### **Europe-Africa Business Summit** April 28th - 30th · Hamburg · Germany

The State and the Future of European African Economic Relations





# **CCH Congress Center** Hamburg

## April, 28th - 30th 2008

### **Congress Center Hamburg**



Program is subject to change.

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### Welcoming you in Hamburg

Dear Ladies and Gentlemen,

African countries are presently experiencing a pick up pace expansion of international trade and investment, strengthened by an increasing domestic economic growth as well as an international interest which is penetrating the African market with a population of 900 million people. Following a strong performance in the year 2005 partly sustained by the rising global demand for oil and other minerals, Foreign Direct Investments (FDI) to African countries reached a new record level of \$38 billion in the year 2006. Whilst inflows remain highly concentrated and directed mainly towards oil-endowed countries, there are encouraging new trends emerging, such as the growth in trade and investment from emerging economies such as China, Russia, India and Brazil. Moreover, according to the "Doing Business Report" of the World Bank 2007 and 2008, African nations maintain their position among the top 10 reformers in improving investment climate for both domestic and foreign investors.

The year 2007 saw a change in Africa's agenda at high-level conferences ranging from the Heiligendamm G8 Summit in Germany to the Lisbon EU-Africa Summit, all united in the belief that business should be partners with governments, donor institutions and civil society in supporting sustainable development in Africa. The Europe Africa Business Summit (EABS) 2008 is building on this momentum and is a complementary to many other institutional events, which now clearly focus on taking development beyond aid and focus on sustainable development, while delivering tangible benefits for all. NEPAD Council is pleased to be an active partner in this process through our work with African countries, the New Partnerships for Africa's Development (NEPAD) and G8 governments and their institutions from the private sector especially the small medium enterprises.

As preparations come to a close, we are already very excited about the positive response we have been getting from international decision-makers in the public, private and global business sectors. With our partners, we are committed to seize this historic opportunity to advance both Africa's and Europe's business and commercial interests, while enabling processes for mutual benefit for the summit participants.

The Europe Africa Business Summit 2008 provides an opportunity to address progress in key areas covering the major market segments, with the aim of stimulating further action in areas where progress has stalled. The EABS provides a platform in which business leaders especially from the private sector, policy makers and academics will share ideas and build consensus around developing creative and sustainable business partnership relationships with Africa.

The highlight of the summit is a platform for direct business to business transactions that will be met through "one-on-one" meetings by matching companies, especially Small and Medium Sized Enterprises (SMEs) that are looking to actively engage in cross-continental trade and investment, as well as to enable participants to efficiently and effectively identify partnering opportunities.

Together with our partners, we welcome you to join us in Hamburg at this historic event and to give further impetus to the state and future of the European African business relationship.



Yours faithfully

Dr. James M. Kajete NEPAD Council European Representative Chairman EABS Organising Committee

### About the Summit

Europe Africa Business Summit 2008 is the first biennial Europe Africa Business Summit to take place in Europe, organised by private non-governmental bodies and strives to increase European private sector awareness of the many commercial opportunities in Africa. The major theme of the summit is **"The State and the Future of the European-African Economic Relationships"**.

#### Objectives

Coherent with the New Partnership for Africa's Development Objectives (NEPAD), the summit aims to provide a critical assessment of the current state and future of the European - African economic relationships.

More specifically, the summit will:

- present a critical assessment of current trade and investment climate in Africa and address specific policy issues that confront the European private sector in the African market place
- identify specific intra- and inter-regional needs in Africa and encourage multi-lateral cooperation between international investors and role-players, business practitioners and policy makers
- identify and review the need for trade-related technical assistance and capacity-building in terms of partnership with Africa
- showcase key development initiatives to the private & public sectors of the many commercial opportunities in both continents
- offer a biannual international platform for European and African enterprises, business leaders, policy makers
  and academics to share ideas and build consensus around developing creative and sustainable business
  relationships.

#### Who should attend?

All private and public institutions and entities active or interested in the opportunities and prospects offered by an intensified economic dialogue and exchange between Africa and Europe. Corporations, SMEs, governmental agencies and state-owned enterprises, policy makers, umbrella organisations and lobbying associations, NGOs: The list could be completed by your field of work if economic cooperation between Europe and sub-Saharan Africa is part of your agenda.

#### How can you get involved?

You are invited to highlight YOUR business profile by:

- Presenting your institution as a Sponsor of the Summit, benefiting from the numerous assets we established to ensure you an increased visibility
- Exhibiting and searching for prospect partners on-the-spot at your individually designed stand at the Trade Fair focused towards maximising the opportunities for all exhibitors to interact with and influence visiting trade professionals
- The Europe African Business Summit (EABS) will provide you with an ideal platform for business matchmaking to meet the people who really matter to you and your business
- You will showcase your products and services directly to your most important potential clients as well as reinforce your commitment to the market and to your existing contacts, thus enabling the formation of sectoral networks between the continents

### Summit Agenda (as at: Fabruary 2008)

The Main Events will consist of Opening and Plenary Sessions, Workshops and Lighthouse Project Presentations, Technical Excursions, Face-to-Face Business Meetings and Visit of the Exhibition.

#### Monday, 28th April 2008

- 07:30 Registration Open
- 09:00 12:30 Opening of the Plenary and Circuit of the Exhibition Hall G
- 10.00 18.00 Visit of the Exhibition Hall 3
- 12:30 14:00 Networking Lunch Break
- 14:00 15:30 Plenary Session 1: "Africa's Emerging Markets: Globalisation, Competitiveness and Integration" Hall G
- 15:30 16:00 Coffee Break
- 16:00 18:00 Workshops in Parallel Session (See Workshop Agenda) Hall B-F
- 19:30 21:00 Opening Reception "Framing the Issues" including Welcome by the Hanseatic City of Hamburg

#### Tuesday, 29th April 2008

- 07:00 Registration Open
- 08:00 09:30 Plenary Session 2: "Environmental Challenge as Economic Opportunity" Hall G
- 09:30 10:00 Coffee Break
- 09.30 18.00 Visit of the Exhibition Hall 3
- 10.00 18.00 Face to Face Business Meetings
- 10:00 12:30 Technical Excursions
- 10:00 12:00 Plenary Session 3: "Africa's Mass Market and the Growing Middle Class" Hall G
- 12:00 13:30 Lunch Break
- 13:30 15:00 Plenary Session 4: "Partnerships on equal terms for Sustainable Development" Hall G
- 15:00 15:30 Coffee Break
- 15:30 17:00 Workshops in Parallel Light House Presentations (See Workshop Agenda) Hall B-F
- 17:00 18:00 Plenary Session 5: Reports from the Monday Workshops Hall G
- 20:00 22:00 Gala Reception

#### Wednesday, 30th April 2008

- 07:00 Registration Open
- 08:30 10:00 Plenary Session 6: "Investment Climate in Africa" Hall G
- 10.00 18.00 Visit of the Exhibition Hall 3
- 10:00 10:30 Coffee Break
- 10.00 15.00 Face to Face Business Meetings
- 10:30 12:00 Plenary Session 7: "Finance of Investments in Africa and its Risk Management" Hall G
- 12:00 13:30 Lunch Break
- 13:30 15:00 Plenary Session 8: "Investing in Infrastructure" Hall G
- 15:00 15:30 Closing Session
- 1. The conference language will be English.
- 2. Alterations to be reserved.
- 3. Personal meetings between African ministers and decision makers from Europe can be arranged upon special request.
- 6

### **Session Topics and Speaker**

#### **Opening Session Speakers**

Jabulani Dhliwayo President NEPAD Council

Ursula Eid MP G8 Africa Personal Representative of the former Chancellor

Heidemarie Wieczorek-Zeul Minister of Economic Cooperation and Development (BMZ)

> Alpha Oumar Konaré Chairperson of the African Union Commission

Dieter Härthe Chairman BWA, Fed.Ass.for Economic Development and Foreign Trade

Helmut Asche Managing Director of the Institute of African Studies University of Leipzig

> Phil Waring Vice-President Sales Mazda Motor Europe

> > Moderator

Lynette Louw Vice-President NEPAD Councilg

**Plenary Session 1** 

Africa's Emerging Markets: Developing a Roadmap for Globalisation, Competitiveness and Integration

**Speakers** 

Jonathan Goodluck Vice President Federal Republic of Nigeria

Stanley Subramoney Deputy CEO of PriceWaterhouseCoopers

Strive Masiyiwa Founder and Managing Director Econet Wireless in Simbabwe

Thilo Hoppe MdB Chairman of the Committee for Economic Cooperation and Development in the German Paliament

> Zahid Torres-Rahman Business Action for Africa

Moderator Feyi Soluade-George Managing Director Dunia Oil and Technical Services, Nigeria As a result of technological advances, geographical distance no longer poses a barrier to global trade in financial and accounting services, customer support services and design services, among others. African companies are increasingly attracting off shoring opportunities with operations set up in countries such as Ghana, Tunisia, and Senegal, etc. This panel discusses how Africa can narrow the technology gap and become a premium destination for outsourcing opportunities

#### **Plenary Session 2**

#### "Environmental Challenge as Economic Opportunity"

**Speakers** 

Wolfgang Hofstätter Managing Director KAITO Energie System GmbH, Munich

EL Basam Chairman, International Development Center for Renewable Energies (IFEED)

> Aloys Hüttermann Georg-August University Göttingen

> > Moderator Andreas Hofmann-Dally Chairman, Afrisolar e.V

Africa is blessed with a unique opportunity; its young stage of maturity along the development curve gives the continent the choice to modernize and industrialize its nations in an environmentally conscious manner by engaging in innovative development strategies that promote both increased economic growth as well as conservation while investing in clean energy. What are some of these strategies and what opportunities are there to use established innovative technologies from the EU?. Therefore, the aim of this panel will be to examine the increased meaning of renewable energies in Africa's energy mix, its contribution to cover raised energy demand and to showcase some renewable energy projects successfully realised in Africa.

**Plenary Session 3** 

"Africa's Mass Market and the Growing Middle Class"

**Speakers** 

Samuel Esson Jonah KBE

President - AngloGold Ashanti Ltd

P. Lazarus Zim Chairman of Kumba Iron Ore, President of the Chamber of Mines, Board member of Anglo American S.A. Limited

> Paul La Montagne Enablis Director

Lynette Chen CEO of NEPAD Business Foundation & Enablis Director

> Moderation Ambassador Eugene-Richard GASANA Embassy of the Republic of Rwanda

The newly affluent middle- class in Africa is spearheading a peaceful but dramatic revolution in which blacks are starting to flex their economic muscle as earners and consumers. Increasing numbers of blacks in Africa are working in middle-class professions as lawyers, doctors, psychiatrists, engineers, tax consultants and stockbrokers. Black businesses, large and small, are sprouting like mushrooms. The rise in black purchasing power is having a marked impact on the African economy and attracting the attention of international investors. More and more companies are boosting their sales figures by targeting their products to the black consumer. The panel will discuss the importance of the increased buying power for the local economies and the chances for European goods.

Plenary Session 4 Partnerships on Equal Terms for Sustainable Development

Speakers

Peter Krämer Chairman, Marine Services GmbH

John Hope Bryant Chairman & CEO, Operation HOPE

> Uschi Eid Partnership with Africa

#### Futhi Mtoba

Chair of Deloitte & Pan African Infrastructure Development Fund (PADF)

Gwendoline Konie Light on Africa

Ibrahim Mohamed Mo Ibrahim Foundation

Moderator Diethelm Frederic Reschke President of Efficiency Foundation International

The neighbouring continents, Africa and Europe, are growing closer together. Future global strategies and solutions of European enterprises will also have to involve the African continent if they do not want to end up in the backwater of global competition. The development of business relations with African enterprises and business partners will only achieve success in this context if partnerships are concluded on equal terms. Africa, on the contrary, may not simply expect to receive development aid, rather it is being called upon to play an active role in presenting its economic power and attracting direct investments. The involvement of European business in Africa not only leads to the creation of additional jobs and an improvement in the quality of life, but also to a transfer of knowledge and therefore to a strengthening of the economies and political structures. The panel will discuss the importance of equitable partnership and the way on doing business in Africa.

#### Plenary Session 5 Reports from the Monday Workshops

#### Plenary Session 6 Investment Climate in Africa

#### **Speakers**

Lean-Louis EKRA President African Export-Import Bank (Afreximbank)

Stanley Subramoney Deputy CEO of PriceWaterhouseCoopers

Alhaji Aliko Dangote Chairman, Dangote Group of Companies Nigeria

Belynda Petrie CEO, Oneworld Investments, Cape Town, RSA

#### Representative of DEG/BMZ/

Mazi Sam Ohuabunwa Chairman Nigerian Economic Summit Group Ltd/Gte

Moderator Tumenta F. Kennedy Building Global Cooperation Wittenberg Center for Global Ethics, Germany

The stream of good news about Africa's economic performance continues with the release of the UN's The World Investment Report 2007: Foreign direct investment (FDI) has doubled both as a result of growing interest in the continent and a friendlier climate for investors. FDI rose from \$ 18bn in 2004 to \$ 36bn in 2006. Africa as a whole is certainly becoming more integrated in to the global economy, given that outflow of FDI also reached a record level in 2006 of \$ 8bn. The investment climate for FDI flows to the region had improved. Many African countries incorporated measures into their policy and regulatory frameworks to ensure steady inflows of FDI and to increase those flows which have the most positive impact on the development of their economies. Prospects for FDI into Africa continue to be positive because of the high global commodity prices as transitional corporations are taking advantage of good returns on investment. The panel will debate on which industries are promising, which regions attract investments and why unfair trade restricts growth.

#### Plenary Session 7 Finance of Investments in Africa and its Risk Management

#### **Speakers**

Geoff Rothschild

Stakeholder & Government Affairs Director of Johanesburg Stock Exchange (JSE)

Leopold Kamga Wafo DEG- Deutsche Investitions- und Entwicklungsgesellschaft mbH

> Rt. Hon. Rotimi Amaechi Executive Governor, River State (Nigeria)

Euler Hermes Executive Chairman, Federal Export Credit Guarantees-AG

> Wiseman Nkuhlu Former CEO NEPAD Secretariate

> > Moderator

Amichia Biley Senior Investment Officer, DEG

Africa offers good prospects to international investors. In many of these countries there is an increasing demand for private enterprise initiatives and the private sector has shown a willingness to invest. Various forms of financing investments in Africa such as equity capital, mezzanine finance and long term loans as well as Public Private Partnership programs are in place. The panel will debate on where to source financing and how to secure the investments.

#### Plenary Session 8 Investing in Infrastructure

Speakers

Chief Ndutimi Alaibe Managing Director Niger Delta Development Commission

#### Jack van der Merwe Chief Executive Officer

Gautrain Management Agency

#### Futhi Mthoba

Chair of Deloitte & Pan African Infrastructure Development Fund (PAIDF)

#### Laurent Assembe

Director Business Development and Sales

### Klaus Thormählen

Klaus Thormählen GmbH

#### Portia Molefe

Director-General, Department of Public Enterprises Republic of South Africa

#### Moderator

Thomas Schaal Managing Director, ESA-Meridian

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Africa's rise to prominence as a manufacturing location has been slowed by its limited infrastructure capacity. The ability to mass produce at low unit cost and compete in the global market requires bold and heavy investments projects like the production of electricity, water supply and transport both to industry and to the masses. After the preparatory phase, NEPAD is now investing in infrastructural projects like the Inga Dam in the Democratic Republic of Congo. When completed, the dam will generate sufficient electricity for the entiresouthern region of Africa and is just one example of major infrastructure development that this panel will discuss.

### WORKSHOPS

Monday, April 28, 16.00-18.00 h

Track	Business Development Speakers and Title	Business Trends Speakers and Title	Business Implementation Speakers and Title	
Energy Sector	Aloys Hüttermann Georg-August University Göttingen	Stephen Karekezi Director of the African Energy Policy Research Network AFREPREN), Nairobi	Wolfgang Hofstätter Managing Director KAITO Projekt GmbH, Munich	
	Does Renewable Energy offer Business Opportunities in Africa?	The African Energy Outlook: DoesPartnerships of Renewable Energies Africa "The Role of Afrisolar e.V"		
	Moderator / Chair	Andreas Dally		
	Target / Result	Business Opportunities for Investment in the Energy Sector in Africa / Europe		
Corporate Responsibility	Peter Eigen Founder of Transparency International/ EITI	Ingo Pies The United Nations Global Compact	UNCTAD	
	Public Private Partnerships and Transparency Initiatives	s Can Businesses work against Corruption in all its Forms, including Extortion and Bribery? Lintellectual Property Arrangements: Implications for Developing Country Capabilities in the Supp of essential Medicines		
	Moderator / Chair	Amichia Biley		
	Target / Result	Doing better by Doing Good. Innovative Tools to enabl Companies to act responsibly		
True Partnership	<b>Uche Igwe</b> EITI Nigeria	Marlyn J. Davies Centre for Chinese Studies CCS), Stellenbosch University	Andreas Suchanek Wittenberg Center for Global for Ethics (WCGE)	
	Partnership Solutions for Today's Africa's Challeng- es towards a transparent Exploitation of Natural Resources in Africa: The EITI Example	The Scramble for Resources in Africa; Impact on the Global Commodity MarketsGlobal Ethics - The Wittenberg Empiric Approach for Pron Cooperation for m Advantage		
	Moderator / Chair	<b>Jürgen Langen</b> Managing Director German-Af	rica Foundation	
	Target / Result	The Search for Partnerships with Africa for mutual Advantages		

### WORKSHOPS Monday, April 28, 16.00-18.00 h

Track	Business Development Speakers and Title	Business Trends Speakers and Title	Business Implementation Speakers and Title	
Infrastructural Development in Africa, Future Plans and Projects	Raul Mateus Paula (req.) Head of Unit Centralised Operations for the ACP Countries European Com- mission EuroAid Cooperation	Futhi Mtoba Chair of Deloitte & Pan African Infrastructure De- velopment Fund (PADF) Office	Klaus Thormählen Managing Director Klaus Thormählen	
	Implementation of the EU- Africa Partnership for Infrastructure, Energy and Trust Fund	Africa's current Infrastructure Project and how the Private Sector can be involved	Evaluation of the Freight Traffic and Economic Flows in the Framework of a Sustainable Development of the East African Corridor	
	Moderator / Chair	Feyi Soluade-George, Dunia	Oil and Technical Services	
	Target / Result	Development, Trends and Implementation of infrastructural Projects		
Agriculture, Food Processing, Forestry	<b>John-David Kabasa</b> <b>Makerere,</b> University Kampala/Uganda	HChristoph Schaefer- Kehnert (req.) (CTO), Managing Directors GFA Consulting Group GmbH	Jan Raats Executive Dean: Faculty of Science and Agriculture, University of Fort Hare	
	Repositioning Animal and Biomedical Sector Invest- ment Systems in Africa under Globalisation: Neo-liberal Reform Dynamics & Strategic Optic	Product Labeling and Certification: The only Way to Sustainability and Market Access?	Rural Enterprise Advancement as sustainable Poverty Reduction Strategy	
	Moderator / Chair	Francois Lategan, University of Fort Hare		
	Target / Result	This Workshop will focus on the importance of Developing Agribusiness Opportunities as Important Vehicles for sustainable agricultural and rural Development and Poverty Reduction Strategies.		
Information and Communication Technologies (ICT)	<b>Jabulani Dhliwayo</b> General Chair -NC ICT Africa	Joachim Graf Managing Director and iBusiness & HighText Verlag	Pascal Gnamien Managing Director, Macro- media: Akademy for New Media Abidjan, Ivory Coast	
	Providing Connectivity in African Emerging Markets: The Contribution of ICT- Africa	Open Source as a new Application for ICT Cooperations in Africa's Emerging Markets	How can the New Media contribute in sinking Market Costs between Europe and Africa so as to allow African	
	Ainca		Businesses to penetrate the European Market	
	Moderator / Chair	Fisseha Mekuria, Ass. Prof. I	Businesses to penetrate the European Market	
		Fisseha Mekuria, Ass. Prof. I	Businesses to penetrate the European Market Head of Telecom Engineering com. + IT, GSTIT (Addis Ababa) Investment	

### WORKSHOPS

Tuesday, April 29, 15.30-17.00 h Light House Presentation (Case Studies)

Moderators: Peter METCALFE Fatoumata Sire Djakite,	Chairman THE FOUNDATION FOR THE DEVEL AFRICA TRADE CENTRE (PTY) LTD Ambassador of the Republic of Mali	OPMENT OF AFRICA (FDA)	
Track	Speaker / Trainer Case Study 1	Speaker / Trainer Case Study 2	
Light House (One)	Francois Lategan University of Fort Hare The AgriPark Value Chain Model The Nguni Stock Improvement Project	Jan Raats University of Fort Hare Fort Hare Dairy Trust project The National Woolgrowers' Wool Sheep Development Programme	
	The Role of Universities (like the University of Fort Hare) in community partnering pro- grammes like the Rural Enterprise Advancement Programme	The Role of agricultural Industry in Community partnering Programmes like the Rural Enterprise Advancement Programme	
Light House (Two)	ESA-Meridian	Frank Kretzschmar Stepwise Management	
	MAN Ferrostaal - South Africa oil and Gas Trade	Learning from Africa on organizational Change Processes (Case Study Equity Bank in Kenya)	
Light House (Three)	Heike Eggers	DiplIng. SFI Klaus Thormählen Managing Director, Klaus Thormählen GmbH	
	ana yi africa - Brücken nach Afrika e.V.	The East African Railway Proposal (Chances in Capacity Building and Small Industries Development)	
Light House(Four)	D1	EL Basam and Sam Essiameh NEPAD Council/IFEED	
	Upcoming Biofuel Industry	Orchiso-Bibeneha Project in Ghana	
Light House(Five)	Zemprosys	<b>Jörg Heynlein</b> Presse- und Öffentlichkeitsarbeit	
	Zemaurice Systems	Exchange with Africa	
Intercultural	ercultural Lynette Louw & CH Mayer :		
	Managing diverse value Orientations in South African Organisations.		
Light House(Six)	Jerry Chaembe	Eugene Nyagahene Founder & CEO of	
	Africa Business Information Bank	Tele10 Group Rwanda	

### **B2B Matching**

The Europe Africa Business Summit 2008 has been constipated with a format that enables registered delegates identify partnering opportunities and pre-arrange private one-on-one meetings with representatives of registered firms or participants hence selecting the most suitable potential partners.

Furthermore registered companies will be allocated at designated places from where they can conduct these one-on-one meetings. In this manner business contacts are more focused and relevant. Professional support will be accessible to registered companies on request.

In order to register for the business matching aspect of the Europe Africa Business Summit 2008, one is required to complete the registration in full as a delegate; then secure and personal access will be granted where you will be able to:

- Fill in the profile of your company and expectations,
- Review all participants to the B2B meetings session, with their own profile and expectations
- Express meeting wishes with any participant appearing in the list.

Don't miss out on this excellent opportunity to meet future partners! Join us in Hamburg

### Excursions (to be proved)

On Thursday, April 29th (10:00 - 12:30 AM) delegates will have the possibility to join in excursions to companies from Hamburg and to discuss with high level executives. Already confirmed:

• Vattenfall Europe Hamburg AG (Power generation and distribution)

Further companies are requested. Details will be updated on the homepage. You can register for further excursions on site.

### **Exhibition and Exhibitors**

The emergence of many small and medium-sized enterprises on the whole African continent is crucial and will play a vital role in the economic regeneration and the reorganisation of the African national economies as supplement and alternative to the strategy which has been always followed by development aid.

Therefore, during the Europe Africa Business Summit 2008 in Hamburg, there will be an accompanying specialized exhibition taking place directly near the conference rooms. The goal of the exhibition is to increase the European business community's interest in Africa and vice-visa to expose to the public the many commercial opportunities that do exist between Africa and Europe to intend to promoting the private-economical development of the middle class businessmen and women owning small and medium-size enterprises on both continents and expose to the public the many commercial opportunities that do exist between Africa and Europe.

#### Who can attend?

The EABS Exhibition and Trade Fair 2008 will be a unique platform for sponsors, investment promotion boards or agencies, local, regional and multinational businesses, international and regional institutions, free zone representatives, financial institutions and consultants to showcase and to promote their products and services, to network with the right target groups and audience. With the presence of many companies and organizations from Africa and Europe, all Africa-relevant kinds of products, services and information from both sides that fall in line with the summits intention are expected to be shown during the entire event.

In the meantime the booking procedure for the accompanying trade exhibition is in full swing and nearly all sectors specific interested parties are in contact with us for example in the field of solar energy in particular, seems to be of great interest. Also in the fields of agriculture, construction (buildings, mechanical engineering), infrastructure, health and ICT will be represented at the EABS fair. In addition, there will be a large number of official country missions from Africa, numerous international media and non-profit organisations (e.g. universities and large banks from Africa). The project 'African Women Business Empowerment' is also presenting itself in the form of a large joint stand with 20 planned exhibitors. A total of over 100 exhibitors can be expected.

### African countries committed to send delegations

- Angola
- Democratic Republic of Congo
- Ghana
- Tanzania
- Ivory Coast

- KenyaLibya
- Madagaskar
- Mali
- Namibia



ZimbabweCameroonMalawi

Mozambique

### **NEPAD** Council as Organizing Association

NEPAD Council (NC) is a non-political and independent non-profit organisation (NGO) founded by African professionals and scholars with a pledge to support the New Partnership for Africa's Development (NEPAD) to achieve its mission. NEPAD is a socio-economic program of the African Union, developed by the Africans, based on partnership among African countries and their development partners with objective to promote sustainable development in Africa.

As a supporting partner, NEPAD Council's mission is to mobilise and to energise global action, marshal resources and expertise so as to provide impetus to NEPAD's objectives. The Council matches NEPAD's commitment with its own agenda to promote creativity in Africa, boost expertise and capacity, encourage democracy and good governance and provide more effective development expertise.

NEPAD Council is made up of members representing all African countries. Members of NEPAD Council are selected from exceptionally skilled individuals who can dedicate some of their free time to work towards the development of Africa.

NEPAD Council is recognized and endorsed by the NEPAD Heads of State and Government Implementation Committee (HSGIC). In the 2004 HSGIC meeting communique, it was noted "The HSGIC", with appreciation, a report that young African scholars based in the US, with outstanding academic records in their fields, had established a group, whose objective is to mobilise their intellectual capital for the implementation of NEPAD. The meeting decided that efforts be made to make contact with members of the group to meet with the Heads of State and Government in the USA during the G8 Summit." Following the Map to Meeting and the Meeting in Washington with president Mbeki who further endorsed the activities of the Council, NEPAD Council has many activities and projects around the globe.

Partners and Sponsors (as at February 2008)







# Centre for Enterprise





Premium quality build. Athletic, sporty styling. And to cap it all, improved fuel consumption and reduced C02 emissions. Little wonder the dynamic all-new Mazda6 is set to become the benchmark car in its class. So, if you're a free spirit who doesn't like following the crowd, visit www.theallnewmazda6.com Mazda is the Gold Sponsor of the Europe Africa Business Summit 2008

The new Mazda6. Now that's Zoom-Zoom.



By combining the strenth of SACOMA CENTRE FOR ENTERPRISE (SACOMA cfe) and the SACOMA BUSINESS INCUBATION PROGRAMME, we can help you succeed.

Whether it's helping individuals set up and run a business or helping existing businesses to grow, we are committed to providing services that make a positive difference to both people and organisations.

Our extensive skills encompass all aspects of implementation and operation, including;

a) Research & development b) Capacity building

c) ICT enablement d) Promote CSR programmes.

#### SERVICES INCLUDE:

- Sustainable information provision for businesses
- Business diagnostics and growth strategies
- Business incubation and mentoring
- Business skills and management development
- Business advisor training
- Access to finance and brokering
- Fundraising Consultancy
- Business cluster development
- Inter-firm linkages, learning and market access
- □ Supply and marketing chain management

- Technology support and development
- Support for product design, development and marketing
- Executive coaching
- Strategic business planning
- Succession planning
- Project development and management
- Monitoring and evaluation
- Franchise Development

Our unique edge is in the fact that we possess first hand knowledge of the field and communities where our clients are based in England and Europe as well as in sub Saharan Africa and creating global business links. Whether you are looking for intensive support or a regular business check or to Develop and coordinate private sector economic development projects to achieve sustainable development in post-conflict and developing areas, our qualified consultancy services can provide you with the support you need. We work with SMEs, NGOS, government departments, individuals and the private sector.



#### **UK OFFICE**

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### Partners

NEPAD Council is working in conjunction with its key international partners particularly from the private sector to organise and host the said summit in Hamburg/Germany. For details about the key partners and supporters, please contact the summit organising committee or see the logos on the organisation programme on the homepage. Also, being a Non-profit organisation, NEPAD Council has delegated the provision of services required for the successful realisation of the said event to identified service providers in order to implement vital activities before, during and after the event.







www.avenirnepad-germany.org

www.ufh.ac.za

www.esa-meridian.com





http://www.nepadbusinessfoundation.org

http://www.flyafrica.de

### Contacts

### EABS SUMMIT Organizing Association

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### **General Information**

### Registration

Please register online: http://www.europeafricabusinesssummit.org/giregistration.htm

If you are not pre-registered and you wish to register on-site, you are cordially invited to do so during the entire EABS Summit duration from April 28th, 2008 to April 30th, 2008. You may pay the registration fee as listed below either by cash or via your credit card (Euro/Master or Visa) directly at our Summit Office and during the official Summit Office opening hours.

Conference Fees:	Early Fee Registration until March 15th, 2008	Late Fee Registration after March 15th, 2008
Full Time Delegate*	EUR 700,-	EUR 850,-
Accompanying Person**	EUR 280,-	EUR 280,-
Corporate Package* (6 persons registered together, please use the PDF Form)	EUR 3.900,-	EUR 4.800,-
Single Day Ticket ***	EUF	R 270,-
Lunch for Delegates □ April 28 □ April 29 □ April 30	EUF	R 30,-

#### The conference fee covers the following items:

#### \* For full Time Delegates

- 1. Participation at the Summit Event
- 2. Admission to the Exhibition
- 3. Summit Material
- 4. Opening Reception
- 5. Gala Reception
- 6. Coffee Breaks

#### \*\* For Accompanying Persons

- 1. Opening Reception
- 2. Gala Reception
- 3. Participation in two guided Tours

(additional Tours can be booked individually, but will be charged)

#### \*\*\* For Single Day Tickets

- 1. Day Participation at the Summit Event
- 2. Admission to the Exhibition
- 3. Conference Material
- 4. Coffee Break

#### Summit material - Summit Conference Office in the CCH:

You may collect your complete summit material, including the summit program, name badges and all other items registered at the Conference Office that is situated in the entrance hall of the CCH - Congress Center Hamburg and during the official summit office opening hours:

Monday, April 28, 2008	07.30 - 18.00 h	
Tuesday, April 29, 2008	07.00 - 18.00 h	
Wednesday, April 30, 2008	07.00 - 16.00 h	

#### Payment

#### Bank transfer

In case of increase in value added tax all rates are subject to change without prior notice. Our General Terms and Conditions apply which you accept with the booking order. The payment has to be done together with the registration, the latest within 14 days after sending the invoice. Please remit the total amount pertaining to the registration fee, the social fee and/or hotel reservation in Euro with your registration to the above mentioned account. All bank charges must be covered by the participants directly.

#### Credit card

Please indicate on the registration form your credit card (Euro/Master or Visa) organization, credit card number, expiry date, CVC-number (last 3 digits on the back of the card) and name of card holder. The total amount of the conference fee/ social fee will be charged to your credit card at the next possible date. Your signature constitutes declaration of consent for the conference office to pass on your credit card data to the hotel, as a guarantee of the hotel reservation. This means it is not necessary to make a down payment to the hotel.

F. Hotel Accommodation (Deadline: March 02nd, 2008)	Distance	Single Room	Double Room	Breakfast
Rates are per room/night, incl. serv - Hotel rooms will only be reserved of the room rate for the 1st night)	after receipt of a g		credit card details o	r a deposit payment
		EURO	EURO	EURO
Hotel Fresena **	051	75,00	95,00	9,00 p.p.
Fürst Bismarck**	05 <sup>2</sup>	81,00	113,00	incl.
Hotel Wagner **	051	84,00	95,00	9,00 p.p.
Hotel St. Annen ***	15 <sup>2</sup>	89,00	115,00	incl.
Alster-Hof ***	051	90,00	120,00	incl.
Baseler Hof ****	051	99,00	129,00	incl.
Ibis Alster ***	10 <sup>2</sup>	101,50	131,00	incl.
Mercure an der Messe ***	10 <sup>1</sup>	118,00	133,00	incl.
Radisson SAS ****	051	130,00	130,00	21,00 p.p.
NH Hamburg City ****	15 <sup>1</sup>	139,00	139,00	16,00 p.p.
Grand Elysée*****	05 <sup>1</sup>	159,00	179,00	18,00 p.p.
Marriott *****	10 <sup>1</sup>	179,00	189,00	incl.
<sup>1</sup> walking distance to Congress Cen	<sup>2</sup> distance to Cong	ress Center in minu	utes by car/train	

### Hotels



- Radisson SAS Hotel
   Grand Elysée Hamburg
   Hotel Amsterdamm im Dammtorpalais \*
   Hotel Fresena im Dammtorpalais
   Hotel Wagner im Dammtorpalais
   Mercure an der Messe
   SIDE Hotel \*
   Alster-Hof
- 7 Baseler Hof 8 Marriott Hotel 9 Hotel IBIS Hamburg Alster 10 Hotel Fürst Bismarck 11 Hotel St. Annen 12 Steigenberger Hotel Hamburg \* 13 Novotel Hamburg Alster \* 14 Congress Center Hamburg

#### All hotels do have private facilities, telephone and TV

#### **Hotel Fresena**

The private 2-Star-Hotel is situated in the centre of Hamburg and in walking distance to the Dammtor Train Station, the Congress Center, the Hamburg Fair and the University. Some rooms have analogue internet connection. Public parking free of charge is possible right in front of the hotel. Several restaurants are situated in the area.

#### Hotel Fürst Bismarck

The 3-Star-Hotel is situated directly in the city at the Main Train Station and near to the Congress Center. It has W-Lan hotspots. Several restaurants are situated in the area.

#### **Hotel Wagner**

The private 3-Star-Hotel is situated in the centre of Hamburg and in walking distance to the Dammtor Train Station, the Congress Center, the Hamburg Fair and the University. The rooms are modern equipped and decorated with photo impressions of Hamburg. Free of charge public parking is possible right in front of the hotel. 24-hours check-in service is available as well as baggage storage.

\* not available

#### Hotel St. Annen

The private 2-Star-Hotel is situated in a central and quiet area. It is near to the Congress Center and Hamburg Fair. The rooms are contemporary and elegantly styled. The business centre is fully equipped with PC, ISDN-/modem, internet access and facsimile-connection. Several restaurants are situated in the area.

#### Alster-Hof

The private 3-Star-Hotel is situated directly in the city and in walking distance to the Congress Center and the Dammtor Train Station. The rooms are traditionally furnished. Some rooms have an analogue modem connection. The hotel offers a new fitness suite, packed with the latest cardio-exercise equipment, a sauna and solarium. Several restaurants are situated in the area.

#### **Baseler-Hof**

The private 4-Star-Hotel is situated directly in the city and in walking distance to the Congress Center and the Dammtor Train Station. The rooms are modern equipped and offer all the convenience of a 4-Star-Hotel. The wellness area includes sauna, steam bath and fitness room. The hotel has a restaurant and a vine bar.

#### Ibis Alster

The 3-Star-Hotel is located near to the Main Train Station and the Congress Center. It offers air-conditioned rooms with WiFi Internet access. It has a restaurant and a bar. Public indoor parking is possible.

#### Mercure an der Messe

The 3-Star-Superior Mercure is close to the Hamburg Fair and in walking distance to the Congress Center. The rooms are airconditioned and triple glazed and have WiFi wireless Internet access and a high speed transmission line. The Olive Tree restaurant offers Mediterranean cooking and the Lemon bar offers snacks and refreshing cock-tails. The hotel offers private indoor parking.

#### **Radisson SAS Hotel**

The 4-Star-Hotel is the tallest hotel in the city. It provides direct access to the Congress Center and is in walking distance to the new trade fairs. The rooms are tastefully decorated in a timeless and functional style. They are equipped with amenities expected of a first-class hotel. Non-smoking rooms are reserved on special floors. High-speed and wireless Internet access is available. The hotel has two restaurants and one bar. The wellness area includes an indoor pool, sauna area and a fitness center.

#### **NH Hamburg City**

The 4-Star-Hotel is close to the Congress Center. The suit-like rooms are modern equipped and include an own kitchen. The hotel has its own parking place. The wellness area includes a sauna and fitness centre.

#### Grand Elysée

The 5-Star-Hotel is in walking distance to the Congress Center and the Dammtor train Station. All the rooms are furnished to the highest level. They are non smoking rooms and have triple soundproofed windows and offer all the convenience of a 5-Star-Hotel. It has a luxury health and spa area. The outstanding restaurants are excellent. The hotel has its own parking place.

#### Marriott

The 5-Star-Hotel is located directly at the city and near to the Congress Center. The rooms are on the highest level

and offer all the convenience of a 5-Star-Hotel. It has its own wellness and spa area with sauna, pool and fitness Center. A parking place is available.

### **Social Programme**

For all conference participants of the EABS 2008 Conference, an extensive and diverse evening and accompanying Programme are at one's disposal.

#### **Classical Sightseeing Tour of Hamburg**

Covering the centre of the city incl. shopping areas, the city hall, inner and outer Alster lake, lined with lush parks and splendid villas, St. Michael's church and the historic Kramer Amtsstuben, St. Nikolai church, Deichstrasse, Speicherstadt with it's little museums; the old port area, Köhlbrandbrücke, the Elbe tunnel, Elbchaussee, Altona, Palmaille and fishmarket, St. Pauli, Reeperbahn, St. Pauli Landungsbrücken; museum ships Rickmer Rickmers and Cap San Diego, etc. Abt. 3.5 hours from/to CCH, photo stops possible.

#### **Guided City Shopping**

Whether you prefer chic small boutiques, glamorous shopping arcades or grand department stores: Shopping in the city centre will leave nothing to be desired. Most of the shops are open until 8 p.m. Join your expert guide on a stroll through the city centre on which you cannot only shop to your heart's content, but also do some sightseeing and enjoy culinary refreshments. Abt. 2 hours walking tour from/to CCH.

#### Historic and new Architecture

From Chilehaus and the typical historic Speicherstadt (warehouse sector) to the HafenCity (HarbourCity) and the Pearlstring of Altona, lining the river Elbe - Hamburg is in constant development. Sightseeing tour by charter bus guided by a Hamburg architect (English spoken) 3,5 hours.

#### **Social Program**

Please note that for each offered tour a minimum and maximum of participants is fixed. INTERPLAN reserve the right to cancel any tour due to lack of participation. All fees already paid for such cancelled tours will be refunded to the participants. Please note that cancellations done by the participant after February 28th, 2007 will be charged with an administration fee of 50% of the registration fee. No refund will be made after the mentioned date.

### Hamburg and Venue

Hamburg has many faces: it is a centre of trade and industry, a port city, a media metropolis, a university city, an arts centre, a shopping paradise and a leisure capital. Hamburg is Germany's second biggest city (following Berlin), with a population of 1.7 million. One of the major factors in its international significance is its port, and the world wide trading links associated with it. The city itself is over a thousand years old, and the port celebrated its 800th anniversary in 1989.

Trade and industry are particularly prominent here. Hamburg is home to many large German companies and numerous foreign corporations, making it Germany's leading centre for foreign trade. Its range of industries is extremely broad, including aerospace (second only to Seattle in aircraft production), electrical and mechanical engineering, food and beverages, the coffee, tea and tobacco industries and many, many more. It is a leading major banking and insurance centre.

Hamburg is a lively centre of international diplomatic activities: Apart from New York, there is no other city in the whole world that has as many consulates as Hamburg. And that is not all. Hamburg is also Germany's media capital with a strong presence of the magazine and newspaper press, TV, radio, new media, PR and advertising.

The city also maintains and cultivates its prominent position in the arts, with a wide range of theatres, the State Opera House, museums and art galleries offering a constantly changing program of international standing.

The city centre exerts a tremendous appeal on locals and visitors alike, and is particularly noted for its sophisticated shopping arcades and malls in a delightfully civilized setting.

The leisure facilities in and around the city are exceptional, deriving much of their character from lake and riverside views of the Elbe and Alster (with more bridges in Hamburg than in Venice !). The city itself is endowed with extensive parks and green spaces, and it is also a good centre for touring to attractive sites within easy reach.

#### Venue:

CCH-Congress Center Hamburg Am Dammtor / Marseiller Straße 20355 Hamburg

#### 1. Public transport

From the airport, by Airport Express bus to metro station Ohlsdorf. From there take metro U1 to Stephansplatz station. Fare: Euro 2.20 (subject to change)

Time required: approx. 35 minutes to main railway station (Hauptbahnhof)

With your name badge, you are entitled to use the Hamburg Public Transport System during the time of the conference. The network includes buses, S-Bahn and U-Bahn (metro) and some of the port ferries.

#### 2. Private Bus operators

Take Jasper Airport-City Bus to the main railway station (Hauptbahnhof) and from there take the S-Bahn to Dammtor Station.

Fare: Euro 4.35 single ticket and Euro 6.40 return (subject to change)

Time required: approx. 30 to 40 minutes to main railway station

#### 3. Taxi

The taxi trip from the airport to CCH takes between 30 and 45 minutes, depending on traffic conditions. Fare: approx. Euro 20.00

#### **Conference languages**

The Conference languages will be English

#### Electricity

The voltage in Germany is 220 V.

#### Handicapped facilities

WC's for the handicapped are available in the entrance hall next to Room 6 and in the lift hall next to rooms 1 and 2. Parking spaces for the handicapped are available on parking decks P1 and P2 next to the lifts. On request, handicapped persons will receive assistance from reception for use of the lifts.

#### Luggage

Left-luggage lockers are available (coin-operated, insert Euro 1,00) between the Conference Office and the reception of the CCH.

#### **Meeting Point**

The "Meeting Point" in the CCH lobby is a useful place to meet up with colleagues, etc.

#### Messages

Messages for all of the EABS 2008 Summit participants and exhibitors can be left at the Conference Office for posting on the "Message Board". Announcements for participants and exhibitors via the public address system are not possible.

#### Parking

Parking facilities are available in the CCH basement garage.

Women's parking spaces. there are 60 parking spaces on the lower park deck P2 reserved exclusively for women.

#### Phone / Fax

Participants can make national and international phone calls directly via credit-card and pay phones at the CCH Service Center. A credit-card operated telefax machine is also available there.

#### Post

There is a letterbox and stamp machine situated in the CCH Service Center in the Entrance Hall of the CCH. The nearest post office is at Stephansplatz, which is about a five minute walk from the CCH.

#### Taxi

There is a taxi pick-up point in front of the Radisson SAS Hotel Hamburg, which is directly linked with the CCH.

#### For further Information please contact:

INTERPLAN Congress, Meeting & Event Management AG Office Hamburg Eppendorfer Weg 204 20251 Hamburg Tel.:+49/ (0) 40/ 3250 9230 \* Fax: +49/ (0) 40/ 3250 9244 E-mail: eabs2008@interplan.de Internet: http://www.europeafricabusinesssummit.org Europe-Africa Business Summit 2008 April 28th - 30th · Hamburg · Germany The State and the Future of European African Economic Relations





## **Europe Africa Business Summit 2008**

### "The State and the Future of the European-African Economic Relationships"

April, 28<sup>th</sup> –30<sup>th</sup> 2008, CCH Congress Center Hamburg



Dr. James M. Kajete NEPAD Council European Representative Chairman EABS Organising Committee



While we continue to address these relationships, the private sector is ready to take a lead in driving African economic growth through innovative thinking. Attend the "MUST ATTEND" event in Hamburg for frank B2B meetings.

In Partnership with

- The Europe African Business Summit (EABS) will provide you with an ideal platform for business match-making to meet the people who really matter to you and your business. The accompanying exhibition will be focused towards maximising the opportunities for all exhibitors to interact with and influence visiting trade professionals.
- You will showcase your products and services directly to your most important potential clients as well as reinforce your commitment to the market and to your existing Contacts. Thus enabling the formation of sectoral networks between the continents.

#### Who Should Attend?

All private and public institutions and entities active or interested in the opportunities and prospects offered by an intensified economic dialogue and exchange between Africa and Europe. Corporations, SMEs, governmental agencies and state-owned enterprises, policy makers, umbrella organisation and lobbying associations, NGOS The list could be completed by your field of work if economic cooperation between Europe Africa is part of your agenda.

For more information, call Dr. James M. Kajete now on +49 (0) 551 3077161, email : kajete@nepadcouncil.org or visit www.europeafricabusinesssummit.org