

Charting Africa's trade
and export trajectory

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Charting Africa's trade and export trajectory

Returning on November 12, 2026, GTR Africa London is thrilled to convene once again the UK's premier gathering for Africa-focused trade, export and infrastructure financing.

Welcoming over 500 delegates from leading banks, corporates, SMEs, fintechs and financial institutions, and providing more than four hours of dedicated networking time, the event serves as a vital meeting point for forging new partnerships and strengthening existing relationships across the African trade landscape.

With insights from more than 50 expert speakers, attendees can expect high-level discussions on African trade shifts, geopolitical bottlenecks, corporate financing trends and the evolving landscape for export credit deals, transactions and infrastructure projects on the continent.

Convene 155 Bishopsgate, Liverpool Street
(Finsbury Suite, Level 2), London, UK

November 12, 2026

6 big topics

- African trade and navigating headwinds
- Trade reconfiguration and working capital solutions
- Development finance convergence in Africa
- ECA reform and remaining competitive
- A stocktake on sovereign debt and instrument innovation
- Operational priorities for Africa's contractor projects

Vital statistics in 2025

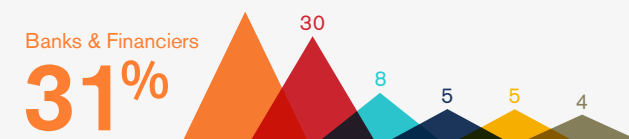


[Click here to find out more](#)

Countries represented in 2025

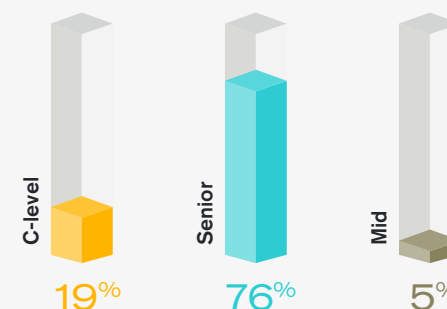


Attendees by sector in 2025



- 30 Corporates & Traders
- 8 Insurers & Risk Analysts
- 5 Non-bank Financiers
- 5 Media & Press
- 4 Technology & Fintech
- 4 Govt Orgs & Public Bodies
- 3 Consultants & Accountants
- 3 ECAs & Multilaterals
- 2 Lawyers
- 1 Business Advisory
- 1 Service Provider
- 1 Charities
- 2 Other

Job titles represented in 2025



Find out more

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Thursday 12 November Morning

08.00-09.00 Registration and refreshments

09.00-09.05

Chair's opening remarks

09.05-09.45

African trade and navigating headwinds: A review of trends, opportunities and bottlenecks

As the landscape for global trade continues to navigate a variety of flares, the macroeconomic picture across Africa remains in flux, with trends across trade reconfiguration, commodity and inflationary pressures and shifting growth trajectories delivering both risks and opportunities for many African markets. While some have enjoyed commodity export windfalls others have faced gaps in credit lines and food and energy security, yet despite the headwinds growth for Sub-Saharan Africa (SSA) is projected to remain 4 percent, and the region continues to emerge as a vital broker across global trade and geopolitics. This opening keynote will chart the direction of travel for African trade opportunities and how areas such as exports, trade corridors and infrastructure are evolving as global trade continues to rewire. Points for consideration will include:

- A sovereign outlook: Divergence across areas such as debt, inflation, FX and financing costs and how African markets are adjusting fiscal strategies and underlining resilience
- Where SSA can seize opportunities across trade and supply chains as global fragmentation accelerates and alliances reorient
- The growing pipeline of Africa's strategic infrastructure projects and how these are reshaping the region's logistics, value-addition, self-sufficiency and trade and export capabilities
- With the outlook for investment and merchandise trade evolving across Africa, what is the future for UK-Africa trade flow and how can UK FIs, policymakers and businesses support and nurture this relationship?

John Humphrey, Former UK Trade Commissioner for Africa (2022-2026)

09.45-10.30

Operational and FI tools for keeping contractors competitive across African infrastructure

As activity across Africa's export credit and infrastructure finance market intensifies the industry continues to grapple with a variety of emerging trends, from shifting criteria around strategy and geopolitically aligned projects to an assortment of procurement and operating cost bottlenecks complicated delivery. On the frontlines of these conditions are EPCs and project contractors, managing working capital and supply chain flares while also juggling the emerging priorities of policymakers, export credit agencies (ECAs) and project bankability. Hearing from some of the market's leading contractors, this panel will examine the Africa project pipeline and how firms are navigating operational pressures, export credit frameworks and seizing fresh trade opportunities. Themes for consideration will include:

- A geostrategic lens: How geopolitics is impacting the pipeline of strategic sector transactions across areas such as energy, critical minerals and logistics
- Managing operational pressures from elevated inflation, commodity and raw material prices, supply chain disrupters and extended working capital and cashflow cycles
- Where reform to ECA parameters can help improve speed and simplification and keep project practitioners competitive across Africa's infrastructure market
- How can structural hurdles for accessing export credit be reduced in the UK? What tools can lenders deploy to make finance more accessible for SMEs?

Simon Bunckenburg, Head of Infrastructure & Construction, UK Export Finance (UKEF)

Lena Rosenior, Founder & Chief Executive Officer, De Graft Management

Gordon Mudge, Director of Sustainability & ESG, NMS

10.30-11.10 Networking break

"The overall presentations and topics were very well delivered. They kept to time, the space was good and the networking was worthwhile."

O Olubunmi-Davies, First Bank UK

"It was a wonderful event and the networking was excellent. I look forward to next year!"

R Kalumpha, Global Tea and Commodities Ltd.

"Another excellent GTR event getting up to date with current opportunities and challenges trending in Africa."

S Mead, Globespan Infrastructure Ltd

"Innovation of value across services providers for trade and project action within African economies."

R Cutler, Holtarka Limited

"An excellent opportunity to meet corporates and banks operating across Africa."

D Stafford, Mercore

Thursday 12 November Morning Streams

Stream A

11.10-11.55

Tariffs, disruption and trade reconfiguration: An African SME strategy

While concerns around geopolitical tremors, inflation and borrowing costs have been a focal point, the backdrop of US tariffs – and its unpredictability and trajectory – remains an enduring challenge for many African firms. Although hard commodity exports have largely been exempt, products across textiles, soft commodities and heavy industry have been targeted, with varied impacts across African markets and regions. Businesses and FIs have remained on the front foot however, deploying both policy-led strategies and credit facilities to smooth disruption and mitigate bottlenecks. This panel – in collaboration with the ITFA African Regional Committee (ARC) – will assess how tariff and supply chain shifts have impacted African trade, and how firms and domestic lenders are reconfiguring their outlook and building long-term resilience. Discussion will include:

- Mapping tariffs in Africa: Countries, regions and products most exposed and a stocktake on how economies have fared and policy responses have differed
- As tariff-driven disruption continues across global supply chains how are African firms adjusting operations such as longer transit and working capital cycles, import barriers, inventory bottlenecks and global partner reassessments?
- The tariff and trade outlook for 2027: Priorities for market diversification, reorienting flows away from the US, deepening intra-African trade and strengthening South-South trade and investment
- Where are banks seeing demand grow across trade finance and working capital facilities? How has the demand for CPRI and trade credit insurance products also been deployed to minimise trade risk?
- The role that products such as supply chain finance (SCF) can play to mitigate supply chain dislocation as well as address liquidity gaps for African SMEs

Moderator: Tedd George, Founder & Chief Narrative Officer, Kleos Advisory Ltd

Avinash Manick, Manager, Trade Advisory, RMB

Temitope Mayegun, Founder & Chief Executive Officer, Avila Naturale

11.55-12.40

How can policy, funding and de-risking tools help elevate African value-chains?

As bottlenecks across global trade, shipping and logistics add pressures to African firms, many trade practitioners – from banks to SMEs and corporates – are focusing efforts on trade resilience, boosting self-sufficiency and overcoming intra-African trade barriers. With global corporates redrawing their supply chains the continent stands uniquely placed to attract activity, however structural and funding hurdles remain for growing domestic production capabilities. This session will explore the policy, financing and risk-sharing priorities for growing domestic production capacity and how Africa can enhance self-sufficiency and its place in global value chains. Points for consideration will include:

- Intra-African trade as a de-risking tool and the evolving priorities for AfCFTA implementation and delivering long-term solutions for customs, borders and transport fragmentation
- With international banks continuing to retreat from Africa, how can the continent's ECAs, development finance institutions (DFIs), multilaterals and insurers step up risk-sharing mechanisms and help unlock lending for local and regional commercial lenders?
- The value chain financing gap and optimising tools from asset-backed lending and warehouse receipt finance to more standard instruments such as letters of credit (LCs) and structured finance arrangements
- What is the outlook for expanding cross-border local currency transactions through tools such as the Pan-African Payment and Settlement System (PAPSS)
- As African markets develop value-added capabilities how can economies lock-in value from upstream and downstream operations and the activity of local SMEs and supply chains?

Michael Creighton, Regional Director, Africa, Credit & Political Risks WTW

12.40-14.00 Lunch

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

Stream B

11.10-11.55

Unlocking commercial lending through the convergence of development finance

An enduring trade finance gap remains a core thorn in the side for many African lenders and businesses, with the retreat of commercial and confirming banks from the international market compounding the liquidity puzzle. Increasingly filling the void however is a coalition of development institutions from ECAs to DFIs and multilateral development banks (MDBs), whose interventions have helped steady the gap and sustain trade volumes across the continent. From multi-party syndication and blended finance instruments for African banks to the direct deployment of short-term working capital solutions, the convergence of development institutions is helping lower liquidity costs and de-risk commercial lending. Charting the acceleration of this trend the panel will examine where convergence is reshaping the African trade finance landscape and how development institutions are becoming more coordinated market-makers, with themes including:

- The growth of multi-party structures and where tools such as co-guarantees and risk-sharing facilities are helping unlock global trade finance lines for African banks
- DFI and MDB activity across export credit and how the expansion of first-loss structures might accelerate commercial lender appetite for infrastructure deals
- How are global and regional multilaterals providing confirming lines to help fill the correspondent banking gap for African lenders?
- What role might ECAs, DFIs and MDBs continue to play for short-term credit lending and helping unlock commercial lender capacity through blended and concessional structures?

Moderator: Chris Mitman, Managing Partner, Acre Impact Capital

Anna Brod-Ohana, Associate Director, Trade Facilitation Programme, EBRD

Greg Fyfe, Chief Investment Officer, Development Bank of Southern Africa (DBSA)

Steven Gamble, Legal Director, Loan Market Association (LMA)

11.55-12.40

Looking ahead or back to basics? ECA reform priorities to remain competitive

In an environment where maintaining competitiveness and adapting to market pressures has underlined export credit reform, the sector – and the foundations for the OECD Arrangement in particular – continues to remain a hotbed for rulebook negotiations. With the industry setting their sights on 'Modernisation 2.0' propositions such as higher coverage for local content financing, 95 percent loan guarantees and united lending programmes continue to cause contention among ECAs. As market architecture remains in transition and the strategic purpose of ECAs becomes more diversified, this session will evaluate what actual reforms can help meet the continent's export credit needs and whether further industry adjustments will deliver simplification or added complexity. Panellists will consider themes such as:

- The incentive to remain competitive and how structures such as 95 percent loan coverage might be received by commercial lenders and the wider industry
- How are E/S rules and procedure complexity impacting ECA deals? Where might greater flexibility help get transactions over the line in Africa?
- How can export credit – and an ECA's growing mandate for domestic strategic objectives – help deliver African value addition while maintaining its original purpose for domestic goods export?
- What are some of the key and evolving export credit access challenges for African borrowers? Where can OECD and non-OECD ECAs and lenders innovate products to fill gaps?

Moderator: Chris Mitman, Managing Partner, Acre Impact Capital

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

Mark Norris, Partner, Sullivan & Worcester

Anders Vium Gjelfort, Associate Director, International Projects, EIFO

12.40-14.00 Lunch

Thursday 12 November **Afternoon Streams**

Stream A

14.00-14.45

Modernising the parameters for SME local currency financing in Africa

The trade finance gap in Africa is complex and multi-layered, and one aspect of growing attention is the lack of liquid and scalable local currency financing for both lenders and SMEs. Although African SMEs typically borrow and trade in local currencies the broader international architecture is dollar-denominated, coordinated by global banks and development FIs that channel hard currency to African borrowers. To grow Africa's capacity for local currency funding a combination of structural reform and tailored mechanisms are required, from strengthening the engagement of central banks and offshore capital to deploying better hedging mechanisms and more innovative tools such as FX derivatives. This session will assess the practical next steps for developing market and product parameters and what is required from banks, DFIs and other key stakeholders to grow local currency at scale. Points for consideration will include:

- Bridging the offshore-onshore gap: Structural tools to incentivise global capital such as central bank swaps and fixed currency agreements, reducing unhedged risk through FX derivatives and collaborating with DFIs and MDBs to shield potential risks
- As financing needs evolve for African SMEs across trade and supply chains how can more precise and tailored local currency capital help pinpoint bottlenecks and lubricate trade?
- The risk-sharing mechanisms that can help global banks lend to African FIs and support market scalability across a range of regions, currencies and FX risks
- FX hedging at the local level: Pinpointing local market gaps and constraints and the low-hanging fruit solutions for boosting hedging affordability and accessibility

Moderator: Duarte Pedreira, Global Head of Trade & Working Capital Finance, Crown Agents Bank
Ahanna Anaba, Head of Sales & Partnerships, Finverity

Aude Pacatte, Director, Local Currency Portfolio Management, EBRD

Makiko Toyoda, Global Head, GTFP & GSCF, Trade & Supply Chain, Global Trade Finance, International Finance Corporation (IFC)

Joshua White, Senior Policy Advisor, International Development Finance & Local Currency Lead, Foreign, Commonwealth and Development Office (FCDO)

14.45-15.30

What can infrastructure project finance learn from local currency models?

As discussions around export credit architecture evolves, local currency project financing is increasingly seen as a potential option for making structures fairer and more equitable for African sovereigns. Recent projects of note include the Great Renaissance Dam (GERD) in Ethiopia, an infrastructure transaction that bypassed international FIs and raised capital through mechanisms such as bond issuances and public sector bank credit. Sidestepping hard currency has helped shield the project from external exchange rate shocks and ringfence revenues in local currency, however significant hurdles remain for expanding the model for other African sovereigns, from constraints to domestic capital markets to illiquid global currency pools that can inhibit bank and ECA participation. Featuring both a case study analysis and panel debate, this session will examine the technical parameters for GERD financing and how structural barriers for similar models and sovereign markets can be overcome, with points for analysis including:

- The GERD template: Key project characteristics including the domestic context, sovereign capital market facilities, citizen-driven financial mechanisms and where project bottlenecks were overcome
- A stocktake on where the GERD model could be utilised across other African markets and how transaction mechanisms can be tailored to different environments
- Practical steps for managing currency risk and how the wider financing ecosystem can build market depth for local currencies
- How can tenors for local currency projects be redesigned to crowd in more bank, ECA and insurer engagement?

Moderator: Gabriel Buck, Managing Director, GKB Ventures

Craig Weitz, Principal, Export Credit & Insurance Solutions, Nedbank

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

Stream B

14.00-14.45

Reforming the architecture for sovereign debt finance in Africa

The landscape for African sovereign risk and financial health remains a mixed picture, with geopolitical events and macro volatility creating tightened fiscal headroom for some and windfall revenues for others. Coupled with the endurance of the 'Africa premium' and an uncertain outlook on inflation and interest rates, the management of sovereign debt – and the architecture surrounding debt funding and repayments – remains highly topical. Vanilla Eurobond issuances are increasingly less popular on the continent, and as demand for local currency loans and instrument innovation take shape, MDBs and DFIs are continuing to expand concessional lifelines. This session will explore where the foundations for Eurobond sovereign debt finance are transitioning and how a more diverse and borrower-centred structure might take its place. Points for discussion will include:

- An outlook on African fiscal health and the trends in sovereign conditions influencing the continent's loan, repayment and renegotiation market
- The landscape of macroeconomic pressures and global bank capital rules and how both lenders and African sovereigns are having to adapt loan capacity and debt repayment strategies
- Multi-layered capital stacks: How future transactions could incorporate a hybrid structure with instruments such as commercial bank and institutional capital as well as domestic debt, concessional funding and private CPRI capacity
- Domestic currency debt might reduce FX and hard currency repayment risk but how can loans be designed to avoid excessive sovereign debt servicing costs and impairing financial stability?
- African sovereign borrowing costs and where better use of data and transparency can help reflect genuine credit fundamentals, narrow the Africa premium and improve sovereign ratings

Will Day-Robinson, Partner, Credit and Political Risk, Specialist Risk Group

Cyriaque Nandjo, Managing Director, Nandjo Advisory

14.45-15.30

A stocktake on deal design and bankability for ECA-backed rail transport

With volumes for export credit deals continuing to accelerate across Africa, a standout segment of the transaction market has been the expansion of rail infrastructure projects, in particular Western-aligned deals with strong multi-lender and ECA-backed commercial arrangements. While some are providing urban transit capacity such as the Cairo Monorail Project others are developing significant cross-country and intra-African connectivity, such as the Standard Gauge Railway, Kano-Maradi Railway and DRC & Lobito Corridor projects, with the latter securing significant geostrategic advantages in critical mineral trade and supply chains. As funding mechanisms that combine commercial bank capital with development finance and ECA guarantees continue to take precedent, this session will assess the project fundamentals for some of Africa's leading rail transport transactions and the outlook for project bankability, financing model design and multi-party syndications. Themes for discussion will include:

- Lessons in project deal design such as sizes and scope of syndication, commercial and blended facilities, engagement with development finance and coordinating governance across multiple parties
- Infrastructure convergence: The growing importance of project-led trade and supply chain integration for bankability and how the trajectory for corridor-based financing might evolve
- As projects are increasingly underpinned by strategic goals how essential are political risk considerations and where can risk-mitigation instruments such as political-risk insurance be optimised to crowd in commercial lenders?
- The DRC & Lobito Corridor and where mechanisms such as offtake agreements, longer tenors, public-private partnerships and greater private sector engagement might help accelerate project bankability for similar strategic transactions

Kayode Oladipo, Partner, Clifford Chance

15.30-16.10 Networking break

Thursday 12 November **Afternoon**

16.10-16.55

Growing trade flows and cooperation: An outlook on UK-South Africa trade

Amidst a volatile market for global trade the UK-South Africa trade story continues to emerge as a bright spot for deepening trade flow and cooperation. This year marks the fifth anniversary of the UK-SA Economic Partnership (EPA) and as year-on-year total trade volumes grew by over 12 percent in 2025 the market's lenders, corporates and SMEs continue to assess where flows might deepen and bottlenecks can be overcome. The appetite for infrastructure investment in South Africa also remains strong for British contractors, and as opportunities for greater trade and supply chain synergies emerge, this closing session will assess the outlook for building resilient UK-SA trade flow, and where lenders can help facilitate trade and pinpoint credit capacity gaps, with topics including:

- The EPA in review: Fresh export synergies, emerging trade opportunities and where obstacles such as documentation, customs and tariff needs are still impacting businesses on both sides
- How can the full roster of trade stakeholders – from policymakers, banks and ECAs to trade bodies and corporates – help improve SME awareness and the confidence to trade?

- The export basket and where opportunities are emerging for areas such as high-value manufacturing and EPC equipment from the UK and minerals, automotive and agricultural products from South Africa
- Financing South Africa's infrastructure pipeline: How commercial lenders, ECAs, development finance institutions and private investors can help make projects bankable and unlock greater UK participation and exports
- An operations playbook: How UK and South African firms are navigating market pressures from FX volatility, inflation, payment risk and enhanced working capital needs
- The lender arsenal: Where banks and FIs from both markets are deploying tools such as LCs, invoice financing and SCF to address financing gaps for UK-SA trade

Moderator: Ed Harkins, Managing Director, Export Credit Financing, GKB Ventures

Kirsty Scotter, Trade Arrangements Lead for Southern Africa, Foreign, Commonwealth and Development Office (FCDO)

William Lawrence, Head of Treasury Operations, Westfalia Fruit

“The GTR Africa in London is one of the few events that brings together a wide audience of commercial and financial institutions involved across Africa in construction and infrastructure projects. It’s a great opportunity to meet existing and new contacts with shared interests.”

J Collins, African Supplies

“Congratulations to the entire GTR team on delivering such a successful GTR Africa 2025 event. It was a pleasure for Starks to co-sponsor, and we were truly impressed by the quality of engagements, the energy in the room, and the calibre of attendees. We’re glad to have played a part in making it a memorable experience.”

O Adeyemo, Starks Associates

16.55

Close of conference

Followed by networking drinks

“GTR Africa brings together diverse key decision makers shaping trade and finance across the continent. The event delivers high-quality insights, honest market dialogue and real opportunities to build partnerships that move projects forward.”

A Loszinski, Munich Re

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