

TXF AFRICA 2021

VIRTUAL:

EXPORT & PROJECT FINANCE

21-22 APRIL 2021



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Program Coordinator
Africa
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ARM Harith



Kutoane Kutoane
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Finance
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Vice President
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and Commerce
for Eastern Africa



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in charge
of Export
Bpifrance



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Africa Business
Portal



Craig Weitz
Principal:
Export
Credit Finance
Nedbank



Steve Gray
Head of Export
Finance - West
Africa
UKEF



Inal Henry
Head - ECA
RMB



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COO
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Trade Ambassador
South African
Chamber of
Commerce



Tom Longmuir
Partner
Ashurst



Bruno Cloquet
Global Head of
Exporters and
ECAs Origination
BNP Paribas

COMPANIES ATTENDING THIS YEAR

Aarsleff	CNHI International SA	Indorama	Santander
Aerodata	COFARCO	J.M. Voith GmbH & Co.KGaA	Sseplat
Afreximbank	Colas	JP Morgan	SFIL
Africa Business Portal	Commerzbank	Kalapataru	Siemens Energy - Africa
African Development Bank (AfDB)	Control Risks	KfW IPEX-Bank	Siemens Healthineers
Al Dhow Capital Venture	Daimler	KSB Pumps and Valves (Pty) Ltd.	Sinohydro Henan
Arise	Daimler AG	Landesbank Baden - Wuerttemberg (LBBW)	South African Chamber of Commerce and Industry (SACCI)
ARM Harith	DZ Bank	Lean Africa Consultants	Standard Bank
Ashurst	ECIC (Export Credit Insurance Corporation of South Africa)	MAN Automotive	Sweden Africa Chamber
Asoko Insight	EKN - The Swedish Export Credit Agency	MIGA - Multilateral Investment Guarantee Agency	Swedish Export Credit Corporation (SEK)
ATI - The African Trade Insurance Agency	Elecnor	Monetising Gas Africa	Thales
AWAS	Endsight Consulting	MTN	Thyssenkrupp
Axpo	European Bank for Reconstruction and Development (EBRD)	Nedbank	TransNamib
BNP Paribas	EXX AFRICA	Nedbank CIB	Transnet
Bombardier	Ferrostaal Equipment Solutions GmbH	Nedbank Corporate & Investment Bank	Tyllium-Ellipse UK Ltd
Bombardier Transportation	Gautrain Management Agency	Nigeria LNG	UK Export Finance
Bpifrance	GCR Ratings	Olam International Limited	UKEF
BPL Global	Gerald Group	Orascom Construction (OCI)	US EXIM BANK - Export-Import Bank of the United States
CGGC International	German Emirati Joint Council for Industry & Commerce (AHK)	Rand Merchant Bank	Uxolo
CHICO	ImpactDev Africa	Redcliff Energy Advisors Ltd	Volitalia
China Hyway Group		Royal IHC	West Titan
Citi			World Health Organisation
Clean Technology Hub			



AGENDA - DAY 1

<p>10.00 BST</p>	<p>WELCOMING REMARKS Eavie Burnett, Content Manager, TXF</p>
<p>10.10 BST</p>	<p>AFRICA EMERGING FROM THE PANDEMIC A MACROECONOMIC OVERVIEW TXF Africa 2021 takes place shortly after the World Bank meetings, giving us solid data to analyse the continent's prospects for the coming year. How has the continent fared over the pandemic? Which countries and industries are set to take the world by storm in 2021? How will debt distress impact certain countries? What will a post-vaccine African economy look like? Dr Robert Besseling, Director and CEO, Pangea Risk</p>
<p>10.40 BST</p>	<p>THE AFRICAN CONTINENTAL FREE TRADE AREA WHERE ARE WE NOW? AfCFTA launched on 1 st Jan 2021, following Covid related delays. But what does the launched version look like, and what developments are still needed? What are the many benefits of localising African trade? What do corporates stand to gain, and what are their concerns for implementation? How will we manage the legal challenges of operating cross border business in Africa? Sujay Sarkar, Regional CFO, West & Central Africa, Olam Janet Mulu, Director, ImpactDev Africa Moderator: Matthew McLean, President, Endsight Consulting</p>
<p>11.20 BST</p>	<p>FACILITATING AFRICAN BUSINESS AN ECA UPDATE Hear from ECAs working in the continent on their latest offerings, and the products that led to deal closure in 2020. How have they adapted to calls for 100% cover, and are direct lending facilities proving more popular than ever before? We consider to what extent ECAs are meeting corporate needs and which projects they have successfully supported over the last year. Kutoane Kutoane, CEO, ECIC Bruno Cloquet, Global Head of Exporters and ECAs Origination, BNP Paribas Lyman 'Trey' Armstrong, Managing Director, Export-Import Bank of the United States Birgitta Lindstrom-Kruk, Head of Export & Project Finance, SEK Steve Gray, Head of Export Finance - West Africa, UKEF Moderator: Inal Henry, Head - ECA, RMB</p>
<p>12.00 BST</p>	<p>COLLABORATING FOR COVER WORKING WITH DFIS Most African countries are in no position to borrow, yet the need for financing remains strong. With the private insurance market drying up for Africa, even commercial banks are struggling to find the cover they need to participate. ECA and DFI collaboration has always been important in Africa, particularly for large scale infrastructure projects like Nacala, but does the pandemic mean that this type of work is more vital than ever before? We consider how different institutions can collaborate with DFIs to get crucial projects over the line. Oluranti Doherty, Head - Export Development, Afreximbank Lori Helmers, Executive Director - Export & Agency Finance, JP Morgan Craig Weitz, Principal: Export Credit Finance, Nedbank Matthew Jordan-Tank, Director, Sustainable Infrastructure Policy & Project Preparation, EBRD Hoda Moustafa, Africa Regional Head, MIGA Moderator: Sam McManus, Director, Uxolo</p>
<p>12.40 BST</p>	<p>STRETCH BREAK <i>Take 10 minutes to stretch your legs before re-joining for our next sessions</i></p>

<p>12.50 BST</p>	<p>'JUST TRANSITION' POWERING SUSTAINABLE DEVELOPMENT</p> <p>Energy remains a vital requirement across Africa, with Covid-19 meaning that fewer people are getting connected to the grid. There is a real opportunity to ensure that Africa is powered by clean energy, however this is not always as easy as offering less eco-friendly fuel. How do we balance the global need to manage the climate crisis – the consequences of which will hit poor communities in Africa hardest – with the need to provide energy to rural and developing communities across the continent? What policy initiatives are in place across the continent when it comes to energy transition?</p> <p>Obbie Banda, Underwriter, ATI Wale Shonibare, Director, Energy Financial Solutions, Policy & Regulation, African Development Bank Ifeoma Malo, Founder & CEO, Clean Technology Hub Moderator: Ed Harkins, Trade Ambassador, South African Chamber of Commerce & Industry</p>
<p>13.30 BST</p>	<p>BUILDING THE FUTURE INFRASTRUCTURE WHERE IT'S NEEDED MOST</p> <p>Africa's infrastructure gap remains substantial, and the pandemic has caused delays to vital projects. This panel assesses the commercial funding of infrastructure projects in Africa, considering the challenges faced when structuring deals. How have these projects been classically funded, and what different approaches can be taken? How can funding groups cooperate given that many African governments have weak credit quality?</p> <p>Pierre Binnendijk, Head of Export Finance, Colas Bruno Schambacher, CEO, Tyllium Hitesh Kumbhat, Chief Financial Officer, Kalpataru Power Sweden Tariye Gbadegehin, Managing Director & CEO, ARM Harith Moderator: Joseph Mbuyi, Director, Sub-Saharan Africa Regional Office, KfW IPEX Bank</p>
<p>14.10 BST</p>	<p>CASE STUDY CAIRO MONORAIL</p> <p>The Cairo Monorail promises to do fantastic things for the city of Cairo, both in terms of pollution reduction and ease of movement. We gather key dealmakers to discuss how the project came to fruition, and the next steps for implementation.</p> <p>Mark Gerber, Manager - Structured Finance, Alstom (formerly Bombardier) Nader Ragheb, VP & Group Treasurer, Orascom Richard Wilkins, EMEA Head of Export Finance, JP Morgan Robert Wright, Business Manager, UKEF Moderator: Tom Longmuir, Partner, Ashurst</p>
<p>14.40 BST</p>	<p>NETWORKING RECEPTION SPONSORED BY KfW IPEX-Bank</p> <p>Raise a glass with us to celebrate doing business in Africa</p> <p>Joseph Mbuyi, Director, Sub-Saharan Africa Regional Office, KfW IPEX Bank</p>



<p>10.00 BST</p>	<p>WELCOMING REMARKS</p> <p>Eavie Burnett, Content Manager, TXF</p>
<p>10.05 BST</p>	<p>WORLD HEALTH ORGANISATION KEYNOTE A RACE TO VACCINATE?</p> <p>Will Africa have equitable access to vaccinations, or will vaccine hoarding in rich countries hamper progress? To what extent will factors such as poor infrastructure and vaccine hesitancy impact mass vaccination across the continent? How will vaccine rollout be financed in Africa, and will we see involvement from agencies including ECAs and DFIs?</p> <p>Dr Richard Mihigo, Immunization and Vaccines Development Program Coordinator – Africa, World Health Organization</p> <div style="text-align: right;">  </div>

<p>10.35 BST</p>	<p>AFRICA RISING WHAT THE CONTINENT NEEDS TO THRIVE</p> <p>Africa is perhaps one of the most misunderstood regions in the world, with TXF delegates consistently voting perception of risk on the continent to be higher than actual risk. In this session, we consider the importance of local expertise and skills to enable international business in the region - with a focus on development and African economic empowerment.</p> <p>Rahul Rastogi, CFO - Global Cocoa Beans, Olam Paule Gosset, Vice President Export Finance, Africa, Commerzbank Alexandre Fontanaud, Managing Director, Ferrostaal Equipment Solutions GmbH Moderator: Tawanda Mudimbu, COO, Asoko Insight</p>
<p>11.15 BST</p>	<p>EXPORTERS' FOCUS SUCCESSFUL BUSINESS IN 2021</p> <p>Despite slowdowns caused by the pandemic, exporters from within Africa as well as internationals are still keen to work on the continent. Is there still a lack of understanding on the role of ECA finance and what it can do for African corporates? Have ECA support measures been enough? If so, which ones proved most fruitful? What do exporters need from financial markets to complete successful business in 2021?</p> <p>Nadine Holzhausen, Director Export Finance, Ferrostaal Equipment Solutions Angela Perez, Head of Structured Finance, Elecnor Stefanie Schwankner, Manager Project & Export Finance, Brueckner Group Mahlatse Ndabane, Export Sales Manager, MAN Automotive South Africa Moderator: Eva Roesler, Head of the Competence Centre for German Export Finance, Delegation of German Industry & Commerce for East Africa</p>
<p>11.55 BST</p>	<p>STRETCH BREAK</p> <p><i>Take 10 minutes to stretch your legs before the next session begins</i></p>
<p>12.05 BST</p>	<p>IT'S NOT THAT EASY BEING GREEN THINKING PRACTICALLY ABOUT ESGS</p> <p>ESGs are a huge part of most institutions' work, and in this session we consider practical ways in which companies can meet their mandates, as well as some of the challenges that the pandemic has presented. Many lenders have high targets and strong mandates when it comes to environmental and social investments, but which sectors - beyond the wind farm - provide the most opportunities within Africa? How are E&S teams dealing with the tasks that are usually completed 'on-the-ground', including assessments on community displacement that come as the result of projects?</p> <p>Antonio Sala, Executive Director Export & Agency Finance, Santander Ralph Gunn, Manager, Standard Bank Anne Crepin, Deputy Head of Export Finance, SFIL Karin Wessman, Director of Sustainability, EKN Moderator: Aida Alassane N'Diaye-Riddick, Country Director, Africa Business Portal</p>
<p>12.45 BST</p>	<p>SPOTLIGHT ON: EAST AFRICA</p> <p>In this session, we consider the geopolitical, regulatory, and fiscal situation across Eastern Africa, giving you the insider info you need to trade in the region</p> <p>Sylvia Chahonyo, General Manager East Africa, GCR Ratings</p>
<p>13.15 BST</p>	<p>SPOTLIGHT ON: WEST AFRICA</p> <p>From the introduction of the LID - which will revolutionise the cocoa business that is integral to many West African nations - to Nigeria's debt sustainability, we consider the most important factors impacting the region today. Get ready to contribute your own experiences to this interactive discussion</p> <p>Bukola Bolarinwa, Analyst, Control Risks</p>
<p>13.45 BST</p>	<p>CLOSING REMARKS</p> <p>Thank you for joining us at TXF Africa 2021!</p> <p>Eavie Burnett, Content Manager, TXF</p>

TXFAFRICA 2021

A PAN-AFRICAN EVENT FOR STRUCTURED FINANCE

During two content-packed days, you can listen to and meet over 700 senior delegates from across the African export, commodity and project finance communities including borrowers, government & exporters alongside international lenders, ECAs, DFIs, MFIs, insurers, law firms & more.

With case studies covering the most exciting deals closed during this fractious year, we break down the biggest opportunities in 2021 by sector, country, and region. What's more, we've developed a series of interactive sessions to keep our digital delegates engaged.

This event will be a virtual affair, meaning that we will attract a truly pan-African audience. Combined with our signature networking technology, TXF Africa 2021 is a superb chance to connect with the market.

Make sure you are registered early to take advantage of exclusive pre-event releases and early networking access.

EVENT SNAPSHOT



TESTIMONIALS

'The premier event in the African market for trade, export and commodity finance! Not to be missed!'

Craig Weitz, Nedbank

'I am super impressed with what TXF have put together - this is cutting edge and looks really good. I am now in several discussions to do proposals for projects. I have made some good linkages and will keep you guys posted as to progress.'

Mark Taylor, TEMAMII Pty Ltd

'Cannot be bettered as a forum to exchange ideas and obtain access to the key players in the industry.'

Oliver Irwin, Bracewell

'TXF Africa is a must visit for everybody engaged in the export and project finance in this region. The conference offers excellent networking opportunities and good information about the latest market trends from the relevant players.'

Dr Dietrich Stiller, SZA

'TXF Africa gives you the opportunity for networking with trade and export experts on the African continent.'

*Ismail Carr,
ECIC (EXPORT CREDIT
INSURANCE CORPORATION
OF SOUTH AFRICA)*

TXFAFRICA 2021

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