

TXF CAPE TOWN 2018



29TH NOVEMBER 2018

TABLE BAY HOTEL, V & A WATERFRONT, CAPE TOWN, SOUTH AFRICA

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TXF Cape Town 2018

It's been an exciting time for South Africa and the future looks bright for projects and deals. With anticipation brimming in the market now is the time to make connections and join the discussion over South Africa's future. Which is why we've packed more interactive sessions and senior speakers into this event than ever before.

Take one day out of the office and find out what ECAs, banks, law firms, insurers, exporters and borrowers think of President Ramaphosa's incentives for business. Will positive thinking turn into positive action? How can export and project finance professionals capitalise on these changes?

Be there on the 9th November to find out...

Why attend

- Get the latest updates on the geopolitical situation and potential opportunities
 - Meet all of the people working to make deals happen
- Hear balanced views from our balanced guest list. We have a 50|50 split so that you can meet and hear from a diverse range of market players including borrowers, exporters, developers, financiers, ECAs, insurers and law firms.

"Superb experience with plenty of opportunity to network and hear from wide selection of knowledgeable panels"

James Hsu, NMS International

"Very well planned, brilliant speakers"

Zivai Zvinokova, GE

"TXF has been a fantastic space to have open conversations about the changes transacting in Africa"

Greg Wessels, Nautic Africa



Speakers

Dr Rob Davies

Minister of Trade & Industry
Department of Trade & Industry South Africa

Maduna Ngobeni

Principal Energy Office
IPP Office, Department of Energy, South Africa

Andre Pillay

General Manager
Eskom

John Purchase

Chief Executive Officer
Agricultural Business Chamber

Javier Payan Mogollo

CFO - South Africa
Abengoa

Ed Harkins

Trade Ambassador
South African Chamber Of Commerce And Industry (SACCI)

Richard Wulff

Transformation Advisor
Tinubu Square

Angelica Adamski

Director and Senior Adviser to the CEO
Eltel Networks

Finn Behnken

Business Development - Africa
Auramet International

Jasandra Nyker

Chief Executive Officer
Biotherm

Sincedile Shweni

Corporate Specialist Funding Execution
Eskom

Jean Craven

CEO & Director
Barak Fund Management

Dr. Robert Besseling

Executive Director
EXX AFRICA

Inal Henry

Head - ECA
Rand Merchant Bank

Mandisi Nkulu

Chief Operating Officer
ECIC

Tsdiso Disenyana

Senior Economist
ECIC

Nick Piper

Director
Signal Risk

Michael Creighton

Head: Export Credit Finance
Nedbank Corporate & Investment Bank

Marc Partridge

Managing Director, Co-Head of Project & Structured Finance
Gazprombank

Deepen Jhina

General Manager: Capital, Investment and Funding
MTN

Percy Williamson

Deputy Chairperson
Melela4Children

Senior representative

Afreximbank

Yang Sheng

Representative - South Africa Office
Sinosure

Jen Stolp

Partner
Baker McKenzie

Maëlia Dufour

Director - International Relations, Products
Bpifrance

Dave Chalila

Head of Sub-Saharan Africa
SACE

Who could you meet at TXF Cape Town 2018? Take a look at who joined us in 2017 to find out.

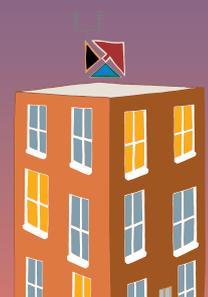
Africa Data
Africa GreenCo
 Africa Infrastructure
Investment Managers (AIIM)
 African Development Bank (AfDB)
African Pipes Valves and Fittings
 Agricultural Business Chamber
Allen & Overy
 Andritz Hydro
Asoko Insight
 ATI - The African Trade Insurance Agency
Baker & McKenzie
 Barak Fund Management
BioTherm
 BPL Global
British Chamber of Business in Southern Africa
 Building Energy

CAPEAFRICA
Renewable Energy
 Capespan
 Citi
 CMC di Ravenna
Concrete Finance Srl
 CPD Inc.
Credit Suisse
 Cresco Project Finance (Pty) Ltd
Cross Border Road Transport Agency
 Daewoo Engineering & Construction
Dekabank
 Department of Trade and Industry
DesSoft
 Development Bank of Southern Africa (DBSA)
DMWA Resources
 ECIC SA - Export Credit Insurance Corporation
 SOC LTD
Etel Networks
 Endsight Consulting

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EXX AFRICA
Fieldstone Africa
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 GE Power
GE Water & Process Technologies
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IIICorp
 IMS Engineering
 Investec
JE Consortium Limited
 JLT
KFW IPEX-Bank
 Land and Agriculture Development Bank of

South Africa (Land Bank)
 Lindsay Corporation
Lufubu Power Co
 M.E. Consulting Limited
Marsh
 Mizuho
Mota-Engil Group
 MTN
MTU South Africa Nautic
 Nedbank Corporate & Investment Bank
NEPAD Business Foundation
 NMS International
Olam International
 Old Mutual Life
Insurance Company (South Africa)
 Pacific Cigarette
Phelan Energy Group
Queiroz Galvão
 Rand Merchant Bank
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South Africa Seaways
 South African Chamber of Commerce and Industry (SACCI)
South African Oil & Gas Alliance (SAOGA)
 Southern African Power
Pool - SAPP
 Tellumat
Trade Invest Africa
 WBHO



Agenda



08:00	REGISTRATION
09:00	CHAIR'S OPENING REMARKS What a year it's been for South Africa! We are delighted to welcome you to TXF Cape Town 2018, where we'll be discussing the latest developments for the country - and hear your thoughts on what's next for South Africa. <i>Jonathan Bell, Editor-in-Chief, TXF</i>
09:15	MINISTERIAL KEYNOTE Almost a year into its revamped pro-business stance, the South African government is primed to promote the country as a fantastic location for investment. Hear from the Minister of Trade & Industry on how the government is working to increase South African business, and where the key to economic growth lies. <i>Dr Rob Davies, Minister of Trade & Industry, Department of Trade & Industry South Africa</i>
09:30	AFRICA IN-DEPTH: MANAGING AFRICA'S DEBT BURDEN & MEETING THE CONTINENT'S INFRASTRUCTURE REQUIREMENTS Africa in-depth: Managing Africa's Debt Burden & Meeting the Continent's Infrastructure Requirements Hear an in-depth analysis of Africa's current debt burden, assessing the positions of Southern countries when it comes to attracting further debt. <i>Dr Robert Besseling, Executive Director, EXX Africa</i>
10:00	INTRA-CONTINENTAL TRADE: THE KEY TO SUCCESS FOR SOUTHERN AFRICA? The proposition of the Intra-Continental Free Trade Area could significantly boost opportunities for trade between African countries. We discuss: <ul style="list-style-type: none">• Which will be the dominant trade corridors across Southern Africa?• How will intra-African trade boost growth across the continent?• What needs to be done to ensure that the trade area leads to successful trading relationships across Africa? <i>Tsidiso Disenyana, Senior Economist, ECIC</i> <i>Denys Denya, Executive Vice President, Finance, Administration and Banking Services, Afreximbank</i>
10:45	AUDIENCE RESPONSE SURVEY TXF's interactive survey gives you a sense of the opinions in the room <i>Sam McManus, Head of Middle East & Africa, TXF</i>



SOUTHERN AFRICA FOCUS STREAM

FINANCIAL COLLABORATION: MORE IMPORTANT THAN EVER?

A diverse funding mix is often hailed as the most productive means of financing projects across Africa. Our panel discusses:

- How can ECAs, DFIs, commercial banks, and the private market collaborate to reach financial close?
- Which recent deals have demonstrated excellent synergy from financial institutions?
- What quibbles can arise from having multiple players on a deal and how can these be overcome?

Jean Craven, CEO & Director, **Barak Fund Management**

Deepen Jhina, General Manager: Capital, Investment and Funding, **MTN**

William Makwinja, Deal Originator, **DBSA**

Mandisi Nkuhlu, Chief Operating Officer, **ECIC**

Richard Wulff, Transformation Advisor, **Tinubu Square**

Moderator: William Makwinja, Deal Originator, **DBSA**

11:45

SOUTH AFRICA FOCUS: WORKSHOP STREAM

CAN RAMAPHOSA WALK THE WALK?

The past year has shown that Ramaphosa can certainly talk the talk, but will he be able to walk the walk? After this morning's policy update, this workshop gives you the chance to discuss:

- Will the initiatives coming from the government make a real difference to doing business in South Africa
- Is the government doing enough to stabilise the South African economy?
- What does the government need to do to make sure it keeps its promises?

Facilitator: Ed Harkins, Trade Ambassador, **South African Chamber of Commerce & Industry**

EXPORTERS' FOCUS: STRUCTURING DEALS IN SOUTHERN AFRICA

The export market is crucial for various economies across Southern Africa. In this focused session, hear from those exporting into and out of the region:

- What new challenges are arising for exporters as South Africa's political backdrop changes?
- What are the biggest challenges when it comes to exporting to and from Southern Africa?
- Which sectors are the most active in Southern Africa's export markets

Moderator: Marc Partridge, Managing Director, Co-Head of Project & Structured Finance, **Gazprombank**

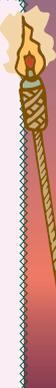
12:30

SHAKY GROUND: SOUTH AFRICA'S CONTROVERSIAL LAND POLICY

Land reform is a crucial issue for South Africa, and one to which many emotions are attached. However, is the ANC's controversial policy for land expropriation without compensation the most successful proposal? We workshop -

- What is the current market respite from the ANC's proposed plans?
- What creative solutions can be conceived to tackle South Africa's land disputes?
- Which sectors will be most affected by the policy, and how will it impact international investors?

Facilitator: John Purchase, CEO, **Agricultural Business Chamber**



13:15

NETWORKING LUNCH



PLENARY STREAM

SECTOR SPOTLIGHT: TRANSPORT & INFRASTRUCTURE

Transport & infrastructure are vital sectors across the African market. However, sourcing liquidity for vital projects and structuring deals is always complex. We discuss:

14:45

- What innovative finance structures have been used to navigate the impact of South Africa's downgrade on banks when it comes to infrastructure finance?
- Government support is vital for getting projects off the ground. How can this be cultivated, and what are the consequences when it cannot be achieved?
- How can the South African construction sector be reinvigorated?

Inal Henry, Head - ECA, **Rand Merchant Bank**

Moderator: Jen Stolp, Partner, **Baker McKenzie**

WORKSHOP STREAM

SECTOR SPOTLIGHT: MINING & MINERALS

Despite seeing a downturn over the past few years, the mining sector remains vital for South Africa's economy. This workshop uses case studies and discussion to drill down into the challenges - and triumphs - of South Africa's mining industry.

- What changes does the 2018 Mining Charter set out and how will this impact the industry?
- What are the effects of fluctuating commodities prices?

Facilitators:

Angelia Adamski, Director & Senior Adviser to the CEO, **Eltel Networks**

Finn Behnken, Business Development - Africa, **Auramet International**

SECTOR SPOTLIGHT: RENEWABLES

The renewables market is booming across South Africa, and provides an excellent model for other African countries to follow. We discuss:

15:30

- What is driving the enthusiasm for renewables in South Africa?
- How are these large scale projects financed?
- Which exemplary deals should the market seek to emulate?

Maduna Ngobeni, Principal Energy Office, IPP Office, Department of Energy, **South Africa**

Jassandra Nyker, CEO, **BioTherm**

Javier Payan Mogollo, CFO - South Africa, **Abengoa**

SOUTHERN FOCUS: ZIMBABWE, MOZAMBIQUE, BOTSWANA & NAMIBIA

From Zimbabwe's promised recovery and Mozambique's LNG prospects to the strong mining sectors in Namibia and Botswana, Southern Africa is a hive of activity. This interactive workshop gets you talking about:

- Which opportunities are most promising across Southern Africa?
- What are the challenges at play and how can we make the most of them?
- How can South Africa boost its relationship with its neighbours?

Facilitator: Nick Piper, Director, **Signal Risk**



16:15 **NETWORKING COFFEE BREAK**

17:00 **CHARITY KEYNOTE: EMPOWER, TRUST, BELIEVE, DREAM**

Hear from the founder of our charity partner, Melela4Children, on how the organization strives to enable South African children to access education despite the shadows of poverty and abuse.

Percy Williamson, Deputy Chairperson, Melela4Children

17:10 **SOUTHERN AFRICA: THE ECA PERSPECTIVE**

ECA financing is more attractive than ever for Southern Africa and, with South Africa's downgrade affecting the local ECA, European and Asian entities have plenty of opportunity to step in. Our panel discusses

- Which sectors are hungriest for ECA participation?
- What could China's Belt and Road Initiative mean for Southern Africa and the continent as a whole?
- How can South Africa's downgraded banks and ECA compete with robustly rated European and Asian counterparts?

Dave Chalila, Head of Sub-Saharan Africa, SACE

Yang Sheng, Representative - South Africa Office, Sinosure

Maëlia Dufour, Director - International Relations, Products, Bpifrance

Moderator: *Michael Creighton, Head: Export Credit, Nedbank*

17:40 **POWERING SOUTH AFRICA: A FIRESIDE DISCUSSION**

It may have been a rocky year for South Africa's state owned power utility, but Eskom is set for recovery. This intimate interview will explore:

- Will the installation of a new management board signal winds of change for Eskom?
- How can Eskom ensure that it remains sustainable for South Africa?
- What are the most pressing projects on Eskom's horizons?

Sincedile Shweni, Corporate Specialist Funding Execution, Eskom

Andre Pillay, General Manager, Eskom

Moderator: *Dr Robert Besseling, Executive Director, EXX Africa*

18:10 **CHAIRPERSON'S CLOSING REMARKS**

Thanks for joining us at TXF Cape Town this year!

Jonathan Bell, Editor-in-Chief, TXF

18:15 **NETWORKING DRINKS RECEPTION**

After a content packed day, join us for a relaxed cocktail reception to discuss your business in a more informal setting, and celebrate South Africa's successes



*Attend this event and receive an exclusive 20% discount (£400)
off a TXF Essentials subscription in 2018*

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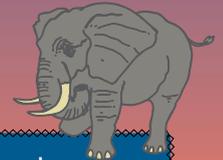
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