

**14 th CII- EXIM BANK Conclave on  
India Africa Project Partnership**  
17 - 19 March 2019; Taj Diplomatic Enclave, New Delhi, India

**DRAFT PROGRAMME OUTLINE**

**DAY ONE**

**Sunday, 17 March 2019**

1100 - 1700 hrs  
(Jehangir Hall)

**REGISTRATION**

1800 - 1930 hrs  
(Durbar hall)

**INAUGURAL SESSION**

**India & Africa: Shaping a Global Partnership for a Better World**

*The India-Africa partnership has assumed critical importance for the global economy that is currently shackled by a slowdown, moderating trade and investment flows, growing trade protectionism and tightening financing conditions. Many of the emerging and developing economies have also lost their vibrancy owing to weaker-than-expected rebound in commodity exporters accompanied by deceleration in commodity importers. In this rather gloomy global economic environment, India has stood out as a bright spot with projected GDP growth of 7.3% (Moody's forecast) in 2019. In a similar vein, Africa's economic growth in 2018 will continue in 2019 in sub-Saharan Africa, averaging 3.6% over the next two years, as per World Bank estimates. It is incumbent on both India and Africa to reinforce their bilateral economic partnership to give more spurs to the global economy, as well as deliver the dividends of economic growth to the 2.5 billion people who live in the two regions. India-Africa bilateral trade volume at \$62.66 billion for 2017-18, was ~22% higher than that of the previous year, but what will it take for the India-Africa bilateral trade volumes to reach the potential \$150 billion level in the next 5 years? Is there scope for India and Africa to broaden the partnership in areas like clean technology, solar energy, climate-resilient agriculture, maritime security, connectivity, and the blue economy? Is Indian industry playing a bigger part in Africa's manufacturing renaissance? How best can India partner and finance Africa's regional infrastructure development projects?*

1915 hrs  
(Raja/Rani Bagh)

**Dinner & Networking**

2100 hrs

**Close of Day One**

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**DAY TWO  
Monday, 18 March 2019**

0930 - 1100 hrs  
(Durbar Hall)

**Round Table on “Innovative financing key to deeper investment ties”**

*EXIM Bank of India has played an instrumental role in extending a gamut of financing solutions to support Indian industry’s initiatives in Africa. The bank facilitates the promotion of Indian project exports to Africa covering industrial turnkey projects, civil construction contracts, supplies as well as technical and consultancy service contracts. EXIM Bank extends concessional LoC to Africa to supplement Government of India’s ‘Focus Africa’ programme, as well as commercial LoC to various financial institutions and other entities in Africa. Buyer’s credit facility is extended to African government for project imports from India. The bank supports Indian companies looking to establish JVs and wholly owned subsidiaries in Africa. The PPP mode is becoming the preferred private investment route in Africa. What challenges come up in financing PPP projects in Africa? Is there scope for leveraging blended finance, local debt and equity instruments for investments in Africa? Can India enter into trilateral partnerships with countries possessing large sovereign wealth funds to finance investments in Africa? What are the current trends in regard to development financing of infrastructure projects in the region?*

0930 - 1100 hrs  
(Mumtaz Hall)

**Round Table on “Stepping up Indian investments in a changing Africa”**

*The new dynamism of African economies has also contributed to the region emerging as one of the highly attractive global investment destinations. While Africa’s acute physical infrastructure financing deficit, estimated at about \$170 billion, has created private investment opportunities in roads, highways, ports and airports, railroads, power generation, transmission & distribution, among other segments, the accelerated domestic economic growth has also increased demand for manufactured goods and services, such as, FMCG & consumer goods, automobiles, retail, telecom, financial services, etc. All these sectors have spawned attractive investment opportunities given the growth in local markets. Indian companies have down the decades invested in diverse sectors that include agriculture & agro-processing, oil & gas, mining & minerals, education & healthcare, drugs & pharmaceuticals, etc. As India’s outbound FDI flows increase YoY, Africa is one of the key investment destinations. Are Indian private investments still concentrated in few African markets, or is there a geographical diversification of outbound FDI flows? What steps are being taken by host African countries to attract and retain Indian investments? Are Indian investments contributing to host countries’ industrial self-sufficiency? Are Indian investments helping promote Africa’s manufacturing renaissance?*

1115 - 1245 hrs  
(Durbar Hall)

**Round Table on “Broadbasing Partnerships in Agriculture & Food Processing; Reinforcing Food Security”**

*Africa’s food market, as per World Bank estimates, will be worth \$1 trillion by 2030, and demand for food in the region will double by 2050. Nearly 70% of Africa’s population sustains itself from the agrarian economy, and yet the region is*

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*seemingly hamstrung by rather archaic farm practices, limited investment and technology infusion, and low-scale valueaddition. A Green Revolution is waiting to happen across Africa. Food processing is now emerging as a key driver of the agrarian economies. India has been partnering Africa in the agriculture sector in areas like capacity building, skills training, agriculture R&D, irrigation projects, supply of farm equipment, concessional credit, etc.*

*India is also a potentially large market for African agriculture produce. Today, as India's domestic food demand spirals, would Indian industry invest in Africa's farm sector to meet India's own food needs? Is there scope for joint R&D in agriculture research? How best can India support African economies in augmenting their food processing industries? What steps will eventually ensure total food and nutritional security of Indian and African societies?*

1115 - 1230 hrs  
(Mumtaz Hall)

### Country Session on Republic of Ghana A Dynamic Economy Unfolding in all its Resplendence

*Ghana, one of the fastest growing economies in Africa, with a projected GDP growth of 6.3% in 2018, has a diverse natural resource base, providing a strong foundation to the country's agricultural and industrial sectors. Ghana is the world's 2nd largest producer of cocoa and Africa's second major gold producer. The country is endowed with hydrocarbon resources (crude oil & gas) which are also exported. The Ghanaian government's economic plan aims for the country to achieve the 'developed' status in the period 2020-29. India has been among the top 5 trading partners of Ghana with total bilateral trade attaining value of \$3.34 billion 2017-18. How best can India reinforce the trade ties with Ghana in order to tap into the wider West and sub-Saharan African market? India is also a major export destination for Ghana. As Ghana steps up its economy's industrialisation, what impact will that have on Ghanaian exports to India? Which are the most promising sectors in Ghana for investments by Indian companies? What further steps may be undertaken by India to support Ghana's capacity building initiatives?*

1115 - 1245 hrs  
(Jehangir Hall)

### Regional Session on East & Southern Africa Building New Partnerships on the Plinth of Time-tested Ties

*Historically, India has maintained close ties with the eastern and southern African countries. East Africa, with 13 countries, recorded the continent's best economic performance with 5.9% GDP growth in 2017, well above the continental average of 3.6%. The sub region, with six highly dynamic economies -- Ethiopia, Tanzania, Djibouti, Rwanda, Seychelles and Kenya – has projected GDP growth of 6.2% in 2019. Also, the East African region has the largest number of Regional Economic Communities (RECs) and intergovernmental regional bodies. The EAC partner states qualify for duty-free access to the US market under the African Growth and Opportunity Act (AGOA), as well as EU's "Everything but Arms" initiative, under which all products from LDCs except arms and ammunitions have preferential access to the EU market. Are Indian companies leveraging the investment opportunities in East Africa that will also provide them access to US and EU markets? Is there scope for deeper bilateral MSME cooperation? Southern Africa's GDP is forecasted to grow at 2.4% in 2019, mainly cause the major economy South Africa is showing signs of slow growth. Broadly, agriculture, mining and tourism serve as the region's economy, through South Africa has made strident progress in the manufacturing and services sectors as well. Is there scope for deeper bilateral cooperation in the areas of manufacturing excellence, joint R&D in hightech industries, education & healthcare, drugs & pharmaceuticals?*

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1245 - 1400 hrs  
(Raja/Rani Bagh)

**Networking Lunch**

1400 - 1530 hrs  
(Durbar Hall)

**Round Table on “Bridging Africa’s Connectivity & Infrastructure Gaps”**

*Africa’s infrastructure annual funding gap, estimated at \$170 billion, poses an imposing challenging to the region’s growing economies. Bridging the infrastructure deficit will add an estimated 1.7 percentage points to Africa’s GDP growth. In view of this, the African Development Bank is seeking investments from global pensions and commercial financiers to help fund the continent’s infrastructure gap. For long years, lack of quality roads, ports, airports, and rail networks has hampered Africa’s exports and intra-regional trade. The infrastructure and connectivity bottlenecks have also limited the region’s mining & manufacturing growth and farm sector modernisation. Historically, Indian government and industry have played an instrumental role in key critical infrastructure development projects in Africa, spanning roads & highways, railroad networks, power projects, dams, ports, etc. Has Indian industry pro-actively pursued the investment opportunities in Africa? What further steps are needed to step up India’s role in bridging Africa’s infrastructure and connectivity gaps? Do African countries see an advantage in engaging Indian firms, technologies and expertise in infrastructure projects? Is there scope for more innovative and efficient financing of investments in Africa’s infrastructure sector?*

1400 - 1530 hrs  
(Mumtaz Hall)

**Session on Enhancing India’s Stakeholder Interest in Africa’s Prosperity through Trilateral Partnerships**

*Even as the India-Africa bilateral partnerships expand year-on-year, straddling diverse economic and social sectors and thereby positively impacting the lives of nearly 2.5 billion living in the two regions, there is ample scope for broadbasing the partnership by also engaging countries from other regions in this cooperation endeavour. Such trilateral collaborations, involving government bodies and businesses across geographies, will also signal the globalisation of India-Africa partnerships. The India-Japan economic engagement of Africa under the rubric Asia Africa Growth Corridor (AAGC) is a case in point. While Japan will contribute significant financial and technologies resources to drive this initiative, India will leverage government-to-government linkages in Africa and the strong bonding with the Indian Diaspora in African countries to drive the AAGC initiative. Similarly, India has agreed to collaborate with the UAE to set up development projects like IT excellence centres in different African countries. Also, the US, Germany, and France have been in talks with India to launch major infrastructure projects in Africa. Which are the sectors in Africa where the trilateral collaborations are most needed? How will the partnering entities complement one another’s strengths in such collaborations? Is Africa ready to open up its economies to such large-scale project initiatives?*

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1545 - 1700 hrs  
(Mumtaz Hall)

### Country Session on Republic of Guinea Unlocking the Economic Potentials, Creating New Growth Centres

*Potentially one of Africa's richest countries with a vast natural resources base that includes one half of the world's bauxite reserves, Republic of Guinea needs to undertake massive physical infrastructure development and create the necessary conditions for manufacturing growth in order to spur the country's economic growth. Guinea is also endowed with reserves of high-grade iron ore, diamond and gold deposits, and uranium, that would be of the essence to overseas mining and industrial companies looking for attractive investment avenues. The country has suitable agro-climatic conditions for large-scale irrigated farming. Over the years, horticulture has gained ground across Guinea. India is the second largest trade partner of Guinea and is a key source of foreign aid and lines of credit (LoC). Has Guinea created a conducive environment for Indian companies to invest in the country and participate in the growth and development of its agriculture, manufacturing and services sectors? How best can Indian industry help Guinea's mining industry to move up the global value chain? Is there scope for both countries to deepen the cooperation in the areas of food and energy security?*

1545 - 1715 hrs  
(Durbar Hall)

### Round Table on "Harnessing the Digital Potential of African Countries - Investing in Infrastructure and Skills"

*The global trading landscape is evolving faster than ever before, with new technologies, falling trade costs, growing digital trade and booming South-South cooperation opening new opportunities for Africa and the world. The African continent is home to over 1 billion people, yet the share of African trade is just above 3%. Many of Africa's poorest countries – the Least Developed Countries (LDCs) – remain among the least connected to the world economy. Despite the potential, their connectivity to the global digital trade is limited at best. This joint CII-EIF (Enhanced Integrated Framework) session will focus on how to seize new opportunities, address key challenges and boost cooperation between Indian businesses and African LDCs to benefit more fully from inclusive economic development. Echoing the key areas identified for the 14th CII EXIM Bank Conclave, the discussion will revolve around two key themes: digital infrastructure and digital skills.*

1545 - 1715 hrs  
(Jehangir Hall)

### Round Table on "Development Cooperation - Cornerstone of India's Engagement with Africa"

*India's political and economic ties with Africa are underpinned by deep-seated bilateral development partnership initiatives. Time and again, India has reiterated its intrinsic interest in furthering Africa's economic development as the time-tested friend of Africa. Over the last two decades, Government of India has directed focused attention on capacity building initiatives supporting African countries, while providing more than \$1 billion in technical assistance and training to personnel from Africa under the Indian Technical and Economic Cooperation (ITEC) programme. Also, India has committed \$7.5 billion to Africa's infrastructure development, covering 137 projects in more than 40 countries. India has also offered duty-free market access to Africa's least developed countries. Besides, Exim Bank of India has extended*

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*concessional lines of credit for critical projects in Africa. Indian industry too has participated actively in various capacity building initiatives in Africa. Looking ahead, which are the areas where India could play a key role in Africa's socio-economic development? How best can African LDCs access Indian markets through the DFQF access? Are the concessional LOCs from India delivering the goods for Africa?*

1900 hrs

**Networking Dinner**

*(Durbar Hall & Raja/Rani  
Bagh)*

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**DAY THREE**

**Tuesday, 19 March 2019**

0930 - 1100 hrs  
(Mumtaz Hall)

**Round Table on Securing Long-Term Energy Security, Creating a  
Green Tomorrow**

*India has a heavy dependence on fossil fuel imports to meet its burgeoning energy demand. In 2017, India imported crude oil worth \$60.2 billion (4th highest globally). An OPEC report estimates India's oil demand to reach 9.9 thousand barrel of oil equivalent per day (mboe/d) in 2040, from 3.9 mboe/d in 2015. Also, India imports 45% of the total amount of natural gas it consumes. With the government's plan to increase the share of natural gas in the country's energy mix to 15% by 2030 from about 6.5% now, import of LNG is expected to rise. Against this backdrop, it is imperative for India to diversify the sources of oil & gas imports. Africa has become a major source of crude oil imports for India, with Nigeria and Angola being the two main geographical sources. At the same time, Indian energy majors are playing an instrumental role in large oil & gas E&P projects in Africa. Besides, Indian energy companies are also participating in establishing solar, wind and other renewable energy development projects in Africa. Further, the International Solar Alliance (ISA) provides a strong framework for intensifying India-Africa cooperation in the renewables space. What further steps are required to deepen India-Africa partnerships for reinforcing each other's long-term energy security? Are Indian energy companies finding African markets favourable investment destinations? Are the bilateral initiatives for renewables development & promotion gaining traction? Is there scope for India-Africa joint R&D initiatives in design & manufacture of renewable energy equipment?*

0930 - 1100 hrs  
(Jehangir Hall)

**Regional Session on West Africa - Exploring New Frontiers for  
Multi-pronged Partnerships**

*While historically India has had deeper economic and cultural linkages with other regions of Africa owing to shared history, in the last two decades India's partnership initiatives with West Africa have gained significant momentum. West Africa is being viewed as the next investment frontiers, with the oil-rich Nigeria already having robust trade ties with India, and countries like Ghana, Côte d'Ivoire, Senegal and Benin that are recording continuing high economic growth also deepening the bilateral trade and investment relations with India. India also engages with West Africa at the regional level through ECOWAS. Since 2006 India has extended concessional LoC to EBID adding up to \$1 billion for financing various development projects in the region. In recent years, West African countries have opened up their economies to foreign investments. Key investment opportunities are seen in sectors like financial services, mining, energy and power, manufacturing, consumer and retail; transport, healthcare; agriculture and agro-processing, tourism, etc. Indian investments in the region are picking up, but there is ample scope for accelerated investment flows from India. While India's bilateral trade with western African states are largely in commodities, what are the prospects for diversifying the bilateral trade basket? Is West Africa offering attractive investment opportunities to Indian companies, and which are the most promising sectors for investments? How best can India contribute to western Africa's regional integration initiatives, especially in the area of regional infrastructure development? What further improvements may be brought about in the capacity building programmes conducted by Indian government and industry for West Africa?*

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1115 - 1215 hrs  
(Durbar Hall)

**VALEDICTORY SESSION Meeting Great Expectations from a  
Great Partnership**

*The India-Africa partnership has come a long way in the last two decades, exemplifying the tenets of true South-South Cooperation. While in the past, the bilateral partnership endeavours were centred on boosting the trade and investment flows, and infrastructure development and capacity building initiatives in Africa, today there are greater expectations from this enduring partnership. For instance, shared security is a critical dimension of the India-Africa partnership. It is vital for both the regions to unite in the fight against the scourge of global terrorism. Tech-supported governance is another area to be looked at, wherein India could play a greater part in bridging Africa's quest for efficient governance through adoption of digital technologies. Development and promotion of MSME businesses, innovations and entrepreneurship, women's empowerment, adoption of clean technologies, climate change mitigation, poverty alleviation, and nutritional security are some of the other areas that call for deeper India-Africa bilateral cooperation. It is equally important to assess the impact that the India-Africa partnership has on global governance, equitable trade and investment flows, and development of LDCs. What steps are required to further broadbase this partnership? Like G2G and B2B initiatives, are there ways to boost India-Africa P2P engagements?*

1230 - 1400 hrs  
(Raja / Rani Bagh)

**Networking Lunch**

1400 - 1600 hrs

**B2B Meeting Continues**

1600 hrs

**Close of the Conclave**