

South Africa Nigeria

CHAMBER OF COMMERCE



South Africa-Nigeria Banking & Finance Forum 2016 Investing in the Future



Traditional values. Innovative ideas.

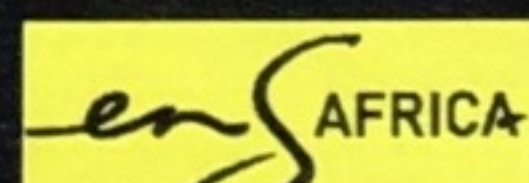
PROGRAMME

20 & 21 OCTOBER 2016

Sandton Convention Centre, Johannesburg, South Africa



Traditional values. Innovative ideas.





The Banker
Investment Banking
Awards 2016

**MOST INNOVATIVE
INVESTMENT BANK
FROM AFRICA**



RMB AT WORK



RMB

A division of FirstRand Bank Limited

Traditional values. Innovative ideas.

**THINK
AFRICA.
THINK RMB.**

CORPORATE AND INVESTMENT BANKING IN AFRICA

Rand Merchant Bank (RMB), a division of FirstRand Bank Limited, unlocks value in a range of sectors, industries and jurisdictions across Africa. RMB is a leading African corporate and investment bank that specialises in creating innovative, value-added advisory, funding, trading, corporate banking and principal investing solutions. We believe investors need a reliable, on-the-ground financial services partner who understands the unique challenges and regulatory frameworks of doing business in Africa. RMB is that partner.

Thinking. Pulling.Together. | www.rmb.co.za

About Us

The SA-NCC was launched in May 2005 in Sandton, Johannesburg, at a prestigious event attended by more than 150 business people and media as well as then Nigerian High Commissioner at the time, His Excellency Dr. Tunji Olagunju.

At the time, South African companies were starting to explore the Nigerian market in earnest with MTN's successful launch there in 2000 acting as a catalyst for more entrants into this market.

It was estimated at the time that there were about 40 South African companies operating in Nigeria. Now there are more than 100, with hundreds more people travelling to the country on business and two daily flights between Johannesburg and Lagos and a further flight to Abuja starting in 2015. Nigerians are also travelling in numbers to South Africa to look for business, for partners, funding, franchises, shopping and to visit family and friends.

In 1998, South African exports to Nigeria were R290 million and imports R439 million. By 2003, exports had risen to R2.3 billion and imports to R2.6 billion. By 2012, Nigeria accounted for 40% of South African exports to other African countries, according to the Department of Trade and Industry. The total trade between the two countries was R66.2 billion in 2014.

The statistics reflect the strategic nature of the engagement between Africa's two largest economies, which is still a long way off its potential.

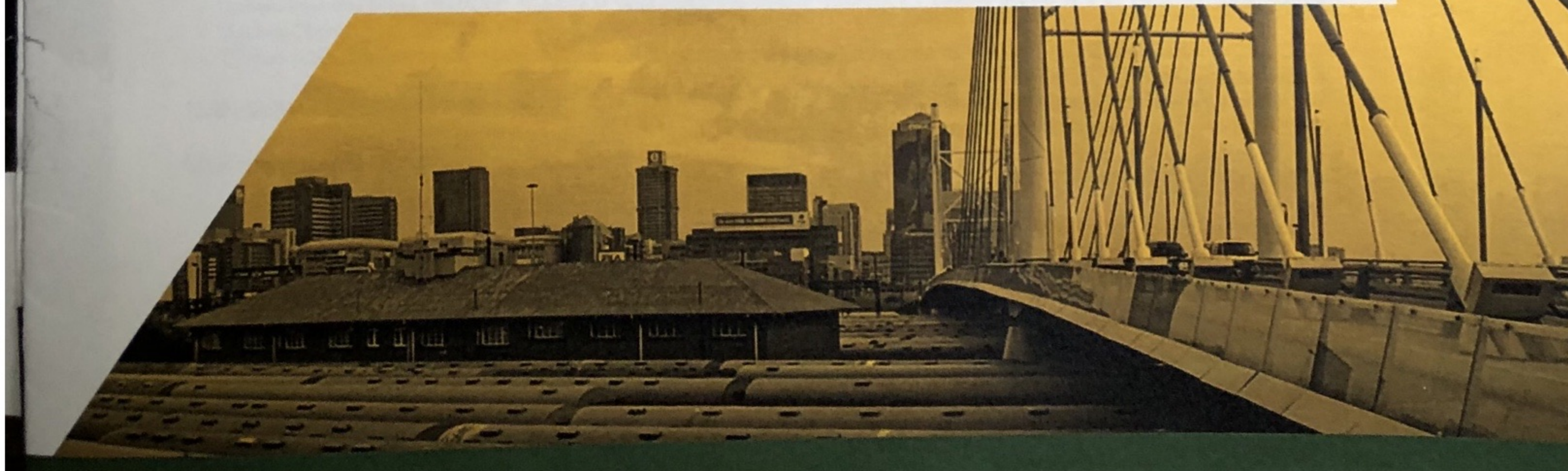
The SA-Nigeria Chamber's founding members were MTN, Standard Bank, Nampak, First Bank of Nigeria, Plessey, KPMG and Phillips Consulting. The organisation began with just over 20 members, growing to more than 100 today.

The SA-NCC is a non-profit organization that was created for the promotion, facilitation and assistance of Nigeria-related business. Our network is a unique reservoir of Nigeria-related business knowledge and practical advice.

The Chamber assists South African businesses to understand the Nigerian market and adapt to its different business culture as well as to provide networking opportunities. The organisation holds regular networking events, mostly breakfast meetings addressed by experts on the country both from South Africa and Nigeria.

One of the SA-NCC's main partners is the **Nigeria-South Africa Chamber of Commerce**, launched in 2000 in Lagos, Nigeria.

The Chamber has almost 400 members comprising fully Nigerian owned firms and those with ownership by both Nigerian and South African investors. The membership base covers almost the entire spectrum of business activities in Nigeria and members are drawn from all parts of the country.



Programme

THURSDAY, 20 OCTOBER 2016

INTRODUCTION

8.30-9.00 OPENING REMARKS

Dianna Games, Executive Director, South Africa-Nigeria Chamber of Commerce

WELCOME

Suresh Chaytoo, President, South Africa-Nigeria Chamber of Commerce - Johannesburg

Foluso Phillips, Chairman, Nigeria-South Africa-Chamber of Commerce - Lagos

Mr Martins Cobahm, Acting Ambassador of Nigeria, Pretoria

SESSION ONE: THE BIG PICTURE

9.00-9.15 OPENING ADDRESS: The African Opportunity

Ebrahim Motala, Head of RMB Africa, RAND MERCHANT BANK

9.15-9.45 NIGERIA'S BANKS: Trends and Risks

Ade Shonubi, Managing Director, NIGERIA INTERBANK SETTLEMENT SYSTEM PLC

9.45-10.15 INVESTMENT: Opportunities in Africa's richest economic hub

Saki Zamxaka, Chief Executive Officer, GAUTENG GROWTH & DEVELOPMENT AGENCY

10.15-10.45 TEA

SESSION TWO: BANKING AND INVESTMENT

11.00-11.45 PANEL DISCUSSION: Nigeria - Surviving the Recession

- Managing the liquidity and forex roller coaster
- How are companies coping?
- Key issues and learnings from the current crisis

CHAIR

Dianna Games, SA-Nigeria Chamber of Commerce

PANEL

- Adenrele Oni, CEO, RICHWAY MICROFINANCE BANK LIMITED, NIGERIA
- Abubakar Al-Mujjtaba, Vice President, ABUJA CHAMBER OF COMMERCE
- Michael Larbie, CEO: Nigeria and West Africa, RAND MERCHANT BANK

11.45-12.45 PANEL DISCUSSION: Cross-Border Investment - SA and Nigeria

- What and where is investor appetite for Nigeria's risk?
- Are capital flows and investment a one-way street?
- What are the long-term bilateral investment prospects?
- What are the challenges on investment on both sides?

CHAIR

Suresh Chaytoo, RAND MERCHANT BANK

PANEL

- Hywel George, Director of Investments, OLD MUTUAL INVESTMENT GROUP
- Dele Babade, CEO, AFRICAPITAL LLC, NEW YORK
- Prejelin Naggan, Head of Primary Markets: Capital Markets, JOHANNESBURG STOCK EXCHANGE

13.00-14.00 LUNCH

SESSION THREE: REGULATION, RISK AND RECESSION

14.00-14.30 International De-risking: The impact on African Banks

Suresh Chaytoo, Sector Director - Banks and DFIs, RAND MERCHANT BANK

Moses Tule, Director of Monetary Policy, CENTRAL BANK OF NIGERIA

14.30-15.30 PANEL DISCUSSION: Currency Outlook and Exchange Controls

- History and trends: the naira and rand
- Exchange controls versus free float
- The legacy of current interventions: The case of Nigeria

CHAIR

Helmo Pruess, Founder, FORECASTER ECOSA

PANEL

- Solomon Gounden, Regional Head of Foreign Exchange, STANDARD BANK
- George Asante, Managing Director, BARCLAYS AFRICA
- Nema Ramkhelawan-Bhana, Africa Analyst, RAND MERCHANT BANK

15.45-16.15 PRESENTATION: The growing tax burden in Africa
Ibikunle Olatunji, Senior Manager: Tax, PRICEWATERHOUSECOOPERS

16.15-17.00 SPECIAL ADDRESS: Philanthropy in Africa and Nigeria's Boko Haram Story
Ludivine Houdet, Head of Resources Mobilisation, Doctors Without Borders Southern Africa

17.15-19.00 COCKTAIL PARTY sponsored and hosted by Rand Merchant Bank

Join us on The Deck at the Sandton Convention Centre



FRIDAY, 21 OCTOBER 2016

SESSION ONE: TRADE AND INVESTMENT

CHAIR: Dianna Games, Executive Director, SA-NCC

08.45-09.15 OPENING REMARKS: Understanding ratings agencies and African economies
Sylvia Chahonyo, General Manager, MOODY'S INVESTOR SERVICE SOUTH AFRICA

09.15-10.00 PANEL DISCUSSION: Trade and Investment

- Exploiting the trade finance opportunity as foreigners exit
- Risk mitigation in banking across borders
- China as a partner in increasing trade in the SA-Nigeria corridor

PANEL

- Onyebuchi Memeh, Head of Trade Products, Transaction Banking Africa, STANDARD CHARTERED BANK
- Emeka Okonkwo, Executive Director, UNION BANK OF NIGERIA
- Michael Larbie, Managing Director: Nigeria and West Africa, RAND MERCHANT BANK
- Keith Mukami, Director, NORTON ROSE FULBRIGHT

10.00-10.30 TEA

SESSION TWO: DIGITAL DISRUPTION

10.30-11.30 PANEL DISCUSSION: What does the future of financial services look like?

- Is mobile banking a threat to banks in West and Southern Africa?
- How innovation is driving financial services
- Who regulates what
- Disruption as a driver of efficiency and growth

CHAIR

Kelly Meredith, Head: Enterprise Mobility Network

PANEL

- Professor Angela Itzikowitz, Banking and Finance Executive, ENSAFRICA
- Ade Shonubi, Managing Director, NIGERIA INTERBANK SETTLEMENT SYSTEM PLC
- Basha Pillay, Head of Technology: End User Computing, DIMENSION DATA (MEA)
- Agada Apochi, Managing Director, UNIFIED PAYMENT SERVICES, NIGERIA

SESSION THREE: INFRASTRUCTURE

11.30-12.15 PANEL DISCUSSION: Challenges and Constraints: SA and Nigeria

- Legal risks and key risk mitigation strategies in funding infrastructure
- SA and Nigeria as drivers of greater regional integration?
- Issues and constraints in delivery

CHAIR

Paul Runge, AFRICA PROJECT ACCESS (TBC)

PANEL

- Jason van der Poel, Partner, ALLEN & OVERY (SOUTH AFRICA)
- Jackie Chimhanzi, CEO, AFRICA LEADERSHIP INSTITUTE
- Cletus Azih, Technical Director, PCI AFRICA

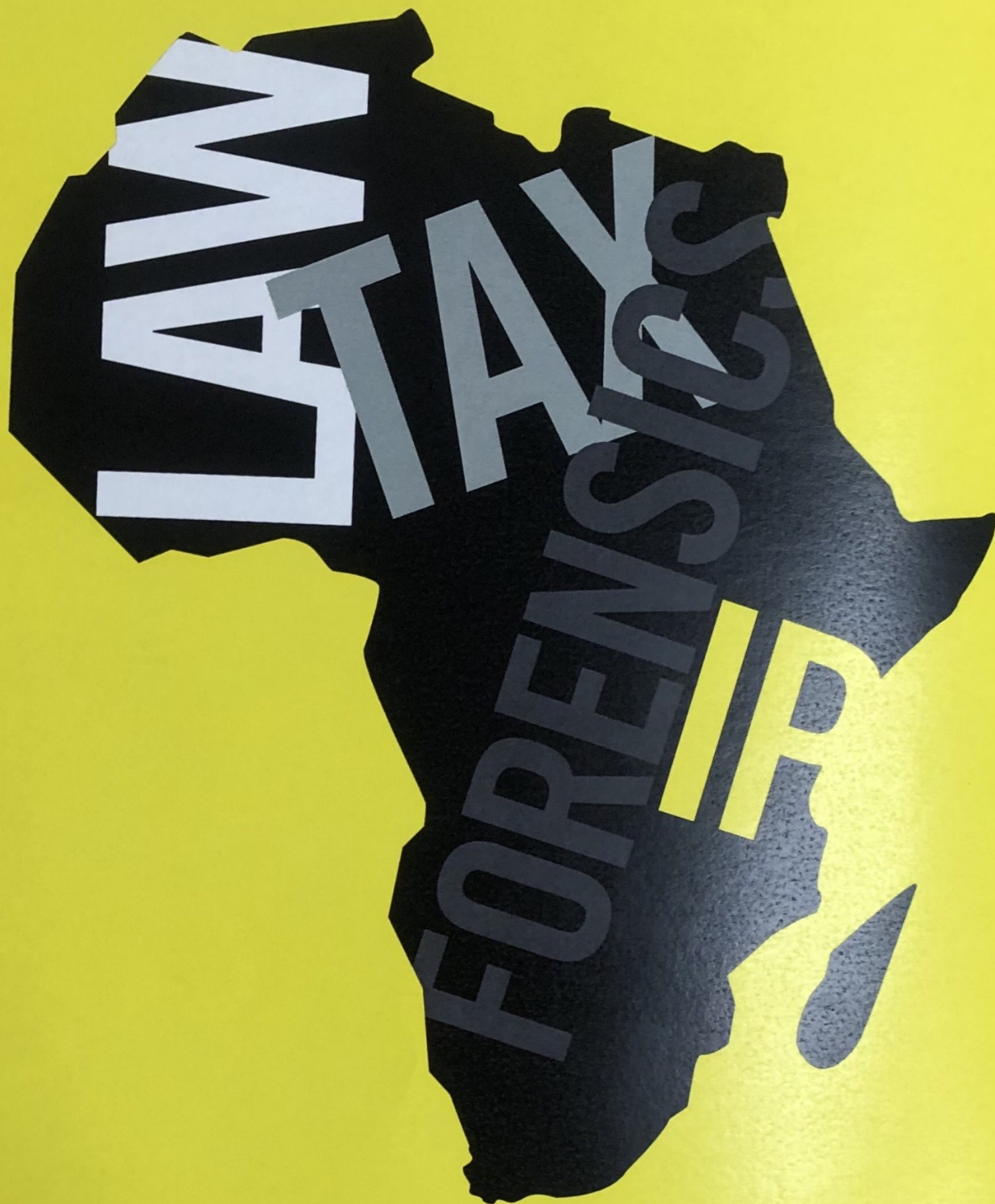
12.15-12.30 CLOSING REMARKS

12.30-14.00 LIGHT FINGER LUNCH

Previous SA-NCC events







ENSafrica.com

ens AFRICA



Isn't it time you considered listing
on the JSE?

JSE

RAISE CAPITAL AND
ATTRACT NEW INVESTORS

The JSE is a premier listing destination and an enabler of economic growth in Africa. Ranked as one of the top 20 exchanges in the world by market capitalisation, it is a trusted provider of capital raising opportunities in a liquid environment, with a multitude of companies listed on the JSE's AltX and Mainboard. The JSE is rated No. 1 for strength of auditing and reporting standards and financing through local equity market; No. 2 for regulation of security exchanges and No. 3 for efficiency of corporate boards and protection of minority shareholders' interests in the World Economic Forum's Global Competitiveness Report 2015-2016.

For additional information on how to list on the JSE's AltX or Mainboard, contact +27 11 520 7000

JSE. Driven for your growth.

www.jse.co.za



Johannesburg
Stock Exchange

South Africa Nigeria

CHAMBER OF COMMERCE



Driving the bilateral relationship between South Africa and Nigeria since 2005

The South Africa–Nigeria Chamber of Commerce is a privately funded, not for profit, membership-driven organisation that facilitates business between Africa's two biggest markets.

We support trade and investment between Nigeria and South Africa through the provision of information, networking and supplementary services

Contact Georgina at
info@sa-ncc.co.za for more
information about the chamber

See <http://www.sa-ncc.co.za> for more information

KOKO FREE TRADE ZONE

Delta Nigeria



Gateway to the West African Economic Region and the World

*-Using abundant natural resources in the region
and a pool of new skilled labor and technology
as base gateway for export to Europe and United States of America-*



CONTACT US
1-203-222-0630
Kokofreezone@gmail.com

INTERNATIONAL PLANNING HQ
ENQUIRIES OFFICE
1 Mansfield Place,
Westport, CT U.S.A. 06880

FOR MORE INFORMATION
www.kokofreetradezone.com

EXPAND YOUR VISION OF GAUTENG'S ECONOMY

The Gauteng Growth and Development Agency facilitates major infrastructure investment initiatives in the Gauteng City Region, in order to help grow your investment beyond expectation. Visit ggda.co.za for more details.

011 085 2400 | www.ggda.co.za

