

Africa Investment Forum 2012

Partnering with ECOWAS to Accelerate Investment



3rd - 4th April 2012
International Conference Centre
Accra, Ghana





**Hon Julia Gillard MP,
Prime Minister of Australia & Chair in Office of the Commonwealth**

"The nations and peoples of the Commonwealth are enormously diverse, yet these values we share, our distinctive way of doing things and our distinctive set of concerns for the world's people, unite us in a way that is truly wonderful ... Our friends in the Business Council call it the "Commonwealth factor", the web of connections, friendships and values that drive opportunity among the 54 nations of our fellowship."



**HE Philemon Yang
Prime Minister of the Republic of Cameroon**

"My country is grateful to the Commonwealth Business Council for creating opportunities for partnerships, and linkages between African countries, and the international business community."



**HE Armando Guebuza,
President of the Republic of Mozambique**

"The Commonwealth Business Council is to be commended, for their continued efforts on bridging the economic divide in the commonwealth and beyond, through the promotion of private investment and trade opportunities. "



**HE Goodluck Jonathan
President of the Federal Republic of Nigeria**

"It is important to encourage development through trade and investment, rather than aid. The Commonwealth's unique mix of highly developed and developing countries creates a valuable network, supported by the Commonwealth Business Council."



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

"I appreciate the unwavering support received from CBC during Rwanda's application to join the Commonwealth. Now that Rwanda is a formal member, we look forward to an even stronger partnership to promote business and investment not only in our country, but in Africa as a whole."



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

"Amongst the Commonwealth countries, there is significant untapped potential. With active involvement of the private sector in partnership with governments, this potential can be harnessed in a wide range of sectors...CBF provides an ideal platform to help achieve these goals in order to promote economic growth and sustainable development"



INVITATION FROM HE JOHN ATTA MILLS PRESIDENT OF THE REPUBLIC OF GHANA

I am very pleased to announce that Ghana will be hosting the 10th Africa Investment Forum in Accra from 3rd—4th April 2012, in partnership with the Commonwealth Business Council.

Building on the last Forum held in Accra in 2010, this year's theme "Partnering with ECOWAS to Accelerate Investment" will focus on the opportunity to access the growing regional market in a continent of one billion people.

Africa and its regions are showing strong economic growth with many countries achieving more than 5% per annum and a growing middle-class with rising purchasing power. The time is now ripe to build a bigger African internal market driven by new investment.

The Forum will therefore bring together business and government leaders from Africa, Europe, North America and Asia-Pacific, to work towards this goal.

Speakers will include Heads of Government, Ministers and senior officials, as well as Chairs and Chief Executives of businesses, investment funds and other industries. This Forum will showcase the best investment opportunities that Africa and the ECOWAS region have to offer. The Forum presents a platform for investors and project partners to explore and discuss investment opportunities with ECOWAS Heads of State.

The Forum will also offer networking opportunities and the space to discuss prospects in key sectors like Agriculture, Infrastructure, Banking and Financial services, Tourism, Manufacturing, Energy, Oil and Gas.

I urge you to make every effort to participate in this important event, and look forward to welcoming you to Accra.

HE John Atta Mills



**DR MOHAN KAUL,
DIRECTOR GENERAL, COMMONWEALTH BUSINESS COUNCIL**

CBC is pleased to announce the 10th Africa Investment Forum will be held in Accra on 3rd—4th April 2012, in partnership with the Government of Ghana and the Economic Community of West African States (ECOWAS).

According to McKinsey, Africa in 2020 will have a collective GDP of \$2.6 trillion and consumer spending power of \$1.4 trillion, the opportunity this represents for international investors is immense. CBC is determined to bring together the Public and Private sector in order to enable Africa to capitalise on this potential.

The image of Africa as a destination for investment has been transformed and the number of Emerging Market Funds with African interests has soared. With the increasing volatility of the Western Markets, Africa is now increasingly becoming a preferred investment destination of choice. A catalyst for this has also been the progress made towards regional integration to create larger markets, enhanced competitiveness and improving infrastructure. Therefore it follows that this AIF will focus on partnerships with ECOWAS to mobilise investment.

We look forward to meeting you at the Africa Investment Forum.



**HON. MS HANNAH TETTEH,
MINISTER OF TRADE AND INDUSTRY, GHANA**

Our vision is to establish Ghana as a major manufacturing, value-added, financial and commercial hub in West Africa by the year 2015. We are developing a vibrant, technology-driven, liberalised and competitive trade and industrial sector that significantly contributes to economic growth and employment creation.

We are working closely with our ECOWAS neighbours to bolster regional integration and enable investors to access the markets of North, West and Central Africa from Ghana. We have projects ready for investment that are designed to push this process forward. I therefore welcome the Africa Investment Forum to Ghana to share these opportunities.

I encourage you to take part in this Africa Investment Forum and I look forward to seeing you in Accra.



**ISHMAEL YAMSON,
CHAIRMAN, GHANA INVESTMENT PROMOTION CENTRE &
GEORGE ABOAGYE,
CEO, GHANA INVESTMENT PROMOTION CENTRE**

The GIPC is pleased to invite you to participate in the Africa Investment Forum 2012. The Forum will promote investment in Ghana and across the ECOWAS region and will contribute to the creation of jobs and prosperity for a vibrant and growing part of Africa, rich with a potential that we are only just beginning to access. 2012 will be the year where we capitalise on this achievement and the Africa Investment Forum is the ideal opportunity to showcase the fantastic prospect that Ghana and ECOWAS represents for anyone wishing to do business here.

We look forward to welcoming you to the Africa Investment Forum in Accra.



DRAFT PROGRAMME

REGISTRATION DAY - 2ND APRIL

14.00 - 17.00 Registration

DAY ONE - 3RD APRIL

09.00 - 10.30 **Opening Ceremony: "Africa Investment Forum 2012: Partnering with ECOWAS to Accelerate Investment"**

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

Ishmael Yamson, Chairman, Ghana Investment Promotion Centre

Special Address: HE Goodluck Jonathan, President of Nigeria and Chair of ECOWAS*

Inaugural Address: HE John Atta Mills, President of Ghana

Presidential Addresses: Heads of State*

10.30 - 11.30 **Dialogue with ECOWAS Heads of State: Doing Business in the ECOWAS states**

Chair: Amb. James Victor Gbeho, President of the Commission, ECOWAS*

Moderator: Dr Mohan Kaul, Director General, Commonwealth Business Council

Guests of Honour: Heads of State*

11.30 - 11.45 *Networking Refreshment Break*

11.45 - 13.30 **Presidential Country Roundtables**

- Country A
- Country B
- Country C
- Country D

13.30 - 14.30 *Networking Lunch*

14.30 - 16.00 **Plenary 1: Enhancing Regional trade and investment: ECOWAS—COMESA—SADC**

This plenary will look at ways of encouraging trade and investment with and between the ECOWAS, COMESA and SADC states. Increasingly African regional integration is stimulating growth and providing jobs and investment across a diverse range of economic sectors and activities. This Plenary will consider the options for driving the process forward and to address the challenges and barriers to trade and investment.

Plenary 2: Public-Private Partnership for Infrastructure Development

Cross border infrastructure development is a key issue in ensuring that African states can compete internationally. This session will look at innovative ways of funding regional infrastructure projects that will increase the capacity of Sub-Saharan trade and investment and provide value for money for the Government and the Private Sector.

16.00 - 17.00 *Networking Refreshment Break*

18.00 - 21.30 **Reception and Gala Dinner**

Guests of Honour: Heads of State/VIPs from ECOWAS

* = To be confirmed

DRAFT PROGRAMME

DAY TWO - 4TH APRIL

- 09.00 - 10.30 **Plenary 3: Agribusiness and Food Security**
This plenary will address issues of security of supply in the Agricultural industry, development of large scale commercial farming alongside small holder agriculture and how best to capitalize on Africa's under-developed farming sector.
- Plenary 4: SME development and Microfinance**
SMEs are an important and effective means of generating employment and economic development. In the markets of Sub-Saharan Africa, where the private sector may not be well established, SMEs have become more important as a stimulus for competition. This Plenary will address the challenges to establishing improved economic conditions for SME development and to share success stories from across the continent.
- 10.30 - 11.00 *Networking Refreshment Break*
- 11.00 - 12.30 **Business Roundtables:**
- Session 1: **Banking & Access to Finance**
 - Session 2: **Natural Resources: Mining and Minerals**
 - Session 3: **Energy: Oil and Gas**
- 12.30 - 14.00 *Networking Lunch*
- 14.00 - 15.30 **Business Roundtables:**
- Session 4: **Energy: Power Generation & Transmission**
 - Session 5: **Tourism**
 - Session 6: **Private Equity, Entrepreneurship & Venture capital**
- 15.30 - 16.45 **Business Roundtables:**
- Session 7: **Manufacturing and Consumer Goods**
 - Session 8: **Telecoms**
 - Session 9: **Transport: Roads, Rail and Ports**
- 16.45 - 17.15 **Concluding Session**
- **Forum Communiqué**
- Networking Refreshment Break and one-to-one meetings*

DOING BUSINESS AT THE AFRICA INVESTMENT FORUM

The Forum will feature a project portfolio of investment proposals that are looking for funding, equity or business partners in the region. The Project Exchange Centre will enable participants to meet with potential investors, investment bankers, and potential knowledge partners to present their projects.

Project summaries will be available in advance to interested investors and partners, and project holders will be available for one-to-one meetings.

Projects will be organised by country and sector and include business plans with identified requirements in terms of investment required, technical and knowledge based requirements.

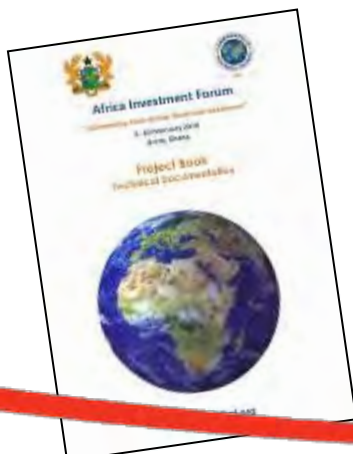
For potential Investors, this is an opportunity to establish strong partnerships and explore investment opportunities in key sectors such as ICT, financial services, tourism, Infrastructure, agriculture and manufacturing and the environment.

B2B FORUM ACTIVITIES WILL INCLUDE:

- A project book and online webpage with summaries of projects and short profiles of potential partners/investors
- A webpage with documents linked to the home page of CBC and the sponsor
- The opportunity to present country or sector strategies in breakout sessions of the Forum

AIF PROJECT JOURNAL 2012

- The 2012 Project Journal will feature a wide-range of programmes and projects.



Hon Minister Henry Bellingham from the UK Foreign and Commonwealth Office, Dr. Mohan Kaul, Director General of the CBC, President Hifikepunye Pohamba of Namibia, Pascal Dozie, Co-Chair of the CBC, Dr. Tomaz Augusto Salomao, Executive Secretary, SADC Secretariat at the Africa Business Forum, London 2011



Aigboje Aig-Imoukhuede, Group Managing Director, Access Bank and HE Goodluck Jonathan, President of Nigeria and Chair of ECOWAS at CBF2011



Pascal Dozie, Co-Chair of the CBC, Hage Geingob Minister for Trade and Industry, Namibia, Hendrik Du Toit, Chief Executive, Investec and Dr. Angelo Mondlane, Director, Policy Planning and Resource Mobilization, SADC Secretariat share a Plenary stage.



Ishmael Yamson, Chair, Standard Chartered Ghana & Ghana Investment Promotion Centre; Pascal Dozie, Co-Chair, Commonwealth Business Council; Hon. Hage Geingob, Minister of Trade and Industry, Namibia; HE Faure Gnassingbe, President, Togo; Aigboje Aig-Imoukhuede, Group Managing Director, Access Bank; HE John Atta Mills, President, Ghana; Dr. Ngozi Okonjo-Iweala, Managing Director, World Bank; HE Hifikepunye Pohamba, President, Namibia; Mohan Kaul, Director General, CBC; Hon. Felix Mutati, Former Minister of Commerce, Trade and Industry, Zambia at Africa Investment Forum 2010 in Ghana



*Stephane Brabant, Head of Africa Practice, Herbert Smith, LLP
Tim Turner Director, Private Sector Department, African Development Bank, Clive Tasker Chief Executive, Standard Bank Africa and Hendrik Du Toit, Chief Executive, Investec Asset Management at the Africa Business Forum 2011*

Dr. Aginaldo Jaime, Director, Angolan National Investment Agency and HE Anibal Octavio T da Silva, Deputy Minister Petroleum, The Republic of Angola at the Africa Business Forum 2010



Dr Mohan Kaul, Director General, Commonwealth Business Forum & HE Ernest Bai Koroma, President of Sierra Leone at the Commonwealth Business Forum



HE Armando Guebuza, President of Mozambique, Tom Albanese, CEO, Rio Tinto, Carl Henric Svanberg, Chairman, BP Group at the Commonwealth Business Forum

HOSTS AND ORGANISERS



COMMONWEALTH BUSINESS COUNCIL

The Commonwealth Business Council (CBC) was established in 1997 with a direct mandate from Heads of Commonwealth Governments to promote trade and investment amongst 54 member nations and increase economic linkages with non-member countries.

CBC's goal is to achieve economic empowerment for shared global prosperity through the enhancement of private sector contribution to social and economic development.

For more information please visit www.cbglobal.org



GHANA INVESTMENT PROMOTION CENTRE

The Ghana Investment Promotion Centre (GIPC) is a government agency, designed to encourage, promote and facilitate investments in all sectors of the economy except mining and petroleum

They are the one-stop agency that facilitates and supports local and foreign investors in both the manufacturing and services sectors as they seek more value-creating operations, higher sustainable returns and new business opportunities.

For more information please visit www.gipcghana.com

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