

CII – Exim Bank Regional Conclave on India - Southern Africa Project Partnership

14 - 15 Oct 2019, Taj Pamodzi, Lusaka, Zambia

PROGRAMME

DAY ONE
Monday, 14 October 2019

0730 - 0900 hrs Registration

0900 - 1010 hrs SESSION I: Zambia - Trade and Investment Opportunities

Zambia is a multi-party democracy and provides a free market liberalized economic environment in a stable strife-free and multicultural society. The Zambian Government welcomes investors across sectors and the laws relating to investment provide investment incentives and protection, in order to attract increased investment and international trade, as well as increased domestic economic growth. The country's land-linked and central location in the region, as well as a combination of the following key strengths, makes it an ideal investment location:

1Abundance of natural resources and manpower, which are highly under-utilized.

2No Controls on prices, foreign exchange rates, free repatriation of debt repayments

3Guarantees and security to investors

4Duty Free Access to Regional, wider African and the USA markets under SADC, COMESA/FTA and AGOA (African Growth and Opportunity Act)

This session will present the economic overview of Zambia and opportunities it offers for foreign investors in various sectors

Lead Discussant :

- **Dr Chabuka J Kawesha**, President, Zambian Chamber of Commerce and Industry (ZACCI)
- **Mr E B Rajesh**, Regional Director - Africa, CII
- **H E Mr N J Gangte**, Indian High Commissioner to Zambia, Gov of India
- **Hon Mr Christopher B Yaluma**, Minister, Ministry of Commerce, Trade and Industry - Gov of Zambia
- **Mr Matongo Matamwande**, Acting Director General, Zambian Development Agency

1010 - 1030 hrs Tea / Coffee Break

1030 - 1200 hrs SESSION II: India-Southern Africa Connect: New Vistas & Opportunities

Southern Africa is rapidly emerging as a beacon of economic dynamism, enterprise and innovation. Southern African countries are increasingly identified with an appetite for reform and concrete steps for liberalising their economy and improving governance. Investment eco-systems and requirements vary across countries, but the potential for investment is huge in areas of mining, manufacturing, energy and power, agriculture & agro-processing, energy, including hydrocarbons & renewables, and transport & construction, among others. The emergence of the services sector is an unfolding story, offering huge opportunities in areas of financial services, management consultancy, education, skill development, health and tourism.

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In recent years, the region is getting top-level diplomatic attention from India with many two-way high-level visits and has seen increased investment by Indian companies. This session will take a big-picture view of multi-dimensional India-Southern Africa economic relations, identify opportunities for enhancing Indian engagement and investment and focus on addressing challenges and constraints

Moderator : **Mr Laurian Haangala**, Vice President, Zambian Chamber of Commerce and Industry (ZACCI)

Lead Discussant :

- **Hon. Mr. Christopher B Yaluma**, Minister of Commerce, Trade and Industry, Government of Republic of Zambia
- **Hon. Mr. Innocent Lugha Bashungwa**, Minister, Ministry of Industry and Trade, Government of Tanzania
- **Hon. Mr. Mangaliso Nqobizitha Ndhlovu**, Minister, Ministry of Industry and Commerce, Government of Zimbabwe
- **Mr P Harish**, Additional Secretary (Economic Diplomacy & States), Ministry of External Affairs - Gov. of India
- **Ms Sandra Uwera**, Chief Executive Officer, COMESA Business Council

1130 - 1300 hrs

B2B Meetings

1200 - 1330 hrs

SESSION III: Promoting Innovative & Sustainable Financing

Southern Africa region is now seen as the next investment frontier, with many economies of the region, recording continuing high economic growth. The region is showing tangible results in improving its risk-reward performance, but despite the enormous investment potential. Against this backdrop, promoting sustainable and innovative financing is a prerequisite for changing the narrative to spur the economic transformation of the region. There are a host of structural and political reasons that account for the current financing gap in the region.

Drawing on their larger experience of operating successfully in the continent, the Indian private sector and EXIM Bank can collaborate closely to address the financing gap. There is also a compelling case for enhanced coordination between pan-African DFIs like the African Development Bank (AfDB) and regional DFIs and agencies like Southern Africa Development Cooperation (SADC) and Common Market for East and Southern Africa (COMESA).

Moderator : **Mr Mukul Sarkar**, Chief General Manager, Export-Import Bank of India

Lead Discussant :

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- **Mr Keshav Chandra**, Joint Secretary, Ministry of Commerce and Industry - Gov of India
- **Ms Priscilla Sampa**, CEO, Lusaka Stock Exchange
- **Mr Davies Pwele**, Senior Vice President & Head Southern Africa Business Development Division, Development Bank of Southern Africa
- **Mr Edward Mulilo**, Acting Managing Director, Development Bank of Zambia
- **Mr Godwin Chizulamambwe Ngoma**, General Manager, Indo Zambia Bank Limited
- **Mr Kenneth Tafadzwa Ruredzo**, Credit Manager - Southern Africa, African Export Import Bank

1330 - 1445 hrs **Networking Lunch**

1445 - 1700 hrs **B2B Meetings**

1445 - 1615 hrs **SESSION IV: “Transforming Infrastructure, Powering Growth – Partnering for greater Connectivity & Construction through Clean & Green Energy”**

Infrastructure funding deficit in Africa is estimated to be between \$87 billion to \$112 billion annually, according to AfDB estimates. Southern Africa, despite its improving economic indicators, suffers from a massive infrastructure crunch, which also accounts for low foreign investment in this crucial sector. Bridging infrastructure gap is, therefore, central to enhanced economic growth, greater investment, job creation and inclusive prosperity. Infrastructure development is organically linked to strengthening the manufacturing sector.

“Light up and Power Africa,” – achieving universal energy access and sustainable energy security have been identified by the African Development Bank as one of High 5s to unlock the potential of Africa’s economic transformation. The challenges are huge, but so are the opportunities as the region has massive potential in all forms of renewable energy, including hydropower, solar, wind and bio-fuels.

With improving macro-economic fundamentals in most Southern African companies, there are more opportunities for Indian companies in providing cost-effective quality infrastructure to the region and spur manufacturing through value-addition.

Moderator : **Dr Lubinda Haba Zuka** , President, Economics Association of Zambia

Lead Discussant :

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- **Mr Rajan Bansal**, Regional Head - Lower East Africa, Larsen & Toubro Limited
- **Mr Jacobus Daniel Booyens**, Managing Director, SCIP Engineering Group Pty Ltd
- **Mr Saahil Bhavesh Patel**, Sr. Manager, Shapoorji Pallonji And Co. Pvt. Ltd.
- **Mr EDWIN KONDO**, CHIEF EXECUTIVE OFFICER, ZIMSEZA
- **Mr Iwasuke Shimada**, Managing Director, Toshiba Africa (Pty) Limited
- **Mr Eugene Haazele**, Vice President, The Engineering Institution of Zambia
- **Mr Linus Kelly Chanda**, Co-Founder/ CEO, Wind Sun Energy Zambia Limited

1615 - 1645 hrs Tea / Coffee Break

1700 - 1830 hrs **SPECIAL PLENARY SESSION: Partners in Development: Blending Business Synergies & Development Goals**

Session Focus:

- *Dovetailing business promotion strategies with developmental goals of the region*
- *Mapping framework for win-win business partnership between India & Southern Africa*
- *Convergence of India's Southern Africa Opportunity and Southern Africa's India Opportunity*
- *Sharing of business practices and development experiences*
- *Harnessing trade and investment for promoting inclusive growth and people-centric development*

HE Mr Edgar Chagwa Lungu
President of Zambia, Republic of Zambia

Dr Chabuku J Kawesha
President, Zambian Chamber of Commerce and Industry (ZACCI)

Mr Subramania Kuppuswamy
Advisor - Group Finance & Spl. Projects, Shapoorji Pallonji And Co. Pvt. Ltd.

HE Mr N J Gangte
High Commissioner of India to Zambia, Gov of India

Hon V Muraleedharan
Minister of State for External Affairs, Government of India

Honorable Christopher Yaluma
Minister of Commerce, Trade and Industry, Republic of Zambia

Mr Mukul Sarkar
Chief General Manager, Export-Import Bank of India

1915 - 2200 hrs Cultural Programme and Networking Dinner

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DAY TWO
Tuesday, 15 October 2019

0930 - 1200 hrs

B2B Meetings

0930 - 1100 hrs

SESSION V: Agriculture & Food Processing : Joining Hands to Move up the Value Chain

Agriculture is one of the main drivers of Southern Africa's economy. Raising agricultural productivity and boosting food processing are, therefore, crucial to achieving food and nutrition security in the region. Transformation of agricultural ecosystem is also a critical component of poverty reduction and promoting inclusive economic growth.

Modernisation of the agriculture sector is sometimes inhibited due lack of information about new agricultural technologies and best practices, inadequate water management and under-developed linkages between farmers and markets. The improving macroeconomic environment, combined with growing demand and higher agricultural prices, are generating new opportunities for potential investors.

This session will explore how Indian companies and technical institutions, with their proven strengths and experience in agriculture and upgrading food processing sector, can partner Southern African countries in enhancing productivity and transforming agricultural landscape in the region.

Moderator : **Mr Chris C Kampamba**, President, Lusaka Chamber of Commerce and Industry

Lead Discussant :

- **Mr Chance Kabaghe**, Executive Director, Indaba Agricultural Policy Research Institute
- **Mr Ramesh Patidar**, Director, Shakti Pumps (India) limited
- **Mr Gourish Chakravorty**, CEO & Executive Director, Ion Exchange Safic
- **Mr Vaibhavkumar A Joshi**, General Manager, John Deere India
- **Mr nhau george chitsinde**, Chairman, Zimbabwe India chamber of Commerce
- **Mr Bhupender Singh Rathore**, Head Projects & Corporate Affairs, Mansa Sugar Ltd
- **Mr Jimmy Gray Kasamale**, Director of Corporate Services, Greenbelt Authority

1100 - 1230 hrs

SESSION VI: Unlocking New Areas for Collaboration in Manufacturing & Services with focus on Higher Education & Skill Development, ICT and Healthcare

Africa's population is set to increase to around 1.8 billion by 2035, with a marked increase in the Southern Africa region. The overwhelmingly young population in the region is also set to register a sharp increase. This will be a great potential to unlock economic growth and opens new opportunities for investment in interrelated areas of education, skill development and healthcare.

The increasing share of services in the economy of Sub-Saharan Africa is an unfolding story, with robust projections for

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growth of services trade in the Southern Africa region. The services trade in the region, especially in transportation and logistics, travel, financial services, business and consultancy, is projected to increase dramatically in months and years to come. The rise in services trade in the region offers a spate of opportunities for trade diversification, growth, job creation and poverty reduction. Against this backdrop, this session will explore prospects of increasing Indian engagement and investment in a broad spectrum of services trade in education, skill development, ICT and healthcare.

Moderator : **Mr Ezekial C Sekele**, President, Zambian Association of Manufacturers

Lead Discussant :

- **Mr Apoorva Mehrotra**, CEO & MD, Airtel Networks Zambia PLC
- **Dr Mohamed El Sahili**, CEO, Medland
- **Mr jitendra BAHADUR**, General Manager & Head - Govt Affairs & Institutional Sale, Tata Motors Limited
- **Dr Sanjeev Kumar Sarkar**, General Manager, NRB Pharma Zambia Ltd
- **Mr Raj Rallan**, Managing Director, SUNita Cables Namibia

1230 - 1330 hrs

VALEDICTORY SESSION

CII Representative

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African Dignatories

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Mr P Harish

Additional Secretary (Economic Diplomacy & States), Ministry of External Affairs - Gov of India

Mr Keshav Chandra

Joint Secretary - Africa, Ministry of Commerce & Industry - Gov of India

Mr Mukul Sarkar

Chief General Manager, Export-Import Bank of India

1330 - 1430 hrs

Networking Lunch

1415 - 1515 hrs

B2B meetings

1430 - 1700 hrs

Industrial Tour To the Lusaka South Multi Facility Economic Zone

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