

TXF AFRICA

PROJECT, EXPORT & COMMODITIES FINANCE
2019



10 APRIL 2019

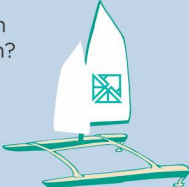
SOFITEL ABIDJAN HOTEL IVOIRE, CÔTE D'IVOIRE

AGENDA

8:00	Coffee and registration Sign in, grab a coffee and meet your next business partner
8:15	Breakfast briefing: Join us for breakfast to learn about UKEF's offerings to overseas buyers, as well as the UK's capacity when it comes to the infrastructure & energy sectors in Africa. A combination of case studies and Q&A will get you involved with the latest from the UK's ECA <i>Josephine Gauld, British Ambassador to the Cote D'Ivoire, UK Foreign & Commonwealth Office</i> <i>Steve Gray, International Export Finance Executive, UKEF</i> <i>Shawn Murphy, Head of Trade, UK Foreign & Commonwealth Office</i>
9:15	Opening Remarks - Welcome to TXF Africa 2019! <i>Jonathan Bell, Editor-in-Chief, TXF</i> <i>Hesham Zakai, Managing Director, TXF</i>
9:45	Orientating the risk outlook for West African commodities and identifying new trade opportunities This presentation examines current commodity trade flows in West Africa and their destination markets. What challenges are emerging in West Africa that are hampering innovation in commodity trade? Does economic nationalism pose a threat or opportunity to the region's agricultural trade and value addition? What frameworks and infrastructure are needed to further enhance West African commodity trade? <i>Dr Robert Besseling, Executive Director, EXX Africa</i>
10:15	Celebrating Africa: Meeting the challenges with opportunity Africa is a hive of activity when it comes to business opportunities, despite some hefty political risks profiles. We ask a mixture of international and local players: <ul style="list-style-type: none">• What opportunities can be sought in Africa's most challenging markets?• How are projects financed in politically risky African countries - are ECAs willing to step up to the mark or will they mostly fall under the DFI remit?• How can African countries make themselves attractive to international investment?• How do we make the most of everything this exciting country has to offer? <i>Josephine Gauld, British Ambassador to the Cote D'Ivoire, UK Foreign & Commonwealth Office</i> <i>Florian Witt, Head of International Banking, ODDO BHF</i> <i>Moderator: Matt McLean, President, Endsight Consulting</i>



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<p>11:00</p>	<p>Beat the boss: are you as smart as tagmydeals? So you're a leader in your field, but is your data up-to-date? Test your industry knowledge against TXF Data in this interactive session. <i>Koen Ceyskens, SVP Export Finance, Middle East & Africa, BNP Paribas</i> <i>Hesham Zakai, Managing Director, TXF</i></p> 	
<p>11:15</p>	<p>Networking coffee break</p>	
	<p>ROOM 1 - Case studies <i>French translation available</i></p>	<p>ROOM 2 - Case studies</p>
<p>12:00</p>	<p>Oil & gas: the latest opportunities? With commodity prices on the rise once again, west Africa's oil rich countries can expect further economic growth. We discuss:</p> <ul style="list-style-type: none"> • What are the latest oil & gas projects underway in Nigeria, Senegal, and Mauritania? • What does the rise of Dangote Industries mean for Nigeria? <p><i>Wale Shonibare, Director, Energy Financial Solutions, Policy & Regulations, African Development Bank</i> <i>Osten Olorunsola, Chairman, Energy Institute Nigeria</i> <i>Ahmed Mansur, Director, Corporate Communications, Dangote Industries</i> Moderator: <i>Victor Eromosele, CEO, ME Consulting</i></p>	<p>Case study: Nachtigal Dam Hear an update on the landmark Nachtigal Dam hydropower project in Cameroon from a key stakeholder. We discuss:</p> <ul style="list-style-type: none"> • What differentiates Nachtigal from other power projects in Cameroon? • How will the project tackle the country's energy needs? <p><i>Ange-Kevin Silue, Investment Manager, STOA</i></p> 
<p>12:30</p>	<p>Filling the gaps: Optimizing the commodity supply chain Access to finance is always a major challenge when it comes to financing deals across Africa. We examine:</p> <ul style="list-style-type: none"> • Which financial structures can be used to connect smaller players to the supply chain? • Can trade tech help small operatives be part of exciting investment opportunities? • Would a scoring mechanism boost smallholder creditworthiness?  <p><i>Sujay Sarkar, Regional CFO, Olam International</i> <i>Rahul Gopinath Nair, Head of Africa, Cocoa & New Products, ECOM Trading</i> <i>Kodjo Attaty, Regional Underwriter Francophone Countries, ATI</i> Moderator: <i>Hesham Zakai, Managing Director, TXF</i></p>	<p>Are PPPs viable in Africa? Governments across Africa seem set on launching PPPs when it comes to infrastructure development. However, is this structure the best way forward? We assess -</p> <ul style="list-style-type: none"> • With lack of legal framework surrounding PPPs, does anyone know what the structures entail? • Many large projects, including the Abidjan metro, have started as PPPs but switched to sovereign or EPCs - why the change, and should PPP have been considered in the first place? <p><i>Patrick Kouame, Investment Director, Africa Infrastructure Investment Managers</i> <i>Sylvia Sedlacek, Director - Mobility & Transport, KfW IPEX Bank</i> <i>Samuel Mugoya, Executive, Syndications & Agency Operation, TDB</i> <i>Steve Gray, International Export Finance Executive, UKEF</i> Moderator: <i>Jonathan Bell, Editor-in-Chief, TXF</i></p>

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13:00

Networking lunch sponsored by


ROOM 1 - Plenary stream *French translation available*

ROOM 2 - Idea labs

14:20

Financing African deals: The ECA perspective

Appetite for ECA cover remains voracious across Africa, with many international players keen to work on the continent. In this session, we discuss:

- Which ECA products are most popular in Africa and why?
- Do ECA local content requirements ever inhibit ECA involvement?
- How do Asian and Western ECAs differ when it comes to involvement in Africa?
- With tight marketing budgets and little time, how can we boost product understanding in African government and local banks?

Pedro Novo, Executive Director: Export Finance, Bpifrance
Sristiraj Ambastha, Deputy General Manager, ECGC Limited
Ingo Schwutke, Head of Unit - Underwriting, Euler Hermes
Riccardo Simoli, Regional Head East & West Africa, SACE
Moderator: Michael Foundethakis, Partner - Global Head of Trade & Export Finance, Baker & McKenzie

15:00

Financing sustainable developments: An introduction

We use the latest info from TXF Data to deliver a snapshot of the impact investment landscape
Hesham Zakai, Managing Director, TXF
Hussein Sefian, Founding Partner, Acre Capital



15:25

Moving forward: Investing in social infrastructure

Social infrastructure is vital for the development of African countries, leaving plenty of opportunities available for international involvement. We discuss -

- Which social infrastructure projects are in the pipeline and how can they be financed?
- Should hospitals be financed via government or PPPs? In the case of the latter, what PPP format should be employed, and how can we navigate the lack of PPP legislation in many countries?

Antonio Sala, Executive Director, Global Export and Agency Finance, Santander
Jonathan Amankwah, Programme Development Manager, ECC
Cecilia Emiliani, Export Insurance Key Accounts, Directorate, Head of Unit, Bpifrance
Moderator: Matt McLean, President, Endsight Consulting

Spot the difference: French and English speaking West Africa

Although geographically close, the French and English speaking economies in Africa couldn't be more different. This often proves a steep learning curve for companies looking to invest, particularly when it comes to infrastructure and power. This workshop investigates:

- Key procedural, cultural, and economic differences between French and English speaking countries in Africa
- Share your experience of working with the different economies to educate companies looking to do the same

Nicholas Oliver, Business Development Director, NMS International

Mbiya Baudouin, Deal Originator, West Africa - Francophone Countries, ECIC

Chinese investment: Where to next?

China's investment into Africa has seen rapid increase over the past years. However, amongst the hubbub, some African governments - including Zambia, Tanzania & Rwanda - are backing out of Chinese projects. We round the day off with a heated industry debate:

- Is China's hefty investment the way forward for successful infrastructure projects across Africa?
- Does Chinese investment create unsustainable debt for African countries?
- What is the effect of Chinese development on African economic empowerment?

Chao Xu, Egypt Representative Office, Sinosure

Moderator: Dr Robert Besseling, Executive Director, EXX Africa

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15:55 **Networking coffee break**

16:30 **Southern Africa: Revamped & recovered?**

It's been an eventful few years for the Southern African political landscape, what with South Africa's revamped pro-business stance and Zimbabwe's promised recovery. Here we look in to:

- How has the changing political landscape across Southern Africa impacted business?
- Do changes within ZanuPF signal a new dawn for Zimbabwe, and will we soon see increased investment opportunities here?
- Mozambique is renowned for its LNG, but is this really all there is to the country?

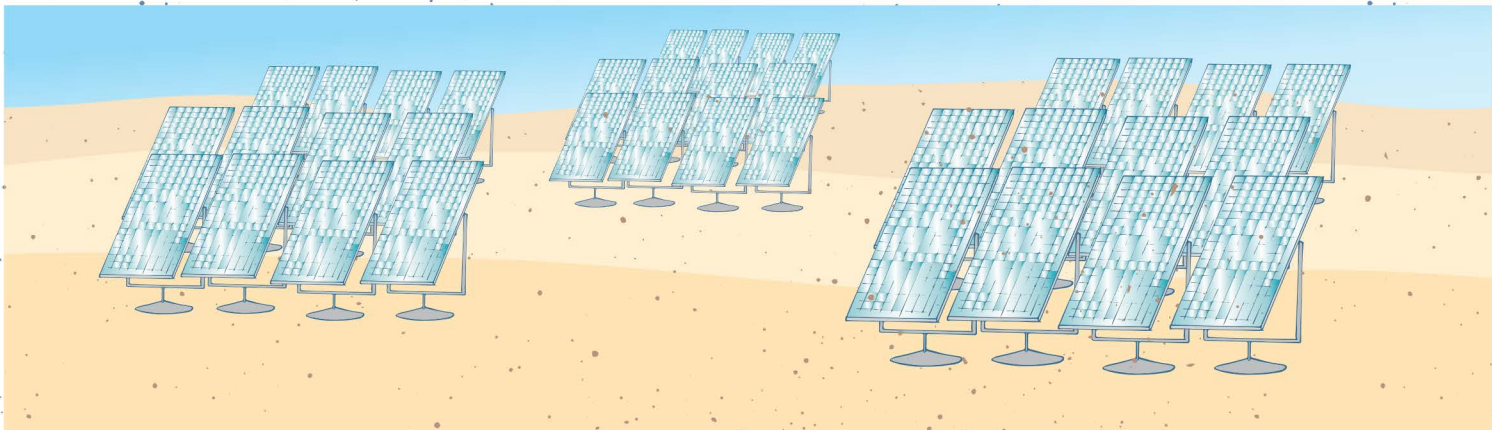
Ed Harkins, Trade Ambassador, South African Chamber of Commerce & Industry
Craig Weitz, Principal - Export Credit Finance, Nedbank



17:15 **Closing remarks**
Jonathan Bell, Editor-in-Chief, TXF

17:30 **Cocktail reception**

Open to all guests, this reception is yet another opportunity to meet potential business partners and continue the debates of the day. We look forward to welcoming you with a drink or two!



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