

Promoting sustainable  
economic growth  
through trade

# GTR EAST AFRICA 2024 **NAIROBI**



#GTREastAfrica

Mövenpick Hotel & Residences, Nairobi, Kenya  
May 21-22, 2024

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# GTR EAST AFRICA 2024 NAIROBI



Promoting sustainable economic growth through trade

GTR East Africa returns to Nairobi, Kenya on May 21-22, once again providing the premier platform for essential discussion on the region's trade, commodity, and infrastructure financing markets.

Supported by leading trade and financial institutions and with over 50 expert speakers covering critical market insights ranging sovereign debt sustainability to FX market challenges and food security, delegates will benefit from the unique opportunity to connect with industry leaders representing a diverse range of companies, as well as unrivalled perspectives on the key issues affecting trade in East Africa.

Don't miss out on this invaluable opportunity to stay ahead of the curve and make meaningful connections across this thriving trade ecosystem. Register now to secure your place at GTR East Africa 2024.

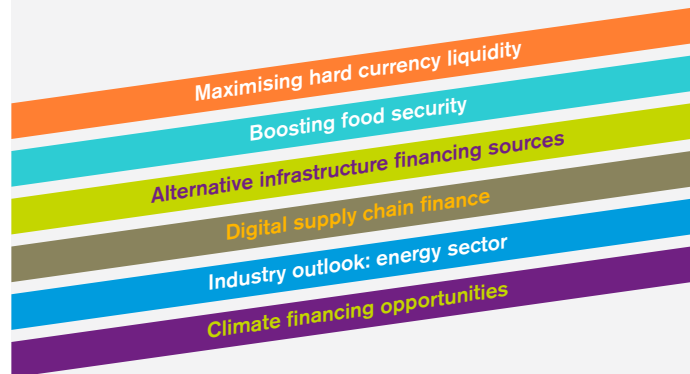
**"The event is excellent with very relevant topics and insights."**

W Karanja, NCBA Group

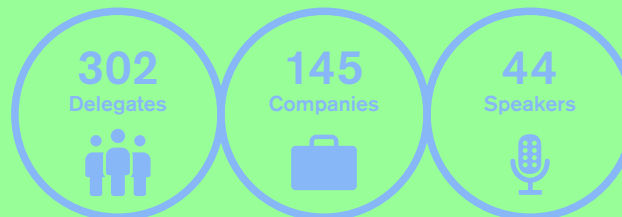
Mövenpick Hotel & Residences – Almasi Ballroom  
Nairobi, Kenya

May 21-22, 2024

## 6 big topics



## Vital statistics in 2023

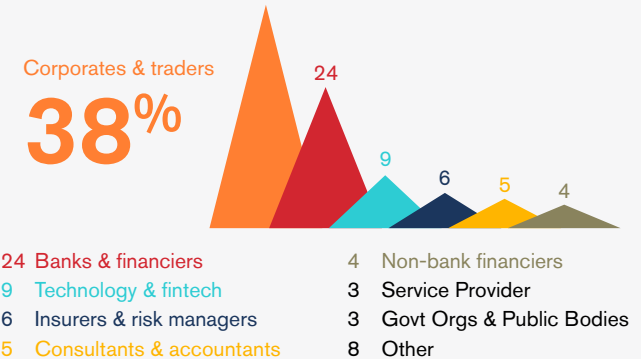


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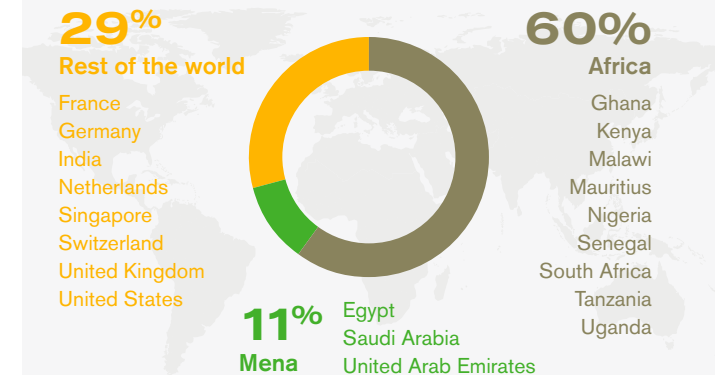
## Countries represented in 2023



## Attendees by sector in 2023



## Attendance by region in 2023



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## Day One: Tuesday 21 May Morning

08.00-09.00 Registration and refreshments

09.00-09.20

### Chair's opening remarks

**Nazanine Moshiri**, Senior Analyst, Climate, Environment & Conflict, Africa, International Crisis Group

09.20-09.50

### Keynote: Is East Africa's time now?

After years of economic pressures and sovereign debt concerns, the East African economy is riding a wave of optimism and opportunity in trade finance and infrastructure investment. This keynote overview of the region will explore themes including:

- Has Kenya's economy turned a corner and will reforms be sufficient to avoid further fiscal pressures?
- Is Tanzania's investment potential sustainable even after the next electoral cycle?
- What are the prospects for peace and debt restructuring in Ethiopia?
- Is Uganda steering towards inevitable default? And will Rwanda's investment potential hold up?

**Robert Besseling**, Chief Executive Officer & Founder, Pangea-Risk

**“Brilliant networking experience. Tons of knowledge imported from the African region in trade matters.”**

**K Bid**, Victoria Commercial Bank

**“The conference was extremely insightful and an innovative experience to connect with individuals from different parts of the world and different financial and global networks.”**

**B Mehta**, Thames Electricians

09.50-10.35

### The butterfly effect: Equipping trade to thrive in a volatile environment

Regional economies find themselves subject to an evolving and highly unpredictable set of external influences, from the impact of sovereign debt sustainability concerns, FX volatility and inflationary pressures, an expanding raft of ESG regulations and the associated climate financing priorities, to the Red Sea crisis, ongoing supply chain disruption, and multipolar global geopolitics.

Our opening panel will seek to clarify the primary trends, risks and bright spots related to economic development and trade growth across the region, sharing perspectives on the initiatives that can open trade growth and financing opportunities, bolstering the resilience of crucial industry sectors and companies of all sizes:

- Red Sea Crisis: Have international supply lines proven more agile in response? How are trade and logistics sectors responding?
- Sovereign debt, FX and inflationary pressure: To what extent are regional economies able to withstand further external shocks? What can be done to bolster trade sector resilience?
- Beyond renewables: Are climate financing opportunities increasingly emerging across other industries? Where can the greatest positive impact be achieved in an East African context?

**Moderator:** **Nazanine Moshiri**, Senior Analyst, Climate, Environment & Conflict, Africa, International Crisis Group

**Allen Asimwe**, Chief Programme Officer & Deputy CEO, TradeMark Africa

**Beverly Ochieng**, Senior Digital Journalist & Africa Specialist, BBC Monitoring

**Felister Kivisi**, Senior Advisor, Sovereign Finance & Debt Management, TDB

10.35-11.25 Networking break

**“The event was very insightful on how the global trend is changing and the various effects on businesses due to different issues around the world.”**

**R Devani**, Ramji Haribhai Devani

11.25-12.10

### Addressing hard currency liquidity challenges: Is trade finance up to the task?

Dollar shortages continue to drag on East Africa's financial sector; even those markets that have fared recent crises well such as Tanzania have experienced constricted supply in recent months. MSMEs continue to feel the effects most acutely, with anticipated increase of regulatory fees on banks and microfinance institutions across Kenya set to compound the disadvantages African trade finance already faces due to global financial regulation. What can be done to ensure critical liquidity continues to flow into local banking and corporate sectors, and is trade finance up to the task?

Our panel of financing and tech experts will offer their take on the root causes of these shortages across the region, and how these feed into trade financing challenges faced at industry and company level. Debate will explore the need for – and challenges to – international bank and development finance support for local financiers and corporates, and how both local and international players can best adapt to a hardened trade finance environment: Do foreign risk off-takers' and lenders' expectations fail to take the realities of African trade sufficiently into account, and to what extent is their ability to do so constrained? Which practical steps can local institutions and companies take to maximise the trade finance liquidity available to them?

**Moderator:** **Simon Cook**, Partner, Sullivan & Worcester UK

**Grace Murage**, Regional Head, Financial Institutions, East & Southern Africa, Rand Merchant Bank

**Duarte Pedreira**, Head of Trade Finance, Crown Agents Bank; Board Member, ITFA

12.10-12.30

### Empowering local banks to deliver sustainable economic growth

With the causes of Africa's growing trade finance gap now well established the leading minds on the continent have turned to practical, scalable solutions capable of addressing a problem that is hugely detrimental to prospects for Africa's SDG-aligned economic diversification and growth. This informal interview will highlight the critical role of local banking sectors in providing trade finance to the African SMEs that will ultimately drive that growth, sharing practical insight on a ground-breaking deal structure that holds the potential to transform local institutions' capacity to support their SME clients.

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

12.30-13.15

### The critical need for enhanced collaboration and innovation to tackle food insecurity

Set against a geopolitical landscape that already poses a severe food security issue to the continent, El Niño is expected to further compound an acute challenge. Humanitarian initiatives have established agricultural supply chains capable of mitigating the worst effects, while the private agribusiness and finance sectors continue to build climate resilience into agri value chains through the deployment of innovative technology. This discussion will consider the primary climate risks faced across Africa's agribusiness sector, how they can be mitigated to enhance financing, and how private sector expertise can be leveraged to combat humanitarian crises on the continent: Which innovative business models, financing structures and risk mitigation tools are driving efficiency and resilience? Where could deeper collaboration further improve African food security, and how can private agribusiness and finance sector participation be blended into food security initiatives?

**Moderator:** **Zhann Meyer**, Head, Agricultural Commodities, Nedbank

**Florian Wicht**, Regional Lead, Trade & Supply Chain Finance, Africa, International Finance Corporation (IFC)

**Wouter Kool**, General Manager, Kenya, Rabobank

**Abhishek Jain**, Group Chief Risk Officer, ETG

**Lauren Landis**, Representative & Country Director for Kenya, UN World Food Programme

13.15-14.30 Networking lunch

Day One: Tuesday 21 May **Afternoon**

14.30-15.00

**Solution showcase: What an end-to-end digital lending and SCF solution looks like**

Supply chain finance is on the rise in East Africa; with banks and corporates alike bridging access to financing for small businesses through SCF structures, the need for digitisation has never been more pressing. Digital systems with rigid workflows and non-SCF loan management systems lead to lost opportunities.

This session will showcase an end-to-end product stack that seamlessly digitises onboarding, multi-facility underwriting using a low-code platform, and SCF loan management, allowing lenders to rely on a single technology provider for an out-of-the-box solution. It will also highlight how having the right technology partner armed with the correct domain expertise can help Kenyan and regional FIs gain an edge over the competition.

[Sreejith Nair](#), Director, Growth Strategy, [Veeva Solutions](#)

15.00-15.50

**Chasing the tail: Supply chain finance and the search for network effect**

While uptake of supply chain financing (SCF) remains nascent across Africa in comparison to more established SCF markets globally, a core of banks, financing and technology providers continue to pursue the critical mass that holds transformational potential for African trade, and in particular the financing of those SME suppliers in the 'long tail' of the supply chain. Assessing the barriers to adoption of this financing tool and associated technologies across the region, this discussion will consider the regulatory environment as relates to both financing and data, tackling the issue of mistrust around data sharing and misconceptions of data insecurity. Further conversation will highlight the role of digital SCF platforms in enabling a diversified liquidity pool to participate in supplier finance programmes and reduce frictions encountered in the on-boarding process, debating how true network effect can be achieved across East Africa's SCF space: the buy-in of large corporate buyers is a necessity to get programmes off the ground, but to what extent does supplier onboarding present the toughest challenge?

[Oluwole Ajiboye](#), Treasury Manager, Operations & Payments, Guinness Nigeria

[Allan Musona](#), Founder & Executive Chairman, RaindeW Trade

[Hillary Oonge](#), Chief Financial Officer, Pezesh

[Amine Dahmani](#), Director, Trade Finance, Wasoko

[Patrick Makau](#), Executive Principal, Head of Trade & Working Capital, Kenya & East Africa, Standard Chartered

15.50-16.20 **Networking break**

16.20-17.10

**The role of the local insurance market in enhancing sovereign and infrastructure financing**

International bond markets remain a challenging space for Africa's sovereign borrowers, with Kenya's commitment to repurchasing as much as \$1.44 billion of bonds in 2024 through the issuance of a double digit yield Eurobond earlier this year a clear indication. With this primary source of infrastructure financing currently beyond the reach of many sovereigns, demand looks set to outstrip supply.

How can the local insurance market play a role in filling these gaps? This expert group will assess the extent to which this sector can meet infrastructure financing demand across the region, identifying where gaps are likely to remain, and the potential of DFI support and local currency transactions to maintain the project pipeline.

- Updating on sovereign debt sustainability concerns, restructurings and prospects for bond issuance across the continent
- Appetite and capacity: Are sovereigns competing for the remainder of region or country limits? Are banks becoming more selective, and which characteristics make projects bankable?
- Highlighting DFI support success stories, and the growth of local currency financing
- Closing debate: Are ESG requirements pushing the search for infrastructure finance Eastwards? Is Chinese support for these deals still there?

[Genevieve Ahinful](#), Head of Political Risk & Trade Credit, Africa Specialty Risks

[Surabhi Visser](#), Chief Investment Officer, GuarantCo

[Phanice Mokuu](#), Trade Specialist, Stanbic Bank Kenya

17.10

**Close of Day One**

**Followed by evening networking reception**

**“Excellent forum to share views and experiences in trade and finance. Created good opportunities to improve business worldwide.”**

**S Ekeidi**, AfDB

**“Great event to learn about the latest trends in trade and technology! Opportunity to discuss with various experts that can advise on practical solutions. Great opportunity for networking, thank you GTR team!”**

**B Meijde**, Flame Tree Group

**“It was a wonderful culmination of ideas from all the players in the trade finance industry. A good opportunity to network and grow!”**

**P Ochango**, Dentons Hamilton Harrison & Mathews

**“The delegate experience was phenomenal; the speakers were knowledgeable and elegant, and the moderators were brilliant at their job.”**

**M Mutua**, Eden Management Consultants

## Day Two: Wednesday 22 May

09.00-09.20

**Chair's opening remarks**

09.20-10.05

### Early payment as growth driver: Releasing working capital trapped in trade receivables

The South African market displays the growth potential of factoring, or trade receivables discounting, being home to the vast majority of a market estimated at over US\$40bn across Africa. This poses the question of an opportunity missed across the rest of the continent: nascent factoring markets such as those in East Africa are poised to transform financing availability, particularly for SMEs. Kicking off our day 2 agenda's focus on deal structuring and practical trade financing knowledge, this informal interview will assess the opportunity to encourage new and potentially cheaper trade liquidity into East African markets through receivables financing structures and factoring intermediaries, gauging challenges linked to digitisation and data sharing, and offering insight on how the participation of investors, lenders and smaller companies can be maximised to support trade growth across the region.

**Moderator:** Nassourou Aminou, Regional Manager, Africa, FCI

**Arnaud Levasseur**, Team leader, Global Trade Solutions, Corporate and Institutional Banking SBU, Mauritius Commercial Bank

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

10.05-10.35

### Case study: Supporting the trade value chain with distributor financing

Distributor financing has become an increasingly crucial tool for promoting sales growth while maintaining a balance between the working capital optimisation needs of the manufacturer and agreeable payment terms for the distributor. This case study will offer first-hand experiences and insight on the benefits provided throughout the trade value chain by innovative distributor financing programmes.

10.35-11.00

### Case study: Managing financial risk in a volatile FX market

Notwithstanding early year gains resulting from sovereign Eurobond issuance, Kenyan Shilling performance remains a concern for investors and businesses alike, setting a new record in 2023 after 60 consecutive days of decline. The level of currency volatility still being experienced is affecting financial year results, with some Kenyan firms reporting forex losses. This case study session, provided by one of the region's leading Corporate Treasury experts, will offer tips on how to successfully navigate ongoing volatility in the FX environment.

11.00-11.40 **Networking break**

11.40-12.25

### Industry outlook: A return to private market solutions in the energy sector

With the Kenyan government signalling intent to exit the G2G oil supply deal agreed with three national oil exporters from the Persian Gulf the region's importers and suppliers must once again pivot to maintain the flow of trade in this critical commodity. Sharing first hand experiences from marketers and financiers, this discussion will review the impact of the G2G deal on business operations, highlighting the supply chain and trade financing priorities taking shape in anticipation of a return to private market solutions in Kenya's energy sector.

**Carol Kihuna**, Senior Trade Product Manager, Treasury & Trade Solutions, Citi

**Manasseh Otieno**, Managing Director, Jaguar Petroleum

12.25-13.10

### Building resilience: The call for crisis-proof financing solutions and crisis-ready leaders

Considering expectations for the impact of macroeconomic and geopolitical influences on trade and financing flows in the near-term, this panel of business leaders will share insight on how they are helping their organisations prepare for immediate and long-term challenges, from maximising financing opportunities and optimising working capital in a hardened market environment and the key use-cases for new technologies such as generative AI in their respective industry verticals, to opportunities and challenges around the energy transition and the need to build climate resilience into trade operations, as well as the crucial importance of fostering diversity throughout the workforce and wider trade sector.

13.10

**Close of conference**

**Followed by networking lunch**

**“Great insights into the challenges and solutions to solve our problems in Africa as a supply chain is extremely important.”**

**S Noubi**, Safaricom

**“The best forum for discussing matters on trade and global economy.”**

**C Osonga**, Victoria Commercial Bank

**“A revolutionary experience made available to trade finance professionals and players.”**

**L Kiruja**, Bank of Africa, Kenya

**“Provides local businesses with lots of information on trade financing options available.”**

**Q L'ombaka**, Techwin

**“A great opportunity to learn about the latest trends and network with attendees.”**

**R Agarwal**, GiveDirectly

**“Very informative and excellent speakers who are knowledgeable in their areas of specialisation.”**

**S Nambiro**, KCB Bank

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