



Entrepreneurship & Innovation 4 Growth

Conference Report 2017



Table of Contents

4	Introduction
6	About EMRC
7	AFIF 2017 Highlights
8	Executive Summary
10	AFIF Trainings
14	Official Opening
20	Address access to Finance in Africa
24	Financing Agriculture & Agribusiness
27	Financing infrastructure & energy projects
28	Financing Healthcare Projects in Africa
31	Special discussion: Entrepreneurship & Innovation for Growth
32	Exclusive Session: Ban Ki-moon, former UN Secretary General
34	AFIF Entrepreneurship Award 2017
38	B2B Meetings
40	AFIF in the media
41	AFIF Partners

The 11th Africa Finance & Investment Forum (AFIF) took place in Nairobi, from 13 to 16 February 2017.

Under the title “Entrepreneurship & Innovation 4 Growth”, the AFIF 2017 gathered over 200 participants to address the complex issues of access to finance in leading economic sectors in Africa – agriculture and agribusiness, infrastructure, energy and healthcare.

INTRODUCTION



The Africa Finance & Investment Forum (AFIF) 2017 was held at the Strathmore University in Nairobi, Kenya.

EMRC promotes sustainable development in Africa through the growing of business partnerships.

OUR VISION

EMRC's vision is a growing Africa, interconnected with the world economy in an inclusive and equitable manner. We are dedicated to strengthening the private sector, in order to establish a sustainable and vibrant African economy.

OUR MISSION

To achieve a solid private sector in Africa, SMEs and other stakeholders must benefit from quality learning, connections and development support. Our strategy is to provide Africa's decision makers from the private and public sectors with pragmatic business-designed platforms, networking opportunities, trade-missions and capacity development programmes.

OUR ACTIVITIES



Forums

360° platform that includes plenary sessions, B2B meetings, vocational trainings & the Entrepreneurship Award



Trade Missions

Exclusive field visits to access the latest technology and expertise of a particular sector.



Trainings

Tailor-made financial, commercial and management programmes to help you grow your business and advance your work practices.



Support Services

Prefeasibility and feasibility studies / Business plans / Business Advice to African Entrepreneurs and the Public Sector.

A 360° Experience

Training

The AFIF training "Scaling your Entrepreneurial Venture" was held at the Strathmore Business School. The entrepreneurs learned how to present a business plan, how to pitch and communicate their project and how to access funding in Africa.

B2B Meetings

Over 400 B2B (business-to-business) meetings between entrepreneurs and investors were organised during the conference.

Plenary Sessions

AFIF's plenary sessions addressed the complex issues of access to finance in leading economic sectors in Africa – agriculture and agribusiness, infrastructure, energy and healthcare.

Entrepreneurship Award

Christian Mwijage, Managing Director of EcoAct (Tanzania), won the AFIF Entrepreneurship Award 2017. EcoAct Tanzania is a social enterprise established to address the challenges of urban waste management, plastic pollution, deforestation and climate change.



Africa Finance & Investment Forum (AFIF)

The Africa Finance & Investment Forum (AFIF) is the most pragmatic annual meeting for African SMEs, investors, financiers, market specialists and policy makers. The forum provides a 360° experience, which includes an exclusive training for entrepreneurs, plenary sessions with international experts, a unique B2B meetings service and the AFIF Entrepreneurship Award.



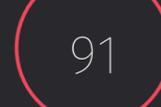
224 Participants



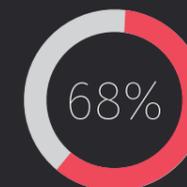
32 Countries



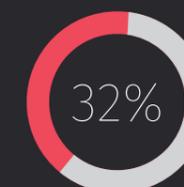
B2B Meetings



Companies



Men



Women

EXECUTIVE SUMMARY

AFIF 2017

Entrepreneurship & Innovation 4 Growth

Nairobi, 13-16 February



Small and Medium-sized Enterprises (SMEs) are the largest job creators in Africa. According to the World Bank, SMEs contribute to up to 45% of total employment and to up to 33% of national income (GDP) in emerging economies. However, SMEs are struggling to get access to finance, which is limiting their growth.

A diversified economy is indispensable to protect African countries from global financial, economic and environmental crises. SMEs are key to create a more balanced economy and therefore Governments should be responsible for building a welcoming environment for the private sector.

With this in mind, EMRC convened the **11th Africa Finance & Investment Forum (AFIF 2017)** at the Strathmore University in Nairobi, from 13 to 16 February 2017. Under the title “Entrepreneurship & Innovation 4 Growth”, the AFIF 2017 gathered over 200 participants to address the issues of access to finance in leading economic sectors in Africa – agriculture and agribusiness, infrastructure, energy and healthcare.

One of the main objectives of the forum was to connect entrepreneurs with potential investors. Over **400 B2B (business-to-business) meetings** were organised during the conference.

The AFIF programme included the training for entrepreneurs “Scaling your Entrepreneurial Venture” (13-14 February) at the Strathmore Business School. The entrepreneurs learned how to present a business plan, how to pitch and communicate their project and how to access funding in Africa. The training also included a special session about the Japanese Kaizen method, delivered by experts from the Japan International Cooperation Agency (JICA).

One of the highlights of the AFIF was the presentation of the finalists’ projects for the AFIF Entrepreneurship Award 2017, supported by the Rabobank Foundation:

- Melesse Temesgen – General Manager, Aybar Engineering, Ethiopia
- Dorothy Akinyi Onyango – Managing Director, R n G Company limited, Kenya
- Lydia Wambui – Managing Director, EuroFresh Exotics, Kenya
- Ndubuisi Ekeke – CEO, First Atlantic Semiconductors & Microelectronics, Nigeria
- Christian Mwijage – Managing Director, EcoAct, Tanzania



Christian Mwijage, Managing Director of EcoAct (Tanzania), won the AFIF Entrepreneurship Award 2017

EcoAct Tanzania is a social enterprise established to address the challenges of urban waste management, plastic pollution, deforestation and climate change. EcoAct recycles and transforms consumer plastic waste into durable and environmentally friendly plastic lumber. The winner received a cash prize as well as a one-year of communications and PR support.



Ban Ki-moon, former UN Secretary General delivered a keynote speech during the AFIF 2017

The former UNSG highlighted, “Social and economic development can only be led by the private sector”. He encouraged young entrepreneurs to form alliances and network with their peers.



AFIF’s plenary sessions addressed a range of topics around the financial needs:

Promoting Entrepreneurship & Strengthening the Capacities of Financial Institutions and Businesses; Providing Capital to Africa and Experience of Companies in Attracting Funds; Financing Agriculture & Agribusiness; Financing Infrastructure, Energy & Water Projects; and Financing Healthcare Projects in Africa.

Solutions to unlock funding for SMEs were discussed at large during the AFIF 2017, together with the need to invest in the education of the next generation in order to avoid a skills gap in the near future. During the conference, Kenya was highlighted several times as a country that has succeeded in attracting funds for the private sector. The economic growth in Ethiopia, Rwanda and Tanzania was also celebrated.

The AFIF 2017 was convened by EMRC and hosted by the Strathmore University; in collaboration with Kenya Investment Authority, Japan International Cooperation Agency, Rabobank Foundation, Afreximbank, African Guarantee Fund, USAID-East Africa Trade and Investment Hub, East-African Chamber of Commerce, AMSCO, Kenya Tourism Board, International Finance Corporation, ESPartners, European Investment Bank, Cadre Intégré Renforcé, Pharmaccess and Green Arava.

AFIF TRAINING



AFIF 2017 Training for entrepreneurs “Scaling your Entrepreneurial Venture”

Knowledge is key to entrepreneurship, as the success of a business depends on the understanding of the market and the tools available to adapt to it. Tailor-made trainings are an integral part of EMRC activities.



The Africa Finance & Investment Forum (AFIF) 2017 started with the training for entrepreneurs “Scaling your Entrepreneurial Venture”, held from 13 to 14 February. It was organised in association with Entrepreneurial Solutions Partners (ESP).

Trainers



Teddy Roux
Associate Manager,
ESPartners, Ivory Coast
(French)



Yvette Ingabire
Manager, ESPartners,
Rwanda (English)

The topics

- Success and Significance: Building profitable and impactful businesses
- Presenting a business plan to potential investors and partners
- Accessing sources of funding for projects in Africa

The objective of this training was to empower entrepreneurs with the tools to scale and grow their businesses and to prepare them to present a business plan to potential investors or partners. It also aimed to train them on how to pitch and communicate their projects and to advise them on how to access funding in Africa.

The agenda was built on three priorities:



Success and Significance: Building profitable and impactful businesses

One of the highlights of the first part of the training was the discussion about the mission of a business and how to build a company’s vision. The participants were invited to apply the SOAR analysis (Strengths, Opportunities, Aspirations, Results) - a re-framed version of the SWOT analysis - to their enterprises. Matters about knowing the market and the operating reality, and building an effective team were also addressed.

Presenting a business plan to potential investors and partners

The importance of having a good and dynamic business plan was stated several times during the training. Key elements of the plan such as the business description, the market analysis, the organisation management and the financial projections were examined during this part of the programme.

The trainers also shared some good tips for a great pitch with the participants, while showing some good examples from entrepreneurs in Zimbabwe and Burkina Faso.



Accessing sources of funding for projects in Africa

This part of the training included an interesting debate about alternative sources of funding in Africa. Participants engaged in a discussion about the challenges faced when dealing with traditional financial intermediaries such as banks and venture capital organisations. Solutions such as business incubators, growth stock markets, business angels, business grants and crowdfunding were considered.



“Entrepreneurs need to be incredible storytellers”
AFIF Trainer, Rwanda

AFIF TRAINING

Presentation by the Japan International Cooperation Agency (JICA)

JICA presented Japan's strategy to introduce the KAIZEN method in Africa in order to improve the productivity of enterprises in the continent. JICA is currently providing support to businesses in 7 African countries, with the promotion of foreign direct investment, infrastructure, industrial policies, human resources development and access to finance.



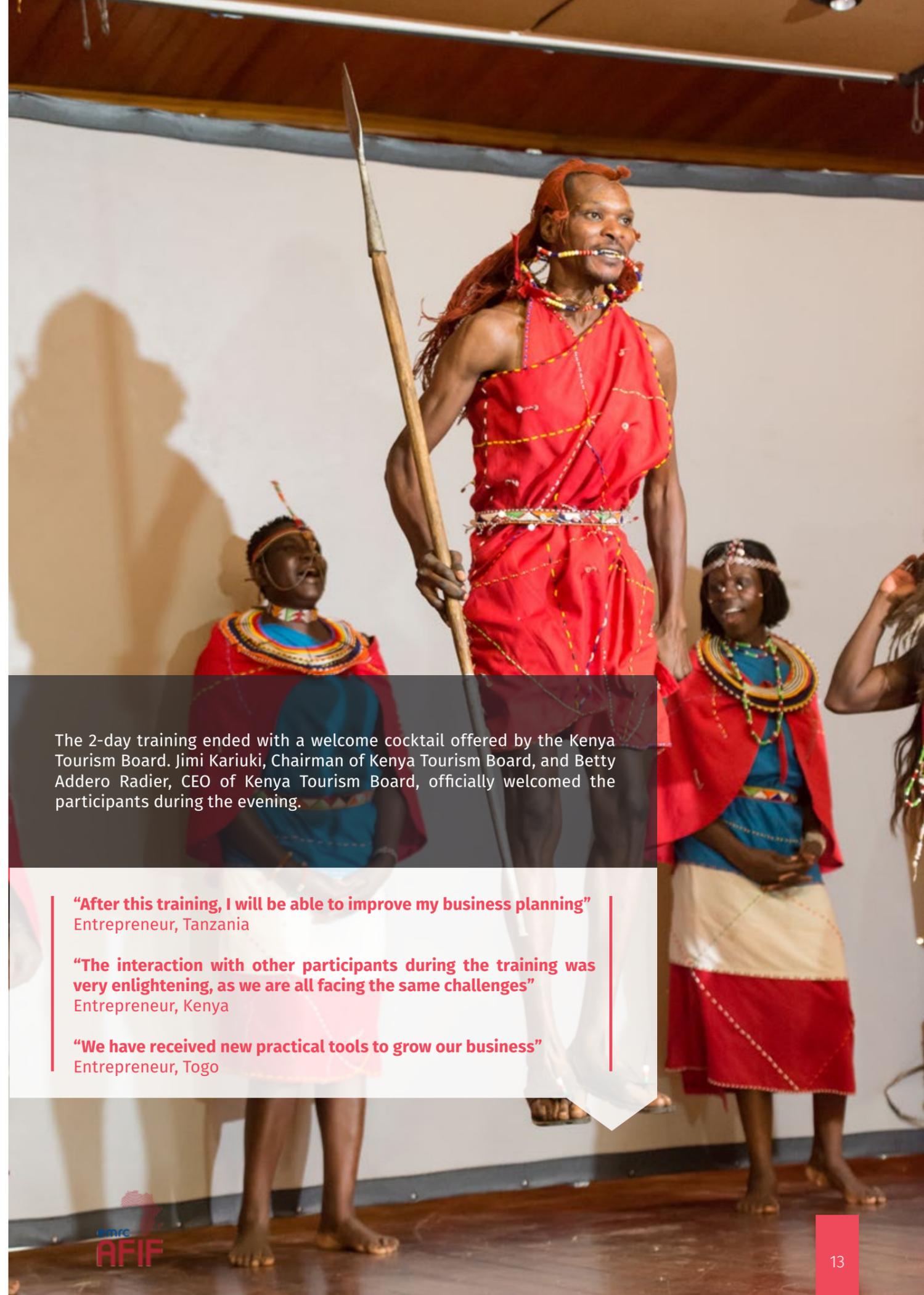
Presentation by GroFin

GroFin introduced its strategy to support businesses in Africa and the Middle East. They support firms that are in an early stage of development (start-up). GroFin provides equity capital or loans, while advising entrepreneurs on management, financial planning, marketing and reporting.



Presentation by the European Investment Bank (EIB)

The European Investment Bank (EIB) presented their priorities for investing in Africa, which include a strategic focus on infrastructure, energy, water, transport and telecoms. The participants had the opportunity to learn about the EIB loan facilities, its project cycles and the terms and conditions.



The 2-day training ended with a welcome cocktail offered by the Kenya Tourism Board. Jimi Kariuki, Chairman of Kenya Tourism Board, and Betty Addero Radier, CEO of Kenya Tourism Board, officially welcomed the participants during the evening.

"After this training, I will be able to improve my business planning"
Entrepreneur, Tanzania

"The interaction with other participants during the training was very enlightening, as we are all facing the same challenges"
Entrepreneur, Kenya

"We have received new practical tools to grow our business"
Entrepreneur, Togo

PLENARY SESSIONS



AFIF
Official Opening

The AFIF 2017 opening ceremony set the tone for the 2-day pan-African conference about investing and accessing finance in Africa. The Speakers welcomed participants coming from more than 30 countries. Both the challenges and opportunities of starting Small and Medium-sized Enterprises (SMEs) in Africa were addressed, together with the need to support SMEs' growth and development by improving the financing environment.



Idit Miller

VP & Managing Director, EMRC, Belgium

While SMEs are the top job creators in the African continent, most of them are struggling to get access to finance. This is the reason why forums such as the AFIF need to exist as a platform to connect entrepreneurs with investors. Ms Miller highlighted: "SMEs are the creators of the middle class in Africa. The creation of this middle class is the key for the sustainable development of any country, region or continent".

Izrael Pereira Da Silva

Deputy Vice-Chancellor, Strathmore University, Kenya

Mr Pereira introduced the @iLabAfrica, the Research Centre at Strathmore University, which is promoting research, innovation and entrepreneurship. Also the business incubator @iBizAfrica that is channelling the Entrepreneurship and Incubation theme under @iLabAfrica. @iBizAfrica seeks to tap the potential of the youth to develop ICT solutions that can help advancing society.



Luis Franceschi

Dean, Law School, Strathmore University, Kenya

Despite the many challenges entrepreneurs are facing when developing their businesses in African countries - poor infrastructure, lack of governmental support and difficulties in the access to finance - Mr Franceschi invited students and entrepreneurs to be creative and brave with their innovative business ideas. "You need to continue thinking out of the box," he insisted.

Pius Rotich

General Manager, Investment Promotion, Kenya Investment Authority, Kenya

Mr Rotich pointed out the excellent position of Kenya as the business hub in East Africa. He added: "the Government of Kenya is committed to growing a sustainable private sector, in line with the 2030 objectives". He invited the investors attending the AFIF 2017 to invest in key sectors such as agriculture, energy and tourism.



PLENARY SESSIONS



Keiko Sano

Chief Representative,
Japan International
Cooperation Agency
(JICA), Japan

The Yokohama Declaration (TICAD, 2013) recognised the private sector as a vital engine of growth, and called for supporting and strengthening the private sector in Africa. Ms Sano explained how JICA is supporting the private sector in Africa, by promoting structural economic transformation through economic diversification and industrialization. She emphasised: “There are many SMEs in more than 30 countries - 7 in Africa - that have embraced the Kaizen method. They have improved their productivity as a result”.



Joshua Mugodo

Director Economic Affairs,
Ministry of Foreign
Affairs, Kenya

Mr Mugodo participated in the AFIF 2017 representing Dr. Amina Mohamed, Cabinet Secretary for Foreign Affairs of Kenya, who is a great advocate for African SMEs. He celebrated the fact that Kenya is increasingly attracting international fora such as the Africa Finance & Investment Forum, which are creating new opportunities for the African private sector. Mr. Mugodo highlighted the importance of public policies in supporting SMEs and recognized one of the main challenges of the continent: “its infrastructural deficit”.



“SMEs are the creators of the middle class in Africa. The creation of this middle class is the key for the sustainable development of any country, region or continent”.

Idit Miller

VP & Managing Director, EMRC, Belgium

PLENARY SESSIONS

Improving access to Finance in Africa

PART I – Promoting Entrepreneurship & Strengthening the capacities of financial institutions and businesses



Moderated by Arthur Levi
Member of the EMRC Executive Committee

Enabling access to finance for SMEs is fundamental for economic growth to continue in Africa. This plenary session focused on strategies to help entrepreneurs to access finance, as it remains one of the main obstacles for African entrepreneurs. The speakers addressed the problems of the formal financing sector, capital requirements and banking regulations, as well as innovative solutions to unlock sources of capital.



Rajiv Daya

Finance & Markets Global Practice, World Bank Group, Kenya

Mr Daya presented the results of the World Bank Report *Doing Business 2017*, a collection of data that aims to encourage smart, simple and efficient regulation. Only one African country – Mauritius (49) – is among the top 50 performers on the ease of doing business in 2017, followed by Rwanda (59), Botswana (71), South Africa (74) and Kenya (92). This report also confirms that access to finance remains the largest constraint for SMEs in Africa. Examples from successful collateral registries in Nigeria, Malawi and Liberia were also discussed.

Kenichi Ohashi

Senior Economic Adviser to the Presidency, Government of Kenya & Advisor, Japan International Cooperation Agency (JICA), Japan

Mr Ohashi shared some interesting lessons from East Asia with the audience, highlighting the positive performance of the economies of South Korea and Taiwan – two countries that have created an inclusive political economic system - and the good evolution of Thailand. He made two recommendations for states to finance heavy investments: increase domestic savings and channel them to productive investments.



Paul Malherbe

CEO & Managing Director, AMSCO, South Africa

There are 3 key inhibitors for business growth affecting emerging companies in Africa: talent shortage, cash constraints and working capital. Mr Malherbe focused on the need to invest in the education of the next generation in order to avoid a skills gap in the near future. AMSCO is currently working on the development of managers and professionals in the following emerging sectors: business services, clean technologies and renewable energy, automotive and health services.



Kanini Mutooni

Director for Investment, USAID East Africa Trade and Investment Hub, Kenya

Ms Mutooni explained that USAID East Africa Trade and Investment Hub is investing in SME projects that can make both social and financial returns. She highlighted the two leading African countries in terms of attracting investors: Kenya and South Africa, while criticizing the lack of flexibility of private financial institutions. She encouraged entrepreneurs to have an operational strategy for scaling their business before meeting potential investors.



PLENARY SESSIONS

Improving access to Finance in Africa

PART II: Providers of Capital to Africa and Experience of Companies in Attracting Funds

The financing gap halts SMEs growth. This plenary session focused on the trends and the challenges of the different sources of finance in Africa.

The speakers discussed solutions to bridge the financing gap for SMEs, a sector with a huge potential, but that financial institutions still consider too risky to invest in.

PLENARY SESSIONS



Moderated by Arthur Levi
Member of the EMRC Executive Committee

Joshua Obengele

Head of Risk, African Guarantee Fund (AGF), Kenya

Mr Obengele denounced the lack of market data on the SMEs market. According to the AGF, if more data was available, it would be easier for banks to engage in lending activities. Tools such as partial credit guarantees and the use of credit reference bureaus were addressed as a way to manage the risk of SMEs lending.



Paul Maasdorp

Managing Director, Emerging Capital Partners (ECP), Kenya

In order to evaluate SMEs, ECP, a leading private equity firm, focuses on the enterprise's financial performance, the experience of its management and the business potential. Mr Maasdorp highlighted the opportunities in the telecoms sector as well as the education sector, because, he said, "Government funding is not meeting the needs". ECP provides support to companies to expand across borders, building teams and financial reporting.



Guido Boysen

CEO, GroFin, South Africa

Mr Boysen explained how financial institutions are scared of investing in small growing businesses. GroFin is exclusively interested in small growing businesses that need funding to continue to grow but will never fit the criteria of the formal financial sector. The organisation takes an active approach to investments, providing equity capital or loans. They also advise SMEs on management, marketing, financial planning and reporting.



Jamal Isa

Investment Officer, IFC,
Private Equity Funds,
Kenya

"What we are seeing is more smart money coming into the continent," stated Mr Isa, while giving some examples such as the New York State Common Fund and the Singapore Government Investment Corporation backing some funds in Africa for the first time in 2016. He celebrated the fact that more and more investors are thinking about Africa as a place to invest and have positive returns. The continent is now professionalised enough to convince the investors.



Kudakwashe Matereke

Regional Manager East
Africa Regional Office,
Afreximbank, Egypt

Mr Matereke presented the Afreximbank's strategy to support intra-African trade. "The number of intra-African trade volumes is the reason why Africa has not grown at the pace that we want it to grow," he told the audience. The bank intends to create a good environment for the flow of goods and services across the continent, prioritizing agriculture, services and manufacturing sectors.

"What we are seeing is more smart money coming into the continent"

Jamal Isa

Investment Officer, IFC,
Private Equity Funds

PLENARY SESSIONS

Financing Agriculture & Agribusiness



Moderated by **Charles Kahuthu**
CEO, East African Chamber of Commerce, Industry and Agriculture (EACCIA)

A sustainable and resilient agriculture sector is crucial for Africa's economic future.

This plenary session addressed the available sources of funding for entrepreneurs in agriculture. The speakers also discussed strategies to provide technical support to achieve sustainable access to finance in the agribusiness sector. As it was discussed, it is clear that many jobs can be generated from the development of agribusiness in the continent. Therefore, it is urgent to improve its competitiveness.



Mohamed Sidibe

National Coordinator, Cadre Intégré Renforcé, Mali

While the West African Economic and Monetary Union is helping its members - Benin, Burkina Faso, Côte d'Ivoire, Guinea-Bissau, Mali, Niger, Senegal, and Togo - to stay competitive in the trade market, there is a huge financial gap in West Africa. Mr Sidibe pointed out the positive correlation between the increase of the number of loans to SMEs and the economic growth. He also explained how the economies of countries such as Mali are driven by agriculture. Governments should support this sector and help SMEs bring value and create jobs.

John Kabutha

Project Coordinator, IFAD/GoK Programme for Rural Outreach of Financial Innovations and Technologies (PROFIT), Kenya

"Agriculture is the leading sector in Kenya with a 30% direct contribution to the country's GDP" explained Mr Kabutha. The sector employs 40% of the total population and 70% of the rural population. However, it is struggling to attract funds as it is perceived as "risky" by financial institutions. IFAD is supporting this sector by setting up risk sharing facilities. The programme offers extra security to the commercial banks so that they can lend more to SMEs.



Barak Tamir

CEO, Green Arava, Israel

Mr Tamir shared the technical challenges that the company Green Arava, a global provider of sustainable food security projects and solutions, has encountered while working in the Galana Kulalu Model Farm Food Security Project in Kenya. Green Arava provides complete solutions from inception and design, to production and distribution. The company is interested in implementing more projects in East Africa and assist with funds. He encouraged entrepreneurs to invest in the training of their staff.

Tali Miller-Levin

CEO, Integral Group Ltd, Tanzania

Ms Miller-Levin pointed out the main problem of the agribusiness sector in Africa: its low productivity. "70% of the population of Tanzania is working in the agriculture sector, but this sector only contributes a 30% to the national GDP," she stated. She mentioned that using the adequate inputs and the right technologies and equipment, with the right access to credit, smallholder farmers will increase their yields by 100%. Integral Group Ltd. supports smallholder farmers in Tanzania by offering irrigation equipment, improved seeds and sustainable financial solutions. The company wants to replicate this model in other countries in Africa.



PLENARY SESSIONS

Christopher N. Nzuki

Chief Executive Officer, The Hive Group of Companies, Kenya

Mr Nzuki shared his personal journey and experiences in the entrepreneurship sector with his company The Hive Group, which trades bee products (honey, wax, propolis...) in 16 African countries. The advices that he shared with his peers included: invest in talent, have a diverse board and network, walk with professionals and try to self-finance value chains. He encouraged SMEs to improve their business resilience without forgetting that the goal of resilience is to thrive.



Financing infrastructure & energy projects



Moderated by Arthur Levi
Member of the EMRC Executive Committee

Africa's economic growth is happening despite the lack of infrastructure.

This panel aimed to address the funding available for infrastructure projects in Africa and the advantages and challenges of Public-Private Partnerships (PPPs). During the session, speakers also discussed the opportunities of renewable energy projects in the continent.



François Améguidé

Partner, Head Africa, GreenTec Capital Partners, South Africa

Mr Améguidé shared the perfect recipe for small business to attract investment: "To combine social and environmental impact with financial returns". He explained that GreenTec Capital Partners works with driven entrepreneurs with the objective to help them grow their businesses. The criteria they use to select projects looks at the following factors: business sustainability, growth potential, scalability, measurable impact and entrepreneurs profile.

Julius Karuga

Senior Investment Officer, African Development Bank, Kenya

The African Development Bank is supporting PPPs across Africa, in key sectors such as transport, energy and agriculture that are essential for Africa's economic development. Mr Karuga shared the example of the innovative Lake Turkana Wind Power Project, developed in Kenya. The support of the AfDB – with a partial credit guarantee – was crucial to give confidence to all the stakeholders involved in the project.



PLENARY SESSIONS

Financing
Healthcare
Projects in Africa



Moderated by **Jacqueline Kitulu**
National Chair, Kenya Medical Association (KMA)

SMEs have the potential to change the situation of the healthcare system in Africa.

This plenary session gave a fresh look at the trends, challenges and opportunities in the healthcare sector. All the Speakers agreed on the urgency of improving the quality and the access to affordable healthcare in Africa. They also celebrated the fact that financial institutions are starting to unlock funds for health projects and SMEs while highlighting the importance of PPPs in this field.



- Moderator: *Jacqueline Kitulu – National Chair, Kenya Medical Association (KMA), Kenya*
- *Biju Mohandas – Head, Health and Education IFC, Sub Saharan Africa, Kenya*
- *Evelyn Gitonga – Director East Africa, Medical Credit Fund, PharmAccess Group, Kenya*
- *Titus Karanja – MD and CEO – Sidian Bank, Kenya*
- *Michael Walli - Investment Associate, LeapFrog Investments*

PLENARY SESSIONS



Titus Karanja

MD and CEO - Sidian Bank, Kenya

Representing one of the first banks in Kenya that invested in healthcare projects, Mr Karanja explained one common challenge that his bank has faced: the communication barrier between medical professionals and financiers, given the high specialization of the sector. "Sidian is one of the few banks who are willing to touch first-time entrepreneurs, especially doctors that have practiced before - We want to promote entrepreneurship in this sector," he added.

Michael Walli

Investment Associate, LeapFrog Investments

Mr Walli talked about the need to create businesses with profit and purpose that can be sustainable. He encouraged entrepreneurs to really understand their enterprises - the market, the customers, the competitors... - before jumping to a scale-up phase. LeapFrog is also looking at developing innovative solutions for low income earners to access healthcare such as micro-insurances and healthcare wallets.



Evelyn Gitonga

Director East Africa, Medical Credit Fund, Kenya

Medical Credit Fund aims to turn needs and ideas from medical professionals into sustainable business models. Ms Gitonga said that they are working hard to demystify the health sector and to combat the popular belief that doctors are not businessmen. "In 2010 no bank was willing to sit down and have a discussion around financing the healthcare sector," she said. Repayment rates in the healthcare sector have proved to be higher than many other sectors; therefore more and more banks are now looking at the sector.

Biju Mohandas

Head, Health and Education IFC, Sub Saharan Africa, Kenya

Mr Mohandas pointed out the key role of technology in reducing healthcare costs in the coming years. The huge number of sensors that are coming in the market are making data collection easier, faster and cheaper. The priority of the IFC is to create an ecosystem with universal healthcare coverage.



Special discussion

Entrepreneurship & Innovation for Growth

The Africa Finance & Investment Forum 2017 concluded with a special session dedicated to entrepreneurship and innovation, the umbrella theme around which all the conference was held.



David Wang'ombe

Dean, School of Management and Commerce, Strathmore University, Kenya

Mr Wang'ombe focused on the need to translate the research and publications commissioned by universities into market solutions that can benefit the community. "This is the only way we will have real sustainable development," he said. Strathmore University is also trying to attract people that are already running SMEs to offer them practical programmes to develop management skills.

Joseph Sevilla

Director of @iLabAfrica, Research and Innovation Centre, Strathmore University, Kenya

Many tech companies with projects in Africa still need to bring professionals from other countries to complete certain activities. @iLabAfrica is training young Africans on digital skills in order to help them get access to in-demand jobs. Dr Sevilla highlighted the new opportunities in the fields of the Internet Of Things (IoT) and data analytics.



Ernest Chitechi

Manager, Kenya Climate Innovation Center (KCIC), Kenya

Mr Chitechi introduced the KCIC work on climate change and innovation. "Our ultimate goal is to help the country to adapt to climate change," he explained. All the solutions to fight against climate change have the potential to create new businesses that will - consequently - create new jobs and better customers. Mr Chitechi mentioned some innovative projects such as vertical farming and aquaponics.

SPECIAL SESSION

Ban Ki-moon, former UN Secretary General, delivered a keynote speech during the AFIF.

The former UNSG highlighted “Social and economic development can only be led by the private sector”.

Ban Ki-moon was the eighth Secretary-General of the United Nations (2007 – 2016). As UNSG, he contributed to mobilize world leaders around a set of new global challenges, from climate change and economic upheaval to pandemics and increasing pressures involving food, energy and water.



The former UN Secretary General stressed his strong commitment to advocate for the efficient implementation of the 2030 Agenda for Sustainable Development and its set of 17 Sustainable Development Goals (SDGs), which outline a universal and transformative vision for a better world.

Ban Ki-moon also encouraged young entrepreneurs to form alliances and network with their peers, while pointing out that governments should create the right environment for the private sector to operate without restrictions.

ENTREPRENEURSHIP AWARD

SPONSORED BY



The six finalists of the 2017 edition were selected for their social, economic and ecological impact, as well as their potential for growth and job creation nationally and regionally. The presentations of the projects in front of the audience of the AFIF 2017 took place on Wednesday 15 February. The winner was announced the same day during the gala dinner.

The jury of the AFIF Entrepreneurship Award 2017 was composed by Mr Pierre Van Hedel, MD, Rabobank Foundation; Mr Arthur Levi, Member of the EMRC Executive Committee; and Ms Idit Miller, VP & MD, EMRC. Mr Wachira Kariuki, MD, Classic Foods Ltd., Runner up of the AFIF Entrepreneurship Award 2015 introduced the session.



R n G Company ltd

EcoAct

FasMicro

Kimolo Super rice

Aybar Engineering

EuroFresh Exotics

Kenya

The company sells packaged Rhizo-fix (groundnut inoculum), a biofertilizer that ensures a more efficient groundnut production. It also collects the groundnuts from local farmers to produce affordable cooking oil.

Tanzania

The company addresses the challenges of urban waste management, plastic pollution, deforestation and climate change. They recycle and transform post-consumer waste plastic into durable and environmentally friendly plastic lumber.

Nigeria

The company has developed the “Zenvus”, an intelligent solution to collect soil data using a system of electronic sensors. Its mission is improve farming productivity.

Tanzania

The company is specialized in processing and marketing branded rice and sunflower oil. The project is environmentally friendly since smallholder farmers produce paddy using water run-off from nearby hills.

Ethiopia

The company has developed the “Aybar BBM”, a technology that prevents excess water from suffocating crops and stores it for later use. There is no other similar technology in the market.

Kenya

The company produces and exports fresh fruits and vegetables using innovative farming techniques. They also organise capacity building trainings for smallholder farmers.

ENTREPREURSHIP AWARD



EcoAct, 2017 Winner!

EcoAct Tanzania is a social enterprise established to address the challenges of urban waste management, plastic pollution, deforestation and climate change. EcoAct recycles and transforms consumer plastic waste into durable and environmentally friendly plastic lumber. The winner received a cash prize as well as one year of communications and PR support.

Christian Mwijage

“This award will help me to increase my production by 30%”

“Aside from the prize, I’m going back home very empowered thanks to the 2-day training that we have received. This is the best way EMRC is supporting entrepreneurs”

B2B MEETINGS

One person can make the difference in bridging the gap between you and your business goals. Connecting with the right people, industries or sectors is the way to achieve growth.

+400 Meetings

+10 meetings per company



Entrepreneur, Kenya

"A forum that brings together investors and entrepreneurs is crucial for Africa. The AFIF has been able to do this"



One of the main objectives of the AFIF 2017 was to connect entrepreneurs with potential investors. Over 400 B2B (business-to-business) meetings were organised during the conference.

Investor, United States

"I will evaluate some of the good opportunities that I found at the forum during the next weeks"

AFIF IN THE MEDIA

The Africa Finance & Investment Forum (AFIF) 2017 made national and international headlines!

- 
- 
- 
- 
- 
- 
- 



Ban Ki-moon: "Social and economic development can only be led by the private sector"
 By Press Release - February 20, 2017



- NaijaObserver News** <http://news.naijabusiness.com/view/252286-ban-ki-moon-social-and-economic-development-can-only-be-led-by-the-private-sector>
- THE AFROOLUTIONIST** <https://afroolutionist.com/2017/02/18/ban-ki-moon-social-and-economic-development-can-only-be-led-by-the-private-sector/>
- Nigerian Tell** <https://nigeriantell.com/news/ban-ki-moon-social-and-economic-development-can-only-be-led-by-the-private-sector-WK7vD9660>
- SAT PRESS RELEASES** <http://www.satpress.com/2017/02/17/ban-ki-moon-social-and-economic-development-can-only-be-led-by-the-private-sector/>
- NewsHub** <https://www.africanews.com/news/6159631-ban-ki-moon-social-and-economic-development-can-only-be-led-by-the-private-sector>
- ForeignAffairs.co.uz** <http://foreignaffairs.co.uz/2017/02/18/ban-ki-moon-social-and-economic-development-can-only-be-led-by-the-private-sector/>
- Nigeria News** <http://nigeriaobserver.com/EN/NG-422582>



2017 PARTNERS

- 
- 
- 
- 
- 
- 
- 
- 
- 
- 
- 
- 
- 
- 
- 



Avenue Louise 287/12
1050 Brussels
Belgium

Phone: +32 2 626 15 15
Email: info@emrc.be
Web: www.emrc.be