



CORPORATE COUNCIL ON AFRICA PRESENTS

**U.S.-AFRICA**  
BUSINESS SUMMIT  
2019



CORPORATE  
COUNCIL ON  
AFRICA



MAY/JUN 2019 EDITION

# THE AFRICA eJOURNAL

A NEWSLETTER BY THE  
CORPORATE COUNCIL ON AFRICA



## PRESIDENT'S MESSAGE

BY FLORIZELLE LISER

Welcome to summer! We're just back from a very successful U.S.-Africa Business Summit, June 18-21 in Maputo. We were delighted to host one king (Eswatini), four presidents (Mozambique, Zambia, Zimbabwe and Namibia), two vice presidents (Equatorial Guinea and Malawi), two prime ministers (Uganda and Lesotho) and delegations of an additional 25 countries headed by senior ministers of foreign affairs and trade/commerce from across the continent (including Algeria, Morocco, Egypt, Rwanda, Angola, Ghana). The morning of June 19th saw some remarkable statements from these illustrious representatives outlining what

they would like to see in terms of the future of U.S.-African trade and investment ties. It was very encouraging to hear many of them describe in detail how greater partnerships with U.S. companies fit in well with the African Union's ambitious 2063 development agenda, the rapidly moving African Continental Free Trade Agreement and their own national development plans. The key message was that the door is very much open for American companies to come and look for opportunities to trade and invest.

We were also pleased that the United States Government selected the Summit as the venue to announce the kickoff of Prosper Africa, the Administration's new program to expand trade and investment between the U.S. and Africa. Deputy Secretary of Commerce Karen Kelley highlighted this program in her opening plenary speech, and USAID Administrator Mark Green provided more details in a keynote plenary after lunch on the 19th. A number of key USG agencies fleshed out their respective roles in advancing Prosper Africa with a great panel on Friday morning, explaining how the various agencies work together to support

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U.S. companies doing business and investing in Africa. The Prosper Africa team also held a series of B2G meetings to give individual companies greater individual details. The Summit also provided a great opportunity to commemorate the conclusion of Anadarko's Final Investment Decision to develop its \$20 billion natural gas field off Mozambique's coast.

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## SPOTLIGHT ON THE 2019 U.S.-AFRICA BUSINESS SUMMIT

Heads of State, Vice Presidents, and Prime Ministers from nine African nations attended the Corporate Council on Africa's 12th U.S.-Africa Business Summit in Maputo, Mozambique on June 18-21. They were joined by Ministers of Finance, Foreign Affairs, Commerce, Economy, Public Works, and ICT from more than 25 countries across the continent. The Government of Mozambique was the Summit co-host, and the more than 1,300 Summit attendees including government and business leaders, investors and policy makers were welcomed to Maputo by His Excellency Filipe Nyusi, the President of Mozambique.

A high profile U.S. Government delegation to the Summit was led by U.S. Deputy Secretary of Commerce, Honorable Karen Dunn Kelley, and included the U.S. Agency for International Development (USAID) Administrator, Assistant Secretary of State for Africa, head of the U.S. Trade and Development Agency (TDA), Overseas Private Investment Corporation (OPIC) Senior VP for Africa, and Assistant U.S. Trade Representative for Africa, among the more than 100 senior USG officials from 8 agencies.

In his welcome address, President Nyusi noted that the number of people present and the decision to host the event in an African capital reflects the continent's strategic importance and economic potential. President Nyusi urged delegates to take advantage of the investment and business opportunities that would be highlighted during the Summit. He went on to say that the \$62 billion in investment between Africa and the U.S. last year was evidence of "a very encouraging picture of the growing trade and commercial relationship between the



From L to R: Hon. Ruhakana Rugunda, Prime Minister of Uganda, Florizelle Liser, CCA, H.E. Teodoro Nguema Obiang Mangue, Vice President of Equatorial Guinea, H.E. Emmerson Mnangagwa, President of Zimbabwe, H.M. Mswati III, King of Eswatini, H.E. Filipe Nyusi, President of Mozambique, H.E. Hage Geingob, President of Namibia, Hon. Karen Dunn Kelley, U.S. Dep. Secretary of Commerce, Hon. Tom Thabane, Prime Minister of Lesotho, H.E. Overton Chimulirenji, Vice President of Malawi

U.S. and African countries, and it is up to business owners on both sides of the continent to take advantage of them."

President Nyusi called on African businesses and governments to identify partners and overcome any challenges inhibiting the development of stronger economic ties between Africa and the United States. He said, "Africans must continue to devise more assertive strategies to defend our interests and to negotiate as best as possible with our partners, creating the most

appropriate conditions for the business environment, without forgetting the wealth of strategic partnerships that we can cement among us."

In her keynote remarks, Deputy Secretary Kelley spoke of the U.S. commitment to ensure that trade between America and Africa is mutually beneficial. "US exports to Africa have decreased by 32% from their 2014 high. And we want to work with you to better understand how to reverse this trend," said Hon. Kelley. She announced the outline of a new U.S. Administration initiative – Prosper Africa – which was officially rolled out at the Summit. USAID Administrator Mark Green later provided Summit delegates with more details on Prosper Africa including its goal to expand U.S.-Africa trade, investment, and commercial engagement by leveraging the resources and capabilities of many U.S. government agencies and creating deal teams to support U.S. private sector investments in Africa.



His Excellency Filipe Nyusi, President of Mozambique, welcomes delegates

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## SPOTLIGHT ON THE 2019 U.S.-AFRICA BUSINESS SUMMIT

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The Summit also provided a platform to announce deals and commitments by U.S. companies and U.S. Government agencies with partners in Africa including Anadarko's \$25 billion LNG project - the largest single foreign direct investment in African history. Other announcements included ExxonMobil's \$3 million collaboration with USAID to support social and economic development programming in Mozambique, AGCO International and AT Capital S.A.'s MOU to develop an agricultural industrial park in Mozambique and Symbion Power's new \$75 million investment to develop a power plant in Kenya.

Throughout the Summit, delegates focused on the Summit theme – “Advancing A Resilient and Sustainable U.S.-Africa Partnership” – through plenary sessions and panels that covered a range of sectors such as energy, health, infrastructure, consumer goods, and creative industries as well as topics including blended finance, franchising, sovereign wealth funds, and the business case for empowering women.

Special sessions focusing on investments in Mozambique, Angola and the Great Lakes Region highlighted ongoing projects and diverse opportunities for business. Ministerial panels on Trade and ICT highlighted the importance of connectivity and access, and sectoral roundtables emphasized lessons learned from successfully completed projects.

Each of these components made the 2019 Summit a unique platform for African and U.S. businesses and government leaders to network and explore practical ways to increase U.S.- Africa economic engagement.

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U.S. Deputy Secretary of Commerce, Honorable Karen Dunn Kelley, delivers remarks on behalf of the USG



The United States of America and the Republic of Mozambique sign an MOU to promote U.S.-Mozambique relations



A cross section of delegates at the opening plenary on 'Advancing a Resilient and Sustainable U.S.-Africa Partnership'



CCA President and CEO, Florizelle Liser welcomes delegates to the Summit



CCA Chairman, Dr. Jeffrey Sturchio welcomes delegates to the Summit



# SPOTLIGHT ON THE 2019 U.S.-AFRICA BUSINESS SUMMIT

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USAID Administrator, Mark Green delivers the opening address during the Prosper Africa Rollout



Prosper Africa Rollout - From L to R: Dianna Marrero, Foreign Policy, Amb. Tibor Nagy, Department of State, Ramsey Day, USAID, Seward 'Skip' Jones, U.S. Department of Commerce



A cross section of panelists at the plenary session, 'Africa on the Cusp of an LNG Boom'



A cross section of high level delegates at the Summit Cultural Reception



Winner of the Summit Raffle for Cyclone Reconstruction Efforts in Mozambique



A cross section of panelists at the plenary session, 'Infrastructure Development: Backbone to Africa's Trade and Industrial Revolution'

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# SPOTLIGHT ON THE 2019 U.S.-AFRICA BUSINESS SUMMIT

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A cross section of panelists at the plenary session, 'The Business Case for Empowering Women'



A cross section of delegates on the panel, 'U.S. Tools to Support U.S.-Africa Trade and Investment'



A cross section of panelists at the plenary session, 'Agribusiness 2.0'



A cross section of panelists at the closing plenary session

## U.S.-AFRICA BUSINESS SUMMIT 2019

### SPONSORS

The 2019 U.S.-Africa Business Summit was sponsored by leading global businesses and organizations including:

Anadarko Petroleum Corporation; Chevron Corporation; CFM; Exxon Mobil Corporation; GK Investment Holding Group/Gruppo San Donato; Absa Group Ltd; Acrow Bridge; AllAfrica Global Media; AGCO Corporation; BCI; The Boeing Company; Gilead Sciences; Millennium BIM; Pfizer Inc; Sasol Ltd; VISA Inc.; AGRA; Caterpillar Inc; Citi; Lockheed Martin International; MCNET; Procter and Gamble (P&G); Pan African Capital Group LLC; Standard Bank; Symbion Power; Universal Corporation; Afro Tourism West Africa Ltd; Barloworld Equipment (Pty) Ltd; Covington & Burling LLP; DAI; Development Finance International LLC; General Electric Company (GE); Good Governance Africa; Kudumba; Rabin Martin; Philip Morris International, Inc; USAID Southern Africa Trade and Investment Hub; Compal; and Ethiopian Airlines.



## CCA HIGH LEVEL DIALOGUE WITH AMBASSADOR FITSUM AREGA

On May 2, 2019, Corporate Council on Africa hosted Amb. Fitsum Arega, Ambassador of the Federal Democratic Republic of Ethiopia to the U.S., as part of its High-Level Dialogue Series.

Ambassador Arega was delighted to make CCA his first engagement with a U.S. audience on commercial and economic issues. He noted that his “first, second and third” priorities are to increase trade and investment ties between the U.S. and Ethiopia. He noted that it was a very exciting time in Ethiopia, with significant changes under Prime Minister Abiy’s leadership, including peace with Eritrea and significant improvements in human rights and protection for media.

Ambassador Arega said it was a good time to look at business opportunities in Ethiopia, given that it is one of the fastest growing economies on the continent, and has been growing at double digits for the last 15 years. Ethiopia has achieved significant progress in meeting Millennium Development Challenge Goals, particularly in expanding access to health and education, and doubling the number of roads in the last decade. Amb. Arega noted that the government is looking to continue this record of high growth by enacting further economic reforms, through privatization and liberalization. The goal is to increase foreign direct investment, particularly in telecommunications, logistics, energy and aviation, where privatization could be partial or full. The government has recently moved to set up a telecommunications regulator and is preparing financial statements to prepare for the privatization of Ethiotelcom. The government is also looking to fully privatize its sugar factories as soon as possible.

He stressed that the government has undergone a major shift in mentality away from the idea that the government



From L to R: Diane Willkens, DFI, Florizelle Liser, CCA, Amb. Fitsum Arega, Federal Democratic Republic of Ethiopia, Jahaan Johnson, Citi

or public sector should be the biggest investor in the country, which it could afford only through borrowing. Ethiopia now understands that the private sector must be the biggest investor.

Ethiopia is delighted that the U.S. is responding with increased support from a number of areas, including the Millennium Challenge Corporation’s recent announcement that Ethiopia has qualified for a Threshold program. Ethiopia is also excited about greater opportunities under the BUILD Act, as well as the upcoming Prosper Africa program to support greater U.S. trade and investment. Ethiopia has been similarly pleased to see support from the IFC and the World Bank.

Ethiopia will work with the World Bank to address remaining inefficiencies impeding access to credit, construction permits, insolvency and contract enforcement. It recently agreed to work with the Bank on measures to improve access to foreign exchange, addressing an issue that has complicated the ability of foreign firms to operate in the country. It is also important for Ethiopia to develop its potential in sectors like agriculture, where 80% of the population still work, supporting the export of honey, coffee and sesame seeds.

The government is delighted that Ethiopian Airlines is the largest freight exporter from Africa, and Amb. Arega noted the airline recently signed an alliance with DHL on freight forwarding. Similarly, he welcomed investments by companies like John Deere in agriculture and PVH in textiles that were making a notable difference in the lives of Ethiopians and represented a real commitment to the country’s future. He advised other interested American companies to follow their lead, and not come to Ethiopia “just to window shop”. Amb. Arega also highlighted developments in energy and infrastructure, noting that the government has just adopted a new public private partnership framework that should allow greater investment in toll roads, hydro projects and wind, as well as a mega solar project. The government would like to encourage companies to invest enough to create sixteen (16) new manufacturing zones the size of Hawassa. He encouraged companies to look at opportunities in telecommunications, with the caution that the country is looking to foster competition, rather than replacing a public monopoly with a private one.

## THE ETHIOPIA PARTNERSHIPS FORUM

On May 16, the Corporate Council on Africa (CCA) partnered with the Millennium Challenge Corporation (MCC) and Citibank to present the “Ethiopia Partnerships Forum.”

The “Ethiopia’s Threshold Development” panel was co-hosted by MCC and facilitated by Bahgi Berhane, Program Officer of MCC. The new Threshold Compact announced by the MCC in Ethiopia will take place over the next three years in which the MCC and government of Ethiopia will rigorously analyze both the constraints of economic growth and entrepreneurship. The Compact’s mission is to eradicate poverty and ensure economic success. Both Mr. James Gerard, Acting Ethiopia Lead of MCC, and Ms. Deidra Fair James, Director of MCC, applauded the Ethiopian government for its willingness and enthusiasm to ensure economic stability and growth for all Ethiopians. This was echoed by the Ambassador H.E. Fitsum Arega. He noted that small to medium-enterprises (SMEs) are the “missing middle” in Ethiopia and lack access to both credit and capital. He believes SMEs need support from countries like the United States, that provide financing programs. Mr. Peter Sullivan, Managing Director and Head of Public Sector Group for Africa for Citi Bank agreed with the Ambassador and urged foreign investors and multilateral banks to absorb some of the risk of investing in SMEs.

The second panel entitled “Access to Capital” was co-hosted by Citibank and monitored by CCA’s President Ms. Florie Liser. The panel focused on issues related to financial growth in Ethiopia. Dr. Nemera Mamo, a member



A cross section of delegates at the Ethiopia Partnerships Forum

of the Office of the Prime Minister in Ethiopia, stated that the credit market is one of the biggest concerns in the Ethiopian economy right now. In his prescription, Dr. Mamo believes that in order to expand funds and increase financial inclusion, it is vital that the pool of domestic savings increases. Increased domestic funds, he stated, will allow the Ethiopian government to raise funds based on its own market and not that of other countries. Similarly, domestic structures, like regulatory commissions, will allow Ethiopia to judge companies more efficiently, which may increase foreign investment in the country.

Mr. Peter Sullivan agreed and urged the government of Ethiopia to look at the telecom sector because he believes that increased digitalization will facilitate greater financial inclusion and access to credit.

Furthermore, Mr. Alex Dixon, Senior Director of Finance for the MCC, advised the Ethiopian government to alert the MCC of ways it can help the government invest in SMEs.

He believes that the foundation is there for Ethiopian growth, but it is crucial that the MCC and other foreign firms work alongside the Ethiopian government in order to indicate where they can grow. Mr. Zemedeneh Negatu, Global Chairman of the Fairfax Africa Fund, stated that it was crucial for the diaspora to become more invested in Ethiopia.

Both panels echoed the need for public-private partnerships to sustain Ethiopia's economic growth. The collaborative forum allowed private companies and the Ethiopian government to engage in meaningful dialogue to help increase foreign investment in the country. Although many constraints, such as limited access to capital and finance, were voiced as concerns, the conversation allowed the private and public sectors to develop innovative strategies the Ethiopian government can implement to cultivate a more welcoming foreign investment environment.

## ADVANCING PRIMARY HEALTH CARE IN EGYPT, ETHIOPIA AND MOZAMBIQUE

On May 7, 2019, Corporate Council on Africa (CCA) in partnership with the USAID's flagship Maternal and Child Survival Program (MCSP), hosted a Health Working Group on "Advancing Primary Health Care in Egypt, Ethiopia and Mozambique." Moderated by Dr. Jeffrey Sturchio, CCA's Chairman, MCSP representatives from the three countries discussed the key drivers to maternal healthcare problems in their respective countries, followed by their current or proposed solutions.

Dr. Issam el-Adawi, Chief of Staff for MCSP Egypt, began the discussion with an overview of maternal healthcare in Egypt. He cited four key issues that affect maternal healthcare in Egypt including: female genital mutilation (FGM), early marriage, governorates, and the limitations imposed by mothers-in-laws. According to Dr. el-Adawi, these factors significantly hinder a woman's ability to obtain adequate health care across the country. To address these issues, there have been several solutions with varying degrees of effectiveness. On one hand, legal advocacy gives agency and representation to girls who undergo FGM; however it merely minimizes rather than inhibits the continuation of the practice. On the other hand, civil society organizations have managed to penetrate the community with health education advocacy and increase awareness on best practices and quality health care.

Dr. Abeba Bekele, Newborn Health Advisor in Ethiopia's MCSP also discussed how power dynamics and gender norms are rigorously followed within rural communities in Ethiopia. He noted that newborn survival is



A cross section of delegates at the working group on 'Advancing Primary Health Care in Egypt, Ethiopia and Mozambique'

affected by religious beliefs, with communities relying on religious interventions instead of medical care.

Dr. Bekele advocated for the continuation of health extension workers – health care workers who are mobilized into rural communities to enhance maternal health care. Due to the impact of extension workers, there has been a visible shift in power dynamics and gender norms. Today, men are more willing to be included in the conversations and to assist in the proliferation of improved maternal care. Equally important, the survival rate of newborn children has increased due to a shift from religious reliance to medical resource availability.

In Mozambique, the issue of child marriage creates challenges to accessing health care. Dr. Stelio Dimande, a Community Health Technical Director for MCSP Mozambique, highlighted best practices and solutions that address this issue. To advance primary healthcare in Mozambique, the MCSP in collaboration with the government has strengthened community platforms and

improved engagement. Additionally, MCSP has actively strengthened the referral system especially in rural communities.

Through the referral system women can be treated in a timely manner without major complications. In addition, Dr. Dimande proposes that there be a focus on multi-sector collaboration across the different ministries. For example, infrastructure and education affect access and health knowledge; therefore, respective ministries should collaborate for successful outcomes. The healthcare implications of the high child marriage rate have been countered by manual guides that address adolescents and first-time mothers and give them direction on measures and steps to take. Overall, the three countries, through collaboration with USAID, have seen a profound shift from traditional barriers to healthcare access to solutions that are more reflective of the needs of women and children.



## A ROUNDTABLE DISCUSSION WITH AFRICA CENTRES FOR DISEASE CONTROL (ACDC) AND U.S. DEPARTMENT OF HEALTH & HUMAN SERVICES, OFFICE OF GLOBAL AFFAIRS (HHS/OGA)



From L to R: Cherine Yassien, Medtronic, Dr. John Nkengasong, Africa CDC, Dr. Samuel Adeniyi-Jones, HHS, Adaugo Mbagwu-Mahlik, HHS, Morayor Essieh, CCA

On May 13, 2019, Corporate Council on Africa's Health Working Group hosted a "Roundtable Discussion with Africa Centres for Disease Control (ACDC) and U.S. Department of Health and Human Services, Office of Global Affairs (HHS/OGA)", featuring guest speakers Dr. Samuel Adeniyi-Jones, Director, Africa Region, Office of Global Affairs, HHS and Dr. John Nkengasong, Director, Africa CDC.

The discussion focused on a range of ongoing projects in Africa, specifically highlighting opportunities for private sector engagement and the progress made by ACDC since its establishment in 2017.

Dr. Samuel Adeniyi-Jones, began the presentation by highlighting the importance of the ACDC and how both organizations work together to address major health issues in the region. He said that ACDC initiatives provide support to AU Member States' public health emergency preparedness and response efforts, communicable and non-communicable disease control/prevention through health systems strengthening and policy harmonization.

Dr. John Nkengasong, Director of the Africa CDC, spoke about both the accomplishments and challenges of the newly formed Africa CDC. In 2017, the Africa CDC was founded to combat the Ebola outbreak and has been implementing key systems to help stop the spread of diseases ever since.

Dr. Nkengasong noted that changing dynamics in Africa, such as urbanization and increased mobility of people, enables diseases such as Ebola and Cholera to spread more rapidly. He said that strategic partnerships are crucial to stopping the spread of diseases saying, "[There is] No way we are going to do this wholly through the public sector... [we are] calling on others to join us in this important endeavor." As a result, the "New Public Health Order" put out by the ACDC strives to strengthen networks and build public health capacity in order to provide better coordination across Africa's health systems and value chains. Overall, the roundtable discussion brought attention to the necessity of public-private partnerships in furthering the work of the ACDC.



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

Mozambique's President Nyusi and the company held a formal ceremony on the 18th, and the deal figured prominently in presentations at the Summit, including our LNG plenary and sessions describing in detail what the implications will be for developing a number of sectors to support this mega project. Energy figured prominently in other sessions, including a Power Africa session with Namibia and Botswana to discuss a mega solar project.

The Summit covered a broad range of other sectors, including Information Communications Technology. At our ICT ministerial, we were delighted to have the acting head of the Trade and Development Agency announce a major new program, "Access Africa", to support more U.S. investment in this critical sector. The Overseas Private Investment Corporation also provided important details about its ongoing programs to support infrastructure projects, including ICT. The ICT ministerial and a related panel session on digitalization were a great opportunity to convene a large number of the companies active in this space, and discuss key priorities on the road to realizing a common agenda for the continent to develop its digital future, as one participant put it.

Lively sessions on franchising, finance, agribusiness, infrastructure and fast-moving consumer goods all generated active exchanges and helped participants make important business connections. Sessions on the link between business and philanthropy showcased the amazing work of a number of CCA members, while other sessions highlighted successful techniques for African firms to connect with American partners. The closing plenary provided some food for thought in terms of where the U.S. and Africa should look to deepen their trade and investment relationship. Commerce Undersecretary Kaplan highlighted some of the steps his department will be taking to build linkages between companies, and there was general consensus that there is great opportunity for U.S.-Africa business partnerships especially in infrastructure, ICT and agribusiness. During the Summit, we also held a session featuring nine agreements that were signed between companies – and making clear that the Summit was more than a talkfest. All told, it was an amazing event, with more than 1300 people attending over the three days from most of the countries on the continent. We thank those that attended and extend a special note of appreciation for our sponsors, who made the Summit possible.

Just before the Summit, CCA worked closely with the State Department and the Ethiopian Government to support the Ethiopian Partnership Forum in mid-May. This was a great opportunity to hear more detail from key advisers to the Prime Minister about how Ethiopia is moving forward in implementing plans for privatization, as well as attracting more foreign direct investment. CCA hosted a follow-on session with the Millennium Challenge Corporation, which announced its Ethiopia Threshold program, and provided more details about how it will work over the next two years. Immediately afterwards, two senior advisers to Prime Minister Abiy gave a much more detailed summary of their plans to attract investment and solicited company observations and concerns. It was a great opportunity to hear directly from the officials directing these programs, and to offer suggestions on how best to address company concerns.

We're already preparing for a busy rest of the summer, including hosting the AGOA Private Sector Forum in Abidjan August 4. Right after that, we'll return to New York for sessions on the margins of the UN General Assembly. In summary, there's a lot going on in the U.S.-Africa trade and investment space. Many African countries have made clear that they are very interested in welcoming more American companies, while African companies are also looking for opportunities to partner with their American counterparts. There will be the inevitable challenges and setbacks in some places, but it's clearly a great time for companies to get more engaged in the search for business opportunities on the continent.

We look forward to updating you on these and other programs and to your collaboration with CCA in promoting a robust U.S.-Africa trade and investment relationship.

# FP

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# 2019

## CALENDAR OF EVENTS

### AUGUST

4 | Abidjan, Cote d'Ivoire  
AGOA Private Sector Forum

### SEPTEMBER

17-30 | New York, NY  
Special Events on the sidelines of the UNGA meetings

### 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

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For more information, please visit [www.corporatecouncilonafrica.com](http://www.corporatecouncilonafrica.com)

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