

Promoting sustainable  
economic growth  
through trade

# GTR EAST AFRICA 2023 **NAIROBI**



#GTREastAfrica

Mövenpick Hotel & Residences Nairobi, Nairobi, Kenya  
June 14-15, 2023

[www.gtreview.com/gtreastafrica](http://www.gtreview.com/gtreastafrica)

Lead sponsors



**Crown Agents**  
Bank





Promoting sustainable economic growth through trade

Returning to Nairobi on June 14-15 for what will be the event's 15th anniversary, GTR East Africa will bring together leading commodity producers and traders, manufacturers, trade finance specialists, risk management experts and trade tech innovators to provide unrivalled insight on this exciting region.

With over 300 delegates expected to attend, 2023's event will once again provide a leading platform to facilitate crucial debate on the key issues impacting the region's trade, commodity and infrastructure financing markets, from the need for specialised financing to reinforce regional supply chains and bolster food security to hard currency liquidity challenges and sovereign debt sustainability concerns.

We look forward to seeing you there!

Mövenpick Hotel & Residences  
Nairobi – Almasi Ballroom  
Nairobi, Kenya

June 14-15, 2023

### 6 big topics

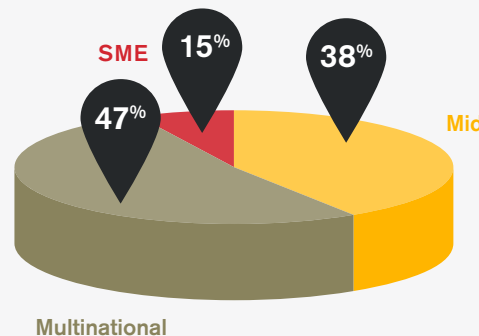


### What to expect

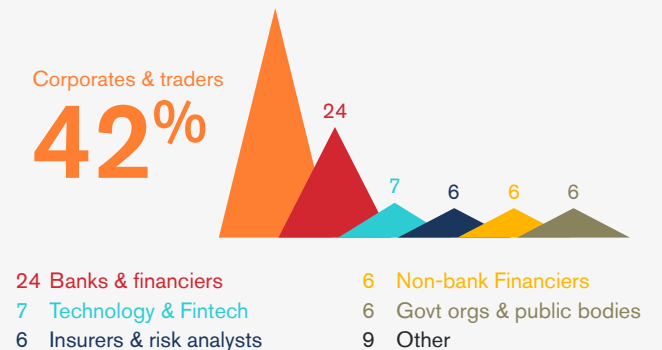


[Click here to find out more](#)

### Company size breakdown in 2022



### Attendees by sector in 2022



### 3 reasons to attend in 2023



### Find out more

**Ben Cohen**  
Business Development Manager  
+44 (0)20 8772 3004

**SPONSORSHIP**

[Click here to email](#)

**George Mitchell**  
Associate Director, Content  
+44 (0)20 8772 3016

**SPEAKING**

[Click here to email](#)

**James Henderson**  
Marketing Executive  
+44 (0)20 8772 3008

**MARKETING & MEDIA**

[Click here to email](#)



## Day One: Wednesday 14 June Morning

### 08.00-09.00 Registration and refreshments

### 09.00-09.30

#### Chairman's opening remarks & keynote presentation

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

### 09.30-10.20

#### Globalisation recomposed: Assessing the opportunity and cost of free trade

The US' recent overtaking of Uganda as the top buyer of Kenyan goods and Kenya's first shipment under the Africa Continental Free Trade Area (AfCFTA) framework in 2022 signify the evolving opportunities related to free trade within and beyond the region. Solidifying commitments to the EAC common currency and the looming expiration of the African Growth and Opportunity Act (AGOA) further demonstrate that East Africa remains a key theatre for both regional integration and geopolitically-driven trade and investment.

Our opening debate will pinpoint the key developments around regional economic integration and inter-regional trade relations, gauging opportunities for trade and investment growth and how these shape the outlook for the region's industries, and addressing the thornier questions related to free trade: While the growth of exports and hard currency earnings driven by FTAs are much needed, at what cost might this come to the longer term diversification and industrialisation of East Africa's economies, and the establishment of greater intraregional trade volumes? What lessons have been learned from recent oil sector trade directives with regards to Kenya's position and role in regional value chains?

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

**Beatriz Meijide**, Group Chief Financial Officer, Flame Tree Group

**Dharmendra Pothuri**, Director, Agribusiness, Tradeable House Africa

**Manasseh Otieno**, Managing Director, Jaguar Petroleum

### 10.20-11.10 Networking break

### 11.10-12.00

#### Greasing the wheels: Maximising access to hard currency with innovative trade and working capital finance

East African economies are forecast to return to pre-pandemic growth levels in 2023 with demand for imports and the dollars needed to pay for them set to grow, but manufacturers and importers already stressed by inflationary pressure and rising interest rates cite the daily struggle to secure the hard currency required to procure from overseas suppliers as a key factor dampening their growth prospects.

This session will weigh the impact of hardening financial markets on the trade and financing operations of East Africa's corporate traders, assessing availability and pricing of trade finance across the region and considering the role of DFIs, large corporates and trading houses, and the international and local banking sectors in boosting hard currency trade financing opportunities for local companies. Further insight will focus on the lesser-known and innovative applications of letters of credit, payables financing structures and fintech offerings capable of reducing or removing pressures on the importer's balance sheet while boosting the potential to scale business volumes and mitigate counterparty risks.

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

**Grace Murage**, Regional Head, Financial Institutions, East & Southern Africa, Rand Merchant Bank

**Haggai Ogega**, Financial Institutions & Trade, Africa Finance Corporation (AFC)

**Phanice Mokua**, Trade Specialist, Stanbic Bank Kenya

**Gerald Ndosi**, Head of Trade, BankOne

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

**“Great place to be to attain knowledge on current trends in trade, challenges and future/new initiatives in trade that may present opportunities.”**

**G Kanyi**, Ramji Haribhai Devani

### 12.00-12.50

#### Resetting the sustainable trade narrative with Africa-centric sustainable development goals

The commercial and financing opportunities emerging for those African corporates and suppliers implementing heightened ESG standards are clear, but a groundswell of opinion argues that the forcing of international ESG frameworks onto African traders and financiers is ill-fitting with the continent's economic realities: Trade holds a significant and integral developmental impact, and while carbon emissions are relatively easy to measure, other UN Sustainable Development Goals are both more appropriate to Africa and much harder to quantify.

This debate will reflect on recent regulatory and policy developments related to green governance and global decarbonisation, and identify the key issues posed to East African supply chains: Where do the primary risks lie from the buyer's and financier's perspectives? Should the emphasis be on 'ESG', 'SGE' or 'GSE' in a financing context? Is sufficient impact funding and private capital available to facilitate the necessary investments, and how can it be unlocked?

**Moderator: David Hennah**, Global Head of Trade & Supply Chain Finance, Intellect Design Arena

**Patrick Makau**, Executive Principal, Head of Trade & Working Capital, Kenya & East Africa, Standard Chartered

**Carl Chirwa**, Managing Partner, Ashcroft & Gray Group  
**Allen Asiimwe**, Deputy Chief Executive Officer & Chief of Programmes, TradeMark Africa

**Dorcas Mugambi**, Head, Trade Finance, Co-operative Bank

**“This is an amazing conference which put together different counterparts/peers from all parts of the world.”**

**T Kamna**, CRDB Bank

### 12.50-13.00

#### Stand up and be counted: African Sustainable Trade Finance Framework formulation

A call to action from the joint BAFT and ITFA Africa Regional Committee sub-working groups on sustainable trade finance standards and definitions: Following on from the ITFA ARC white paper and BAFT Africa Council calling for an amplified African voice and practical involvement of African trade practitioners in the emerging 'ESG' sustainable trade finance Global regulation, taxonomies, frameworks and definitions soon to be imposed on the Continent, we appeal for trade practitioners to have their say and contribute to workable African solutions for African sustainable developmental challenges.

**Derryn Faure**, Co-chair, BAFT Africa Council

**George Wilson**, Chair, ITFA African Regional Council

### 13.00-14.10 Networking lunch

**“It was a wonderful culmination of ideas from all the players in the trade finance industry. A good opportunity to network and grow.”**

**P Ochango**, Dentons Hamilton Harrison & Mathews

## Day One: Wednesday 14 June Afternoon

14.10-14.55

### Addressing the impact of FX market inefficiencies

FX market regulations are creating prohibitive inefficiencies across East Africa. 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, providing 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. The impact of local FX market inefficiencies on hard currency liquidity 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 crucial hard currency liquidity.

**Moderator: David Smithson**, Senior Vice-President, FI Relationship Manager, Crown Agents Bank

**Olais Tira**, Head of Treasury Sales, CRDB Bank

**Alpesh Parmar**, Head of Treasury, Victoria Commercial Bank

**Joseph Kandau**, Treasury Manager, Thunes

**Ruchi Agarwal**, Senior Global Treasury Manager, Give Directly

14.55-15.45

### A pragmatic approach to trade finance digitisation: Targeting investment for tangible returns

Demand for trade finance remains robust amidst a highly unpredictable business environment, though African markets are facing a collateral-crunch crisis while margins are continually squeezed by increasing compliance requirements, and local banking sectors face a hard currency liquidity shortage. Back-office operations are under the spotlight with the need to reduce risk and increase performance, boost visibility, efficiency, profitability and access to correspondent banking networks, while the enhancement of client offerings competes for investment budgets.

This session will explore adoption trends and priorities, assessing the scope for return on investments targeting areas from cash-flow-based collateral, automated real-time supply chain visibility, streamlined document checking and compliance, to BaaS (Banking as a Service) capabilities, and the need to build interoperability throughout the FI and corporate trade ecosystems.

**Moderator: Martin Azenga**, Head – Trade, Stanbic Bank Kenya

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

**Felix Orwa**, Founder & Chief Executive Officer, Sote

**Alex Fenechiu**, Co-Founder & COO, Finverity

**Edward Ratemo**, Vice-President & Head of Transactional Banking, ABSA Bank Kenya

15.45-16.15 Networking break

**“Quite informative. Provides local businesses with lots of information on trade financing options available.”**

**Q L'ombaka**, Techwin

**“Excellent forum to share views and experiences in trade and finance. Created good opportunities to improve business worldwide.”**

**S Eked**, AfDB

16.15-16.35

### 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 highly 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 Trade Facilitation, Viatrans; Director, Viaservice

**“The event was very insightful on how the global trend is changing and the various effects on businesses due to different issues around the world.”**

**R Devani**, Ramji Haribhai Devani

**“Extremely informative and a great networking platform.”**

**J Langatt**, KCB Bank

**“It was a wonderful culmination of ideas from all the players in the trade finance industry. A good opportunity to network and grow.”**

**P Ochango**, Dentons Hamilton Harrison & Mathews

16.35-17.25

### Supply chain financing in East Africa: A missed opportunity to narrow the SME trade gap?

Supply chain financing (SCF) has proven an invaluable source of working capital across the globe, particularly for SMEs suffering lacking access to bank financing and mid-supply chain corporates subject to longer payment terms than they must agree with their suppliers. SCF further offers the opportunity to remedy hard currency availability issues being experienced in East African markets, but uptake to date has been subdued. A case of an opportunity missed, or can more be done to increase the value proposition to East African companies?

Our panel of supply chain experts will analyse the region's legal and regulatory environment for core supplier financing products, explore barriers to uptake amongst anchor buyers and SMEs, and pinpoint the steps that can be taken to promote SCF's role in narrowing the SME trade finance gap: Which structures work in the region, and what can be done to enhance products and processes to better align with the needs of anchor buyers and their suppliers? Which barriers are encountered by SCF providers, and should banks take a more innovative approach to deploying SCF structures within an imperfect regulatory environment?

**Moderator: Sreejith Nair**, Director, Growth Strategy, VeeFin Solutions

**Mwaya Siwale**, Head, Trade Finance, Trade & Development Bank (TDB)

**Naomi Murigi**, Group Head of Treasury, East African Breweries

**Leo Kinyoi**, Business Development Manager - Trade Finance, Corporate Banking, KCB

**Joseph Getuno**, Chief Finance Officer Petroleum Affiliates, Dalbit International

17.25

**Close of Day One**

**Followed by evening networking reception**

## Day Two: Thursday 15 June

09.00-09.20

**Chairman's opening remarks**

09.20-09.50

### Ethiopia rising: East Africa's largest economy at a crossroads

Ethiopia's population is estimated to be the second highest in sub-Saharan, and country's economy is now the largest in East Africa. Public investment-driven growth has raised incomes, reduced poverty and boosted human development, but has proven unsustainable: A profound structural transition toward a private sector driven development model centred on a more open economy is underway, with privatisation of industries such as telecoms and financial services already posing significant opportunities for FDI.

This interview will gauge expectations for the liberalisation of key industries and assess the challenges faced by market entrants ranging sovereign debt concerns, political, regulatory and security risks, reflecting on the progress of investments in Safaricom Telecommunications Ethiopia and the launch of M-Pesa, and the opportunities for foreign operators to meet huge untapped demand in various sectors.

**Hayat Abdulahi**, Director, Development Impact Investments, Infrastructure & Climate Group, British International Investment

### "The best forum for discussing matters on trade and global economy."

**C Osonga**, Victoria Commercial Bank

### "Great event to learn about the latest trends in trade and technology! Opportunity to discuss with various experts that can advise on practical solutions. Great opportunity for networking, thank you GTR team!"

**B Meijde**, Flame Tree Group

09.50-10.40

### Industrialising, privatising, modernising: The growing need for risk distribution to enable financing for infrastructure development and FDI

A growing focus on sovereign debt sustainability and banking sector health are combining with rising interest rates and inflationary pressure to heighten perceptions of political and credit risks on the African continent. Emerging opportunities for trade growth and FDI across East Africa linked to plans for industrial privatisation in Kenya and Ethiopia, and the ever present need to modernise social infrastructure, are threatened by a lack of financing where credit and political risk mitigation is insufficient: The involvement of insurers, ECAs and multilaterals in order to finance these business flows and projects remains critical to the region's economic growth. Welcoming a selection of experts in African risk, this conversation will explore the region's credit and political risk hotspots, highlighting the risk off takers, financing structures and cross-sector partnerships being utilised to maintain the flow of financing and investment into East African economies.

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

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

**Ronel Oberholzer**, Head of Sub-Saharan Africa Economics, S&P Global Market Intelligence

**Rennie Kariuki**, Senior Underwriter, Africa Trade Insurance Agency (ATI)

10.40-11.20 Networking break

11.20-12.40

### A walk through the commodity value chain: Climate risks, trade tech use cases and the trade financing challenge

Commodity producers, traders, off takers and trade financiers are operating in an increasingly complex risk environment, with a growing raft of supply chain sustainability requirements and heightened climate risks combining to pose a multifaceted challenge throughout the region's soft commodity value chains: those trading in physical goods must comply with global ESG practices to ensure access to large foreign markets, while uncertainty around crop production and yield related to increasingly frequent extreme weather events impact all in the value chain, from small holder to commodity trade financier.

Welcoming leading trade tech solution providers for a series of technical interviews exploring the market challenges they are helping the ecosystem to address, followed by a review panel of agribusiness and financing experts, this session will take an in-depth tour of a typical soft commodity value chain from production through to export, identify the challenges faced by various participants along the way, and the innovative digital solutions being employed to manage ESG compliance, climate and financial risks while maximising efficiencies across commodity marketing and transportation, and trade settlement.

#### Use case interviews:

#### The role of tradetech in climate risk mitigation:

**Thomas Njeru**, Chief Executive Officer & Co-Founder, Pula

#### Streamlining trade through digital platforms:

**Abdul-Hafeez Odusanya**, Managing Director, AFEX Fair Trade Uganda, AFEX Fair Trade

#### Maximising transportation efficiencies with e-logistics:

**Mark Mwangi**, Co-Founder, Amitruck

#### Review panel: Addressing the evolving challenges faced in soft commodity production, trade and financing

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

**Zhann Meyer**, Head, Agricultural Commodities, Nedbank

**Freddie Tucker**, Investment Director, Trade & Supply Chain Finance, British International Investment

**Simon Kaniaru Gakinya**, Managing Director & Founder, Mount Kenya Specialty Tea & Coffee Co.

12.40-13.25

### The challenge and opportunity engendered by Africa's just energy transition

Africa produces just 2-3 percent of global carbon emissions, whilst 'energy poverty' is long recognised as one of the primary inhibitors to the continent's economic development – given Africa's urgent need for energy access, in contrast to the more rigid stance towards decarbonisation in developed markets and the pools of capital they contain, a balance must be struck between utilising the region's fossil reserves to promote economic development while facilitating investment in greener forms of energy generation.

This discussion will highlight the global trends impacting African energy sector investment and financing opportunities, from the recent watering down of pledges to phase out fossil fuel financing and how this might expand oil and gas extraction, infrastructure investment and trade opportunities across the region, to the changing landscape for investment in grid-scale renewables on the continent, and the innovative business models solving economic challenges in Africa's distributed, decentralised and off-grid clean tech market. Identifying the key commercial and developmental players investing in and financing Africa's energy sector development and the variety of financing mechanisms available under sustainable finance, our closing panel will consider the question: What should a just energy transition look like, and how do we get there?

**Moderator: Tod Burwell**, President & Chief Executive Officer, BAFT

**Hillary Oonge**, Group Treasury Manager, M-KOPA Solar

**Rikin Shah**, Group Chief Executive Officer, Janus Continental Group (JCG)

**Roland Ogore**, Associate, Energy & Infrastructure Finance, Corporate & Investment Banking, Standard Bank Group

**Said Ben Afane Ibouori**, Senior Manager, Trade Finance (Africa), International Islamic Trade Finance Corporation (ITFC)

**Morenikeji Adebisi**, Manager, Structured Trade & Commodity Finance (Eastern Africa), Afreximbank

13.25

**Close of conference**

**Followed by networking lunch**

## PLATINUM SPONSORS



## GOLD SPONSORS



## NETWORKING BREAK SPONSOR



## SILVER SPONSORS



## CO-SPONSORS



## INSTITUTIONAL PARTNERS



## MEDIA PARTNER





# GTR EAST AFRICA 2023 NAIROBI

15 YEARS

## Ways to register

Or:

Email: [events@gtreview.com](mailto:events@gtreview.com)Web: [www.gtreview.com/gtreastafrica](http://www.gtreview.com/gtreastafrica)

Phone: +44 (0)20 8673 9666

An invoice will be issued to the email address provided, payment can be made via a bank transfer or credit card, a payment link will be provided.

## Pricing details

Standard rate US\$1,099\* ☐

Standard rate passes are for those who do not fall within 'Corporate rate' criteria. Includes financial institutions, consultants, lawyers etc.

Corporate rate US\$299\* ☐

Corporate rate passes are available for those who are exporters, importers, manufacturers, distributors, traders & producers of physical goods.

### 15% Multi-booking discount available

For multiple bookings please email [events@gtreview.com](mailto:events@gtreview.com)

If you are unsure what rate to book or need to book multiple registrations under the same company, please contact our booking team at [sales@gtreview.com](mailto:sales@gtreview.com)

\*\*By booking, you agree to GTR's Terms & Conditions, including Cancellation Policy.

\*\*\*All GTR events adhere to the most recent government Covid-19 guidelines and restrictions, with the safety of our attendees and staff deemed paramount. Should you have any questions regarding any aspects of this, please email us at [events@gtreview.com](mailto:events@gtreview.com)

### Add a GTR Subscription

Save over 10% on an online subscription

1-year online-only subscription US\$350 ☐

## Delegate information For multiple bookings please email [events@gtreview.com](mailto:events@gtreview.com)

First name

Address

Last name

Postcode/Zip

Job title

Country

Department

Telephone

Organisation

Email

Signature

## Terms & conditions

- Confirmation:** Booking confirmation will be sent to you immediately for all bookings. If you have not received an email confirmation within 24 hours of making the booking, please contact the team at [events@gtreview.com](mailto:events@gtreview.com) or on +44 (0)20 8673 9666.
- Payment** (including VAT) must be made in full prior to the start of the conference. GTR retains the right to refuse entry in case of non-payment. Payment can be made through Credit Card online, via telephone or by sending our Events team a completed Credit Card Authorisation form.
- All delegates who have not paid prior to the conference will be denied entry.
- Transfers:** If you cannot attend a conference, you can transfer your place to another individual. Places can be transferred at any time up to and including the day of the conference. Please note an additional charge may be applicable if the new attendee is not entitled to the same rate.
- A delegate place can be transferred to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can only transfer their place a maximum of two times, after which they will incur a 20% administration fee.
- Cancellations:** All delegate cancellations must be made in writing to [events@gtreview.com](mailto:events@gtreview.com). The charge for cancelling your booking is:
  - 1 month before the conference: 90% refund of the full cost
  - 5 or more working days before the conference: 80% refund of full cost
  - 5 or less working days before the conference: no refund
- Non-attendance** to a conference will result in no refund.
- In the case of cancellation** of the conference or the change of the conference date, GTR will not be held liable for any booking, travel or hotel costs associated with the booking.

Please note that all confirmed registrations are subject to the **event terms and conditions**. Should you have any queries, please contact our team at [events@gtreview.com](mailto:events@gtreview.com) or on +44 (0)20 8673 9666.

☐ I can confirm that I have read and agree to the terms and conditions.

☐ I would like GTR to contact me about future events.