.30-10.00

'Renewed hope' and unrest in the neighbourhood: Tinubu's reforms and the wider geopolitical landscape

From the ending of fuel subsidies to ongoing efforts to stabilise the formal foreign exchange market, recent policy changes under President Tinubu offer a fresh opportunity for reforms and a brighter economic outlook for Nigeria, albeit with moderate immediate effect. The West African region has however witnessed significant fracturing with Burkina Faso, Mali, and Niger jointly announcing their exit from Ecowas, while Senegal shows unusual signs of heightened political risk. Reduced Chinese investment on the continent, the Red Sea crisis, and the potentially problematic impact of a possible Trump Presidency all contribute to a highly complex and volatile macro and geopolitical environment in which West Africa's economies seek to diversify, industrialise and stabilise public finances. Our opening session will offer the latest analysis on the impact of ongoing political reforms on Nigeria's business environment and inbound FDI, further assessing what the global geopolitical landscape could mean for economic growth and trade across the wider region.

Muyiwa Oni, Regional Head of Equity Research, West Africa, Stanbic IBTC Bank *in conversation with* **Tedd George**, Chief Narrative Officer, Kleos Advisory

10.50-11.40

Building a business environment to boost trade growth: A case of short term pain, long term gain?

Welcoming business leaders representing key manufacturing and industrial segments, this discussion will offer private sector perspectives on the key priorities, challenges and opportunities faced by companies trading within and across the region:

- Assessing current priorities from supply chain resilience and backward integration to localising value-chains and managing FX exposure
- How has inflation impacted trade, investment and financing requirements? Are reports of imported Chinese deflation being validated on the ground?
- FX reforms: What more can be done to increase investor confidence? Is Naira devaluation a welcome prospect, and what longer term impacts are expected for importers and exporters?
- Trade financing challenges: What can the trade finance sector do to better support corporates? Are non-bank financing sources becoming more attractive in the current interest rate environment?

Moderator: Andreas Voss, Chief Country Representative Nigeria & Head Trade Finance Financial Institutions Sub-Saharan Africa, Deutsche Bank

Yinka Ogunnubi, Group Treasury Manager, CFAO; President of the Association of Corporate Treasurers of Nigeria (ACTN)

Mopejuola Faloye, Group Treasury Manager, Oando
Daniel Sasegbon, General Counsel, Oriental Energy Resources

Jimi Oyelola, Chief Financial Officer, Plus Petroleum

11.40-12.30

Closer collaboration and financing innovation: A playbook for channelling fresh liquidity into West African trade

Experts in African trade representing tech, private and development financing sectors will explore the potential of key partnerships, digital innovations and non-traditional trade financing structures to mitigate the hard currency liquidity challenges faced in West Africa and across the continent.

Highlighting the latest regulatory developments and innovative collaborations between banks, DFIs and fintechs, this discussion will explore the ground being broken in enhancing DFI support and hard currency availability. A focus on deal structures will assess whether trade and working capital financing tools such as supplier, receivables and distributor financing can play a greater supporting role, with perspectives offered on reported underutilisation of these potentially valuable facilities: Is low demand a result of lacking awareness, or is the onus on banks and fintechs to optimise trade and working capital offerings? What can be done to enhance the effectiveness of cross-market collaborations and innovative financing options in supporting African trade?

Moderator: Kwame Asante, Head, Transaction Banking, Ghana, Standard Chartered Bank

Adewale Adekoya, Product Manager, Transactional Products & Services, Stanbic IBTC

Yele Oyekola, Co-Founder & Chief Executive Officer, Duplo

Alicia Ellman, Senior Associate, International Financial Institutions, Nedbank

Oluwatosin Adewuyi, Executive Director, Corporate Banking Directorate, FirstBank of Nigeria

12.30-12.50

Empowering local banks to deliver sustainable economic growth

With the causes of Africa's growing trade finance gap now well established, the leading minds on the continent have turned to practical, scalable solutions capable of addressing a problem that is hugely detrimental to prospects for Africa's SDG-aligned economic diversification and growth. This informal interview will highlight the critical role of local banking sectors in providing trade finance to the African SMEs that will drive that growth, sharing practical insight on a ground-breaking deal structure that holds the potential to transform local institutions' capacity to support their SME clients.

George Wilson, Head, Institutional Trade Finance, Investec; Chair of Africa Regional Committee, ITFA

12.50-14.05 Networking lunch

"GTR is a platform I am proud to belong to. The level of coordination and networking with important parties is quite impressive."

A Iton, Brightflow Logistics Services

"GTR is a great place to network and get up-to-date on how importers are navigating the challenging macro environment."

A Ukoha, British International Investment

"GTR West Africa is a great event to keep up to date on the latest trends in trade finance. An excellent platform to meet with like-minded people."

A Mittal, Deekay & Sons Group

"GTR never drops the ball, the experience is always worth it. The annual event is very helpful to all partners involve in trade and corporate businesses."

U Omoigui, Standard Chartered

Day One: Tuesday 16 April, 2024 **Afternoon**

14.05-14.50

Game changing: The refinery renaissance and hydrocarbons trade

With the Dangote Refinery taking its first delivery of crude in late 2023 a beacon of value-add industrial investment took a step closer to realisation, while demand for natural gas remains robust. Oil and gas trade and investment flows across the region continue to evolve, driven by both domestic conditions and global demand. This discussion will pinpoint the key challenges, opportunities and prospects for hydrocarbon investment, trade and financing in 2024 and beyond:

- Flywheel for growth: Assessing the potentially game changing impact of the Dangote Refinery on economic resilience, and trade within and beyond the hydrocarbons sector
- Supply bottlenecks: To what extent do domestic production challenges constrain the potential economic benefits of additional refinery capacity? Which remedies are required?
- Offshore oil investment and the growth of indigenous players onshore: How crucial is the role of private / debt financing in enabling the region to exploit its hydrocarbon wealth?
- How far are natural gas exports relieving pressures on oil revenue? Where are the trade growth opportunities? What investment and trade financing support is required to realise them?

Seyi Akinwale, Senior Vice-President, Capital Markets, Financial Services, GE Vernova

Abimbola Ayinde, General Manager, Corporate Finance & Upstream Commercial, First Exploration & Petroleum Development Company

Eric Intong Monchu, Regional Chief Operating Officer, Anglophone West Africa, Afreximbank

“This is an event that should interest all stakeholders in trade financing. From importers, exporters, maritime, banking, the networking experience was fantastic. I would highly recommend.”

A Adesanya, Polaris Bank

14.50-15.35

Export credit and local capital: Exploring alternative sources of financing for infrastructure development

Africa's sovereigns effectively frozen out of international bond markets for the duration of 2023 and with sovereign debt sustainability challenges persisting on the continent, the identification of alternative financing sources for crucial infrastructure development is an imperative if goals for economic diversification and trade-led economic growth are to be maintained.

This session will gauge the capability of Export Credit Agencies (ECAs) and the export credit financing market to support the sovereign project pipeline, exploring ECA capacity for African projects and the constraints posed by either region or country limits, and the primary factors influencing private bank participation in these deals. Turning to private sector led projects, insight will be provided on the role of private market insurance in expanding infrastructure financing support, the innovative risk mitigation tools unlocking local currency financing, and the potential for local capital markets to play a greater role in enabling critical infrastructure development.

Moderator: Fola Fagbule, Deputy Director & Head, Financial Advisory, Africa Finance Corporation (AFC)

Ama Thompson, Underwriter, Political & Credit Risks, African Trade & Investment Development Insurance

Alfred Idialu, Managing Director, Head of International Banking Sales Africa, ODDO BHF

Adelaja Olaneye, Head of Finance & Strategy, Africa Plus Partners

Craig Weitz, Principal, Africa Infrastructure Finance, Nedbank

Steven Gray, Head of Export Finance, West Africa, UK Export Finance

15.35-16.05

Case study: E-mobility – the power of positive impact to unlock financing

E-mobility in Africa is still in its nascency, but will offer huge benefits once the electric motorbike model hits scale. This case study will explore a landmark project which will deliver over 15000 electric motorbikes alongside batteries and swap stations across Benin and Togo, creating thousands of jobs, directly addressing the challenge of providing affordable, clean vehicles, and holding potential to transform additional markets through wider demonstration and replication effects. Learn how this leading e-mobility corporate worked with private and development financial institutions to achieve a financing solution of up to 37.8 billion West African CFA francs, incorporating partial credit guarantee and borrowing base facility, by virtue of its direct contribution to the UN Sustainable Development Goals (SDGs).

Tola Odukomaiya, Investment Director, GuarantCo
Kaushik Burman, Chief Executive Officer, Spiro

16.05-16.25 **Networking break**

16.25-16.50

Case study: Thinking outside the box – reducing the container deposit's drag on trade and working capital

Container deposits act as the only security available to shipping lines to ensure the prompt and sound return of containers, however the high cost of these deposits lowers the competitiveness of SMEs, creating cash flow problems alongside administrative and operational challenges. This focused case study will outline the impact of this expensive, manual process on shipping lines, clearing and forwarding agents, shippers and importers, and the solutions being made available within the East African region to reduce this barrier to trade growth.

Morgan Lépinoy, Managing Director & Global Head of Facilitation, Viatrans; Director, Viaservice

16.50-17.15

Solution showcase: What an end-to-end digital lending and SCF solution looks like

Supply chain finance is on the rise in Nigeria; with banks and corporates alike bridging access to financing for small businesses through SCF structures, the need for digitisation has never been more pressing. Digital systems with rigid workflows and non-SCF loan management systems lead to lost opportunities.

This session will showcase an end-to-end product stack that seamlessly digitises onboarding, multi-facility underwriting using a low-code platform, and SCF loan management, allowing lenders to rely on a single technology provider for an out-of-the-box solution. It will also highlight how having the right technology partner armed with the correct domain expertise can help Nigerian and regional FIs gain an edge over the competition.

Ullas Puntambekar, Head of Global Partnerships, Veeфин Solutions

17.15-17.30

Closing address: A global perspective on deep tier financing

Deep Tier Finance aims to increase access to financing throughout all levels of the supply chain, including the underserved and lower-tier suppliers (Tier 2, Tier 3, etc). Unlike traditional financing, it relies on the creditworthiness of a large anchor buyer. This is particularly beneficial for small and medium-sized enterprises (SMEs) facing difficulty in accessing traditional lending. Our closing address will share findings from a joint BAFT and the Asian Development Bank (ADB) white paper on understanding the challenges in implementing deep-tier finance specifically for cross-border transactions.

Tod Burwell, President & Chief Executive Officer, Baft

17.30

Close of Day One**Followed by evening networking reception**

Day Two: Wednesday 17 April, 2024 Morning

08.00

Registration and refreshments

09.00

Chair's opening remarks

“GTR West Africa is a perfect blend of being able to network whilst learning more about the latest developments in trade.”

Y Sarpong-Abban, Africa Trade Finance Limited

“The future of trade networking is here.”

A Abdulwahab, United Bank for Africa

“GTR West Africa was a solid opportunity to meet valuable industry players.”

F Adeyemi, ThriveAgric

“GTR is a good platform for bringing together experts from Nigeria, Africa and abroad to discuss economic growth and approaches to challenges.”

J Ukaegbu, Oando

09.20-10.05

Food security: Enhancing private sector support for a moral and economic imperative

West Africa holds sub-Saharan's second largest crop producer, yet that economy is a net food importer. As the arrival of El Niño combines with global geopolitical strife to raise the risks of crop failure, further price inflation and constrained supply, the need to bolster Africa's food security remains urgent.

Our opening session will consider the growing food security risks faced across Africa, the humanitarian initiatives establishing agricultural supply chains capable of mitigating the worst effects, and how private sector expertise can be leveraged to enhance the response to humanitarian crises on the continent: Which import substitution initiatives can combine with innovative business models, financing structures and risk mitigation tools to drive efficiency and resilience?

“I have been attending GTR since 2018. It gets better each year providing educational insights and amazing networking opportunities.”

A Odeyemi, Standard Chartered

“GTR West Africa is a good platform to discuss economic and financial opportunities for growth within Nigeria and Africa.”

J Ukaegbu, Oando

Where could deeper public and private sector collaboration further improve African food security, and how can private agribusiness and finance sector participation be blended into humanitarian food security initiatives?

Moderator: Tedd George, Chief Narrative Officer, Kleos Advisory

Sunil George, Head of Client Financing Solutions for the Americas, Louis Dreyfus Company (LDC)

Benie Kouakou, Trade Finance Officer, West Africa, International Finance Corporation (IFC)

David Stevenson, Nigeria Country Director, UN World Food Programme

10.05-10.50

Cash crops and climate risks: The need to future-proof commodity trade finance

Cash crops are a hugely significant contributor to GDP and hard currency income across the region, however the financing of this inherently risky business is becoming increasingly difficult due to climate change. With cocoa production down 30% in Cote D'Ivoire, and challenges experienced in the signing of the latest Cocobod pre export financing (PXF), cocoa provides a clear example of the challenges faced by soft commodity producers and financiers, and the demonstrable effect of climate change on this crucial sector.

Welcoming soft commodity production, trade and financing experts, this discussion will assess the impact of climate change on the production of various cash crops from cotton to soy and palm oil, highlighting the challenges this poses to those financing production and trade, and the emerging technologies and risk mitigation tools aimed at ensuring financing continues to flow into a sector so critical to Africa's sustainable development.

Munish Modi, Group Chief Financial Officer, African Industries Group (AIG)

Abiodun Ariyo, Head, Export Business, ProvidusBank

Ikenna Egbukole, Chief Operating Officer, Mitsun Group

10.50-11.30 Networking break

“GTR 2023 as always is very engaging, educating, inspiring and action-orientated.”

O Paul Akande, Institute of Export Operations & Management Nigeria (IEOM)

“This was my first time at a GTR event and it was a pleasant experience. I learnt a lot and got to make useful connections.”

D Oyewo, GZI

Day Two: Wednesday 17 April, 2024 Closing sessions

11.30-12.15

Metals and mining: Managing geopolitical risks to realise sustainable investment and trade growth

Soaring demand for minerals critical to the green transition continues to offer extensive opportunities for the development and growth of West Africa's metals and mining sector, with a raft of development financiers, export credit agencies and private financiers launching new initiatives and financing tools aimed at supporting mineral extraction and trade. Optimism has however been tempered by the potential fracture of ECOWAS: Burkina Faso, Mali and Niger are important exporters of minerals and their shifting country risk trajectory is setting a trend for emerging contract frustration, resource nationalism, and insecurity risks.

This session will weigh the balance of opportunity and risk presented across the region's extractive industries, assessing demand and supply dynamics, the trade financing and investment support being made available, and the sustainable mining technologies and practices that can open new sources of financing and risk mitigation to investors and traders.

Adebola Seriki, Sector Head Conglomerates & Industrials, Stanbic IBTC Bank

12.15-13.00

Export development: Maximising on new opportunities in a volatile trade environment

With trade deals such as the European Union Economic Partnership Agreement (EPA) and the US African Growth and Opportunity Act (AGOA), the ongoing implementation of the AfCFTA, and recent growth in exports to huge Eastern markets such as China and India, opportunity abounds for those West African companies capable of taking advantage. Persistent FX challenges and inflationary pressures further emphasise the need to maximise hard currency export revenues while localising supply chains. Our closing panel of export and financing experts will share practical guidance on the challenges faced and the initiatives employed to maximise on emerging opportunities. Perspectives will be provided on an evolving export landscape, and how both existing exporters and those considering establishing an export business can best position for success:

- Assessing export challenges around infrastructure and logistics, inflationary pressures and supply chain disruption
- Strategy: The importance of researching new markets, sourcing locally and streamlining production costs

- FX: Highlighting the impact of currency depreciation on competitiveness, particularly in West African CFA Franc markets
- Financing and working capital: Should exporters expect longer payment terms to impact working capital? Which specialist financing tools can mitigate this and how accessible are they?
- Trade flows: Is a lack of adherence detracting from the impact of the AfCFTA, and what of AGOA expiration? From China and India to the FDA, where can the hottest export opportunities be found?

Moderator: Kevin Holmes, Product Development Portfolio Head, Rand Merchant Bank (RMB)

Omolara Ololade Akanji, Board Member, Network of Practicing Non-Oil Exporters of Nigeria (NPEN), Executive Board Member, International Chamber of Commerce (ICC)

Paul Odunaiya, Chief Executive Officer, Wemy Industries

Mobolade Ojeahere, Group Head, Transaction Banking Division, FirstBank of Nigeria

13.00

Close of conference

Followed by networking lunch

“This event is so relevant to the micro and macro issues that impact trade financing.”

O Akanji, ICC Nigeria

“GTR West Africa has been an amazing event that brings trade finance professionals together from all over the world.”

A Esther Adedolapo,
Alpha Crown Engineering Associates

“The discussions, panellists and representatives were very helpful.”

N Onuoha, Total Energies

“The sessions are rich in thought-provoking content across the various economy-driving sectors (FX, agriculture, tech, finance).”

O Babalola, Oando

“GTR West Africa has become an excellent flagship event for trade stakeholders to come together in creating sustainable and innovative solutions to trade challenges.”

D Aribido, PHCP (WA) Ltd

“GTR West Africa was a great opportunity for me. I met the right people that can help our business speed up progress.”

K Chinagorom, Firstvine Prudent Resources Ltd

“GTR West Africa is a huge source of enlightenment on key issues from trade experts and practitioners from around the globe.”

E Onyemachi, United Bank for Africa

“This is a great event with highly seasoned professionals and amazing discussions. I have learnt a lot and look forward to a brighter business future in 2023.”

O Rhodes, International Energy Services

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