

“Boosting Intra-Africa Trade through strengthened regional trading arrangements”

**PRE-EVENT
BROCHURE**



UNITED NATIONS



EAST AFRICA TRADE WEEK
3rd - 6th April, 2018
KICC, NAIROBI

Message from the President of the Republic of Kenya



H.E Uhuru Kenyatta, CGH

Distinguished Business Leaders from the region EAC Secretary General Our Visitors from the Continent Fellow Kenyans

I am very delighted to welcome all our brothers and sisters from the East African Community member states and those from the African continent and beyond. Please feel free to enjoy the hospitality of the Kenyan people and sample what Nairobi has to offer.

I am particularly glad that you have decided that this first EATW 2018 should take place in Nairobi. It is, indeed, an honor for our country and we shall not let you down. We recently hosted three similar events here in Nairobi, the WTO Ministerial Conference, UNCTAD VI and the TICAD (V) Summit. Kenya is full of opportunities that our sisters and brothers in the region can exploit and we welcome you to do so. We have a wonderfully young and educated labor force, with skills that are unmatched, ready to make their contribution at the shop floor of any industrial enterprise.

We are proud that our forefathers had the intelligence and foresight to establish the Organization of African Unity (OAU) in the early years of our independence. Their successors have over time reformed this continental institution and transformed it to a Union. The African Union, as we know it today, continues to play a very crucial role in the development of our continent and Kenya has fully embraced the new continental development blueprint, the Africa Agenda 2063, whose goal is to transform the continent and its people by the year 2063, less than 50 years from now.

One of the key pillars of the Agenda is boosting intra-African trade and we envisage achieve this by establishing a Continental Free Trade Area that shall ensure a borderless market in the continent as soon as it is possible to do so. The African private sector is expected to play a key role in achieving this and I salute the East African Chamber of Commerce and the East African Community Secretariat for organizing this event. The East Africa Trade Week 2018 Forum and Exhibition is a building block in realizing the desired goal of connecting the continent through trade.

Closer home, in the East African Community member states, regional integration that is private sector driven is progressing well. In the new world order, we must strive to deepen economic integration of our region and the continent. Our growth will be accelerated by that of our neighbors and the same applies to them. If Tanzania prospers, we prosper. If Uganda prospers, we prosper. We must have the infrastructure and policies to make this happen. We need to invest in railways, the roads, and the airways. That is why my Administration has spent so much time and effort building the Northern Corridor among other initiatives. These are the links that will drive our prosperity. They will make us the centre of a rising Africa and produce the jobs and prosperity our young people need.

In closing, I would like to reiterate that trade is important in uniting nations. Nations which trade with each other hardly go to war with each. The adage is that they both need each other and fighting would disrupt that relationship. I shall continue to encourage the private sector to work with each other across borders so that we can interconnect the EAC region, and the continent, through trade.

Thank you!

H.E. Uhuru Muigai KENYATTA, CGH
President of the Republic of Kenya and
Commander-In-Chief of Kenya Defence Forces

Message from EAC Secretary General



Amb. Libérat Mfumukeyo

I am happy to be in Nairobi to witness the opening of the first East African Trade Week 2018. This is an important event as it not only furthers the EAC regional integrations efforts but also anchors the African Union's Africa Trade Week, which is held annually in Addis Ababa, event firmly on the ground. As one of the continent's Regional Economic Communities (RECs), I look forward to being invited to other regions in the continent to witness the holding of such events.

I take this opportunity to thank our partner, the East African Chamber of Commerce, Industry and Agriculture (EACCIA) for taking this initiative. It is a very noble integration tool.

I expect that in five years from now, if we continue on this trend, the Secretariat will be able to show the people of East Africa what we have done for them; to have better connected the region's businesses with the international business community, in terms of finding markets abroad and attracting investments to East Africa. I also expect better advancement of technology. The Single Customs Territory is also very important for us. In fact, we hope that by the end of this year, all goods to the region will undergo Customs clearance only once, at the port of entry. I am also confident that we shall have free movement of people — because you cannot talk about a Common Market without free movement of people.

Regional industrial development is another area that needs to be improved, as this is what will create employment. We cannot continue to import most of finished goods. We must enlarge our industries to take advantage of the large market presented by the region. The Secretariat must change from being an administration of bureaucracy and contribute to improving the livelihoods of the region's people. For example, when you look at our budget, agriculture gets a fairly small fraction. Yet the majority of the region's people rely on agriculture for their livelihood.

We must relook at the Common External Tariff (CET) imposed on fertilizer, for example, to make agriculture profitable for farmers. At the EAC Secretariat, we are determined to reverse some of these trends. We must get out of this administrative thinking where all you seem to be doing is holding meetings where you talk on and on. As a region, we must identify a few sectors where we have competitive advantage and from which we can build our own powerhouse.

In closing I want to say that as the Head of the EAC Secretariat, I am glad that we agreed to partner with the business community, through the chamber, to run this event. I promise that it shall become a regular feature of the EAC calendar of events and it shall rotate annually to all the member states of the Community.

I wish you all fruitful deliberations in Nairobi.

Ambassador Libérat MFUMUKEKO
Secretary General
East African Community Secretariat,
Arusha, Tanzania

Message from Nairobi County Governor



Mr. Mike Mbuvi Sonko

**Excellencies,
Distinguished Delegates,
Ladies and Gentlemen,**

It gives me great pleasure, as the Governor of this great City, to extend to you all a very warm welcome to Nairobi, where the days are warm, sunny and bright, all the year round. It is the only city with a national park that borders a capital city. Seeing wildlife within a backdrop of the city skyline is what makes Nairobi city so special.

Nairobi is recognized as an international business hub housing major shopping malls such as Carrefour. In addition, renowned companies like Coca Cola, Cisco, General Electric, General Motors, IBM, Google, and many others, have set up their headquarters in Nairobi. In a nutshell, this is the experience that is only available in Nairobi.

I would like to assure all the delegates that the County Government of Nairobi shall work tirelessly, in partnership with the National Government to make sure that you are secure and free to move around our beautiful city, in order to interact more personally with Nairobians. Kenya is already known to have the most friendly citizens in the entire globe and this character trait abounds in Nairobi.

For those of you who have come to Kenya with an eye to investing, I want to assure you that Nairobi presents many wonderful investment opportunities and I encourage you to visit our office, just across the street from KICC so that our staff at City Hall may brief you on what Nairobi has to offer, in terms of business and other investments.

Finally, I take this opportunity to wish you an enjoyable stay in Nairobi look forward to signing investment agreements between yourselves and the County Government of Nairobi, so that we can build this economy together.

Thank You!

**Mike Mbuvi SONKO, EBS
Governor
County Government of Nairobi**

Message from EACCIA Board Chairman



Mr. John Ndibalema Mayanja

On behalf the business community in the East African Community member states, I take this opportunity to welcome you most sincerely to the inaugural East African Trade Week 2018 Forum and Exhibition here in Nairobi. It is an event which we intend to host every year, jointly with our member chambers of commerce in the region and the Secretariat of the East African Community. The EATW 2018 takes place as a result of the recent Africa Trade Week 2016 which took place in Addis Ababa and was hosted by the African Union Commission (AUC) and which many of the chambers of commerce in the continent participated in. We challenged ourselves at that time to start similar events in our regions. As we all know, the current trend in the

globe is where countries and regions are coming together and creating mega-trading blocks for purposes of furthering their trade relations.

Of course, Africa is not left out in the information of Mega-Trading Blocs (MTBs). It is now part of African Union Commission's (AUC) "Agenda 2063" Development Blueprint and "Boosting Intra-Africa Trade" (BIAT) is a major objective of the Agenda. The Continent is thus encouraging the strengthening of the regional trading arrangements and consolidation of some of the existing ones, e.g. the Tripartite FTA (EAC, COMESA & SADC) and there is the drive towards the formation of Africa-wide "Continental Free Trade Area" (CFTA). However unlike other mega-trade blocs, those in Africa are mega in geographic sense and not in terms of trade volumes, or economic sizes.

Our holding of the first East African Trade Week 2018 is the region's response to the formation of the mega-trading arrangements by the various regions in the globe and to contribute to Africa's CFTA agenda. African countries currently trade less with each other, relative to other regions of the world. This has to change and they have to increase intra-African trade from the current levels of 13% to higher levels, in order to obtain recognition as a relevant player in the global trade arena. Trade related constraints such as infrastructure deficits, production of similar products, etc. must, therefore, be addressed as a matter of urgency.

In conclusion, on behalf of the EACCIA, I take this opportunity to thank the Government of the Republic of Kenya and the Kenyan National Chamber for agreeing that we host this event in Nairobi. I also wish to thank the EAC Secretary General for allowing the EAC Secretariat to co-host the EATW 2018 with us.

I thank you all, I wish you a successful event and look forward to hosting you again next year in a venue that we shall all agree.

John Ndibalema MAYANJA
EACCIA Board Chairman and
President of Tanzania Chamber of Commerce,
Industry and Agriculture (TCCIA)
Dar es Salaam, Tanzania

Message from KNCCI National Chairman



Mr. Kiprono Kittony

On behalf of the business community in Kenya, I take this opportunity to welcome all the exhibitors to our country. We always feel honored when we host, as well as receive such large trade delegations. I want to assure the delegates that Kenya is ready to do business with all our friends, both regionally and internationally.

At this early juncture let me take this opportunity to appreciate the efforts of the East African Chamber of Commerce, Industry and Agriculture (EACCIA) for thinking about hosting this event, jointly with the East African Community Secretariat. We are happy to be part of EACCIA.

The East Africa Trade Week 2018 takes place against a background of the recent Africa Trade Week which took place in Addis Ababa between 28th November and 2nd December, 2016 which the African Union Commission had organized in Addis Ababa. However, despite these efforts, the business community still feels that our trade with each other should have been higher than it currently is. This trend poses a challenge to all of us and we must jointly seek ways to address it. The EATW 2018 is one of such initiatives which can be used to increase trade between our nations

Kenya, as country, continues to forge ahead and the East African region is s the most preferred destination not only for foreign direct investment, but also for the various manufactured goods and services. Kenya, in particular , and the region, in general, has huge investment opportunities that you can all benefit from. We are the regional hub and market access is made much easier, through our membership in both COMESA and the East African Community.

The government has put in place conducive enabling environment in which the business sector can make investments and get profitable returns. We have a Public-Private Partnership (PPP) law that can make our investments in public sector projects safe, and risk-free, whichever sector we would wish to put our money in. I, therefore, appeal to all of you to partner with us in these endeavors so that, together, we can grow the Kenyan and the regional economies from their current levels. Kenya is still the most profitable investment location in this region and we want to partner with you, in order to exploit the expansive East African Community, COMESA as well as the EU markets.

Once again, on behalf of the business sector in Kenya, I wish you a pleasant and enjoyable stay in our country.

Mr. Kiprono KITTONY
National Chairman
Kenya Chamber of Commerce and Industry (KNCCI)
Nairobi, Kenya

OBJECTIVES OF THE EAST AFRICA TRADE WEEK 2018 (EATW 2018)

The African Prosperity Conference (APC) on the Continental Free Trade Area (CFTA) which was held in Accra, Ghana, on September 12 and 13, 2017 (whose theme was “Exploring Possibilities for Business Engagement Across Africa”) highlighted the business communities’ proposals to advance the CFTA in efforts to reflect and bring a critical perspective on Africa’s economic potential and challenges. The meeting came up with five resolutions to:

- i) **Engage the Private Sector;** calling on PACCI to take the lead to draft the proposal to create the African Trade and Investment Panel (ATIP) that represents the various private sector interests, such as the Chambers of Commerce and Industry, business councils, industry associations, and other similar business support organizations established for aggregating and articulating the views of the private sector, identify priority areas and advice to promote economic cooperation and integration in continental policy formulation.
- ii) **Build the capacity of continental and regional chambers of commerce;** to bridge the gap in trade negotiations in efforts to streamline technically complex issues, such as intellectual property rights, environmental protection, and labor rights that often lead towards re-regulation as well as de-regulation of the economy.
- iii) **Facilitate trade;** calling on PACCI to undertake a study to assess the value of preferential arrangements to the recipient countries, including case studies of selected countries and commodities to determine assistance, including legal support, aimed at helping African exporters to cope with technical standards affecting trade, and to penetrate markets of growing interest such as organic products. In the area of trade facilitation, the meeting resolved that the CFTA should have commitments relating to opening times for ports, the establishment and maintenance of One Stop Border Stops (OSBPs) and Single Windows, the establishment of authorized operator programs with a view to facilitating regional trade, promoting the use of electronic or on-line processing/procedures, interoperability and sharing of information from customs and other border agencies between African countries.
- iv) **Build productive capacity;** calling on Governments to make AGOA work by improving its impact notably by reducing to zero all tariffs on agriculture exports from AGOA-eligible countries. EU-Africa Business Forum should change its current format and focus more on business to business contacts facilitating trading between European and African business entities.

- v) **Finance trade for intra-African trade;** reiterating the need for financial institutions to do more to take into account the needs of SMEs when introducing financial system regulations, including making financing rules and procedures related to exports more simple, to rationalize and streamline loan procedures in support of SMEs.

In hosting the 2018 East Africa Trade Week, the East African Chamber of Commerce, Industry and Agriculture (EACCIA) primary objective is to integrate the CFTA agenda, as articulated in the recent Africa Prosperity Conference (APC) in Accra, within the EAC member states and the continent, through network of Chambers, and business associations, and advance the EAC region and Africa-wide development agenda as championed by the African Union (AU), notably, by engaging the private sector, building the capacity of continental and regional chambers of commerce and facilitating trade as potential vehicles for facilitating the achievement of CFTA.

To achieve this, four key drivers have converged to provide momentum and impetus for the EATW 2018 and the broader program built around it:

- i) First, in line with the PACCI's recent APC resolutions on the CFTA there will be ongoing collaboration and discussions between the regional chambers and their governments, in the area of private sector collective action to promote intra-EAC and intra-African trade emerged as a priority in line with the EAC Common Market Protocol and the AU's plan to launch the CFTA.
- ii) Second, regional governments have expressed a strong priority to support the private sector's collective action to support regional and international trade. An integral part of this conference will also focus on the networking and vendor capabilities of the local business community such as SMEs that will get the golden opportunity to obtain new practical ideas that can be immediately utilized and implemented with the support of the East African Chamber of Commerce, Industry and Agriculture, or on their own.
- iii) Third, a series of requests from local business leaders, policymakers, and national leaders have also been a major impetus for the launch of this agenda. This is in line with Africa's commitment to build stronger continental trade, regional integration, and business alliances within Africa and with trading partners like the European Union, Asia, and the Americas global trading partners.
- iv) Fourth, interest has grown out of an ongoing cooperation with the East African Community Secretariat as well as National Chambers of Commerce in the region, following a series of discussions on the subject to co-organize this event with them, on advancing the region's integration and the continental free trade area agenda.

The primary feature of the EATW 2018 will be the conference, whose objective will be to bring together business operators, policy makers, civil society leaders, international and UN organization leaders, academia from all avenues to address challenges and propose solutions to the changing role of business in the region and the continent. The conference is expected to create a platform to network as an integral part of the event. The EATW 2018 Business Conference and Exhibition will further allow for EAC, African regional business and economic networks, which are becoming increasingly active in trade and development affairs, to work together more speedily, securing pledges and attracting foreign investors to the region. Another key aim of this event is also to respond to the call of African leaders to support the creation of an authentic African voice in the push for deeper integration that will ensure that this work is owned and driven from Africa. The conclusions and recommendations of the conference will be raised at the future Summit of Heads of States and Governments of the EAC and the African Union.

The EATW 2018 Conference will bring together a number of important dimensions within the overall theme of regional and international trade. In particular, it will offer golden opportunity to businesses in the EAC Member States to redevelop their local businesses and boost employment; Examine the role of local private sector-led initiatives in advancing the CFTA; Leverage business networks around promoting and encouraging intra-EAC and intra-African trade and investment Enhance the role of the chambers of commerce and associations to support implementation and to shore up existing networks and help push forward follow-up action on activities identified by conference delegates.

Specifically, it will frame the discussions, activities, and implementation around the following areas:

- i) Drawing out relevant and timely practitioner experiences from the EAC region and Africa;
- ii) Showcasing empirical evidence from previous interventions in the region and Africa more broadly;
- iii) Drawing out lessons from the African context and bringing in a global perspective;
- iv) Providing clearly defined follow-up activities in the region and other African countries and scenarios;
- v) Providing a robust annual East African Forum around “leadership with prosperity” to bring together key policymakers, business people, private-public sector and civil society entities, and others;
- vi) Addressing crucial topics with broad-based relevance to Africa and the globe, such as Business, Climate change, Fair Trade, and the impact of corporate engagement on low-income market segments; and
- vii) Showcase and collaborate with a range of fast-growing companies in Africa and MNCs that would like to operate in new African markets.

B. BACKGROUND AND RATIONALE

a) Rationale

African participants from the 2013 African Chambers of Commerce and Industry conference in Addis Ababa have stated that the private sector in Africa will need to lead the way on business integration and development. And, while some advances have taken place, the time has come to bring together scattered initiatives and create a more authentic Pan-African movement to lead economic growth.

The East African Chamber of Commerce, Industry and Agriculture, along with the efforts of the Pan African Chamber of Commerce and Industry has driven this regional and continental focus, asking specifically for:

- i) New strategies on how government departments and agencies do business with, and help position the private sector to lead economic growth;
- ii) Side events and follow up activities that engage strategic African countries and scenarios,
- iii) The bringing together of key regional and sub-regional African actors. These activities will also seek to act as a bridge between the harder dimension of technical interventions and the softer dimension of leadership with integrity, and
- iv) Continent-wide dissemination of successful practices and the facilitation of critical relationships, from corporations and leading accounting firms to others, to support ethical, business-driven development impact.

The 2018 East Africa Trade Week Business Conference and Exhibition will deliver a program to address the current business, political, and leadership needs of Africa, and the region, as they relate to continental trade, investment, governance, responsible business, and job creation. The EATW 2018 will help achieve this by bringing together private and public leaders from the EAC member states and the African and Asian continent specifically the middle that houses the Union of Arab Chambers to dialogue on new approaches to address trade and investment issues, including leadership styles that are desirable, ensuring profitability for businesses, and value-added trade with positive integration impact.

The EATW 2018 will provide a platform for leading practitioners to share their experiences and expertise on the value of a responsible business -based approach to deal with today's challenges in the global markets. The Conference will also examine how the Union of Arab Chambers has become an international business hub and share experiences on best practices that will build intra-African trade and continental integration initiatives, while also focusing on a specific demand for more EAC regional-centric activities.

b) EATW 2018 and Program Approach

It is imperative that the comprehensive and structured approach of the EATW 2018 and program is taken into consideration and appropriately communicated by the East African Chamber of Commerce, Industry and Agriculture, EAC Secretariat and KNCCI to all partners. Each of the given activities below, are core elements that will ultimately contribute towards the development of a strong Africa network promoting economic growth. There will be an incorporation of the following components:

c) Pre-EATW 2018 Activities

A thorough engagement of key stakeholders with the regional, continental and global experience will take place through pre-conference consultations. The range of topics addressed here will mirror that of the conference. These will serve to provide inputs for identifying priority topics, developing the conference panels, and will also allow for specific recommendations to be endorsed by conference delegates. Discussions geared specifically towards the development of East Africa, and the Continent, will be central to the Conference.

d) EATW 2018 Sectors

The EATW 2018 activities will showcase five key sectors of interests as follows;

- i) **Agriculture and Agri-business:** line with the PACCI's recent APC resolutions, the EATW 2018 shall highlight the agriculture and agri-business sector to showcase the evolving landscape of managed and market-driven economies in creating new agricultural and agri-business opportunities in Africa. The discussions will create an opportunity for business leaders to explore the challenges and opportunities that lie in agriculture and agri-business.
- ii) **Finance:** The EATW 2018 shall showcase finance as a key sector to create the opportunity for business actors to discuss ways of enhancing competitiveness by exchanging views on issues such as access to finance and external markets.
- iii) **Manufacturing:** the Conference will hold discussion to showcase product and service ideas within the framework of PACCI's resolutions.
- iv) **ICT:** the conference shall hold discussions entered towards harmonised Information Communication Technology (ICT) and e-commerce policies. The discussions are aimed to fast-track socio-economic development through a harmonised legal and regulatory framework in line with the CFTA agenda.
- v) **Infrastructure:** In highlighting the infrastructure sector, the conference aims at improving connective infrastructure by removing policy to trade. Ideas generated around connective infrastructure can help drive economic desertification, creation of new jobs and poverty reduction.

e) Expected Results

- i) Position the East African region as the attractive destination for trade and Investment;
- ii) Help in creating a platform for potential partnerships/joint ventures;

- iii) Increase exports opportunities due to the increased understanding of markets and commercial networks that may result from the outreach; and
- iv) Enhance business dialogue among the top economic actors in Africa.

f) EATW 2018 Business Conference and Exhibition

This EATW 2018 will focus on several complementary goals:

- i) Platforms for growth of businesses that move individuals and families from poverty to economic success;
- ii) Catalyze a coalition of stakeholders (private, public sectors, civil society, international organizations, and academia) around Africa-centric leadership with integrity and business issues to fight corruption, and
- iii) Infuse strong support from public-private collaboration to accelerate intra-African trade and advance the CFTA.
- iv) Showcasing what East Africa has to offer in terms of economic and business opportunities and opening opportunities for local businesses in the East Africa;
- v) Converging conference business themes and selected approaches around collective action to boost intra-African trade.

g) Post-EATW 2018 Activities

A number of activities will emerge from the East Africa Trade Week 2018. The approach on these will be to support ideas, recommendations and activities that emerge organically from the event. A few ideas, however, are being developed to support a programmatic approach:

- i) A series of publications that provides visibility to and the dissemination of key conference outcomes and activities will be facilitated.
- ii) Articulating specific follow-up activities that will emerge from the conference.
- iii) Materials, collateral, video and developed modules will enable wholesale approach and knowledge exchange and dissemination.
- iv) An Online portal to support all conference and follow-up related activities.

h) Targeted Participants:

CEOs, business operators, senior business managers, policymakers, association leaders, African Union Commission, European Commission, academics, Civil Society leaders, NGOs, and the Media

i) Expected Outcomes

On outcomes, the EATW 2018 will help generate strong and sustainable demand for increased intra-EAC and intra-African trade, increased business and investment opportunities for local businesses, high visibility for the region, and good governance. Specifically we expect to see the following results as a result of EATW 2018:

- i) Increased inflow of business investments into East Africa from the Continent and elsewhere;
- ii) Position the East African region as the attractive destination for trade and Investment;
- iii) Help in creating a platform for potential partnerships/joint ventures;
- iv) Increase exports opportunities due to the increased understanding of markets and commercial networks that may result from the outreach; and
- v) Enhance business dialogue between East Africa, other countries from the Continent and the rest of the world's top economic actors.

j) Partnerships:

We expect to partner with the Government of Kenya, East African Community Secretariat, USAID's East Africa Trade and Investment Hub, the European Union's ACP TradeCom II Programme, United Nations Conference on Trade and Development, African Development Bank Group, Trade and Development Bank (PTA Bank), World Bank Group, the Arab Bank for Economic Development in Africa (BADEA), as well as the African Union Commission (AUC). In addition all the regional Chambers of Commerce in East Africa and the Pan African Chamber of Commerce and Industry in Addis Ababa shall partner with us in delivering EATW 2018.

Draft Conference Programme

Agenda Day One: 4th April 2018


08:30 – 09:30	Registration
09:30 – 11:00	OPENING SESSION
09:30 – 09:40	Welcome Remarks from the National Chairman of Kenya National Chamber of Commerce & Industry (KNCCI) and Moderator/Chair of East Africa Trade Week 2018 Mr. Kiprono KITTONY
09:40 - 09:50	Welcome Remarks by EACCIA Board Chair & President of Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA) Mr John Ndibalema MAYANJA
09:50 – 10:00	Remarks by the President of Union of Arab Chambers (UAC) & President of Jordan Chamber of Commerce Senator Nael Raj AL-KABARITI
10:00 – 10:10	Statement from the East Africa Community Secretary General Ambassador Libérat MFUMUKEKO
10:10 – 10:25	Statement by the Commissioner for Trade and Industry, African Union Commission (AUC) Ambassador Albert M. MUCHANGA
10:25 – 10:35	Welcome Remarks by the Governor of County Government of Nairobi H. E. Mike Mbuvi SONKO, EBS
10:35 – 10:45	Remarks by the Cabinet Secretary for East African Community (EAC) & Northern Corridor Development Hon. Peter MUNYA
10:45 – 11:00	Remarks by the Cabinet Secretary for Foreign Affairs & International Trade Amb./Dr. Monica JUMA, D Phil, CBS
11:00 – 11:30	Key Note Address by the President of the Republic of Kenya and Commander-In-Chief of Kenya Defence Forces, H. E. Uhuru Muigai KENYATTA, CGH,
11:30 – 12:00	Networking Coffee/Tea Break
12:00 - 13:00	TECHNICAL SESSIONS:
	Session 1
12:00 – 12:30	Business Perspectives in the Continental Free Trade Area (CFTA) - <i>Catalyzing opportunities for business</i>: Regional trade integration is key to developing African economies. Empirical studies show that cross-border trade can increase welfare leading to economic growth and development. There is need for the right flanking policies that are good for business and for development. Developing such policies needs to be done in consultation, including early on in the process, with key stakeholders such as the private sector.

	<ul style="list-style-type: none"> • Dr. Joy KATEGEKWA, Regional Director for Africa, United Nations Conference on Trade and Development (UNCTAD) • Ms Treasure MAPHANGA, Director of the Department of Trade and Industry, African Union Commission (AUC)
	Session 2
12:30 - 13:00	<p>Trade Related Infrastructure</p> <ol style="list-style-type: none"> 1. Developing innovative mechanisms for multi-country infrastructure projects. 2. The importance of infrastructure for boosting intra-EAC Trade 3. Outlining major projects and key infrastructure needs for the region <ul style="list-style-type: none"> • Mr. Gabriel NEGATU, Director General, Eastern Africa Regional Resource Centre, African Development Bank Group (AfDB) • Dr. Sidi OULD TAH, Director General, Arab Bank for Economic Development in Africa (BADEA)
13:00 – 14:00	Networking Lunch
	Session 3
14:00 – 14:30	<p>Integrated Corridor Development as a tool for boosting Intra-EAC/Africa Trade</p> <p>Short regional presentation followed by panel discussion to highlight successes and planned projects from country specific examples. Developers and their partners highlight opportunities and regional plans in their specific sectors.</p> <ul style="list-style-type: none"> • Mr. Silvester KASUKU, Director General/CEO, LAPSET Corridor Development Authority, The Presidency, NAIROBI, Kenya* • Mr. Fred TUMWEBAZE, Acting Executive Secretary, Northern Corridor Transit and Transport Coordination Authority (NCTTCA), Mombasa, Kenya • Capt. Dieudonne' DUKUNDANE, Executive Secretary, Central Corridor Transit Transport Facilitation Agency (CCTTFA), Dar es Salaam, Tanzania
	Session 4
14:30 – 15:15	<p>Panel Discussion: Regional and International Investor Perspective</p> <ol style="list-style-type: none"> 1. Why East Africa? 2. Filling the funding gap 3. Regional vs Single country expertise - is there room for both? 4. What are the unique risks in the region - political, security, social 5. PPP - does it work for international investors? <ul style="list-style-type: none"> • Ms Kanini MUTOONI, Director, USAID East Africa Trade & Investment Hub • Mr. Frank MASSERT, CEO, Trade Mark East Africa • Mr. Admassu TADESSE, President and CEO, Trade and Development Bank (PTA Bank) • ECO Bank Regional Office
	Session 5
15:15 – 15:45	<p>Innovations in Trade Finance</p> <p>Developing and strengthening EAC financial institutions and mechanisms to support Intra-EAC Trade and Investment.</p>

	<p>The importance of Trade Finance for Intra-EAC Trade.</p> <ul style="list-style-type: none"> • Ms Janice KOTUT, Regional Director, East & Southern Africa, Frontier Markets Fund Managers • Mr. Michael MUTIGA, Managing Director, Corporate & Investment Banking, Citibank • Mr. Paul Murithi MUTHAURA, Chief Executive, Capital Markets Authority Kenya
15:45 - 16:15	Networking Coffee/Tea Break
	Session 6
16:15 - 16:45	<p>PPP in focus - Highlighting PPP projects throughout the region and how governments are structuring them</p> <ul style="list-style-type: none"> • Mr. Charles KAHUTHU, East African Chamber of Commerce, Industry and Agriculture • Eng. Stanley KAMAU, Director, PPP Secretariat, National Treasury, Kenya • Mr. Jason LEE, Investment Officer, IFC PPP Transaction Advisory
	Session 7
16:45 - 17:15	<p>Ports and Airports as facilitators of regional and International Trade</p> <p>Short regional presentation followed by panel discussion to highlight successes and planned projects from country specific examples. Developers and their partners highlight opportunities and regional plans in their specific sectors.</p> <ul style="list-style-type: none"> • Ms Catherine MTURI, Managing Director, Kenya Ports Authority • Mr. Jonny ANDERSEN, Managing Director, Kenyan Airports Authority
17:15	Close of Day One

Agenda Day Two: 5th April 2018

08:00 – 09:00	Registration and Breakfast
	Session 8
09:15 – 09:45	Keynote - Opening up East Africa through telecoms <ul style="list-style-type: none"> • Economic benefits • Grasping the potential - analysis of the market size • Meeting demand • Returns for investors • Social returns <p>Mr. Francis WANGUSI, Director General, Communications Authority of Kenya</p>
	Session 9
09:45 – 10:30	Spotlight on Telecoms – illustrated country specific projects <ul style="list-style-type: none"> • Mr. Bob COLLYMORE, CEO, Safaricom Limited • Eng. John TANUI, CEO, KONZA Technopolis Development Authority
10:30 – 11:00	Networking Coffee/Tea Break
	Session 10
11:00 – 11:45	Trade Facilitation – Reducing costs and Time for moving goods between EAC countries to the rest of the Continent and international markets Simplifying procedures to make moving goods and trade across borders easier: The case of electronic single window <ul style="list-style-type: none"> • Mr. Amos WANGORA, Acting Chief Executive Officer, Kenya Trade Network Agency • Mr. Kenneth A. BAGAMUHUDA, Director General, Department of Customs and Trade, East African Community (EAC) Secretariat
	Session 11
11:45 – 12:30	Spotlight on Production Capacity - creating regional/continental value chains, increasing local Production and trade in goods produced in Africa. Short regional presentation to highlight successes and planned interventions their specific sectors. <ul style="list-style-type: none"> • Mr Fred ALIPUI, Chairman, Accra Chamber of Commerce and Industry (ACCI)
13:00 – 14:00	Networking Lunch
	Session 12
14:45 – 15:30	Spotlight on transport infrastructure in support of Intra-EAC Trade Short Country presentations followed by panel discussion to highlight successes and planned projects from country specific examples. Developers and their partners highlight opportunities and regional plans in their specific sectors. <ul style="list-style-type: none"> • Mr. Atanas K. MAINA, Managing Director, Kenya Railways Corporation • Eng. Peter MUNDINIA, Director General, Kenya National Highways Authority • Mr. Tilahun SARKA, Deputy Chief Executive Officer, Ethiopian Railways Corporation (ERC)
15:30 – 15:40	Chairman's Round Up, Conclusions and the Way Forward (Next Steps)
15:40	Afternoon Tea and Close of East Africa Trade Week Business Forum



**East African Chamber of Commerce, Industry
and Agriculture (EACCIA) Secretariat**
2nd Floor, Mirage Plaza,
Bellevue, Mombasa Road,

**P.O. Box 35104-00200,
Nairobi, Kenya**
T: +254 20 6000 823
+254 774 702 718 / +254 707 509 200
E: info@eastafricanchamber.org

For online registration visit: www.eastafricatradoweek.org

