THE SEMINAR ON INVESTMENT PROMOTION TO ETHIOPIA, KENYA, MOZAMBIQUE AND ZAMBIA

EVENT REPORT

Date:   5-7 June 2017
Organizer:  ITC, CCPIT, CADFund
Sponsor:  DFID, CCPIT Shaanxi Sub-Council, Shaanxi People’s Government
Venue:  Gran Melia Hotel Xi’An, Shaanxi, China

PARTICIPANTS

The seminar gathered more than 300 participants from China and Africa, including:

- 207 business people from China interested in investing in Africa;
- 8 investment promotion officers from Ethiopia Investment Commission (EIC), Kenya Investment Authority (KenInvest), Mozambique Agencia para a Promoçao de Investimentos e Exportaçoes (APIEX) and Zambia Development Agency(ZDA);
- 6 representatives from the embassies of Ethiopia, Kenya and Mozambique in China, including Ambassadors of Kenya and Mozambique and the Deputy Head of Mission of Ethiopia;
- 2 Chinese companies already investing in Ethiopia;
- 35 representatives from CCPIT regional councils including Dalian, Henan, Jilin and CCPIT City Committees from Shaanxi Province including Xianyang, Yuling, Yangling, Bingxian, Baoji;
- 2 Representatives from the China-Africa Fund for Industrial Cooperation Co., Ltd.(CAFIC) and 2 representatives from the International Finance Corporation-World Bank Group (IFC)
- Representatives from ITC, DFID, CADFund, CCPIT headquarter, CCPIT Shaanxi Sub-Council and CCPIT Xi’An City Committee.

OBJECTIVES

The objectives of the seminar were to:

- Increase awareness of potential Chinese investors on investment climates and opportunities in Ethiopia, Kenya, Mozambique and Zambia
• Provide a forum for experience sharing and mutual learning among Chinese investors and investment promotion agencies (IPAs) in these countries.

• Facilitate network building between investment promotion agencies in these countries and potential Chinese investors.

See Annex I for the background and the programme of the seminar.

RESULTS

• Chinese investors enhanced their understanding on investment climates and opportunities in Ethiopia, Kenya, Mozambique and Zambia.

• Chinese investors learned from experiences of leading Chinese investors in these countries, and improved their awareness on investment opportunities in these countries.

• Representatives from investment promotion agencies of Ethiopia, Kenya, Mozambique and Zambia promoted the investment climates, incentives and investment opportunities in the agro-processing and light manufacturing sectors.

• Representative from investment promotion agencies increased their awareness on the interests and needs of Chinese investors by directly interacting with them during the seminar and especially during the face-to-face meetings.

• Direct contacts between Chinese investors and investment promotion agencies in African countries were established.
OPENING REMARKS

Mr. Xu Hua, Chairman of CCPIT Shaanxi Sub-Council warmly welcomed the participants and officially opened the seminar.

Mr. Jiang Feng, Vice Governor of Shaanxi People’s Government, expressed his gratitude on behalf of Shaanxi People’s Government for PIGA’s contribution to the province’s economic and social development. He noted that PIGA improves China and Africa relations by providing a cooperation mechanism between the two countries and encouraging concrete and lasting mutual benefits for the Sino-Africa relationship. Mr. Jiang also highlighted the importance of this seminar to enhance communication between Chinese companies and institutions in Ethiopia, Kenya, Mozambique and Zambia and as a platform to promote investment from Shaanxi Province’s prevailing industries to Africa for the benefit of the Chinese and the African people.

Ms. Zhu Lingyan, Vice Director General, Department of Trade and Investment Promotion, CCPIT, elaborated on China and Africa long lasting friendship and its partnership for increasing trade and investment. Ms. Zhu highlighted that Africa was an essential part of the ancient “Silk Road” and is today, an integral part of the “Belt and Road” Initiative. Ms. Zhu expressed that CCPIT is pleased to collaborate with ITC to organize investment promotion seminars and business-to-business events. They encourage entrepreneurs to utilise those trade and investment platforms to broaden relations and cooperation and realise win-win business and development benefit.

Mr. Wang Yong, Vice President, CADFund, expressed his view on development trend in Africa. Despite Africa’s a growth rate decline, the economic prospect remains positive due to the region’s demographic and natural resource advantages, the growing urbanisation and technology development. He also explained that China could assist Africa to address challenges, especially the economic structure transformation, since both countries have complementary economic structures and investment and cooperation are growing rapidly. He emphasized CADFund’s role to provide a financial bridge to lead Chinese enterprises to invest in Africa.

Mr. Xuejun Jiang, Chief, Office for Asia and the Pacific, ITC, expressed his appreciation to the CCPIT Shaanxi Sub-Council and Shaanxi People’s Government for their warm hospitality and support in organizing the seminar. Mr. Jiang introduced the background of PIGA project and its supportive role to the “Belt and Road” Initiative. He also emphasized the importance of catalysing investment for the sustainable growth and job creation in Africa and the significant role the Chinese investors could play to contribute to this goal.
INTRODUCING INVESTMENT CLIMATES IN ETHIOPIA, KENYA, MOZAMBIQUE AND ZAMBIA

Mr. Teka Gebereyesus, Deputy Commissioner, EIC, introduced the business and investment environment in Ethiopia. He explained that Ethiopia’s economy sustained a rapid growth over the last decade and envisaged to become a middle-income country and leading manufacturing hub in Africa by 2025. He introduced the economic and political environment, infrastructure, market access, investment policies and incentives to invest in Ethiopia. The country has demographic advantages and massive investment opportunities in agro-processing, textile and garment, leather and by-products, pharmaceuticals and construction materials.

Ms. Heather Mbaika Munyao, Investment Promotion Officer, KenInvest, introduced the investment climate in Kenya. She highlighted that Kenya’s economy is multi-sectors driven and has experienced positive growth in the recent years. She presented the general situation and investment opportunities of Kenya in key sectors such as tourism, agriculture, trade, financial services, business process offshoring, manufacturing, oil & gas, as promoted in Kenya’s Vision 2030. She also introduced investment opportunities in various industrial parks.

Mr. Nuno Maposse, Coordinator of Marketing Services, APEIX, introduced the investment climate in Mozambique. He presented Mozambique’s general investment situation including concrete examples of Chinese investments in Mozambique. He also introduced the legal framework, taxation system, investment incentives and market access to invest in the country. The priority sectors, potential mineral and energy resource, as well as the infrastructure development were also presented to Chinese investors.

Ms. Jessica M. Chombo, Manager ZDA, introduced the investment climate in Zambia. She presented the geographic and economic advantages of Zambia. The country enjoys both social and political stability as well as a healthy macroeconomic environment, with economic growth averaging around 6 percent per annum since 2003. She highlighted the investment incentives, namely no import duty on equipment and machinery for five years and investment guarantees and protection. She also listed comprehensive investment support services for Chinese investors offered by ZDA.

Ms. Wang Linjie, Deputy Director of Commercial Legal Service Center of CCPIT, presented the investment legal protection for risk management in Ethiopia, Kenya, Mozambique and Zambia. Ms. Wang started by introducing the situation of Chinese companies’ investment in Africa. In 2016, China-Africa trade volume was 149.1 billion USD and the outward investment flow from China to Africa was 3.2 billion USD. The trade and investment are growing rapidly, despite Chinese enterprises concerns about investment risks. According to CCPIT’s survey, the main legal issues for Chinese companies’ include labour standards, environment protection, limitation for tender and tax duplication, etc. She provided several advices on legal protection for investment and emphasized on CCPIT’s overall legal service to help Chinese enterprises invest in Africa.
Ms. Jessica M. Chombo, Manager, ZDA, introduced the investment climate in Zambia

Ms. Hellen Jerono Chemuren, Manager of the Projects unit, KenInvest, introduced the investment climate in Kenya

Ms. Wang Linjie, Deputy Director of Commercial Legal Service Center of CCPIT

Mrs. Lidya Gizachew Mulatu, Focal point person for Chinese investment, EIC

Ms. Heather Mbakia Muryao, Investment Promotion Officer, KenInvest, introduced the investment climate in Kenya

Mr. Nuno Maposse, Coordinator of Marketing Services, APEIX, introduced the investment climate in Mozambique

Mr. Chisanga Pule, Investment Promotion Officer, ZDA
INVESTMENT OPPORTUNITIES IN LIGHT MANUFACTURING

1) Investment opportunities in Ethiopia, Kenya, Mozambique and Zambia

Mrs Lidya Gizachew Mulatu, Focal point person for Chinese investment, EIC, presented the investment opportunities in Ethiopia’s light manufacturing sector. The country focuses on labour intensive and export led industries. Priority opportunities in light manufacturing sectors include textile and garment, leather and by-products, agro-processing, metal engineering, chemicals, construction inputs, pharmaceuticals and industrial parks development. She also introduced the support the government provides to investors such as incentives, investment guarantee and protection, rights to remittance, duty and tax exemptions. Export incentives include export tax exemption, duty drawback scheme, voucher scheme, export credit guarantee scheme, etc. The industrial parks both constructed by the government and the private operators benefit from advantages, namely, infrastructure, one-stop support services, transportation, tax free trading and additional income tax exemptions.

Ms. Hellen Jerono Chemuren, Manager of the Projects unit, KenInvest, presented the investment opportunities in Kenya’s light manufacturing industry. The sector is one of the key productive sectors identified under Kenya's Vision 2030 to spur economic growth and development because of its immense potential for wealth and employment creation as well as poverty reduction. The Vision overall goal is to increase sector contribution to Gross Domestic Product (GDP) to 20% per annum from the current 11%, and propel Kenya to become Africa’s industrial hub. Priority sub-sectors in light manufacturing are: textiles and apparels, leather products, wood and paper products, plastics and rubber, chemicals, food processing, beverage and tobacco, motor vehicles assembly and component, electrical and electronic, metal and by-products, pharmaceutical and medical equipment.

Mr. Danubio Julio Lado, Investment Officer, APIEX, presented the investment opportunities in Mozambique’s light manufacturing sector. The industry is regarded as one of the determining sectors for the economic development of the country. Therefore, the Mozambican Government has triggered several actions aimed at reducing operational costs to encourage the industry’s dynamism and the valorisation of the national products. The industrial production in Mozambique promotes metallurgy products, food & beverages, tobacco and non-metal construction inputs such as cement. He presented the incentives on duty and taxation for each sub-sectors and for the special economic zones and industrial free zones.

Mr. Chisanga Pule, Investment Promotion Officer, ZDA, presented the investment opportunities in Zambia's light manufacturing sector. Zambia’s manufacturing sector faces challenges such as excessive import dependence, little automatization and a low participation by medium and small-scale industries (98.5% of contribution to GDP is made by large-scale firms). The government of Zambia has been focusing on creating enabling environment for manufacturing through the creation of economic zones and industrial parks. Mr. Pule presented the multi-facility economic zone, which provides several tax and non-tax incentives. He highlighted the investment opportunities in manufacturing sectors, including wood processing, manufacturing of cables, agro-processing equipment, household tools, pharmaceuticals, plastic products, paper products, textiles, packaging products, beverages, metal fabrication and building products, soaps, chemicals and paints.
2) Experience of a Chinese company investing in Africa

Mr. Bryan CHEN Min, General Manager, Sunshine Ethiopia Wool Textile PLC, introduced the company’s activities in Ethiopia. Founded in 1986, Sunshine has more than 15,000 employees and a turnover of 5.5 billion USD in 2016. The Chinese company has diversified activities including in textile & apparel, in biological pharmacy & medical instrument, thermos-electricity, ecotype agriculture & forestry, real estate and solar energy. Sunshine Ethiopia Wool Textile PLC produces each year 3.5 million shirts, 35 million worsted materials, 3 million woollen materials and 3.5 million sets and 50% of wool material, textile and garment are sold in China and internationally. However, the raise of production costs, the high tariff and trade barriers to Chinese exports led Sunshine to invest in Ethiopia. The total amount of investment in Ethiopia is 980 million USD with the potential to create 17,000 jobs. The Sunshine production in Ethiopia will include dyeing, spinning, weaving, finishing, shirt making and apparel cutting, sewing and ironing.

INVESTMENT OPPORTUNITIES IN AGRO-PROCESSING

1) Investment opportunities in Ethiopia, Kenya, Mozambique and Zambia

Mrs. Lidya Gizachew Mulatu, Focal point person for Chinese investment, EIC, presented the investment opportunities in Ethiopia’s agro-processing sector. The country offers good agriculture conditions, an emerging export market and supportive national strategies, such as the Agricultural Development Led Industrialization strategy to develop agro-processing sector. She presented investment opportunities in agricultural sub-sectors, including roasted grinded and packing of coffee and soluble coffee manufacturing; processing of dairy and meat products; manufacturing of starch and starch products, baby foods; manufacturing of edible oils/fats; manufacturing of Macaroni, pasta, biscuits; processing spices, pulses, oilseeds, fruits and vegetables, honey; sugar and sugar related products; brewery and wine making. She also explained the support and incentives provided to investors in this sector.

Mr. Nuno Maposse, Coordinator of Marketing Services, APIEX, presented investment opportunities in Mozambique’s agro-processing sector. The country’s agro-processing potential can be summarized in four key areas: good agro-climatic conditions, enabling environment for investment, government commitment to market-driven growth and strong market dynamics. He noted that the Mozambican agro-business Development Plan identified fifteen strategic value chains with high potential and prioritized eight of them for creating economic growth. The Plan seeks to translate the agro-ecological opportunities in inclusive wealth through job creation and promotion of emerging farmers.

Mrs. Jessica M. Chombo, Manager, ZDA, presented opportunities in Zambia’s agro-processing sector. Currently, food and beverages is the largest component of household consumption in Zambia. The largest productions are fish, dairy, bakery products, prepared fruits and vegetables, and miscellaneous edible preparations. Regional imports are growing faster than world averages and agro-processing accounts for approximately 60% of Zambia’s manufacturing sector. She highlighted investment opportunities in agro-processing, including food and cash crops, livestock, poultry and fish farming, as well as vaccine and fertilizer production, construction of storage facilities and agriculture machinery & equipment.

Ms. Hellen Jerono Chemuren, Manager of the Projects unit, KenInvest, presented the investment opportunities in Kenya’s agro-processing sector. Regarding agro-processing, the sector accounts for 25% of Kenya’s GDP, 65% of Kenya’s total exports and provides 18% of formal employment. The regional Eastern Africa market annually imports USD 3.8 billion in
raw and processed commodities such as wheat, palm oil and rice for local consumption. Kenya has the potential to set up a “food hub”, notably for the following sub-sectors: fisheries, leather, sugar, tea and coffee, vegetable and fruit processing, meat and dairy farming, tuber crops and vegetable oil. She also presented opportunities under the special economic zones, export-processing zones and various incentives for Chinese investors to facilitate their investment projects in Kenya.

2) Experience of a Chinese company investing in Africa

Mr. Shi Dexiang, Deputy General Manager of CGCOC Agriculture Development Co. Ltd, presented the company’s activities in Ethiopia. A state-owned multinational, CGCOC was established in 2002 and offers business services such as consultancy, investment, infrastructure engineering, logistics, and leasing. In December 2003, CGCOC Ethiopia was founded and has currently 630 Chinese staff, 6000 local staff and covered sectors including road & bridge, water supply, housing construction, new energy, real estate, agricultural development and industrial investment. The CGCOC Agriculture Development has several projects in Africa, including the Ethiopia Livestock Agro-processing Industrial Park. He presented the Industrial Park project and its eight function areas for the halal slaughtering and processing, the feed & leather processing, the agricultural products deep processing area, the by-product deep processing area, the cold chain logistics area, the agro-products collection, the exchange, inspection and quarantine centre and the office and residence. The Industrial Park has good infrastructure, favourable policy and one stop shop service. The project is yet to be implemented and seeks to connect with Chinese investors and Ethiopian businesses to collaborate for the realization of the project.

3) Presentation of the International Finance Corporation

Mr. Simon Andrews, Country Manager, IFC, presented IFC’s mandate and six decades of experience in providing financing development solutions in emerging market. IFC is a member of the World Bank Group that provides financing, investment advice and, resource mobilization support. IFC has AAA credit rating and is present in 100 countries. It is the largest global development institution focused exclusively on the private sector in developing countries. He also introduced IFC and China’s partnership of over 30 years. Throughout this partnership and until 2016, IFC has committed more than USD 11.8 billion to 356 projects in China. IFC’s new strategy on development finance has three major components: create markets, redefine development finance and implement a private sector approach.
CLOSING ADDRESS

Dr. Andrew Clark, Deputy Head of Department, Growth and Resilience, DFID, extend his gratitude to all the participants, speakers and organisers. He highlighted that the city of Xi’an was an historic start of the ancient silk road and is now a key centre for the ‘Belt and Road’ Initiative. He emphasized that PIGA was a landmark initiative under the Memorandum of Understanding on international development and broader strategic global partnership between UK and China. He also commented that DFID recently launched a new programme, Invest Africa, which aims to increase foreign direct investment into the most productive sectors in Africa. PIGA is an integral part of this broader initiative to deliver concrete results on the ground in terms of dollars of investment, jobs creation and exports in Africa.

Mr. Xuejun Jiang, Chief of the Office for Asia and the Pacific, ITC and H.E. Mr. Michael Denis Kinyajui Mukiri, Ambassador of Kenya to China also delivered closing remarks to thank all the participants, speakers and organisers. They look forward to more Chinese investments in the four PIGA countries as a result of this seminar on investment promotion.

BILATERAL MEETINGS

Following the seminar, the Chinese companies interested in investing in Africa were given the opportunity to meet face-to-face with the Investment Promotion Agencies (IPAs) from Ethiopia, Kenya, Mozambique, Zambia, CADFund, CAFIC, IFC, Sunshine Ethiopia Wool Textile PLC, CGCOC Agriculture Development Co.

Each meeting was facilitated by an interpreter and allowed the Chinese company to discuss about specific investment opportunities, the business and investment environment in Africa, funding and resource mobilization possibilities and to exchange knowledge with Chinese companies investing in Africa.

Companies had previously registered for their meetings at a registration desk or through the PIGA on-line platform (PIGA Wechat group). The bilateral meetings were announced in the programme and also during the seminar. There were 31 registered bilateral meetings and several “walk-in” from Chinese companies. Participating companies were operating in the agro-processing and light manufacturing sectors and in various sub-sectors such as tea, rice, solar energy and pumps and machinery, etc.
The bilateral meetings built direct contacts, increased Chinese investors’ understanding on investment processes and procedures as well as risk and opportunities. Chinese companies expressed that the meetings provided them great guidance on investment in Africa and that the discussions with the funds and companies helped them to polish their investment plan and defined their investment strategy. African representatives confirmed the meetings allowed mutual learning and tailor advising. The participants shared that the bilateral meetings were very useful and appreciated time was allocated to discuss in details through face-to-face meetings with the representatives.
COMPANY VISIT

On 7th June 2017, the second day of the seminar, representatives from African IPAs, embassies, ITC and CCPIT visited local Chinese companies to learn how Chinese companies operates, export and establish business partnerships.

The visit of a fruit and vegetables cooperative in Yangling agricultural zone demonstrated that large agriculture project supported by FDI can benefit local farmers. The land, technology and skills are provided to farmers by the cooperative. Moreover, the cooperative provides access to markets and oversees the business and selling of the production. As a result, farmers benefit from stable jobs and better salaries.

The visit of the Xianyang Textiles Group Co. Ltd., a modern textile state-own enterprise provided an example of a small company’s rapid growth thanks to machinery and technology acquisition.
ANNEX I: BACKGROUND AND PROGRAMME

BACKGROUND
Africa has experienced high and sustained growth in the past decade, bolstering human development indicators across the continent. Yet, SSA countries rely heavily on agriculture and need to undertake a structural transformation from agriculture to manufacturing, and then to the post-manufacturing stage, to increase their income. In order to achieve this transition to higher productivity and more inclusive growth, Africa needs manufacturing and agricultural investments anchored in export markets. China’s large and growing importance as a trading partner and investor in Africa presents a major opportunity to help address these needs. China’s move away from manufacturing paired with the rapid expansion of the Chinese middle class is set to boost imports of consumer goods. China is also aiming for an enhanced role on the global stage. The ‘Belt and Road’ initiative for example, proposes a New Silk Road Economic Belt and accompanying maritime trading route to facilitate trade between China and more than 60 countries in Asia, Europe and Africa.

The 2017 Silk Road International Exposition and the 21st Investment and Trade Forum for cooperation between East & West China (ITFCEW) will be held in Xian, Shaanxi Province, from the 3 to 7th of June 2017. It will attract businesses and investors from China and around the world to discuss the economic opportunities along the trading route and promote common development. The last year event attracted more than 12,000 officials and businessmen from 37 countries and 27 Chinese provinces to discuss 20 topics including streamlining customs declarations, tourism and business cooperation.

Under PIGA, the Government of the United Kingdom of Great Britain and Northern Ireland’s Department for International Development (DFID), China-Africa Development Fund (CADFund) and International Trade Centre (ITC) work together to increase investments and exports in manufacturing and agro-processing sectors to maximise local development benefits, including the creation of more, better and inclusive jobs in four countries namely, Ethiopia, Kenya, Mozambique and Zambia.

Against this background, ITC will organize a seminar on investment promotion to Ethiopia, Kenya, Mozambique and Zambia on the side-lines of the 2017 Silk Road International Exposition and the ITFCEW. It targets potential Chinese investors interested in investing in these countries. The seminar will be organized jointly with China Council for the Promotion of International Trade (CCPIT) and CADFund in collaboration with the authorities’ concerned and Shaanxi Province.
Monday, 5 June 2017

8:30 – 9:00  Registration
Venue: Xi’An Gran Melia Hotel 3rd floor Zhen Guan Room

9:00 - 9:40  Opening address
Venue: Xi’An Gran Melia Hotel 3rd floor Zhen Guan Room

Moderator: Mr. Xue Hua, Chairman, CCPIT Shaanxi
• Mr. Jiang Feng, Vice Governor, People's Government of Shaanxi Province
• Ms. Zhu Lingyan, Vice Director General, Department of Trade and Investment Promotion, China Council for the Promotion of International Trade (CCPIT)
• Mr. Wang Yong, Vice President, China-Africa Development Fund (CADFund)
• Mr. Xuejun Jiang, Chief of the Office for Asia and the Pacific, International Trade Centre (ITC)

9:40 – 12:30  Introducing investment climates in Ethiopia, Kenya, Mozambique and Zambia
Moderator: Mr. Xuejun Jiang, Chief of the Office for Asia and the Pacific, ITC

9:40- 10:00  Ethiopia
Mrs Lidya Gizachew Mulatu, Focal person for Chinese investment, Ethiopia Investment Commission (EIC)

10:00-10:20  Kenya
Ms. Heather Mbaika Munyao, Investment Promotion Officer, Kenya Investment Authority (KenInvest)

10:20-10:50  Coffee/tea break

10:50-11:10  Mozambique
Mr. Nuno Maposse, Coordinator of Marketing Services, Investment Promotion Centre (APEIX)

11:10-11:30  Zambia
Mrs. Jessica M. Chombo, Manager, Zambia Development Agency (ZDA)

11:30-12:00  Investment protection in Africa – CCPIT
Ms. Wang Linjie, CCPIT Deputy Director Commercial Legal Service Center

12:00-12:30  Q&A session

12:30-13:30  Networking lunch
Venue: Xi’An Gran Melia Hotel 2nd floor Kai Yuan Room

Thematic session 1: Light Manufacturing

13:30-17:00  Investment opportunities in the light manufacturing sector
Venue: Xi’An Gran Melia Hotel 3rd floor Zhen Guan Room

Moderator: Mr. Ma Lei, Managing Director, Manufacturing and Agriculture Investment Department, CADFund

13:30-14:00  Ethiopia
Mrs Lidya Gizachew Mulatu, Focal person for Chinese investment, EIC
14:00-14:30 Kenya
Ms. Hellen Jerono Chemuren, Manager Projects unit, KenInvest

14:30-15:00 Mozambique
Mr. Danúbio Lado, Investment Officer, APEIX

15:00-15:30 Coffee/tea break

15:30-16:00 Zambia
Mr. Chisanga Pule, Investments Promotion Officer, ZDA

16:00-16:30 Experience sharing - Sunshine Textile Industrial Park in Ethiopia
Mr. Bryan CHEN Min, General Manager, Sunshine Ethiopia Wool Textile PLC

16:30-17:00 Q&A session

17:30-19:30 Networking reception
Venue: Xi’an Gran Melia Hotel 1st floor Mercado Cafe

Tuesday, 6 June 2017

Thematic session 2: Agro-Processing

9:00-12:30 Investment opportunities in the agro-processing sector
Venue: Xi’an Gran Melia Hotel 3rd floor Zhen Guan Room

Moderator: Mr. Andrew Clark, Deputy Head of Department, Growth and Resilience, DFID

9:00-9:20 Ethiopia
Mrs Lidya Gizachew Mulatu, Focal person for Chinese investment, EIC

9:20-9:40 Kenya
Ms. Hellen Jerono Chemuren, Manager Projects unit, KenInvest

9:40-10:00 Mozambique
Mr. Nuno Maposse, Coordinator of Marketing Services, APEIX

10:00-10:30 Coffee/tea break

10:30-10:50 Zambia
Mrs. Jessica M. Chombo, Manager, Zambia Development Agency

10:50-11:20 Experience sharing – CGCOC Agriculture Development Co. Ltd
Mr. Shi Dexiang, Deputy General Manager of CGCOC Agriculture Development Co. Ltd

11:20-11:50 Presentation of the International Finance Corporation (IFC)
Mr. Simon Andrews, Country Manager, IFC

11:50-12:20 Q&A Session

12:20-12:30 Closing address
- Mr. Andrew Clark, Deputy Head of Department, Growth and Resilience, DFID
- Mr. Xuejun Jiang, Chief of the Office for Asia and the Pacific, ITC
12:30-14:00  **Networking lunch**  
Venue: Xi’An Gran Melia Hotel 2nd floor Kai Yuan Room

14:00-17:00  **Bilateral Meetings**  
Venue: Xi’An Gran Melia Hotel 3rd floor Zhen Guan Room  
Meetings with Investment Promotion Agencies (IPAs) from Ethiopia, Kenya, Mozambique, Zambia, CADFund, China-Britain Business Council, CAFIC, IFC, Sunshine Ethiopia Wool Textile PLC, CGCOC Agriculture Development Co., and Chinese investors

17:00-18:00  **Working group session**  
Venue: Xi’An Gran Melia Hotel 3rd floor Zhen Guan Room  
For African delegates and PIGA partners  
Followed by a networking diner

**Wednesday, 7 June 2017**

**Field visit of Agro-Processing and light manufacturing Chinese companies**  
For African delegates and PIGA partners

8:15  **Departure to Yangling Agricultural Zone**  
Venue: Hotel reception

10:00-12:00  **Visit of Chinese companies in the agro-processing sector**  
Cooperative on fruit and vegetables in Yangling Agricultural Zone

12:00-13:00  **Lunch**  
Venue: Yangling Exhibition Center

13:00-14:00  **Departure for Xianyang**

14:00-16:00  **Visit of Chinese companies in the light manufacturing sector**  
Xianyang Textiles Group co.ltd.

16:00-17:30  **Return to Hotel Gran Melia, Xi’An**
朱凌燕 Zhu Lingyan

Ms. Zhu Lingyan, economist, graduated from the Department of International Economics of Peking University in 1990 and received her doctorate in World Economy in Nankai University in 2008. Having worked at the Foreign Economic & Trade Department of the State Economic & Trade Commission of China, she went on to serve in the Foreign Investment Management Department of the Ministry of Commerce of China, where she had been engaged in China's accession to WTO and APEC, the opening up of China's manufacturing and service industry, and the management of economic development zones. Since February, 2016, Ms. Zhu Lingyan is the Deputy Director-General of the Department of Development Research and the Department of Trade and Investment Promotion of CCPIT(Exhibition Management Office and the Contact Office of the Organizing Committee of the International Horticultural Exhibition 2019).

王勇 Wang Yong

Mr. Wang Yong is the Vice President of China-Africa Development Fund. He holds a Master of Economics degree and used to work for China Minmetals in project development and asset management, served as the Manager of China United Trading Corporation (New York) and the General Manager of Oversea Investment Department of Poly Technolgies Inc., experienced in investment business.

Andrew Clark

Dr. Andrew Clark is Deputy Head of Growth and Resilience Department of the UKs Department for International Development (DFID). He is DFID’s lead
adviser on Growth and Foreign Direct Investment across Africa and East Asia. He holds a PhD in Economics from Heriot-Watt University, Edinburgh. He has worked for the World Bank and African Development Bank as a senior economist. During his career in DFID he has been the resident economist for the UK Government in Afghanistan and Mozambique and Head of DFIDs Growth Policy Team.

**Jiang Xuejun**

Jiang Xuejun has an extensive professional experience of more than 30 years in multilateral trade negotiations, trade promotion and trade-related technical assistance as a government and United Nations senior official. He is currently the Chief, Office for Asia and the Pacific of the International Trade Centre (ITC) where he is responsible for leading and managing client relationship, resource mobilization, development, coordination and implementation of ITC’s technical assistance in Asia and the Pacific region. Before joining ITC in 1986, Mr. Jiang served the Government of China and was in charge of multilateral trade negotiations. He represented his country in many international conferences and in the negotiation of multilateral trade agreements. He was a graduate of the Beijing University of International Business and Economics and did postgraduate study on international trade law as a visiting scholar in Pace University, New York, USA.

**Lidya Gizachew Mulatu**

Lidya was born in Addis Ababa, Ethiopia, in 1983. She received BSc degree in business education from the University of Addis Ababa, in 2006, and MA Degree in Development Management from the University of Addis Ababa, in 2013. Prior to completing her first degree, she served a private construction company as project accountant and senior clerk in different departments for five years. This helped her to have a chance to learn different office administration professions. After completing her first degree, she joined the Ethiopian Investment Commission (EIC), at the Department of Licensing and registration, as an expert and acquired extensive customer service experience over 6 years. In 2013, she became a team leader in the investment policy research department (EIC) and served for three years as researcher on various investment climate and policy issues. Since May 2016, she has been assigned as a team leader to the promotion department of Ethiopian investment commission.
Heather Mbaika Munyao

Heather Munyao是一名投资促进官员，她负责肯尼亚投资促进局亚洲地区事务。肯尼亚投资促进局是肯尼亚工业贸易部设立的国家机构，推动肯尼亚的本地和外商投资发展并为之提供便利。肯尼亚投资促进局也承担评估营商环境和为政府相关政策建言献策的功能。Heather Munyao 拥有内罗毕大学的国际商务和战略管理的硕士文凭和生物化学的本科文凭。

Mrs. Heather Munyao, Investment Promotion Officer, is in charge of the Asia Region at the Kenya Investment Authority (KenInvest). KenInvest is the state agency under the Ministry of Industry, Trade and Cooperatives mandated to promote and facilitate both foreign and domestic investment in Kenya. KenInvest also evaluates the business environment and advises the government on policy matters. Heather Munyao holds a Master's Degree in International Business and Strategic Management and a Bachelor's Degree in Biochemistry both from the University of Nairobi.

Nuno Antonio Maposse

Nuno Antonio Maposse 先生是莫桑比克投资促进中心市场服务专员。他负责促进以莫桑比克为目标地的投资；协助投资者在莫桑比克开展商业活动，包括筹划和实施境内外的商业活动等。

他拥有南非大学商业领导学（企业发展战略）硕士学位和国际关系高等学院国际关系与外交学位。除此之外，他还拥有多个欧洲、亚洲、美国和非洲大学在投资促进和市场营销战略和技术的管理培训文凭和证书。

Maposse 先生曾在爱德华多蒙德拉那大学一名为硕士生教授营销战略课程的讲师。

Mr. Nuno Maposse is the Coordinator of Marketing Services at the Investment Promotion Centre (APEIX), Mozambique. He is responsible for promoting Mozambique as an investment destination, assisting investors to do business in Mozambique, including planning and conducting inbound and outbound business missions. Mr. Maposse holds Post-graduation and Master Degree credentials in Business Leadership, with a specialisation in Corporate Strategy from the University of South Africa, Pretoria, as well as a University Degree in International Relations and Diplomacy from the Higher Institute for International Relations. In addition, he holds various diplomas and certificates in executive training in Investment Promotion and Marketing Strategies and Technique in various Universities in Europe, ASIA, USA, and Africa. Mr. Maposse has experience as a lecturer for Master students at Eduardo Mondlane University, where he lectured on the subject of Marketing Strategy.

Jessica Mwinga Chombo

Jessica Mwinga Chombo 女士是一名赞比亚发展署的一名经理。她拥有 23 年商业发展和投资促进方面从业经验。她于 1992 年起，在原赞比亚投资中心（ZIC）担任在市场营销、金融、政策分析研究和项目发展等多个领域的高级职位。她曾在 2015 年 11 月参加起草赞比亚首个国家投资政策，并且是她东部和南部非洲共同市场共同投资领域国家领导委员会委员。她拥有赞比亚铜带大学工商管理硕士学位。

Ms. Jessica Mwinga Chombo is currently manager of Investments at Zambia Development Agency (ZDA). She has over 23 years of experience in business development and investment promotion, having held, since 1992, several senior positions in Marketing, Finance, Research & Policy analysis, and Project development at former Zambia Investment Centre (ZIC). Ms. Chombo participated at the formulation of Zambia’s first ever National Investment policy TORs in November 2015. She is a member of the COMESA Common Investment Area National Steering Committee. Ms. Chombo has been awarded a Master in Business Administration from the Copperbelt University, Zambia.
**王琳洁 Wang Linjie**

王女士是中国贸促会商事法律服务中心咨询与投诉处副处长，法学硕士，在中国贸促会从事涉外商事法律服务工作十余年。曾代表贸促会参与《公司法》、《商标法》等数部法律法规的立法建言工作。曾担任 2010 年上海世博会、2014 年北京 APEC 会议、2015 年米兰世博会等国家大型展会论坛的法律顾问。期间，她曾为许多涉外企事业单位的常年法律顾问，协助多家外国驻华使馆和外国商会处理中外企业间的法律纠纷，擅长在国际贸易和国际投资领域为中外企业提供法律风险防范和解决方案。

Ms. Wang is the Deputy Director of Commercial Legal Service, Center of China Council for the Promotion of International Trade (CCPIT). She holds a master of law. She has been engaged in commercial legal services concerning foreign affairs in CCPIT for over ten years. She proposed suggestions during the legislation process of many commercial laws such as Corporate Law and Trade Mark Law. She also served as legal advisor for many national exhibitions and forums, including The Shanghai World Expo 2010 APEC conference Beijing 2014, Milano Expo 2015. She has been acting as regular legal consultant for many enterprises concerning foreign affairs and assisting foreign embassies in China to solve commercial disputes between China and foreign enterprises. She has extensive experience in providing systematic solutions for Chinese and foreign enterprises to prevent legal risks in international trade and transnational investments.

**马磊 Ma Lei**

马磊，2000 年毕业于中国人民大学会计专业，2005 年毕业于英国杜伦大学（Durham University）商学院取得金融学硕士学位。曾在德勤会计师事务所从事金融行业审计工作，先后担任中非发展基金管理部总经理、投资三部总经理，负责制造业、农业、园区地产和医疗传媒等民生领域投资。

Mr. Ma is Managing Director, Manufacturing and Agriculture Investment Dept., China-Africa Development Fund. He graduated from Renmin University of China with a degree in Accounting in 2000 and completed his master degree in Finance at Durham University in 2005. He used to work for Deloitte China in auditing. Prior to his current post, he served as Managing Director of Risk Management Dept. in CADFund.

**Hellen Jerono Chemuren**

Hellen Chemuren 女士是肯尼亚投资促进局项目管理部门经理。她拥有 16 年便利投资者和促进投资领域工作经验。目前，她负责的项目组提供咨询，便利企业向公共部门登记的项目流程，颁发投资证书，帮助投资者获取所有的牌照和许可证和跟进服务。她拥有印度浦那大学商学士学位和内罗毕大学工商管理学位。

Ms. Hellen Chemuren is the Manager of Project Unit at Kenya Investment Authority. Mrs. Chemuren has 16 years of experience in Investor Promotion and facilitation. Currently, she is in charge of Projects Unit with the function of offering advisory services, facilitating projects that are registered with the Authority, issuing Investment Certificate, assisting investors in acquiring all the necessary licenses and permits, and offering aftercare services. She holds Bachelor of Commerce from Pune University (India) and MBA from University of Nairobi.
Mr. DANÚBIO JULIO LADO has a Degree in International Trade and Economics from Nankai University, People's Republic of China. He joined the Investment Promotion Center (APEIX) in 2009, where he worked as Assistant to the Director General until 2010. From 2010 until now, he is an Investment Promotion Officer at Information and Marketing Services, CPI.

Mr. Chisanga Pule is an Investment Promotion Officer at the Zambia Development Agency. His role is to promote Zambia as an investment destination through raising awareness of the investment opportunities that exist in Zambia, following up investor's leads and conducting inward and outward investment promotion missions. He has a vast experience in pension investments and three years in investment promotion. He holds a Bachelor Degree from the Copperbelt University.

Mr. Chen Min is the General Manager of Sunshine Ethiopia Wool Textile PLC. He has been getting involved in Jiangsu Sunshine’s project in Ethiopia since March 2016 and currently manages the whole project. Chen Min is a professor senior engineer. He joined Jiangsu Sunshine in 1993 and gained experience in the whole processes of wool fabric making. He served as spinning factory manager, director of fabric development centre of Sunshine before he moved to Ethiopia.
Chen Min is now a member of the Management committee of International Association of Wool Textile Laboratories. He also acted as secretary of ISO/TC38 and Chairman of Wool Innovation and Technology Forum of International Wool Textile Organization in 2008-2016.

施德祥 Shi Dexiang


Mr. SHI Dexiang, Deputy General Manager of CGCOC Agriculture Development Co. Ltd, graduated from Wuhan University in 1992 with a degree of Bachelor of Arts. He graduated from International Business and Economics University in 2006 where he acquired a degree of Master of Law. From 1992 to 2015, Mr. SHI worked in the Department of Foreign Economic Cooperation of the Ministry of Commerce, PRC. He served as diplomat in the Chinese embassies for a period of almost 10 years in Africa such as Mauritania and Madagascar during. He has travelled to almost 60 countries in Asia, Africa, Middle-East and Central Asia, etc.. Mr. SHI knows very well the outward investment and foreign economic cooperation policies and took part in the drafting of some of the laws and regulations in this field for the Ministry of Commerce PRC. Since April 2015, Mr. SHI began to work in CGCOC Group in charge of marketing and agricultural development in foreign countries. Currently, Africa will be a key market for CGCOC to boost the bilateral cooperation between China and Africa. Ethiopia has been considered as a priority one among all the African countries.

Simon Andrews

Simon Andrews 先生是世界银行国际金融公司中国、朝鲜半岛和蒙古的国家经理。他目前在北京常驻。此前，他曾担任国际金融公司派驻越南河内的越南、老挝、柬埔寨、泰国和缅甸国家经理。他在国际金融公司工作了 17 年，并且一直从事全球新兴市场石油天然气交易和项目融资、私人股权投资和制造业等方面工作。Simon 是澳大利亚公民，他拥有西澳大利亚大学经济学士学位和伦敦商学院工商管理硕士文凭。他同时是一名注册金融分析师。

Mr. Simon Andrews is IFC’s Country Manager for China, Korea and Mongolia based in Beijing, China. Previously he was IFC’s Country Manager for Vietnam, Lao PDR, Cambodia, Thailand and Myanmar based in Hanoi, Vietnam. He has been with IFC for 17 years and has worked across global emerging markets on transactions and project financings in oil and gas, private equity and manufacturing and services. Simon is an Australian citizen with Bachelors of Arts and Economics from the University of Western Australia and an MBA from London Business School. He is also a Chartere