



Exploring Africa's opportunities through trade, finance and innovation

# GTR AFRICA LONDON 2019

London, UK | Park Plaza London Victoria  
November 13, 2019

# GTR AFRICA LONDON 2019

The dynamics surrounding trade and infrastructure finance for Africa are changing. On November 13th, 475 industry leaders attended GTR Africa London 2019 to discuss how these industries are evolving.

Established as a key annual gathering for a wide range of domestic and international trade, export and infrastructure finance professionals from the African region, the event provided multi-format sessions allowing delegates to hear the latest developments on a range of topics including ECA and infrastructure finance, sustainable development, fintech innovations and more. With 34 countries represented, the event is fast becoming the leading London-based trade finance gathering for Africa-focused corporates and financiers, with the aim to unlock a valuable dividend for companies currently working with and within Africa.

Join us again in 2020 to broaden your horizons and forge new relationships focused on high quality and long-term investments in Africa.

*"A very good view of the African continent and a number of interesting speakers."*

**G Ghosh, Mott MacDonald**

*"A great snapshot on what is happening in Africa from an insider's perspective."*

**K Mathai, Unatrac Ltd**

## GTR Connect

Once registered, log-in to **GTR Connect** to network with fellow delegates, download event materials and more.



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Official conference hashtag: **#GTRAFRICA**



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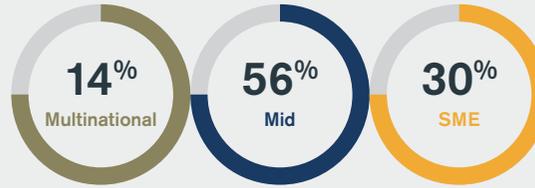
### Marketing & media opportunities

**Tanya Naysmith**  
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2019's Vital statistics



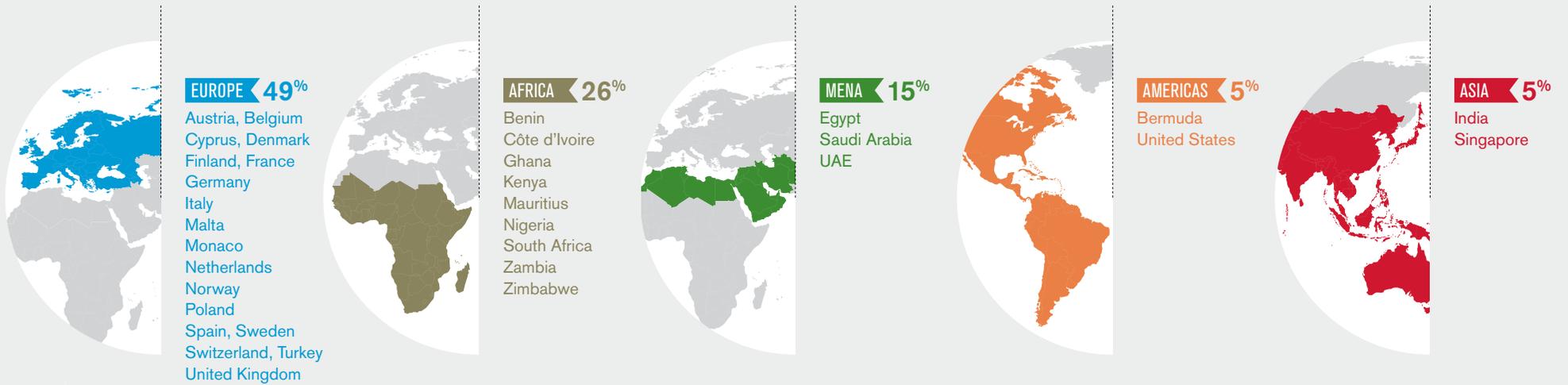
Company size breakdown in 2019



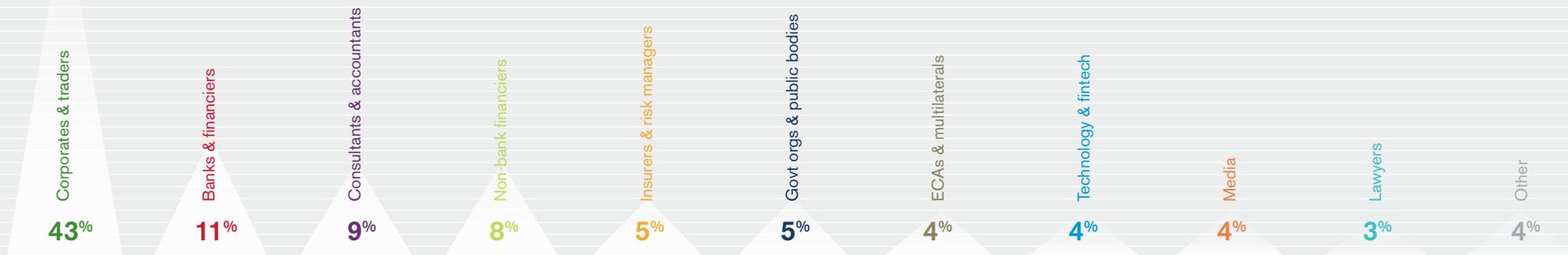
Attendee breakdown by job title in 2019



Percentage of companies by region in 2019



Sectors attended in 2019



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Companies who attended this year's event 1/2

Corporates & traders		
ACROW Corporation of America	Florance Group	Petro Power Construction
Africa Forfaiting	Flour Mills Nigeria (FMN)	Petro Services
African Supplies	Fresh Skies	Petrochemical Commercial Co (PCC)
Alliance	Gapuma	PetroChina International
Amber Keye	GE Healthcare	Petrofac
AmberMacs	Gerald Group	Petroneos Trading
Ambigram Architects	Gis Metals	Polar Paper Company
AP Commodities	Glencore International	Premium Tobacco International
Aqua Africa	Global Metcorp	Pro Global
Archer Daniels Midland	Gulermak	Quantum Solutions
ASGC Holding	Guris	Rizzani De Eccher
ASPA Cintl	H Oil Group	Royal BAM Group
Astro Crushing & Screening Equipment	Hakara Resources	Rs Components
Azuri Technologies	Harp Trading	RSP Group
BAM Nuttall	HOMT España	Sacyr
Basetrade Global	Hospinorm	Sannam S4
Bauen Empresa Constructora	Hospital Engineering	Sanzia
BB Energy	Huawei	Scania
Bechtel	IC Investment Holding	Schlumberger
BLG industrial Solutions	Impact Agri	Shell
BP Oil International	IMS Stainless Limited	Siemens
Bunge	International Grain Council (IGC)	Sinopec International
Calgoz Limited	Kalpataru Power Transmission	SMT Group
Canaan P	Kendal Nutricare	SRS Works
Castleton Commodities	L&T Construction	Star Trading
CGT Corporation	Lion Energy	Summa Group
Chieftain	Louis Dreyfus Company	SunCulture
Clarke Energy Holdings	Mabey Bridge	Thales Group
Coltraco Ultrasonics	Monaco Resources	Thengashep
Contracta Construction	Morris Site Machinery	Titan New Lifts
Czarnikow Group	Mott MacDonald	Tradeable House Africa
DINDU Energy Services & Resources Limited	Mount Laboratories	TRC Group
Duo PLC	Nanga Medical Systems	Trelawny SPT
Elecnor	NMS	Tyllum
Elekta	Oando	Unatrac
Elof Hansson	Omnia Group	Union Maritime
Eni	Oxygen Aviation	Vamed Group
Equipment Africa Ltd	Ozean	Vangaurd Energy
ERG International	PAA Project Finance	Volvo Group
Felleskjøpet Rogaland Agder	Paragon Agri	Winch Energy Group

Banks & financiers		
Absa	Ghana International Bank plc	Standard Chartered
Actiam	HSBC	Sumitomo Mitsui Banking Corporation (SMBC)
AfreximBank	ICBC Standard Bank	The Access Bank UK
BACB	Investec	The Commonwealth Trade Bank plc
Citi	KfW IPEX Bank	The London Fund
Crown Agents Bank	Minerva House	UBA Group
EDF	Mizuho Bank	Uhusiano Capital
Euro Exim Bank	MUFG	Union Bank UK
Export Credit Norway	Rand Merchant Bank	United Bank for Africa
FBNBank (UK) Limited	RAP Solutions Limited	Zenith Bank (UK)
FCMB Bank	Santander	

Consultants & accountants		
Arviem AG	GKB Ventures	Pefocraft Inc
Caldor Trading	Global Finance & Capital	Quenda
Calvin Walker Projects	Holtarka	SLR Consulting
CITAC	ICO	Sulma & Sulma
City Elite Recruitment	Incatema	The Sica Advisors
Ellipse Projects	Jeda Energy	Uhusiano
EXX Africa	Kleos Advisory UK	The Sica Advisors
Foce Consultora	Korn/Ferry International	Uhusiano
Geopolitical Risk Advisory	Noble Capital	
Gerad Resources	Nuage Ventures	

*“Perfect networking and great speakers with high experience and knowledge about Africa. It is not easy to find something like this.”*

**I Orbe, Bauen Empresa Constructora**

*“Great mix of various stakeholders, excellent exchange place of different approaches, experience and expectations.”*

**A Grzybowski, KUKE – Export Credit Insurance Corporation**

Companies who attended this year's event 2/2

Non-bank financiers		
Africa Merchant Capital	Global Trade Capital	Scipion Capital UK
Africa Trade Finance Limited	GML Capital	Siemens Financial Services
AZA Finance	Greensill Capital (UK) Limited	TLG Capital
Barak Fund Management	Kimura Capital	Trade and Export Finance
Concrete Finance	Octet Finance	Trade Finance Market
EMFC Loan Syndications	Orbitt	Wilben Trade
Eurofinsa	Private Infrastructure Development Group (InfraCo)	XE
ExWorks Capital		

Insurers & risk managers		
African Trade Insurance Agency (ATI)	Ed Broking	Marsh JLT Specialty
Allied World Assurance	Eikos Risk Capital	RFIB
Bellwood Prestbury	Euler Hermes	RKH Specialty
Berne Union	Gallagher	Willis Towers Watson
BPL Global	Global Collateral Control (GCC)	

Govt orgs & public bodies		
Acumen	International Chamber of Commerce (ICC)	South African Department of Trade & Industry (DTI)
Association of Corporate Treasurers (ACT)	Ministry of Finance	
British Exporters Association (BEExA)	Open To Export	The Government of Bermuda
CDC Group	South African Chamber of Commerce UK	World of Open Accounts
DFID		Zambian Business Club

ECAs & multilaterals		
Compañía Española de Seguros de Crédito a la Exportación (CESCE)	Garantiinstituttet for eksportkreditt (GIEK)	UK Export Finance (UKEF)
	KUKE – Export Credit Insurance Corporation	US Exim – Export-Import Bank of the United States
EKF	Sace	
EKN	Saudi Fund for Development	
Finnvera	SEK	

Technology & fintech		
Binkabi	Coriolis Technologies	Surecomp
Bolero International	Halotrade	TradeAssets
China Systems	Medical Warehouse Ltd	Traydstream
CognisSys	Oerlikon	

Lawyers		
Allen & Overy	DLA Piper	Sullivan
Baker McKenzie	Holman Fenwick Willan (HFW)	Taylor Wessing
Clyde & Co	Mayer Brown	
Dentons	Stephenson Harwood	

Media		
Africa Briefing	Cassiopeia Services	The Business Year
Alain Charles	Department for International Development	Moorgate Finn Partners
Business Times Africa	GTR	Octopus
B & FT Online	Moorgate Finn Partners	The Business Year

Other		
African Energy	MoneyToday	The Brokerage
CA Global	Nigerians in the Square Mile (NISM)	The London Institute of Banking & Finance
CNBC	Octopus	University College London (UCL)
Healy Hunt	Pallottine Missionary Foundation Salvatti.pl	
Mary's Meals	Peterson Control Union Group	

*"A real valuable conference, and positive to meet up with so many new banks and new people, very appreciated. Look forward to next year!!!"*

**B Westphal, Volvo**

*"A very good event. Shedding light on doing business in Africa."*

**M Nanga, Nanga Medical Systems**

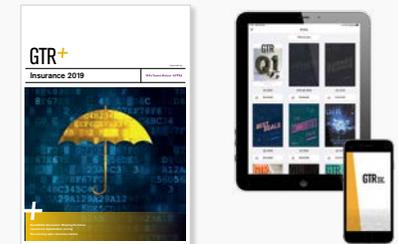
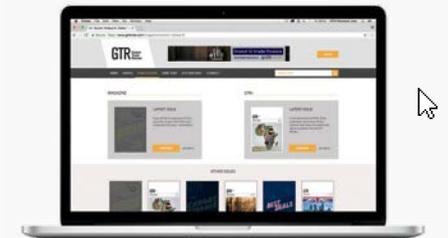
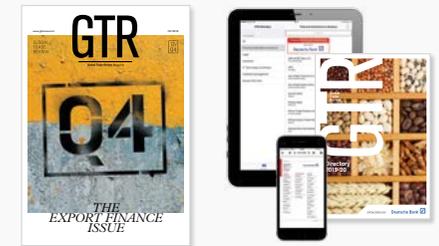
2019's speakers included

- **Genevieve Ahinful**, West Africa Regional Representative, Underwriter, **African Trade Insurance Agency**
- **Kofi Asumadu-Addo**, Head of Guarantees and Specialised Finance Unit, **Afreximbank**
- **James Benoit**, CEO & Executive Director, **FCMB Bank (UK)**
- **Robert Besseling**, Executive Director, **EXX Africa**
- **Bob Blower**, Chief Executive Officer, **Cognissys**
- **Alessia Borrini**, Bid Manager, Francophone Countries, **NMS Infrastructure**
- **Simon Bransfield-Garth**, Chief Executive Officer, **Azuri Technologies**
- **Nigel Bruce**, Executive Director, **TradeAssets**
- **Gabriel Buck**, Managing Director, **GKB Ventures**
- **James Cantamantu-Koomson**, Managing Director of Corporate and Institutional Banking, **BACB**
- **Henry Clarke**, Chief Financial Officer, **SunCulture**
- **Joe Collins**, Managing Director, **African Supplies Ltd**
- **Michele Dee**, Regional Head, Sub-Saharan Africa, Latin America & India, **UK Export Finance**
- **Judith DelZoppo Pryor**, Member, of the Board of Directors, **Export-Import Bank of the United**
- **Mark Eckstein**, Environment & Social Director, **CDC Group**
- **George Eke**, Head of Africa Desk, Business Development, **Zenith Bank**
- **Sam Evans**, Director, **BPL Global**
- **Edward George**, Founder & CNO, **Kleos Advisory UK**
- **Inal Henry**, Head of Export Financing, Investment Banking, **Rand Merchant Bank**
- **Helena Huang**, China Economist, **ICBC Standard Bank**
- **Darren Keep**, General Sales Manager, **Mabey Bridge**
- **Alex Marshall**, Group Marketing & Compliance Director, **Clarke Energy**
- **Alastair McLeod**, Partner, Credit Specialties, **Marsh JLT Specialty**
- **Faruq Muhammad**, Managing Director, Head of Structured Export Finance, **Standard Chartered**
- **Mark Norris**, Partner, **Sullivan**
- **Ngozi Okonkwo**, Chief Legal Officer, **Oando**
- **Nicholas Oliver**, Head of Business Development, **NMS International Group**
- **Lanre Oloninyi**, Co-Founder, **Orbitt Capital**
- **Jan-Philipp Apking**, Head of Underwriting & Risk Management, **Euler Hermes**
- **Aidan Shilling**, Director, Working Capital Solutions, **Arviem**
- **Jamie Simmonds**, Chief Executive Officer & Managing Director, **The Access Bank UK**
- **Elizabeth Stephens**, Managing Director, **Geopolitical Risk Advisory**
- **Shona Tatchell**, CEO & Founder, **Halotrade**
- **Raj Uttamchandani**, Executive Director, **Trade Finance Market**
- **Calvin Walker**, Director, **CWP**
- **Nicholas Wrigley**, Chief Executive Officer, **Winch Energy Group**

*"I have made valuable contacts at all the GTR events that I have attended, all of which resulted in business."*

**M Tindle**, Omnia

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**GTR** Global Trade Review **Where trade talks.**

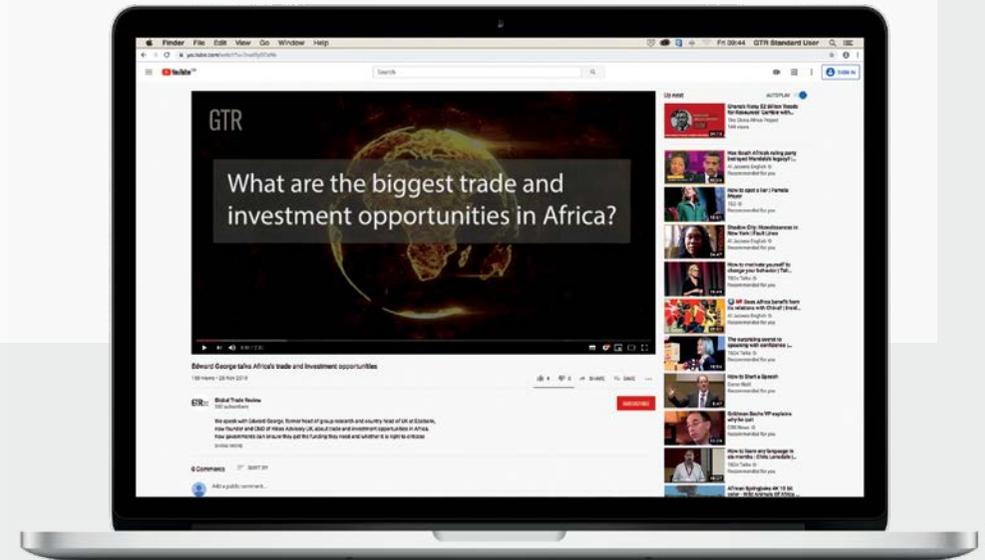
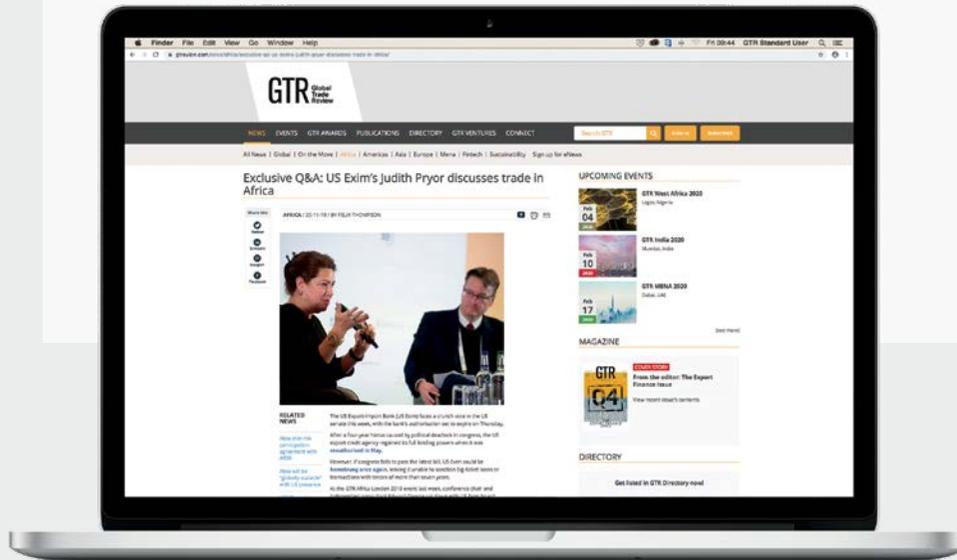
2019 media coverage

Exclusive Q&A: US Exim's Judith Pryor discusses trade in Africa

US Exim board member Judith Pryor speaks about the bank's make or break vote in the Senate, helping trade in Africa and how its focus has changed under President Trump.

Edward George talks Africa's trade and investment opportunities

We speak with Edward George about trade and investment opportunities in Africa, how governments can ensure they get the funding they need and whether it is right to criticise China's investment in Africa.



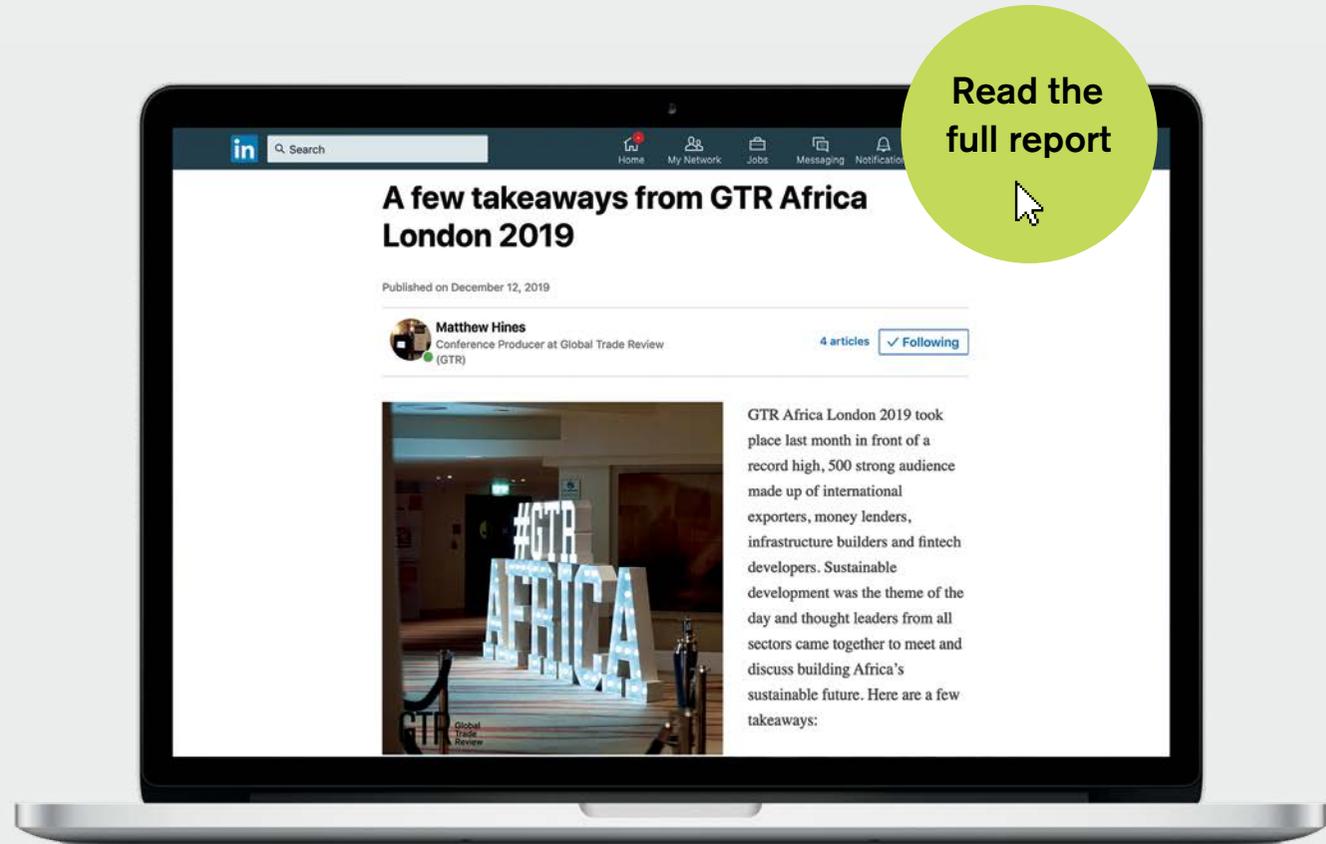


THAT'S A WRAP!

## A few takeaways from GTR Africa London 2019

- By Matt Hines

GTR Africa London 2019 took place last month in front of a record high, 500 strong audience made up of international exporters, money lenders, infrastructure builders and fintech developers. Sustainable development was the theme of the day and thought leaders from all sectors came together to meet and discuss building Africa's sustainable future.



1.  
US Exim  
are back

2.  
Chinese  
investment  
continues to  
divide opinion

3.  
Concessional  
lending frustrations  
for British exporters

POST-CONFERENCE REPORT FROM

GTR  
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2019