



BONDS, LOANS & ESG CAPITAL MARKETS AFRICA

5th & 6th March 2024 | Cape Town International Convention Centre

AFRICA'S LARGEST CORPORATE & INVESTMENT BANKING EVENT

ORGANISED BY **GFC MEDIA GROUP**

OFFICIAL 2024
EVENT BROCHURE



1,100+
SENIOR CAPITAL
MARKETS ATTENDEES



500+
PRE-ARRANGED BUSINESS
MEETINGS



86%
DIRECTOR LEVEL
OR ABOVE



95+
INDUSTRY EXPERT
SPEAKERS



50+
NEW BUSINESS CONTACTS
MADE PER ATTENDEE

- ✓ SAVE TIME & MONEY
- ✓ HIT YOUR TARGETS
- ✓ PROGRESS DEALS
- ✓ WIN NEW BUSINESS
- ✓ INSTITUTIONALISE CLIENT RELATIONSHIPS
- ✓ PROFILE YOUR BUSINESS
- ✓ BOOST YOUR REPUTATION
- ✓ DIFFERENTIATE FROM COMPETITORS

► Strategic Partner:



national treasury
Department:
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REPUBLIC OF SOUTH AFRICA

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WELCOME TO THE ANNUAL MEETING PLACE FOR

AFRICA'S CAPITAL MARKETS COMMUNITY



1,100+
SENIOR CAPITAL
MARKETS
ATTENDEES

500+
PRE-ARRANGED
BUSINESS
MEETINGS
HOSTED

95+
INDUSTRY
EXPERT
SPEAKERS

BONDS, LOANS & ESG CAPITAL MARKETS AFRICA is the continent's only Pan-African debt event. It is your tool to hold targeted 1-2-1 business meetings with clients, move deals along, expose your brand to senior decision-makers from your capital markets prospects and hear the region's financial experts speak/answer your questions.

NEW EVENT FEATURES:

The largest gathering of sovereign, central bank & DCM decision-makers in Africa:



The first and only event dedicated to the development of Private Credit in Africa:



WE ARE THE NO. 1 BUSINESS MEETINGS FACILITATOR FOR AFRICA'S CAPITAL MARKETS:

Our event is this market's annual meeting place. 1,100+ senior decision-makers from key local and international sovereigns, corporates, investors, banks, law firms, regulators & service providers will be present in 1 location across 2 days. Deliver demonstrable ROI on your time out of the office before you even arrive, by pre-arranging meetings with your targets through our sponsor 1-2-1 meetings concierge service (additional fee) and/or our ***new online networking platform** (available to all attendees - request 3 meetings with other attendees and accept an unlimited number of meeting requests).

HEAR AFRICA'S FINANCIAL LEADERS SPEAK:

On how they are navigating the current economic climate, share their expectations for 2024, and answer your questions, live. This is the only event to combine discussions across the continent's bonds and loans markets, making it a "must attend" for Africa's leading CEOs, CFOs and Treasurers (86% of attendees are director level or above). Gain fresh market intel (often before it is made public) and make informed decisions for your business.



ESTABLISH RELATIONSHIPS, IMPROVE CONNECTIVITY, DISCUSS BUSINESS & MOVE DEALS ALONG THROUGH OUR 1-2-1 MEETINGS CONCIERGE SERVICE:

Our dedicated meetings concierge team pre-arrange & schedule your targeted sponsor meetings, so you can get in front of your clients & the most sought after attendees in an exclusive branded meeting cabin.

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OUR COMMUNITY:

AFRICAN CAPITAL MARKETS ATTENDEES

1,100+
SENIOR CAPITAL
MARKETS ATTENDEES

500+
ISSUERS/BORROWERS &
INVESTORS

370+
INSTITUTIONS

86%
DIRECTOR LEVEL
OR ABOVE

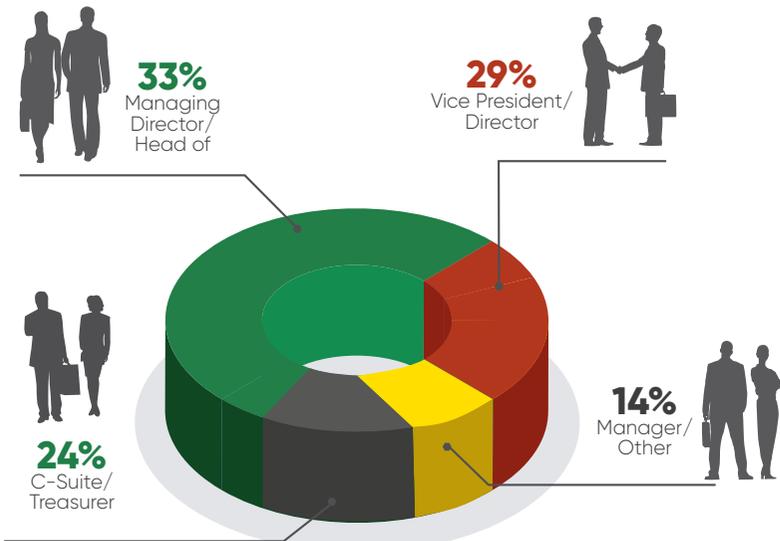
95+
EXPERT
SPEAKERS

40+
SPONSORS
& PARTNERS

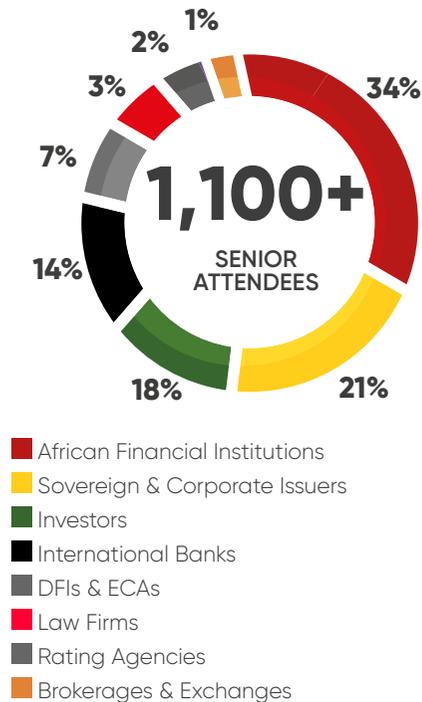
40+
COUNTRIES

1
LOCATION

ATTENDEE BREAKDOWN BY JOB TITLE:



ATTENDEE BREAKDOWN BY SECTOR:



SENIOR GOVERNMENT REPRESENTATIVES FROM:

- Cameroon
- Cote D'Ivoire
- Kenya
- Nigeria
- Senegal
- South Africa
- Swaziland
- Zambia

& more

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WHY DO YOUR INDUSTRY COLLEAGUES PARTICIPATE?

Financial Services:

- ▶ To gain visibility amongst Africa's capital markets elite
- ▶ To meet DCM bankers, law firm partners and treasurers/corporate finance teams from the region's issuers in one location
- ▶ To get in front of prospects who are proactively seeking new business partners and network/hold 1-2-1 meetings with senior decision-makers
- ▶ To return to the office with high-quality new business contacts and leads

Regional Banks:

- ▶ To host Non-Deal Roadshow style meetings with Africa's most active international investors, banks & DFIs
- ▶ To develop investor relations and effectively communicate their bank's highlights/investment propositions to appropriate, senior decision makers that otherwise would not have been easily accessible or in one place at one time

International Banks:

- ▶ To meet key corporates, sovereigns and developers active in Africa's capital markets in one location
- ▶ To accelerate deals with current partners
- ▶ To establish high-quality business connections with prospects
- ▶ To connect with multinationals interested in establishing/growing operations in their geographies

Regional Law Firms:

- ▶ To stand out from competitors and ensure that they are viewed as the top law firm in their geography
- ▶ To hold meetings with international law firms who can bring them in as regional law firm partners on deals
- ▶ To meet senior decision-makers from key local and international corporates, sovereigns, investors, banks & law firms with relevance to their deals in one location

International Law Firms:

- ▶ To promote their firm and ensure that they are viewed as the top international law firm partner by regional law firms working on important deals across Africa's capital markets
- ▶ To win new business from their African DCM prospects
- ▶ To expand business with existing partners
- ▶ To meet senior decision-makers from key local and international corporates, sovereigns, investors, banks & law firms in one location



Corporates:

- ▶ To conduct face-to-face meetings with local and international FIs active across Africa in one place, to discuss upcoming transactions and future financing strategies
- ▶ To hear from and meet with other issuers and borrowers from across the region, sharing knowledge and experiences
- ▶ To find out how others are managing market volatility for the next 12 months
- ▶ To meet with potential and existing lenders and advisors

Sovereigns:

- ▶ To conduct face-to-face meetings with local and international FIs active across Africa in one place, to discuss upcoming transactions and possible financing strategies
- ▶ To meet with government contemporaries to share strategies for the upcoming 6-12 months
- ▶ To meet with investors to discuss financing strategies and upcoming transactions

Investors:

- ▶ To conduct 1-2-1 meetings with senior decision makers from African corporates, governments and financial institutions in one place
- ▶ To hear from and meet with other investors active across the continent

1-2-1 MEETINGS CONCIERGE SERVICE: STATISTICS

WE ARE THE NUMBER 1 BUSINESS MEETINGS FACILIATOR FOR AFRICA'S CAPITAL MARKETS

SPONSORS ARE ABLE TO:



Book multiple meetings with hard to reach stakeholders



Select new contacts to meet from 1,100 senior decision-makers



Save time & money on travel (40+ countries represented in 1 location)



Let clients and prospects request meetings with you



STATISTICS FROM 2023:



208

PRE-ARRANGED MEETINGS ORGANISED VIA OUR 1-2-1 MEETING SERVICE



122%

AVERAGE MEETINGS CONFIRMED RATE



90%

OF MEETING REQUESTS ACCEPTED BY ATTENDEES



8

AVERAGE MEETINGS CONFIRMED PER SPONSOR



ENQUIRE ABOUT 1-2-1 MEETINGS CONCIERGE SERVICE:

Contact **Melinda Alevras**

Tel: **+27(0)72 160 6353**

Email: **Melinda.Alevras@GFCMediaGroup.com**

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09.00 Chairperson's opening remarks

- Heidi Barends, Head of IBD Sustainable Finance, Absa

09.10 Rising interest rates and high inflation: What is the macroeconomic outlook for Africa for the next 12 months and how does it compare to other emerging markets?

- What is the outlook for GDP growth within Africa? How does it compare to other emerging markets?
- How are increasing inflation, rising interest rates, and volatile currencies affecting the financial circumstances of African nations?
- How will geopolitics, supply chain disruptions, and unpredictable ratings affect the future of African economies and financial markets?
- How can Africa best prepare for potential shifts in international capital flow?
- Leon Bezuidenhout, Associate Director, Sovereigns, S&P Global
- Randolph Oosthuizen, Senior Investment Professional, Old Mutual
- Nicholas Hardingham, Portfolio Manager, Franklin Templeton
- Moderator: Goolam Ballim, Chief Economist: Head of Research, Standard Bank Group

09.55 A closer look into government debt sustainability: How are sovereigns funding themselves and what strategies should be implemented to mitigate risk?

- Sovereign funding and investment strategy: What are the plans for debt raising and where will this capital be deployed?
- How are global geopolitical developments and increasing inflation rates influencing the funding strategies of the region's sovereigns?
- What steps need to be taken to promote higher levels of international foreign investment into Africa?
- What international shifts need to happen to enable African sovereigns to tap the Eurobond market once again?
- Bassirou Sarr, Senior Advisor to the Minister, Ministry of Finance Senegal
- Kona Nkanza, Vice President, Structured Product Solutions, Africa Finance Corporation
- Ankit Khandelwal, Head of Africa – Sovereigns, DFIs and Blended Finance, MUFG
- Saloshni Pillay, Chief Country Officer South Africa, Deutsche Bank
- Patience Oniha, Director-General, Debt Management Office, Nigeria
- Moderator: Irina Sfeir, Head of Emerging Markets Debt Capital Markets, SMBC

10.45 Coffee and networking break ☕

11.15 Exploring potential corporate funding strategies: Which methods are currently being used and how can corporates deploy capital while managing risk?

- Bonds vs. Loans, Hard vs. Local Currency: How can borrowers tap into local bond and loan markets and unlock their full potential? What strategies can be implemented?
- How can DFI's, multilaterals, ECAs and insurance brokers aid corporates in raising capital at the best price?
- How can supply chain finance, crowdfunding, peer-to-peer lending, securitisation & impact investing be used as alternative funding tools?
- What are the best practices for integrating sustainability into corporate finance?
- Nomhle Mnguni, Executive: Telkom Treasury, Telkom
- Martin Habel, Manager, Treasury Client Solutions EMEA, International Finance Corporation (IFC)
- Nicholas Gunning, Executive, Head Securitisation, Debt Capital Markets, Standard Bank
- Ricardo Varzielas, Chief Financial Officer, Bayobab Group
- Lashi Cele, Senior Transactor, RMB
- Dan Riordan, Global Head of Political Risk & Credit, Vantage Risk
- Vijeta Sikaria, Executive Associate, Debt Capital Markets, Emirates NBD Capital
- Moderator: Modupe Famakinwa, Head, Corporate Funding & Investor Relations, Africa Finance Corporation

12.10 Attracting foreign investment into Africa: Where do international investors see the most potential? What more can Africa do to increase international investor appetite?

- Which countries and sectors are the most attractive to investors?
- What are the key investment drivers and how are these influencing investment decisions?
- Comparing Africa to other emerging markets in a global EM investor's portfolio
- What are investors' expectations for ESG transparency?
- Which reforms have been successful in generating international investor confidence in Africa?
- Benjamin Mugisha, Chief Underwriting Officer, ATIDI
- Tapologo Motshibi, CEO, Allan Gray
- Brenton Lalu, Specialist: Africa, Public Investment Corporation
- Wahib Rahmouni, Managing Director & Head of Global Solutions, First Abu Dhabi Bank
- Senior Representative, Bank of Industry
- Moderator: Steven Loubser, Managing Director – Emerging Market Fixed Income, Ninety One

13.00 Networking lunch sponsored by MUFG

14.15 Chairperson's remarks

- Sasha Cook, Head: Sustainable Finance, Standard Bank

14.30 Navigating syndicated loans: How and where are banks lending? What pricing and structures are preferred by African nations?

- Hard vs. Local currency: What works for Africa? How will international banks and MDB's view this?
- North, South, East & West Africa: Which regions are the most attractive to lenders?
- Which sectors are deemed the most bankable? How do lenders differentiate between low and high-risk borrowers?
- Sovereigns vs. Corporates: To what extent are banks more prepared to lend to sovereigns based on perceived stability? How do loan structures and pricing differ between these borrowers?
- Nancy Hwu, Senior Transactor, Loan Syndications, RMB
- Charity Kagenza, Executive Director, Matha Capital
- Matome Modiba, Director, Syndicate, Absa
- Nishit Kumar, Senior Director, Head of Loan Syndication, Sales & Distribution, Mashreq
- Simon Bessant, Director, Texel Group
- Moderator: Eric Zimny, Managing Director – Co-Head of Corporate Origination, Loan Capital Markets, EMEA, SMBC

15.20 The 'new' cost of capital: With increased costs of funding being seen as the norm, what are FI's doing to manage their balance sheets?

- What factors are contributing to higher funding costs for FI's?
- Raising capital in the face of increased costs: What instruments are FI's turning to? Debt, equity, or hybrid?
- How FI's are adjusting their risk appetites, balance sheet management and hedging against heightened interest rates
- What alternative sources of funding are available, aside from the traditional channels?
- What measures are FI's taking to ensure the profitability and stability of their balance sheets?
- Exploring the implementation of new tech innovations to optimise balance sheets and reduce costs
- Matthew Pirnie, Group Head of Ratings, GCR Ratings
- Banji Fehintola, Senior Director, Treasury & Financial institutions, Africa Finance Corporation
- Aditya Kotibhaskar, Head of Debt Capital Markets, Mashreq
- Michael Fischer, Director – Financial Institutions Africa, KfW DEG
- Richard Waite, Executive Director, Credit Risk Solutions, Howden
- Moderator: Anbar Jowaheer, Head of Financial Institutions & Syndication, Mauritius Commercial Bank

16.05 Focusing on SA listed credit pricing through a risk-adjusted lens

- With some of SA listed credit names trading at spreads close to historical lows, what sort of risks are reflected in those spreads?
- Utilising risk-adjusted analysis to evaluate listed credit spreads from a portfolio manager's perspective.
- Should SA listed credit spreads trade at wider levels?

◊ **Monica Jaglal, Portfolio Manager, Aluwani Capital Partners**

16.25 Modernising and deepening debt capital markets within Africa to drive sustainable development and economic growth

- What hurdles does Africa need to overcome to promote market growth?
- How can tech and financial instrument innovations be adapted for Africa?
- How can Africa enhance regulation frameworks to facilitate market growth and attract international investment?
- How can the exchange promote innovation for sustainability? At what point will the exchange enforce regulations that require companies to disclose their ESG practices and performance?

◊ **Dayo Obisan, Executive Commissioner Operations, Securities and Exchange Commission, Nigeria**

◊ **Samuel Tela, Director of Treasury, Ministry of Finance, Cameroon**

◊ **Olamipo Ogunsanya, Director, ALCB Fund**

◊ **Akane Zoukpo Sanankoua, Chief Investment Officer, African Development Bank**

◊ **Gilles Dockgne, Executive Director, Matha Capital**

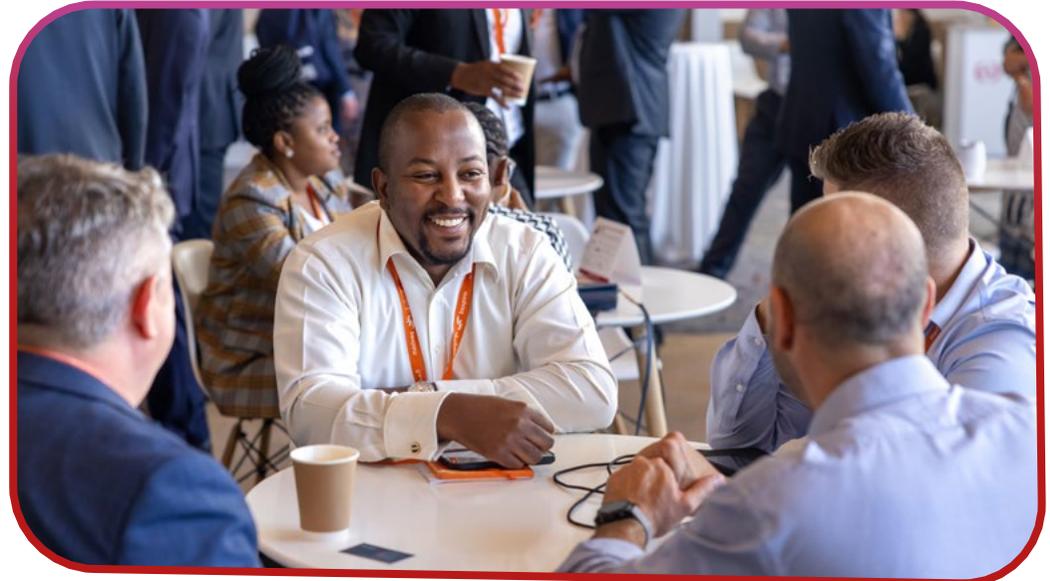
◊ **Nhlanganiso Kunene, Debt Capital Markets Transactor, Nedbank**

◊ Moderator: **Lusanda Ndesi, Director, Syndicate, Absa**

17.00 Chairperson's closing remarks followed by networking drinks reception

High-quality production with all the relevant African debt players in the room at one time. **||**

Michael Shuttleworth, Group Treasury Controller, Aspen Pharma



09.00 Chairperson's opening remarks

◉ **Samta Lalan**, Co-Head of Syndication and Distribution, **Nedbank**

09.10 Underdogs: How the World's most overlooked underloved companies and teams changed the world

This keynote is a masterclass study of how the world's most underloved and overlooked teams have achieved success. This keynote is relevant to leaders, investors & managers who want to understand how they can achieve disruptive growth and disproportionate impact in traditional markets dominated by a few large players.

For asset managers and portfolio managers this keynote contains valuable insights on the DNA of the teams that do the impossible.

For leaders, this keynote contains great insights into the methodology, philosophy and leadership approaches of leaders that have shaped the world.

Audience discretion is advised.

◉ **Vusi Thembekwayo**, Group CEO, **MyGrowthFund Venture Partners**

09.40 How will the AfCFTA (African Continental Free Trade Area) agreement enhance cross border issuances and investments?

• What is currently being done to promote and develop cross border trade in Africa? What doors has AfCFTA already opened to unlock cross border issuances and investments, and what doors remain closed?

• How is AfCFTA continuing to work with existing regional trade areas, whilst overcoming challenges in others?

• Examining the challenges posed from the process of harmonising different countries contradictory regulations

• How will CBDC's aid in the cross border and regulatory development?

◉ **H. E. Wamkele Mene**, Secretary-General, **African Continental Free Trade Area (AfCFTA) Secretariat**

◉ Interviewer: **Chandi Mwenebundu**, Group Treasurer & Director, **Afreximbank**

10.15 What is currently holding ESG standardisation back and what should define the African benchmarks when it comes to designing and implementing standards?

• Are the Global Reporting Initiative and the Task Force on Climate-related Financial Disclosure standards adequate? Or do they need improvement?

• What are the roadblocks preventing ESG standardisation? How does the lack of global standards affect Africa?

• How can Africa best incorporate cultural nuances and diverse perspectives to create comprehensive ESG standards that align with the continent's priorities?

• How should Africa invest in human capital, develop skillsets, and build expertise to ensure that established standards are as comprehensive as possible?

◉ **Abel Beyene**, Director of Policy and Development, **Emerging Market Investors Alliance**

◉ **Arvana Singh**, Head: Sustainable Finance Solutions, **Nedbank**

◉ **Zineb Tamtaoui**, SEO: Dubai Branch, **Bank of Africa**

◉ Moderator: **Jojo Ow**, Executive Director, Sustainable DCM, **Standard Chartered Bank**

11.00 Coffee and networking break ☕

11.30 Unearthing true sustainability: How credible and transparent is ESG financing?

• Are global standards for ESG financing applicable for Africa? How should these standards and best practices be applied in the context of African issuers?

• How can issuers and investors accurately assess the ESG outcomes of their projects and investments? What are the best practices on impact measurement?

• What are the most important steps to prevent greenwashing and ensure the authenticity of ESG financing? Where are the shortfalls at present?

◉ **Varsha Maharaj**, Executive: Group Treasury, **Oceana Group**

◉ **Amanda Vainio**, Co-Head of Sustainable Finance EMEA, **MUFG**

◉ **Tania Swanepoel**, Head of ESG, **Old Mutual Alternative Investments**

◉ **Trang Nguyen**, Director, Debt Capital Markets, **Mizuho**

◉ **Eunice Waweru**, Finance and Strategy Director, **Uganda Breweries**

◉ Moderator: **Anneke Lund**, Executive, Sustainable Finance, **Standard Bank**

12.15 Enabling a sustainable transition

In this presentation, Dipak Patel will delve into the vital role of blended finance and appropriately structured finance for driving South Africa's transition to a green and climate-resilient economy, ultimately working towards achieving net-zero emissions by 2050.

◉ **Dipak Patel**, Head: Climate Finance & Innovation, **Presidential Climate Commission**

12.45 Keeping the lights on in Africa: What does a successful energy transition look like in Africa, given the need to balance energy sustainability, reliability and demand?

• Which energy transition solutions are the best fit for Africa?

• What is Africa's plan to transition to a renewable future, whilst leveraging natural resources in the meantime?

• What investments are required to facilitate the energy transition? How can Africa secure funding for these projects? What can governments do to incentivise investors?

• Promoting collaboration between stakeholders, including governments, regulators, financial institutions, and businesses, to drive innovation in ESG finance and accelerate the region's energy transition goals

◉ **Anish Jain**, Group CEO, **Africa Transformation and Industrialization Fund (ATIF)**

◉ **Christo Fourie**, SBU Head - Energy, **Industrial Development Corporation (IDC)**

◉ **Catherine Koffman**, Group Executive, Project Preparation, **DBSA**

◉ **Timothy Ononiwu**, CFO, **Axxela**

◉ **Theuns Ehlers**, Head: Resource & Project Finance, **Absa**

◉ Moderator: **Asanda Tsotsi**, Head Project & Export Finance, **Standard Bank**

13.30 Networking lunch sponsored by MUFG

14.30 (Re-)Evaluating ESG tracking: What can be done to streamline and improve current processes?

- How to best navigate and utilise ESG data: What standards and methodologies should be used?
- How to address the need for more stringent enforcement on regulation and reporting
- What is the real-world impact of regulatory efforts to standardise ESG reporting?
- Getting investors involved: How to upgrade due diligence processes for ESG KPIs and reporting to better inform investment decisions

- **Eric Leong Son**, Head of Sustainability, **Heineken**
- **Fernand Kamanzi**, Head of Strategy and Resource Mobilization, **Development Bank of Rwanda**
- **Faith Muramba**, Joint Head-Credit Solutions, **Taquanta Asset Managers**
- Moderator: **David Rajak**, Executive Director, **Kendal Investment Partners**

15.15 Redefining sustainable infrastructure finance in Africa: Who is lending and what is available?

- Exploring the role of impact funds, regional & development banks and nonbank FI's: How are they supporting sustainable finance for infrastructure projects?
- What are the biggest challenges and risks that are associated with sustainable infrastructure financing?
- Unpacking the potential pitfalls that are linked to sustainable infrastructure financing: Which projects are most deserving?
- What is the potential impact of tech, such as blockchain, on infrastructure projects? How can Africa leverage these technologies to attract sustainable capital?

- **Ahmad Naccache**, CFO, **Telecel Group**
- **Shepherd Nkosi**, Group Business Development, **SLG**
- **Marcel Bruhwiler**, Manager: Infrastructure, **International Finance Corporation (IFC)**
- **Alarik D'Ornhjelm**, Head of Structured Trade & Export Finance (STEF) Middle East and Africa, **Deutsche Bank**
- **Lamine Seck**, Managing Director, **SF Capital**
- **Victoria Miles**, Founding Partner, **ImpactA Global**
- Moderator: **Abraham Byanyima**, Executive, Treasury, **Trade and Development Bank (TDB) Group**

16.00 Close of Day Two





SOVEREIGN, SUPRA & AGENCY FINANCING AND INVESTMENT

AFRICA

5th March 2024 | Cape Town International Convention Centre



***NEW FEATURE* JOIN US ON DAY 1 FOR THE SOVEREIGN, SUPRA & AGENCY FINANCING AND INVESTMENT AFRICA FORUM**

THE LARGEST GATHERING OF SOVEREIGN, CENTRAL BANK & DCM DECISION-MAKERS IN AFRICA WILL:



Facilitate connections between governments and sovereigns seeking investment opportunities/high returns, with IFIs, FIs and DFIs.



Provide a unique environment for lenders, investors, advisors and service providers to directly engage with senior African sovereign and central bank decision-makers.



Share insights into how African sovereigns manage debt and explore innovative financial mechanisms.



KEY STATISTICS:

100+ SENIOR ATTENDEES
20+ INDUSTRY SPEAKERS
4 EXPERT PANELS

INDUSTRY REPRESENTATION:



30%
GOVERNMENTS/
SOVEREIGNS



40%
DFIS & FIS



20%
INVESTORS



10%
MARKET
PRACTITIONERS

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14.20 Chairpersons opening remarks

- ◊ **Kwasi Kwarteng**, Head of International Capital Markets & Public Sector, **RMB**

14.25 Financing the future: How are WAEMU sovereigns managing their debt? What innovative financing mechanisms are they turning to?

- Investment vs. debt management: How much are sovereigns planning to raise? Where will investment be directed?
- Exploring debt sustainability: Unpacking sovereigns' bonds – how are governments able to access this market?
- Assessing the options for how sovereigns can restructure and/or refinance their existing debt obligations
- Engaging the international investor appetite for WAEMU local currency market: What do investors want to see from sovereigns?
- ◊ **Jean-Paul Ndjemba**, Chairman and Group CEO, **Matha Capital**
- ◊ **Bassirou Sarr**, Senior Advisor to the Minister, **Ministry of Finance Senegal**
- ◊ **Lanciné Diaby**, Managing Director, **Direction Générale des Financements**
- ◊ **Michael Ahonzo Avou**, Head of Global Markets Sub Saharan Africa, **Société Générale**
- ◊ Moderator: **Oulimata Ndiaye Diasse**, Managing Director, **UMOA-Titres**

15.10 Addressing how African Sovereigns can combat volatile global market dynamics: How are governments dealing with global and regional economic disparities?

- How does inflationary pressure and higher interest rates impact sovereigns' ability to refinance debt?
- What sources of financing are available to sovereigns to reduce fiscal deficits?
- How have rating downgrades affected sovereigns' ability to source funding? What options are now on the table?
- How are governments striking a balance between borrowing to support economic growth and maintaining ratings by lowering fiscal deficits?
- ◊ **Brian Kanzira**, Principal Economist, **Ministry of Finance, Planning and Economic Development Uganda**
- ◊ **Dean Tyler**, Chief Business Officer & Head of Global Markets, **BancTrust**
- ◊ **Constantin von Moltke**, Director, Syndication & Agency, **Afreximbank**
- ◊ **Keagile Lesame**, Senior Economist & Acting Director, **National Treasury, South Africa**
- ◊ Moderator: **Sanaa Tabani**, Head of Loan Syndicate Africa, **Standard Chartered Bank**

15.55 Diving deeper into government governance, transparency, and institutional development

- Fostering good governance: What transparency and accountability measures are in place?
- Strengthening legal and regulatory frameworks to enable institutional development and enhance effectiveness
- The role of innovation: Exploring the impact of technology adoption and innovation to leapfrog governance challenges
- How can investors help to create an environment that allows for a more transparent engagement with sovereigns?
- ◊ **Dr. Anthony Costa**, Investment Lead, **Private Office of the President, Republic of South Africa**
- ◊ **Laju Atake**, Senior Transactor, Debt Capital Markets, **RMB**
- ◊ Moderator: **Kome Ajegbo**, Vice President, Product Solutions & Sustainability, **Africa Finance Corporation**

16.30 Promoting sustainable development in African sovereigns: How are governments addressing the implementation of Sustainable Development Goals?

- What does a 'perfect' implementation of SDG's look like?
- Looking at Africa's environmental challenges: Which innovative solutions are out there? What is currently being done?
- What is the best way to leverage collaborative partnerships to have an effective SDG implementation?
- Best practices for identifying opportunities for regional collaboration and partnerships
- ◊ **Thavin Audit**, Acting Head of International Banking, **Bank One**
- ◊ **Moses Bekabye**, Technical Advisor to the Minister, **Ministry of Finance, Planning and Economic Development Uganda**
- ◊ **Simone Affana**, Head of the Risk Management Unit, **The Autonomous Sinking Fund, Cameroon**
- ◊ **Nana Spio-Garbrah**, Division Manager, **African Development Bank**
- ◊ Moderator: **Craig Weitz**, Principle: Export Credit, **Nedbank**

17.15 Chairperson's closing remarks followed by networking drinks reception





PRIVATE CREDIT AFRICA

6th March 2024 | Cape Town International Convention Centre



NEW FEATURE JOIN US ON DAY 2 FOR THE PRIVATE CREDIT AFRICA STREAM

THE FIRST AND ONLY EVENT DEDICATED TO THE DEVELOPMENT OF PRIVATE CREDIT IN AFRICA WILL:



Connect asset allocators and global funds with African private credit opportunities



Provide key learning opportunities for this developing financial market



Create an environment where asset allocators and global funds can pitch senior decision-makers from the private/SME sector for private credit business directly



KEY STATISTICS:

 **100+** SENIOR ATTENDEES
20+ INDUSTRY SPEAKERS
6 EXPERT PANELS

INDUSTRY REPRESENTATION:

 **30%**
SME COMPANIES

 **40%**
DFIS & FIS

 **20%**
INVESTORS

 **10%**
MARKET PRACTITIONERS

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CONNECTING ASSET ALLOCATORS AND GLOBAL FUNDS WITH AFRICA'S PRIVATE CREDIT OPPORTUNITIES

09.20 Chairperson's opening remarks

◊ **Kumeshen Naidoo**, Head, Debt Capital Markets, **Absa**

09.30 Overview of Africa Private Credit: Demand drivers, deal flow, and market capacity

- How much deal volume is there in Africa? Who are the lenders? What types of companies are accessing the market? What are investor expectations?
- Demand and supply drivers: Banking regulations? Underwriting standards? Hunt for yield?
- Capacity and size of the market: Is it a buyer or seller market?
- Credit regimes: How much work to get deals done in a timely manner vs. what returns?

◊ **Joe Mate**, Investment Director, **British International Investment**

◊ **Kobi Sam**, Managing Director, Alternative Credit, **Ninety One**

◊ **Motshidisi Mazibuko**, Senior Portfolio Manager, **Sanlam**

◊ Moderator: **Simone Baur**, Portfolio Manager, **Allianz**

10.15 Why, where and how are investors and asset allocators investing into Africa Private Credit?

- Credit investment in a rising rate environment: How are investors adapting their strategies and allocations?
- US High Yield vs. EM Investment Grade vs. Private Credit: What risk-adjusted returns are investors after?
- Risk vs. return, structure vs. liquidity: What are investors in Africa private credit's criteria for investment?
- Are funds with global mandates looking at opportunistic/cross-over opportunities? In what size? What are their criteria?

◊ **Victor Germeshuizen**, Principal, Debt Capital Markets, **Absa**

◊ **Asanda Notshe**, Chief Investment Officer, **Mazi Asset Management**

◊ **Gyongyi King**, Chief Investment Officer, **Alexander Forbes**

◊ **Johan Marnewick**, Head of Credit Alternatives, **Stanlib**

◊ Moderator: **Mohan Vivekanandan**, Group Executive: Coverage, **DBSA**

11.00 Coffee and networking break

11.30 Why do companies choose to raise capital through Private Credit? How do they do it? What are the benefits?

- Private credit vs. private equity vs. commercial loans: What is the capital raising thought-process of CEOs and CFOs when weighing up the pros and cons of Private Credit?
- What types and size of companies are potential Private Credit borrowers? What sectors are they coming from and what makes their companies suitable candidates for Private Credit?
- Structure vs. pricing vs. size: What are the economic and capital advantages and disadvantages of Private Credit compared to other debt markets?
- Private credit as a bridge to senior debt: Case studies and templates for future deals

◊ **Brandyn Lilley**, Investment Specialist, **Ninety One**

◊ **Brent Blankfield**, Fund Manager: Private Debt, **Westbrooke**

◊ **Mornay Visser**, Head Credit, **Sanlam**

◊ Moderator: **Kasief Isaacs**, Portfolio Manager, **Mergence Investment Managers**

12.15 Expanding distribution channels for private credit deals: What role can Investment Banks, DFIs and IFIs play in the direct lending market?

- Globally, regionally, locally: How are commercial and investment banks participating in the private credit market?
- Credit enhancement, asset allocators, side-by-side lenders, distributors: What role can DFIs and IFIs play to support development and depth of the market?
- What opportunities are there for syndicators to distribute private credit deals?
- Private credit/private placement: Can DCMs act as connector between asset managers hunting for opportunities and commercial bank customers searching for growth capital?

◊ **Connie Bloem**, Co-Founder and Managing Director, **Mesh Trade**

◊ **Simon Bessant**, Director, **Texel Group**

◊ **Wegoki Mugeni**, Coverage Executive, East Africa Region, **Trade and Development Bank (TDB)**

◊ Moderator: **Menique Botha**, Principal: DCM Origination, **Nedbank**

13.00 Networking lunch

14.15 Bringing borrowers and lenders to the private market: How to source deals, build a pipeline, track-record and drive growth?

- Who are the companies that can borrower directly from asset managers? How do asset managers find them?
- How big is the market? How do investors source deals? How are funds building a track-record?
- How to obtain and have confidence in data presented to evaluate transactions
- Senior secured, high yield, distressed: What do private credit opportunities look like across Africa?

◊ **Nic Van Zyl**, Director, **Greenpoint Capital**

◊ **Conway Williams**, Head of Credit, **Prescient**

◊ **Jason Lightfoot**, Portfolio Manager, **FutureGrowth**

◊ Moderator: **Bankole Olukorede Osituyo**, Senior Investment Officer, Financial Institutions Group,

International Finance Corporation (IFC)

15.00 Private credit fund regimes and deal structuring: Is every deal bespoke? What happens in a default?

- What happens in a default's scenario? What mechanisms are in place so creditors can get title in a timely manner?
- Private credit fund regimes: What exists?
- Structure and documentation: Are deals moving towards standardisation or is every deal bespoke?
- How can regulators and legislators work with the market to speed-up development and bring down deal costs?

◊ **Sedick Abrahams**, Credit Analyst - Private Debt, **Sanlam**

◊ **Rolf Canto**, Head of Infrastructure Debt, **Old Mutual Alternative Investments**

◊ Moderator: **Nhlanhla Xulu**, Senior Funding Manager, **Industrial Development Corporation (IDC)**

15.45 Close of Day Two

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- 27Four Investment Managers
- ABInBev
- Absa
- Absa Bank Botswana
- Absa Bank Uganda
- Absa Securities UK Ltd
- Access Bank
- AD Global Investors Limited
- Aegis Managing Agency Limited
- Africa Data Centres
- Africa Finance Corporation
- Africa Specialty Risks Ltd
- Africa Trade Finance
- African Development Bank
- African Export-Import Bank (Afreximbank)
- African Infrastructure Investment Managers (AIIM)
- African Trade Insurance Agency
- Airports Company South Africa
- Allan Gray Investment Management
- Allen & Overy
- Aluwani Capital Partners
- American Tower Corporation
- Amundi Asset Management
- Arch Insurance
- Argon Asset Management
- Arise
- ARISE IIP
- Ariya Capital
- Ascot Wealth Management
- Ashburton Investments
- ASISA
- ASISA Enterprise Development Trust
- ASLA Group
- Aspen Holdings
- Autus Securities
- Avis Budget
- Axian Group
- Axxela Limited
- B B Energy DMCC
- Baker Mckenzie
- Banco Angolano De Investimentos (BAI)
- BancTrust and Co. Investment Bank
- Bank of Africa
- Bank of Africa UK
- Bank of Industry
- Bank One Limited
- Barclays
- Barloworld
- Bayport Management Ltd
- BIFM Capital
- BIO-Invest
- Blend Financial Services
- Bloomberg LLP
- Blue Earth Capital AG
- BofA Securities
- Botswana Development Corporation
- Botswana Housing Corporation
- Botswana Insurance Fund Management (BIFM)
- Botswana Motor Vehicle Accident Fund
- Botswana Savings Bank
- Bowmans
- BPL Global
- Bridge Taxi Finance
- British International Investment
- BUA International Nigeria
- Cape Berkshire Asset Management
- Carius Krueger and Partners
- CDP
- Centrafin
- Central Bank of Kenya
- Chappal Energies
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- Citigroup Global Markets Limited
- City of Cape Town
- Cliffe Dekker Hofmeyr
- Clifford Chance
- Commerzbank
- Connect Earth
- Credit Europe Bank
- Dangote Industries Limited
- Debt Management Office, Nigeria
- DEG Invest
- Delphos
- Dentons
- Deutsche Bank
- Development Bank of Namibia
- Development Bank of South Africa
- (DBSA)
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- GrowthPoint Properties
- GZ Industries Ltd
- Harith General Partners
- Helios Investment Partners
- Howden Group
- HSBC
- HSBC Bank Plc
- ICBC
- ICEA Lion Group
- IHS Towers
- Illovo Sugar
- Impaxis Securities
- Industrial Development Corporation (IDC) of South Africa
- Industrias GESA & Golden Swan
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- Letshego Holdings
- Lion's Head Global Partners
- LIV Cape Town
- Luxembourg Stock Exchange
- M&G Investments
- Marriott Investment Managers
- Marsh
- Marsh Credit Specialities
- Mashreqbank
- Matha Capital
- Matha Securities
- Mauritius Commercial Bank
- Merchant West Specialised Finance
- MIGA, World Bank Group
- Miller Insurance Services
- Minerals Development Company
- Ministry of Finance, Angola
- Ministry of Finance, Cameroon
- Ministry of Finance, Ivory Coast
- Ministry of Finance, Planning and Economic Development, Uganda
- Mizuho Bank
- Mizuho International
- MMI Holdings
- Momentum Metropolitan Holdings
- Moove
- MTN Group
- MUGF
- Munich Reinsurance Company
- Namibia Power Corporation (Nampower)
- National Bank of Egypt
- National Housing Finance Corporation
- National Treasury, Republic of South Africa
- Natixis
- Nedbank Corporate and Investment Banking
- Netcare
- New Development Bank
- Newmarket Capital
- Nigeria National Petroleum Company Ltd (NNPC)
- Ninety One
- Norsad Capital
- Norton Rose Fulbright
- Oceana Group
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- Old Mutual Alternative Investments
- Old Mutual Finance
- Old Mutual Investment Group
- Old Mutual Limited
- Old Mutual Specialised Finance
- Pareto Limited
- Petra Diamonds
- Phelan Energy Group Ltd
- POSTBANK South Africa
- Premium Pension Ltd (PPL)
- Prescient
- Presco PLC
- Principles of Responsible Investment
- Private Infrastructure Development Group - PIDG
- Proparco
- Prowess Investment Managers
- Public Investment Corporation (PIC)
- Rand Merchant Bank
- Rand Water
- Rawbank
- RDC Properties South Africa (Pty) Ltd
- Remgro
- Renaissance Capital
- S&P Global
- S&P Global Market Intelligence
- SA Home Loans
- SA Taxi Finance
- Safaricom
- Sanlam Investments
- Sanlam Specialised Finance
- Sappi
- Sasol
- Scania
- Scatec
- Securities and Exchange Commission Nigeria
- Seplat Energy
- Skybound Group
- SMBC
- SMBC Nikko Capital Markets
- SNPL Energy
- Societe Generale
- Sonangol
- South African National Roads Agency (SANRAL)
- South African POSTBANK Authority
- South African Reserve Bank
- Southchester Investment Managers
- Sovereign Risk Insurance
- Stanbic Bank
- Stanbic IBTC
- Standard Bank
- Standard Bank Angola
- Standard Chartered Bank
- Stanlib
- Stanlib Asset Management
- State Bank of India
- Sun Global Investments
- Taquanta Asset Managers
- Telecel group
- Telkom
- Texel Finance
- The Autonomous Sinking Fund, Cameroon
- The Standard Bank of South Africa Limited, DIFC Branch
- Thelo
- TMF Group
- Toyota Financial Services
- Trade and Development Bank - TDB
- Trans Caledon Tunnel
- Transaction Capital
- Trans-Caledon Tunnel Authority (TCTA)
- Transnamib Holdings Limited
- Transnet SOC
- TUHF 21
- TUHF Ltd
- Tysers
- U Can Grow Africa
- U.S. International Development Finance Corporation (DFC)
- Untapped Global
- V&A Waterfront Holdings (PTY) LTD
- Verdant Capital
- Vermeg
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“ With every passing year, the conference has grown in stature and its efficacy at drawing in fresh perspectives about African borrowers and issuers from market participants from across the world. It truly is turning out to be more than a regional debt market symposium, with networking opportunities now extending across all asset classes. If you are keen to follow the diverse borrowing strategies across the continent, and participate in it, this is one platform you need to be on! ”

Chiradeep Deb, Managing Director, Global Head of Investment Banking, **Mashreq**



“ This event has become UNMISSABLE! So fabulous to have the whole of the African market come together in Cape Town to share views and insights. The opportunities to make new meaningful connections are endless. If you are active in the African Loan or Bond markets attending this event is an absolute MUST! ”

Miranda Abraham, Co-Head Loan Syndications - London, **Rand Merchant Bank (RMB)**



“ It truly was a privilege to be in one room with some of the best minds in the region who shared a lot of insights from the issuers', investors' and rating agencies' perspectives. I'm certainly looking forward to what the 2024 edition brings. ”

Thokozani Nzimakwe, Finance Manager, **Eskom Finance Company SOC Ltd**



“ It was our first time and it was a success. It was a very good opportunity to meet up with investors and share views on the financial markets outlook. We discussed with key players how to manage our debt services and outstanding payments in treasury network. We hope that our discussion will end up with funds necessary. We will certainly be there next year. ”

Tela Samuel, Director of Treasury, **Ministry of Finance, Cameroon**



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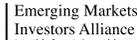
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