

**15th CII - Exim Bank Conclave on
India - Africa Project Partnership**
15 - 17 March, Taj Diplomatic Enclave, New Delhi, India
PROGRAMME

DAY ONE
Sunday, 15 March 2020

1100 - 1700 hrs
(Jehangir Hall)

REGISTRATION

1800 - 1900 hrs
(Durbar hall)

INAUGURAL SESSION
India & Africa Partnership Driving Regional and Global Growth

The India-Africa relations have been historically defined by a common global outlook, shared aspirations for growth, and partnerships in trade & investment. In the current context, as we enter a new decade and the one that will culminate in Sustainable Development Goals 2030, the relations are poised for a quantum leap. India is gearing up to become a \$5 trillion economy by 2025, the Indian government and industry reaffirm its commitment to partner with countries in Africa. And Africa being on a growth trajectory is equally welcoming Indian investors, companies, and all other stakeholders with a convergence of interest in mutual development and growth.

How can India-Africa partnership boost the global economy? Will India's outbound investments flow to the region? What are the sectors that will drive partnerships and investments? How can India help Africa build a large workforce for the region's manufacturing industries? How do we reach the bilateral trade milestone of US\$100 billion?

1930 hrs
(Raja/Rani Bagh)

Dinner & Networking

2100 hrs

Close of Day One

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DAY TWO
Monday, 16 March 2020

0930 - 1100 hrs
(Durbar Hall)

Round Table on “Architecting Innovative Financing of Africa’s Growth”

Africa is home to some of the world’s fastest-growing economies, offering promising investment opportunities in high-growth sectors like infrastructure development, agriculture, manufacturing, and services. However, the financing of investments in Africa mandates design thinking, as commercial and concessional Lines of Credit (LoC) offered through the Government of India channels have ceased to be the most preferred financing routes. Instead, there is a strong felt-need for VC/PE participation in project investments, Public-Private Partnership (PPP) projects, participation of global institutional investment funds, buyer’s credit (as provided by EXIM Bank of India), private sector financing, development of local capital & long-term bond markets, use of pension funds, green financing, climate change mitigation financing options, among others.

Are the investment projects in Africa adequately bankable? Are the projects scalable to attract private investments? How local regulatory frameworks can augment investment financing? Are the host country investment norms facilitative for PPP projects?

0930 - 1100 hrs
(Mumtaz Hall)

Round Table on “Accelerating Africa’s Industrialisation through Inclusive and Sustainable Investment”

Rapid industrialisation will greatly determine Africa’s economic growth trajectory in the coming times. The region is projected to have the youngest workforce by year 2025, with over 500 million people in the labour market. Industrialisation is becoming increasingly imperative for creating employment avenues for the large, young workforce. The population growth and rapid urbanisation are also creating a large middle class that is expected to rise significantly in the coming years. That is also creating a shift in consumption patterns, leading to rise domestic demand for a whole range of consumer goods and services. To support this demand, various industries need to be developed and promoted, backed by robust services. The stage is also set for African economies to press ahead with value-added manufacturing and also integrate more closely with global value chains.

Which are the areas where Indian industry can play an instrumental role in accelerating Africa’s industrialisation? What are the pre-conditions for Indian industry to redouble its participation in Africa’s industrialisation? Is there greater scope for cross-border collaborations in industrial R&D, industrial services, capacity building, and financial mobilisation for industrial projects? Will AfCFTA pave the way for Africa’s accelerated industrialisation?

0930 - 1245 hrs

B2B meetings

1115 - 1230 hrs
(Mumtaz Hall)

Country Session - Namibia

1115 - 1245 hrs
(Durbar Hall)

Round Table on “Harnessing Africa’s Agriculture & Food Sectors for Regional and Global Needs”

Africa is host to 60% of the world’s uncultivated arable land and hence has a tremendous potential for meeting its internal needs and emerging as a global food basket. India could extend key support to African countries in areas like crop rotation, hybrid breeding, crop clustering, genetic modification, fortification, crop tracking and advanced irrigation

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techniques. Also, the ushering in of “digital agriculture” and “e-Agri marketing” have opened new avenues for startups in agriculture, paving the way for new bilateral partnerships.

How can India establish itself as go-to partner for realisation of Africa’s Agenda 2030 and Agenda 2063? What steps will facilitate greater participation of Indian industry in Africa’s agriculture and food processing sectors? Is there scope for more cross-border partnerships in agriculture research? Are Indian companies geared to participate in Africa’s farm sector infrastructure development including logistics & cold chains?

1115 - 1245 hrs
(Jehangir Hall)

Regional Session: "Reinvigorating India-SACU Trade & Investment Ties"

Even as the Southern African Customs Union (SACU) undertakes a Regional Customs Modernisation Programme to enhance cross-border movement of goods among the member states of Botswana, Eswatini, Lesotho, Namibia and South Africa, India and SACU are taking firm steps to finalise the proposed bilateral preferential trade agreement (PTA) that has been under negotiation for a few years now. While the Regional Customs Modernisation Programme will help reduce the transaction costs associated with border crossings, and encourage more cross-border investments, the PTA with SACU will help India to significantly expand its business footprints across the entire southern Africa. As such, the bulk of India’s trade and investment exchanges with Africa gravitates to the southern African countries. What is the anticipated growth in India-SACU trade and investment flows in the event of an early conclusion of the PTA? What are the sensitive items over which India and SACU member countries need to agree upon with regard to tariff reduction and elimination? How will AfCFTA impact the likely India-SACU PTA? Is southern and eastern Africa attracting greater Indian investments in agro-processing, infrastructure projects, tourism development, ICT, pharmaceutical manufacturing, and mining sectors and skills development for various industries?

1245 - 1400 hrs
(Raja/Rani Bagh)

Networking Lunch

1400 - 1530 hrs
(Durbar Hall)

Round Table on “Bridging Africa’s Infrastructure Deficit”

Africa’s economic growth has been hindered by the infrastructure deficit in the region as seen in the current state of road & railroad networks, port and airport facilities, water supply & sanitation system, power generation, transmission & distribution, housing, among others. Paved road density, for instance, is the lowest in Africa, and that alone increases the cost of exports from Africa 30%-40%. Similarly, only 39% of people in Africa have access to sanitation, 69% have access to clean drinking water and only 46% have access to electricity. To bridge the infrastructure deficit, Africa needs annual investments of the order of \$170 billion. The current shortfall is around \$100 billion per annum.

How big a role the Indian industry can play in bridging Africa’s core sector deficit? Is The PPP model with equity participation from government workable in this sector? Are there innovating investment financing options available in Africa’s infrastructure sector? What steps will ensure the feasibility of investments and reliable RoI from the projects? Are the investment opportunities aligned with Light Up and Power Africa, Feed Africa, Industrialise Africa, Integrate Africa and Improve the Quality of Life for the People of Africa initiatives?

1400 - 1530 hrs
(Mumtaz Hall)

Round Table on “Enhancing the Success Factors for African Continental Free Trade Area AfCFTA”

As the impending African Continental Free Trade Area(AfCFTA) promises to become the flagship of ‘Pan-Africanism’ --

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bringing together 54 African Union (AU) members, uniting 1.3 billion, and creating a \$3.4 trillion economic bloc – India could play a defining role in supporting Africa’s economic integration with deeper engagements in the region’s industrial and infrastructure development projects, public institution building, development of human resources for future industries, etc. As a time-tested partner of Africa, India could also play an instrumental role in creating the avenues for deeper intra-regional business, trade and investment flows. Pertinent to note that AfCFTA is a major project of the AU’s long-term development plan Agenda 2063.

How best can Indian industry help an economically integrated Africa form its regional value chains (RVCs) and integrate those with global value chains (GVCs)? Will AfCFTA boost India-Africa bilateral trade and investment flows? How best can India support AfCFTA members in areas like technology transfer, innovation and continent wide infrastructure development?

1400 - 1715 hrs

B2B meetings

1545 - 1715 hrs
(Durbar Hall)

Session on “India-Africa Forum Summit IV (IAFS IV) - Addressing Critical Needs of African Countries”

India Africa Forum Summit III (IAFS-III) played a defining role in deepening India-Africa bilateral cooperation, with India offering US\$10 billion for development projects in Africa over a 5-year period, 50,000 slots for training opportunities, scholarships and capacity building for beneficiaries from Africa, and initiatives to establish capacity building institutions in different African countries. As both regions gear for the IAFS-IV to be held later this year, how is the partnership being strengthened at the continental, regional and bilateral levels and through multilateral fora? India is ranked as the third largest export destination in Africa.

Are the LDCs in Africa fully leveraging the DFTP scheme offered by India? How effectively is India helping Africa bridge its digital divide? How best can IAFS galvanise India’s cooperation with Africa in areas like energy, including solar energy, blue economy, culture, health and education, agriculture, women empowerment, defence and security, climate change mitigation, disease control & prevention, counter-terrorism? How IAFS can be aligned with Agenda 2063, and AfCFTA initiatives?

1545 - 1715 hrs
(Jehangir Hall)

Round Table on “Unlocking Africa’s Services Sector Potential”

The services sector offers several African economies the opportunity to diversify production away from traditional sectors and engage in higher value added activities. It has been cited that areas like transport, financial, and information and communication services would be key contributors to trade and improve the ease of doing business in the region. Services trade can also augment intra-regional trade in Africa, which will be a boost for intra-regional engagements under AfCFTA too. India has a robust services sector, and over the years has become a global hub of IT services, design R&D, etc. Today, as Africa looks to reap the demographic dividend, is services sector growth the answer to the region’s job creation & employment needs? Which are the areas where Indian industry can engage more deeply in Africa’s services sector?

1545 - 1715 hrs
(Mumtaz Hall)

Session on “Building Trilateral Partnerships for Africa’s Sustained Development”

Even as India continues to play an instrumental role in Africa’s development initiatives through investments, favourable terms of trade, transfer of appropriate technologies, knowledge sharing, capacity building, and skills development, the country has also joined hands with third countries like Japan, Germany, the UAE among others, to participate in major

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infrastructure development projects in Africa. The trilateral partnerships have significantly broadened the scope and size of investments in Africa, to spur farm sector modernisation, manufacturing growth, entrepreneurship development, among others. Unlike the past, the trilateral partnerships are largely B2B and not B2G.

What are the risk mitigation steps being taken to encourage more private investments in Africa? Are the trilateral partnerships contributing to Africa's export growth, creation of RVCs and integration with GVCs? Will the trilateral partnerships yield greater results as Africa embraces AfCFTA?

1900 hrs
(Durbar Hall &
Raja/Rani Bagh)

Networking Dinner

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DAY THREE
Tuesday, 17 March 2020

0930 - 1045 hrs **Country Session**
(Mumtaz Hall)

0930 - 1100 hrs **Regional Session on “Diversifying India’s Economic Engagements with
(Jehangir Hall) Western & Central Africa”**

India’s total bilateral trade with Western and Central African economies has increased by over 15 times since 2003. Yet, there is still ample scope for increasing the bilateral trade flows several fold. Energy and other commodities form the bulk of exports from Western & Central Africa to India, but there is a strong felt-need for increasing the volume of value-added exports to India. Indian companies are seeing more attractive investment avenues in the Western and Central African countries, in sectors like agriculture, manufacturing and infrastructure. However, limited transport connectivity between the two regions has curbed the growth of cross-border partnerships.

In what ways can Indian companies help Western & Central African economies step up their manufacturing growth? Which are the most attractive investment sectors in the two regions? Is there scope for diversifying the bilateral trade basket?

0930 - 1200 hrs **B2B meetings**

1100 - 1230 hrs **Round Table on “Reinforcing Long-term Energy Security for Accelerated and
(Mumtaz Hall) Sustainable Development”**

Renewables are central to the long-term energy security of countries. In recent years, India and Africa have taken strident steps to develop and promote the use of clean energy. Even oil-rich countries like Nigeria have stepped up the focus on renewables, in particular solar energy and hydel resources. Green energy is required on a large scale in India and Africa for meeting the electricity needs of rural areas, private and public transportation, and industrial needs. While Indian companies are showing a greater interest in investing in Africa’s renewables sector, the host African countries may be called upon to create investor-friendly norms in the power and energy sectors by offering single-window clearances within a defined timeline, and transparent taxation laws.

Is Africa significantly engaged in the International Solar Alliance (ISA) that was promoted in a big way by India? Is there scope for cross-border partnerships in the development of wind, geo-thermal, biomass and tidal energy projects? How data sciences can be leveraged for renewables development? Are there ways to address the affordability of green energy equipment?

1245 - 1345 hrs **VALEDICTORY SESSION**
(Durbar Hall) **Reimagining India-Africa Partnerships in a Changing World**

As the global economy enters a phase of protracted trade protectionism, India and Africa are called upon to redraw their external trade strategies by reducing the dependence on markets in the developed world. Instead, the two regions would do well to direct focused attention on accelerating cross-flow of investments that lead to value added bilateral trade flows. Due initiatives may be taken to promote RVCs and their integration with GVCs. Also, India and Africa could redouble the efforts to promote indigenous clean tech development. Collaborative initiatives to build and strengthen both regions as global manufacturing and services hubs, while also ushering in Industry 4.0 will go a long way toward enhancing the

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global competitiveness of India-Africa businesses.

Which are the new frontiers of India-Africa partnerships? Can India and Africa businesses collaborate to tap global markets? Will the private sector take the lead in broadbasing India-Africa partnerships? Are there ways to boost bilateral P2P engagements? How India and Africa can make the world a safer place for all?

1345 - 1430 hrs **Networking Lunch**
(Raja / Rani Bagh)

1430 - 1600 hrs **B2B Meeting Continues**

1600 hrs **Close of the Conclave**