

Charting Africa's
trade and export
trajectory from London

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Convene 155 Bishopsgate, London, UK
November 20, 2025

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GTR AFRICA 2025 LONDON

Charting Africa's trade and export trajectory from London

Set to return on November 20, 2025, GTR is excited to welcome back delegates to GTR Africa London, the UK's leading and unrivalled Africa-focused trade, export and infrastructure financing conference.

With the anticipated attendance of over 500 industry and trade finance leaders and more than three hours of dedicated networking opportunities, GTR Africa London provides the ideal platform to connect and establish new relationships with leading professionals shaping the future of African trade.

Expect to hear from over 50 expert speakers as they tackle the latest challenges facing African trade, export, and infrastructure finance, and explore the complexities of a rapidly changing global economy and emerging opportunities for trade in Africa. GTR looks forward to seeing you there!

"Pragmatic, real life experiences and insights into African development."

M Enoh, Government of Cameroon

Convene 155 Bishopsgate
London, UK

November 20, 2025

6 big topics

- Africa's perspective on trade and geopolitical trends
- Resilience and a long-term plan for intra-African trade
- Working capital solutions and strengthening local bank capacity
- Strategic priorities for African supply chains and infrastructure
- Export credit transactions and innovating deal structures
- A stocktake on sovereign debt and the 'Africa Premium'

Vital statistics in 2024



[Click here to find out more](#)

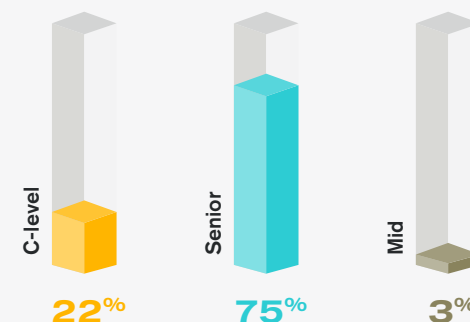
Countries represented in 2024



Attendees by sector in 2024



Job titles represented in 2024



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Thursday 20 November Morning Plenary & Stream A

08.00-09.00 Registration and refreshments

09.00-09.15

Chair's opening remarks

Nick Oliver, Managing Director, Globespan Infrastructure

09.15-09.45

An African view on a volatility world: Navigating trade, credit and geopolitical trends

In parallel with much of the global economy, markets across Africa are wrestling with a variety of pressure points, from enduring vectors like inflation and interest rates to the turbulence of tariffs, trade wars, geopolitics and the strain they present to supply chains and foreign exchange (FX). In spite of the evolving and often unpredictable nature of trade-based disrupters, Africa remains resilient, expected this year to outpace the global economy and peer regions. This opening keynote will examine the emerging landscape of global trade and geopolitical flare points and how key African stakeholders – from corporates and policymakers to domestic and international lenders – can navigate volatility and position Africa to seize trade opportunities, covering themes such as:

- A macroeconomic perspective on inflation, interest rate and borrowing cost trends in Africa: How trade strategy is being adjusted by the region's corporates, banks and policymakers
- Geopolitical conflicts in Europe, the Middle East and beyond: Africa's growing advantage for forging geostrategic relationships
- Investor and lender appetite for trade finance capacity in Africa: Assessing the region's shifting credit risk profiles
- A stocktake on Africa's trade volume resilience and how – with recessionary and tariff risks plaguing traditional export markets – African firms can maintain momentum and mitigate disruption

"Fantastic meeting point for all stakeholders of the ECA industry"

A Guidice, Zagope

09.45-10.35

Building buffers: Trade resilience and a long-term plan for African exports

With markets across Africa persevering through hard currency shortages, liquidity squeezes and a variety of trade-based hurdles, resilience has emerged as a cornerstone for Africa's trade and economic journey. Sovereign debt restructures have uplifted market confidence for several African markets and in 2024 total volumes for merchandise and intra-African trade grew strongly. A critical but challenging cog in Africa's trade resilience agenda is self-sufficiency, with initiatives like the African Continental Free Trade Area (AfCFTA) increasingly important for insulating Africa against trade-based uncertainty, as well as creating new revenue opportunities at a time when inward aid budgets are being scaled back.

This panel will examine the key drivers for resilience-building across Africa, how self-sufficiency can be underpinned and buffers strengthened against external trade and macro volatility, looking at:

- Africa's trade volume resilience: How – with recessionary and tariff risks plaguing traditional export markets – African firms can maintain momentum and mitigate disruption
- Examining strategic trade and policy levers to build value-added manufacturing capacity and reduce Africa's dependence on commodity exports and price volatility
- Highlighting the structural challenges inhibiting AfCFTA adoption, and latest thinking on streamlining procedures and deploying associate instruments such as the Pan-African Payment and Settlement System (PAPSS)
- How African markets and exporters can deepen trade ties with emerging trade blocs such as the BRICS and GCC and what these corridors can present for fresh trade opportunities

Bolaji Sofoluwe, Managing Director, ETK Group
Funmi Dele-Giwa, Chief Risk and Compliance Officer, Onafriq

10.35-11.15 Networking break

Select either [Stream A](#) or [Stream B](#)

Stream A

11.15-12.00

Bridging the gap: A multi-party view on strengthening Africa's local bank capacity

- One of the biggest barriers to trade finance deployment in Africa is a lack of local and regional bank capacity, with the volume of credit demanded by corporates and SMEs often unmet by the continent's domestic lenders. With correspondent banking lines shrinking and – in the eyes of global FIs – institutional risks looming over smaller local lenders, the commitment of global banks, DFIs, multilaterals and even export credit agencies (ECAs) to risk-share remains critical for trade facilitation. This discussion will examine the trajectory for counterparty risk-sharing and the steps both international stakeholders and Africa's local FIs can take on cooperation and scaling local market resilience and liquidity, considering:
- The evolving scope of governance, compliance and regulatory needs and the steps African banks can take to further align trade finance processes with international standards
- What is the outlook for syndication and co-financing for trade finance facilities in Africa? How can Africa's multilateral development banks (MDBs) – in conjunction with global FIs as well as ECAs – go further to risk-share and keep global liquidity lines open for African banks?
- What role can Africa's regional banks play to support smaller local FIs and build their liquidity and credit line capacity?
- Regional trade dynamics: Optimising capacity and product line solutions to suit local needs

Adekemi Iyinbor, Head of Corporate Banking, FirstBank UK

Derryn Faure, Head of Trade Finance Structuring, Syndication & Documentation, Investec Bank

Clarine Stenfert, Global Trade Finance Head, Multilateral Investment Guarantee Agency (MIGA)

Andrew Masuwa, Director, Client Relations Southern Africa, Afreximbank

Dr. Nashwa (Joy) Saleh, Chartered Director, Independent Non-Executive Director & Fellow, UK Institute of Directors (IoD)

Dele Olufisan, Investment Executive, Financial Services Debt and Trade Finance, British International Investment (BII)

12.00-12.45

Corporate strategies for keeping credit and working capital nimble in Africa

With tariffs and the resulting unpredictability growing as key trade risks, adding new complications to cross-border transactions, keeping working capital and credit solutions agile is imperative for African SMEs and corporates alike. From currency hedging for FX management to open account solutions such as receivables finance, tools for immediate working capital and cashflow relief are key to a corporate's arsenal, while more traditional products such as letters of credit (LCs) and trade credit insurance offer important security against payment and trade cycle disruption. This conversation will consider the priorities for optimising the trade finance toolbox of African corporates and how working capital can remain nimble, with points for consideration including:

- An FX stocktake: Growing appetite for local currency financing, structural barriers to capacity/service delivery and the options for hedging solutions that can help protect margins and cashflow
- Keeping open account strategies agile: Steps African corporates can take to optimise receivables financing and cash conversion cycles
- Back to basics: How vanilla products such as LCs and trade credit insurance can go further to ringfence payment security in tariff-laden markets and protect against counterparty risk
- How are ECAs growing their footprint in Africa's short-term working capital market? Could reintroducing facilities such as GPLOC (General Purpose Lines of Credit) to local and regional African banks help fill the SME trade finance gap?

Moderator: Louis du Plessis, Head of Trade & Working Capital, Rand Merchant Bank (RMB)

Laurie Hammond, Founder, Dealflow

Niron Rampersad, Divisional Executive, Trade, Nedbank CIB

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

Morgan Lépinoy, Managing Director & Global Head of Trade Facilitation, Viatrans

Adewole Adediji, Executive Director & Co-Chief Executive Officer, Starks Associates

12.45-14.00 Networking lunch

Thursday 20 November Morning Stream B

Select either [Stream A](#) or [Stream B](#)

Stream B

11.15-12.00

Strategic thinking on African supply chains and the infrastructure-GVC pipeline

Although for most African markets their core trading partners are concentrated around Europe, China and increasingly South East Asia and the Middle East, the cascading and indirect effects on African supply chains from US tariffs are leading many corporates and policymakers to look at their role in global value chains (GVCs), and how drivers such as import substitution and quality trade-based infrastructure can boost resilience and create trade opportunities. This panel will consider the emerging priorities for African corporates looking to penetrate GVCs and how current barriers to accommodating infrastructure can be overcome, with themes covering:

- Domestic capacity: Strategies for leveraging bank, DFI and wider financing instruments to build local manufacturing and production assets
- Profiling project finance deals for African infrastructure and the tools – from better sovereign risk management to greater counterparty risk-sharing – that can help accelerate project bankability

- How growing use of supply chain finance across the Africa market can improve mitigate cash flow bottlenecks and improve trade cycle resilience
- Optimising liquidity through inventory and warehouse financing solutions and bridging finance gaps between procurement, storage and eventual sale of goods
- Where are Africa's key gaps and weaknesses for GVC participation and what are some of the low hanging fruit fixes to help elevate African suppliers?

Moderator: Sekete Mokgehele, Head of Export Credit Finance, Export Credit Finance, Nedbank CIB

Joe Collins, Chief Executive Officer, RoofTG Africa Middle East & Managing Director, African Suppliers

Dr Washington Kapapiro, Executive Chairman, Africa Procurement Group

12.00-12.45

Commodity trade, working capital tools and cashflow solutions for African practitioners

Despite supplying nearly 15 per cent of the world's agricultural commodities and over 30 per cent of global mineral reserves, Africa's commodity markets remain deeply receptive to signals such as price, demand and FX volatility, and with risks from subdued growth and declining commodity demand to compliance costs for Regulation on Deforestation-free Products (EUDR), Africa's commodity practitioners must increasingly optimise both tight working capital cycles and investment in longer-term operations. This discussion will consider how traders – from SMEs to corporates – can mitigate trade risk and cost barriers, with points for discussion including:

- An outlook on soft and hard commodity price trajectories: How African corporates can optimise cashflow and investment cycles against future price risk
- The working capital suite for African producers and traders: Highlighting the role that structured commodity finance and offtake agreements can play for securing longer-term cash flow

- How can African practitioners appropriately finance tools manage inventory through strategic stockpiling and what can this mean – in times of volatility – for smoothing trade and liquidity cycles in a difficult credit climate?
- Technical and financial priorities for EUDR: The latest thinking on reducing compliance barriers for smallholder farmers and other African commodity practitioners

Patrick Ocaïlap Enotu, Global Transactional Banker, Transaction Banking International (Europe) & Corporate & Investment Banking, Standard Bank Group

Dheerie Govender, Chief Executive Officer, SIS Inspections

Eric Li, Head of Competitor Analytics, Banking Research, Crisil Coalition Greenwich

12.45-14.00 Networking lunch

“As usual, another great event of GTR Africa! Super organised, warm, efficient, and enjoyable. Opens the door to many collaborations globally. The event is proof that business can be also pleasure.”

R Shalita, Bluebird Finance

“GTR Africa 2024 London has been very engaging, and the conversations have been relevant for driving growth in African trade finance.”

E Amaechi, FCMB Bank UK

“Another fantastic event from GTR. BACB are a proud sponsor of GTR Africa and we had the pleasure of participating in the first panel discussion on North African trade, discussing strategies for local bank and liquidity resilience. As always, a well organised and rewarding event.”

M Arrows, BACB

Thursday 20 November Afternoon Stream A

Select either [Stream A](#) or [Stream B](#)

Stream A

14.00-14.45

More players, more options: An outlook on African ECA projects and deal structure innovation

While 2024 was a more moderate year for total medium-to-long term (MLT) export credit deals, with over US\$13bn in commitments for Sub-Saharan Africa compared to US\$16bn in 2023, volumes remain decidedly higher than at the start of the decade, with a widening variety of export creditors looking to participate in African transactions. China has reclaimed its role as the world's leading MLT export creditor and as regions such as the GCC grow their footprint, attention on finance models and innovative deal structures is accelerating, from more flexible tenor design to the future role of MDBs, risk-sharing and blended finance. This panel will consider the export credit outlook in Africa and how both the trajectory for MLT deals and transaction design might innovate and evolve going ahead, with themes for discussion including:

- An OECD stocktake: Successes from modernising the OECD Arrangement, enduring challenges around rigidity and pinpointing the growth and market opportunities that ECA practitioners can seize

- With a diversity of ECAs growing their Africa appetite – such as GCC and other emerging players – what might this mean for market competition on the continent? How can African stakeholders take advantage of increased selection and variety?
- What next for funding models? Charting the future of project bankability, the use of instruments such as blended and hybrid finance and risk sharing and the design of deal syndication
- How importance will the provision of the OECD CIRR be for future projects? How impactful will this be on the evaluation of affordability?
- Growing market appetite for private capital and the deal structure priorities to reduce risk and encourage participation

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Sujithav Sarangi, Executive Director, Structured Export Finance, Standard Chartered

Mark Norris, Partner, Sullivan & Worcester

Anders Vium Gjelfort, Associate Director, EIFO

Michael Rasch, Director of Export Credit Agencies (ECA) Relations & Business Development, Alliad

14.45-15.30

Unblocking infrastructure: How can project finance barriers be overcome for African business?

That Africa contains a significant infrastructure and project funding gap is well known, and as the crack between finance deployment and the continent's development needs widen – especially for projects related to energy and the energy transition – reducing the burdens of regulatory, finance and procedural barriers are of increasing importance. From ESG targets that can complicate deal conditions across banks, ECAs and DFIs to the documentary and compliance costs that environmental and social (E/S) due diligence protocols can exacerbate, cost and project efficiency is a growing challenge for Africa's ECA-backed infrastructure projects. This panel will take stock of the widening scope of project inhibitors and the strategies that banks, ECAs and other key practitioners can take to accelerate project compliance and delivery in Africa and reduce development barriers. Points for consideration will include:

- The evolving E/S rulebook and a strategy for streamlining procedures: Identifying methods for accelerating compliance, strengthening parameters for Category A, B and C projects and reducing the due diligence paper trail
- Amidst a more cautious global landscape on ESG, how might global trends impact the project and finance conditions for ECA deals and their project costs and rigidity?
- Cost containment: Modernising risk screening for project categorisation, adopting common E/S frameworks across banks and ECAs and holding lenders and EPCs to tighter project costs and timelines

Moderator: Chris Mitman, Managing Partner, Acre Impact Capital

Ram Shalita, Chief Executive Officer, Partner, Bluebird Finance & Projects

Leena Kang, Co-Head, Climate Change & Sustainability, UK Export Finance (UKEF)

Sophie Sinclair, Senior Vice President, Credit Specialties, Marsh

15.30-16.00 Networking break

“A very well organised event, the venue was easy to locate and the speakers were relevant across all panels.”

N Emmanuel, Torq Commodities

“The largest concentration of African focused trade finance professionals in one room outside of Africa.”

G Pane, WTW

“An outstanding conference featuring engaging speakers, insightful topics, and exceptional networking opportunities. A must-attend event for anyone involved in export credit business in the region.”

K Hirsch, EKN

Thursday 20 November Afternoon **Stream B** & Closing Plenary

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

Stream B

14.00-14.45

Sovereign debt pressures and sustainable solutions for African debt financing

The landscape for sovereign financing and debt management continues to exhibit a mixed record across Africa, with a patchwork of ongoing and successful restructuring deals offering shoots of optimism while high debt burdens remain stubbornly pervasive, with over 30 sovereigns continuing to spend more on external debt servicing than health and education. Likewise, despite an oversubscription for Eurobond issuances, the bond yields often remain higher for African markets than for similar, slower growing peer regions. With structural reform often cited as key for Africa's sovereign financing, this panel will examine the steps that both African sovereigns and global creditors can prioritise to address and overcome 'the Africa Premium'. Points for consideration will include:

- A capital market outlook: The evolving impact of interest rate, inflationary and other macroeconomic pressures and the lending and risk appetite of sovereigns, banks, DFIs and other traditional creditors
- Emerging attitudes among lenders for commercial, blended and concessional finance: How a balance can be struck between crowding in capital and setting fairer repayment conditions for African borrowers
- With volumes remaining small – but demand high – for blended and concessional financing, what measures might help lenders support and scale instrument deployment across African markets?
- Addressing barriers around borrowing costs, managing dollar-denominated debt and the role sovereign loans in local currency could play for cost mitigation
- Examining the appetite across both lenders and sovereigns for debt for development swaps and the priorities for managing cross-party coordination with banks, DFIs and other creditors as well as expanding product capacity

Agnes Gitau, Managing Partner, GBS Africa

14.45-15.30

The CPRI footprint in a shifting landscape for Africa risk and coverage needs

With attention growing among banks, corporates and governments for critical minerals and other geostrategic commodities, Africa is quickly becoming a focal point in the global race for resources, and with African markets becoming further embroiled in geopolitical schisms political risk insurance is a tool of increasing value for trade practitioners. As trade-based complications and the veracity of tariff-based disrupters also accelerate, trade credit solutions are another piece in the corporate arsenal helping exporters and supply chains in and outside of Africa protect corporate liquidity and cashflow. Debate for this session will centre around the footprint of the CPRI market in Africa and how solutions are being optimised to meet the emerging client needs of the continent's trade activity, with themes for discussion including:

- How is the private insurance sector recalibrating its coverage of political risk as appetite for commodity trade and investment – often in politically sensitive markets – expands across Africa?
- A regional stocktake on the continent's shifting risk profiles: How factors such as sovereign debt, exposure to tariff-related shocks and political stability are impacting CPRI facilities
- How is private insurance capacity – in conjunction with banks, ECAs and DFI partners – addressing the emerging demand for MLT deals for resource-related infrastructure while areas like energy and transport remain under-supported on the continent?
- Highlighting the steps trade credit providers are taking to optimise facilities for the FX, supply chain, payment and cashflow bottlenecks faced across African trade

Moderator: Rupert Cutler, Director & Principal, Holtarka Limited

Matilda Edwards, Associate Director, Willis Towers Watson (WTW)

Jonny Lofts, Assistant Director, BPL

Jack Brodsky, Country Risk Analyst, Pangea-Risk

15.30-16.00 **Networking break**

16.00-16.50

MLETR and the Commonwealth Model Law: A status update on adoption in Africa

Innovation has been a cornerstone of Africa's trade journey, and while still in its infancy, progress on trade digitisation – in particular electronic trade documents – is beginning to gather steam across the continent and throughout the Commonwealth. Following MLETR's model legal protocols and initiatives such as the UK Electronic Trade Documents Act 2023 (ETDA) and the Commonwealth Model Law on Digital Trade and Guide to Enactment (Model Law), policymakers, businesses, banks and other key trade practitioners are starting to test the waters of paperless digital trade, however barriers such as legislative sticking points and technological hurdles remain. This closing plenary will examine the widening pool of trade digitisation pilots in Africa and examples of Model Law adoption and the practical steps that policymakers, banks and other key stakeholders can take to address scale barriers, looking at:

- A legislative update: African initiatives for electronic trade document recognition and examples of best practice for institutional modernisation and legal enforceability
- A stocktake on Model Law adoption and where legal harmonisation can best unlock trade opportunities across the Commonwealth
- With rules and legislative fragmentation across Africa and the Commonwealth, how can barriers to cross-border enforceability be overcome and standards aligned across the regions' banks, corporates, customs and other key stakeholders?
- Bank-led priorities for readying digital infrastructure: Ensuring interoperability and system reliability for digital trade instruments
- How can African exporters – through the Model Law and MLETR alignment – make the most of deeper trade ties with the UK and the Commonwealth? How might this shape the future of Africa's trade trajectory?

Moderator: Vashti Maharaj, Adviser, Digital Trade Policy, The Commonwealth Secretariat

Patrick Baatz, Associate Director, BACB

16.50-16.55

Charity partner closing remarks

Holly Budge, Founder & Leader, How Many Elephants NGO & World Female Ranger Week

16.55-17.00

Chair's closing remarks

Followed by evening networking reception

“Excellent forum for networking opportunities.”

A Ahsan, Ghana Bank

“A great way to connect, earn and learn for African business.”

S Cutler, AGTF

“Fabulous networking and content and a great environment to connect.”

M Setabouha, ITFC

“Great local knowledge and panellists spoke with great conviction and experience.”

Z Hansa, Unicore Holdings

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