

Financing growth
in West Africa's
trade epicentre

EARLY
BOOKING
DISCOUNT
EXPIRES
MARCH 21

GTR WEST AFRICA 2025 LAGOS

#GTRWestAfrica

Lagos, Nigeria
April 24-25, 2025

www.gtreview.com/gtrwestafrica

Lead sponsors





Financing growth in West Africa's trade epicentre

For the last 15 years, GTR West Africa has been hailed as the premier annual gathering for engaging with influential figures in West Africa's trade epicentre, offering exclusive insights into the latest developments and trends for trade, supply chain, infrastructure and export financing markets.

Set to return to Lagos in April 2025 with backing from significant regional players, the conference will once again showcase expertise from over 45 speakers, covering two impactful days of knowledge sharing and networking. Expecting over 400 delegates in attendance representing over 200 local and international companies, GTR West Africa 2025 provides an exceptional platform for forging unique connections and developing new relationships. Don't miss your chance to attend this unparalleled conference alongside the region's traders and their financing partners.

"The event was beautiful and educating."

O Agboke, Sky British International

**Eko Convention Centre – Grand Ballroom
Lagos, Nigeria**

April 24-25, 2025

6 big topics

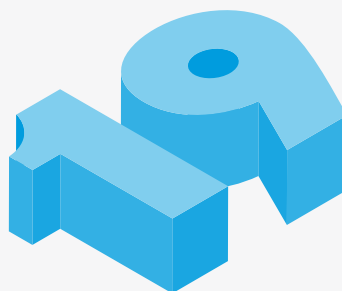
'Trade war 2.0': The reshuffle of influence and opportunity
Boosting the export value chain with working capital
Sustainable investment: Financing social infrastructure
Digitisation for local trade banks: Cutting out costs
Energy sector trade and investment trends
Unlocking African agriculture with innovative finance

Vital statistics in 2024



[Click here to find out more](#)

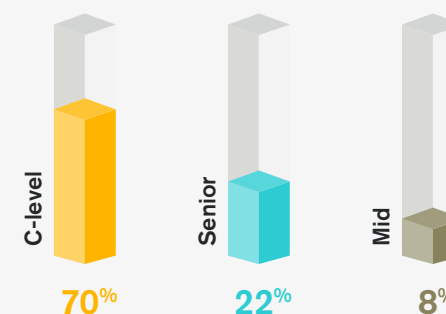
Countries represented in 2024



Attendees by sector in 2024



Job titles represented in 2024



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 3018

SPEAKING

[Click here to email](#)

James Henderson
Senior Marketing Executive
+44 (0)20 8772 3006

MARKETING & MEDIA

[Click here to email](#)

Day One: Thursday 24 April, 2025 Morning

08.00-09.00 Registration and refreshments

09.00

Chair's opening remarks & keynote address

09.10-09.30

Unforeseen consequences of 'trade war 2.0': The reshuffle of influence and opportunity

The Trump administration's rapid deployment of tariffs sent an unequivocal message to the global trading system: The United States is ready and willing to rekindle the trade wars of the previous decade. West Africa, now containing a Brics partner country, has meanwhile experienced growing trade and investment ties with partners in the global South and East.

Our opening keynote will examine the emergence of new inter-regional trade flows, considering the unforeseen potential consequences of 'trade war 2.0': As Africa takes its place in an evolving world order, could US protectionism and expiry of the Africa Growth and Opportunities Act (AGOA) lead to an erosion of US influence on the continent, and will 'alternative' trade blocs hold the greater share of influence and opportunity in the coming years?

Tedd George, Chief Narrative Officer, Kleos Advisory

"GTR is unsurpassed when it comes to topics discussed and networking opportunities for trade finance."

N Zenta, FCMB

"The discussions were rich and insightful giving the real solution to trade finance challenges as collaboration."

C Atanda, Hyde Energy Limited

09.30-10.15

Sustainable by definition: Unleashing finance for social infrastructure investment

Social infrastructure investment is critical to Africa's sustainable economic development, however persistent financial market headwinds and sovereign debt concerns continue to constrain the financing available for sovereign projects. Taking a regional view of infrastructure investment requirements and success stories, this panel will explore innovative financing models, considering the role of multilateral institutions and local governments in creating a more conducive environment for investment:

- Project identification, early stage development and 'bankability': Costs, challenges, and how local FIs and development financiers are helping to accelerate project investments
- Impact investing and sustainable finance: The emerging blended financing opportunity, and the growing recognition of African social projects in promoting the UN Sustainable Development Goals
- Following updates to the OECD rules and the growth of 'untied' export credit agency (ECA) support, is the export credit financing market better positioned to facilitate African projects?
- How markets such as Cote d'Ivoire and Angola have attracted ECA support for infrastructure development; the resulting positive impacts that have benefitted local communities and businesses
- To what extent are Nigerian rule revisions enabling pension fund participation in infrastructure projects considered a success? Can and should this be replicated across other regional economies?

Ama Thompson, Senior Underwriter, African Trade & Investment Development Insurance (ATIDI)

Bowale Odumade Adeoye, Senior Investment Executive, Africa Finance Corporation (AFC)

10.15-11.05 Networking break

11.05-11.55

Ghana, Nigeria and beyond: Assessing trade prospects for West Africa's economic powerhouses

Growing foreign exchange reserves, the recovery of oil production and naira stabilisation point to a more positive outlook for Nigeria following a challenging period of economic reforms. Hope of green shoots across the Ghanaian economy also rose following an orderly general election in late 2024, however its sovereign debt default of 2022 still poses a challenge to those conducting and financing Ghana's international trade. Assessing business and financing conditions across these two regional powerhouses, this discussion will consider topics including:

- Sovereign debt and country risk: Has a rebound been seen in Ghana since formalisation of debt restructuring? To what extent is Nigeria seen to be 'out of the woods'?
- Following multinational companies' divestment from both economies in recent years, which reforms and developments are improving investor sentiment and the financing environment?
- Could 2025 be the year of the 'local corporate giants'? Considering growth prospects in industries such as agriculture, fast moving consumer goods, and energy
- Highlighting challenges related to inventory and currency volatility: Which working capital tools can be utilised to mitigate FX risk? To what extent are these risks softening in Nigeria and Ghana?
- Is trade financing being made available for Nigeria-Ghana flows and what is the outlook for 2025? What can be done to enhance provision outside of the top tier of local banks and corporates?

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

Oluwale Ajiboye, Head of Commercial Finance, Guinness Nigeria

Yinka Ogunnubi, Group Treasury Manager, CFAO; President of the Association of Corporate Treasurers of Nigeria (ACTN)

Oluwaseyi Onanuga, Head, Treasury & Trade Solutions, Rand Merchant Bank Nigeria

Alfred Idialu, Managing Director, Head of International Banking Sales Africa, ODDO BHF

11.55-12.45

Stripping out cost: How digitisation is helping local trade banks to help their clients

The departure of leading commodity trade finance banks from the continent in 2024 again pointed to the harsh realities faced by FIs financing African trade under an ever-increasing regulatory burden. The cost of compliance can render trade finance business unprofitable, particularly where smaller tickets, infrequent deal flows and SME counterparties are involved. Where financing can be secured these costs are often passed onto the end consumer, adding to already severe inflationary pressure. This panel of digital trade experts will review increasing digital adoption across the region's trade finance sector, pinpointing the opportunities and cost savings available to both trade finance banks and borrowers:

- Data drives financing: Highlighting demand for information provision placed on local banks when conducting documentary trade, and the resulting drag on internal resources
- Harvesting efficiencies: How the digital reduction of compliance and documentary processing work can help facilitate deals in seasonal industries such as agriculture
- More approval, less refusal: To what extent can corporates increase their access to trade finance through the digitisation of financing requests? Are additional fees for these capabilities inevitable?
- Bottom line benefits: In an already high-cost trade financing environment, have reductions proven the key driver of digital trade adoption amongst West African banks and traders?
- Advantages of API-enabled ecosystems: Plugging in capabilities ranging supply chain financing, sanctions screening and vessel tracking to boost liquidity and reduce risk

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

Ullas Puntambekar, Director of Global Partnerships, Veefin Solutions

Arjo Haksteen, Global Director, Solution Consulting, Surecomp

12.45-14.15 Networking lunch

Day One: Thursday 24 April, 2025 **Afternoon**

14.15-15.05

Boosting the export value chain with global market access and collaborative working capital

Large commodity traders, private trade finance banks and global development finance institutions (DFIs) are utilising innovative and collaborative pre-export transactions to fuel non-oil exports, with financing being made available deep into African supply chains.

Welcoming some of the leading financial institutions and trading houses operating in the space, this discussion will take a detailed look at how the combination of bank and DFI financing can be structured to boost liquidity for large traders, then filtered down through traders' procurement activities to provide much-needed working capital financing to cooperatives and local buying agents, while opening new global market opportunities to thousands of smallholder farmers across the West African region.

Moderator: Tedd George, Chief Narrative Officer, Kleos Advisory

Amit Bose, Chief Financial Officer, Nigeria, Valency Agro Nigeria

Dheerie Govender, Chief Executive Officer, SIS Mauritius

Segun Anjorin, Head, Corporate Banking Business, Ecobank Nigeria

Leopoldo Sposato, Global Manager, Trade & Supply Chain, International Finance Corporation (IFC)

“The GTR conference provided opportunity for discussions that are really relevant to the trade community.”

I Abdul, Stanbic IBTC Bank

15.05-15.50

The next phase of the global energy transition: Pragmatic investment required?

US withdrawal from the Paris Climate Agreement places the US\$100 billion annual climate finance commitment to developing nations at risk, while Trump's desire for increased oil production to lower prices place West Africa's energy markets in a complex and volatile business climate. Billions in inbound investment into traditional and renewable energy in 2024 must be built upon further: Where are opportunities emerging to sure up the oil and gas sector while scaling renewable generation, and what support is required from the trade and development finance sectors to realise upside potential?

This discussion will review key energy sector developments, from the divestment of international oil companies and indigenous oil companies' progress in maintaining production, to the challenge of infrastructure vandalism in deterring FDI, and the region's opportunity to capitalise on global demand for LNG. Further debate will focus on the pragmatic, strategic physical investments that can realise the greatest economic benefit:

- Is ongoing global volatility considered a risk to inbound capital and financial flows? Does uncertainty present an opportunity for accelerated development?
- Can more be done to create an enabling environment for investments, and what is the outlook for the renewables sector?
- Assessing the role of private / debt financing in enabling the region to exploit its resource wealth, and Africa's trade finance institutions in facilitating sectoral growth
- To what extent can pragmatic investment in the traditional energy sector act as a catalyst for industrialisation? How can economic integration be best achieved?

Moderator: Fola Fagbule, Deputy Director & Head, Financial Advisory, Africa Finance Corporation (AFC)

Ahmad Damcida, Founder & Principal, Foti Technologies

Alain Thierry Mbongue, Acting Regional Chief Operating Officer, Anglophone West Africa, Afreximbank

15.50-16.20 **Networking break**

16.20-17.00

Interview: The West African innovators revolutionising trade

Africa's fintech future hinges on embracing solutions rooted in the continent's informal, fragmented, and hyper-local realities. With the continent's vast nascent economic growth potential, its digital and fintech sectors have welcomed an influx of interest and capital from the global business community. From the African Continental Free Trade Area to the growing use of cryptocurrency for trade settlement, African businesses are poised for a transformation, but the challenges of a fragmented trade ecosystem remain.

Step forward the region's leading trade tech talent, responsible for founding and scaling digital solutions solving the idiosyncratic challenges of the markets they serve. This wide ranging interview, including the leading disruptors in export facilitation and ecommerce, trade logistics, procurement, finance and payments, will share the challenges experienced from start up to scale up, highlight the areas of the trade ecosystem that offer the greatest digitalisation and growth potential, and offer perspectives on the key payments and financing players set to reap rewards as new efficiencies open significant opportunities for B2B commerce within and beyond Africa.

Yele Oyekola, Co-Founder & Chief Executive Officer, Duplo in conversation with **Tedd George**, Chief Narrative Officer, Kleos Advisory

17.00

Close of Day One

Followed by evening networking reception

“It was super interesting to meet local stakeholders in Nigeria. Lots of opportunities were discussed which hopefully will pave the way for new business.”

B Olausson, Elof Hansson International

“Excellently organised with impact and reach.”

D Aribido, IEOM

“Very insightful and a great place to meet like minds interested in trade.”

I Otiike-Odibi, Pack'N'Pay

“A highly recommended event that provides key insights into several industries and opportunities.”

A Ogbimi, Cico Construction Ltd

“GTR West Africa was a great opportunity for us to network with industry experts across West Africa and beyond.”

A Ajadi, AFEX

Day Two: Friday 25 April, 2025

08.00-09.00 Registration and refreshments

09.00-09.30

Chair's opening remarks

09.30-10.00

Case study: The impact of climate and security risks on cocoa supply, pricing and finance

Cocoa prices have skyrocketed due to a multitude of factors, not least the catastrophic impact of inclement weather on recent harvests, combining with the challenges posed to West African producers by illegal gold mining. With the return of La Niña, risks of crop disease and lower yields have persisted into 2025. This in depth analysis will assess the outlook for regional and global supply and demand in the coming year, highlighting the growing impact of climate risk on market dynamics, how chocolate makers and trading houses must invest in building loyal relationships with farmers to ensure supplies, and the effect of reduced yields and higher prices on the financing of this critical cash crop.

Tedd George, Chief Narrative Officer, Kleos Advisory

10.00-10.50

Unlocking Africa's US\$1tn food economy with digital, agritech and innovative financing

Food security and importation has aggravated FX shortages across West Africa, with systemic barriers relating to infrastructure, logistics and finance inhibiting the region's ability to become food self-sufficient. Huge opportunity beckons within and beyond domestic markets for those African economies that can foster efficient agricultural sectors that boast modern harvest infrastructure and value-add capacity. This panel will consider themes including:

Transport and logistics: Which immediate solutions are available to combat post-harvest losses? What is the outlook for improved transport infrastructure across the region?

- Tech enabled credit and insurance: From crop progress monitoring to e-procurement platforms, how far has digitalisation improved financial inclusion and trade finance opportunities?
- Highlighting backward integration case studies and success factors: The key role of collaboration between private sector players, private lenders and development financiers in building capacity
- Assessing the role of concessional finance in funding agriculture sector development and concerns regards the impact of growing global protectionism on global aid volumes

Bamidele Seun Owoola, Founder & Chief Executive Officer, Welcome2Africa International

Timi Oke, Chief Executive, AgroEknor

10.50-11.35 Networking break

11.35-12.10

Interview: The Africa Trade Gateway – a call to action

The Africa Trade Gateway (ATG) initiative encompasses five digital platforms, including customer due diligence solution Mansa, the Pan-African Payment and Settlement System (PAPSS) and e-commerce platform Africa Trade Exchange. With close to 3,000 counterparties now onboarded and trading on ATG's marketplace, requests for quote (RFQs) from buyers within the platform have surpassed US\$2bn.

Following huge progress since its launch, the focus is now switching to onboarding the commercial banks that can multiply the ATG's market depth exponentially, while providing the financing support critical to facilitating prospective trade growth. This informal interview will provide a detailed overview of the various components and capabilities of the ATG, share the outlook for further counterparty onboarding, and highlight the new participants required to continue the growth of this exciting initiative.

Obinna Ejimofe, Senior Manager, Digital Market Solutions, Global Trade Bank, Afreximbank *in conversation with* **Tedd George**, Chief Narrative Officer, Kleos Advisory

12.10-13.00

The demographic dividend and the 'Africa gap': Stepping up to boost small business growth

Africa, and Nigeria in particular, holds tremendous economic potential by virtue of a young and rapidly growing population, and the drive and ingenuity emanating from the small businesses they create. The coming decade promises a critical juncture where this demographic dividend can be brought to bear for economic diversification and growth, with B2B trade a fundamental requisite. However, the challenge of financing SME business is yet to be overcome. This forward-thinking panel will assess what can be done by small business leaders and the trade finance market at large to capitalise on what could be a period of transformational, SME-driven economic development for the continent:

- Highlighting the investment and financing required when transitioning from small business to small-and-growing business (SGBs), and challenges around lack of cash and collateral
- To what extent does a financing opportunity gap persist in the 'missing middle' inhabited by these key drivers of growth?
- Are sufficient FX risk management tools available to the small businesses that need them? Which strategies can be adopted by business owners trading in multiple currencies?
- Has trade finance digitisation gained sufficient traction in the SME segment? Does this suggest it can make a meaningful dent in the Africa gap? What of the capabilities of open finance platforms?
- To what extent are attitudes towards equality of opportunity evolving across the youth population? What more can be done by the trade sector to ensure youth and women-led businesses are given the tools needed to thrive?

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

Biodun Ariyo, Group Head, Large Corporate & Structured Finance, Providus Bank

Nwamaka Ofili-Ikpe, Head Trader, Tinkerandbell

Biola Alabi, Non-Executive Board Director, Unilever Nigeria; General Partner, Acasia Ventures

13.00

Close of conference

Followed by networking lunch

“Enjoyed the global perspectives and radical mix of speakers and presenters. In addition to the economic goal of GTR, global unity is being promised.”

S Adoloro, African Centre for Supply Chain

“The event was a great one that does not only expose the challenges of trade in the region but also provides solutions that are capable of changing the normalities if duly implemented.”

G Olorunda, United Bank of Africa

PLATINUM SPONSORS



GOLD SPONSORS



SILVER SPONSORS



CO-SPONSORS



INSTITUTIONAL PARTNERS



GTR WEST AFRICA 2025 LAGOS

Ways to register

Or:

Email: events@gtreview.com

Web: www.gtreview.com/gtrwestafrica

Phone: +44 (0)20 8673 9666

An invoice will be issued to the email address provided, payment can be made via a bank transfer or credit card, a payment link will be provided.

Pricing details

Corporate rate US\$499 + 7.5% VAT* ☐

Corporate rate passes are available for non-financial companies only, and applies to exporters, importers, distributors, manufacturers, traders and producers of physical goods and products.

Standard rate US\$1,799 + 7.5% VAT* ☐

Standard rate passes are for all bookings that do not qualify for the corporate rate. This applies to financial institutions, consultants, lawyers, insurance brokers and all other financial service providers.

Young Professionals Pass – Limited free tickets available

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. 10 passes are available for this event for those who work within the industry, limited to 1 pass per institution, and cannot be combined with other promotions. One pass is available for this event to those studying a relevant educational/University course. Confirm your eligibility by contacting ypp@gtreview.com with your LinkedIn profile and age.

Early booking discount expires March 21, 2025

15% Multi-booking discount available

For multiple bookings please email events@gtreview.com

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.

Add a GTR subscription

Save over 10% on an online subscription

1-year online-only subscription

US\$350 ☐

Delegate information

For multiple bookings please email events@gtreview.com

First name

Last name

Job title

Department

Organisation

Address

Postcode/Zip

Country

Telephone

Email

Signature

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 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.