



March 23, 2017, **Berlin**

Hotel Adlon Kempinski
Unter den Linden 77, 10117, Berlin

To attend:

register@germanyafrica.com
www.germanyafrica.com

THE MEETING PLACE FOR GERMAN-AFRICAN TRADE & INVESTMENT

The GABF aims at bringing together shrewd entrepreneurs, key opinion leaders and social influencers, CEO's and selected politicians and non-governmental organizations to develop fresh commercial and social concepts that shape business, as well as economic thought and institutions.



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THE MEETING PLACE FOR GERMAN-AFRICAN TRADE & INVESTMENT

Organized one day each year in Berlin, the Germany-Africa Business Forum (GABF) draws together African business, political and societal leaders with Germany's preeminent companies and policymakers in order to:

- Strengthen the relationship between German and African business communities.
- Forge stronger trade and investment ties by capitalizing on the tremendous potential to increase commerce, create jobs, build economic partnerships and promote sustainable development.
- Develop fresh commercial and social concepts that shape business, as well as economic and political thought and institutions.



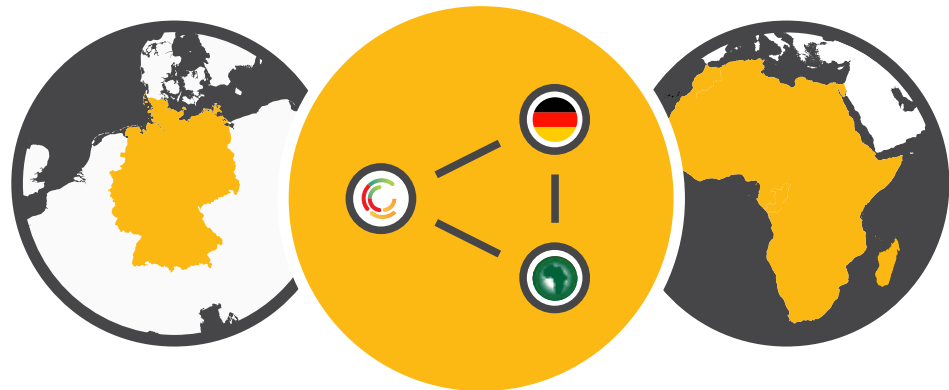
VISION



THE VISION



Anchored in the private sector, the GABF brings together Africa's foremost executives with German companies, policymakers, investors and innovators with the aim of driving change. Germany sometimes overlooks the enormous economic potential of the African continent, as well as cultural and social similarities. GABF seeks to "bridge the gap" by facilitating dialogue, business dealings and dynamic commercial and political interchange.



THE OPPORTUNITY



THE OPPORTUNITY



The time to strengthen German-African trade and investment connections has never been greater. Six of the world's 10 fastest growing economies are in Africa, which boasts a large and growing middle class that appeals to German investment. Germany is a global economic power – the world's third largest exporter and a proven leader in technology and industrialization. Conversely, Africa is projected to be the world's fastest growing region until 2040 amidst an era of increased prosperity, and is drawing unprecedented investment and attention. Unlike China and the United States, however, Germany has been slower



to recognize the tremendous business potential in Africa. German trade with the continent stands at \$60 billion each year compared to \$200 billion for China, which expects to double that figure by the end of this decade. Almost 90 percent of Germany's foreign direct investments to Africa are focused on South Africa, Algeria and Nigeria. As Germany's economic growth stagnates and its trade surplus narrows, increasing its collaboration with Africa will introduce its companies to dynamic new markets bolstered by an emerging middle class, rising consumerism and steady GDP growth. Meanwhile, enhancing their ties with Germany will present African countries and companies with new sources of capital, globally recognized brands and world-leading technologies and expertise.

This is a critical moment for the political and business leaders of Germany and Africa to increase their engagement and exploit mutually beneficial areas of interest. Through keynote presentations, strategic briefings, panel discussions and market spotlights, the Germany-Africa Business Forum creates the ultimatum platform for enhancing trade and investment between both sides and fostering long-term relationships.



THE OPPORTUNITY

WHY ATTEND?

- First of its kind: The Germany-Africa Business Forum is the first privately held event series exclusively dedicated to strengthening trade and investment ties between Germany and the African continent.
- Enabling investment: GABF has hand-selected an elite assemblage of like-minded political and business figures on both sides of the investment equation. We connect the right people within an intimate environment with careful consideration to investment profile and macrotrends.
- Results-oriented: GABF is a benchmark for high-level discussion, giving every participant as much context and opportunity for long-term engagement. We ensure the impact of our efforts, with each gathering delivering clear outcomes and action points.



WHY ATTEND?



THE
SPEAKERS



Charles Huber

German MP and Member of
Committee For Economic
Cooperation And Development,
Germany



**Dr. Okechukwu
E. Enelamah**

Minister of Trade and Industry,
Republic of Nigeria



**H.E. Gabriel
M. Obiang Lima**

Minister Of Mines And
Hydrocarbons
Equatorial Guinea



**Carole
Kariuki**

CEO,
KEPSA



**Chika
Nwobi**

Founder and CEO,
L5 LAB



**Alexander
Von Mellenthin**

Founder and
Managing Partner,
MELCOFIN



Dirk Harbecke

Former CEO,
AFRICAN DEVELOPMENT
CORPORATION AG



Dr. Jiri Jaeger

Partner and Head,
of German Dispute Resolution group,
BIRD & BIRD



Tim Nuy

Executive Director,
MYBUCKS



Nj Ayuk
CEO,
CENTURION LAW GROUP



Daniel Gizaw
CEO & Founder,
DVENTUS TECHNOLOGIES



Linda Mabhena-Olagunju
Founder & Managing Director,
ENERGY RESOURCES GROUP



**THE
SPEAKERS**



Dr. Matthias Lang
Partner,
BIRD & BIRD



Alvaro Martínez
Executive VP
Region WE & MEA,
GEA GROUP



Marc-Peter Zander
Partner & CEO,
AFRICON



Dirk Walterspacher
CEO,
FORESTFINEST CONSULTING



Markus Schwaninger
Co-Founder & CFO,
ECOLIGO



Rob Withagen
Co-Founder and Managing Director,
ASOKO INSIGHT



Christian Hiller von Gaertringen
Co-Senior Economic Editor,
FRANKFURTER ALLGEMEINE
ZEITUNG

THE PROGRAM, MARCH 23, 2017

8:30 / REGISTRATION AND COFFEE

9:00 / WELCOME REMARKS

Christian Hiller von Gaertringen, Co-Senior Economic Editor, Frankfurter Allgemeine Zeitung

9:30 / SESSION 1 - UNTIL NOW

A HISTORY OF GERMAN-AFRICAN TRADE RELATIONS

Dating back to the “Scramble for Africa” launched at the Berlin Conference in 1884, Germany has matched geopolitical leadership with economic might in its interface with the continent and fostered positive sentiment within its countries. In this panel discussion we explore the strengths and benefits of Germany’s trade and investment relationship with African countries. From energy and minerals to mobile and e-commerce opportunities, Africa is a limitless business frontier for Germany’s companies, from savvy start-ups to industrial giants alike.

- Germany has little colonial history in Africa. Is this a strength or weakness and what kind of engagement is needed to make Germany a geopolitical and economic force on the continent?
- Out of \$9 billion of Germany’s FDI to Africa, \$8 billion goes to South Africa, Nigeria and Algeria. What are the building blocks for German investment in these countries that can be transferred to other territories?
- Africa has demonstrated huge improvements in business climate, security and political stability. How critical are these indicators for financial investment decisions?

SPEAKERS:

NJ Ayuk, CEO, Centurion Law Group

Charles Huber, MP and Member, Committee on Economic Cooperation and Development, Federal Republic of Germany

Alexander Von Mellenthin, Founder and Managing Partner, Melcofin

10:45 / COUNTRY FOCUS: NIGERIA

Okechukwu E. Enelamah, Minister of Trade, Industry and Investment, Republic of Nigeria

11:00 / NETWORKING BREAK

11:30 / SESSION 2 - GERMANY GROWS ABROAD

VENTURING TO AFRICA FOR NEW MARKETS

In a country limited by size and natural resource, Germany has grown big and resourceful. Leading the way are iconic companies known for cutting edge technology and business processes. But German companies, which have thrived working abroad, do just 2 percent of their overseas business in Africa. In this session, our panels discuss the German model for overseas investment and the conditions companies seek to engage with the continent. As Germany adopts a more rigorous foreign and diplomatic policy, the country is primed to find its "place in the sun," to borrow words from former Chancellor Bernhard von Bülow.

- Germany's exports to Europe have stagnated to less than 1 percent annually but German exports to the African continent are growing 5 percent annually. What are the macroeconomic trends pointing to German growth in Africa?
- Africa's share of world manufacturing value added is 1.5 percent, the lowest in the world. Is the continent's slow growth in manufacturing a threat or opportunity for Germany companies? Can German manufacturers compete in Africa with China, India and Turkey?
- Germany's Mittelstand firms see real potential in Africa's burgeoning middle class, which has grown to 325 million people. Is this a strong starting point for increasing Germany's presence?

SPEAKERS:

Marc-Peter Zander, Partner & CEO, Africon (Moderator)

Dr. Jiri Jaeger, Partner and Head of German Dispute Resolution group, Bird & Bird

Dirk Harbecke, Former CEO, African Development Corporation AG

Alvaro Martínez, Executive VP, Region WE & MEA, GEA GROUP

12:45 / COUNTRY FOCUS: EQUATORIAL GUINEA

Gabriel Mbaga Obiang Lima, Minister of Mines and Hydrocarbons, Equatorial Guinea

13:00 / LUNCH

14:30 / SESSION 3 - THE SILICON SAVANNAH

TECHNOLOGY AND INNOVATION IN AFRICA

Driven by necessity and opportunity, the African continent has been an impressive and surprising venue for innovation and technology. Through the proliferation of mobile technologies and digital platforms, Africa has created a vibrant environment for entrepreneurship and commercial ventures. Whether through mobile payments, ecommerce or drone technology, the continent is ripe for new investment and partnerships. Our esteemed panelists discuss the conditions and circumstances that made this possible and where German companies can bring value.

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- Kenya, alongside South Africa and Nigeria, is emerging a tech leader for Africa and incubator for start-ups and innovation. Can German companies join the likes of GE, Microsoft and Google in an increasingly crowded marketplace?
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- A report by VC4Africa identified 113 venture-backed startups in Africa raising \$185.7 million in 2015, the best fundraising year since 2010. Can a maturing start-up scene appeal to German VCs?
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SPEAKERS:

Dirk Harbecke, Former CEO, African Development Corporation Ag (Moderator)

Tim Nuy, Executive Director, MyBucks

Chika Nwobi, Founder and CEO, L5 Lab

Rob Withagen, Co-Founder and Managing Director, Asoko Insight

15:45 / COUNTRY FOCUS: KENYA

Carole Kariuki, CEO, Kenya Private Sector Alliance

16:00 / SESSION 4 - PLUGGED IN

GERMANY'S RENEWABLE (R)EVOLUTION APPLIED TO AFRICA

Renewable energy sources such as solar, wind, hydro and biomass supply nearly 90 percent of Germany's energy consumption. Germany's Energiewende, the transition to a low-carbon, environmentally sound, reliable, and affordable energy supply, can be a role model for African societies and businesses to reassess one of Africa's most pressing issues, its energy deficit, one of the biggest impediments to the region's development. Technological innovations and future expansions will need to address the challenge of universal electrification in Africa, and the German business community is well suited to embark on this huge opportunity by ensuring to leverage technological expertise and innovation to provide energy in a cost-effective manner.

- More than 620 million people in Africa lack access to electricity. For many others, energy is unreliable and expensive, with many communities living several kilometers from the nearest grid access point. Where can German technology and know-how bring value?
- By 2030, renewable energy could account for 22 percent of Africa's total energy consumption, up from 5 percent in 2013. Is Germany's Energiewende a transferrable template for clean, affordable and reliable energy supply in Africa?

SPEAKERS:

Dr. Matthias Lang, Partner, Bird & Bird (Moderator)

Daniel Gizaw, Chief Executive, dVentus Technologies

Linda Mabhena-Olagunju, Founder and Managing Director, DLO Energy Resources Group

Dirk Waltersbacher, CEO, Forestfinest Consulting

Markus Schwaninger, Co-Founder & CFO, Ecoligo

17:00 / COUNTRY FOCUS: GHANA

17:20 / CLOSING COCKTAIL RECEPTION



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