

West Africa Trade & Commodity Finance Conference

June 26-27, 2012 • Accra, Ghana • Mövenpick Ambassador Hotel

4^{ème} conférence annuelle sur le financement du commerce et des matières premières en Afrique occidentale

26 & 27 juin 2012 • Accra, Ghana • Mövenpick Ambassador Hotel



English / French simultaneous translation

Traduction simultanée anglais/français

NEW NETWORKING WEBSITE!
Contact fellow delegates before the conference

PLATINUM SPONSOR



GOLD SPONSORS



DRINKS RECEPTION SPONSOR



SILVER SPONSORS



CO-SPONSORS





4th Annual

West Africa Trade & Commodity Finance Conference

Exporta are delighted to announce that the 4th Annual West Africa Trade & Commodity Finance Conference will be moving from its London base to Accra, Ghana, for 2012. The event has gained immense support over previous years and will now act as the central meeting point for the regional and international trade finance community in a new local setting.

As the ascendancy of Africa continues to ignite interest from all corners of the world, primarily due to rising global commodity demands, the conference is ideally positioned to explore key issues affecting trade flows and bring together the main protagonists to discuss the extensive opportunities and challenges the region holds.

Key decision makers from the region's major corporate and financial organisations will take part in panel discussions and give their expert opinion through individual presentations while all the time encouraging delegates to join the debate and interact with speakers.

As with all Exporta events, networking is at the heart of the conference. Over 250+ delegates are expected to attend, making this an event not to be missed for anyone doing business in West Africa, as extended networking breaks, relaxed lunches and informal drinks receptions make this the ideal place to make new business contacts.

Among the topics to be discussed:

- Is West Africa still the global deal hotspot for traders?
- Trade in West Africa: Hoping for the best and preparing for the worst
- Analysing the impact of government risk on African financial institutions
- Developing the full cycle of cocoa production in West Africa
- Helping alleviate risk with trade credit and political risk insurance
- The development of the West Africa oil and gas industry
- Exploring Francophone West Africa
- What role does Asia have to play in the future of West Africa?
- Profiling opportunities within Angola
- Examining the latest trends within the syndicated loan market
- Logistics: What can be done to increase intra-African trade?
- What best practices should exporters undertake in collateral management?
- How will Basel III affect a client's cost of borrowing and access to cash?
- Is the scene set for export finance to realise its full potential in West Africa?

Who should attend?

- Local and international banks
- Multinationals and SMEs
- Independent financiers
- Commodity brokers and traders
- Insurance brokers and underwriters
- Export credit agencies
- Lawyers and consultants
- Solution providers
- Multilaterals
- Market analysts and policy advisors

There will be a special reception following the event where all delegates can continue the day's discussions and engage in further dialogue in a more informal setting.



Venue details

Date: June 26-27, 2012
Venue: Mövenpick Ambassador Hotel
 Independence Avenue, Ridge
 PMB CT 343
 Accra
 Ghana

Tel: +233 302 665 588
Fax: +233 302 665 589
Web: www.moevenpick-accra.com

Evening networking reception

Date: June 26, 2012
Time: 17.30



Accommodation

Delegates are responsible for the arrangement and payment of their own travel and accommodation. Upon registering to attend this event, Exporta will inform you of how to book accommodation at Mövenpick Ambassador Hotel.

Can't make the conference?

You may purchase the conference delegate pack, comprising all speaker presentations and bios in both hard copy and online formats. To order the conference documentation please complete and return the attached registration form.

Exhibition & sponsorship opportunities

If you are interested in sponsoring or exhibiting at this event, please contact Tom Whitehead on +44 (0)20 8673 9666 or twhitehead@exportagroup.com

New networking website

At Exporta, we pride ourselves on keeping you connected with your community and increasing your networking opportunities at our events.

Exporta have launched a networking website which will give registered delegates access to fellow attendees two weeks before the conference commences.



As a registered attendee, you will be sent a username and password two weeks prior to the conference. This will enable you to contact other confirmed delegates, making it easier to organise those crucial meetings.



Join the discussion on Twitter before, during and after the event with our official conference hashtag: #EXWA



Join the 'Exporta Trade Finance Forum' on LinkedIn for post-conference discussion, news & competitions.

About us



Through our market-leading magazines – Global Trade Review (**GTR**) and EMEA Finance – Exporta provides essential news and analysis for corporates, bankers, lawyers and insurers working in sectors such as trade and commodity finance, ECA finance, capital markets, syndicated loans and bonds.

Exporta's conferences offer unrivalled content for the financial markets, with focused panel discussions, high-quality presentations and a host of well-regarded speakers.

For more information, head to www.exportagroup.com



GTR is the world's leading international trade finance magazine, read by and featuring the market's key banks, credit insurers, corporates, traders, law firms, brokers and consultants.

Published six times a year, and with an editorial board that reads like a 'who's who' of leading players in the market, **GTR** provides timely and in-depth news, leads and analysis on the global emerging markets trade finance, export finance and risk markets. The magazine aims to act as the accepted premier forum for the trade finance market.

For more information, head to www.gtreview.com



Europe • Middle East • Africa

EMEA Finance is the only magazine dedicated exclusively to the financial markets across Emerging Europe, the Middle East and Africa.

Published six times a year, each issue focuses on companies and financiers ready to face the many opportunities and challenges in these dynamic markets. Our regular news sections, profiles, features and country reports cover debt and equity markets, dealmaking, project finance and transactional banking.

For more information, head to www.emeafinance.com



Global Trade & Transaction Banking is one of the core focus areas for Corbel Group and is delivered by GTS – Global Trade Search, a joint venture between Healy Hunt and Exporta **GTR**, the leader in events and publishing for the trade, commodity and export finance sectors.

GTS is a specialist search practice which works across Global Trade & Transaction Banking in a range of product areas including structured trade and commodity finance, ECA, supply chain finance, cash management, political risk insurance and legal services.

We have a patient and enduring approach to all mandates with a highly targeted search mentality. It is an approach that has earned us many long standing partnerships with our clients.

For more information, head to www.gtssearch.com

View previous conference highlights online

Start your QR scanner and point it to the **QR code** on the right, or visit www.exportagroup.com





Agenda: June 26, 2012

08.00 Registration and refreshments

09.00 Chairman's opening remarks

Joe Mensah, Chief Executive Officer, Ghana International Bank

09.10 Keynote: What impact can West Africa have on the global economy?

Millison Narh, Deputy Governor, Central Bank of Ghana

- The facts and figures: Profiling trade flows and growth expectations
- How has Africa responded to global economic challenges?
- How attractive is the market compared with other emerging markets?
- Future challenges: Is the biggest threat to African growth internal or external?

09.35 Panel discussion: Is West Africa still the global deal hotspot for traders?

Moderator: Jorim Schraven, Manager, Financial Institutions Africa, FMO
Emeka Uzomba, Head of Treasury & Correspondent Banking, Diamond Bank

Vernon Darko, President, Equipxp

Bikash Prasad, General Manager, Finance & Regional Finance Head for West Africa, Olam International

Sameer Gupta, Financial Director, Ghana & Area Finance Controller, West African Operations, Stallion Group

- What affect has the eurozone had on the region? And to what extent has this impacted on traders?
- Which commodities are currently creating the greatest opportunities in the market?
- Liquidity challenge: How easy is it to find the right kind of financing at the right price?
- How are fluctuating commodity prices affecting both intra-regional and external trade?
- Analysing the impact of a changing political landscape in the region

10.30 Networking break

11.15 Analysing the impact of government risk on African financial institutions

Jorim Schraven, Manager, Financial Institutions Africa, FMO

- How are African financial institutions exposed to Government risk?
- What is the impact of sovereign default on financial institutions and trade finance?
- How can foreign and local financial institutions mitigate this risk?

11.40 Sub-Saharan corporate and structured trade finance solutions: The Nigerian experience

Victor Ezenwoko, Executive Director, Regional Businesses, Diamond Bank

- Analysing the role and importance of Nigeria in the wider West Africa region
- What are the most popular models for structured trade financing?
- How does Nigeria's commodities export base and reliance on imports affect trade finance?
- To what extent is Nigeria a high risk market for financiers and corporates?

12.05 Panel discussion: Trade in West Africa: Hoping for the best and preparing for the worst

Moderator: Shannon Manders, Deputy Editor & Supplements Editor, Global Trade Review (GTR)

Richard Agbenu, Head of Corporate Finance & Structured Trade, Ghana International Bank

Zhann Meyer, Head Africa Business, Global Commodity Finance, Nedbank Capital

Rupert Cutler, Managing Director, Financial and Political Risk, Newman Martin & Buchan

Craig Polkinghorne, Global Head & Director, Structured Trade & Commodity Finance, Standard Bank

Nisrin Hala, Manager & Vice-President, Sumitomo Mitsui Banking Corporation

- Measuring the affect of the continued eurozone difficulties on regional trade and commodity finance
- Discussing the availability of finance: Are banks lending?
- Profiling collaborations between regional and global financial institutions
- Which countries and sectors are generating the most commodity deals?
- Which financial institutions are taking on the risk and financing deals?
- How successful is the flow of goods between the Anglophone and Francophone countries in the region?

13.00 Lunch

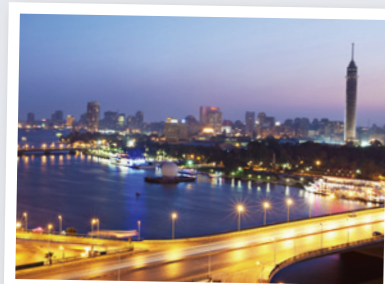
14.30 Choose between Stream A and Stream B

UPCOMING EVENTS

Asia Trade Finance Week
September 3-5, 2012
Singapore



West Coast Trade & Export Finance Conference
September 18, 2012
San Francisco, USA



5th Annual Egypt Trade & Export Finance Conference
October 10, 2012
Cairo, Egypt

2nd Annual Indonesia Trade & Commodity Finance Conference
w/c October 29, 2012
Jakarta, Indonesia





STREAM A: 14.30 - 17.30

Commodity market focus

Chairman: Joe Mensah, Chief Executive Officer, Ghana International Bank

14.30 Exploring the Ghanaian cocoa sector and structured syndications

Anthony Fofie, Chief Executive Officer, Ghana Cocoa Board

- Outlining the factors contributing to the success of the West African cocoa sector
- How are centralised platforms aiding the growth of local producers?
- What financing and support facilities are available for regional producers?
- Exploring the financing facilities of Ghana Cocomod's annual PXF and syndication deals

15.00 Panel discussion: Developing the full cycle of cocoa production in West Africa

Moderator: Rosalind Kudoadzi, Partner, Head of Business & Industry, Bentsi-Enchill, Letsa & Ankomah

Okey Oramah, Executive Vice-President, Afreximbank

Victor Ezenwoko, Executive Director, Regional Businesses, Diamond Bank

Christophe Bourges, Head of Commodity & Structured Trade Finance, HSBC

- Profiling the current set-up of the wider West African cocoa industry
- How can the region increase financial returns from such large scale production?
- What are the challenges of implementing a full cycle process from production to finished product?
- Considering the effect of fluctuating global commodity prices on export levels
- Are the biggest challenges to the region's cocoa industry internal or external?

15.50 Networking break

16.15 How is the West Africa oil and gas industry likely to develop in light of escalating global demands?

Rolake Akinkugbe, Head, Energy Research, Ecobank

- Assessing the impact of the global financial climate on West Africa's oil and gas industry and producers
- Tracking the oil and gas prospects and potential of other West African producers
- How will the infrastructure challenge impact the regional oil trade and regional exports?
- Implications of recent downstream energy reforms for the oil financing business and oil trade
- The future importance of gas in the region's energy mix

16.40 Panel discussion: How is the region financing and increasing the growth of the wider energy sector?

Moderator: Taiwo Adeniji, Director & Head, Financial Institutions & Advisory Services, Africa Finance Corporation (AFC)

Kojo Bentsi-Enchill, Senior Partner & Head of Energy & Natural Resources, Bentsi-Enchill, Letsa & Ankomah

Adam Rowe, Executive Director, Head of Trade & Commodity Finance, Energy, Rabobank

- Choosing the product: Analysing the popularity of structured financing
- Analysing international energy prices and the significance for the region
- What do other West African countries have to offer in terms of production potential?
- How does energy financing differ from one country to another within the region?

17.30 Close of Day One followed by evening networking reception

STREAM B: 14.30 - 17.30

Exploring Francophone West Africa, syndications and PFX agreements

Chairman: Pamela Green, Director, Syndications, Standard Chartered Bank

14.30 Panel discussion: How is Francophone West Africa financing trade?

Moderator: Edward George, Head of Soft Commodities Research, Ecobank

Arnaud Preney, Senior Sales Manager, Commodity & Structured Trade Finance, Soft Commodities, HSBC

Anne-Marie Woolley, Director & Head of Trade Finance, Africa, Standard Bank

Jaures Aka Yao Okou, Director, Trade West Africa Consulting

- The role of Francophone countries in West Africa
- Assessing the liquidity levels and risk appetite of local banks for trade finance
- Measuring the impact and effect of volatile global markets on regional trade
- What are the main characteristics that differentiate and join Francophone and Anglophone trade?
- What needs to be done to increase intra-regional trade? And how easy is this?

15.20 Moving goods to and from Francophone countries

Pramod Bagalwadi, Country Manager & Chief Executive Officer, DHL Global Forwarding

- Landlocked: Using logistics to increase trade through sea ports
- Which industries would benefit most from the integration of local regulations?
- Internal or external: Where will infrastructure investment come from?
- Navigating tariffs and best practices in cross-border goods movement

15.50 Networking break

16.15 Examining the latest trends within the syndicated loan market

Pamela Green, Director, Syndications, Standard Chartered Bank

- In what ways are current market conditions affecting investor liquidity?
- Which institutions are lending and which have exited the marketplace?
- What kind of finance structures can be syndicated?
- Considering success factors for emerging market financing

16.50 Assessing the impact of PFX agreements on international commodity finance markets

Mike Johnstone, Director, Loan Market Association (LMA)

- What authority does the LMA have for introducing documentation?
- What is the benefit of introducing a standard pre-export finance document?
- Outlining the key issues addressed by the new document
- How easy would it be to implement this kind of standardisation tool in West Africa?

17.30 Close of Day One followed by evening networking reception



Agenda: June 27, 2012

08.00 Registration and refreshments

08.55 Choose between **Stream A** and **Stream B**

STREAM A: 08.55 - 11.00

Examining external factors influencing the region

08.55 Chairman's opening remarks

Anne-Marie Woolley, Director & Head of Trade Finance, Africa, Standard Bank

09.00 Panel discussion: Can the region's commodity exports keep up with demand?

Moderator: Adam Rowe, Executive Director, Head of Trade & Commodity Finance, Energy, Rabobank

Edward George, Head of Soft Commodities Research, Ecobank

Cherno Jallow, Chief Executive Officer, Federation of West Africa Chambers of Commerce

Joana Bannerman, Assistant General Manager, Guaranty Trust Bank Ghana

Adekola Ali, Managing Director & Chief Executive Officer, Union Bank UK

- Is there capacity and desire in the market to support both soft and hard commodity exports in equal measure?
- Analysing the current state of inflation and impact this has on commodity prices
- How is the region managing agricultural price and production risk?
- Looking beyond West Africa's leading commodity producers: What do the others have to offer?

09.45 What role does Asia have to play in the future of West Africa?

Kissy Agyeman-Togobo, Partner, Songhai Advisory

- How are trade flows currently developing between these two global giants?
- Who are the main players in Africa-Asia trade relations?
- Profiling the sectors that are creating the greatest interest from Asian consumers
- What effect will large scale FDI into West Africa have on long-term prosperity?
- Is there a danger that West Africa could become too reliant on Asia as an export destination?

10.10 Country focus: Profiling opportunities within Angola

Edward George, Head of Soft Commodities Research & Lusophone Africa Expert, Ecobank

- What are the facts and figures behind Angola's explosive growth rate? And is this sustainable?
- Examining the importance of the oil and diamond industries to the economy
- Putting it into perspective: Where does Angola stand in relation to other regional players?
- What opportunities are available for bilateral trade with Angola?
- Are the structures in place to control revenue from exports sufficient?

10.35 Developing trade between Latin America and West Africa

Keith Martin, International Trade & Investment Consultant, IFC

- Tracking increased trade and investment flows between the two regions and identifying new opportunities
- Examining current Latin American trade and investment in West Africa
- Joining China, India and the West in the race to tap into African resources and markets
- How will changing demographics open the door for the development of new sectors?
- Does the commodity export focus of both regions create a healthy competition?

11.00 Networking Break

STREAM B: 08.55 - 11.00

Operational best practices and risk mitigation

08.55 Chairman's opening remarks

Victor Ezenwoko, Executive Director, Regional Businesses, Diamond Bank

09.00 What is the key to survival and success in the West Africa trading environment?

Agnes Otoo Yeboah, Operations Manager, West Africa Trade Hub

- What is the best way to navigate between perceived and actual risk to maximise profit?
- Integrating the development assistance paradigm to boost commodity trade
- Developing local financial institution capacity to realise scale-up potential of intra-regional and export trade transactions
- Impact investment: How can West Africa trade stakeholders access and direct 'impact investment' to drive high profit deals and sustainable social outcomes?
- Measuring the value of investment in non-traditional soft commodities with significant future prospects

09.25 Logistics: What can be done to increase intra-African trade?

Matthew West, Global Business Development Director, Global Financial & Professional Services, DHL Express

- Tariffs/customs/movement: Profiling solutions to breaking down the barriers to intra-regional trade
- How profitable can West Africa - and Africa as a whole - become if these obstacles are overcome?
- The rise of emerging economies and the importance of creating stable trade routes
- How can a trader best utilise and adapt their supply chain for maximum effectiveness?

09.50 What best practices should exporters undertake in collateral management?

Christine Grolimund, Vice-President, Global Operations, Collateral Management Services, SGS Group

- What are the challenges faced in warehousing and storage of commodities?
- Analysing independence of operations and negotiating complex legal structures
- Pricing, staffing and fulfilment of responsibilities
- Ensuring provision of the correct insurances to fulfil obligations

10.15 Panel discussion: Helping alleviate risk with trade credit and political risk insurance

Moderator: Kit Brownlees, Managing Director, Credit and Political Risks, Gallagher London

Charles Weller, Director, Country Head Nigeria, Deutsche Bank

Lodewyk Meyer, Director, Norton Rose

- How has the trade credit and political risk insurance market changed since 2011?
- Market balance: Do insurers still have a 'wait and see' attitude?
- How much risk are corporates and banks willing to take? And how much risk should they be left with?
- Does one size fit all? Exploring customised and tailored products/services

11.00 Networking Break



Final session: Main room

11.45 How will Basel III affect a client's cost of borrowing and access to cash?

Charles Weller, Director, Country Head Nigeria, Deutsche Bank

- An update of the Basel committee's perspective on trade finance
- To what extent will the new legislation affect liquidity and trade levels?
- Has the priority shifted toward the balance sheet for banks?
- Does Basel III have the potential to disrupt West Africa's growth?

12.10 Case study: Profiling innovation within current transactions

Gabriel Buck, Head of Capex Financing Solutions, Barclays Capital

- Highlighting recent transactions and benefits provided for capex financing
- Benefits provided by including a broad range of financial institutions in the transaction
- How such transactions can provide a cheaper source of funding compared to the bank/bond markets
- Supporting strong corporate governance in both procurement and financing processes

12.40 Panel discussion: Is the scene set for export finance to realise its full potential in West Africa?

Moderator: Yusuf Khan, Head of Structured Trade & Export Finance, Africa, Citi

Okey Oramah, Executive Vice President, Business Development & Corporate Banking, Afreximbank

Ove Nyström, Senior Underwriter, ICT Middle East and Africa, EKN

Tony Uzoebo, Director, Business Development & Banking, Zenith Bank

- Which countries within West Africa are proving most popular for export finance opportunities?
- Examining the importance of banking, ECA and multilateral collaborations in providing liquidity
- What export credit agency support is available for large industrial projects?
- Outlining the sectors that are benefitting from strong export finance growth
- What is the current appetite for structured export finance? And is this theme set to continue?

13.30 Close of conference followed by networking lunch

"Keep up the good work and bringing together thought provoking well informed participants"

Diwakar Gautan, Sunberg



"You will find the who is who of trade finance at Exporta conferences"

Jorim Schraven, FMO

"Exporta got it right. This is a value added conference"

Tony Uzoebo, Zenith Bank



"Great coverage of commodities in West Africa. Good to see so many regional banks attending"

Ian Henderson, Texel Finance

"A fantastic event for all banks involved in West Africa trade finance"

J. Reilly, Bank of Tokyo Mitsubishi

FEEDBACK AND MOMENTS

FROM PREVIOUS EVENTS



"Another great conference with expert speakers giving valuable insight information. A very good opportunity to meet the relevant market players and to exchange opinions"

C. Thoenes, DF Deutsche Forfait

"Excellent event, terrific networking opportunities"

Seth Asante, Bentsi-Enchill, Letsa & Ankomah



Agenda: 26 juin 2012, 1er jour

08.00 Inscription et rafraîchissements

09.00 Allocution de bienvenue du Président

Joe Mensah, Directeur général, Ghana International Bank

09.10 Discours d'ouverture : Quel impact l'Afrique occidentale peut-elle avoir sur l'économie mondiale ?

Millison Narh, Gouverneur adjoint, Banque Centrale du Ghana

09.35 Table ronde : L'Afrique occidentale est-elle toujours la zone la plus active du monde pour les opérateurs de marché ?

Modérateur: Ian Henderson, Directeur, Texel Capital

Emeka Uzomba, Responsable de la trésorerie et des activités de banque correspondante, Diamond Bank

Vernon Darko, Président, Equipxp

Bikash Prasad, Directeur général, Responsable du financement et des finances régionales pour l'Afrique occidentale, Olam International

Sameer Gupta, Directeur financier, Contrôleur financier pour le Ghana et la région, Opérations d'Afrique occidentale, Stallion Group

10.30 Pause et échanges

11.15 Analyse de l'impact des risques gouvernementaux sur les institutions financières africaines

Jorim Schraven, Directeur, Institutions financières en Afrique, FMO

FILIÈRE A: 14.30 - 17.30

Marché des matières premières

Président: Joe Mensah, Directeur général, Ghana International Bank

14.30 Analyse du secteur ghanéen du cacao et des syndicats structurés

Anthony Fofie, Directeur général, Ghana Cocoa Board

14.55 Table ronde : Développer le cycle intégral de la production de cacao en Afrique occidentale

Modérateur: Rosalind Kudoadzi, Partenaire, Responsable des affaires et de l'industrie, Bentsi-Enchill, Letsa & Ankomah

Okey Oramah, Vice-Président Exécutif, Afreximbank

Victor Ezenwoko, Directeur général, Activités régionales, Diamond Bank

Christophe Bourges, Responsable du financement commercial structuré & des matières premières, HSBC

15.45 Pause et échanges

16.15 Comment l'industrie du pétrole et du gaz de l'Afrique occidentale est-elle à même de se développer face à l'intensification de la demande mondiale ?

Rolake Akinkugbe, Directeur, Recherche sur l'énergie, Ecobank

16.40 Table ronde : Comment la région finance-t-elle et développe-t-elle la croissance du secteur global de l'énergie ?

Modérateur: Taiwo Adeniji, Directeur & Administrateur, Institutions financières & Services consultatifs, Africa Finance Corporation (AFC)

Kojo Bentsi-Enchill, Partenaire & Responsable de l'énergie et des ressources naturelles, Bentsi-Enchill, Letsa & Ankomah

Adam Rowe, Directeur général, Responsable du financement commercial & des matières premières, Énergie, Rabobank

17.30 Clôture de la première journée suivie par une soirée d'échanges

11.40 Solutions subsahariennes pour le financement d'entreprise et le financement commercial structuré: l'expérience du Nigéria

Abdulrahman Yinusa, Directeur général & Directeur financier, Diamond Bank

12.05 Table ronde: Le Commerce en Afrique occidentale: souhaiter le meilleur et se préparer au pire

Modérateur: Shannon Manders, Éditrice adjointe & Éditrice des suppléments, Global Trade Review (GTR)

Richard Agbenu, Responsable du financement d'entreprise et du financement commercial structuré, Ghana International Bank

Zhann Meyer, Responsable des activités en Afrique, Financement des matières premières, Nedbank Capital

Rupert Cutler, Directeur général, Risques financiers et politiques, Newman Martin & Buchan

Craig Polkinghorne, Responsable mondial & Directeur, Financement commercial structuré et financement des matières premières, Standard Bank

Christian Karam, Directeur, Bureau africain, Sumitomo Mitsui Banking Corporation

13.00 Déjeuner

14.30 Choix entre Filière A et Filière B

FILIÈRE B: 14.30 - 17.30

Découverte de l'Afrique occidentale francophone

Président: Pamela Green, Directrice, Syndications, Standard Chartered Bank

14.30 Table ronde : Comment l'Afrique occidentale francophone finance-t-elle le commerce ?

Modérateur: Maninder Bhandari, Directeur général, Encore Solutions
Arnaud Preney, Directeur commercial, Financement commercial structuré et financement des matières premières, matières premières agricoles, HSBC

Anne-Marie Woolley, Directrice & Responsable du financement commercial, Afrique, Standard Bank

Jaures Aka Yao Okou, Directeur, Trade West Africa Consulting

15.20 Que doivent savoir les acteurs francophones et anglophones lors de leurs échanges commerciaux ?

Mouhamed Kebe, Partenaire, Geni & Kebe

15.45 Pause et échanges

16.15 Mouvement de marchandises depuis et à destination de pays francophones

Pramod Bagalwadi, Responsable national & Directeur général, DHL Global Forwarding

16.40 Examen des dernières tendances au sein du marché des prêts syndiqués

Pamela Green, Directrice, Syndications, Standard Chartered Bank

17.05 Évaluation de l'impact des accords du préfinancement à l'exportation sur les marchés internationaux du financement des matières premières

Mike Johnstone, Directeur, Loan Market Association (LMA)

17.30 Clôture de la première journée suivie par une soirée d'échanges



08.00 Inscription et rafraîchissements

Choix entre **Filière A** et **Filière B**

FILIÈRE A: 08.55 - 11.00

Examen des facteurs externes influant sur la région

08.55 Allocution de bienvenue du Président

Anne-Marie Woolley, Directrice & Responsable des financements commerciaux, Afrique, Standard Bank

09.00 Table ronde : Les exportations de matières premières de la région peuvent-elles continuer à répondre à la demande ?

Modérateur: Adam Rowe, Directeur général, Responsable du financement commercial & des matières premières, Énergie, Rabobank
Clarine Stenfert, Directrice générale, Responsable du commerce en Afrique, Citi
Paul-Harry Aithnard, Responsable de groupe, Recherche, Ecobank
Joana Bannerman, Directrice générale adjointe, Guaranty Trust Bank Ghana

09.45 Quel rôle doit tenir l'Asie dans l'avenir de l'Afrique occidentale ?

Kissy Agyeman-Togobo, Partenaire, Songhai Advisory

10.10 Profil de pays : Étude d'opportunités en Angola

Edward George, Soft spécialiste des produits & l'Afrique lusophone Expert, Ecobank

10.35 Développement du commerce entre l'Amérique latine et de l'Afrique de l'Ouest

Keith Martin, Commerce International et Conseiller en Placement, IFC

11.00 Pause et échanges

FILIÈRE B: 08.55 - 11.00

Pratiques d'excellence opérationnelles et atténuation des risques

08.55 Allocution de bienvenue du Président

Abdulrahman Yinusa, Directeur général & Directeur financier, Diamond Bank

09.00 Quelle est la clé de la survie et de la réussite dans l'environnement commercial de l'Afrique occidentale ?

Agnes Otoo Yeboah, Gestionnaire des opérations, West Africa Trade Hub

09.25 Logistique : Que peut-on faire pour augmenter le volume du commerce intra-africain ?

Charles Brewer, Directeur général, Afrique subsaharienne, DHL Express

09.50 Quelles pratiques d'excellence les exportateurs doivent-ils adopter pour la gestion des garanties ?

Christine Grolimund, Vice-Présidente, Opérations mondiales, Services de gestion des garanties, SGS Group

10.15 Table ronde : Contribuer à atténuer les risques avec les assurances sur les crédits commerciaux et les assurances contre les risques politiques

Modérateur: Maninder Bhandari, Directeur général, Encore Solutions
Charles Weller, Responsable pour le Nigéria, Deutsche Bank
Kit Brownlees, Directeur général, Risques de crédit et risques politiques, Gallagher London
Lodewyk Meyer, Directeur, Norton Rose

11.00 Pause et échanges

Séance finale : Salle principale

11.45 Quel sera l'impact de la réforme Bâle III sur le coût de l'emprunt et l'accès aux liquidités ?

Charles Weller, Responsable pour le Nigéria, Deutsche Bank

12.10 Étude de cas : Innovations dans le domaine des transactions courantes

Gabriel Buck, Responsable des solutions de financement des dépenses d'investissement, Barclays Capital

12.40 Table ronde : L'heure est-elle venue pour que le financement des exportations réalise son plein potentiel en Afrique occidentale ?

Modérateur: Yusuf Khan, Responsable du financement du commerce structuré & des exportations, Afrique, Citi
Okey Oramah, Vice-président exécutif, Afreximbank
Ove Nyström, Senior Underwriter, TIC au Moyen-orient et en Afrique, EKN
Tony Uzoabo, Directeur, Développement commercial & Activités bancaires, Zenith Bank

13.30 Clôture de la conférence suivie par un déjeuner d'échanges



Join the discussion on Twitter before, during and after the event with our official conference hashtag: #EXWA



Join the 'Exporta Trade Finance Forum' on LinkedIn for post-conference discussion, news & competitions.

Media Partners

Afribiz
Making Business Happen in Africa

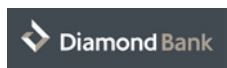
GTR Global Trade Review

TRADEINVEST
AFRICA



Sponsors

Platinum Sponsor



Diamond Bank PLC is a leading financial institution in Nigeria with presence in the Francophone West Africa countries. The Bank is respected for its innovation in providing value-adding solutions to customers' business needs. Over the past 20 years, the Bank has leveraged on its underlying resilience to grow its asset base, and to successfully retain its key business relationships. Acclaimed to be the employer of choice, Diamond Bank strives to provide unequalled customer experience using the best people. The Bank has also built a culture of excellence in collaboration with like-minded organizations in Nigeria and around the world.

The Bank is strategically focused on growing the retail segment of the market by providing a wide range of lifestyle retail products and services. The Bank equally has strong focus on corporate banking, and structured to operate in four strategic business units;

Retail Banking – which provides innovative products and solutions for the retail mass market, mass affluent customers and MSME (micro, small and medium scale enterprises). Business Banking - caters for the banking needs of the middle market customers. Corporate Banking - provides services to multi-nationals and large corporations in such sectors as Oil and Gas, Power, Maritime, Manufacturing, Aviation, Telecommunication and the Public Sector - structured to do business with the Federal Government, its agencies and parastatals.

Diamond Bank PLC remains the first African bank to be listed on the Professional Securities Market of the London Stock Exchange following \$500m Global Depository Receipts (GDRs) in January 2008. The Bank is recognized by International Financial Corporation (IFC) as the Best Micro, Small and Medium Enterprises (MSME) Bank in Nigeria.

Gold Sponsors



Incorporated in Lomé, Togo, Ecobank is the leading independent pan-African banking group, with a presence in 30 countries across Middle Africa and strategic alliances with Nedbank and the Bank of China. A full service banking group, Ecobank is organized along three business lines: domestic, corporate and investment banking (via Ecobank Capital). Its network of international offices, including Paris, Dubai and London, channels global trade and investment flows across this Middle African platform and its award-winning research team has established Ecobank as an authoritative voice on African commodity trade finance and investment issues. Listed on the Lagos, Accra and BRVM Stock Exchanges, Ecobank has more than 585,000 shareholders.



GHIB is a niche London based Commercial Bank offering Correspondent Banking, Corporate Banking, Treasury Services, International Trade Finance and Transaction Services mainly to Financial Services and Corporate entities across Africa. It also has a small retail business targeted mainly at Ghanaian expatriate community.

GHIB currently does business in over 17 African countries spanning across, inter alia, financial services, oil & gas, telecoms, mining and agriculture. It is also an active player in the loan syndications market on both the primary and secondary markets.



Rooted in Africa with strategic representation in key sub-Saharan and other emerging markets, Standard Bank is a bank with a global reach. The holding company is based in Johannesburg, South Africa, and listed on the securities exchange operated by the JSE Limited as Standard Bank Group Limited. It has been a mainstay of South Africa's financial system for 150 years. Standard Bank is a leading African banking group focused on building first class on-the-ground banks in chosen countries in Africa and connecting other selected emerging markets to Africa and to each other. Standard Bank's Corporate & Investment Banking division offers its clients banking, trading, capital markets, debt products, risk management, and advisory services. It has specific global sectoral expertise, particularly in natural resources, with value propositions in: mining and metals; oil and gas; power and infrastructure; and telecoms and media.

Silver Sponsors



Afreximbank, headquartered in Cairo, Egypt, is a supranational institution, established on 27 October 1993 under the auspices of the African Development Bank ("AfDB").

The principal business of the Bank is the finance and facilitation of trade among African countries and between Africa and the rest of the world. The Bank extends financing to trade finance intermediaries (such as central banks, commercial banks). The Bank also extends direct credit to eligible African exporters in any appropriate form.

Afreximbank has a preferred creditor status in its member countries in accordance with its Establishment Agreement. This enables the Bank to act as lender of record in syndicated loans and attract international investors to lend to African entities.

Shareholders are a mix of African Governments, central banks, regional and sub-regional institutions, African private investors and financial institutions and non-African financial institutions, export credit agencies and private investors.



Bentsi-Enchill, Letsa & Ankamah ("BELA") is the preeminent corporate law firm in Ghana with in-depth expertise and experience in providing first-rate legal services for international and local corporations in all sectors of the economy.

The firm has six departments, (Energy & Natural Resources, Litigation & Dispute Resolution, Construction Infrastructure & Transport, Financial Institutions and Capital Markets, Business & Industry, & Technology Media and Telecommunications). Each department is headed by a partner. BELA has a total of 27 fee earners.

With its unique combination of brains and brawn, size and specialization, BELA gives continuous and efficient general legal representation to many large corporations. With our wealth of transactional experience, we are able to guide clients through the design of project and transaction structures. We understand the unique needs of each client.

BELA advises on energy, oil, gas project finance, corporate finance, loan and equity investment privatisation, tax, mergers and acquisitions, commercial litigation, information technology, real estate, energy, mining and natural resources, telecommunications, contract procurement, divestiture, immigration, international trade and related matters, aviation, shipping and insurance, hotel construction projects and trust.

Deutsche Bank

Deutsche Bank's Global Transaction Banking (GTB) division comprises of commercial banking products and services for corporate clients and financial institutions, including domestic and cross-border payments, professional risk mitigation for international trade and the provision of trust, agency, depository, custody and related services. Business units include Cash Management, Trade Finance and Trust & Securities Services.

The Trade Finance and Cash Management teams provide a combination of commercial banking products and services for corporates and financial institutions dealing with the management and processing of domestic and cross-border payments, professional risk mitigation for international trade and asset and liability management. Our customers are supported in their domestic, regional and global trade finance and cash management programs through Deutsche Bank's extensive global network of offices.

For more information please visit: www.db.com/gtb



FBN Bank (UK) Ltd is a UK-registered bank with over 25 years presence in the UK market authorized by the Financial Services Authority to accept deposits and undertake banking business.

The bank is a wholly-owned subsidiary of First Bank of Nigeria Plc and since inception has always been focused on African trade related business from LC confirmation & discounting of numerous Financial Institution names in the

sub Saharan continent, to arranging and structuring large multi-country multi-commodity bilateral facilities and by this supporting its clients complete supply chain "end-to-end". The bank also supports various infrastructural and project finance transactions in African and offers private banking services as well.

FBN bank UK is currently approved in over 30 Sub-Saharan Africa countries and prides itself on its on the ground "local" knowledge of the African market place, flexibility in adapting to its clients' ever changing supply chain needs and an immensely supportive support system within the bank.



The Netherlands Development Finance Company (FMO) is the entrepreneurial development bank of the Netherlands. FMO invests risk capital in companies and financial institutions in developing countries. With an investment portfolio of € 5.9 billion, FMO is one of the largest bilateral private sector development banks worldwide. Thanks in part to its relationship with the Dutch government, FMO is able to take risks which commercial financiers are not – or not yet – prepared to take. FMO's mission: to create flourishing enterprises, which can serve as engines of sustainable growth in their countries.

www.fmo.nl

Drinks Reception Sponsor



As global pioneers of the Air Express industry, DHL Express is the leading provider of choice across the world. Nowhere is this more evident than in the Financial & Professional Services sector where DHL services 19 of the world's 20 largest banks and continues to offer the most innovative solutions to this highly dynamic sector.

Established for over 25 years, the DHL Express Financial & Professional Services program provides your business with a great, secure and reliable offering, enabling you to access over 120,000 destinations across 220 countries worldwide.

Co-Sponsors



EQUIPXP® (www.equipxp.com <<http://www.equipxp.com>>) is a multinational aggregate export company specializing in providing quality heavy equipment and parts to the Construction, Mining, Oilfield and Marine industries around the globe.

EQUIPXP® is uniquely positioned to offer clients a comprehensive and innovative solution for projects of nearly any size by not only providing quality equipment but also by offering Finance, Spare Parts Packages, Labor Services and Complete Shipping solutions.

EQUIPXP®'s successful approach has been responsible for moving thousands of equipment and parts abroad which has led to recognition with prestigious awards such as, "Exporter of the Year," "President's E-award," "Minority Exporter of the Year" and many more.



Established in 1838, The Mauritius Commercial Bank (MCB) is the longest standing and most important bank in Mauritius while being a key financial services provider in the region. With a large and diversified shareholder base of local and foreign investors, the Bank enjoys the highest market capitalisation on the local bourse. Supported by its sensible business model, ambitious strategic orientations and sound governance framework, the MCB offers a wide spectrum of financial solutions to both individual and institutional clients. The MCB brand is present in Madagascar, Maldives, Mozambique and Seychelles through dedicated subsidiaries, and in Réunion Island, France, Mayotte and South Africa via its associate and representative offices.



Asia Trade Finance Week



September 3-5, 2012 • Singapore • Swissôtel The Stamford

Incorporating:

The 4th Annual Asia Trade & Export Finance Conference

GTR Asia Trade Finance Awards Dinner

'Understanding Trade Finance' workshops

'Trade Finance Networking' reception

Now accepted as the premier trade finance gathering in the world for discussing key regional and global themes and building essential business connections

Over 500 delegates expected to attend

For further information please contact the Exporta events team at events@exportagroup.com or visit www.exportagroup.com



Registration form

4th Annual West Africa Trade & Commodity Finance Conference

Pricing details / Tarifs

Delegate rate \$1599

Corporate fee \$449

(Exporters, Importers, Manufacturers, Distributors, Traders & Producers)
(Exportateurs, importateurs, fabricants, distributeurs, négociants et producteurs)

Early booking discount / Remise pour réservation anticipée 10% discount

(I am booking before March 23, 2012 and would like to claim a 10% early booking discount)

(Je réserve avant le 25 mai 2012 et souhaite bénéficier d'une remise de réservation anticipée de 10 %)

Multi-booking discount / Remise pour réservations multiples 15% discount

(15% off second or any subsequent booking received from the same company and office booked at the same time)

(15 % de réduction dès la deuxième réservation provenant de la même société et du même bureau, effectuée au même moment)

Can't make the conference? \$150

/ Vous ne pouvez pas assister à la conférence

Conference delegate pack, comprising all speaker presentations and bios in both hard copy and online formats

(Un dossier de conférence comprenant toutes les présentations et les biographies des intervenants est disponible dans des formats papier et en ligne)

Delegate information / Coordonnées des participants

Delegate 1 / 1er participant

Title: (Please tick) Mr Mrs Ms Miss Dr

Civilité: (Veuillez cocher la case correspondante) M. Mme. Mlle. Dr

First Name: _____
Prénom:

Last Name: _____
Nom:

Job Title: _____
Fonction:

Email: _____
E-mail:

D1 Signature: _____
Signature:

I can confirm that I have read and agree to the terms and conditions below.
(Je confirme avoir lu et accepté les conditions générales ci-dessous.)

Company information / Coordonnées de la société

Organisation: _____

Nom de l'organisation:

Address: _____

Adresse:

Postcode/Zip: _____

Code postal:

Telephone: _____

Téléphone:

Country: _____

Pays:

Facsimile: _____

Télécopie:

Delegate 2 / Representante 2

Title: (Please tick) Mr Mrs Ms Miss Dr

Civilité: (Veuillez cocher la case correspondante) M. Mme. Mlle. Dr

First Name: _____
Prénom:

Last Name: _____
Nom:

Job Title: _____
Fonction:

Email: _____
E-mail:

D2 Signature: _____
Signature:

I can confirm that I have read and agree to the terms and conditions below.
(Je confirme avoir lu et accepté les conditions générales ci-dessous.)

Payment details / Informations de paiement

Please invoice me for this event / Veuillez me faire parvenir une facture pour cet événement

Payment enclosed / Paiement joint

Booking code / Code de réservation : _____

Card type / Type de carte :

Please tick credit card type (NB: We do not accept American Express credit cards)

Veuillez cocher le type de carte bancaire

(N.B. : Les cartes American Express ne sont pas acceptées)



4 easy ways to register

Quote Code: **WA2**

We would like to keep you informed (via e-mail, mail or otherwise) about our products and services which we consider may be of interest to you.

If you do not wish Exporta to use your information for marketing purposes, please tick this box.



Fax

Complete the form above and fax back to +44 (0) 20 8673 8662



Email

events@exportagroup.com or visit www.exportagroup.com



Telephone

+44 (0) 20 8673 9666



Post

Exporta Events
4 Hillgate Place,
London SW12 9ER, UK

TERMS & CONDITIONS

- Bookings can be submitted at any stage prior to the event, subject to availability.
- Payment must be received in full prior to the conference.
- All speakers are correct at the time of printing, but are subject to variation without notice.
- If the delegate cancels after the booking has been accepted, the delegate will be liable for the following charges:
 - Cancellations notified over 14 days prior to the event will incur an administration fee of 10% of the full amount.

- For cancellations received less than 14 days prior to the event, the full delegate rate must be paid and no refunds will be available.
- All bookings submitted by e-mail, fax, post or over the telephone are subject to these booking conditions.
 - All cancellations must be received in writing.
 - Exporta Publishing & Events Ltd will not be held liable for circumstances beyond its control which lead to the cancellation or variation of the programme.