PIGA B2B EVENT

PROJECT NO. B340 - PARTNERSHIP FOR INVESTMENT AND GROWTH IN AFRICA (PIGA)

EVENT REPORT
The event described in this report was undertaken on behalf of the International Trade Centre (ITC). It was financed by UK aid from the UK government as part of PIGA project in cooperation with the China Council for the Promotion of International Trade (CCPIT), the China-Africa Development Fund (CADFund), executed by ITC.

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PIGA B2B EVENT

PIGA – Partnership for Investment and Growth in Africa

HANGZHOU, ZHEJIANG PROVINCE, CHINA

PIGA BUSINESS MATCH-MAKING EVENT

EVENT REPORT

Dates: 26-27 APRIL 2018

Organizers: Trade Centre (ITC)
China Council for the Promotion of International Trade (CCPIT)
China-Africa Development Fund (CADFund)
Hangzhou Municipal Government

Funder: United Kingdom’s Department for International Development

Implementers: Investment Promotion Agency of MOFCOM
Hangzhou Municipal Investment Promotion Bureau

Venue: Hangzhou, China
BACKGROUND OF THE EVENT

The Partnership for Investment and Growth in Africa (PIGA) project is a partnership between the United Kingdom Department for International Development (DFID), the China Council for the Promotion of International Trade (CCPIT), the China-Africa Development Fund (CADFund) and the International Trade Centre (ITC). Funded by DFID, PIGA aims to increase foreign investment and business partnerships in the agro-processing and light manufacturing sectors in Ethiopia, Kenya, Mozambique and Zambia. The project encourages and facilitates investment and local development in those sectors and in those countries to grow their current share of global manufacturing activity and to create productive jobs.

This business-to-business event in Hangzhou brought together African and Chinese companies looking for business and investment partnerships and foreign investors to scale-up their businesses. Chinese companies explored opportunities in Africa during bilateral meetings, largely untapped by Chinese investment, which can help spur African economic development and job creation.

In addition to business meetings, a dedicated pitching session showcased large investment projects to participating Chinese investors. The event participants also benefited from the plenary sessions to learn about the advantages and opportunities of investing in the four African countries and to hear from Chinese companies who have already invested in those countries.

OBJECTIVES OF THE EVENT

- Increase awareness of potential Chinese investors about investment climates and opportunities in Ethiopia, Kenya, Mozambique and Zambia.
- Provide a forum for experience-sharing and mutual learning among Chinese investors, investment promotion agencies (IPAs) and UK companies and institutions.
- Facilitate business and investment partnerships through business-to-business meetings between African, Chinese companies and UK companies.
- Initiate discussions on future investment for large projects through presentations and the pitching of large investment projects to Chinese investors.

RESULTS OF THE EVENT

- More than 475 one-on-one meetings took place.
- In addition to the 376 pre-arranged meetings, approximately 100 on the spot bilateral meetings were arranged.
- $235M of investment was discussed between the companies as reported by participating companies
- Of that, 30% of businesses discussed an investment figure between $1M and $5M.
- A further 16% of businesses discussed an investment figure over $5M.
- 86% of participants indicated an interest in future PIGA B2B events.
- Three MoUs signed between CCPIT and the Kenya Investment Authority (KenInvest), the Zambia Development Agency (ZDA) and the Agency for the Promotion of Investment & Exports (APIEX) of Mozambique.

- In total, the event gathered 400 participants from China and Africa, including:
  - the Vice Mayor of Hangzhou city.
  - 250 business people from 120 Chinese companies, 92 business people from 76 African companies, and 29 business people from 14 UK companies interested in business partnerships.
  - Six representatives from the embassies of Kenya, Mozambique and Zambia in China.
  - Representatives from ITC, DFID, CADFund, CCPIT headquarters, Zhejiang Sub-Council, Hangzhou Municipal Investment Promotion Bureau.
  - Representatives from the UK Trade Commissioner for China, China-Africa Joint Chamber of Commerce and Industry, UK-China Infrastructure Alliance, British Chamber of Commerce, and the China-Britain Business Council (CBBC), as well as CGCOC.

PARTICIPANT FEEDBACK

- “Thanks to the platform provided by ITC, we learned more about African countries and enterprises”, CCPIT Zhejiang Sub Council.
- “I would like to take the opportunity to say thank you to ITC. We had a great meeting, please keep us informed, to join hand in hand to create a " longer BELT and wider ROAD". Once again, thank you to the organizers, participants, volunteers, and hope to see you all again. Good luck, good health, best wishes to you all, dear friends”, Unitex Industry ltd.
- “Thank you ITC, thanking the Hangzhou Investment Promotion Bureau, thanking the African Embassies and related institutions. Thanks for distinct speakers for their sharing. A lot of benefits, the outcome of the meeting is very good”, TIANJIN BENE-KIND TECH CO., LTD.
• “Thanks to all the facilitators of the event for the successful coordination you have done. It was really very good opportunity to participate in such event. I hope our connections will be changed to fruitful concrete business partnerships and soon we will see the outcome of this event. I wish you all the best until we meet in a similar event”, Damtachew Biazen from Ethiopia.

• “This is a good communication platform. We hope that we can achieve more cooperation projects through this platform”, Weifang Zhulian Tianxia Co. Ltd.

• “We met many Chinese corporates including small enterprises and large group who are doing or willing to develop business in Africa, some of them know us well and are discussing on the cooperation details, especially some companies who may have bidding in Africa, we are talking on the bid bond, as one stop guarantee is our strong point based on our strong network”, Standard Chartered Bank.

• “We much appreciate the organizer for the excellent event and excited to participate in, and hope to see more such similar activities”, Jiawang Plastic Co. Ltd.

• “I should first congratulate you for organising such a successful event, as well as thank you for partnering with CBBC on this”, China-Britain Business Council.

CONCLUSIONS OF THE EVENT

• This Forum was an excellent opportunity to discuss investing in Africa and move to action by facilitating business and investment decisions. In summary, there is $440B at stake and for this opportunity to be realised, commitment from the African and Chinese governments, the private sector and development agencies will all be required. Specific interventions will need to be made at various levels, including facilitation services, Intellectual Properties, tax breaks and incentives.

There are many government-to-government (G2G) interactions, but few private partnerships. Even though China is already the single largest economic partner in Africa, the opportunities around B2Bs for building relationships among African companies are extensive. More support from both the African and Chinese governments to assist and incentivize investment in Africa is needed.

• Many factors play a very important role for Chinese investors to invest in Africa. Infrastructure-related investments will take place, but great opportunities are also offered by other Value Chains: the pharmaceutical industry, agro-processing, ICT and logistics. There are also opportunities in health care, briskets, and solar power solutions.

• Brownfield investments are very important – they help create wealth, jobs, and transfer of knowledge – as is the graduation of local employees. The role of IPAs is also vital as they serve as entry points and ensure meetings with the correct partners; they also help avoid parties from being misled.

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1 Dances of the Lions and Dragons, McKinsey, p.13
Ease of doing business is improving and investment goes hand-in-hand with inclusiveness, responsibility, and compliance. The UK can provide expertise in legal, financial and investment services.

“After only two years since the launch of the project, 221 business and investment leads have been generated, worth approximately $75M. PIGA events have gathered more than 1,400 African, Chinese and UK businesses and institutions.”

Mr. Ashish Shah, Director, Division of Country Programmes, ITC.

OPENING SESSION

NOTES FROM THE SPEAKERS

Mr. Xie Shuangcheng, Vice Mayor of Hangzhou City:

• China has been the largest trading partner in Africa for seven consecutive years, and Africa is an important investment destination.
• There is good reason to believe that, as a new model of China's economic development, and as the most active private economy, Hangzhou and Africa have a huge opportunity for economic and trade cooperation.

Mr. Feng Yaoxiang, Director of the Department of Trade and Investment Promotion of CCPIT:

• Since 2000, with the establishment of the China-Africa Cooperation Forum, mutual trust between China and Africa has been enhanced and economic and trade relations have developed rapidly.
• Zambia, Mozambique, Kenya, and Ethiopia now have a very deep friendship with China and these four countries have very obvious location advantages, energy resources; they are very rich, and market demand and development potential are both very high.

Mr. Chi Jianxin, President of CADFund

• CADFund has acted as a bridge, helping Chinese enterprises to invest in Africa to locate projects. It has supported African partners and docked China policy for African governments.
• In recent years, CADFund has promoted tripartite investment and financing cooperation with the UK and other national institutions in Africa, and achieved remarkable results.
Mr. Richard Burn, UK Trade Commissioner for China

- The UK should help Chinese enterprises to build more extensive investment overseas.
- The UK can also communicate and transfer some technical support to help developing countries to develop actively in various fields.

Mr. Ashish Shah, Director, Division of Country Programmes, ITC

- African collaboration with China has seen an exponential increase over the last two decades and investments help boost productivity, competitiveness, and technological readiness in African economies and help create millions of decent and stable jobs.
- It is exceptional to find over 70 African companies meeting face to face with more than 80 Chinese companies to transact business and spur investments.

SESSION ONE – WHY INVEST IN AFRICA?

PRESENTATION


SPEAKERS

Mr. Moses Ikiara, Managing Director, Kenya investment Authority.
Mr. Lourenco Sambo, Director General, Agency for Investment and Export Promotion, Mozambique.
Mr. Perry Mapani, Director General, Zambia Development Agency.
Mr. Mirafe Gebriel Marcos, Senior Director, Agri-business and Markets, Agricultural Transformation Agency Ethiopia.
Ms. Liu Xin, Senior Host, CGTN (Moderator).
INTRODUCTION

The McKinsey report focused on Africa and China’s engagement and the growth of their partnership over the years. The report analysed eight countries: Angola, Côte d’Ivoire, Ethiopia, Kenya, Nigeria, Tanzania, South Africa and Zambia. 1,000 Chinese firms are currently operating in Africa, with 100 business and government leaders and 70 Business directories.

This session saw the report’s author presenting the report’s findings and recommendations to participants. There was detailed focus in the session on the four countries represented at the event.

CONCLUSIONS

- Three major opportunities for investment were highlighted. The five high-growth potential areas are industry, housing, ICT and telecoms, agriculture, transport and logistics.
- Several recommendations were made for a stronger Africa-China partnership, the most significant being to define a China strategy. Recommendations also suggest the creation of a more robust bureaucracy in China, the opening-up of funding to private firms, as well as extending responsible business guidelines to these firms.
- It was also recommended that approaches based on experience and previous results should be deployed.
- Chinese firms should also explore brownfield growth options whilst African firms can drive a step change in productivity.
- An agriculture demand deal can be established and funding mechanisms for infrastructure should switch to Public Private Partnerships (PPPs). The recommendations also means that IPAs must be expanded and strengthened.
Specific investment opportunities for investing in the four African countries:

Kenya

- There is a large market of up to 49M people that is mainly middle class, along with various preferential markets such as the COMESA, with upwards of 450M people. Kenya also has the advantage of a strong government policy, a high-quality and stable business environment and a high-quality labour market.
- This is reinforced by very good investor facilitation – the ‘One-Stop-Shop’ at KenInvest. There are also very attractive incentives for investors in all sectors.
- Kenya’s economy is also the fifth largest in Sub-Saharan Africa and the country is the sixth most Internet-ready country in Africa.

Mozambique

- Human capital is Mozambique’s great advantage. Investors work well and closely with the IPA, so set-up is easier and faster. The government is committed to combating all challenges and has invited all investors to register with the IPA as their initial contact there.
- There are numerous different locations to create factories, with land lease for up to 50 years. There are also various incentives for investors such as tax holidays.
- Mozambique is a fast-developing country and sound infrastructure is vital to facilitate this development. With the right partners and healthy energy infrastructure, Mozambique is capable of feeding all the southern African countries.
- Mozambique is also a prime tourist destination with a high investment potential for the Chinese government.

Zambia

- With a population of 16/17M people, Zambia has 10 country neighbours which expands its market to 650M people across 750 kilometres.
- The country is ideal for agriculture. It has set out 100,000 Hectares for farming in all its 10 Provinces, so there are 1M hectares of land available and ready for investors to exploit.
- Zambia is well known for copper and coal mining. But the government is keen to construct its factories so that Zambia is not exporting its raw materials but completes the entire value chain at home.

Ethiopia

- The main opportunities lie in Industrial Parks. The government has set up these parks across the country with numerous incentives for investors.
- Ethiopia is working very hard to harmonize all its trade regulations, with the intention of creating an improved trade environment.
- The government has created a context in which investors can reap benefits from the whole Agriculture value chain.
SEASON TWO

INVEST IN AFRICA - CASE STUDIES AND LESSONS LEARNT

SPEAKERS

Mr. Yao Yunwu, Chairman, Jihai Group.
Mr. Hu Lijian, Chairman, Zhongding International Construction Group.
Mr. Li Xuhui, Vice President CGCOC.
Mr. Chen Min, General Manager, Sunshine Ltd, Ethiopia.
Mr. Cai Lihua, Deputy General Secretary General, the China-Africa Joint Chamber of Commerce and Industry.
Mr. Peter Burnett, Managing Director of Regional Head, Corporate Finance, Greater China & North Asia of Standard Chartered Bank.
Mr. Mafipe Chunga, Senior Manager, KPMG Zambia, Moderator.

INTRODUCTION

In the past two decades, China has become Africa’s largest economic partner. Africa-China trade has been growing at approximately 20 percent per year. Foreign direct investment has grown even faster over the past decade, with an annual growth rate of 40 percent. But there are still many challenges such as infrastructure constraint, shortages of electricity power, the public health situation which all need to be overcome by these Chinese investors.

This session gathered Chinese investors who have already invested in Africa. They were keen to share their experience with the potential new investors participating in the event and thereby to assist in the expansion of investment in Africa.

CONCLUSIONS

- Sustainability and quality/brand and safety/environment are key factors that must be considered, although achieving ROI is essential.
An essential element for Chinese investors is the level of security in each country of investment. Focusing on infrastructure projects will be highly beneficial, as will investment in the textile industry. It is also very important to partner with local communities, as is training local staff in regulatory standards. Basic economic considerations must be taken into account for successful investment to take place. Local regulations should be strengthened where necessary. Risks must be managed continuously, including disbursements. An analysis of the extent and potential for Public Private Partnerships (PPs) is vital if more companies are to be engaged for investment in Africa. Cooperation between southern and western Africa is very important, as is the undertaking of a proper analysis of the needs of the continent.

SESSION THREE: OPPORTUNITIES FOR INVESTMENT AND COOPERATION

SPEAKERS

Ms Betty Maina Permanent Secretary, Ministry of Industry, Investment and Trade, Kenya.
Mr Ma Lei Managing Director, Investment Department of Manufacturing, Real Estate, HealthCare & Agribusiness CADFund.
Mr Jenghiz Von Streng Head of China Infrastructure Programme, Prosperity Fund, UK China Infrastructure Alliance.
Mr Orestes G. Daniel Research Analyst, China-Britain Business Council.

Moderator: Ms Gail Warrander, DFID Senior Investment Adviser Africa Manufacturing.

From left to right: Ms Gail Warrander, DFID Senior Investment Adviser Africa Manufacturing; Mr Ma Lei Managing Director, CADFund; Ms Betty Maina Permanent Secretary, Ministry of Industry, Investment and Trade, Kenya; Mr Jenghiz Von Streng Head of China Infrastructure Programme, UK China Infrastructure Alliance; and Mr Orestes G. Daniel Research Analyst, China-Britain Business Council.
INTRODUCTION

New modes of trilateral cooperation are emerging as development partners begin to recognise complementarities and the potential for financial and technical collaboration. There is now evidence that China and the UK have shifted away from independent and exclusive operations towards a mutual recognition of their respective roles, functions and policies in Africa. Chinese and UK policy interactions in Africa have also transformed into an important part of their bilateral relationship.

This session gathered together experts in the field of investment in Africa. They outlined the context for investment with a close of analysis of the issues at stake.

CONCLUSIONS

- UK has expertise in legal issues while China has vast experience in agriculture and manufacturing along with vast financial resources. Africa has labour and land. A stronger collaboration among the three would be beneficial.
- With debt increasingly becoming problematic where infrastructure financing is concerned, Africa needs to look to a new financing model – away from budget financing to Public Private Partnerships (PPPs).
- Chinese investors in Africa should invest in local supply chains to enhance local content. These investors also need to ensure that more African citizens are placed into management positions so that they can invest in local knowledge as well as join associations and networks.

NOTES FROM THE PANEL

Ms Betty Maina Permanent Secretary, Ministry of Industry, Investment and Trade, Kenya.

- There is need to design PPPs that do not overburden governments through pressure of providing guarantees. This can be enhanced through capacity building in the design and implementation of PPPs.

Mr Ma Lei Managing Director, Investment Department of Manufacturing, Real Estate, HealthCare & Agribusiness CADFund.

- There is room for improvement in the area of adherence to standards.

Mr Jenghiz Von Streng Head of China Infrastructure Programme, Prosperity Fund, UK China Infrastructure Alliance.

- There is an issue about how to obtain outside finance for infrastructure development other than through budget financing. Possible examples could include local private capital, the participation of local banks, the local currency, pension funds or even municipal bond issuance.
PITCHING SESSIONS FOR LARGE INVESTMENT PROJECTS

SPEAKERS

Moderator: **Mr. Xuejun Jiang**, Chief of the Office for Asia and the Pacific, ITC.
Moderator: **Mr. Mafipe Chunga**, Senior Manager, KPMG Zambia.

PRESENTATIONS

*Investing in Ethiopia: The future pharmaceutical hub of Africa, Ethiopia*
Presenter: **Ms Fantu Farris Mulleta**, Senior Investment Policy Advisor, Ethiopian Investment Commission (EIC).

*Invest in Ethiopian agro-processing, Ethiopia.*
Presenter: **Mr. Mirafe Gebriel Marcos**, Senior Director, Agri-business and Markets, Agricultural Transformation Agency (ATA), Ethiopia.

*China (Guangdong) Huajian International Light Industry City, Ethiopia*
Presenter: **Ms Sherry Ying Zhang**, General Manager of Huajian International Light Industry City (Ethiopia) PLC.

*Maluana Science and Technology Park, Mozambique*
Presenter: **Mr Danubio Julio Lado**, Marketing Officer, Investment and Export Promotion Agency (APIEX).

*Lusaka South Multi Facility Economic Zone, Zambia*
Presenter: **Ms Mukela Lubasi**, CEO, Lusaka South Multi Facility Economic Zone, Zambia.

*Lamu Port – Transport Corridor Project, Kenya*
Presenter: **Dr Moses Ikiara** (PhD), Managing Director, Kenya Investment Authority, Kenya.
INTRODUCTION

To better facilitate and attract investments in manufacturing, agriculture, trade, logistics and services, African governments and large companies have set up Industry Parks or Special Economic Zones (SEZ) to provide much-needed assistance to companies to better adapt to the business environment and administration framework during their greenfield investment.

The pitching session presented six large projects, previously selected jointly with IPAs and in line with their respective national development priorities. The developers of the projects, parks and SEZs presented the strategic plans and comparative advantages of their projects.

CONCLUSIONS

- Chinese investment in Africa is growing by 40% annually. Investment is likely to continue to take advantage of $440B in projected revenue by 2025.
- The focus now and in the near future will be on Greenfield investments.
- Ethiopia is one of the top 10 destinations for foreign direct investment in Africa.
- Over the last two decades, Chinese investment in Ethiopia has reached over $4 billion, generated employment for over 10,000 people.

PROJECTS PITCHED

Ms Fantu Farris Mulleta, *Investing in Ethiopia: The future pharmaceutical hub of Africa, Ethiopia*

- This is an investment opportunity in the Pharmaceutical Industrial Park in Kilinto, on the outskirts of Addis Ababa. The government will provide serviced land, as well as access to water, electricity, and other public utilities. The land will be leased to investors at $3.5/sq. meters, while investors will be expected to build their own sheds within the park.
- There is a ‘one-stop-shop’ for government and bank services for investors to be set up within the park, including quality assurance and regulatory services for pharmaceuticals. Investors will have access to a large local market,
projected to reach ~$1B, and can easily export to regional markets valued at >$25B, of which Ethiopia is a part under COMESA and EAC.
- There is also expat income tax exemption and no customs duty on imports.

Mr. Mirafe Gebriel Marcos, *Invest in Ethiopian Agro-processing, Ethiopia.*

- There are opportunities to invest in the poultry market, as Ethiopia has a growing middle-class and poultry consumption is expected to increase exponentially.
- Analysis shows that investments in poultry will fetch an IRR of 18%. By its nature poultry investment happens outside of IP; but the government has helped remove taxes on chicken feed and financing is also easily available.
- There is also a significant opportunity for the manufacturing of sesame oil and supply to the local market. There are large local companies such as Ambasel that are interested in partnering with Chinese companies for the processing of edible oil.

Ms Sherry Ying Zhang, *China (Guangdong) Huajian International Light Industry City, Ethiopia*

- The population dividend is the biggest advantage as it guarantees a continuous supply of low cost and trainable manpower.
- Ethiopia is a transportation hub for Africa. It takes the same amount of time to export from China to the US as it does from Ethiopia to the US, and it is much faster for exports from Ethiopia to Europe.
- Huijain is located where there is the greatest density of young population. The company has invested over $300M already, completing half of the park.

Mr Danubio Julio Lado

- Mozambique is pitching a project to attract ICT, agro-food, health, energy and natural resources, infrastructure and buildings, industrial units and warehouses. The company intends to develop four Industrial Parks in line with these sectors.
- In parallel, there are opportunities to develop technology and data centres – a biotechnology laboratory, and environmental and alternative renewable energy laboratory, including food processing and agro-processing technologies.
- The government will support investments through fiscal incentives and policies (such as duty incentives and tax reductions) and investors are encouraged to develop PPP models to build and operate required infrastructures within the park.

Ms Mukela Lubasi

- LS-MFEZ was created in 2010 to promote economic diversification from copper dependency to industrialization. The company aims to develop a multi-facility economic zone that combines manufacturing and tourism opportunities.
- The Zambian government is keen to ensure that the Zone is implemented according to plan and becomes a model in environmental and social protection – it will be completed by 2030 and is expected to host 250 companies.
- The government is committed to making this work and will provide dedicated 24-hour security. A power infrastructure is close to being in place, as is a water and sewer treatment network. There is 0% import duty. A base case scenario of the company’s financial analysis suggests that the project will have an IRR of 5%, with a 10-year payback period.

Dr Moses Ikiara

- The LAPSET Corridor Project aims to strengthen the logistical connectedness of East Africa to enhance trade and investment. It covers more than half the country with an estimated investment larger than half of Kenya’s GDP. It is meant to strengthen Kenya’s regional hub status.
- It means the establishment of 32 berths along the Lamu port, 29 of which are available for a PPP framework. There is an estimated IRR of 23.4%, with a crude oil pipeline and product oil pipeline with estimated IRRs of 21.6% and 13.9% respectively.
- Government will provide various incentives: EPZs, IPs and duty exceptions. Current government policies and political stability are also an advantage.

A FIELD VISIT TO SHARE EXPERIENCES

Participants attending the PIGA B2B event in Hangzhou, China, participated in a field visit on the last day of the event, 28 April 2018. They learnt about the production of silk, a long tradition and valuable skill in China.

The group, composed of participants from institutions and companies of the four African countries and ITC representatives, visited WENSLI Group. Founded in 1975, WENSLI Group is a modern enterprise group engaged in the silk cultural creativity industry. As one of the “Top 500 Chinese Private Enterprises”, WENSLI Group wins the most patents and produces the most standards in the national silk industry. Participants learnt about the evolution of the making of silk.
INTRODUCTION

The B2B event builds direct business linkages between companies from Ethiopia, Kenya, Mozambique, Zambia, China and the UK within the agro-processing and light manufacturing sectors. The Chinese and UK companies invited to participate were those whose investment or business activities will advance those objectives. Similarly, the African companies were those whose position in the global value chain makes them potential business partners or suppliers for Chinese or UK companies.

RESULTS

- More than 475 one-on-one meetings took place.
- In addition to the 376 pre-arranged meetings, approximately 100 on the spot bilateral meetings were arranged.
- From $120M to $235M of investment was discussed between the companies.
- 72 leads were generated and reported by participating businesses.
- Of which, 47 investment partnerships and 25 trade partnerships.
Annex I: PROJECT BACKGROUND AND EVENT PROGRAMME

BACKGROUND
Africa has experienced sustained high economic growth in the past decade. Yet there remains considerable potential and need for continued structural transformation from low to high productivity activities, and for increased value addition along global value chains with high potential for exports and job creation.

China has emerged as a leading trading partner for many African countries, and Africa-China trade has been growing at about 20% per year since 2000. China’s foreign direct investment to Africa has grown even faster over the past decade with a breakneck annual growth rate of 40%. The large majority of these investments have, however, been directed to the infrastructure and commodity sectors, and there remains significant potential in other sectors of the economy.

Africa is now looking to partner with Chinese firms to increase value addition in agro-processing and light manufacturing value chains which offer major opportunities for high returns on investment and trade. In line with its Belt and Road Initiative, China is also increasingly emphasizing the wider development dimension in its investments on the continent. Increased investment and trade between Africa and China has the potential to create jobs, transfer skills and boost consumption and growth for the benefit of all stakeholders. With the proper policy frameworks and governance, investment and trade can lead to inclusive growth that develops value chains with strong participation by SMEs that move-up the value chain and diversify their product offerings. The human capital base will also benefit from the transfer of knowledge and skills that comes with insertion into global value chains.

The ‘Partnership for Investment and Growth in Africa’ (PIGA) project, financed by DFID encourages and facilitates Chinese investment in the agro-processing and light manufacturing sectors in Ethiopia, Kenya, Mozambique and Zambia. Its aims to support these countries to grow their current share of global manufacturing activity and to create productive jobs.

The PIGA Business Match Making event on Invest in Africa will look at the opportunities and needs for catalyzing sustainable investment and trade from China to develop agro-processing and light manufacturing value chains in Africa, as a means to drive export expansion, economic growth and job creation. Discussions will focus particularly on Ethiopia, Kenya, Mozambique and Zambia. This event will bring together representatives from businesses, governments, and trade and investment support institutions from Ethiopia, Kenya, Mozambique, Zambia, China and the United Kingdom.
PROGRAM

Wednesday, 25 April

18:30 – 20:30  Registration (Lobby of the Intercontinental hotel)

Thursday, 26 April

08:00 – 09:00  Registration (Corridor outside of the Hangzhou Ball room Intercontinental hotel)

08:30 – 09:00  VIP meeting with the city leader

09:00 – 10:30  Opening ceremony (Hangzhou Ball room Intercontinental hotel)

Opening remarks by

- Mayor of Hangzhou City (tbc)
- Mr. Yin Zhonghua, Vice Chairman of CCPIT
- Mr. Chi Jianxin, President of CADFund
- Mr. Richard Burn, UK Trade Commissioner for China
- Mr. Ashish Shah, Director, Division of Country Programmes ITC

Signing of MOUs by CCPIT and IPAs of PIGA countries

Video presentation of WEDF 2018

10:30 – 11:00  Coffee break

11:00 – 12:45  Why invest in Africa?

Background: The conversation about Africa is shifting from “deficits” and “gaps” to opportunities, prospects, ventures and creativity. Seven of the 10 fastest-growing economies in the world are in Africa and the continent is increasingly moving more into the global limelight as a promising investment destination. The fast-growing youth population and urbanization are expected to drive over half of Africans to cities by 2050, as the continent’s economy increasingly formalizes. More and more
African governments have been able to successfully implement far-reaching economic and political reforms, thus creating more conducive business and investment climates. The heads of Investment Promotion Agencies from 4 African countries, namely Ethiopia, Kenya, Mozambique and Zambia, will share their views on their respective advantages and answer the questions from the audience.

Moderator:
- Ms. Liu Xin, Senior Host, CGTN

Presentation by

Speakers
- Mr. Moses Ikiara, Managing Director, Kenya investment Authority
- Mr. Lourenco Sambo, Director General, Agency for Investment and Export Promotion, MOZAMBIQUE
- Mr. Perry Mapani, Director General, Zambia Development Agency
- Mr. Mirafe Gebriel Marcos, Senior Director, Agri-business and Markets, Agricultural Transformation Agency Ethiopia

12:45 – 14:30 Networking lunch (Fresh Restaurant or Wochinger, by invitation)
14:30 – 16:00 Invest in Africa – Case studies and lessons learnt

**Background:** In the past two decades, China has become Africa’s largest economic partner. Africa–China trade has been growing at approximately 20 percent per year. Foreign direct investment has grown even faster over the past decade, with a breakneck annual growth rate of 40 percent. According to the report by McKinsey Company last year, there were more than 10,000 Chinese invested companies operating in Africa. Most of the companies are profitable and quick to adapt to new opportunities. But there are still a lot of challenges such as infrastructure constraint, shortages of electricity power, the public health situation etc., which need to be overcome by these Chinese investors. In this session, several pioneers of China’s investment in Africa will share their
experiences and lessons in investing in Africa, providing useful lessons for the more recent stakeholders.

Moderator:
- Mr. Mafipe Chunga, Senior Manager, KPMG, Zambia

Speakers
- Mr. Yao Yunwu, Chairman, Jihai Group
- Mr. Hu Lijian, Chairman, Zhongding International Construction Group
- Mr. Li Xuhui, Vice President, CGCOC
- Mr. Chen Min, General Manager, Sunshine Ltd. Ethiopia
- Mr. Cai Lihua, Deputy Secretary General, the China-Africa Joint Chamber of Commerce and Industry
- Mr. Peter Burnett, Head, Corporate Finance, Greater China and North Asia, Standard Chartered Bank

16:00 – 16:30 Coffee break

16:30 – 18:00 Opportunities for Africa-China-UK cooperation

Background: Over the past 60 years, UK and China have sought to strengthen their bilateral engagement with African countries across aid, trade and investment channels. Now, however, novel modes of trilateral cooperation are emerging as development partners begin to recognise complementarities and the potential for financial and technical collaboration. There is now evidence that China and the UK have shifted away from independent and exclusive operations towards a mutual recognition of their respective roles, functions and policies in Africa. In turn, Chinese and UK policy interactions in Africa have transformed into an important part of their bilateral relationship.

Moderator:
- Ms. Gail Warrander, DFID Senior Investment Adviser Africa Manufacturing

Speakers:
• Ms. Betty Maina, Permanent Secretary, Ministry of Industry, Investment and Trade Kenya
• Ms. Clare Pearson, International Development Director, DLA Piper
• Mr. Ma Lei, Managing Director, Investment Department of Manufacturing, Real Estate, Healthcare & Agribusiness CADFund
• Mr. Jenghiz Von Streng, Head of China Infrastructure Programme, Prosperity Fund, UK China Infrastructure Alliance
• Mr. Orestes Georgiou Daniel, Research Analyst, China-Britain Business Council

18:00 – 18:15 Closing
Mr. Ashish Shah, Director, Division of Country Programmes ITC

18:30 – 20:00 Networking Reception

Friday, 27 April

08:00 – 09:00 Registration (Pitching and B2B, Corridor outside of the Hangzhou Ball room)

09:00 – 10:30 Pitching sessions for large investment projects (Hangzhou Ball room)

**Background:** To better facilitate and attract investments in manufacturing, trade, logistics and services, the African government and large companies set up Industry Parks or Special Economic Zones (SEZ) to provide much-needed assistance for companies, especially SMEs, to better adapt to the business environment and administration framework during their green field investment. In the pitching event, six large projects are selected with coordination from African ITAs in line with their respective national development priorities. The developers of the parks and SEZs will present their strategic plans and comparative advantages
of their projects. The presenters will also use this opportunity to answer questions from the audience.

Moderator:
- Mr. Xuejun Jiang, Chief, Office for Asia and the Pacific, International Trade Centre (ITC)

Presentation:
- Investing in Ethiopia: The future pharmaceutical hub of Africa, Ethiopia
  Presenter: Ms Fantu Farris Mulleta, Senior Investment Policy Advisor, Ethiopian Investment Commission
- Invest in Ethiopian agro-processing, Ethiopia
  Presenter: Mr. Mirafe Gebriel Marcos, Senior Director, Agribusiness and Markets, Agricultural Transformation Agency Ethiopia
- China (Guangdong) Huajian International Light Industry City, Ethiopia
  Presenter: Ms. Sherry Ying Zhang, General Manager of Huajian International Light Industry City (Ethiopia) PLC

10:30 – 11:00  Coffee break

11:00 – 12:30  Pitching sessions for large investment projects

Moderator:
- Mr. Ross Ferguson, Deputy Head, United Kingdom of Great Britain and Northern Ireland’s Department for International Development (DFID) in China

Presentation:
- MALUANA SCIENCE AND TECHNOLOGY PARK, Mozambique
  Presenter: Mr. Danúbio Júlio Lado, Marketing Officer, Investment and Export Promotion Agency (APIEX)
- Lusaka South Multi Facility Economic Zone, Zambia
  Presenter: Ms Mukela Lubasi, CEO, Lusaka South Multi-Facility Economic Zone (LS MFEZ), Zambia
- LAMU PORT - TRANSPORT CORRIDOR PROJECT, Kenya
Presenter: Ms. Betty Maina, Permanent Secretary, Ministry of Industry, Investment and Trade Kenya

12:30 – 14:00 Networking lunch (Fresh Restaurant or Wochinger, by invitation)

14:00 – 18:30 Business-to-Business matching making event

**Background:** The B2B event builds direct business linkages between companies from Ethiopia, Kenya, Mozambique, Zambia, China and the UK within the agro-processing and light manufacturing sectors. The B2B event brings together a strategic selection of companies based on the criteria developed by PIGA in collaboration with its partners. Those include the role of investment and trade in promoting employment, exports, foreign exchange generation, skill and technology transfer and inclusive growth. The Chinese and UK companies invited to participate will be those whose investment or trading activities would advance those objectives. Similarly, the African companies will be those whose position in the global value chain makes them potential business partners or suppliers for Chinese or UK companies. The business relationships to be explored for the UK companies also includes distribution of services (such as accounting, consulting, testing, certification and investment advice etc.).

**Parallel meetings**
14:00 – 15:30 DFID-ITC meeting (Tianjin Room)

16:00 – 17:30 Consultative meeting with the Project Steering Committee (Tianjin Room, By invitation)

19:00 – 20:30 Dinner (Fresh Restaurant, by invitation)

**SATURDAY, 28 APRIL**

**Field Visit for African officials and entrepreneurs**

Founded in 1975, WENSLI Group is a modern enterprise group engaged in the silk cultural creativity industry. As one of the “Top 500 Chinese
Private Enterprises”, WENSLI Group wins the most patents and participates in making the most standards in the national silk industry. It’s also the only enterprise which has taken part in the APEC meeting, Beijing Olympics, Shanghai EXPO and Guangzhou Asian Games in Chinese business circles.

08:15 Departure from the hotel to WENSLI Group

11:15 Return to the hotel
BIOGRAPHIES

Opening Session

Moderator:

ZHANG Yuzhong

Mr. Zhang Yuzhong was born in September 1963 in Shanxi Province. He is the Deputy Director of Investment Promotion Agency of MOFCOM since 2015. He held several positions in different departments and offices in MOFCOM. He was the First Secretary in Economic and Commercial Counsellor's Office of the Embassy of the People's Republic of China in the Republic of Singapore, Deputy Director of Commerce Bureau of Xinjiang Production and Construction Corps (Program of Supporting Xinjiang).

Opening remarks by:

CHI Jianxin

Mr. Chi is a seasoned financial professional with over 24 years of diversified experience in corporate/investment banking, venture capital and private equity. He started as a civil servant with the former State Planning Commission and achieved the rank of Deputy Chief of the Energy Division before joining China Development Bank (CDB). During his career with CDB, he held positions as Division Chief and later Deputy Director-General of the Comprehensive & Planning Department, President of the Chongqing Branch, Director-General of the Investment Banking Department. He also served as the Chairman of the Investment Committee of the Suzhou Venture Capital Fund of Funds and Vice Chairman of the Sino-Swiss Partnership Fund.

Richard BURN

Richard is Minister and Her Majesty's Trade Commissioner for China, based in the British Embassy, Beijing. He leads the Department for International Trade (DIT) in China, the UK government department responsible for developing and negotiating trade agreements and market access deals with non-EU countries, helping British businesses export and grow into global markets, and supporting overseas companies to locate and grow in the UK. His current goals are to grow overall bilateral trade and investment, particularly in services, and to improve long-term market access for British companies, including small and medium sized businesses. With over thirty years’ experience in government, China investment consultancy, Asia Pacific Corporate Relations and more recently responsibility for the global management of public policy at Diageo, Richard has in depth knowledge of the trade, tax and regulatory issues affecting highly regulated businesses in China.

From 1989-2004, he managed the China investment consultancy he co-founded (and later sold) to help companies in a range of industries, including services, invest over US$1 billion in China. At Diageo, he built the Corporate Relations capability in 17 markets across Asia Pacific and negotiated Diageo's £200m acquisition of a Chinese White Spirits business in Chengdu. He moved to London in 2014 to lead Diageo's global public policy team. His professional career has been focused on helping businesses of all sizes to navigate their external environment and influence government policy to
generate commercial value, particularly in China. From 1985-1989, Richard was Political Secretary to Sir Edward Heath, the former British Prime Minister. From 1981-1985, he was an Administrative Officer in the Hong Kong Government, serving in several posts including Assistant Secretary for Economic Services. Richard was educated at Oxford University, where he was awarded a First in Greats (Literae Humaniores).

Ashish SHAH

Mr. Ashish Shah has been working at ITC for 18 years in different capacities and currently serves as Director, Division of Country Programmes. He previously held the post of Acting Deputy Executive Director. He has also spent several years in the Office for Africa and the Office of the Executive Director, where he was head of strategic planning, monitoring and evaluation. Prior to joining ITC, he worked first at the International Labour Office in Geneva and then at the United Nations Conference on Trade and Development (UNCTAD).

Mr. Shah has more than 20 years of international and United Nations experience in the field of trade promotion and development, during which time he has been providing strategic advice on trade-development issues and engaging in high-level policy dialogue with stakeholders in Africa, Asia and the Arab Region.

Why invest in Africa?

Moderator:

LIU Xin

Liu Xin is a senior host and journalist at China Global TV Network (CGTN). She joined CCTV’s English language service in 1997 and for over a decade, she was one of the channel’s signature anchors. She hosted numerous high-level events including the state banquet hosted by Chinese President Hu Jintao for visiting US president Barack Obama in 2009. In 2011, she set up CCTV’s Geneva Bureau and served as bureau chief for nearly six years. At the end of 2016, she moved back to Beijing to host a brand-new weekday opinion program called The Point with Liu Xin, a prime-time show on CGTN. It quickly became a flagship opinion show on CGTN, specializing in roundtable debates and personalized commentaries.

Liu Xin has won numerous awards including twice CCTV’s Top 10 Anchor of the Year award. Before joining CCTV, she was the first Chinese student to win an international public speaking competition in London. She is married with two children.

Presentation:

Irene Yuan SUN

Irene Yuan SUN is an engagement manager based in McKinsey & Company's Washington, D.C. office. She co-leads McKinsey’s work on Chinese economic engagement in Africa. She is the lead author of McKinsey’s report on the Africa-China economic relationship, Dance of the Lions & Dragons, which was launched at the World Economic Forum Summer Davos meeting in Dalian, China, in June 2017.

Irene is also the author of The Next Factory of the World, a book about Chinese investment in Africa. The Financial Times named this book one of the best

**Speakers:**

**Moses IKIARA**

He was appointed the Managing Director of the Kenya Investment Authority (KenInvest), a position he took on 11th February 2013. KenInvest is the state agency charged with responsibility of promoting both foreign and domestic investment in Kenya, facilitating investors, and policy advocacy with respect to investment in the country. Previously, Dr. Ikiara was the Executive Director of the Kenya Institute for Public Policy Research and Analysis (KIPPRA) (December 2005 to May 2012), and Policy Analyst at the same Institute (July 2000 to December 2005). Dr. Ikiara holds a PhD in Environmental and Natural Resource Economics from the University of Amsterdam, The Netherlands. His previous academic qualifications include Bsc. (Agriculture, First Class Honours) and MA (Economics), both from the University of Nairobi.

**Lourenço Sebastião SAMBO**

Lourenço Sambo is the Director General of the Investment & Export Promotion Agency (APIEX - Mozambique), since June 2017. Before that he was Director General of the Investment Promotion Centre – CPI, from July 2010 to June 2017 and Economic Adviser to the Minister of Planning and Development of the Republic of Mozambique from June 2006 to July 2010. Graduated from Eduardo Mondlane University in economics, he holds a Master's Degree in Agriculture Business Management. Among many studies, he conducted a study sponsored by the Friederich Ebert Foundation on the social and macro-economic impact of deeper SADC regional integration in Mozambique as well a survey on the perception of the national business community and non-state actors as a complement to the study, published in South Africa by SAIA from WITS University namely the “REGIONAL INTEGRATION IN SOUTHERN AFRICA”, Vol 2, on Deepening Integration in SADC – Rapid Changes in Mozambique to Meet SADC Targets. He also participated in the study on the reengineering of CPI in 1996 which culminated in the drafting of CPI’s first Strategic (1997-2000) as well as in the formulation of several proposals of studies and interventions crucial for the development of business and of the entrepreneurial sector in Mozambique requested by different public entities. Mr. Sambo is a Mozambique national and speaks Portuguese and English.

**Perry MAPANI**

Mr. Perry Mapani is the current Director General of the Zambia Development Agency and he took up office on 15th January 2018. The Zambia Development Agency (ZDA) is responsible for promoting Zambia’s economic growth and development. The Agency also has the challenge to develop an internationally competitive Zambian economy through innovations that promote high skills, enterprise development, productive investment and increased trade. Mr. Mapani has wide experience spanning over 20 years. He spent 7 years in consulting with ‘Big Four’ audit and consulting firms. He has worked in a large national investment entity, ZCCM Investment Holdings Plc as Chief Financial Officer. His last appointment prior to joining ZDA was Country Manager, Afgri Zambia Limited. Perry
Mirafe Gebriel MARCOS

Mr. Mirafe Gebriel Marcos is Senior Director, Agri-business and Markets, Agricultural Transformation Agency Ethiopia. He has served as the Chief of Staff of the Agricultural Transformation Agency (ATA) for the first three years of his stay at ATA, with oversight responsibilities for program, project and operations teams. With the commencement of the GTP II period, Mirafe has been tasked with the responsibility of leading and building out one of the ATA’s newest verticals. The Agri-business & Markets pillar, which aims to transform agricultural output markets and market linkages, with a focus on solutions for improving market services and infrastructure, strengthening domestic and export market development, and expanding commercial and contract farming. It also focuses on leveraging ICTs and the private sector for accelerating the transformation of the agriculture sector.

Prior to joining the ATA, Mirafe worked with the World Bank for ten years in different capacities, including as a Country Economist for Pakistan, Bangladesh, and Ethiopia. Mirafe is a graduate of the World Bank’s highly competitive Young Professionals Program and has broad international experience, including significant dealings with senior policy makers in other parts of Africa and Asia. Mirafe holds an MA in Public Administration with a concentration in Development Economics from Princeton University, and a BA in Economics from Grinnell College.

Invest in Africa – Case studies and lessons learnt

Moderator:

Mafipe M. Chunga

Mafipe M. Chunga is a Senior Manager at KPMG Zambia with a focus on investment promotion, Mergers and Acquisitions. He holds Bachelors’ degrees in Law and Accounting and is a Member of both the Zambia Institute of Chartered Accountants (ZICA) and the Association of Chartered Certified Accountants (ACCA) of the UK. A former Manager, Corporate & Investment Banking at Citibank, his experience covers deal origination, commercial due diligences, financial due diligences, valuations, reporting accountants’ reports for listings and other transactional support.

As a speaker or moderator his experience includes conferences and events for Stanbic Bank, Zambia’s National Business Conference (supported by UKAID), AHK (Southern African-German Chamber of Commerce and Industry) and the 2017 World Export Development Forum hosted by the International Trade Centre (ITC).
Speakers:

**YAO Yunwu**

Mr. Yao Yunwu was born in December 1966 in Jilin Province, he is the Chairman of board and CEO of Jiahui Agriculture Investment and Development Group Co., Ltd. and general manager of Midstream Road and Bridge Engineering Co., Ltd. He is a Ph.D., researcher, and registered constructor. In 2013, Jihai Agriculture Group officially invested in Zambia, practicing 3 major businesses: agricultural development, engineering development and international trade. With agriculture, the Group has established the largest mushroom factory in Zambia and developed Jilin Ecological Agricultural Demonstration Park; with trade business, the Group is operating China-Jilin Brand-name Product Marketing and Exhibition Center in Zambia; with engineering projects, Jihai has achieved Grade A level certificates in Road Construction, Civil Engineering Construction and Housing Construction, has contracted projects of road, factories and complex buildings etc. in the capital, Lusaka, and has constructed the self-run agro product trade center. Jihai’s businesses in Zambia have attracted widespread attention and laid importance on by both Chinese and Zambian governments. Mr. Yao Yunwu received national leaders and governmental officials in both Zambia and China for their inspection in Zambia.

**HU Lijian**

Hu Lijian, is a native of Pingxiang city, Jiangxi Province. He was born in January 1960. Mr. Hu Lijian obtains a Bachelor’s degree of medicine and holds a Master degree in business administration and is a Chief Physician and Senior Economist. At present, he holds the post of the President & Secretary of Party Committee Zhongding International Construction Group Co., Ltd. He humorously sums his life as three “seventeen years” – seventeen years in school, seventeen years as a doctor and another seventeen years into business. In 2002, He was appointed as general manager of Overseas Engineering Company (Former Zhongding International Engineering Group).

From then on, he switched his career from a Chief Physician to an entrepreneur. During the past 17 years, He measured the planet with his steps and felt the world with his heart. Being the author of numerous books and essays, he also served as guest professor for several renowned universities. Under his leadership, Zhongding International Engineering Group has ranked in the list of “ENR The Top 250 International Contractors” for 10 consecutive years, has awarded as national construction enterprise model of mining industry for 9 consecutive years, ranked in top 10 group companies of mining industry, rated as AAA credit enterprise and social responsibility model by China International Contractors Association, and recognized as outbound economic practitioner model and enterpriser model of Jiangxi Province for consecutive years. Last year, Zhongding was honored as a national model of modern enterprises management innovation and a model of enterprise culture of Jiangxi Province.

Since the founding of Zhongding 10 years ago, it has made innumerable great achievements both domestically and internationally. By boosting foreign projects contracting of Africa based in Algeria, developing southeast Asian mining exploitation based in Indonesia and pursuing industry transfer based in domestic market, Zhongding embarks on its transformation and upgrading from underground to ground, from within the province to outside the province and from home to abroad.
LI Xuhui
Mr. Li Xuhui is the Vice President of CGC Overseas Construction Group Co., LTD, Managing Director of CGC Nigeria Limited. He got his Bachelor of Engineering in hydrogeology and Engineering Geology in Chengdu University of Technology (China). Before that, he served as Project Manager of Gari Irrigation Project, Deputy Managing Director, Managing Director in CGC Nigeria Limited and President Assistant of CGC Overseas Construction Group Co., LTD. 1997-2000, he worked in Tianjin Bureau of Geology and Minerals Exploration and Development.

CHEN Min
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 professoriate 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 now is a member of 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.

CAI Lihua
Cai Lihua, Deputy Secretary General of the China-Africa Joint Chamber of Commerce and Industry and Executive Director of the Center for Trade and Investment Promotion. Former Officer of the General Office of the Ministry of Commerce of China. For more than ten years, he has been focusing on China-Africa economic and trade development and research on hot issues. He has participated in the establishment of China's overseas economic and trade cooperation zones and other major special projects.

He has also participated in investment on Africa concretely. He is a practical expert in China-Africa economic and trade development. In recent years, by making full use of the multilateral or bilateral agency platforms such as the China World Trade Organization Research Association and the China Council for the Promotion of International Trade, he has been appealing for China's SMEs to participate in China-Africa's “three networks and one industrialization (high-speed railway network, highway network, regional aviation network, industrialization) ” and “ten major productivity cooperation plans”. What's more, he is invited expert of China Economic Information, International Business Daily and other economic media.
Peter BURNETT

Peter Burnett is Managing Director of Regional Head, Corporate Finance, Greater China & North Asia of Standard Chartered Bank. Peter joined Standard Chartered Bank in 2013 and is responsible for Corporate Finance business in Greater China and North Asia. This encompasses Loan Syndications, Leveraged and Structured Solutions, Shipping and Aircraft Finance, M&A and Project & Export Finance. Prior to Standard Chartered, Peter was with UBS for 24 years in various roles including Head of Asian Equity Capital Markets, Head of Asian Investment Banking, Chief Executive of UBS Middle East and most recently Chairman of Global Capital Markets, Asia.

Peter has a long association with Asia and having first worked in the region in 1994 and settling in Hong Kong in 1996. He is the Vice-Chairman of the British Chamber of Commerce. He is also member of the Hong Kong Trade Development Council Belt & Road Committee’s International Market Working Group and the Hong Kong International Arbitration Centre Belt & Road Advisory Committee. He is a graduate of Oxford University and a Member of the Institute of Chartered Accountants in England & Wales.

Opportunities for Africa-China-UK cooperation

Moderator:

Gail Warrander

Gail Warrander leads the DFID (UKAid) Invest Africa programme’s work in country in Africa (across Ethiopia, Kenya, Rwanda, Uganda, Zambia and Mozambique), a part of which is the PIGA programme organising this conference. Gail trained as a commercial lawyer for a law firm in London and then moved to Thomson Reuters in house before going to Kosovo where she worked for the EU on privatisation and public companies such as telco, airport, energy etc and then set up the first international law firm in Kosovo working with foreign direct investors as well as local companies and major donors on SME programmes, procurement, water and investment climate. The firm won several awards from Acquisition International. She also helped establish a mineral mining exploration company which is now listed on the German and Canadian stock exchanges and she wrote the Bradt travel guide for Kosovo.

On joining DFID she helped the UK Government set up two private equity funds leading to nearly $1bn of investments in the climate change space and worked with private sector and PPP on-grid and off-grid renewable energy projects and policy in Africa (especially Uganda). She then moved to the team leading DFID’s work on financial sector (financial inclusion, SME finance and capital markets) and investments including supervising DFID’s investment in its development finance institution CDC, leading to its first capital increase (of $1.2bn) in many years and its new work on direct impact. Until moving to Addis, Gail was a volunteer trustee of a UK Social Enterprise charity, working on a range of projects and sectors, primarily in the UK. Gail has a Masters in Finance (Sloan Fellowship) from London Business School, speaks fluent German, French, Albanian and some Serbian but sadly no Chinese. She lives in Addis Ababa Ethiopia with her partner, a software developer and 2 children. This is Gail’s third visit to China. Her first was as a trainee lawyer in in 1995!
Speakers:

**Betty Maina**
Betty Maina is Permanent Secretary, Ministry of Industry, Investment and Trade of Kenya. She has a seasoned professional with more 20 years’ experience in organisational leadership and development and engaged in policy analysis and influence. She was previously the CEO of the Kenya Association of Manufacturers, one of the country’s leading business associations with more than 800 members for 11 years until June, 2015; and CEO of the Institute of Economic Affairs – an applied policy think tank. Betty’s career spans nearly 20 years in public policy research and advocacy. She holds an MSc degree in Development Administration from the University College London and BA degree in Land Economics from the University of Nairobi.

**MA Lei**
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.

**Jenghiz VON STRENG**
Jenghiz von Streng leads the British Embassy Beijing’s China Infrastructure Programme, part of the UK Government’s £1.3bn Prosperity Fund to promote economic growth and development in partner countries. The China Infrastructure Programme encompasses capacity building, research initiatives, and business engagement for China’s infrastructure sector and the Belt and Road Initiative (BRI). Jenghiz previously worked for a Chinese mining firm, an investment banking firm in Beijing, the Reform think tank in London, and UNESCO in Paris. He speaks Mandarin and German, is a Chartered Alternative Investment Analyst (CAIA), and has graduate degrees in international relations from the London School of Economics and Peking University.
Orestes Georgiou Daniel is Research Analyst of CBBC. Orestes joined CBBC in 2016. He conducts macroeconomic research and provides analysis on the Chinese business environment. His more recent work focuses on market access issues for British businesses in China. Orestes also researches the Belt and Road Initiative (BRI), and co-wrote and co-edited CBBC’s most recent report on the BRI, titled: “Belt and Road Initiative - Southern Routes: UK-China Cooperation and Opportunities”. He has previously worked in the commercial foreign exchange industry. He holds a BA in Business Management and Chinese from the University of Central Lancashire, as well as a MSc in International Relations from the University of Bristol.

Pitching sessions for large investment projects

Moderator:

Jiang Xuejun

Mr. 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.

Speakers:

Fantu Farris Mulleta

Fantu Farris Mulleta is a Senior Investment Policy Advisor at the Ethiopian Investment Commission. Her area of work is focused on policy research and advisory for improved investment climate and business competitiveness in Ethiopia. She has been closely involved in the recent development of Pharmaceutical Sector Strategy in Ethiopia. Fantu is trained as a seasoned International Trade and Investment Lawyer with expertise in trade and investment policy making and analysis.

With strong career background in private sector development, Fantu is a World Bank/IFC consultant on Investment Climate Improvement and Investment Promotion in Ethiopia. Fantu holds her M.Sc in Globalization and Development Policy from the University of Antwerp, and an LLM in International Trade and Investment Law from University of the Western Cape.
Sherry Zhang

Ms. SHERRY ZHANG, BA in Management from Royal Holloway, University of London, the United Kingdom, has been working as senior management both in the public and the private sector. She has been holding office as the General Manager of Huajian International Light Industry City (Ethiopia) PLC since 2016, and as a senior consultant for Dongguan Huabao Shoes Co. Ltd. (Huabao Shoes) from 2015. Both enterprises are influential light-industry manufacturers fully engaged in exports, with the former as a symbol of the Ethiopian industrial development, while the latter one of the biggest shoe makers in China. Ms. ZHANG started her career as a Purchaser in Huabao Shoes, then worked as a Senior Planner for Dongguan Nestle Co., Ltd. She then founded Dongguan Huabiao Shoes Technology Co., Ltd. (Huabiao Technology) and served as the company’s General Manager. Huabiao Technology is an enterprise involved in researching and developing techniques relevant to footwear and footwear manufacturing. Ms. ZHANG has also been serving in the public sector in various positions, including: executive committee in the Federation of Industry and Commerce (Guangdong), director in the Dongguan Women Entrepreneurs Committee, and director in Dongguan Entrepreneurs Association.

Danúbio Júlio Lado

Mr. Danúbio Júlio Lado, has 9 years of experience on investment promotion, and he’s currently a Marketing Officer at the Investment and Export Promotion Agency (APIEX), based in Maputo, Mozambique. Danúbio Júlio Lado holds a Bachelor degree in International Trade and Economics, from the Nankai University, P.R. of China. Before joining APIEX he worked at the Investment Promotion Agency (CPI) as Assistant to the Director General. Previously Mr. Danúbio Lado worked as a Consultant to the SIRE AVANTAGE HONG KONG BRANCH.

Because of the experience of his studies in China, Mr. Danúbio Lado was assigned to draw the Terms of Reference for the selection of 100 Mozambican students to go study in China under a scholarship from a company named CHINA KINGHO GROUP. He’s a member of the Inter-ministerial Commission for Implementation of Industrial Park in Mozambique. He’s also a Desk Officer for China, Japan and Thailand in APIEX. Danúbio Lado has a lot of experience organizing inbound and outbound business mission. Danúbio Lado is a Mozambique national and speaks Portuguese, English, Chinese (Mandarin).

Mukela Lubasi

Mukela Lubasi lives in Lusaka where she is Managing Director for the Lusaka South Multi Facility Economic Zone, she leads a team of 25 staff who are working to make the economic zone a success. Mukela is a university of Zambia development studies major and Bachelor of Laws graduate also from the University of Zambia she is currently pursuing an MBA degree in Business development. She is married with two boys one is a student in Hangzhou.