

TXF CAPE TOWN 2017



3RD - 4TH OCTOBER 2017
THE TABLE BAY HOTEL, CAPE TOWN

Day one - 3 october

Plenary Stream - The Ballroom

8:30

Coffee and registration

8:55

Chairman's opening remarks

Chairman: Jonathan Bell, Editor-in-Chief, TXF

9:10

Ministerial address

Hear from a minister on South Africa's investment and current growth ambitions.

Riaan le Roux, Acting Deputy Director General, Department of Trade and Industry

9:40

Keynote address

Hear from Afreximbank on opportunities for mitigating risks in financing intra-African trade and export manufacturing in Africa.

Denys Denya, Executive Vice President, Finance, Administration and Banking Services, Afreximbank

10:00

MFIs/DFIs, ECAs & private insurers: More important than ever for South Africa?

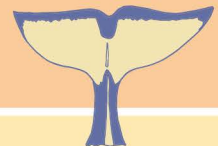
Has South Africa's ratings downgrade underpinned the importance of MFIs/DFIs in the country? And has it created a more essential role for private insurers? Have these institutions seen a spike in demand since the downgrade? Which sectors will need more assistance moving forward? What scope for collaboration between these institutions is there? Can the country's ECA keep exports moving? And finally, can this challenge be transformed into an opportunity? Hear from leading MFI/DFIs, ECAs and insurers active in the region on how they plan to support development and mitigate risks in financing intra-African trade and exports during this key time.

Denys Denya, Executive Vice President, Finance, Administration and Banking Services, Afreximbank

Evan Freely, Managing Director, Global Practice Leader - Credit Specialties, Marsh

Kutoane Kutoane, CEO, ECIC SA

Moderator: Jean Craven, Director & Shareholder, Barak Fund Management



10:45

Audience response survey

A chance to have your say: this anonymous, real-time survey gauges the opinion of the audience on the key issues in the industry

Sam McManus, MEA Business Development, TXF

11:00

Networking coffee break

AGENDA

Plenary Stream - The Ballroom

Keynote borrowers' panel

Hear from some of the key borrowers in the region and their requirements for finding support for a new project. What do they look for in an ECA? Are ECAs able to stay competitive in their offerings? When might it be beneficial to use private insurance as opposed to ECA support? Is DFI support as accessible in South Africa as it is in neighbouring areas? Or are DFIs less likely to lend to a market that is viewed as "middle income"?

Vivek Dharni, *Business Development, Private Equity & Principal Finance, Mota-Engil*

Deepen Jhina, *Senior Manager - Project and Structured Finance, MTN Group*

Desnei Leaf-Camp, *Head Acquisition, Investments and Financial Advisory, Engie*

Moderator: Tsitsi Musasike, *Business Development: Energy, Environment & PPPs, Development Bank of Southern Africa (DBSA)*

12:00

Industrial meets technological: Making the agri value chain work for all participants.

With so much sector potential, agribusiness has been creating new interest and driving job creation throughout the whole value chain. With fewer but more productive farmers, what are the new innovations here? What impact do developments in the physical supply chain - for example mechanisation - have on the financial supply chain? What can be done to help generate development for the small-scale sector in even the most rural areas? What are the financial options available to the farming population to support business and mitigate the risk for investors?

Bennie van Rooy, *CFO, Land and Agriculture Development Bank of South Africa*

Dinesh Sharma, *VP & Regional CFO, South & East Africa, Olam International*

Zhann Meyer, *Head - Agricultural Commodities - Global Commodity Finance, Nedbank Corporate & Investment Bank*

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

12:45

12:30

Networking lunch

Idea Lab Stream - The Pavilion

Local bank landscape: Potential for growth

Local banks join to discuss financing across Southern Africa. Untangle risk perception on the continent; Are South African banks still tentative to look cross border? Or will the recent economic climate push them to being less risk averse and look for more creative solutions to financing? Which banks are picking up these opportunities? And how can others follow suit? What can the international and regional players do to support local banks further? To what extent has this had a detrimental impact on trade? What can be done to counter these effects? And what is the outlook for such networks moving forward?

Terry Makhubele, *Principal: Export Credit Finance, Nedbank Corporate & Investment Bank*

Inal Henry, *Investment Banking, Head Export Financing, Rand Merchant Bank*

Case Study: Eskom's power drive.

Eskom have collaborated with some of the country's leading banks on power generation. Hear directly from the financiers involved on how they did this, challenges overcome and lessons learnt.

Sincedile Shweni, *Corporate Specialist Funding Execution, Eskom*

Xavier Rollat, *Chief Co-financing & Syndication Officer, African Development Bank*



AGENDA

Plenary Stream - The Ballroom

Can the Southern African Power Pool bring down Africa's energy costs?

With Africa having the highest cost for energy in the world, what can be done to counteract this? How can power be made more competitive for everyone? How can we persuade commercial banks to take long term risk in South Africa? What are some of the smaller power projects happening in South Africa and its neighbouring areas? And critically, what is the role of the Southern Africa Power Pool in facilitating the creation of an investment grade intermediary off taker and power trader, such as Africa GreenCo, that can help foster power plants in the poorer regions of southern Africa, whilst maintaining the ability to trade throughout the region?

Ana Hajduka, Founder and CEO, **Africa GreenCo**

Omar Vajeth, Head: Project Advisory Unit, **Southern African Power Pool-SAPP**

George Njenga, Regional Executive- Sub Sahara Africa, **Steam Power Systems, GE**

Pashal Phelan, Chairman, **Phelan Energy Group**

Moderator: Jonathan Berman, Managing, Director, **Fieldstone Africa**

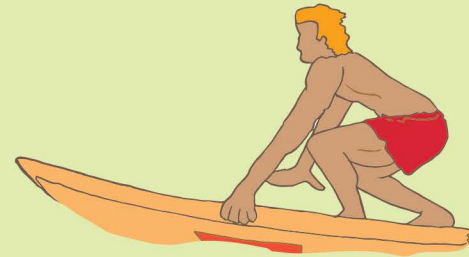
14:45

Idea Lab Stream - The Pavilion

Idea lab: South Africa – a gateway to Africa

This interactive idea lab explores whether South Africa can continue to provide a gateway into other parts of Africa and encourage potential investors to bring business.

Alan Mukoki, CEO, **South African Chamber of Commerce and Industry (SACCI)**



An ECA perspective on South and Southern Africa

Hear from a host of international ECAs active in the region on how they currently view the South African market, what the demand is from their exporters and to what extent they are still able to facilitate guarantees and financings in the country. And finally, what more can be done to facilitate a greater ECA participation in the country?

Portia Gumbo-Dube, Head: Deal Origination, **ECIC**

Dave Chalila, Head of Sub-Saharan Africa, **SACE**

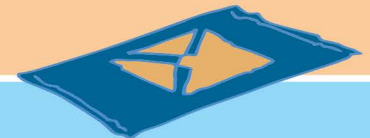
Hanting Li, Representative - South Africa Office, **Sinosure**

Moderator: Joseph Mbuyi, Director, **KfW IPEX-Bank**

15:30

Networking coffee break

16:15



Plenary Stream - The Ballroom

16:45

71% of the Earth's surface, a fraction of its financing: How do we finance water projects?

Everyone is looking towards the water as the next big thing, and it is argued that whilst there is significant focus on engineering, quality and providing water to the poor, not enough is being done to improve "water" financial governance. So, what can be done to facilitate the financing of these water projects? How can we encourage more Public Private Partnerships and the development of more feasible projects? And what can be done to enhance the financial viability of water utilities?

*Andre Kruger, Programme Manager - Africa Investment and Integration Desk, **Nepad Business Foundation***

*Zivai Zvinokona, Sales Manager - Sub-Saharan Africa, Engineered Systems, **GE Water & Process Technologies***

*Nicholas Oliver, Head of Business Development, **NMS International***

Moderator: Matthew McLean, President, Endsight Consulting

Idea Lab Stream - The Pavilion

Mining, metals and minerals: Still room for expansion?

With many countries in the region depending on mineral exports for their foreign exchange earnings, mining is an industry of significant importance in Southern Africa. We find out what effect the new mining charter will have on the mining community. With most mining and metal processing equipment procured internationally, will ECAs extend their support to mines in South Africa? Who can we look to for equipment financing? Is southern Africa mining still a bankable risk?

*Angelica Adamski, Director and Senior Advisor to the CEO, **Eltel Networks***

*Gaby Armstrong, Senior Transactor, **Rand Merchant Bank***

Sector Spotlight: Transport and infrastructure

17:30

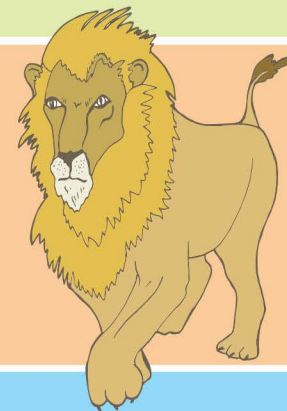
Where are the new opportunities in rail, road and shipping? What is the outlook for current deals in these sectors? What can be done to make more projects feasible and bankable? And how do we ensure projects are properly prepared and structured from the offset to avoid challenges later down the line?

*David Colman, Director - Projects Division, **WBHO***

*Reginald Shaver, VP Capital Markets Corporate, **GE Africa***

*Marcos Alexandre da Silva, Managing Director- Africa, **Queiroz Galvão Construction***

Moderator: Raoul Ascari, Chairman, ITARE and Concrete Finance



18:15

Join us for a cocktail reception and extended networking

Day two - 4 october

Plenary Stream - The Ballroom

9:00

Opening remarks*Chairman: Jonathan Bell, Editor-in-Chief, TXF*

9:15

Geo-political risk in Africa: From Angola to Zambia

This continent-wide geopolitical briefing gives you the low down on the risks across Africa and lets you know what to look out for, distinguishing between fact and fiction in the process. This ranges from the elections in South Africa, to potentially destabilising flash points.

Dr Robert Besseling, Executive Director, EXX Africa

9:45

Intra-African trade: Combating cross border challenges.

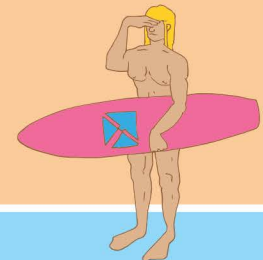
Sufficient infrastructure is crucial in encouraging development as well as intra-African trade, but with cross border projects and multiple countries involved - each with different rules and regulations - how can financing be arranged to overcome these challenges and decrease time delay? Who are the key financial players supporting these projects - are corporates likely to be looking towards ECAs, commercial lenders or DFIs for future projects?

*Genevieve Ahinful, Underwriter, ATI - The African Trade Insurance Agency**Victor Eromosele, CEO, M.E. Consulting Limited**Sipho Khumalo, Chief Executive Officer, Cross Border Road Transport Agency**Moderator: Frances Okosi, Partner, Baker McKenzie*

10:30

Exporters' panel: Which geographic frontiers are companies looking at?

Many South African corporates are becoming increasingly keen to diversify their exposure out of the country and de-risk their portfolio to minimise the impact of what is going on domestically. But which sectors are providing the most opportunity to expand their borders? Now that the Rand is down, where can South African companies look to beyond their borders to ensure their exports become more competitive? As well as other emerging markets globally? What are the key challenges and opportunities for international exporters in key markets across southern Africa?

*Wilhelm Karanitsch, Managing Director, Andritz Hydro**Hilton Foster, Chief Sales Officer, MTU South Africa**Greg Wessels, CEO, Nautic**Mpho Nkgodi, General Manager - Business Development, SENET**Moderator: Jonathan Bell, Editor-in-Chief, TXF*

11:15

Networking coffee break

Plenary Stream - The Ballroom

11:45

Does South Africa still have a credit rating risk?

To what extent is South Africa still a risk in terms of its credit rating? Which currencies are being looked at in terms of transactions and collateralised debt? Why is the dollar being dumped by institutional investors? And why, has there been no dumping of South African debt although it has been downgraded? Finally, is there an opportune angle to this challenging context by dealing in local currency debt and/or through specialised vehicles?

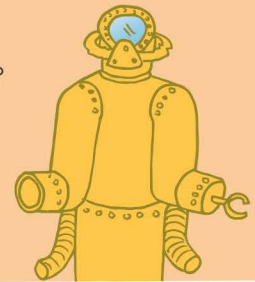
Ed Harkins, Managing Director, GKB Ventures

Konrad Reuss, Managing Director - Regional Manager Africa, S&P Global Ratings

Thea Fourie, Sub-Saharan Africa: Senior Economist, IHS Markit

Reginald Shaver, VP, Capital Markets Corporate, GE Africa

Moderator: Dr Robert Besseling, Executive Director, EXX Africa



12:30

Private market insurance in Africa

Private market insurance is often the only solution in dealing in areas outside of ECA cover. As private insurance activity in Africa continues to grow, get the inside track on the shape of the market in the years to come and how this can intersect with ECAs.

Kate Muir-Jones, Head of Sub-Saharan Africa - Credit, Political and Security Risks, JLT Speciality

13:00

Top takeaways and closing remarks

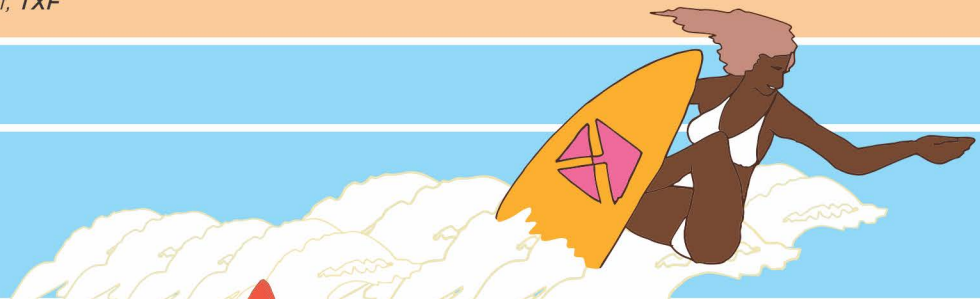
Chairman: Jonathan Bell, Editor-in- Chief, TXF

13:15

Lunch and extended networking

15:15

CONFERENCE END



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