

Pinpointing

opportunities in a

volatile trade environment

GTR WEST AFRICA 2022 LAGOS

#GTRWestAfrica

June 9-10, 2022

gtreview.com/gtrwestafrica

Lead sponsors





Pinpointing opportunities in a volatile trade environment

Long recognised as the region's leading industry event, we're hugely excited to bring West Africa's trade, commodity and export finance community together once again for a much-anticipated return to in-person discussion and networking.

An extensive programme of expert speakers and interactive discussion will provide insight into the key developments impacting African trade, export and infrastructure financing, exploring the solutions boosting liquidity, risk management and efficiency throughout intra-regional trade value chains in areas such as commodities and agribusiness, logistics and infrastructure development and trade finance digitisation.

Featuring a full exhibition with a wealth of in-built networking time, this long-awaited gathering provides the invaluable opportunity for participants to connect with industry leaders, peers and potential clients.

June 9-10, 2022

Eko Convention Centre,
Lagos, Nigeria

3 reasons to attend in 2022

Unparalleled expertise from speakers who are active in the market **01**

02 Exceptional content on topics and regions covered

Network opportunities with key stakeholders in the industry **03**

What to expect in 2022

400+
Delegates



300+
Companies

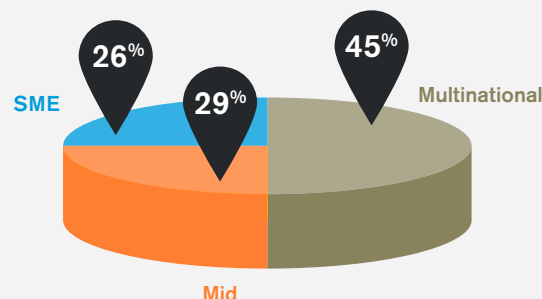


40+
Speakers



[Click here to find out more](#)

Company size breakdown in 2021



Attendees by sector in 2021



6 big topics

Assessing an uncertain macroeconomic outlook for West African trade

Maximising hard currency liquidity, building local currency capacity

Promoting food security through agribusiness trade and investment

Tangible progress and humps in the road for trade digitisation

Tailoring sustainable, competitive infrastructure financing

AfCFTA: Capitalising on West Africa's first mover advantage

Find out more

Ed Virtue
Director, Global Sales
+44 (0)20 8772 3008

SPONSORSHIP

[Click here to email](#)

George Mitchell
Associate Director, Content
+44 (0)20 8772 3017

SPEAKING

[Click here to email](#)

Deena Ahmed
Marketing Executive
+44 (0)20 8772 3007

MARKETING & MEDIA

[Click here to email](#)

Day One: Thursday 9 June Morning

08.00-09.00 Registration and refreshments

09.00-09.20

Chair's opening remarks

Ibiyemi Okuneye, Managing Director, Head of Trade & Transaction Banking Nigeria and West Africa, Standard Chartered Bank

09.20-09.50

Keynote: A policy update from the Central Bank of Nigeria

The Central Bank of Nigeria is invited to provide insight on the key regulatory initiatives being employed to promote a self-sustaining Nigerian economy, share the institution's policy priorities relating to the banking and finance sector, and outline how these are expected to impact financial support for Nigerian corporates and the availability of hard currency for trade.

Ozoemena Nnaji, Director, Trade & Exchange Department, Central Bank of Nigeria

09.50-10.35

Disruption, doubled down: Assessing an uncertain outlook for West African trade

While pandemic-driven global supply chain disruption was widely expected to continue into 2023, conflict in Ukraine has drastically amplified uncertainty around the supply of key commodities with African economies feeling the immediate effect. The potential impact of the current macroeconomic environment on West African trade and investment ranges debt sustainability concerns related to inflationary and fiscal pressures through to longer-term expectations of a boost to fossil fuel production and export revenue, even an influx of displaced foreign capital into African markets.

Our opening panel of leading private sector and financial market commentators will assess some of the key questions facing West African trade in light of this doubled down supply chain and financial market disruption, offering perspectives on seismic shifts in global trade patterns: Will perceived increases to exchange rate and country risks exacerbate regional hard currency liquidity shortages? Could supply disruption stimulate domestic industrial investment, economic diversification and non-oil exports? To what extent is West Africa's optimistic intraregional trade outlook contrasted with the sentiment of foreign banks and correspondent financiers?

Moderator: Andreas Voss, Chief Country Representative Nigeria & Head Trade Finance Financial Institutions Sub-Saharan Africa, Deutsche Bank

Genevieve Ahinful, Head of Political Risk Insurance & Trade Credit, Africa Specialty Risks

Rolake Akinkugbe-Filani, Chief Commercial Officer, Mixta Africa

Russell Brown, Global Head of Trade Finance, Financial Institutions, Deutsche Bank

Bharat Gupta, Senior Vice-President & Head, Trade & Structured Finance, Asia, Europe, Middle East & Africa, Olam Global Agri

Tosin Olatunji, Group Head, Corporate Operations, Access Bank

10.35-11.25 Networking break

11.25-12.15

Implementing a 21st century trade economy: The challenge of transforming Nigeria into Africa's business hub

Highlighting trade facilitation as a key objective in its mission to boost economic growth, Nigeria's Ministry of Industry, Trade and Investment has announced a raft of policies aimed at promoting the nation as an African trade and investment hub, ranging the enhancement of logistics corridors for perishable goods to the simplification, modernisation and harmonisation of trade documents and procedures to reduce friction on Nigeria's international trade in goods and services.

This panel of experts will share views on ongoing improvements to Nigeria's trading environment such as the Secure Agricultural Commodities Transport and Storage Corridor (SATS-C) and Sealink projects, Export Expansion Facility Programme (EEFP) and National Quality Infrastructure Policy (NQIP), casting an eye on the persistent challenges to Nigeria's trading companies: To what extent is lacking energy infrastructure hampering Nigerian trade and FDI inflows? What could – and should – be done to address the perennial lack of hard currency trade liquidity? With Nigeria tipped as the AfCFTA's biggest potential beneficiary, which pain points should be urgently addressed to ensure forecasted intra-regional trade growth provides maximum economic benefit?

Moderator: Nneka Enwereji, Executive Director, Global Subsidiaries Group, Citibank Nigeria

Moji Hunponu-Wusu, Founder & Chief Executive Officer, Woodhall Capital

Ope Babalola, Managing Director, Webb Fontaine Nigeria

Taiwo Shote, Co-Head, Banking Division, RMB Nigeria

Banjo Adegbohungebe, Managing Director & Chief Executive Officer, Coronation Merchant Bank

Munish Modi, Managing Director, Parco Group

12.15-13.05

The present and future of West African trade finance: Maximising hard currency liquidity, building local currency capacity

The African trade finance gap has been exacerbated by a combination of factors, not least a pandemic-driven flight to quality amongst international trade finance banks. The opportunity offered by local currency trade settlement and financing to maximise the forecasted growth in intra-Africa trade following implementation of the AfCFTA is huge, with West Africa spearheading the recently launched Pan-African Payments System (PAPSS) platform as a stride towards this goal. However, with the lion's share of international trade still USD-denominated it is also crucial to maximise hard currency trade financing opportunities in the current liquidity-constrained environment to ensure West Africa's post-pandemic economic bounce back meets its fullest potential.

This session will weigh these immediate and medium-term challenges, considering the role of DFIs, large corporates and trading houses, and the international and local banking sectors in boosting hard currency trade financing opportunities. Further debate on building local currency capabilities will feature early experiences of operating the PAPSS platform, the key milestones to be achieved in fostering a deep local currency trade financing market, and the need for further technology adoption to enable participation in local currency intra-regional trade financing.

Moderator: George Wilson, Head, Institutional Trade Finance, Investec

Christian Karam, Director, Africa Trade Finance

Carl Chirwa, Head of International Banking, BankOne

Jimi Oyelola, Chief Financial Officer, Plus Petroleum

Seun Ogundolapo, Head, Trade (Transactional Products & Services), Corporate & Investment Banking, Stanbic IBTC Bank

13.05-14.25 Networking lunch

“A solid platform for unlimited learning with great emphasis on new innovations in trade finance – globally the future of treasury is here.”

A Suke, Rain Oil

Day One: Thursday 9 June Afternoon

14.25-15.15

'Are we there yet?': Tangible progress and humps in the road for trade digitisation

As the euphoria surrounding pandemic-driven trade digitisation subsides market practitioners are reminded that while tangible progress has been made in adoption both at policy level and in the private market, historical digitisation road humps remain a persistent challenge.

A panel of digitisation experts sourced from across the trade ecosystem will take stock of strides made since the start of the decade, tackling some of the crucial questions faced by those tasked with promoting further adoption: Does the region and industry have the right kind of environment for ensuring ongoing adoption growth, and how much of an issue is fragmentation and a lack of uniform standards? Have any tangible effects been seen in terms of more trade finance being available and/or greater financial inclusion? With the plethora of solutions coming to market, where should banks be putting their money? What should the market be doing to prepare to integrate with these solutions, and what policy recommendations can be put forward to West African governments to grow their involvement in the fintech system?

Moderator: **Ibiyemi Okuneye**, Managing Director, Head of Trade & Transaction Banking Nigeria and West Africa, Standard Chartered Bank

Nwamaka Ofili, Head Trader, Tinkerandbell Trading; Founder, Udua.Africa

Opeyemi Olomo, Head, Product Innovation and Strategic Partnerships, Citibank Nigeria

Segun Aribisala, Product Manager, Trade Finance, Union Systems

Ahanna Anaba, Head of Sales, Digital Solutions & Partnerships, Finverity

15.15 – 15.45

Geopolitics and the impact on commodities within African supply chains

Amid rocketing oil and gas prices the West is striving source new suppliers, with the urgent issue of energy security tempering the emphasis on decarbonisation amongst European governments. Meanwhile the development of West Africa's physical and regulatory infrastructure is progressing, with a capital expenditure trend taking root in the region's fossil fuel sector. The region's agricultural sector holds similarly urgent infrastructure development requirements as the world faces increased risk of food shortages.

This high-level presentation will utilise case studies to explore prospects for the growth of fossil fuel and agribusiness sector investment and trade, assessing the evolving business, financing and risk environment throughout industrial supply chains: Are current regulatory and infrastructure development efforts sufficient to facilitate significant business growth and what are the expectations? Could capital inflows return in light of the need to reverse Europe's dependence on Russia?

Kissy Agyeman-Togobo, Co-Founder & Managing Partner, Songhai Advisory

15.45-16.15 Networking break

16.15-17.05

West African infrastructure development: In search of sustainable, competitive financing

The growing impact of currency devaluations and inflationary pressure on West Africa's public finances in combination with the economic fallout of the pandemic has led to rising concerns over sovereign debt sustainability. African sovereigns are reprioritising investments according to increasingly limited budgets, with the competitiveness and affordability of financial offerings accompanying project tenders becoming a crucial enabler in getting infrastructure deals off the ground. Private finance will have a greater role than ever before in delivering essential infrastructure.

Reviewing a bumper year for ECA-backed financing in the West African region, this discussion will share the key lessons learned from recently completed social infrastructure deals, highlighting key deal structures and success factors. Further debate will assess the various financing options for future projects ranging debt, commercial loans, local currency guarantees and capital market funding, gauge prospects for the West African ECA deal pipeline following the recent OECD rule change on down payments, and seek to identify the types of African infrastructure deals that constitute 'good debt'.

Moderator: **Fola Fagbule**, Senior Vice-President & Head of Financial Advisory, Africa Finance Corporation (AFC)

Steven Gray, Head of Export Finance, West Africa, UK Export Finance

George Uduku, General Manager, West Africa, GE Healthcare

Chidi Mike-Eneh, Head, Credit Risk, InfraCredit

Tariye Gbadegesin, Managing Director & Chief Investment Officer, ARM-Harith

Rolake Akinkugbe-Filani, Chief Commercial Officer, Mixta Africa

17.05

Close of Day One

Followed by evening networking reception

"Good event to gather more inform on the region's economic situation and how the various markets are doing in Nigeria specifically."

T Sai Paturi, Somtex Nigeria

"Kudos to GTR for excellent organization, right from the relevant choice of topics to esteemed speakers and well-focussed discussions."

R Rastogi, Olam International

"GTR West Africa is a must attend for trade practitioners in west Africa or anyone looking to do business in the region."

S Soetan, Rand Merchant Bank

Day Two: Friday 10 June

08.00-09.00 Registration and refreshments

09.00-09.30

Chair's opening remarks

Kwame Asante, Head, Transaction Banking, Ghana, Standard Chartered Bank

09.30-10.20

Africa's breadbasket: Promoting food security through agribusiness trade and investment

The invasion of Ukraine has held an acute impact on global soft commodity pricing and supply in sectors such as grain and oilseeds, as well as key agricultural inputs. West Africa's strained physical and financial commodity trade supply chains face an additional layer of volatility, emphasising the need to boost Africa's food production and security, and foster the intraregional trade flows that will allow the continent to feed itself. Could necessity be the mother of invention across West Africa's agribusiness and trade sector?

A panel of agribusiness, commodity trade and financing experts will review the impact of ongoing events in Europe through a West African lens, addressing some of the key questions facing the industry: To what extent do the region's commodity imports and production reflect disruption in global softs markets, and has commodity trade finance been available to support supply chain diversification? Further discussion will consider areas including challenges linked to logistics, infrastructure and commodity trade bank de-risking, and the role of tech in boosting local production, minimising post-harvest losses and stimulating value add industry through improved financing opportunities: What practical challenges are faced by producers, traders and financiers in stimulating African commodity production and trade, and what can be done to improve Africa's food self-sufficiency?

"Top notch event for traders and Africa's development through regional trade. The choice of topics was on point for perfect integration of intra-African trade."

I Mamukuyomi, Afriexporter

Moderator: **Ikenna Egbukole**, Head, Structured Trade & Commodity Finance, First Bank of Nigeria

Thomas Onyeador, Senior Commodity Trader, Torq Commodities

MD Ramesh, Group Chief Executive Officer, Agri, Tropical General Investments Group

Sunil George, Head of Structured Trade Finance, North America, Louis Dreyfus Company (LDC)

Adetoro Akindele, Vice-President, Commercial, ThriveAgric

Olusegun Falade, General Manager - GAIL, Agro Allied Division, Flour Mills of Nigeria

10.20-11.00

Case study: Scaling soft commodity exports to power value-added industry

Due to supply chain disruption seen during the first years of the pandemic, international buyers increasingly sought to source soft commodities at the production or origination points of those goods, integrating African suppliers more closely into global trade value chains and opening new export opportunities for those suppliers able to scale-up their operations. This in-depth sector case study will examine a continent-leading example of one exporter's combination of agricultural expertise with multi-faceted digital capabilities to help farmers boost capacity, source and use farm inputs, tap both local and international export opportunities, and gain access to credit through partnerships with an African central bank and other financial institutions. Further insight will be provided on the next step in this ongoing success story: the investment in processing capabilities required to add further value and profitability to the region's agricultural produce.

Samirah Ade-Adebiyi, Managing Director, AFEX Investment

Kenneth Obiajulu, Chief Executive Officer, Agricorp Holdings

11.00-11.45 Networking break

11.45-12.35

The Continental Free Trade Area: Capitalising on West Africa's first mover advantage

West Africa is situated at the leading edge of AfCFTA implementation, with the Pan-African Payment and Settlement System (PAPSS) pilot and live launch taking place within the West African Monetary Zone (WAMZ). The coming year promises further key milestones including the establishment of the agreement's Trade Finance Facility, but is the region fully prepared to capitalise on its first mover advantage?

This session will explore implementation progress made to date, assessing the readiness of markets across the region and wider continent to trade under the AfCFTA tariff book, and efforts to boost intra-regional trade financing capacity across the private sector: Is sufficient education and information around new regulations, documents and procedures available to clarify free trade opportunities and risks? To what extent are commercial lenders encouraged by progress made in agreement on the AfCFTA Adjustment Fund and PAPSS launch, and where are we with the Trade Finance Facility? With the promotion of youth and women-led MSMEs a fundamental tenet of the agreement, what further developments can empower African banks to play their rightful role in financing intra-regional trade and inclusive SME growth?

Moderator: **Kwame Asante**, Head, Transaction Banking, Ghana, Standard Chartered Bank

Segun Ajayi-Kadir, Director General, Manufacturers Association of Nigeria (MAN)

Bunmi Bajomo, Head Group Corporate Banking & Chief Operating Officer, Corporate & Investment Bank, Ecobank Transnational

Yinka Ogunnubi, Group Treasury Manager, CFAO

12.35- 13.10

Placing sustainable trade in an African context

The narrative at COP26 in late 2021 focused almost exclusively on climate change, with heavy scrutiny on financiers' responsibilities in promoting the global zero carbon transition. EU taxonomies relating to sustainable finance mirror this climate bias, arguably failing to place appropriate emphasis on the social aspects of the UN SDGs that become an overwhelming priority in less developed economies. What's more, in the rush to secure energy independence from Russia Western governments have scaled back their decarbonisation ambitions, even proposing the reopening of coal fired power stations in some cases. Could Europe's energy crisis provide an insight into the daily realities and existential priorities of African lives and livelihoods, and an opportunity to influence those setting Western sustainable financing standards?

Our closing session will seek to highlight the mismatch between Western interpretations of SDG-compliant trade with the realities of doing business on the continent, highlighting the importance of the 'S' in ESG in an African trade context, and assessing the governance and compliance standards adopted by Africa's trade finance sector that place it in a unique position to deliver the UN SDGs.

George Wilson, Head, Institutional Trade Finance, Investec

13.10

Close of conference

Followed by networking lunch

"I think it's a great opportunity for networking as well as learning how other organisations weather the storms with regards to trade transactions, especially exports"

C Nwaonumah, Stanbic IBTC Bank

PLATINUM SPONSOR



GOLD & NETWORKING SPONSOR



GOLD SPONSORS



LANYARD SPONSOR



SILVER SPONSORS



CO-SPONSORS



INSTITUTIONAL PARTNERS



MEDIA PARTNERS



GTR WEST AFRICA 2022 LAGOS

Pricing details

Standard rate US\$1,799 ☐

Standard rate passes are for those who do not fall within 'Corporate rate' criteria. Includes financial institutions, consultants, lawyers etc. Limited to 3 passes per service provider.

Corporate rate US\$499 ☐

Corporate rate passes are available for those who are exporters, importers, manufacturers, distributors, traders & producers of physical goods.

10% Multi-booking discount available

If you are unsure what rate to book or need to book multiple registrations under the same company, please contact our booking team at sales@gtreview.com

***By booking, you agree to GTR's Terms & Conditions, including Cancellation Policy.

***All GTR events adhere to the most recent government Covid-19 guidelines and restrictions, with the safety of our attendees and staff deemed paramount. Should you have any questions regarding any aspects of this, please email us at events@gtreview.com

Add a GTR Subscription

Save over 10% on an online subscription

1-year online-only subscription US\$350 ☐

Ways to register

Email: events@gtreview.com

Web: www.gtreview.com

Telephone: +44 (0)20 8673 9666

Post: GTR, Exporta Publishing & Events Ltd,
4 Hillgate Place, London
SW12 9ER, UK

Payment details

Please select credit card type

☐ **VISA** ☐ **mastercard** ☐ **AMERICAN EXPRESS**

Card number

Expiry date

/ MM/YY

Security code (3 or 4 digits)

Cardholder's name

Company VAT number

Cardholder's signature

Cardholder's address

Booking code

Delegate information

For multiple bookings please email events@gtreview.com

Title: please tick

Mr ☐ Mrs ☐ Ms ☐ Miss ☐ Dr ☐

First name

Last name

Job title

Department

Organisation

Address

Postcode/Zip

Country

Telephone

Facsimile

Email

Signature

I can confirm that I have read and agree to the terms and conditions below. ☐

Terms & conditions

- Confirmation:** Booking confirmation will be sent to you immediately for all bookings. If you have not received an email confirmation within 24 hours of making the booking, please contact the team at events@gtreview.com or on +44 (0)20 8673 9666.
 - Payment** (including VAT) must be made in full prior to the start of the conference. GTR retains the right to refuse entry in case of non-payment. Payment can be made through Credit Card online, via telephone or by sending our Events team a completed Credit Card Authorisation form.
 - All delegates who have not paid** prior to the conference will be denied entry.
 - Transfers:** If you cannot attend a conference, you can transfer your place to another individual. Places can be transferred at any time up to and including the day of the conference. Please note an additional charge may be applicable if the new attendee is not entitled to the same rate.
 - A delegate place can be transferred** to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can only transfer their place a maximum of two times, after which they will incur a 20% administration fee.
 - Cancellations:** All delegate cancellations must be made in writing to events@gtreview.com. The charge for cancelling your booking is:
 - 1 month before the conference: 90% refund of the full cost
 - 5 or more working days before the conference: 80% refund of full cost
 - 5 or less working days before the conference: no refund
 - Non-attendance** to a conference will result in no refund.
 - In the case of the cancellation** of the conference or the change of the conference date, GTR will not be held liable for any booking, travel or hotel costs associated with the booking.
- Please note that all confirmed registrations are subject to the **event terms and conditions**
- Should you have any queries, please contact our team at events@gtreview.com or on +44 (0)20 8673 9666.
- ☐ If you do not wish GTR to use your information for marketing purposes, please tick this box.

GTR Global
Trade
Review