

Financing growth
in West Africa's
trade epicentre

GTR WEST AFRICA 2026 **LAGOS**

#GTRWestAfrica

Lagos, Nigeria
April 22-23, 2026

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GTR WEST AFRICA 2026 LAGOS

Financing growth in West Africa's trade epicentre

GTR West Africa 2026 returns to Lagos on April 22-23 for two dynamic days of insight, innovation and high-level networking.

The conference will deliver essential market intelligence and forward-looking analysis on the trends shaping West Africa's trade landscape. A carefully curated line-up of industry leaders will explore key themes including export diversification, digital trade finance, infrastructure development, trade liquidity, agribusiness and soft commodities.

Proudly supported by leading financial institutions, industry associations and government bodies, the event also features over six hours of dedicated networking. Join 400 senior professionals to exchange ideas, build strategic partnerships and strengthen your position in the market.

We look forward to welcoming you!

"GTR West Africa is a great event with a great balance of financiers, fintechs and corporates."

A Anaba, Finverity

**Eko Convention Centre (Grand Ballroom)
Lagos, Nigeria**

April 22-23, 2026

6 big topics

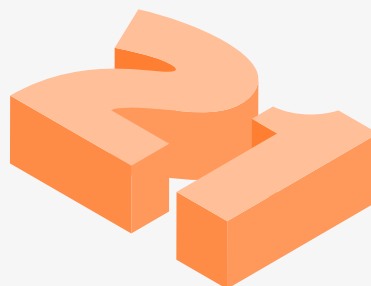
Deploying specialised finance to enable export diversification
Boosting infrastructure bankability with blended financing
Scaling supply chain finance beyond domestic value chains
The role of trade finance in shifting global energy markets
Democratising digital trade and financial inclusion
Structured trade finance: Driving commodity sector modernisation

Vital statistics in 2025



[Click here to find out more](#)

Countries represented in 2025



Attendees by sector in 2025

Corporates & traders

60%



14 Banks & Financiers

5 Govt Orgs & Public Bodies

4 Technology & Fintech

4 Non-bank Financiers

4 Service Providers

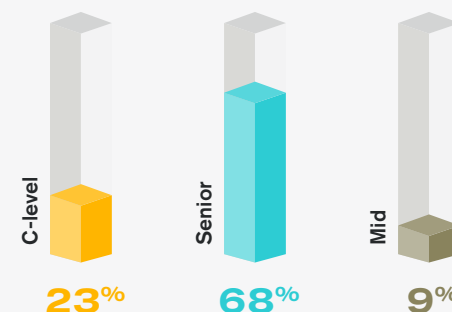
2 Consultants & Accountants

2 Insurers & Risk Analysts

2 ECAs & Multilaterals

3 Other (inc. Media, Lawyers, Investors & Education)

Job titles represented in 2025



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Day One: Wednesday 22 April **Morning**

08.00-09.00 Registration and refreshments

09.00-10.00

Chair's opening remarks & keynote address**Tedd George**, Chief Narrative Officer, Kleos Advisory

“This was my first experience and the event was mind-boggling. It opened up my mind to challenges, opportunities and solutions.”

F Nwoko, First Bank of Nigeria

“GTR West Africa is always a sure platform to actively engage in trade discussions, networking and knowledge sharing.”

U Anietie Philip, Lanre Shittu Motors

“The opportunities provided for networking are excellent!”

I Enang, Premium Time Services Limited

“My first GTR event, overall very good to meet other players and understand trends and insights straight from experienced stakeholders.”

D Gameli, British International Investment

10.00-10.45

**Seize the day, plan for tomorrow:
Transforming stability into sustainable
trade growth**

The outlook for West Africa's economic powerhouses has brightened, with calming inflation, strong hard currency liquidity and sustained policy reforms offering reasons for optimism. Whilst providing a window of opportunity for investment and business growth, extreme global geopolitical volatility and the risk of external shocks to sovereign and corporate balance sheets remains a reminder to guard against complacency. Welcoming some of the region's most influential trade and financing actors, this keynote interview will explore the opportunity to transform today's stability into tomorrow's sustainable growth, and the steps required to build resilience into regional economies and trade. Topics include:

- From infrastructure investment to industrialisation and import substitution, where has increased policy and financial stability opened tangible opportunities for economic and trade diversification?
- Risk horizon: The key potential external trade and financing shocks to be aware of, and the practical mitigation steps that can be taken by companies to boost resilience
- As economic ties with global superpowers, "Middle Powers" and other African nations evolve, which international partners offer significant opportunities for enhanced trade and investment?
- In times of strong financial liquidity, how can West African governments, banks and corporates best structure, deploy, and extract long-term economic value from borrowed capital?

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

Rolake Akinkugbe-Filani, Founding CEO, EnergyInc Advisors

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

Queenette Durosinmi-Etti, Chief Operating Officer, UAC of Nigeria

10.45-11.30 Networking break

11.30-12.20

**Export diversification: Deploying specialised
finance to achieve a strategic imperative**

West African exporters continue to face a tumultuous business environment, with tariffs and geopolitical volatility impacting traditionally reliable trade partners. The need to diversify export markets in the face of a prolonged period of global trade upheaval has become a strategic imperative, but one that comes with stiff challenges and high costs.

Welcoming a range of exporting and trade financing experts, this panel will offer perspectives on the key regions offering growth opportunities such as Latin America, South Asia and Europe, offer a practical focus on the key challenges faced by exporters, and how specialised trade financing and risk management can promote business resilience through prudential sales growth:

- To what extent has the AfCFTA seen recent improvements in intra-regional trade flows? Are these still restrained by logistical bottlenecks and costs?
- Profiling the challenges encountered by exporters entering new inter-regional geographies: What are the key considerations that help promoting smooth entry?
- Assessing demand drivers for documentary tools such export LCs and guarantees: To what extent is the prevailing geopolitical environment driving enhanced payment risk mitigation?
- Boosting liquidity for exporters: Assessing the benefits and limitations of various working capital facilities, from vanilla working capital to structured trade and pre-export financing
- Enhancing bankability: Highlighting the role of risk distribution and trade credit insurance in enhancing exporters' financing options

Tosin Olatunji, Group Head, Corporate Operations; Deputy General Manager, Access Bank

Amit Bose, Chief Financial Officer, Nigeria, Valency International

Paul Ozioko, Trade & Working Capital Structured Solutions Lead, RMB Nigeria

Anna Brod-Ohana, Associate Director, Trade Facilitation Programme, FI, European Bank for Reconstruction and Development (EBRD)

Prince Joseph Idiong, Director General, Association of Nigerian Exporters (ANE)

12.20-13.05

**Scaling supply chain finance:
Boosting domestic value chains,
looking across borders**

Supply chain finance (SCF) has a proven track record in boosting the financial resilience of suppliers within large corporate supply chains, though it takes time to lay the necessary groundwork to enable this key driver of SME growth in those African economies where it can hold the greatest positive impact. The emergence of sustainability-linked SCF further positions these programmes as drivers of real positive impact through trade at a time of unprecedented supply chain volatility, so what can be done to expedite roll-out? This panel will assess the key challenges and initiatives enabling the provision of SCF to those suppliers most in need:

- The opportunity: Exploring the positive impact and success factors seen within existing SCF programmes across the region
- Local challenges: Working with regulators and building financing capacity in new demand markets
- Scaling SCF: Identifying the strategies and technologies that actually work within the African landscape, and the critical role of risk-sharing and development finance support
- Sustainability-linked SCF: Balancing the opportunity to maximise positive impact with the challenge of funding, reporting, and ensuring the benefit is felt beyond anchor buyers
- Across borders: Does the potential for hard currency re-restriction mean cross-border SCF as a pipe dream for now? Is there potential for dedollarised or local currency programmes?

Moderator: **Simon Umegbu**, Trade Product Manager, Transaction Banking, Standard Chartered Bank

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

Adesanmi Adedayo, Senior Vice-President, Structure Trade Finance, Standard Bank Group

Victory Olumuyiwa, Global Head of Treasury & Investor Relations, Sun King

Oluseye Thomas, Head, Non-Oil Export, STCF & Trade Solutions, First Bank of Nigeria

Wale Ajisafe, Chairman, Starks Associates

13.05-14.20 Networking lunch

Day One: Wednesday 22 April **Afternoon**

14.20–15.10

**From production to value addition:
How structured trade finance can
drive West Africa's commodity sectors**

West Africa stands at a critical juncture in its economic development trajectory. The region possesses extensive commodity wealth across both hard and soft sectors, not least the critical minerals now providing a central theatre for geopolitically driven trade and investment. While letters of credit can efficiently finance exports of raw materials, failure to leverage this explosive demand to build value-add industry could result in the loss of a generational opportunity for economic diversification.

This panel will explore how structured trade finance can fund the infrastructure, equipment, technology, and working capital needed to process commodities locally, manufacture finished goods, and capture higher value along the supply chain. Topics for discussion include:

- Exploring key drivers of global supply chain shifts from the energy transition to food security concerns: To what extent are regional commodity players already seeing increased demand?
- Highlighting the trade structures providing pre and post shipment financing support for exporters, and the key players in various facilities: Has appetite and capacity improved in 2026?
- Which structures are most appropriate for different commodity value chains such as agriculture, minerals and energy? How can international transactions be adapted to local market realities?
- Making value-addition bankable: From political, regulatory and price to financing and FX risks, which risk management techniques and supporting actors are needed to ensure success?

Moderator: Nneka Korley-Ndahi, Head, Transaction Banking Sales, First Bank of Nigeria

Biodun Ariyo, Group Head, Global Trade & Structured Finance, Providus Bank

Bertus Burger, Business Development Manager, SIS Mauritius

Victoria Jonah, Senior Manager, Corporate Finance, Sunbeth Global Concepts

15.10–15.45

**Case study: Delivering structured commodity
trade finance for the agribusiness sector**

This interactive case study will bring together the key participants in a structured commodity trade finance transaction, providing first hand, practical guidance from lender and borrower on key success factors, from risk assessments and documentary requirements to operational implementation and ongoing monitoring. Further insight will be shared on the specific requirements and challenges experienced in delivering structured trade finance to the agribusiness sector, including seasonal demand for working capital, logistics, and price and spoilage risks.

Sreenivas Alagonda, Chief Financial Officer, Robust International Commodities *in conversation with Seun Ogundolapo*, Head of Trade, Transaction Banking, Stanbic IBTC Bank

15.45–16.15 **Networking break**

16.15–17.15

Renewed hope for West African infrastructure: Boosting bankability with blended financing

Recent bond issuances and increased Export Credit Agency support indicate an improved West African sovereign debt outlook following structural economic reforms and debt restructurings. Global competition for strategic resources and recognition of the positive impact achieved through the financing of critical infrastructure in developing economies has attracted new investors and financiers to African infrastructure projects, with a renewed focus on blended project financing structures.

Taking a deep dive into a landmark ECA-backed ports infrastructure project recently signed in Nigeria, panel will explore how infrastructure financing activities on the continent are evolving in line with strategic priorities around sustainable trade and investment and the global energy transition, highlighting how key players including EPC contractors, Export Credit Agencies (ECAs), Development Finance Institutions and private market banks and insurers are combining to boost project bankability:

- From global geopolitics to the Sustainable Development Goals (SDGs): Exploring the motivations and opportunities driving new infrastructure financing activity and collaboration across Africa
- Improving bankability: The role of contractors, specialised development financing and impact investment in early-stage project preparation

- How can borrowers capitalise on ECA support for infrastructure development in SDG-aligned sectors? To what extent is ECA activity increasingly being driven by foreign industrial policy?
- Highlighting the challenges encountered in structuring transactions combining concessional and private financing, and the key role that can be played by banks in packaging these deals

Moderator: Alfred Idialu, Director, Chief Country Representative, Nigeria, Deutsche Bank

Sindiso Valerie Ndlovu, Senior Political Risk Analyst, ATIDI (African Trade & Investment Development Insurance)

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

Karim Ezzeddine, Vice-President, SkyKapital

Dany Abboud, Managing Director, Hitech Construction Company

Ramzi Chidiac, Managing Director, ITB Nigeria

Vivian Richard-Edet, Executive Director, Finance, Nigerian Ports Authority

17.15

Close of Day One

Followed by evening networking reception

“As the president of OWIT Nigeria, I acknowledge the importance of the GTR conference in West Africa. It brings together key stakeholders to share insights, foster partnerships and discuss trade finance trends. GTR is vital in promoting economic growths and advance gender-inclusive trade in finance, especially for women entrepreneurs.”

B Iabor-Oza, OWIT Nigeria

“GTR West Africa was an eye-opening and enlightening conference. I met relevant stakeholders in the trade finance space and the presentations were well-researched with the quality of panelists being excellent.”

T Ojo, NPEN

“It highlights the issues the players in the agriculture industry are facing to ensure maximum output/production of agriculture.”

J Dina, Mitsun Group

Day Two: Thursday 23 April

08.00-09.00 Registration and refreshments

09.00-09.25

Chair's opening remarks

09.25-10.15

Democratising digital trade and financial inclusion across Africa

Digital trade is transforming access to markets, customers, and capital at a pace that outstrips global growth. Africa's young, mobile-first population and expanding platform economy present unprecedented opportunity, yet many businesses remain excluded due to legacy credit and trade finance models. This session will explore:

- How digital trade, alternative data and credit innovation are reshaping financial inclusion across underserved African markets
- The non-traditional data sources such as transaction flows, mobile behaviour, and platform participation now enabling more inclusive and scalable financing solutions
- The role of continent-wide enablers such as the AfCFTA Digital Trade Protocol in harmonising regulation, integrating payment systems, and reducing friction in cross-border trade
- How Africa can convert digital traction into meaningful economic participation, job creation, and long-term resilience across trade ecosystems, and how the trade finance industry can contribute

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

Tsheko Mabuela, Head of Operations, Mr Price Money
Amy Qian, Co-Founder & Chief Executive Officer, JuniGo
Dapo Olatinsu, Chief Operating Officer, Cede Technologies
Emmanuel Babalola, Chief Commercial Officer, Fincra Technologies

“It was very educational and an eye opener for different opportunities in the market.”

S Fatuberu, Cerdaville Limited

10.15-11.00

A global update on the state of trade finance digitisation

Digital transformation of trade finance that overcomes the challenge of data fragmentation is long overdue in the trade finance space, but various global market forces have now converged to provide some much-needed momentum. Touching on themes ranging from heightened client expectations around end user experience and the challenge of legacy systems to the tech-driven innovations shaping the future role of trade finance banks, and how trade finance digitisation is already making transactions bankable that may not have been before, this interview will share an update on themes including:

- The direction of travel for global uptake, and how this can be promoted beyond isolated pockets of adoption
- The key legal reforms that can enable digital trade tools, and how these reforms can be driven by the private sector
- The lessons that can be learned from African retail payments innovation: How can commercial and trade payments catch up?
- What African banks and companies can do – and are doing – to prepare for the anticipated global growth of digital trade finance

Pamela Mar, Managing Director, ICC Digital Standards Initiative (DSI)

Lola Aworanti-Ekugo, Founder, AfriBorder

11.00-11.40 Networking break

“I made valuable connections and got to meet key players in the industry that would have been impossible if not for the conference.”

O Ehuwa, Tasty Corridors

11.40-12.30

Seismic shifts in West African energy: Gauging implications for the trade finance sector

West Africa's energy landscape is transforming, driven by the convergence of significant private sector infrastructure investments, long-term commercial agreements in the LNG sector, and the dramatic shifts in global energy trade flows caused by conflict in the Middle East and wider geopolitical volatility. This panel will explore key recent investments and regulatory developments, their impact on trade finance requirements, structures, and opportunities, and the outlook for West African oil, gas, and energy markets. These include:

- As the Dangote refinery ramps up to full capacity, what are the expected impacts on trade financing demand across crude supply, domestic distribution and refined export flows?
- Compressed natural gas (CNG) revolution: Assessing the financing required for CNG vehicle and related infrastructure investments, and the wider impact on the LNG and trade logistics sectors
- What are the risks that stand to constrain trade finance supply across regulatory and operating environments, and to what extent can they be mitigated by innovative transaction structuring?
- Capitalising on geopolitical volatility: How the global tariffs and sanctions environment combined with the region's geographical location positions West Africa as a key potential energy exporter

Moderator: **Omonye Ukpoma-Ajitena**, Vice-President, Financial Advisory, Africa Finance Corporation

Innocent Isichei, Chief Executive Officer, ACIOE Associates

Mopejuola Faloye, Group Treasury Manager, Oando
Oladipo Olarewaju, Trade Finance Manager, Dangote Industries

Taiwo Atunwa, Group Head, Energy, First City Monument Bank

12.30-13.15

Trade finance assets, African FIs and domestic capital: Funding the next phase of Africa's development

Huge demographic growth is underway across Africa, providing a transformational opportunity for trade-driven, sustainable economic development. While the impacts of constrained financial liquidity on Africa's trade finance markets pose a significant challenge, the emergence of trade finance as an alternative asset class can play an instrumental role in unlocking significant pools of African institutional capital to maximise this growth potential in concert with specialist trade funds and the local banking sector. This panel of industry leaders will explore the positive impact achievable through investment in trade, the progress made to date, and the work still to do. Topics include:

- Gauging the existing pool of African institutional capital, and how an evolving global financial landscape is reframing the proposition for private credit investment in African trade finance
- Placing trade finance assets in the wider alternative investment landscape; distinguishing between trade and other alternative assets
- The need to unlock local currency investment, and the potential of the Revised Regulation on Investment of Pension Fund Assets (PenCom) to release domestic capital
- The innovations that can scale up these funding initiatives (fund structures, risk mitigation, tech) and the vital role that can be played by African and multilateral development banks

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

George Wilson, Chief Executive Officer, ARM Africa Trade Finance Fund

Fredrick Mutua, Senior Underwriter, ATIDI (African Trade & Investment Development Insurance)

Bowale Odumade Adeoye, Founder & CEO, SeedTree Capital

13.15

Close of conference

Followed by networking lunch

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“GTR West Africa is a must-attend annual event giving the commendable coverage of all the major trading issues as well as providing wonderful opportunities for networking.”

S Raji, Fanab Nigeria

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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.

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To qualify, you must be under 25 years old, with less than three years of experience in the trade finance industry. Limited to 2 events per year. 10 passes are available for this event for those who work within the industry, limited to 1 pass per institution, and cannot be combined with other promotions. One pass is available for this event to those studying a relevant educational/University course. Confirm your eligibility by contacting ypp@gtreview.com with your LinkedIn profile and age.

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