

»» KfW IPEX-Bank - Your partner for international projects and exports

**Going local - the drive for African ownership
(Localization)**

TXF Africa Nairobi 2018

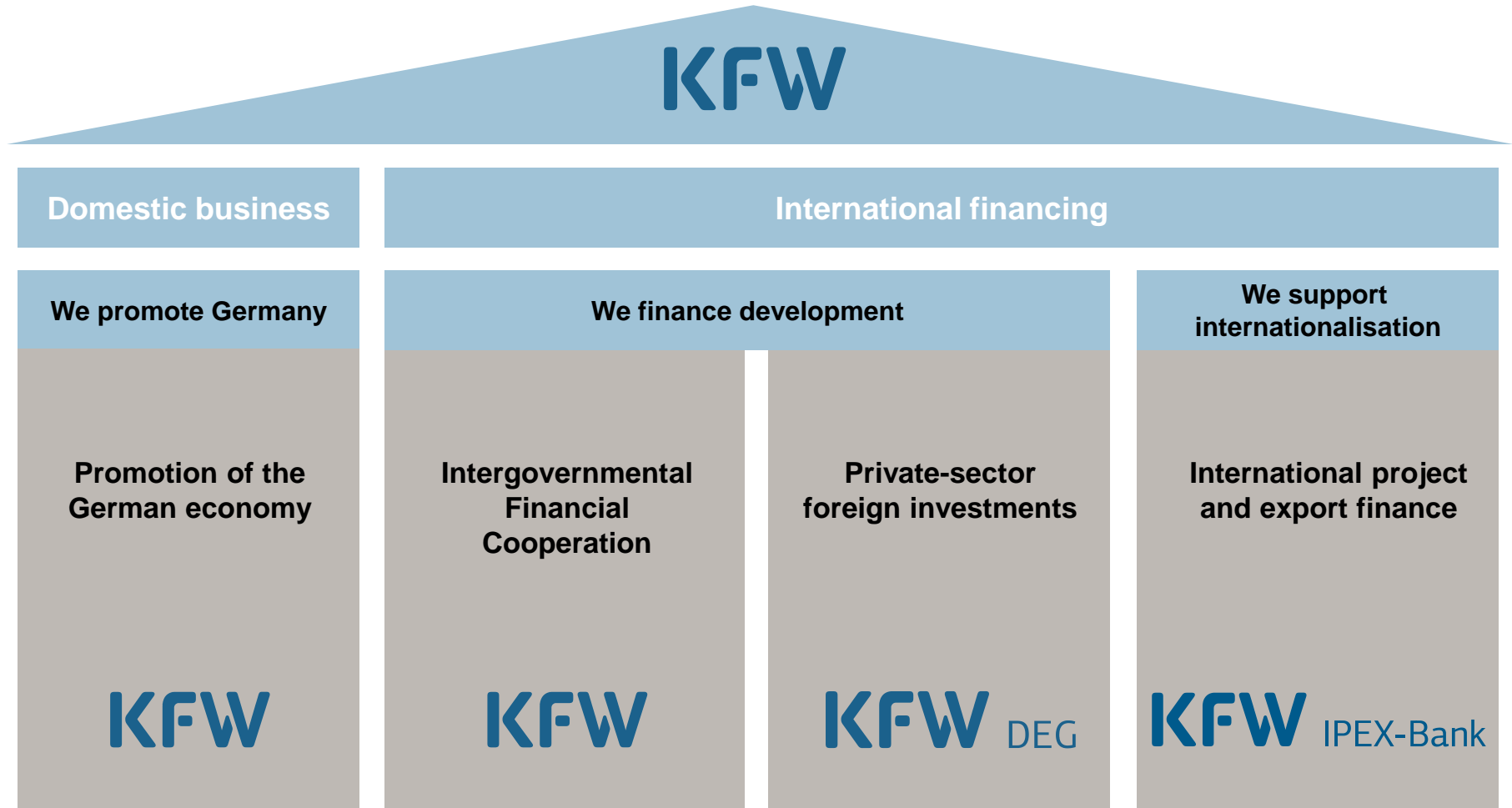
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Bank aus Verantwortung

KFW IPEX-Bank

»» We are part of a group with a wide range of functions

For over 60 years KfW – promotional bank of the Federal Republic of Germany



»» Going local - the drive for African ownership (Localization)

› **Backgrounds**

- › International instances
- › Development duties of Gvts
- › Attracting foreign investments

› **Emergence of Localization (drivers...)**

- › Failure of Gvt to deliver
- › NGOs
- › Social pressure

› **Scope of Localization**

- › Industries
- › Areas covered

› **Implications**

- › Investors
- › Lenders

› **Way forward & Panel discussion**