



**AFRICAN EXPORT-IMPORT BANK
BANQUE AFRICAINE D'IMPORT-EXPORT**

**AFREXIMBANK SEMINAR / WORKSHOP ON
ADVANCED STRUCTURED
TRADE FINANCE**

November 29 – December 1, 2011
La Palm Royal Beach Hotel, Accra - Ghana



Organized and Hosted by



**Afreximbank
African Export-Import Bank**

In Cooperation with



**Bank of
Ghana (BOG)**



**Ghana Bankers'
Association (GBA)**



**Africa Capacity
Building Foundation (ACBF)**

ADVANCED STRUCTURED TRADE FINANCE

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BACKGROUND

In pursuance of Afreximbank's goal of developing and strengthening trade finance capacity in Africa, the Bank launched in 1999, a programme of Annual Seminars on Structured Trade Finance. The Seminar programme is comprised of two courses, namely "Fundamentals of Structured Trade Finance Seminar" and "Advanced Structured Trade Finance Seminar". The Seminar contents have been designed to ensure that participants acquire the capacity to structure bankable trade finance deals of varying levels of complexity. The intention is to ensure that African banks and bankers are well equipped to deal with risks in financing trade under a difficult politico-economic environment and changing trade counterparties.

SEMINAR / WORKSHOP OBJECTIVES

The general objective of the Seminar is to acquaint African bankers with advanced structured finance tools and techniques to deal with the challenges confronting lenders in Africa as a result of the rapidly changing business environment. The specific objectives of the Advanced Course are:

- (a) to complement the Basic Course run by the Bank in order to properly equip participants in structuring complex deals;
- (b) to create an opportunity for a proper evaluation and understanding of the new financing challenges that the changes in the global and African environments portend in the near to medium term;
- (c) to equip participants with the knowledge of the financing tools and instruments that are currently being used or being proposed for use in financing African trade under the changing environment;
- (d) to understand the programmes and facilities Afreximbank is, or will be, introducing in the near term to deal with the new challenges; and
- (e) to create an opportunity for networking amongst African bankers.

TRANSFERABLE SKILLS

It is expected that the Seminar should be able to transfer the following skills to participants:

- (a) ability to analyse and understand complex trade and project-related financing problems;
- (b) ability to use several capital market instruments in financing trade and trade-related projects;
- (c) a clear understanding of Customer Due Diligence processes and issues;
- (d) understanding trade-related capital market structures;
- (e) an understanding of specialized financing, such as receivable — backed financing, etc.; and
- (f) an understanding of how structured trade finance may impact the credit ratings of banks.

TARGET PARTICIPANTS

Target participants include:

- (a) Senior Executives of African banks and other financial institutions engaged in trade and project financing, including African Export Credit Agencies (ECAs);
- (b) Senior Executives of African Country and Sector Funds, Hedge Funds and other Venture Capital institutions;
- (c) Senior Executives of corporates engaged in trade, manufacturing and privatized infrastructure projects;
- (d) The Bank's Trade Finance Intermediaries (TFIs) and Project Finance Intermediaries (PFIs); and
- (e) African Lawyers.

SEMINAR

November 29 - November 30, 2011

SPEAKERS FROM

- ▶ Afreximbank, Egypt
- ▶ McKinsey Global Institute, US
- ▶ Bourse Africa, South Africa
- ▶ Standard Bank, UK
- ▶ Franklin & Franklin, Montreal, Canada
- ▶ Saibatek Ltd, UK
- ▶ Reed Business Information, UK
- ▶ BNP Paribas, France
- ▶ SNR Denton & Co, UK
- ▶ Lovells, UK
- ▶ JPY Capital, US
- ▶ First Climate Group, Switzerland

WORKSHOP

December 1, 2011

SPEAKERS

- ▶ Syndications Consultant, UK
- ▶ Representative of Afreximbank, Egypt

WORKSHOP THEME

Syndicated Loans: Principles and Practice

SEMINAR TOPICS

- 1 Lions on the Move: The Progress and Potential of African Economies;**
by Mutsa Chironga, Associate Principal, McKinsey & Company, Republic of South Africa
- 2 Structuring Deals: Risk Identification, Risk Mitigation, Security, Pricing and Pitfalls;**
by Dr. B. O. Oramah, Executive Vice President (BDCB), Afreximbank, Cairo, Egypt
- 3 An Introduction to Inventory and Receivables Financing;**
by Ann-Marie Woolley, Director, Head of Structured Trade Finance & Commodity Finance, Standard Bank, UK
- 4 Mitigating Commodity Financing Risks through Collateral Management Structures;**
by Chris Goromonzi, Managing Director, Bourse Africa, South Africa
- 5 Legal Issues in International Commercial Secured/Unsecured Transactions;**
by David Franklin, Franklin & Franklin, Montreal, Canada
- 6 Managing Operational Risks Under Structured Trade Finance Framework-Challenges, Solutions and Some Examples;**
by Dr. Wale Oki, Saibatek Limited, Business and Strategy Consulting, London, UK
- 7 Controlling Risks in Structured Trade Finance Deals through Customer Due Diligence Processes;**
by Guy Sheppard, Due Diligence Product Manager, Bankers' Almanac, Reed Business Information, UK
- 8 Mitigating Market Risk under Structured Trade Finance -Techniques and Opportunities**
by Cinzia Maurer-Tatti, Global Head of Transaction Bank Group, BNP Paribas
- 9 Structured Trade Finance and Bank Capital Management Under Basle II: Opportunities and Challenges ;**
by Simon Cook, Partner, SNR Denton & Co, London, UK
- 10 Financing Hospitality Projects in Africa- Opportunity Offered by Afreximbank's Contour Programme and an Example;**
by Andrew Gamble, Partner, Lovells, UK
- 11 Integrating Structured Finance into the International Debt Capital Market—The Example of a Diaspora Bond Deal in Southern Africa**
by Yaw Debrah, Managing Director, Dinosaur Securities/JPY Capital, US
- 12 Nationally Appropriate Mitigation Actions (NAMAs) and the future of Carbon Credit Financing**
by Tuomas Rautanen, Senior Analyst, Regulatory Affairs and Consulting, First Climate

WORKSHOP TOPICS

1 **The Principles of Syndicated Lending**
*by Mr. Tony Rhodes, Syndications Consultant,
London*

2 **Afreximbank Syndicated Loans Programme:
Rationale, Model and Opportunities**
*by Samuel Mugoya, Senior Manager, Specialized
Funding Unit, Afreximbank, Cairo*

3 **Practical Issues in Arranging Syndicated
Loans**
*by Mr. Tony Rhodes, Syndications Consultant,
London*

4 **Analysis of Two Case Studies**
by Participants under guidance of Tony Rhodes

TERMS AND CONDITIONS

SEMINAR DATE
November 29 - 30, 2011

WORKSHOP DATE
December 1, 2011

VENUE
La Palm Royal Beach Hotel
Accra, Ghana

FEE
Conference and Workshop: US\$2,000. Fee covers tuition,
lunches, refreshments, gala dinner and conference
documentation.

CONFERENCE LANGUAGE
Bilingual (English and French)

PAYMENT
Payments may be made by cash, bank draft or travellers'
cheques made payable to Afreximbank in US dollars. To
pay by bank transfer, please ask your bank to include the
delegate's name in the transfer instructions. Transfers
should be made to: Standard Chartered Bank, London,
Account Number 0102703142450. The Swift code is
SCBLGB2L. Payments not received before the event may
result in entry being denied. Afreximbank will not be held
liable for non arrival of your registration confirmation.
Please call Afreximbank if delays occur.

CANCELLATIONS
Cancellations must be received in writing by 17:00hrs on
14th November, 2011. It is regretted that no refunds will
be made or invoices cancelled after 14th November, 2011
and the full registration fee will be payable. Substitutions
may be made at any time.

It may be necessary for reasons beyond the control
of Afreximbank to alter the content and timing of the
programme or the identity of the speakers.

All enquiries and entries should be directed to:

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