










CII-EXIM Bank Regional Conclave on India and West Africa
8-9 October 2018: Abuja, Nigeria










Programme

(as on 7th Oct 2018)










DAY ONE: MONDAY, 8 OCTOBER 2018	
0800 – 0915hrs	Registration
0915 hrs onwards	Delegates to be seated and Arrival of Dignitaries
0930 – 1100hrs	<p>Session I : “India-West Africa Connect: New Vistas & Opportunities”</p> <p><i>Amid the ongoing resurgence of Sub-Saharan Africa, West Africa is rapidly emerging as a beacon of economic dynamism, enterprise and innovation. West African countries are increasingly identified with an appetite for reform and concrete steps for liberalising their economy and improving governance. Investment eco-systems and requirements vary across countries, but the potential for investment is huge in areas of mining, manufacturing, energy and power, agriculture & agro-processing, energy, including hydrocarbons & renewables, and transport & construction, among others. The emergence of the services sector is an unfolding story, offering huge opportunities in areas of financial services, management consultancy, education, skill development, health and tourism.</i></p> <p><i>In recent years, the region is getting top-level diplomatic attention from India with many two-way high-level visits and has seen increased investment by Indian companies. This session will take a big-picture view of multi-dimensional India-West Africa economic relations, identify opportunities for enhancing Indian engagement and investment and focus on addressing challenges and constraints.</i></p> <p>Opening Remarks: Mr. B N Reddy, High Commissioner of India to Nigeria</p> <p>Session Chair :Amb. Gurjit Singh, Chair, CII Taskforce on Asia Africa Growth Corridor and Former Ambassador of India to Germany, Indonesia and Ethiopia</p> <ul style="list-style-type: none"> • Mr. Peter Oluonye. Principal Programme Officer, Investment Promotion Services. ECOWAS Commission • Ms. Yewande Sadiku, Executive Secretary & CEO, Nigerian Investment Promotion Commission (NIPC) • Mr. Aminou Akadiri, Executive Director, Federation of West African Chamber of Commerce & Industry (FEWACCI) • Mr Muhammad M. Jagana, President, Gambia Chamber of Commerce & Industry

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1100 – 1230hrs	<p>Session II: “Transforming Infrastructure, Powering Growth – Partnering for greater Connectivity & Construction through Clean & Green Energy”</p> <p><i>Infrastructure funding deficit in Africa is estimated to be between \$87 billion to \$112 billion annually, according to AfDB estimates. West Africa, despite its improving economic indicators, suffers from a massive infrastructure crunch, which also accounts for low foreign investment in this crucial sector. Bridging infrastructure gap is, therefore, central to enhanced economic growth, greater investment, job creation and inclusive prosperity. Infrastructure development is organically linked to strengthening the manufacturing sector.</i></p> <p><i>“Light up and Power Africa,” – achieving universal energy access and sustainable energy security have been identified by the African Development Bank as one of High 5s to unlock the potential of Africa’s economic transformation. In sync with this New Deal of Energy for Africa, ECOWAS has taken the lead in addressing energy crunch in West Africa. The challenges are huge, but so are the opportunities as the region boasts of huge reserves of hydrocarbons and has massive potential in all forms of renewable energy, including hydropower, solar, wind and bio-fuels. Development of solar energy has been projected as West Africa’s pathway for securing green and clean future.</i></p> <p><i>With improving macro-economic fundamentals in most West African companies, there are more opportunities for Indian companies in providing cost-effective quality infrastructure to the region and spur manufacturing through value-addition.</i></p> <p>Session Chair :Mr.Tolulope Aderemi, Partner, Perchstone&Graeys</p> <ul style="list-style-type: none"> • Mr. Bayaornibe Dabire. Director Energy, ECOWAS Commission. • Mr. Egeruoh Chigoziri, Chief Power Engineer, African Development Bank (AfDB) • Mrs Damilola Ogunbiyi, MD & CEO, Rural Electrification Agency • Mr. Anil Mehra, Executive Director, Power Grid Corporation • Mr. Yogesh Kripalani, Chief Operating Officer, Transrail Lighting Limited • Engr. Chidi K.C. Izuwah, Senior Director General, Infrastructure Concession and Regulatory Commission (ICRC). • Mr Jitendra Sachdeva, Group President, SkipperSiel • Dr Nalin Shinghal, Chairman & Managing Director, Central Electronics Ltd
1230 – 1400 hrs	Lunch

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1400 – 1420 hrs	Inauguration of Photo Exhibition on Mahatma Gandhi (Bapu@150) Jointly by Hon'ble Minister of State of Commerce & Industry, Minister of State of External Affairs and Trade Minister of Nigeria in the presence of other dignitaries from West African countries	
1420 –1520 hrs	Special Plenary Session	
1420 - 1425hrs	Welcome Address by	Mr. Rajesh Sharma Leader of CII Business Delegation & Chairman & Managing Director Ion Exchange India Ltd
1425 – 1435hrs	Special Address by	Mr. Jean-Claude Kassi BROU President ECOWAS Commission
1435 – 1445hrs	Special Address by	Mr. M J Akbar Hon'ble Minister of State for External Affairs Government of India
1445 – 1455hrs	Special Address by	Mr. C R Chaudhary Hon'ble Minister of State for Commerce and Industry Government of India
1455 – 1500hrs	Exchange of MoU Between <ul style="list-style-type: none"> • CII and ECOWAS Commission • CII and Nigeria Investment Promotion Commission • CII and Federation of West Africa Chambers of Commerce & Industry Release of Exim Bank Publication on “Indian Investments in West Africa: Recent Trends and Prospects”	
1500 – 1515hrs	Keynote Address by	Dr Okechukwu Enelamah Hon'ble Minister Ministry of Industry, Trade & Investment Federal Republic of Nigeria
1515 – 1520hrs	Concluding Remarks & Vote of Thanks by	Mr. Debasish Mallick Deputy Managing Director Export Import Bank of India
1520 – 1540hrs	Tea & Coffee Break	

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1545 – 1715hrs	<p>Session III: Sustainable & Inclusive Financing: Promoting Indian Investment</p> <p><i>West Africa region is now seen as the next investment frontier, with many economies of the region, including Ghana, Cote D' Ivoire, Senegal and Benin, among others, recording continuing high economic growth. The region is showing tangible results in improving its risk-reward performance, but despite the enormous investment potential, West Africa gets only 5 per cent of FDI that flows to the continent. Against this backdrop, promoting sustainable and inclusive financing is a prerequisite for changing the narrative to spur the economic transformation of the region. There are a host of structural and political reasons that account for the financing gap in the region.</i></p> <p><i>Drawing on their larger experience of operating successfully in the continent, the Indian private sector and EXIM Bank can collaborate closely to address the financing gap. There is also a compelling case for enhanced coordination between pan-African DFIs like the African Development Bank (AfDB) and regional DFIs and agencies like West Africa Development Bank (BOAD), West African Economic and Monetary Union, ECOWAS Bank for Investment and Development (EBID) and ECOWAS Commission.</i></p> <p>Session Chair : Mr. Debasish Mallick, Deputy Managing Director, Export Import Bank of India</p> <ul style="list-style-type: none"> • Mr Bashir Mamman IFO, President, ECOWAS Bank for Investment and Development (EBID) • Mr. Emmanuel Ibituase Akinwumi, Principal Private Sector Specialist, African Development Bank (AfDB) • Mr.Olalusi Lanre, Group Head, Structured Solutions and Investment Banking, Sterling Bank, Nigeria • Dr. Abdulkarim Mayere, Managing Director, Kaduna State Power Supply Company, Nigeria. • Mr. Oumar Tembely, Director, West African Development Bank (BOAD)
0930 – 1300 hrs & 1530 – 1700 hrs	B2B Meetings
1715 – 1815hrs	<p>Ministerial Plenary Session</p> <p><i>West African countries have taken giant strides over the past decade in liberalizing their economies and increasing industrialization. The average rate of economic growth in West African countries is estimated to be about 3.8 per cent in 2018, and is projected to increase marginally to 3.9 per cent in 2019. The region is home to some of the fastest growing economies in Sub-Saharan Africa are from this region, including Cote D' Ivoire, Senegal and Ghana.</i></p> <p><i>Buoyed by India's blossoming relations with Sub-Saharan Africa, New Delhi's engagement with the West Africa region is also on an ascending curve. The region acquired a sharper focus in India's foreign policy calculus with the launch of TEAM-9 (Techno-Economic Approach for Africa-India Movement) initiative in 2004, which significantly scaled up bilateral economic and development cooperation. In recent years, the region is getting top-level diplomatic attention from India with many two-way high-level visits and has seen increased investment by Indian companies. This session will take a big-picture view of multi-dimensional India-West Africa economic relations, identify opportunities for enhancing Indian engagement and investment and focus on addressing challenges and constraints.</i></p>










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	<p>Session Chair :Prince Kayode Adetokunbo, President, Abuja Chamber of Commerce and Industry (ACCI)</p> <ul style="list-style-type: none"> • Mr Moulaye Ahmed Boubacar, Hon'ble Minister of Development of Industry & Promotion of Investment, Mali • Mr Wilfred J.S. Bangura II, Hon'ble Deputy Minister for Commerce and Industry, Liberia • Mr Carlos Kingsley Ahenkorah, Hon'ble Deputy Minister of Trade & Industry, Ghana
1900 hrs onwards	Networking Dinner

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DAY TWO: TUESDAY, 9 OCTOBER 2018

0730 – 0900 hrs	Breakfast Session on India-Japan Collaboration for West Africa
0900 – 1030hrs	<p>SessionIV: “Agriculture & Food Processing: Moving up the Value Chain”</p> <p><i>Agriculture is a primary driver of West Africa’s economy, accounting for over 35 percent of the region’s GDP and 65 percent of employment. Raising agricultural productivity and boosting food-processing are, therefore, crucial to achieving food and nutrition security in the region. Transformation of agricultural eco-system is also a critical component of poverty reduction and promoting inclusive economic growth.</i></p> <p><i>Modernisation of the agriculture sector is sometimes inhibited due lack of information about new agricultural technologies and best practices, inadequate water management and under-developed linkages between farmers and markets. The Economic Community of West African States (ECOWAS) is playing a key role in addressing these issues through the ECOWAS Regional Agricultural Policy (ECOWAP) and other initiatives like West Africa Agricultural Productivity Program (WAAPP). The improving macroeconomic environment, combined with growing demand and higher agricultural prices, are generating new opportunities for potential investors.</i></p> <p><i>This session will explore how Indian companies and technical institutions, with their proven strengths and experience in agriculture and upgrading food processing sector, can partner West African countries in enhancing productivity and transforming agricultural landscape in the region.</i></p> <p>Session Chair :Mr Muhammad M. Jagana, President, Gambia Chamber of Commerce & Industry</p> <ul style="list-style-type: none"> • Ms. Assome Diatta, Director of Trade, Ministry of Commerce & Industry, Senegal • Mr. Ibrahim Amadou, Chief Agricultural Economist, African Development Bank (AfDB) • Mr Dutoit Cobus, Head-West Africa, John Deere Ltd. • Mr Mohammed Turra, Vice President -Strategic Initiatives, Mahindra & Mahindra • Ms Bukola Awosanya ,Group Head-Agriculture, Sterling Bank Plc
1030 – 1200hrs	<p>Session V :“Unlocking New Areas for Collaboration in Manufacturing & Services with focus on Higher Education& Skill Development, ICT and Healthcare”</p> <p><i>Africa’s population is set to increase to around 1.8 billion by 2035, with West Africa accounting for 15 per cent of this demographic growth. West Africa’s population is expected to increase from 367 million to almost 570 million by 2035. The overwhelmingly young population in the region (aged 15-29) is also set to register a sharp increase. This will be a great potential to unlock economic growth and opens new opportunities for investment in interrelated areas of education, skill development and healthcare.</i></p> <p><i>The increasing share of services in the economy of Sub-Saharan Africa is an unfolding story, with robust projections for growth of services trade in West Africa region. The services trade in the</i></p>

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	<p>region, especially in transportation and logistics, travel, financial services, business and consultancy, is projected to increase dramatically in months and years to come. The rise in services trade in the region offers a spate of opportunities for trade diversification, growth, job creation and poverty reduction. Against this backdrop, this session will explore prospects of increasing Indian engagement and investment in a broad spectrum of services trade in education, skill development, ICT and healthcare.</p> <p>Session Chair : Mr. Emeka Obegolu, Second Deputy President, Abuja Chamber of Commerce & Industry</p> <ul style="list-style-type: none"> • Prof James A Momoh, Chairman & CEO, Nigerian Electricity Regulatory Commission (NERC) • Mr Rajesh Sharma, Chairman & Managing Director, Ion Exchange India Ltd • Dr. Shabihul Hassan, Chairman & Chief Medical Director, Dr Hassan's Hospital & Diagnostic Center • Mr Nitil Gupta, CEO, Namah Educational Institute • Mr. Anupam Mishra, Executive Director, Wapcos Limited • Mr. Rakesh Sardana, President & CEO, Skipper Nigeria Limited
1200 – 1300hrs	<p>Valedictory Session</p> <ul style="list-style-type: none"> • Mr. Rajesh Sharma, Leader of CII Business Delegation & Chairman & Managing Director, Ion Exchange India Ltd • Mr Wilfred J.S. Bangura II, Hon'ble Deputy Minister for Commerce and Industry, Liberia • Mr Carlos Kingsley Ahenkorah, Hon'ble Deputy Minister of Trade & Industry, Ghana • Mr. Debasish Mallick, Deputy Managing Director, Export Import Bank of India
1300 – 1400 hrs	Lunch
0900 -1200hrs& 1400 – 1600 hrs	B2B Meetings

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