



New Synergies-New opportunities

Programme

(All timings are in SAST)

DAY ONE: MONDAY, 31 OCTOBER 2022

1000 – 1700 hrs REGISTRATION

1730 – 1830 hrs INAUGURAL SESSION

With India and Africa emerging as hubs of hope and growth in a post-pandemic global economic landscape, it's time to move beyond one-size-fits-all approach and take a region-specific approach to optimise economic potential of this mutually enriching partnership. In this regard, the Southern African region is a geography of opportunity and an ideal site for forging closer collaboration between India, the world's fastest growing major economy, and emerging economies of the SADC region. This session will provide a big picture overview of the changing geo-economic landscape in India and Southern Africa and identify synergies and areas for augmenting growth-driven partnerships between the two regions. The overarching thrust of the Inaugural Session will be on discussing a comprehensive plan for "Building Sustainable Economic Partnerships" between India and the vibrant Southern Africa region

- **H.E. Mr Silvino Augusto Jose Moreno**, Minister for Industry and Commerce, **Mozambique**
- **H.E. Mr Jaideep Sarkar**, High Commissioner, **The High Commission of India, Pretoria, South Africa**
- **Mr Vikramaditya Ugra**, Chief General Manager- Lines of Credit Group, **Export – Import Bank of India**
- **Ms Busi Mabuza**, Board chairperson, Industrial Development Corporation (IDC) South Africa and Chair, **BRICS Business Council**
- **Launch of India Exim Bank Report**
- **Signing of Master Risk Participation Agreement (MRPA) between India Exim Bank and First Rand Bank (FRB)**
- **Mrs. Anju Ranjan**, **Consul General of India, Johannesburg**

Session Moderator: **Mr Rajesh Sharma**, Chairman and Managing Director, **Ion Exchange (India) Ltd.**

1830 hrs onwards NETWORKING DINNER

DAY TWO, TUESDAY 1 NOVEMBER 2022**0930 – 1015 hrs SESSION I: Promoting Innovative Financing Mechanism**

With Southern African economies showing clear signs of economic recovery on the back of increasing exports, investment in trade supporting infrastructure and access to trade finance have taken on renewed significance. Lack of adequate trade finance acts as a significant non-tariff barrier to trade, which needs to be enhanced for the long-term economic development and structural transformation of the region. Thus, there is an increasing requirement for trade facilitation programmes, where DFIs, ECAs and Commercial Banks could collaborate to bridge the trade finance gap by extending credit enhancement and risk mitigation mechanisms. While India Exim Bank's flagship programmes such as Lines of Credit and Buyer's Credit under NEIA are playing an increasingly significant role in providing long-term export credit and financing development projects across Africa, and SADC region, in particular, the Bank's newly launched Trade Assistance Programme (TAP) would further promote enhanced flow of trade among India and African economies. This session will explore various mechanisms of innovative financing to address constraints related to both long-term and short-term trade finance and finance for infrastructure

- **Mr Brem Peters**, Head of Financial Institution, Bank Sector, Transactional Products and Service, **Standard Bank Group**
- **Ms Lucy Chege**, Head Project and Infrastructure Finance, **Trade and Development Bank**
- **Mr Pieter Dingemans**, Credit Speciality Leader, MEA Region, **Marsh Speciality**
- **Mr Ashish Patnaik**, Vice President (Syndication), **State Bank of India**

Session Moderator: **Mr Vikramaditya Ugra**, Chief General Manager- Lines of Credit Programme, **Export – Import Bank of India**

1015 – 1045 hrs TEA BREAK**1045 – 1145 hrs SESSION II: Manufacturing sector – Moving up the Value Chain**

With post-pandemic economic recovery picking pace, Southern African countries are focusing on bolstering manufacturing and producing value-added goods. Given the potential of economies in the region, the governments are working on initiatives to improve the manufacturing sector's global competitiveness and increase its participation in regional and global markets. Many SADC countries like South Africa and Namibia already have well-established manufacturing apparatus but are looking for latest technologies and finance to further move up the value chain. In this quest of manufacturing resurgence, Southern African countries can enhance partnership with Indian companies and fast-track clearances for them to set up manufacturing facilities. The session will focus on increasing investment by Indian companies in promoting value-added manufacturing and explore innovative financing mechanisms, including debt funds, pensions funds, green and blue bonds for environment-sensitive projects, to facilitate greater Indian investment and also encourage MSMEs in Manufacturing sector.

- **Mr Yunus Hoosen**, Head: Investment South Africa, **Department of Trade, Industry and Competition, South Africa**
- **Mr Vikrant Pathre**, CEO, **Tata Motors**
- **Mr Nihar Patnaik**, Executive Body Member and Chairperson, **Pharmaceutical & Healthcare Task Team**
- **Ms Nokuthula Nokky Ndlovu**, Managing Director, **Projectized Management**

Session Moderator: **Mr Rajesh Sharma**, Chairman & Managing Director, **Ion Exchange (India) Ltd**

1145 -1245 hrs SESSION III: Forging Collaboration in Technology, Services and Capacity Building

Technologies and service sector are poised to be twin drivers of economic growth of the Southern African region. India has a sterling record in setting up IT centres in various SADC countries including South Africa, Namibia, Tanzania, a Technology Centre in Zimbabwe and entrepreneurship centres in a few countries. India is also supporting SADC countries to bridge the digital divide through the 2nd phase of the pan-Africa e-Network project – e-Vidya Bharati and e-Arogya Bharati Network Project. Collaboration in technology is complemented by capacity building initiatives and skill development. India has been empowering Africans through a number of capacity building programmes under the ITEC scholarships, ICCR scholarships and other training programmes under the India-Africa Forum Summits. The session will focus on the role of key Indian institutions such as Ministry of Skill Development and Entrepreneurship and India-supported training centres in promoting skill development in African countries.

Services sector presents another promising area for enhancing India-Africa collaboration. India's proven strengths in financial services, health services, legal and technical services can lead to better employment opportunities and contribute to development of the region. In this regard, the operationalization of SADC Protocol on Trade in Services (PTIS) in January this year has huge potential to accelerate the creation of a liberalised single services market by removing all trade barriers. The Session will discuss strategies for Indian companies to enhance supply of cost-effective technologies to southern African countries. The session will also focus on the role of Indian companies in the development of digital economy in Southern African countries and collaboration in training for optimising human resource development in the continent.

- **Mr K Balachandran**, Co-Founder and Chief Financial Officer, **Iris Business Services Limited**
- **Mr Abhishek Jain**, Assistant Director, **KPMG**
- **Dr Dennis Laxton**, Senior Faculty Member, **Regenesys Business School South Africa**
- **Ms Nokuthula Nokky Ndlovu**, Managing Director, **Projectized Management**

Session Moderator: **Mr Ashok Babu**, Consul General of India, Cape Town, South Africa

1245 – 1345 hrs NETWORKING LUNCH

1345 – 1445 hrs SESSION IV: Agriculture and Food Processing – Unlock the growth potential

With more than 70 percent of the rural population depending on agriculture in Southern African countries, agriculture will continue to remain central to fostering economic growth and improving food security in the region. Due to its reliance on rain-fed agriculture, the SADC region is particularly vulnerable to climate change. To address the less-than-optimal performance in the agriculture sector, India can forge sustainable partnership with the SADC region in agriculture and agri-businesses sector. Indian companies can help in strengthening of the value chains in areas of in-farm mechanisation, irrigation, food processing technologies, inputs & nutrients, and agricultural research & development. This session will focus on how Indian companies and institutions can play a bigger role in the transformation and upgradation of agriculture in Southern Africa. This session will also focus on exploring innovative financing mechanisms like PPP (public private partnerships) for upgrading and modernizing agriculture in SADC countries.

- **Mr Neeraj Vij**, Regional Sector Manager- Agriculture & Agro-Industry, **African Development Bank**
- **Mr Vineet Shankdher**, General Manager, **Shapoorji Pallonji and Company Pvt Ltd**
- **Mr Tyson Sibanda**, Acting Executive Director, **Business Unity South Africa (BUSA)**
- **Mr Motlatjo Makaepa**, Chief Director: Agroprocessing and Economic Services, **Gauteng Department of Agriculture & Rural Development**

Session Moderator: **Mr Rajiv Wahi**, International Business Head (Agri & Construction Equipment), **Escorts Kubota Limited**

1445 – 1545 hrs **SESSION V: Promoting partnerships in Mining, Beneficiation & Allied services**

Southern Africa is one of the world's richest mineral-rich regions and is endowed with numerous resources such as gold, diamonds, coal, crude oil, natural gas and minerals. Given the importance of mining in economies of SADC countries, Indian companies have a huge opportunity in enhancing their investment in this crucial sector. In the SADC region, Indian multi-national enterprises have ventured into both Greenfield and Brownfield investments in the mining sector. India's biggest independent, private-sector mining group Vedanta Resources has extensive mining projects across SADC and have a strong presence in Namibia, Zambia and South Africa. India's Tata conglomerate is also involved in mining projects in Mozambique and Mauritius. Angola, being the third largest producer of diamonds in Africa, has sought Indian investment in diamond mining and processing. India and SADC countries need to work closely to develop policy prescriptions that incentivise the private sector to adopt technology and data solutions for managing vast amount of geological data for developing the mining sector. The Session will discuss the use of technologies in the mining sector, sustainable mining practices and financing requirements for investment in the mining sector.

- **Mr Keith Scott**, CEO, **Fraser Alexander and Mogs**
- **Mr Vishal Gautam**, Managing Director, **Tega Industries**
- **Mr Muziwethu Mathema**, Acting Group Executive: Business Intelligence, **Gauteng Growth and Development Agency (GGDA)**

Session Moderator: **Mr Robert Lee Appelbaum**, Partner, **Webber Wentzel**

1545 – 1645 hrs **SESSION VI: Infrastructure & Energy – Partnering for building Connectivity and Powering Growth Way Forward**

Given the economic profile of countries in the region, Southern Africa is poised for transformation of infrastructure and energy development – the twin areas in which Indian companies have proven expertise. By focusing on greater regional interconnectedness, SADC countries can map new pathways of intra-region trade and investment in diverse areas. Going forward, energy generation and delivery will become increasingly crucial as the SADC region industrializes on its way to accelerating human development. Accelerating energy cooperation, particularly in the area of clean and green energy, is the next frontier of strengthening ties between India and the region. India's growing renewable energy capacity has the potential to boost the continent's green growth significantly. Southern Africa is also critical to India's energy security as it is home to many oil-producing countries, including Angola, and countries with sizeable uranium reserves such as Namibia, South Africa, and Malawi. This session will explore how Indian companies, with their experience and expertise in providing cost-effective infrastructure and green energy solutions, can expand their presence in the dynamic Southern Africa region. The discussion will also focus on innovative financing mechanism and sustainable energy technologies to propel partnership in these sectors.

- **Mr. Elias Chimulambe**, Principal Secretary for Water and Sanitation, **Government of Malawi**
- **Mr Gourish Chakravorty**, Chief Executive Officer, **Ion Exchange Safic Pty. Ltd**
- **Mr Theuns Ehlers**, Managing Principal, Head: Resource & Project Finance, **Absa Bank Corporate & Investment Banking**
- **Mr. Abhitabh Nath Rawal**, Additional General Manager, **Bharat Heavy Electricals Ltd.**
- **Mr Farai Kanonda**, Regional Operations Manager- Energy, **African Development Bank**

Session Moderator: **Mr Rahul Sikka**, Vice President & Head Africa- PT&D, **L&T Construction**

1645 hrs : **Close of the Conclave**

- *B2B meetings* : 0900 – 1245 hrs and 1345 – 1645 hrs
- *Exhibition* : 0930 – 1715 hrs