



17th CII Exim Bank Conclave on India-Africa Growth Partnership
Creating Shared Futures
19 – 20 July: Hotel Taj Palace, SP Marg, New Delhi

Draft Programme Structure
(All timings are in IST)

DAY ZERO
Monday, 18 July 2022

1500 - 1700 hrs **REGISTRATION**
Hall - tbc

DAY ONE
Tuesday, 19 July 2022

0800 - 1300 hrs **REGISTRATION**
Hall - tbc

0930 - 1030 hrs **INAUGURAL SESSION**
Durbar Hall **“India-Africa : Reinvigorating Growth Partnerships”**

ShahJahan Hall **Inauguration of Exhibition**

As the world transitions to post-pandemic optimism, India and Africa have emerged as twin centres of growth and are poised to transform their multi-faceted economic relationship. Expanding on project exports, growth will be the new mantra to propel the India-Africa economic partnership to new heights. This scene-setting session will present a big-picture view of the economic prospects of India and Africa despite continuing global headwinds and map out the “shared future” of their partnership in this year and beyond.

- *Discuss the growth engines shaping the future of the India-Africa economic partnership?*
- *What are key challenges facing the economies of India and Africa in the near term?*
- *Which sectors need to be prioritized to scale up bilateral trade and investment?*
- *What role can the governments play in creating an enabling policy environment for acceleration of India-Africa trade and investment?*

1115-1245 hrs
Durbar Hall

SESSION I: Building Financing Partnerships

India, through EXIM Bank's LOCs, is playing an increasingly significant role in financing development projects across the African continent. This session will explore various mechanisms of innovative financing to address constraints related to trade finance and finance for infrastructure and other sectors. This session will also discuss the growing role of multilateral DFIs and national DFIs in plugging the financing gaps in the continent. With high growth seen in many African economies and optimistic projections for the continent, sustaining that growth will require steady flow of finance, specially for small and medium enterprises, which are increasingly becoming an important component of the value chain.

- *What role can Indian financing institutions play in meeting the financing needs of MSMEs and SMEs?*
- *What steps are needed to enhance collaboration between EXIM Bank and institutions like AfDB, JICA, UKEF and others on co-financing of projects?*
- *How can one promote a bigger role for export credit agencies in bridging the finance gap?*
- *Identifying key areas/sectors for trilateral partnerships*
- *How can innovative mechanisms like escrow accounts help in evaluating financing of future projects?*

1115-1245 hrs
Mumtaz hall

SESSION II: SERV Africa - Skill Development and Nurture Talent

By 2050, Africa will have the world's largest workforce. At least one billion Africans will need jobs. This in turn which depend on accessibility to higher education and skill training. India can play a key role by providing industry-based skills to promote employability of Africans. Going forward, the real challenge will be to equip African youth with specific skills relevant for the next decades of the 21st century. With the changing job market on mind, India has upgraded the Indian Technical and Economic Cooperation (ITEC), the core of its skill development partnership with Africa, and introduced new initiatives such as e-ITEC courses. Out of the 50,000 training and capacity building slots that were earmarked for African citizens under IAFS-III in 2015, already 40,000 slots have been utilized. This session will look at how the Indian government and private sector can expand their engagement in skilling and empowering African youth and professionals, setting the stage for a brighter future for Africa.

- How can Skill India mission be replicated in Africa?
- What forms of collaboration can be forged in skilling African youth for jobs of the future?
- How can Indian training initiatives focus on specific areas which will enable Africans to succeed in intensely competitive job market?
- How can Indian private sector help in skill development in the continent?

1245-1400 hrs
Raja Bagh & Rani Bagh

Networking Lunch

1400 - 1515 hrs
Durbar Hall

SESSION III: Strengthening Value Chains in Agriculture & Food Processing Sector

Amid the changing agricultural landscape in the continent and the Russia-Ukraine war sparking fears of food security for Africans, enhancing India-Africa collaboration in agriculture and food-processing sectors have acquired a note of urgency. Africa's food market growth is estimated to be of USD 1 trillion by 2030 and it translates to twice as much demand for food by 2050 in Africa. This presents an opportunity for Indian industry and other stake holders to build and promote with Africa a sustainable partnership in agri-businesses sector. Africa's agricultural transformation needs strengthening of the value chains especially in-farm mechanisation, irrigation, food processing technologies, inputs & nutrients, and agricultural research &

development for which India can be a major partner by promoting the use of Triple A technologies -appropriate, affordable, and adoptable.

- *In what concrete ways can Indian technology and expertise boost value chains related to agriculture and food processing in Africa?*
- *How can Indian research institutes and industry help develop smart and resilient agriculture in African countries by offering customized solutions in areas of agriculture and food processing?*
- *How can the Indian government, the private sector and research institutes support African countries in increasing mechanisation, productivity, irrigation solutions, processing technologies, capacity building, and training in areas of agriculture and food processing?*
- *What are key solutions for reducing wastage of agricultural products by offering cold chains solutions, farm gate processing, innovative packaging, pest control and other measures.*

1400 – 1515 hrs
Mumtaz Hall

SESSION IV: Exploring New Frontiers for Indian Consultancy Industry

With a steady growth in Indian investment in Africa and India-assisted projects under Lines of Credit, there is a compelling case for increasing involvement of consultancy services and consultants for project management and execution in Africa. Value-added consultancy services are not only needed to explore opportunities, prepare DPRs and feasibility studies, but also to chart time-bound action plan that can help accelerate execution of projects. This will help reduce delays in starting and completing the project, thereby preventing cost escalation. Indian consultancy services need to be promoted and encouraged due to their familiarity with the business and socio-economic landscape in Africa.

- *What unique strengths can Indian consultancy companies bring to India-assisted projects in Africa?*
- *Can Indian consultancy companies work with similar companies from other countries in Africa?*

1530 – 1645 hrs
Durbar Hall

SESSION V: Creating Regional Production Networks (RPNs) for Common Markets

Given the sheer size and diversity of Africa, taking a region-specific approach will help Indian companies harness complementarities of regional economies and markets. The Indian government has concluded MoUs with RECS, including Southern Africa Development Community (SADC), Common Market for Eastern and Southern Africa (COMESA), Economic Community of West African States (ECOWAS) and Intergovernmental Authority for Development (IGAD). Developing RPNs will help increase value-added manufacturing and the consumption of African products, boost competitiveness and exports. Forging RPNs can also help in important substitution, thereby saving precious foreign exchange for various African countries. This session will explore how Indian companies can lock into RCEs and RPNs to optimise their returns from investment and leverage RPNs to set up high-end manufacturing in different regions in Africa. The establishment of AfCFTA has also paved the way for the development of intra-regional value chains.

- *How can regional markets help promote industrial growth and create synergy through exploiting the complementarity of the region's economies?*
- *How can Indian government and companies intensify their engagement with RECs?*
- *What initiatives are needed to boost India-Africa trade through RECs?*

- *In what ways can Indian companies leverage RPNs to promote value-added manufacturing in Africa?*
- *In what ways can RPN help promote SMEs in various African countries?*

1530 – 1645 hrs
Mumtaz Hall

SESSION VI: India Africa Defence Cooperation - Partnering for Security

In the past decade, India has enhanced its defence relationship with friendly foreign countries by way of military exchanges and defence industrial trade. With favourable policies and Government support, the Indian defence ecosystem is now competent in manufacturing key systems & platforms, such as armoured vehicles, personal protective gear, patrol vessels and UAVs. India has been a long standing partner in Africa's growth, and cooperation in the Defence Sector holds immense potential to elevate this partnership. The capability of the Indian Defence Industry coupled with price competitiveness makes Indian products a great fit, not just for Indian Armed forces but for exports to Africa. This session will explore prospects of India-Africa defence cooperation, possibilities of joint ventures, co-development of weapon systems and prospects of enhancing Indian defence exports to African countries.

- *How can Indian companies enhance defence exports to African countries?*
- *How can Financing Models be developed for meeting African requirement?*
- *How can Indian companies build their defence business in Africa ?*
- *Identification of areas for forging joint ventures in defence manufacturing ?*

1700– 1800 hrs
Durbar Hall

SESSION VII: Trilateral Partnerships

With Africa's demand for financing and appropriate technologies growing by the day, trilateral partnerships involving India and a developed country will play an increasingly important role in enabling the continent's economies to move up the value chain. In trilateral cooperation, India will offer its experience of working in Africa for decades and its expertise in training and capacity building while the developed country partner will help generate the flow of capital, technological and managerial support to African countries. Trilateral cooperation among likeminded countries will facilitate the involvement of development agencies, companies and funds for development projects in African countries. This session will review progress in trilateral partnerships involving India and developed countries, including US, Japan, France, Germany, UAE and UK.

- *What initiatives are needed to forge trilateral joint ventures in Africa?*
- *Identifying key areas/sectors for trilateral partnerships*
- *Joint development of major projects based on a project agreed upon by 2 or more Governments.*
- *Fast-tracking identification of appropriate projects where India and the partner country can pool in their respective strengths.*

1700 – 1800 hrs
Mumtaz Hall

SESSION VIII: Co-creating Start-up Ecosystems – Ideas, Innovation & Enterprises

India has the world's third-largest start-up ecosystem. Africa today has approximately 760 start-ups with a total investment of US\$4.9 billion. The African start-up ecosystem is fast growing, capturing the attention of digital entrepreneurs and global venture capital funds that have recently turned their focus away from "help" and toward "doing business" on the continent. East African start-ups are aiming to expand and diversify into attractive countries like India as they face saturated markets at home. India-funded incubators in Africa have aided in the development of successful SMEs, the creation of jobs, and the strengthening of local and

national economic systems. In the context of a developing entrepreneurial ecosystem, this session will look at how India and Africa might improve collaboration through facilitating funding, knowledge capital, and market prospects for both sides

- *What can be done to strengthen institutional ties between Indian and African start-ups?*
- *Which areas provide the most potential for a joint venture between the two parties?*
- *What opportunities exist for collaborative ventures and collaborations between Indian and African start-ups?*
- *What can huge firms do to help Indian and African start-ups collaborate?*

1815- 1915 hrs
Durbar Hall

**SPECIAL PLENARY SESSION WITH TRADE MINISTERS:
Building B2G Bridge**

While businesses will drive the India-Africa economic partnership, the governments of the day will have to step up to the plate in providing an enabling policy framework for trade and investment to thrive. In recent years, economic and governance reforms, as reflected in improved ranking of several African countries on the World Bank's Ease of Doing Business Index have brought much cheer to investors. The launch of the African Continental Free Trade Area Agreement (AfCFTA), which commits countries to remove tariffs on 90 percent of goods and progressively liberalize trade in services, has fuelled hopes for the expansion of intra-African trade through better harmonization and coordination of trade liberalization among signatories. While these are hopeful signs, there are still issues relating to policy and procedural constraints that need to be addressed to scale up trade and investment. In this regard, enhanced B2G interaction between the government/policy makers and the business community will play a crucial role in taking the India-Africa growth partnership to the next level.

- *What can be done to enhance interaction of Indian business with African policy-makers to familiarise them with new reforms?*
- *What policy changes are needed by African countries to scale up India-Africa trade and investment?*
- *What steps can be taken by the governments to facilitate the establishment of Regional Value Chains (RVCs) and diversification?*
- *How do African ministers evaluate the possibility of FTA between India and their countries/RCEs?*
- *What sector-specific policy changes are needed to enhance Indian investment in various African countries?*

1930 hrs
Raja Bagh & Rani Bagh

Networking Dinner

Wednesday, 20 July 2022

1000-1115 hrs
Durbar Hall

SESSION IX: Building World Class Infrastructure in Africa for Economic Growth

With the continent looking to navigate economic recovery on its own terms, the demand for high-quality and sustainable infrastructure is growing by the day. According to the African Development Bank, the continent's infrastructure financing needs will be as much as \$170 billion a year by 2025, with an estimated gap of around \$100 billion a year. India has emerged as the preferred provider of high-quality and sustainable infrastructure to various African countries, with 211 Line of Credits (LoCs) amounting to \$12.85 billion extended to various African countries. The India-supported infrastructure projects span diverse sectors such as power plants, hydroelectricity, power transmission & distribution networks, dams, roads, railways, ports, agriculture & irrigation, industrial units, skills development and civil construction

etc. New sectors such as telecommunication, defence and solar have also been included under the Government of India LoCs to Africa.

- What policy changes are needed to enable Indian companies to play a bigger role in infrastructure sector in Africa?
- What can be done to enhance the role of public-private partnerships (PPP) in infrastructure sector in Africa?
- How can India leverage RECs to institutionalize infrastructure cooperation in different regions in Africa?
- What can be done to fast-track development of infrastructure projects in Africa?

1000-1115 hrs
Mumtaz hall

SESSION X: SERV Africa - IT / ITES industry

India's ongoing digital transformation has direct relevance for Africa's digital empowerment and economic prospects. India is ready to share with its African partners technology and know-how relating to the successful launch of Aadhar, the world's largest biometric digital identification program. Digital identity can help promote good governance and delivery of social benefit programmes in African countries. Currently, India's digital economy generates about \$200 billion of economic value annually. The launch of e-Vidya Bharti and e-Arogya Bharti network in 2019 on tele-education and tele-medicine underscores far-reaching possibilities of digital empowerment. Newly digitising sectors in Africa, including agriculture, education, energy, financial services, healthcare and logistics can enormously benefit from India's experience in upgrading and innovating digital economy.

- In what concrete ways can Indian companies help in bolstering Africa's digital infrastructure?
- What concrete initiatives are being planned to enhance India's assistance in development of biometric identification programmes?
- How can Indian companies help in bridging the digital divide in Africa and reduce internet inequity?
- How can India reinforce Africa's Digital Transformation Strategy by helping the continent to create a harmonized environment necessary for investment and financing to close the digital infrastructure gap?
- What more can be done to enhance India-Africa collaboration in digitisation of financial services?

1130-1245 hrs
Durbar Hall

SESSION XI: SERV Africa - Healthcare & Pharmaceutical Sector

India has been the third-largest investor in Africa's healthcare sector during the period 2010 to 2019, accounting for a share of 19%. The cumulative global investment in Africa's healthcare sector during this period was \$1.1 billion, with India accounting for \$210 million. Almost 20% of India's pharmaceutical exports, valued at US\$ 17 billion, are to Africa. In the context of the vaccine inequity in the continent and growing pressure on the public health system, this session will look at ways to enhance collaboration between Indian health care providers and African partners in areas such as capacity building, establishment of hospitals and investment in telemedicine. The joint ventures in health care delivery through increased collaboration in clinical research in the pharmaceutical sector will help create a conducive ecosystem for deepening India-Africa partnership for health security. This session will examine urgent public health issues facing the African continent, including accessibility of healthcare facilities, affordable healthcare facilities and availability of equipment for medicine and human resources development in the healthcare sector.

- *How can Indian companies assist African countries in augmenting health infrastructure in various African countries?*
- *How viable are plans for Indian assistance in setting up of pharma manufacturing facilities in Africa?*
- *What are realistic prospects of Indian companies and institutes setting up vaccine manufacturing facilities in Africa?*
- *In what ways can leading Indian health institutions contribute to training and skill development in the health sector?*

1130-1230 hrs
Mumtaz Hall

SESSION XII: India Development Initiatives: The Harambee Factor

Travels across Africa, a stint as an ambassador in Ethiopia and key positions at MEA headquarters handling the continent have made Amb. Gurjit Singh a unique observer and analyst of India-Africa relations. The diplomat-turned-author has crystallized his insights in his latest book *The Harambee Factor*, which is being hailed as a definitive book India's multi-faceted economic and development partnership with Africa. "Harambee," a Swahili term that denotes pulling together in a spirit of solidarity, has a strong Indian resonance – a combination of Hari (Lord Vishnu) and Ambi (Goddess Shakti) which was chanted by Indian workers engaged in construction of the Kenya-Uganda railway link in the 19th century. In this interactive session, the author-diplomat will discuss key themes of his book and his insights on different facets of India-Africa partnership.

1245-1400 hrs
Raja Bagh & Rani Bagh

Networking Lunch

1415 -1515 hrs
Durbar Hall

SESSION XIII: Collaboration for Energy Security and Harnessing Alternative Sources

Accelerating energy partnership is the next frontier of growing ties between India and Africa. Renewables will play an important role in Africa's energy mix, with more than 25 percent of Africa's total energy coming from renewable energy – solar, hydro, geothermal and wind – by 2040. According to World Bank, if sub-Saharan African economies had dependable access to electricity, the GDP growth rate across the region could be up to 2 percent higher per annum than current rates. In this context, India's growing prowess in renewables can play the role of a force multiplier for the continent's green growth. Enhancing green energy collaboration between India and African countries through joint ventures and technology ties hold the key to advancing eco-friendly growth and promoting sustainable development across the continent. This session will explore different ways of enhancing energy collaboration between India and African countries across the spectrum.

- *How can Indian companies play a bigger role in deployment of clean energy technologies in Africa?*
- *How can the two sides promote joint ventures between Indian and African renewable energy companies?*
- *What role can International Solar Alliance play in augmenting renewable energy collaboration between India and Africa?*

1530 – 1615 hrs
Durbar Hall

VALEDICTORY SESSION- Way Forward

The India-Africa partnership will become increasingly more important not just for economic resurgence of the two regions, but also for the world at large. The session will focus on advancing manufacturing resurgence and forging of resilient supply chains in the continent. The session will also take a close look at prospects of India negotiating mutually beneficial FTAs with African countries and Regional Economic Communities. As India takes over

presidency of G20 towards the end of 2022, India has an opportunity to place Africa on the agenda and explore prospects of plurilateral and multilateral partnerships to enhance India-Africa economic relations.

1700 hrs : Close of the Conclave