

A new dawn:

Plotting a course

for West African trade

# GTR WEST AFRICA 2023 LAGOS



#GTRWestAfrica

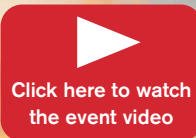
Eko Convention Centre, Lagos, Nigeria  
April 26-27, 2023

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# GTR WEST AFRICA 2023 LAGOS



Global Trade Review returns to Lagos on April 26-27, where **GTR West Africa 2023** will once again bring together the leading minds in trade, supply chain, export and infrastructure financing for two days of unrivalled networking and lively debate.

Amongst the very first significant market gatherings to take place following Nigeria's historic 2023 general election, the next edition of this long-established series comes highly anticipated and perfectly timed to facilitate dealmaking as Africa's largest economy springs back into action.

Welcoming a distinguished speaker roster featuring the region's leading corporates, financiers and digital innovators, expert-led discussion will assess evolving trade opportunities and financing conditions under Nigeria's new President and in key markets across West Africa.

With a strong emphasis on high quality networking and audience interaction, GTR West Africa 2023 provides the unique opportunity to join debate on themes ranging from hard currency liquidity and the need to boost food security, to sovereign debt sustainability concerns, infrastructure financing and the fintech innovations supporting the establishment and growth of West African supply chains.

**Eko Convention Centre – Grand Ballroom**  
Lagos, Nigeria

**April 26-27, 2023**

## 6 big topics

Election analysis — where to from here for Nigeria's economy?  
Not for the faint hearted: Navigating corporate trade challenges  
Assessing the state of trade: The financiers' perspective  
Scaling sustainable agricultural production and export  
Supplier diversification and backward integration:  
Reinforcing regional supply chains  
Energy security in West Africa and beyond:  
The natural gas opportunity

## What to expect

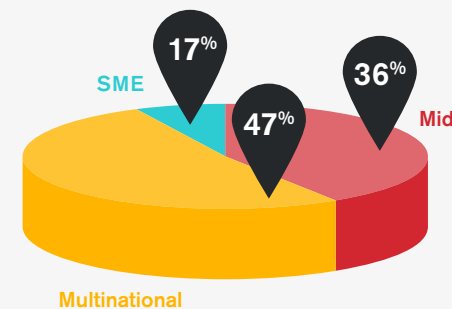


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## Forecasted for 2023



## Company size breakdown in 2022



## Attendees by sector in 2022



## Find out more

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## Day One: Wednesday 26 April Morning

08.00-09.00 Registration and refreshments

09.00

### Chair's opening remarks

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

09.15-10.15

### Keynote: Post Election – Economic outlook and potential implications

Nigeria's 2023 general elections were widely considered to be one of 2023's most important elections globally. With a myriad of macro challenges as a backdrop, this keynote will explore expectations with regards to the President-Elect's market orientation and drill down into the focus areas of the administration ranging agriculture, infrastructure, manufacturing, oil and gas, and technology, highlighting implications for foreign investment inflows and job creation. In addition, emphasis will be placed on the direction of fiscal and monetary policy as well as the impact of the potential economic reforms proposed by the incoming administration.

**Chinwe Egwim**, Chief Economist and Head, Economic Research/Intelligence, Coronation Merchant Bank

10.15-11.05 Networking break

**“GTR West Africa is a must-attend for any bank with a focus on trade in West Africa with immense networking opportunities.”**

**B Ohene Abanlana**, Ghana International Bank

11.05-11.55

### Not for the feint hearted: Navigating corporate trade challenges through economic upheaval

Disruption of international supply chains, transport bottlenecks, inflationary pressures and an unpredictable regulatory environment continue to frustrate local importers, manufacturers, and exporters. Amidst the effects of hard currency shortage, rising interest rates and the prospect of fuel subsidy removal, the region's merchants must employ business and financing strategies to facilitate trade continuation in a highly unpredictable business climate. This group of private sector leaders will offer perspectives on ongoing regulatory, logistical and financing challenges, and the primary areas in which the new government administration can enhance their operating environment:

- To what extent have import substitution initiatives proven successful, and how are manufacturers mitigating the disruption of trade in materials that cannot be sourced locally?
- Where has demand for West African exports grown? What are the main impediments currently experienced by exporters seeking to capitalise on new opportunities?
- How are trading entities managing forex shortages and reducing the associated costs? Will the potential liberalisation of the foreign exchange market create winners and losers?
- Where lies hope as a new leader comes to power? Are there realistic prospects for the swift improvement of the trading environment?

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

**Nwamaka Ofili-Ikpe**, Head Trader, Tinkerandbell Trading; Founder, Udua.Africa

**Paul Odunaiya**, Chief Executive Officer, Wemy Industries

**TC Orajaku**, Managing Director, Vitachem Nigeria  
**Segun Bolaji**, Managing Director, S. Adiss Agricultural Engineering

**Yinka Ogunnubi**, Group Treasury Manager, CFAO

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

11.55-12.45

### Assessing the state of trade: The financiers' perspective on a new economic regime

A panel of trade finance experts will pinpoint the headwinds impacting the industry, and debate prospects for an uptick following the conclusion of the Nigerian general election. Topics to be covered include the protracted foreign exchange liquidity crisis, heightened country risks related to sovereign debt sustainability and the security environment, and the key developments and tools that can enable wider availability of financing for the anticipated post-election uptick in trade and investment:

- Expectations for 2023-24: Downgrades, oil revenues, fiscal policy and the FX regime
- Risk perceptions: The outlook on the political, regulatory and credit risk environment
- The role of development bank support in increasing the availability of trade finance, and the partnerships bearing fruit
- What are the key factors holding back trade lending, and what can be done by regulators and lenders themselves to remedy this?
- To what extent can trade credit and political risk insurance help mitigate the risks highlighted and grow trade volumes?

**Moderator: Andreas Voss**, Chief Country Representative Nigeria & Head Trade Finance Financial Institutions Sub-Saharan Africa, Deutsche Bank  
**Alfred Idialu**, Head, International Banking Sales, ODDO BHF

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

**Seun Ogundolapo**, Head, Trade, Transaction Banking, Corporate & Investment Banking, Stanbic IBTC

**Banjo Adegbohunbe**, Managing Director & Chief Executive Officer, Coronation Merchant Bank

**Omoboye Odu**, Head, Financial Institutions, Ecobank

12.45-14.15 Networking lunch

**“Good event, very well managed and organized, giving a good opportunity to learn and network.”**

**S Gupta**, Olam Agri Nigeria

**“GTR West Africa is an international trade network platform of my dreams. The quality of personalities with knowledgeable ideas on global trade will sustain our business to boost performance and maximize profit.”**

**A Iton**, Brightflow Logistic Services

**GTR West Africa has gradually evolved into a veritable “think-tank” for laying bare the interwoven intricacies within the trade finance space and fashioning innovative solutions to improve and put Africa a step ahead in effectively harnessing in opportunities.”**

**A Obaed**, Woodhall Capital

**“GTR West Africa has taken the lead in using Africa on the fundamentals of trade opportunities and challenges the way forward. The sessions were thought provoking. Excellent organization.”**

**Y A Akagink**, Fortune Ideas Integrated Projects



## Day One: Wednesday 26 April **Afternoon**

14.15-15.05

### Scaling sustainable agricultural production and trade: The virtuous circle of technology, data and finance

Food security remains a high priority for policy makers as evidenced by the Nigerian government's intention for the nation to become Africa's largest wheat producer, though a range of significant challenges to the establishment of an efficient agricultural value chain remain. Proliferation of sustainability-focused regulation in key export markets and an evolving set of environmental risks further emphasises the need to modernise practices and technologies across West Africa's agricultural and soft commodities sector.

Considering the need to manage sector-specific risks, the need for local capacity building and a lack of post-harvest infrastructure, this panel of agribusiness and soft commodity trade experts will assess the initiatives and investments required to scale production to meet the needs of the local population while ensuring soft commodity exports remain a key contributor to GDP:

- Capacity building: Identifying the need for investment in local expertise, high quality inputs, and modern post-harvest infrastructure
- Agricultural risk management: Assessing the significance of security, climate and regulatory risks in a West African context, and how mitigation can be achieved
- The importance of improved data provision to enable production and trade growth through enhanced investment, financing and ESG compliance
- How can the participation of private sector investors and financiers be promoted, and is this the key to expanding the value-add agricultural value chain on the continent?

**Moderator: Ikenna Egbukole**, Chief Operating Officer, Mitsun Group

**Thomas Onyeador**, Senior Commodity Trader, Torq Commodities

**Olasunkanmi Owoyemi**, Managing Director, Sunbeth Global Concepts

**Yvonne Ukoha-Ajike**, Commercial Manager, Food & Agro, AFEX Nigeria

**Olusegun Falade**, General Manager, GAIL, Agro Allied Division, Flour Mills of Nigeria

15.05-15.35

### Interview: The optimisation of agricultural exports in West Africa's globalisation process

As West Africa's globalisation continues there is a need to highlight the potential of the export sector, identify the key factors to consider in optimising agricultural exports, and how to continue to build positive impact through export optimisation within Nigeria's economy. This industry case study will highlight the potential for partnerships across both public and private sectors toward this goal, and share the key lessons learned by leading agri sector practitioners.

**Arun Karthick**, General Manager, Olam Nigeria and **Debajyoti Bhattacharyya**, Vice-President, Commercials, AFEX to be interviewed by **Yvonne Ukoha-Ajike**, Commercial Manager, Food & Agro, AFEX

15.35-16.00

### Financing booming global demand for metals and critical minerals

International interest is growing in West Africa's metals and mining sector as global demand for minerals critical to the green transition continues to rocket. The region's untapped resources including gold and lithium and recent investor success stories promise strong growth in FDI, metals production and trade. This relatively undeveloped sector has huge potential, but requires the investment and financing necessary for industrial development and commodity export.

One of the region's leading players in lead, zinc and lithium extraction and supply will highlight the financing players and structures required to facilitate investment and trade, highlighting the need for development of regulation, industrial infrastructure and adoption of international ESG standards to enable the participation of international investors and financiers.

**Olushola Oni**, Director, Dason Commodities

16.00-16.30 **Networking break**

16.30-17.20

### Energy security in Nigeria and beyond: The natural gas opportunity in the era of green transition

Nigeria holds sub-Saharan's largest reserves of natural gas and is the region's leading gas producer. Considered a transitional fuel, gas holds the potential to transform African economies through both domestic gas-to-power projects and the opportunity to supply the global economy, not least as Europe weans itself off Russian energy. This discussion will review Nigeria's "Decade of Gas" programme and the challenges to sectoral development ranging the regulatory and commercial environment, and lacking physical infrastructure across upstream, midstream and downstream, electricity generation and storage:

- Profiling the transformational impact of successful sector development, from domestic energy security and economic diversification, to supplying West Africa, Europe and further afield
- To what extent do the Petroleum Industry Act, early stage projects (AKK pipeline) and development financing commitments demonstrate the viability of Nigeria's natural gas opportunity?
- Assessing the challenges faced from security and environmental risks to financing the required infrastructure investment: Which provisions are required from government to encourage FDI?
- With commercial banks and ECAs phasing out financing support for fossil fuel projects, which sources of finance can be leveraged to facilitate the necessary infrastructure investment?

**Moderator: Fola Fagbule**, Senior Vice-President & Head of Financial Advisory, Africa Finance Corporation (AFC)

**Seyi Akinwale**, Senior Vice-President, Energy Financial Services, GE Capital

**Rolake Akinkugbe-Filani**, Chief Commercial Officer, Mixta Africa

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

**Daniel Mueller**, Chief Operating Officer, Infracredit  
**Peter Adeshola Olowononi**, Head, Client Relations, Anglophone West Africa, Afreximbank

17.25

### Close of Day One

followed by evening networking reception

**“GTR West Africa is a good opportunity to network and socialise with our customers and prospects as well as get to know the latest developments in the trade world.”**

**A Kone**, AfreximBank

**“The event provides an opportunity to meet people who otherwise would have been impossible to reach. A very educational conference, highly recommended for anyone involved in trade.”**

**C Ihejirika**, Mitigram

**“GTR West Africa is back physically, and its relevance cannot be over emphasized. The content is always robust, and participants are getting perspectives. Always happy to be part of this event and I recommend for key stakeholders.”**

**U Omoigui**, Standard Chartered Bank

## Day Two: Thursday 27 April

## 08.00-09.00 Registration and refreshments

## 09.00-09.15

## Chair's opening remarks

**Ibiyemi Okuneye**, Managing Director, Head of Trade & Transaction Banking Nigeria and West Africa, Standard Chartered Bank

## 09.05-09.55

### The impact of West Africa's sovereign debt crisis: Can financing support for critical infrastructure development be maintained?

West African sovereign projects provided a welcome boost to the infrastructure deal pipeline during the challenges posed by the pandemic, but as the era of cheap financing comes to a close the region is now a key focus of concerns around sovereign debt sustainability. This expert group will weigh the impact of downgrades and debt restructurings on infrastructure development and local financing providers:

- Debt restructuring: Is 2023 to be a year of austerity for West Africa? How is this impacting the infrastructure pipeline and various financing players?
- Is DFI and ECA support becoming increasingly important to West African infrastructure development? Who has the appetite and capability? What role will developmental agencies take?
- Financing capacity: Are we now entering an era for new players to step in, or indeed existing players to step up?
- With China winding down its financing activity on the continent is the West now expected to be the primary financing partner for African infrastructure?

**Moderator: Kayode Oladipo**, Partner; Africa Practice Leader for Finance & Lending, Clifford Chance

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

**Adesola Fadahunsi**, Business Development Manager, Nigeria, Axendo

## 09.55-10.35 Networking break

## 10.35-11.15

### Streamlining operations in an increasingly complex and costly trade financing environment

This in-depth case study will walk through the adoption of a suite of digital trade financing solutions, identifying the drivers for adoption for both banks and corporate customers, the practicalities involved with implementation, and the benefits provided to both parties by enhanced efficiency throughout the documentary checking, approval and reporting process.

**Moderator: Jesuseun Fatoyinbo**, Head, Transactional Products & Services, Stanbic IBTC

**Segun Aribisala**, Product Manager, Union Systems

**Manji Gofwan**, Head Foreign Operations, Union Bank

**Abdulateef Alimi**, Trade Services Lead, Signature Bank

## 11.15-11.55

### The growth of e-business: Do we need new thinking on financing B2B trade?

Africa's e-Logistics platforms are expanding across the continent looking to streamline cross-border supply chains, while digital procurement marketplaces in verticals ranging used car sales to hospitality are gaining significant traction and investment. The online integration of logistics, procurement, credit and financing is a global trend that stands strong chances of success in Africa given its young and tech-savvy population, prospects that are only boosted by the continental free trade area.

Welcoming some of the region's brightest e-trade solution providers, this session will offer insight on innovative business models, highlight the cost and efficiency gains offered by e-logistics and integrated end-to-end supply chain platforms, and explore the rise of retail-style customer credit throughout the supply chain: Is the e-trade space the reserve of Africa's digital natives and fintechs, or are there opportunities for traditional finance players to participate in the growth story? Where can financial market infrastructure be enhanced to better support payments and financing? Is new thinking required to enable embedded or point-of-sale credit and financing options for B2B trade?

**Raja Debnath**, Co-Founder & Chief Executive Officer, Veefin Solutions in conversation with

**Olumide Fayankin**, Co-Founder & Chief Operations Officer, Vendease

## 11.55-12.45

### Supplier diversification and backward integration: How specialised finance can reinforce regional supply chains

Continued disruption to global supply chains has combined with a lack of hard currency, forcing large corporates to reshore their procurement and processing operations, with local suppliers an increasingly crucial component to the resilience of the local manufacturing sector. While the acquisition of suppliers has become increasingly common, many anchor buyers are now utilising specialised supplier and distributor financing structures to further reinforce physical supply chains.

This discussion will offer insight on the implementation of domestic and regional supplier finance programmes, and the benefits this can offer to suppliers' financial resilience, surety of supply of critical feedstock, and the FX gains afforded by import substitution for local currency generating businesses. We'll further highlight the technologies and supplier / distributor financing structures channelling trade liquidity to West African SMEs, and address the issue of supplier development: How can large corporates, trade lenders and fintechs support suppliers financially while also promoting their development and enhancing supply chain sustainability?

**Moderator: Ahanna Anaba**, Head of Sales, Digital Solutions & Partnerships, Finverity

**Anup Drolia**, Executive Director, MINL

**Sylvester Okere**, Trade Client Solutions, Treasury & Trade Solutions, Citi

**Oluwale Ajiboye**, Treasury Manager, Operations & Payments, Guinness Nigeria

**Oame Airauhi**, Senior Transactor, Debt & Trade Solutions, Rand Merchant Bank Nigeria

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

**Paul Inyang**, Chief Executive Officer, Megaplus Global Access

### "GTR West Africa is an excellent forum for impactful networking and corporate visibility."

**D Aribido**, Institute of Export Operations and Management Nigeria

## 12.45-13.30

### Future proofing: The importance of diversity, inclusion and sustainability to the AfCFTA and African trade finance

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 AfCFTA's ultimate success, however these structurally important demographics are disproportionately underrepresented in and underserved by the formal trade and trade finance sectors.

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, and assess the extent to which West Africa's trade and broader finance sector is representative of the region's trading population: What are the root causes of the underserving of women-led businesses by the financing sector, at what cost, and how can this be remedied? What must be done to ensure a sustainable future for recruitment of new talent to the trade sector, and how has the financing community here and in other regions addressed the challenge?

**Moderator: Ibiyemi Okuneye**, Managing Director, Head of Trade & Transaction Banking Nigeria and West Africa, Standard Chartered Bank

**Biola Alabi**, Non-Executive Board Director, Unilever Nigeria; General Partner, Acasia Ventures

**Siita Sofo Hissan**, President, AfCFTA Young Entrepreneurs Federation (AfYEF)

**Yewande Adedayo**, Head, Financial Institutions, Stanbic IBTC

**Mojejuola Faloye**, Group Treasury Manager, Oando

## 13.30

### Close of conference

### followed by networking lunch

### "This is highly recommended and very insightful. I hope to be back next year."

**I Okpeaifoh**, Man Corp

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