



Investing In Africa



Wednesday 13th March 2019, Radisson Blu Hotel – DAKAR, SENEGAL



Session 1 – Rising Stars in Senegal

- 8.20 – 8.50 Coffee and Registration
- 8.50 – 9.00 **Robyn SCOTT**, Principal, African Investments - *Welcome Remarks*
- 9.00 – 9.20 **Moustapha DIOP**, Head of Marketing, APIX – *Keynote Address: The Business Environment in Senegal and a Selection of Key Investment Opportunities*
- 9.20 – 9.30 **Ibrahima BA**, Founder, EVA – *Building a value-enhancing ecosystem for the next generation of entrepreneurs*
- 9.30 – 10.15 **Entrepreneur Showcase Session** featuring a series of pitch decks from five of EVA's promising new entrepreneurs building businesses in Fintech, Biogas and Agriculture
- 10.15 – 10.45 **Panel Discussion** on *Challenges faced by entrepreneurs and SME's in raising capital and how to promote investment in this sector*
- **Ibrahima BA**, Founder, EVA
 - **Malick SOUMARE**, Investment Manager, GroFin
 - **Sidy NIANG**, Head of Investments, Investisseurs & Partenaires (I&P)
 - **Farid TRAORE**, Managing Director, YDB Finances

Morning Tea and Networking Break to Meet the EVA Entrepreneurs

Session 2 – Portfolios of Opportunities

- 11.15 – 11.30 **Fabrice NZE-BEKALE**, Managing Partner, ACT Afrique Group – *Portfolio of Investment Opportunities across all sectors*
- 11.30 – 11.45 **Mamadou MBAYE**, Executive Vice President, Sovereign Fund of Senegal for Strategic Investments (FONSIS) – *Senegal as an Investment Hub*
- 11.45 – 12.00 **Ababacar DIAW**, Managing Director, Impaxis Securities SA – *Portfolio of Investment Opportunities in Construction/Infrastructure and the Financial Sector*
- 12.00 – 12.15 **Jeremy GORELICK**, Senior Infrastructure Finance Advisor and **Dieynaba THIAM-KA**, Country Team Leader WASH-FIN/USAID – *Overview of WASH-FIN's Global Activities*
- 12.15 – 1.15 Panel discussion on *Financing trade and Infrastructure in Africa*
- Moustapha SOW**, CEO, SF Capital
- Moctar SARR**, Managing Director, M&A Capital
- Jeremy GORELICK**, Senior Infrastructure Finance Advisor, WASH-FIN/USAID
- Hoda Atia MOUSTAFA**, Africa Regional Head, MIGA, The World Bank Group
- Lamine LO**, Senior Investment Officer – Infrastructure Africa, IFC

Lunch and Networking Break



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Session 3 – Environmental and Socially Sustainable Investing

- 2.30 – 2.45 **Adrian MILL**, Head of Environmental and Social Sustainability, BDO – *Integrating environmental and social sustainability in the business model*
- 2.45 – 3.00 **Dr Bécaye DIOP**, CEO, DELVIC Sanitation Initiatives (in partnership with WASH-FIN/USAID) – *Investment opportunities in sustainable water, hygiene and sanitation projects in Senegal*
- 3.00 – 3.15 **Malick SOUMARE**, Investment Manager, GroFin – *Successful impact investing across Africa and opportunities for co-investment*
- 3.15 – 3.30 **Pierre GANCEL**, Founder, Weebi – *Touchbox for Traders: a portable POS solution for retail sales*
- 3.30 – 3.45 **Sidy NIANG**, Head of Investments, Investisseurs & Partenaires (I&P) – *Investing experience from an impact fund investing in African SME's*

Afternoon Tea and Networking Break

Session 4 – Agriculture and Local Financial Sector Expert Insights

- 4.15 – 4.30 **Ndéye Diago DIÈYE**, Investment Manager, Sovereign Fund of Senegal for Strategic Investments (FONSIS) – *Using Blended Finance in Agriculture, to catalyze a Green Industrial Revolution in Senegal*
- 4.30 – 4.45 **Djiby DIAGNE**, Founder and President, Casamango – *Expansion of fresh and dried fruit export business to meet growing demand*
- 4.45 – 5.00 **Mame SOW**, Senior Associate, Geni & Kebe Lawyers – *Legal Considerations for Investment in Senegal*
- 5.00 – 5.15 **Serigne MANSOUR**, President, UK Senegal Business Council – *Foreign Investment Success in Senegal*
- 5.15 – 5.30 **Madou SYLLA**, CEO, Prime Dash - *Becoming a World Class Financial Decision-Maker*
- 5.30 – 5.40 **Robyn SCOTT**, Principal, African Investments – *Closing Comments*



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Site visit hosted by Delvic Sanitation Initiatives in partnership with WASH-FIN/USAID

Delvic Sanitation Initiatives (DSI) is a Senegalese-owned and operated company with a mission to build a profitable and sustainable business by providing sanitation solutions adapted to the West African market needs.

DSI is the first private company to operate government-owned faecal sludge treatment plants in Senegal. It is currently hosting and supporting a pilot project in Dakar to operate Janicki Bioenergy's Omni-Processor – a new technology that converts faecal waste into new products – in partnership with the Bill and Melinda Gates Foundation and WASH-FIN/USAID.

The centrepiece of DSI's strategy is to demonstrate the business viability of a commercial-scale version of the Omni-Processor and to develop strategies for marketing and selling the new products produced by the Omni-Processor: water, energy, and ash.

Friday 15th March 2019, Departing Radisson Blu Hotel – DAKAR, SENEGAL



Site visit organised by EVA Group – Details TBC