

### Registration & Refreshments

08:15 - 09:00  
Main agenda

### Chair's opening remarks

09:00 - 09:05  
Main agenda

### Participants

**Anne-Marie Woolley** - CEO, Africa Global Trade Finance

### Evolving geopolitical risks and developments in Africa

09:05 - 09:45  
Main agenda

- Update on evolving political risks and opportunities in Africa into 2024
  - Elections
  - Debt sustainability
  - Emerging key sector trends

### Participants

**Robert Besseling** - CEO, Pangea-Risk

### The evolving macroeconomic landscape and changing trade dynamics

09:45 - 10:25  
Main agenda

- Changing macroeconomic and interest rate environment
  - How much liquidity is there for emerging markets in the current macroeconomic environment?
- Trade updates; Where are we now?
  - Intra-African trade
  - Trade corridors; Asia-Africa, US-Africa corridor
  - BRICS participation

### Participants

**Mosa Tshabalala** - Head of FI Trade Sales (International), Risk Distribution and Syndications, Absa Group

**Didier Rault** - CEO, World Mining Investment (WMI)

**Precious Dube** - Country Risk Specialist, Development Bank of Southern Africa (DBSA)

### Networking break

10:25 - 11:00  
Main agenda

### Trade credit insurance in Africa: Key developments and trends

11:00 - 12:00  
Main agenda

- Overview of trade credit insurance; What it covers, which doors it opens
  - How is the product evolving?
  - Alternative products; Investor-led products; What else can the market do?
- Key considerations for potential buyers of credit insurance; Which fundamentals does a business need in place before transferring risk?
- Where is the insurance market now? Capacity, willingness, terms
- How can insurers provide more capacity? What would they expect from banks?
  - How can smaller banks get better access to insurance markets?
- How can risk strategies be better formulated to suit Africa?
  - Importance of being present on the ground in order to understand and navigate risks

### Participants

**Moderator: Ellie Harrison** - Associate Director, Tysers

**Richard Wulff** - Executive Director, International Credit Insurance & Surety Association

**Songezo Mpini** - Research Analyst, Public Investment Corporation (PIC)

**Craig Weitz** - Principal: Export Credit Finance, Nedbank Limited

**Michael Creighton** - Executive Director, Credit & Political Risks, WTW

**Ntombifuthi Priscilla Mdluli** - Senior Underwriter, Export Credit Insurance Corporation of South Africa (ECIC)

### Bridging the African trade finance gap

12:00 - 12:50  
Main agenda

- Update on trade finance in Africa
  - Growth in trade finance as an asset class, increasing interest from investors; Is this a long-term trend, or a short-term repositioning of portfolios as credit markets settle down?
- Tackling the African trade finance gap; What are the best routes?
  - How can trade credit insurance address the shortage of collateral?
  - How to get financing to MSMEs; Which initiatives are in place?

### Participants

**Nonhlanhla Hugo** - Senior Legal Advisor, Industrial Development Corporation of South Africa Ltd

**Tim Muchiri Nyaga** - Co-Founder & CEO, African Soil Capital

**Eltigani Ali** - Head of Trade Finance, BADEA - Arab Bank for Economic Development in Africa

**Adesanmi Adedayo** - Energy and Infrastructure Trade Finance Specialist, Standard Bank Group

### Networking lunch

12:50 - 13:50  
Main agenda

### Participants

**Lunch address:: Sekete Mokgehle** - Head, Export Credit Finance, Nedbank CIB

### The role of ECAs in Africa

13:50 - 14:40  
Main agenda

- Availability of cover in various countries
  - Opportunities in Angola; surging oil prices, strong currency performance, debt restructuring deal with China; increasing prospects for ECA support
- The roles that emerging market and developing economy ECAs are playing in Africa; What programs are they offering?

### Participants

**Rick Angiuoni** - Regional Director, Africa, Export-Import Bank of the United States

**Dirk van den Berg** - Head of Export Finance – Southern Africa, UK Export Finance

**Asanda Tsotsi** - Head: Project & Export Finance, Standard Bank Group

**Sekete Mokgehle** - Head, Export Credit Finance, Nedbank CIB

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### Spotlight on MDBs and DFIs

14:40 - 15:25

Main agenda

- Increasing importance of DFIs and Local FIs in times of uncertainty
- Collaboration between ECAs, DFIs and MDBs; combining pools of capital and risk capacity to address urgent development challenges

### Participants

**Victoria Enoc-Ahiamadu** - Syndications, Africa Finance Corporation

**Vibhuti Jain** - Managing Director, Africa, U.S. International Development Finance Corporation (DFC)

**William Makwinja** - Senior Professional, Infrastructure Finance, New Development Bank

**Shiren Maharaj** - Loan Capital Market Solutions, Rand Merchant Bank

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### Afternoon networking break

15:25 - 15:55

Main agenda

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### Key regulatory updates impacting banks and insurers

15:55 - 16:35

Main agenda

- Impact of Basel IV
- IASB transparency requirements for trade finance programs; impact on players in the ecosystem; Would these requirements benefit credit insurance, making it easier to insure?
- IAIS; Introduction of an international capital standard; impact on insurers
- Evolving EU banking rules; impact on trade finance in Africa

### Participants

**Catherine Tuckett** - Head of Structuring and Underwriting Manager, Liberty Specialty Markets

**Boitumelo Thoka** - Head Distribution, Syndication and Insurance Product, Absa Group

**Jennifer Bearden** - Associate Director, IACPM

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### Making sustainable trade finance work for Africa

16:35 - 17:20

Main agenda

- Gearing up to COP28; anticipated impact for African states
- How should environmental, social and governance risks in Africa be fairly assessed and developments targeted?
  - Impact of DFIs excluding gas and fossil fuels from the transactions they support; impact on borrowers in Africa
- ESG-linked transactions; what incentives are there for FIs?
- How can Africa best leverage its wealth of green transition minerals?

### Participants

**George Wilson** - Head Institutional Trade Finance, Investec

**Sarah Whitten** - Regional Manager for Finance and Implementation, U.S. Trade and Development Agency

**Tshepo Ntsane** - Sustainable Finance & ESG Advisory, Rand Merchant Bank

**Xolisa Dhlamini** - Head: Sustainability Operations and Impact, Sanlam

**Paul Gbahabo** - Development Finance Consultant, Stellenbosch University

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### Chair's key takeaways

17:20 - 17:25

Main agenda

### Participants

**Anne-Marie Woolley** - CEO, Africa Global Trade Finance

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### Evening networking reception

17:25 - 18:55

Main agenda

# SCHEDULE

EXCRED AFRICA AGENDA - 14/11/2023

ExCred Africa

14 November 2023  
Hilton Sandton, Johannesburg  
South Africa

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16:00	16:35 - Making sustainable trade finance work for Africa
17:00	17:20 - Chair's key takeaways 17:25 - Evening networking reception