



# **PRESIDENT'S MESSAGE**

BY FLORIZELLE LISER

I'm writing this at the conclusion of a great event in New York city to celebrate the inauguration of Kenya Airways' first direct flight from Nairobi to New York City. CCA was delighted to host an event October 30 to commemorate the startup of this service between two iconic cities that are critical commercial gateways – and use it as a backdrop to bring together American and Kenyan companies for a Doing Business in Kenya event in New York. This visual image of companies literally on the move is an apt way to capture the

busy set of events in Washington and New York in September and October that showcased opportunities in a number of countries, and also continued CCA's iconic series bringing senior representatives of U.S. and international financial institutions to meet with CCA members on project financing and procurement opportunities in Africa.

One of the countries CCA focused on over this period is South Africa. CCA was pleased to co-host President Cyril Ramaphosa on September 26 in New York as he met with a large gathering of CEOs. He outlined his campaign to attract \$100 billion (1.4 trillion Rand) over the next five years. He explained the various steps South Africa is taking to address issues that concern companies, including cleaning up corruption, improving infrastructure and stabilizing government finances. Since his appearance in New York, President Ramaphosa hosted a Jobs Summit in early October, at which companies pledged to invest 100 billion

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rand over five years and to create 275,000 new jobs a year through 70 initiatives in various sectors. South Africa followed that up with its October 25-27 Investment Summit, at which companies announced plans to invest 290 billion Rand (\$20 billion) over the next several years in food, energy, autos, mining and banking

# DOING BUSINESS IN KENYA FORUM



Hon. Monica Juma, Cabinet Secretary, Ministry of Foreign Affairs, Republic of Kenya, addresses delegates



Kenyatta's Big Four Agenda.





From L to R: Hon. Monica Juma, Republic of Kenya, Florizelle Liser, Corporate Council on Africa

On October 30, 2018, the Corporate Council on Africa (CCA), in partnership with the Government of Kenya, Kenya National Chamber of Commerce and Industry (KNCCI) and the American Chamber of Commerce Kenya hosted a Doing Business in Kenya Forum in New York City in honor of Kenya Airways' maiden non-stop flight to the United States.

Sponsored by Citibank, the forum brought together the Kenyan delegation and senior business leaders from Kenya and the United States. The delegation was led by Honorable Monica Juma, Cabinet Secretary in the Ministry of Foreign Affairs and included Dr. Chris Kiptoo, Principal Secretary in the State Department for International Trade; Betty Maina, Principal Secretary in the State Department of Investment and Industry, Dr. Kamau Thugge, Principal Secretary in the National Treasury; Prof. Hamadi Boga, Principal Secretary, Agricultural

Research and Crops Development and other senior Kenyan government officials.

The forum began with welcome remarks from CCA President and CEO, Ms. Florizelle Liser, who discussed Kenya's importance to CCA and its members. In her remarks, Ms. Liser reiterated CCA's commitment to promoting business opportunities in Kenya and announced a number of activities CCA would organize with its partners, the Government of Kenya and KNCCI. Mr. Kiprono Kittony, KNCCI's National Chairman, offered some welcome remarks and welcomed the opportunity to further strengthen KNCCI's partnership with CCA through trade missions, roundtables and other platforms to encourage more business linkages between Kenyan and American businesses of all size. The opening session also included welcome remarks from Mr. Maxwell Okello, President of the American Chamber of Commerce Kenya and Ms. Carole Karuiki, CEO of Kenya

Private Sector Alliance. Mr. Okello welcomed the delegation and talked about the number of American businesses already established in Kenya and the desire to have more American businesses set up a presence in Kenya to take part in new opportunities through President Kenyatta's Big Four Agenda.

Mr. Joel Szabat, Deputy Assistant Secretary (DAS) for Aviation and International Affairs, U.S. Department of Transportation offered welcome remarks on behalf of the U.S. Government. He emphasized the importance of the U.S.-Kenya relationship, noting the success of President Kenyatta's bilateral trip to the United States earlier in the year which resulted in \$900million of deals, as well as the PAC-DBIA trip to Kenya which resulted in \$100 million of deals. He commended Kenya and Kenya Airways for the commencement of the direct flight in line with the long established Safe Skies for Africa Program. He noted that this

# DOING BUSINESS IN KENYA FORUM ... continued from previous page



From L to R: Betty Maina, State Department of Investment and Industry, Mr. Ngatia Kirungie, Dr. Chris Kiptoo, State Department for International Trade; Prof. Hamadi Boga, Ministry of Agriculture



From L to R: Mark Lippert, Vice President, Boeing International; Brenda Mbathi, Executive Director, GE; Peter Karenge, President, B360; and Rose Musau, President, Preferred Personnel Africa.

new direct flight has the potential to further elevate the U.S.-Kenya bilateral relationship to a strategic partnership.

As the keynote speaker, Honorable Monica Juma conveyed her gratitude to CCA for providing a platform for her and her delegates to discuss doing business in Kenya. Honorable Juma talked about how Kenya Airways' direct flight to the United States presents an excellent opportunity to transform the current Kenya-U.S economic relationship. Honorable Juma concluded her remarks by encouraging more U.S companies, including SMEs and startups, to harness Kenya's strengths as a gateway to Africa and to make their investment and trade with Kenya.

Following the keynote remarks, Principal Secretary in the State Department of Investment and Industry, Ms. Betty Maina, gave an extensive presentation on President Kenyatta's Big Four Agenda. In his last term, President Kenyatta and his administration will focus their time and resources on a targeted transformative agenda based on four socioeconomic pillars which are affordable housing, food security, universal health coverage and manufacturing.

The Big Four agenda seeks to address the most pressing concerns currently facing Kenyans while creating the best environment for achieving accelerated socio-economic transformation, increased job creation and improved quality of life.

The Forum included a question and answer about investment opportunities in Laikipia session with government officials. Moderated by Mr. Maxwell Okello, the panel discussion included Dr. Chris Kiptoo, Principal Secretary in the State Department manufacturing plants and state of the art for International Trade; Prof. Hamadi Boga, health facilities in the Laikipia County. H.E. Principal Secretary in the Ministry of Agriculture; Betty Maina, Principal Secretary in the State Department of Investment and Industry; and Dr. Kamau Thugge, Principal Secretary in the National Treasury. Each speaker spoke briefly about how their ministries were reviewing policies to enhance visibility and the principal secretary in charge of investment in the Big Four Agenda.

The last session of the forum offered a private sector perspective on the business environment in Kenya. The panel was moderated by Michael Mutiga, Managing Director and Kenya Corporate Banking Head, Citibank. Other panelists included Peter Karenge, President, B360; Brenda Mbathi, Executive Director, GE;

Mark Lippert, Vice President, Boeing International; and Rose Musau, President, Preferred Personnel Africa.

The Forum was concluded with closing remarks from H.E. Ndiritu Muriithi, Governor of Laikipia County who talked County. His county government has aligned its priorities to the Big Four Agenda to attract businesses to set up Anne Waiguru, Governor of Kirinyaga County echoed his sentiments and talked about her county government's approach to incentivizing Kenyan and American investors to consider Kirinyaga as a business destination, especially in the coffee, tea and horticulture sectors. As international trade, Dr. Kiptoo, closed the forum by inviting investors to Kenya, citing how Kenya was poised to doing better in this year's World Bank Ease of Doing Business Index report and availing himself and his colleagues at the ministry of Industry, Trade and Cooperatives to help local and international businesses interested in pursuing business opportunities in Kenya.

# **U.S.-ZIMBABWE INVESTMENT FORUM**







On October 16, 2018, the Corporate Council on Africa (CCA), in partnership with Covington & Burling and CEO Africa Roundtable, hosted the U.S.-Zimbabwe Investment Forum, which provided a platform for U.S. public and private sector members to gain insight into business in Zimbabwe. CCA's President and CEO, Florizelle Liser, welcomed attendees. discussed the economic climate of Zimbabwe, and invited esteemed guests to provide opening remarks. These speakers included Witney Schneidman, Covington & Burling's Senior International Advisor for Africa, Ambassador Ammon Mutembwa of the Republic of Zimbabwe, Deputy Assistant Secretary Matthew Harrington of the U.S. Department of State, and Chairman Oswell Binha of CEO Africa Roundtable.

Mr. Schneidman spoke fondly of his past work in Zimbabwe, reinforcing Covington's strong relationship with the country; Ambassador Mutembwa referenced the

importance of international economic integration, and Ambassador Harrington elaborating on the recently passed BUILD Act, which aims to support financial growth in Africa. All recognized how the future of private investment in Zimbabwe was bright and important to international business.

Panel participants included Kenias Mafukidze, the Managing Director of Alpha Media Holdings, CEO of Distributed Power Africa, Divyajit Mahajan, and Matthew Sibanda, CEO of Boltgas. They spoke of maneuvering Zimbabwe's recent rapid economic development. Mr. Mafukidze recognized the constant need for innovation in the media industry and the need to adopt a bottom-up approach, as media is incredibly receptive to human input. Mr. Mahajan outlined how the future of solar energy relies critically on short term development to reach meaningful commercial development. Meanwhile, Mr. Sibanda discussed the

economic climate of Zimbabwe at a macro level; while it is very different than 2010 and is currently experiencing rapid growth, Zimbabwe is in need of foreign direct capital investment in infrastructure to adequately support capital ventures and manufacturing.

New internal demand is being developed in Zimbabwe for previously struggling industries. As the mineral mining industry, crucial to the Zimbabwean economy, becomes more organized in recent months, the opportunities for growth become more prevalent.



# A ROUNDTABLE DISCUSSION WITH OPIC'S MANAGING DIRECTOR FOR AFRICA



On October 18th, 2018, the Corporate Council on Africa (CCA) in partnership with Cohen & Gresser LLP hosted a roundtable discussion with Overseas Private Investment Corporation (OPIC) in Washington DC. OPIC is a self-sustaining U.S. Government Agency that helps American businesses invest in emerging markets. The session began with welcome remarks by Florizelle Liser, President and CEO of Corporate Council on Africa. Kwaku Andoh, Partner at Cohen & Gresser, LLP introduced the speaker, Worku Gachou, Managing Director of the Africa region at OPIC.

Mr. Gachou gave a presentation on the overview of OPIC's global footprint and centered on the company's projects in Africa. He introduced the Better Utilization of Investments Leading to Development (BUILD) Act of 2018. The new development finance corporation will increase the maximum contingent liability, focus on low-income countries and lower-middle-income countries, provide a new equity product, provide greater flexibility in supporting projects, and allow for local currency lending. He added that OPIC currently has a \$5.9 billion investment in

Sub-Saharan Africa and gave example scenarios of how OPIC might engage in an Africa project, based on structured finance, political risk insurance, and investment fund. He also highlighted that Africa consists of more than one-fourth of OPIC's active portfolio across 168 projects. OPIC acknowledges that Africa presents both a great need for investment and a great opportunity for investors. Since 1974, OPIC has committed \$15.7

Mr. Gachou highlighted the challenges, solutions, and impacts of two of OPIC's projects in Africa: Ionics water project in Algeria and Contour Global project in Togo. He ended the session by pointing out that OPIC is a key partner in the U.S. Power Africa Initiative aimed at doubling the number of people in Sub-Saharan Africa with access to electricity. To date, OPIC has committed \$2.1B



billion in support across 723 projects in Africa in a range of sectors. The firm believes that investment in connectivity will support economic growth and shore up regional security in Sub-Saharan Africa. towards 22 projects, surpassing its initial pledge of \$1.5B. OPIC anticipates mobilizing another \$4.2 billion from private investors.

# A PRESENTATION ON MIGA'S POLITICAL RISK INSURANCE



On October 24th, 2018, the Corporate Council on Africa (CCA) hosted a roundtable discussion with the Multilateral Investment Guarantee Agency (MIGA) in Washington, DC. The discussion began with welcome remarks by Florie Liser, CCA's President and CEO. She introduced the speakers: Rouzbeh Ashayeri, Senior Underwriter and Head of North America Business Origination, and Jorge Rivas, Senior Underwriter for Infrastructure. The speakers then gave a presentation, summarizing the operations of MIGA. Through its mission and World Bank membership, MIGA protects investors working in developing countries through political risk insurance guarantees. To reduce the reluctance of companies to invest in emerging markets due to political and macroeconomic risks. MIGA covers non-commercial risks including: war and civil disturbance, expropriation, transfer restriction and currency incontrovertibility, breach of contract, and non-honoring of financial obligations.

Ashayeri highlighted the world's largest solar park in Egypt as an example of MIGA's political risk insurance. MIGA supports Egypt's ambitious effort to deliver reliable power while addressing climate change. The project consists of solar power plants of 250 MW. Another example of MIGA's political risk insurance is its support for Abidjan, Cote d'Ivoire, a post-conflict state. The project involves the design, construction, and operation of a toll bridge in Abidjan. A third example of MIGA's political risk insurance is the construction of West Africa's largest wind farm in Senegal to improve the country's

of a 1,038-bed hospital in Turkey, led by the Ministry of Health to renovate the country's public hospital. To describe MIGA's credit enhancement, Rivas gave examples of two projects in South Africa: 1) Loan proceeds on-lent to the South African agricultural sector for asset liability improvement purposes 2) Supporting transmission and information technology projects related to the



energy security and diversify its energy mix. The project involves the construction, operation, and maintenance of 158.7 MW of the wind power farm. Ashayeri gave a final example by highlighting MIGA's construction

expansion and upgrading of South Africa's electricity infrastructure. Ashayeri and Rivas ended the discussion by pointing out that MIGA has supported 845+ projects in 110 countries.

# STRENGTHENING THE QUALITY OF HEALTH SERVICES IN MADAGASCAR, NIGERIA AND UGANDA



On Wednesday, September 19th, 2018, the Corporate Council on Africa (CCA) in partnership with USAID's Maternal and Child Survival Program (MCSP) held a strengthen quality of health services in Madagascar, Nigeria, and Uganda. Panelists included Dr. Sodzi Sodzi-Tettly (Executive Director, Africa Region, Institute for Healthcare Improvement), Dr. Jesca Nsungwa Sabiiti (Ag. Commissioner, Ministry of Health, Uganda), Dr. Boniface Onwe (Director & State Program Manager, Ebonyi State, Ministry of Health Nigeria), Dr. Chibugo Okoli (Deputy Chief of Party, MCSP, Nigeria), and Eliane Ramiandrison Razafimandimby (Chief of Party, MCSP, Madagascar). To kick off the panel discussion, Dr. Sabiiti discussed the poor quality of care in Uganda. To combat this defining next steps 3) set a sustainability problem, she said the Ugandan government has spent the last two years system, Dr. Okoli gave the following mobilizing domestic resources to improve maternal and child care. Dr. Sabiiti gave the following recommendations on ways to improve quality of care: 1) ensure that there is a system-wide approach which is data-

driven 2) incorporate auditing e.g. clinical auditing, maternal death surveillance etc. 3) build clinical lab skills of health workers 4) ensure that data is community-driven. Dr. working group session to discuss ways to Onwe addressed the state of healthcare in Nigeria. He highlighted that after MCSP intervened at a federal and sub-national level, the program identified gaps in new born resuscitation skills, infection prevention and control, poorly managed third stage of labor etc. Based on the gaps, a work plan was developed with 331 facilities selected in the two states. Dr. Onwe gave the following recommendations on ways to improve health interventions: 1) programs should be inclusive i.e. involving community members, policy makers, recipients of care etc. 2) there should be a learning platform for health workers to meet and critique each other before plan. Similarly, focusing on Nigeria's health recommendations: 1) minimize waiting times at clinics 2) better communication e.g. using local languages of healthcare recipients. She also stated that the Nigerian government has begun to prioritize mental health because of the increase in suicide

rates, and the codeine syrup crisis in northeastern Nigeria. Eliane Razafimandimby discussed healthcare in Madagascar. She highlighted the delay in getting data to the appropriate headquarters, stating that it takes about 6 months for data to be moved from the district level to the national level. This delay prevents policy makers from addressing pressing health problems within a reasonable time frame. Regarding abortion being a major driver of maternal mortality, an MCSP representative explained that based on the current U.S. pro-life policies, U.S.-funded NGOs are prohibited from supporting abortion. Concerning how African governments are addressing abortion, Dr. Okoli mentioned that abortion is still illegal in Nigeria; however, the Society of Gynecology and Obstetrics of Nigeria is implementing post-abortion care in secondary facilities. According to Razafimandimby, like Nigeria, abortion is illegal in Madagascar, but the government has established post-abortion care including family planning.

# SPECIAL EVENTS ON THE SIDELINES OF THE UNITED NATIONS GENERAL ASSEMBLY

# Monday, September 24, 2018

The U.S. Mozambique Business Forum served as a platform to explore business opportunities and address regulatory challenges affecting trade and investment between the United States and Mozambique. The Forum featured senior government officials, key stakeholders, and a delegation of private sector companies led by the **Confederation of Business** Associations in Mozambique (CTA), the official representative of the business community in Mozambique. Sectors to represented included renewable energy, agro-industry, transport and logistics, finance, services and tourism.

### Tuesday, September 25, 2018

Corporate Council on Africa in
Partnership with Zenith Bank hosted
the Zenith Global Economic Forum.
The Forum focused on unlocking
business opportunities in Nigeria.
About 100 institutions, including
foreign direct investors and domestic
investors, as well as international
business leaders attended the event

# Wednesday, September 26, 2018

The Embassy of South Africa, in Partnership with the Corporate Council on Africa (CCA), Business Council for International Understanding (BCIU) and the US Chamber of Commerce (USCC) are organizing an intimate CEO Roundtable Discussion with His Excellency Cyril Ramaphosa, President, Republic of South Africa.

# Wednesday, September 26, 2018

The Embassy of South Africa, in Partnership with the Corporate Council on Africa (CCA), Business Council for International Understanding (BCIU) and the US Chamber of Commerce (USCC) hosted the Investment Panel on Investment Opportunities in South Africa, which provided a platform for His Excellency Cyril Ramaphosa to share his agenda with the investment community, and for South African business executives traveling with the government to network.

# Friday, September 28, 2018

Corporate Council on Africa (CCA),
The Initiative for Global Development
(IGD), U.S. Chamber's U.S.-Africa
Business Center (USAfBC), and the
Center for International Private
Enterprise (CIPE), hosted a Private
Presidential Roundtable with His
Excellency Ibrahim Boubacar Keita,
President of the Republic of Mali,
who shared his agenda with the
investment community.





# CCA HOSTS HIS EXCELLENCY PRESIDENT CYRIL RAMAPHOSA ON THE SIDELINES OF UNGA



Council on Africa (in partnership with BCIU and the Chamber's U.S.-Africa Business Center) hosted South African President Cyril Ramaphosa and a group of prominent American companies at an event to promote investment in South Africa on the sidelines of the U.N. General Assembly meetings in New York. CCA President Florie Liser made opening remarks at the CEO Roundtable to discuss specific investment concerns, and later made remarks kicking off an investment panel moderated by South African Trade Minister Rob Davies and attended by

On September 26, 2018, Corporate

President Ramaphosa briefed CCA members in attendance on South Africa's recently announced stimulus package, stressing the importance of attracting

nearly 200 participants which focused on

doing business in South Africa. Also

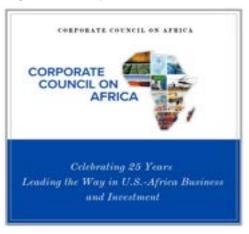
Chamber of Commerce and BCIU.

participating on the panel were the US

more U.S. foreign direct investment to support job creation and a more inclusive economy. He acknowledged that South Africa has a number of challenges to resolve, including tackling corruption and making government policy clearer and more consistent. He briefed companies on recent measures he has implemented, including making it easier for companies to get visas, and addressing company concerns about the draft mining charter and concerns on the draft minerals and petroleum law. President Ramaphosa also pledged to reduce the cost of doing business in South Africa, for both foreign and domestic firms. He also spoke of the importance of key infrastructure needed to promote South African growth and announced the establishment of a 400 billion Rand (\$27.5) million) Infrastructure Investment Fund, which will aim to produce "shovel-ready" projects.

President Ramaphosa invited U.S.

companies to do more business in South Africa, applauding the fact that 800 U.S. firms are already present, employing more than 250,000 South Africans, and accounting for 22% of inbound investment into South Africa. He welcomed the news that CCA will host its U.S.-Africa Infrastructure Conference in Johannesburg November 5-6, 2018. CCA is already working with his team to follow up on specific opportunities in aviation, energy, agriculture and pharmaceuticals.



# **PRESIDENT'S MESSAGE...**continued from front page

projects. Well-known companies made specific commitments, including Anglogold, Vodacom, Sappi and Mondi, Nestle, Ford and Aspen.

South Africa is well aware that it faces a number of serious challenges - first and foremost of which is creating sustainable jobs to reduce the country's national 27.5% unemployment rate (which is now over 53% for black South Africans). The South African government has also made it clear that it is at the limit of what it can responsibly borrow, and that the government will have to incentivize private sector investment. South Africa is taking difficult steps to reduce the 'concentration of power' in key sectors of its economy, which translates in several sectors into reducing the role of State Owned Enterprises. The government is also creating incentives/removing barriers to increase employment and looking to adopt the right regulatory and other reforms to open new sectors. One small, but important, step has been to roll back some of the intrusive visa requirements that stifled tourism over the last several years.

Given the sheer scope of the challenges South Africa faces, it's clear that the progress announced to date isn't sufficient. But in many ways, scoring exactly where the government stands on its \$100 billion target isn't the main point. The \$20 billion in new investments announced at the Investment Summit is roughly 30% of the country's annual capital investment. If, as expected, these projects will take 5-6 years to complete, they would add about 5% to the country's annual capital formation budget -- a good indicator of how well a country is investing in the long-term engines of growth and employment and one in which South Africa's has long fallen behind its Emerging Market counterparts, trailing

at 19% of GDP compared to an average of 25%. Critics have long complained that private companies in South Africa were on an "investment strike," mainly because they didn't have sufficient confidence in the direction of the country that they would get their money back with a reasonable return. The early results suggest that Ramaphosa's actions are beginning to change company attitudes. I expect South Africa will continue to court companies, and I'm delighted that its next outreach effort will be in New York on November 1 with Standard Bank's "Invest in Tomorrow" conference.

CCA hosted another country looking to reverse negative perceptions and trends at an event on October 16th with CEOs and other private sector executives from Zimbabwe. They emphasized that Zimbabwe is "open for business: and highlighted key sectors including agribusiness, mining, and ICT that are ripe for U.S. and other foreign direct investment. Kenya is also making good progress on its Big Four agenda of providing affordable healthcare, affordable housing, food security, and boosting manufacturing, while Ethiopia's Prime Minister Abiy Ahmed continues to enact reforms to privatize key sectors including aviation, telecom and banking as well as make it easier to do business.

Opportunities for U.S. companies to invest in these and other fast growing and reforming African countries was the highlight of several CCA events in October – one with the World Bank's Multilateral Investment Guarantee Agency (MIGA) and another with the new OPIC Director for Africa who highlighted what a significantly beefed up OPIC will be able to do as the new U.S. International Development Finance Corporation established under the BUILD Act signed into law on October 5th.

South Africa, Kenya, Zimbabwe, Ethiopia, and many other African nations have targeted new investments in infrastructure as a critical driver to unlock growth in other sectors. On November 5-6, CCA will host our U.S.-Africa Infrastructure Conference in Johannesburg, which will cover innovative technologies and platforms supporting infrastructure development and financing in key sectors such as transportation, aviation, energy, health and ICT. Infrastructure has been a critical enabler of the significant growth that many African countries experienced over the last decade. Investments in infrastructure have grown as exponentially as African economies, which is to say multiples higher than in the rest of the world. Despite this, the gap between what's available and what's needed remains wide. The African Development Bank estimates \$130-170 billion a year is needed in infrastructure spending across the continent just to keep pace with current demands for trade and services. This means that there is a need for smarter, better ways to establish win-win partnerships with U.S. companies. Taken together, it also means there is a bright future for CCA members to explore how they can work together to address the challenges today and build the partnerships of tomorrow.



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# 2018/2019

# CALENDAR OF EVENTS

# **NOVEMBER**

5 - 6 | Johannesburg, South Africa Infrastructure Innovation Conference

# **JANUARY**

TBD | Addis Ababa, Ethiopia Special Events on the sidelines of the AU Summit

# JUNE

18 - 21 | Maputo, Mozambique U.S.-Africa Business Summit

### **SEPTEMBER**

TBD | New York, NY Special Events on the sidelines of UNGA

# **WORKING GROUPS**

CCA will host working group meetings on the continent and in the U.S. on key issues in the following sectors: Agribusiness, Capacity Building, Energy, Finance, Health, ICT, Infrastructure, Security, Tourism and Trade.

# **TRADE MISSIONS**

CCA will host trade missions and reverse trade missions during the course of the year



For more information, please visit www.corporatecouncilonafrica.com

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