

ALN  **AFRICA INVESTMENT**
CONFERENCE | 7 - 8 NOV 2018 | DUBAI
CONNECTING LEADERS



THE FOUR SEASONS RESORT AT JUMEIRAH BEACH

PROGRAMME

8:00

Registration

9:00

Welcome Remarks

9:10

Opening Presentation

9:30

Opening Africa Up for Business: A Realistic Vision?

The opening session will tackle the social, economic and political challenges and rewards of opening the continent up for business. Join us in a discussion led by recognised African leaders as they share their efforts and thoughts on good governance, political stability, strategies for economic diversification and views on how to engage business and political partners to make the most of new opportunities for investment.

There are experiences to be learned from other economies, strategies for the employment of a growing local population, the issue of resource nationalism and the need to increase value addition in each country. Let's understand the implications of the creation of one African market, the desirability of eliminating tariffs, how to make it sustainable, which opportunities will arise for overseas companies and how to create modern and high income economies while allocating resources more efficiently.

10:30

Coffee Break

11:00

Navigating Pitfalls and Capitalising on Opportunities: The Do's and Don'ts of Doing Business in Africa

Join us for a dynamic discussion on the risks and rewards of doing business in a continent that is complex and fast moving. Discover how to navigate its diverse and dynamic business environments effectively, including the importance of being on the ground, how to leverage expansion opportunities, distinguishing perception vs reality, regulatory imperatives, navigating geopolitical, currency, corruption and security risk and where to focus your efforts as you seek to capitalise on Africa's business and investment opportunities.

12:00

Keynote Address by His Excellency Sheikh Nahayan Mubarak Al Nahayan

12:30

Lunch

2:00

East Africa in the Spotlight: Ethiopia, Rwanda and Tanzania

This session will showcase three investment destinations in East Africa – Ethiopia, Rwanda and Tanzania – in the form of 20 minute hard-talk interviews of business leaders with expertise in each of the three countries. The sessions will provide a candid overview of opportunities, challenges, risks and rewards of investing and doing business in each respective country.

The Rise of the African Megacity: The Need for a New Urban Agenda

This session will cover several urgent matters impacting Africa, including whether and why Africa has missed out on urban-led growth and which are the challenges of an accelerated urbanization how to leverage density for connectivity, inclusive cities and human settlements as drivers of growth, the articulation between the urban and the rural world, the switch to urban-centred growth from commodity export, security and rule of law challenges, environmental sustainability and resilience, infrastructure and urban planning, smarter cities to tackle urban challenges, among others.

3:00 | So You're Interested in the Africa Play: What is the Right Entry Strategy?

No one market entry strategy works for all international markets. Africa, in particular, presents unique considerations. Join us for a discussion on the various factors that will influence your decision on how to enter key African markets and whether you should be considering buying, partnering, setting up a joint venture, direct exporting, licencing, franchising, or other entry methods.

Innovative Financing: Is Africa Ready for More Complex Financing Models?

Have traditional methods of raising finance in Africa been replaced with more innovative techniques? Have lenders been able to get sufficient comfort around receivable financing and collateral management, both pre export and pre import? Have the multilateral insurance agencies improved the risk matrix and the cost of finance?

4:00 | Coffee Break

4:30 | A New Era in Innovation: Implications of Disruptive Solutions for the Continent with the World's Fastest Growing Population

According to the UN, Africa is expected to account for more than half of the world's population growth between 2015 and 2050. While there is clearly a need for African countries to leverage disruptive solutions to leap old technology and catch up on the world stage, there is an equal need to make sure that job opportunities for African citizens are a priority given the rapid rate of population growth.

How can African countries drive innovation in areas like education, social networking, service delivery, cloud computing, artificial intelligence, fintech, etc, while ensuring a sufficient supply of jobs? Is the continent ready for digitalisation, automation and artificial intelligence? What are some of the risks and opportunities that these countries need to keep in mind? What key policies are needed to positively harness this disruption? What should large corporates consider as they develop and adopt disruptive technologies? In what areas of technology and innovation should investors place their bets in Africa?

West Africa in the Spotlight: Ghana, Nigeria, Côte d'Ivoire

This session will showcase three investment destinations in West Africa – Ghana, Nigeria and Côte d'Ivoire – in the form of 20 minute hard-talk interviews of business leaders with expertise in each of the three countries. The sessions will provide a candid overview of opportunities, challenges, risks and rewards of investing and doing business in each respective country.

5:30 | Closing Remarks (Day 1)

7:30 | Cocktail & Dinner

8:30

Registration

9:30 | Creating the Optimum Family Business Structure: Building for the Future

Large family businesses are critical players in all African economies. These businesses own and control significant assets which are vital to business and the economy, but they present their own unique challenges. This panel will explore how to best structure your family business to ensure longevity, including key factors to consider when structuring a family business, the ideal time to initiate succession planning, how to engage the next generation and prepare them to enter the business, challenges of new perspectives entering the business, how to ensure that the family business is of interest to all members, achieving communication excellence and building team work towards a permanent future for the business. Join us as we discuss these critical issues affecting the permanence of these businesses.

Southern Africa in the Spotlight: South Africa, Zambia, Zimbabwe

This session will showcase three investment destinations in Southern Africa – South Africa, Zambia and Zimbabwe – in the form of 20 minute hard-talk interviews of business leaders with expertise in each of the three countries. The sessions will provide a candid overview of opportunities, challenges, risks and rewards of investing and doing business in each respective country.

Northern Africa in the Spotlight: Morocco, Algeria, Egypt

This session will showcase three investment destinations in Northern Africa – Morocco, Algeria and Egypt – in the form of 20 minute hard-talk interviews of business leaders with expertise in each of the three countries. The sessions will provide a candid overview of opportunities, challenges, risks and rewards of investing and doing business in each respective country.

10:30 | The Push for Renewable Energy: An Unfair Burden on Industrialisation in Africa?

This session will address a critical debate around the impact of moving away from fossil fuels towards increasing reliance on renewable energy sources. While there is little disagreement that overreliance on fossil fuels is causing extensive damage to the earth, this panel also considers the complexity of moving wholly towards renewable energy, including its cost effectiveness, efficiency, grid stability, ability to meet demand and scalability, and the impact this could have on Africa's efforts to catch up with the rest of the world. What is the right mix?

Budding Lions: Showcasing the Continent's High-Impact Entrepreneurs

Three up-and-coming start-ups present on their solutions for Africa and take questions from the audience in a dynamic session showcasing next-generation innovation and creative problem-solving for Africa

11:30 | Coffee Break

PROGRAMME DAY 2: **8 NOVEMBER 2018**

12:00 | **Africa as a Land of Opportunity: Another Scramble?**

There is no doubt that with its untapped resources and market potential, Africa will continue to increase in attractiveness for foreign investors, in both the private and public sectors. This closing panel explores some of the issues that arise from the involvement of these foreign players on the ground, including geopolitical imperatives, how they approach their involvement, investment models, and future implications for the continent.

1:00 | **Closing Remarks**

1:10 | **Lunch**