

Identifying opportunities in
an evolving trade landscape

GTR AFRICA 2025 CAPE TOWN



#GTRAfrica

Cape Town International Convention Centre (CTICC), Cape Town, South Africa
March 13-14, 2025

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Identifying opportunities in an evolving trade landscape

GTR Africa has solidified its position as the premier event for the African trade and trade finance community.

Returning to Cape Town on March 13-14, 2025, this flagship event will deliver essential insights spanning trade, supply chain, infrastructure, working capital, export and commodity financing markets.

Supported by prominent players representing the entire trade finance ecosystem, the conference will feature over 60 speakers sharing unparalleled expertise over two impactful days. Anticipating the participation of more than 550 delegates from over 250 companies, GTR Africa 2025 offers a prime opportunity to engage with key figures in African trade. Don't miss your chance to reconnect with familiar faces and establish vital new connections in the market during this unrivalled conference.

“Excellent event, with content covered relative to the market. A great opportunity to meet an array of companies and involves valuable networking.”

N Ebrahim, Sekelo Oil Trading

**Cape Town International Convention Centre (CTICC)
Cape Town, South Africa**

March 13-14, 2025

6 big topics

The impact of shifting macroeconomics and geopolitics

Trade and working capital optimisation strategies

Bridging Africa's social infrastructure gap

Commodity finance and agritech innovation

Industrial investment as intra-regional trade catalyst

Digital traction: The rapidly changing world of trade

Vital statistics in 2024

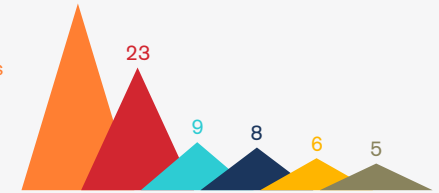


[Click here to find out more](#)

Attendees by sector in 2024

Banks & Financiers

35%



23 Corporates & Traders

9 Insurers & Risk Analysts

8 Non-bank Financiers

6 Technology & Fintech

5 Govt Orgs & Public Bodies

3 Consultants & Accountants

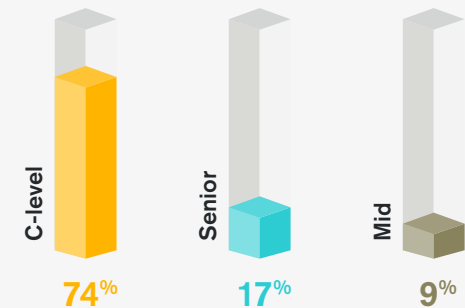
3 Media & Press

2 Service Providers

2 Lawyers

4 Other

Job titles represented in 2024



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Day One: Thursday 13 March Morning plenary

09.00-09.10

Chair's opening remarks

Vuyolwethu Dubese, International Moderator & Host

09.10-09.35

Ministerial Keynote: Stimulating economic growth and alleviating socio-economic challenges through critical infrastructure investment

Minister Dean Macpherson, Minister of Public Works & Infrastructure, Republic of South Africa

09.35-10.25

The impact of shifting macroeconomics and geopolitics on African trade and investment

With its vast nascent economic growth and extensive natural resources, the African continent has become a key focus for global super powers and emerging geopolitical players seeking trade and investment opportunity in the pursuit of national interest. While the risks of being caught up in an East-West trade war loom large, so too do the myriad opportunities to secure the investment in infrastructure and industrialisation that can realise Africa's huge economic and trade growth potential.

Our opening panel will assess the complex picture faced by African markets in this evolving global context, from the interplay between global decarbonisation and geopolitically-driven inbound investment, to the changing mix of trade and export financing providers deploying liquidity on the continent:

- Headline trade trends: Global uncertainties, Brics and the opportunities provided by evolving inter-regional trade corridors
- The economic diversification initiatives in the Middle East offering Africa a growing source of investment, trade and infrastructure financing
- ESG, decarbonisation and climate adaptation as a driver of inbound capital and finance: Which emerging trade and infrastructure investment flows hold opportunities for Africa's trade finance market?
- In light of foreign bank retrenchment and decreasing OECD ECA financing volumes on the continent, can newer market entrants meet Africa's trade and infrastructure financing needs?

Moderator: Vuyolwethu Dubese, International Moderator & Host

Gabrielle Reid, Head of Advisory, Pangea-Risk

Atul Jain, Managing Director, Global Co-Head of Trade Finance & Lending, Deutsche Bank

Julie Coulon, Director; Head of Trade & Corporate, Ecobank International

Marc Auboin, Counsellor, Economic Research & Statistics Division, WTO

10.25-11.15 Networking break

"GTR Africa is a stellar event for global leaders in trade, and is a must to ensure that any player in the trade environment is adequately equipped for actioning change."

S Tsoko, Nedbank Group

"The GTR Africa conference was an exceptional event and has truly highlighted how trade finance is a key tool to unlocking the development potential in Africa."

N Shindika, NMB Bank

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"This is a relevant and must-attend event, for this is the only way we leave no-one behind."

G Phiri, National Bank of Malawi

Day One: Thursday 13 March Morning Stream A

Select either [Stream A](#) or [Stream B](#)

Stream A: Trade, supply chain & working capital – strategic goals and optimisation strategies

Chair: Vuyolwethu Dubese, International Moderator & Host

11.15-12.00

The role of supplier finance in achieving strategic supply chain goals

Expansion into new trade markets is high on the corporate agenda, with the impact of geopolitical volatility, the need to diversify supply chains and boost their resilience driving growing interest in the role that supplier financing can play in achieving these strategic goals. This discussion will assess key supply chain priorities from the corporate buyer's perspective, and how these can be supported through the extension of pragmatic, tailored supplier financing initiatives:

- How issues such as heightened geopolitical risk and the associated supply chain disruption, FX and financing challenges have highlighted the need to support strategic suppliers
- The growing focus on sustainability: How are sustainability initiatives improving supply chain resilience and addressing the social element of ESG?
- What benefits does ESG-linked supplier finance offer relative to 'traditional' SCF? Which best practices can be shared related to programme implementation and metrics?
- Are corporates concerned about digitisation beyond its potential to make things easier and cheaper? In which circumstances is a more 'analogue' approach appropriate from an SCF perspective?
- In light of macroeconomic and geopolitical challenges, what support are corporates seeking from banks and fintechs to enable the optimal deployment and scaling of an SCF programme?

Moderator: Michelle Knowles, Managing Executive; Head of Trade & Working Capital (Pan Africa), Absa Corporate & Investment Bank

Emuel Schoeman, Co-Founder & Managing Director, Addendum

Veron Harichunder, Group Treasurer, Mr Price Group
Motasim Iqbal, Regional Head, Corporate Sales, Africa & Middle East, Standard Chartered Bank

Mwaya Siwale, Associate Executive, Trade Finance, Trade & Development Bank (TDB)

12.00-12.30

Solution case study: Leveraging digital innovation to streamline the guarantee process

The financial services sector is transitioning from traditional paper-based guarantees to digital guarantees using Distributed Ledger Technology (DLT). This collaborative initiative among major South African banks and insurance companies aims to enhance security, improve operational efficiency, and increase transparency. Digital guarantees provide significant benefits to beneficiaries including the Revenue Authority, power utility and other state-owned enterprises, by reducing the risk of fraud and simplifying the guarantee management process. For banks, it offers a secure and efficient system for issuing and validating guarantees, while applicants benefit from a more streamlined and reliable process. This discussion will offer an in-depth explanation of the issues being addressed, the practicalities of utilising the solution, and prospects for further adoption across a wider range of industries.

Moderator: Kevin Holmes, Product Development Portfolio Head, Rand Merchant Bank (RMB)

Niron Rampersad, Divisional Executive, Trade, Nedbank

Thapelo Seanego, Underwriter, Lombard Insurance Company

Hanno Van Tonder, Process Engineering Specialist, South African Revenue Service (SARS)

"This is the best networking event for one in the international trade and banking sector."

N Bruno, Broadersky

12.30-13.15

Tried and tested: A holistic approach to trade and working capital optimisation

Supply chain finance solutions used to bridge the cash conversion cycle are set to play an increasingly important role in Africa's open account trade, however regulatory, infrastructural, technology and capacity challenges across African markets can limit the scope of these solutions in some jurisdictions and markets. Emphasising practical guidance and technical expertise, this discussion will explore key considerations from corporate and bank perspective when evaluating alternate working capital financing capabilities, objectives and risk considerations related to a range of trade and working capital financing options that can be utilised to optimise working capital cycles – from cash flow enhancement, to accounts payable management and unlocking cash from receivables and inventories. Panellists will discuss:

- Key corporate treasury priorities in relation to working capital optimisation
- The relative strengths and practicalities of financing tools ranging trade loans and overdrafts to borrowing base facilities; how and when they can be optimally deployed within the trade lifecycle
- Risk, legal, regulatory and technology trends and considerations impacting the adoption of SCF and working capital solutions across the continent

Moderator: Justin Milo, Head, Trade South Africa, Standard Bank

Prince Wadie, Trade Structuring Head, Sub-Saharan Africa, Citi

Varsha Maharaj, Head of Treasury & Liquidity, The Foschini Group

Alex Fenechui, Co-founder & Chief Operating Officer, Finverity

Sindi Jooste, Treasury Manager, PepsiCo South Africa

13.15-14.20 Lunch

We're cycling Cape Argos (109k) for Mary's Meals

Ahead of the GTR Africa conference, a dedicated team of 30 cyclists will take on the Cape Town Cycle tour (March 9th), aiming to raise £20,000 to provide life-changing meals for over 1,000 children in poverty.

Help us reach our goal and donate to a great cause.

justgiving.com/page/supportmarysmeals

mary's meals a simple solution to world hunger

Day One: Thursday 13 March Morning Stream B

Select either [Stream A](#) or [Stream B](#)

Stream B: Making sovereign projects bankable; making ECA finance more competitive and affordable – a dual approach to bridging Africa's infrastructure gap

This content stream will review the prevailing trends and conditions impacting the deployment of Export Credit Agency (ECA) supported financing in support of the social infrastructure investment so critical to Africa's sustainable economic development. Featuring a selection of highly focused conversations, speakers will seek to unpack the latest developments impacting the global ECA financing market, how this is influencing prospects export credit financing support for African infrastructure, and what more can be done to enhance financing availability and affordability.

Chair: [Gabriel Buck](#), Managing Director, GKB Ventures

11.15-11.40

Making sovereign projects bankable: Sorting the wheat from the chaff

Project 'bankability' is recognised as one of the primary factors constraining African infrastructure development and the related ECA financing activity on the continent, with huge resources required for efforts to design and develop projects despite the lack of certainty that they will be undertaken or bankable. This conversation will explore bankability from the contractor's perspective:

- What are the challenges and costs incurred in the early development of sovereign projects?
- How can there be better identification of bankable projects that will be undertaken in a reasonable time frame, and what are the barriers that need to be overcome?
- What support is needed to help reduce the development costs of a project to ensure limited resources are spent on supporting projects that come to market?
- How are local FIs and development financiers assisting with project identification and early stage development and helping to accelerate these investments?

Nicholas Oliver, Managing Director, Globespan Infrastructure; Co-Chair, UK Africa Infrastructure Board
in conversation with **Luis Rodrigues**, Senior Vice-President, Construction & Engineering, Alliad

11.40-12.10

Making export credit finance more affordable

ECA-supported finance pricing sits between concessional and non-concessional lending as a cost-effective term funding solution, while updates to the OECD agreement for officially supported export credits have further taken steps to enhance affordability including increased tenors for certain 'green' projects and the latest review of a reduction of the down-payment threshold for emerging market borrowers. This session will assess affordability from the banker's and borrower's perspective:

- Which characteristics make a loan concessional? Why do some countries offer these facilities and others refuse? If debt is not concessional what can be done to make it more affordable?
- Are longer tenors achievable? Will this necessitate the involvement of 'alternative' investors in these deals, and what past successes can be cited in bringing in these sources of capital?
- Impact of the latest update to the OECD down-payment threshold: Identifying upsides and downsides; winners and losers
- Are Public-Private Partnerships (PPPs) the answer to South Africa's investment needs? What are pros and cons in terms of efficiency, value for money and affordability?

Moderator: [Alfred Idialu](#), Managing Director, Head of International Banking Sales Africa, ODDO BHF

Ntshengedzeni Gilbert Maphula, General Counsel, Export Credit Insurance Corporation of South Africa (ECIC)

Sekete Mokgehle, Co-Head, Africa Infrastructure Finance, Nedbank

Raja Al Mazrouei, Chief Executive, Etihad Credit Insurance (ECI)

12.10-12.40

ECA flexibility: A question of positive impact

Recent OECD rule changes have primarily focused on enhancing export credit financing for infrastructure based on a project's environmental credentials, however these measures overlook investments which hold significant positive social impact; social infrastructure accounts for the majority of export credit deals in Africa and is critically important to achieving sustainable development goals on the continent. This session will debate the potential of export credit financing as a development financing tool for social projects, and how that potential can be properly deployed to stimulate positive impact social infrastructure investment with incentivised ECA finance:

- How impactful can export credit finance realistically be? How should social impact be measured to ensure this potential is properly deployed?
- Which reporting practices and tools can be transferred from the impact investment sector?
- Which challenges currently prevent the closer collaboration of ECAs and development financiers on these deals? Could these be resolved by standardised social impact definitions / frameworks?
- Closing debate: What practical steps can the market take? Considering specific reference in the OECD arrangement and more favourable terms; engagement with the DFIs; engagement with the EU Commission

Moderator: [Greg Fyfe](#), Head, ECA & Agency Finance, Standard Bank

Dirk van den Berg, Country Head, South Africa, UK Export Finance

Gwendolyn Zorn, Head of Impact, Acre Impact Capital

12.40-13.15

Closing debate: ECA finance is dead; long live ECA finance

Driven by the need to shore up energy transition-critical supply chains, ECAs are becoming more 'policy driven' and reducing their historical focus on export promotion. Are we witnessing the birth of a new-look agency finance sector, and has the emergence of national interest mandates for developed country ECAs come at the expense of emerging markets? This debate will cover:

- What are the consequences of higher levels of untied versus tied ECA financing for both African buyers and export finance banks?
- To what extent is adherence to the OECD rules for export credits decreasing? Does this risk a 'race to the bottom'?
- What does the future of the export credit financing sector look like, and are non-OECD ECAs expected to grow in dominance?

Moderator: [Gabriel Buck](#), Managing Director, GKB Ventures

Sujithav Sarangi, Executive Director, Development & Agency Finance, Standard Chartered Bank

Janusz Wladyczak, Chief Executive Officer, KUKE

Mathilde Cottard, Head of Trade Solutions Sales, EMEA, Sumitomo Mitsui Banking Corporation (SMBC)

13.15-14.20 Lunch

"At GTR, stakeholders are capacitated and empowered to gain diverse perspectives of the industries in the affected sectors and various trading spaces. We need to put ethics, humanity and impact for good first."

D Van Wyk, Iouan Investments

Day One: Thursday 13 March Afternoon

14.20-15.05

United front, fresh impetus: Defining the trade gap as a barrier to sustainability goals

The trade finance gap is a major hindrance to achieving the UN's Sustainable Development Goals, particularly for SMEs in emerging markets. This has long been recognised by African trade finance industry insiders, however conversations regarding the root of and solutions to the problem will remain limited in their impact unless key supranational organisations are fully cognisant of the intrinsic role trade finance plays in sustainable economic growth and poverty alleviation.

Stepping forward to address this challenge are leading trade financing industry players, bringing the goal of the United Nations' formal recognition of the global trade finance gap as a critical barrier to achievement of the SDGs. Welcoming key figures involved with the newly established Trade Finance Conference of Parties (TF Cop) and the ensuing Washington Declaration, this session will highlight how the TF Cop initiative will move beyond identifying the problem to creating actionable, collaborative solutions involving all industry stakeholders, thereby setting the stage for measurable progress.

Moderator: Duarte Pedreira, Head of Trade Finance, Crown Agents Bank; Co-Chair, TF COP

George Wilson, Head, Institutional Trade Finance, Investec; Chair of Africa Regional Committee, ITFA

Anne-Marie Woolley, Chief Executive Officer, Africa Global Trade Finance

Nathalie Louat, Director, Trade & Supply Chain, IFC

Vipin Vashishtha, Managing Director & Global Head of Trade Asset Sales & Syndications, Standard Chartered Bank; Chair of South East Asia Regional Committee, ITFA

Ahanna Anaba, Head of Sales, Digital Solutions & Partnerships, Finverity; Chair of the Africa Working Group, TF COP

Ralph Tseka, Director of Research & Statistics, Reserve Bank of Malawi

15.05-15.50

Retrenchment, consolidation, expansion: Changing dynamics in Africa's trade finance ecosystem

The African banking market is rife with activity, with the notable exit of European banks creating opportunities for local FIs while African institutions and new foreign players expand their operations across the continent. Hard currency shortages, unpredictable regulatory regimes and stringent compliance requirements remain a challenge to those seeking to deploy trade finance liquidity into African markets, its second and third tier banks, and its corporate sector: To what extent can the expansion of African FIs and influx of new trade players improve trade finance provision across the continent, and which collaborations are supporting this growth?

This discussion will explore key opportunities and headwinds across regional markets, from the emerging trade patterns motivating new market entries, to FX shortages and decreasing LC activity in economies such as Nigeria, Egypt and Tanzania. Speakers will gauge the evolving capabilities of African FIs as a conduit for global trade liquidity and the crucial role of development finance support, the importance of capacity building among local banks and regulators in enabling the flow of trade finance into Africa's economies and local banking sectors, and how corporates can collaborate and partner with banks to solve the variety of challenges faced in financing trade across the continent.

Moderator: Michael Vrontamitis, Founding Partner, T3i Partner Network

Richard Agbenu, Chief Commercial Officer, Ghana International Bank

Victor Mashoko, Head of Structured Trade Finance & Correspondent Banking, African Export-Import Bank (Afreximbank)

Mosa Tshabalala, Head, Financial Institutions Trade Sales (International), Risk Distribution & Syndications, Absa Corporate & Investment Bank

Rowly Isioro, Head, Trade & Global Transaction Banking, Africa, Access Bank

15.50-16.10 Networking break

16.10-16.45

Commodity finance risk and collateral management: New threats and regulatory developments

Cases of trade finance fraud have made regular commodity industry headlines in recent years, from high profile instances of 'double financing' to trade based money laundering and the funding of shipments of non-existent goods resulting in major losses for industry lenders. Warehouse receipt financing has long been a valued source of liquidity for the commodity sector, however continues to be a target for nefarious actors.

This group of commodity trade financing, compliance and collateral management experts will identify the financial crime and operational risks associated with warehouse receipt financing structures, highlighting the red flags that can help lenders identify possible frauds at the deal origination stage. Perspectives will be offered on the recent adoption of a model law governing warehouse receipts by the UN, its potential to open up new sources of finance for African commodity trade, and how it can further boost fraud prevention.

Moderator: Tedd George, Chief Narrative Officer, Kleos Advisory

Dheerle Govender, Chief Executive Officer, SIS Mauritius

Simon Cook, Partner, Sullivan & Worcester UK

16.45-17.30

Promoting a resilient and sustainable agricultural sector through financial collaboration and tech innovation

The perennial challenge of extending trade finance solutions into the deepest tiers of Africa's agricultural supply chains is only set to become more complex with heightened climate risks, the growth of sustainability regulations associated with climate change and an increased focus on ESG. Technological innovation and collaboration between private and developmental financiers has become critically important in enabling the finance necessary for Africa's agricultural sector to access global trade opportunities. This discussion will consider the risks faced across African agritrade, how

they can be mitigated to enhance financing, and the private sector and developmental finance expertise that can make this happen:

- Utilising agtech to open financing opportunities through enhanced monitoring of crop progress, climate impact and harvest progress to repay loans
- How does the private sector mobilise agtech to enable its integration into the finance value chain at primary production level?
- How the insurance sector can mitigate and manage the unique risks associated with agriculture: What does the future hold for insurance's role in food security and is agtech part of the solution?
- Highlighting the sustainable financing structures facilitating support from and collaboration between foreign trade and development finance institutions (DFIs) and pan-African banks
- Halo effect: To what extent are sustainability credentials key to the involvement of DFIs in the financing of African agri value chains? Which KPIs are implemented and how are they incentivised?

Moderator: Zhann Meyer, Head, Agricultural Commodities, Nedbank

Kenneth Obiajulu, Chief Executive Officer, Agricorp International

Jan Scheurleer, Senior Relationship Manager TCF Africa, Rabobank

Stephen Vlok, Division Head, Structured Programmes, Specialised Agri Solutions

Freddie Tucker, Investment Director, Financial Services Group, British International Investment

17.30

Chair's closing remarks

Followed by evening networking reception

Day Two: Friday 14 March Morning

09.00-09.10

Chair's opening remarks

09.10-09.55

Infrastructure investment as intra-regional trade catalyst: Identifying the growth hotspots

Global demand for Africa's hard commodities has spurred welcome investment in the logistical corridors necessary for extractive industry growth, with enhanced transport and digital infrastructure a potential boon for regional economies and intra-Africa trade growth. From Guinea's Simandou rail project to the Lobito Corridor linking DRC, Zambia and Angola, our opening panel will highlight the industrial infrastructure investments that stand to connect entire regions across the continent, and the opportunity this presents to grow trade volumes under the Africa Continental Free Trade Agreement:

- To what extent are infrastructure developments such as the Lobito Corridor expected to promote trade growth across the wider economies they connect?
- Growth hotspots: Which regions, trade routes and markets are anticipated to benefit from improved transport efficiencies? Are these limited to extractive industry projects?
- Which government policies have been key in promoting these investments? Can and should these be implemented across the wider continent?
- The potential for new digital infrastructure linked to transport modernisation to enhance efficiency, trade digitalisation and the delivery of trade financing
- Owning the networks, understanding the risks: To what extent does the onus fall on African financial institutions to deepen access to trade financing as new intra-Africa trade corridors emerge?

Moderator: Inal Henry, Independent Advisor

John-Martin Ndawula, Vice-President, Trade Finance & FI Lending, Africa Finance Corporation (AFC)

Michael Sudarkasa, Chairman, Africa Business Group
Zaynab Hoosen, Africa Analyst, Pangea-Risk

Thea Fourie, Head of sub-Saharan Africa, Global Insights and Analysis, S&P Global Market Intelligence

Normela Maunick, Interim Chief Risk Officer, Bank One

09.55-10.35

Defining risk: How the insurance market is reacting to greater global unpredictability

With ongoing sovereign debt issues, hard currency shortages and forthcoming elections in Cameroon, Egypt, Tanzania and Côte d'Ivoire combining with increased global geopolitical tension, the need to better assess and mitigate political and credit risks has become a rising priority across the corporate, bank and development finance sectors. Risk managers must also adapt to complex and evolving geopolitical risks, raising questions over the coverage offered by credit and political risk insurance (CPRI) policies. This group of political and credit risk experts will assess the latest risk trends impacting African trade and investment, and how this is impacting the provision of private insurance market support for African transactions:

- Debt distress: Have concerns of sovereign defaults eased? To what extent do delayed payments remain an issue in some markets, and are recent refinancings a cause for concern?
- Identifying potential sources of external economic and commodity shocks, from Middle East conflict to US-China tension, and the potential impact on African economies
- Geopolitical instability breeds economic insecurity: To what extent are risks of further sovereign debt defaults and currency shortages heightened in the current geopolitical environment?
- Distinguishing between political and geopolitical risks from an insurance perspective: Is the interplay between these risks and the coverage CPRI policies provide fully understood by insureds?
- Is CPRI expected to play a greater role in the development finance space in 2025? Does this risk absorbing limited capacity on the continent?
- Insurance market capacity: Are carriers becoming more cautious in their support for credit and political risk transactions? How has the assessment of good and bad risks evolved?

Moderator: Vuyolwethu Dubese, International Moderator & Host

Tom Cary, Director, BPL Global

Isfandiyar Zaman Khan, Lead Specialist, Finance, Competitiveness & Innovation, East Africa, World Bank

Sean Edwards, Chairman, International Trade & Forfeiting Association (ITFA)

10.35-11.00

When things go awry: A practical guide to trade finance claims and recoveries

Notwithstanding world class due diligence and risk management practices, heightened volatility across the regional business environment is manifesting in headwinds such as currency fluctuation and FX shortages, commodity price volatility and supply chain disruptions, leading to a spike in insolvencies, default and non-payment risks. This focused interview will review claims hotspots across SADC and further afield, offering practical guidance on the measures that can be taken to minimise financial losses, from the route to recovery and claims and recovery success factors relating to trade finance non-payment, to the measures that can be utilised to mitigate unpaid contracts.

Stéfan Wolmarans, Country Manager, SADC Region, Recovery Advisers in conversation with **Rupert Cutler**, Director & Principal, Holtarka

11.00-11.45 Networking break

“A great platform to share ideas, network and obtain a good snapshot of where global trade is heading and what role Africa can play in this.”

V Van Veen, SSK

“GTR proves to be a perfect floor for connecting with industry leaders bringing positive impact.”

R Agarwal, A.P. Moller Maersk

“If you are involved in trade with Africa you need to be at this event.”

P Lern, AGTF

“The conference provided an excellent platform to connect with industry leaders.”

D Sawyer, Citi

Day Two: Friday 14 March Afternoon

11.45-11.50

Vodacom Business Saif: Derisking trade finance

This presentation will share an update on Vodacom Business | Haifin, an e& enterprise company from the United Arab Emirates, a recent partnership that is positioned to cater to the sub-Saharan African market, featuring a special announcement on the latest initiative that will address various risks and challenges that banks and financial institutions face in their day to day business activities.

Kevin Odudoh, Executive Head of Department, BFSI Vertical, Vodacom Business, Vodacom
Wissam Massud, Director, International, Haifin

11.50-12.30

Guarding against sanctions evasion: An evolution of complexity and sophistication

Western governments' utilisation of trade restrictions continues to ratchet up, significantly adding to sanctions pressures facing financial institutions, commodity traders and shipping companies, while nefarious actors have demonstrated increasingly agile and sophisticated evasion capabilities. The heightened pace of sanctions deployment is anticipated to continue if not accelerate further, so what can trade lenders and companies do to keep up with this rapidly evolving sanctions landscape?

This group of intelligence, technology and legal experts will pinpoint the latest developments in the field, from the ongoing proliferation and real-time designation of sanctions and a resulting shift in trade corridors, to the deceptive practices being used by those seeking to evade them. Practical insight will be provided on the technology and expertise capable of improving detection, including use cases such as the better determination of ultimate beneficial ownership of counterparties in transactions and monitoring vessel movements.

Moderator: **Laurie Hammond**, Founder, Dealfrow
Eric Orsini, Global Head of Compliance & Regulatory Affairs, Lloyd's List Intelligence
Charles Ike, Vice-President, Financial Markets & Compliance, Pole Star Global

12.30-13.20

Digital traction: The rapidly changing world of trade, finance and payments

From the growing buzz around AI to the steady progress made by industry compliance and alternative trade settlement initiatives and the emergence of digital currency transactions in the trade finance market, this forward thinking discussion will seek to pinpoint the opportunity for digital trade and financing to reach new and underserved recipients, and debate which technologies and solutions stand to make a meaningful impact in the African trade space:

- Africa trade gateway: Reviewing progress made on industry initiatives ranging trade compliance, payments and local currency settlement, and the need for increased commercial bank participation
- To what extent do global regulatory developments related to eBills stand to benefit African trade in the near term? Are immediate benefits more likely to emanate from wider trade ecosystem digitalisation?
- With leading AI use cases in trade including document processing and checking and compliance, what promise does this technology hold for lower tier African trade banks and their SME clients?
- Assessing the opportunities and risks related to stablecoins in trade finance transactions; anticipating the shape of the future regulatory environment

Moderator: **Tedd George**, Chief Narrative Officer, Kleos Advisory

Warren Rogers, Head of Trade Finance, Tether
Rashi Gupta, Group Chief Operating Officer, Onafriq
Raju Singha, Senior Vice-President & Global Product Head, Trade Finance, iColumbus.ai, Intellect Design Arena
Annerose Ngemu, Senior Manager, Digital Business, Global Trade, Afreximbank
Hannes Wessels, General Manager, South Africa, Binance

13.20

Chair's closing remarks

Followed by networking lunch

"An event not to be missed on your calendar for the year."

K Makeleni, SB Connect Africa

"One of the best events to network and reach potential business partners and a great start to factify collaboration between African nations to overcome common problems."

A Bassiouny, Energya Industries

"GTR Africa is the premiere event for industry players to meet and build solid relationships that can monetize in the future."

C Chirwa, Ashcroft and Gray

"Absolutely fantastic conference. Topics were so relevant, the networking opportunities were also really impressive. GTR Africa certainly never disappoints."

O Memeh, World Food Programme

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To qualify, you must be under 25 years old, with less than three years of experience in the trade finance industry. Limited to 2 events per year. 20 passes are available for this event, limited to 1 pass per institution, and cannot be combined with other promotions. Confirm your eligibility by contacting ypp@gtreview.com with your work email address, LinkedIn profile, and age.

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Address

Postcode/Zip

Country

Telephone

Email

Signature

Terms & conditions

1. **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.

2. **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.

3. **All delegates who have not paid** prior to the conference will be denied entry.

4. **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.

5. **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.

6. **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

7. **Non-attendance** to a conference will result in no refund.

8. **In the case of 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.

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

☐ I would like **GTR** to contact me about future events.