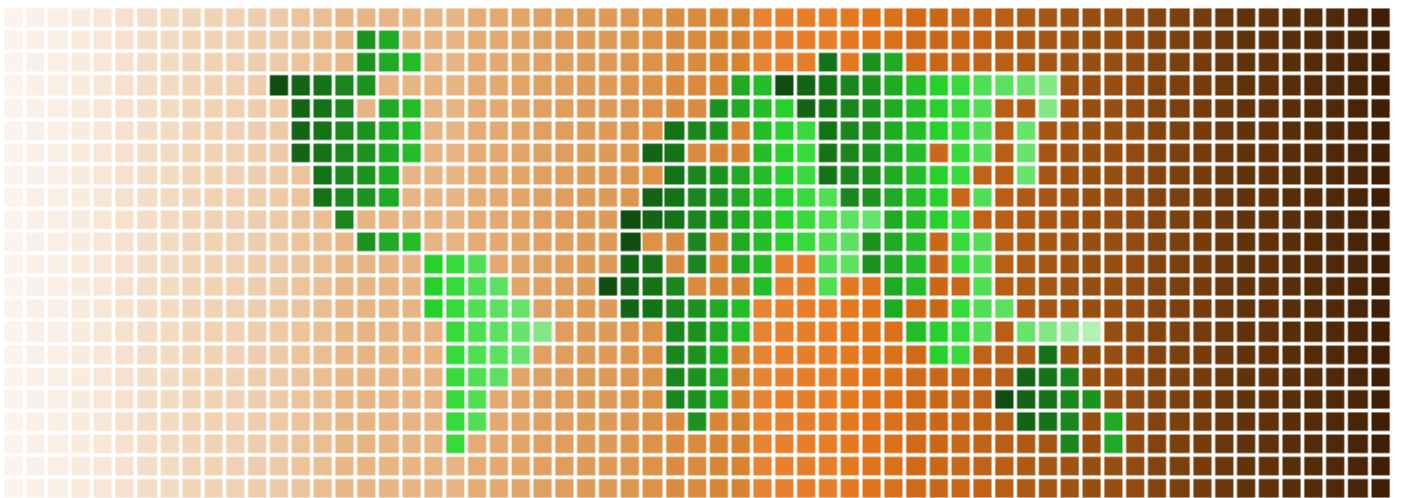


# East Africa International Business Forum 2008

“Trade and Investment Opportunities: East Africa– One Market One Destination ”

Serena Hotel, Kigali, Rwanda

29-30 October 2008



## Forum Sponsors:



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# East Africa International Business Forum 2008



## Message from H.E Paul Kagame, President of the Republic of Rwanda and Chair of the East African Community (EAC)

I am delighted to announce that the Government of Rwanda will be hosting the **East Africa International Business Forum in Kigali, 29<sup>th</sup>-30<sup>th</sup> October 2008** in partnership with the Commonwealth Business Council, Rwanda Development Board and the East African Business Council.

The Forum will explore new opportunities for investment partnerships across East Africa, including Rwanda, Kenya, Tanzania, Uganda and Burundi. The theme of the event is 'Trade and Investment Opportunities: East Africa - One Market, One Destination' and will look at East Africa's progress towards a single market of 120 million citizens. The Forum will also help to identify the best investment opportunities for creation of greater wealth in East Africa.

The event will provide unparalleled networking opportunities for all attendees; in addition to the main plenary session, specific investors' roundtables will be held to discuss infrastructure development, trade and the movement of goods and services, investment climate, accessibility to finance for development in East Africa, among other issues.

The Forum will bring together more than 500 participants, including business leaders from East Africa, Europe, North America and Asia. Speakers and panellists will be made up of Heads of Government, Ministers, Board Chairs and Chief Executives of businesses, investment fund managers and other industry leaders.

I urge you to make every effort to participate in this important event, and look forward to welcoming you to the East Africa International Business Forum in Kigali.

**Paul Kagame**



# East Africa International Business Forum 2008

**\*\* DRAFT CONFERENCE PROSPECTUS \*\***



## Who is organising the EAIBF?

The event will be hosted by the Government of Rwanda led by HE Paul Kagame, President of the Republic of Rwanda and Chairman of the East African Community. The event is organised by the Commonwealth Business Council in partnership with the Rwanda Investment and Export Promotion Agency, Rwanda Private Sector Foundation and the East African Business Council (EABC).

## Who will attend?

In total 300 participants are expected. A strong delegation of investors and business leaders from East Africa, and also from the US, Europe, Africa and Asia will be attending. Speakers and panellists will include Heads of Government, Ministers, Chairs and Chief Executives of businesses, investment fund managers, investment promotion agencies and other industry leaders. We are delighted that the US Corporate Council for Africa has agreed to join as a partner.

## How has the agenda been developed?

By CBC and the East African Business Council following input from private sector leaders across the region and internationally, and from EAC Governments. The Forum complements important recent initiatives *within* East Africa taken by the East African Business Council (EABC) and regional promotion investment agencies to strengthen business government working relationships. It will engage international private sector representatives and investors on the region's move to create a single market of 100 million citizens, drive economic growth, and support the achievement of the Un Millennium Development Goals (MDGs).

## What are the specific goals of the Forum?

The focus will be to support regional investment and integration of the new single market and the implementation of economic reforms agreed by the EAC. Critical economic reforms and priority investment projects required within East Africa have been agreed: the Forum will focus on **practical steps** which business and government can take together to drive, implementation of reforms. It will draw on **company and sector-wide initiatives** and on **global best practice in implementation**. Short issue papers will frame the key discussion topics:

- **Issue 1: Accelerating Infrastructure Development** The Forum will examine priorities in three areas: transport corridors (road, rail, and air), power, and telecommunications, where priorities have been set out by Heads. The needs are clear, the capacity to deliver is available, and there is a consensus that there is a ready supply of available investment capital. So how can implementation be accelerated? The Forum will explore new mechanisms at national and regional level to strengthen the capacity to speed up delivery of public private partnerships (PPPs), and gear up for cross border investments.



**HE Paul Kagame**  
President of the Republic of Rwanda

*"The Commonwealth Business Council puts together impressive programmes that bring together business and government leaders to explore the ways of making emerging markets competitive in the Commonwealth and global economy."*



**HE Yoweri Museveni**  
President of the Republic of Uganda

*"The Commonwealth Business Council plays an important role in creating strong economies by opening up business opportunities in commonwealth countries."*



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- **Issue 2: Trade and Movement of Goods and Services** The recent commitments by East African Governments to remove impediments to the movement of goods on existing road routes is welcome. The session will look at business initiatives to work with government to set up improved customs facilitation and other trade related procedures to liberalise movement of goods, services and labour, as well as phasing in of harmonised investment, trade and tariff regimes.
- **Issue 3: Access to Finance for Development** The conference will examine new approaches to (a) strengthening capital markets (b) commercial and retail banking and (c) new lending policies and instruments for the SMME and SME sector, promoting access to finance for empowerment of rural entrepreneurs and to improve agricultural production, agroindustry and mobilising support for women entrepreneurs. The Forum will include a focus on investment in agriculture to respond to rising global food prices drawing on the untapped potential in the region.
- **Issue 4: Driving Inward Investment** Support for existing investors and how to work with them to leverage their investments to create jobs and sustainable development. The session will focus on best practice in generating value addition in the supply chain, support for SME development by large investors and the role of management skills in driving women entrepreneurship and innovation.
- **Issue 5: Improving the Investment Climate** A review of the EABC Business Confidence Survey, and priorities for improving the investment climate by simplifying and harmonising regulations in the business and financial sectors. The event will also feature a discussion of East African participation in the pan African initiative Business Action Against Corruption (BAAC), which is a unique African programme to create business led programmes to improve corporate governance and work with governments to tackle corrupt practice.
- **Investment Windows:** priority projects in each of the above sectors developed with the relevant investment promotion agencies, including a project portfolio prepares for interested investors for each country, and for cross-border investments

## What will be the main outcomes?

The event will feed into the EAC and the follow up work of the EABC and the constituent apex business organisations:

- Create a report with detailed recommendations to be forwarded for consideration by the EAC Heads of State and Government
- Practical measures to help underpin investment climate reforms
- Recommendations on next steps to facilitate foreign investment in the region
- Matchmaking projects and investors across each of the 5 countries
- Public debate and media coverage of critical economic development issues for the region through the event media partnerships



**HE Hon Mwai Kibaki**  
President of The Republic of Kenya

*"The current global economic environment has increased the importance of trade and investment as key pillars of economic success. Indeed, no country can hope to achieve sustainable economic growth without expanding and diversifying trade with its neighbours, and the rest of the world."*



**HE Jakaya Kikwete**  
President of the United Republic of Tanzania

*"A globalising world obliges our countries to unite and integrate our economies. I am certain a renewed vigour to create a strong regional block will make East Africa a credible partner in the global integration process. It is, therefore, imperative that our governments work together to realise this critically important objective of building a strong and integrated East Africa."*

## DAY ZERO: Tuesday 28th October

14.00-18.00 Registrations

19:00 Briefing and Registration for Speakers and Chairs

## DAY ONE: Wednesday 29th October

07.30-08.30 Registration & Networking (All delegates to be seated by 08:30)

09.00-10.30 **Opening Ceremony**

Welcome Message: Dr Mohan Kaul, Director General, Commonwealth Business Council

Remarks:

Stephen Hayes, President, Corporate Council on Africa, USA

Thierry Tanoh, VP for Africa, International Financial Corporation

Ambassador Juma Mwapachu, Secretary General, East African Community

Reginald Mengi, CBC Board Member and President, East African Business Council

Keynote Addresses: HE Paul Kagame, President of the Republic of Rwanda

Statement:

HE Yoweri Kaguta Museveni, President of the Republic of Uganda

H.E. Mwai KIBAKI, The President of the Republic of Kenya\*

H.E Mohamed SHEIN, The Vice President of the United Republic of Tanzania

10.30-11.00 Networking Tea Break (Group Photograph for Heads of States)

11.00-12.30 **Track A: Public Private Partnerships: Accelerating Infrastructure Development**

Chair: Hon. Linda Bihire, Minister of Infrastructure, Rwanda

David Donaldson, Head- Infrastructure, IFC, Africa

Dirk Harbecke, CEO, African Development Corporation, Germany

Jonathan Hoffman, Director, InfraCo, UK

Peter Kieran, Chief Executive Officer, CPCS Transcom, Canada

**Track B: Trade Facilitation: East Africa- One Market One Destination**

Chair: David Wakeford MBE, Director of International Trade, CBC

Hon. Monique Nsanzabaganwa, Minister of Trade and Industry, Rwanda

Ms. Mary Baine, Commissioner General, Rwanda Revenue Authority

Hon. Uhuru Kenyatta, Deputy Prime Minister and Minister of Trade and Industry, Kenya

12.30- 14.00 **Networking Luncheons: Hosted by: Tanga Cement**

Keynote Speaker: Juerg Fluehmann, Managing Director, Tanga Cement

14.00- 15.30 **Track A: Access to Finance for Development: The Impact of Global Financial Crisis**

Chair: Hon. James Musoni, Minister of Finance and Economic Planning, Rwanda

Carmelo Cocuzza, Regional Head, European Investment Bank

Martin Oduor-Otieno, Chief Executive Officer, Kenya Commercial Bank

Edward Marlow, Managing Director-Principal Investments, HSBC, UK

James Mulwana, Chairman, CBF Steering Committee

**Track B: Agriculture and Forestry**

Chair: Hugh Scott, Chief Executive Officer, ACEF/ Enterprise Challenge Fund

Hon. Agnes Kalibata, Minister of State in charge of Agriculture & Animal Resources, Rwanda

Jon Maguire, Chief Executive Officer, CRU Investment Management

Hon. William Samoei Ruto, Minister of Agriculture, Kenya\*

Eric Bettelheim, Executive Chairman & General Counsel, Sustainable Forestry Management

15.30-16.00 Networking Tea Break

- 16.00-17.30 **Track A: Financial Inclusion**  
 Chair: Hon Mustapha Mkullo, Minister of Finance and Planning, Tanzania\*  
 Vijay Kumar, Chief Executive Officer, ZIP International Plc  
 Steve Caley, Chief Executive Officer, FINA Bank, Rwanda  
 Orli Arav, Project Finance Director, Frontier Markets Fund Managers  
 Philip Odera, Chief Executive Officer, Standard Bank, Uganda
- Track B: Infrastructure PPPs: Fast Tracking Implementation**  
 Chair: Robert Blackburn, Senior Vice President, SNC Lavalin, Canada  
 David Donaldson, Head– Infrastructure, IFC, Africa  
 Jonathan Hoffman, Director, InfraCo, UK  
 Vincent Gatwabyege, Secretary General, Ministry of Infrastructure, Rwanda
- 17:30 hrs **Presidential Roundtable** (Strictly by Invitation Only)  
 Hosted by HE Paul Kagame, President of the Republic of Rwanda
- 19.00 hrs **Gala Dinner**  
 Hosted by HE Paul Kagame, President of the Republic of Rwanda  
 Keynote Speaker: Prof. Vijay Mahajan, Author, Africa Rising

## DAY TWO: Thursday 30th October

- 09.00-10.30 **Improving the Investment Climate: Creating an Enabling Environment**  
 Chair: Stephen Hayes, President, Corporate Council on Africa  
 Omari Issa, Chief Executive Officer, Investment Climate Facility  
 Jeremy Pike, Area Director- Sub Saharan Africa, BAT  
 Vijay Eswaran, Chief Executive Officer, QI Ltd  
 Robert Bayigamba, Chairman, Private Sector Federation, Rwanda  
 M'Hamed Cherif, General Manager, ACP Business Climate, BizClim, Belgium
- 10.30-11.00 Networking Refreshment Break
- 11.00-12.30 **Parallel Sessions: Infrastructure Development**
- Track A: Energy and Transport**  
 Chair: Severino Kaombwe, Project Manager, Central Corridor Development  
 Robert Blackburn, Senior Vice President, SNC Lavalin, Canada  
 Hon. John Nasasira, Minister of Works, Uganda  
 Edward Kihara, Senior Adviser, ESKOM
- Track B: Health and Education**  
 Chair: Hon. Dr Richard Sezibera, Minister of Health, Rwanda  
 Chong Fook, Director, Rwanda Workforce Development Agency  
 Moses Balunywa, Makerere University Business School  
 Dr. Innocent Nyaruhirira, Executive Chairman, King Faisal Hospital, Rwanda  
 Prof. Silas Lwakabamba, Rector, National University of Rwanda
- Track C: Counterfeiting and Illicit Trade**  
 Chair: David Wakeford, Director International Trade, Commonwealth Business Council, UK  
 Keith Gretton, Corporate Affairs Director, BAT  
 Betty Maina, Chief Executive Officer, Kenya Association of Manufacturers  
 Dr. Anastase Kimonyo, Director General, Rwanda Bureau of Standards
- 12.30-14.00 Networking Luncheons
- 14.00-15.30 **Track A: Leveraging Existing Investments and Driving New Investments**  
 Chair: Francis Gatare, Director General, Rwanda Investment and Export Promotion Agency  
 Andrew Kluckow, Managing Director, Meckow, UK  
 Raj Loomba, Chairman, Rinku Textiles  
 John Small, Chief Executive Officer, East African Association  
 Door Plantenga, Managing Director, Bralirwa

**Track B: Women Entrepreneurship and Innovation**

Chair: Perez Ochieng, Chief Executive Officer, Sacoma  
Janet Nkubana, Managing Director, Gahaya Links, Rwanda  
Christine Martey-Ochola, President, US-Kenya Chamber of Commerce  
Jyotee Servansing, NPCC-UNDP, Women Empowerment Program, Mauritius

15.30-16.00 Networking Refreshment Break

**16.00-17.30 Track A: Information, Communication and Technology**

Chair: Hon. Dr. Ham Mulira, Minister of ICT, Uganda  
Michele Castegnaro, Director– Emerging Africa &IOI, Cisco Systems  
Prof. Romain Murenzi, Minister in the office of the President in charge of ICT, Rwanda  
Dani Steyn, Regional Business Manager- Sub Sahara Africa, Intel

**Track B: Improving Corporate Governance**

Chair: Steve Godfrey, Managing Director, Commonwealth Business Council  
Elvis Musiba, President, Tanzania Private Sector Foundation  
Soji Apampa, Chief Executive Officer, Convention on Business Integrity, Nigeria  
Mathews Chikaonda, Group Chief Executive Officer, Press Corporation Limited, Malawi\*  
Emmanuel Hategeka, Secretary General, Private Sector Federation, Rwanda

**17.30-18.00 Concluding Address**

Steve Godfrey, Managing Director, Commonwealth Business Council  
James Mulwana, Chairman, CBF Steering Committee  
Reginald Mengi, CBC Board Member and President, East African Business Council  
Rt. Hon. Bernard Makuza, Prime Minister of the Republic of Rwanda

\*Subject to Confirmation

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