



# Africa World Business Congress

## Mali Investment Summit

### Provisional Programme

International Conference Centre (CIC), Bamako, Mali

<b>Congress Launch: Wednesday 15 November 2006</b>	
10:00	<b>Registration For All Participants</b> (Available throughout the day at CIC)
10:00 - 13:00	<b>ABR Annual General Meeting, Hotel Salam</b>  Departure for <b>tourist visits</b> to the Maison de l'Artisanat for spouses or participants  Departure for <b>business visits</b> to Malian companies: BATEX-CI, Complexe Tol Mali / Embal Mali / Alu Mali or the inauguration of a new Malian enterprise ( to be announced)
15:00 15.30 15.45 15.55 16.00 16.15 16.30	<b>Opening ceremony at CIC (International Conference Centre, Bamako)</b>  <b>Everyone to be seated</b>  <b>Arrival of HE Ousmane Issoufy Maiga</b> , Prime Minister, Republic of Mali  <b>Arrival of HE Amadou Toumani Touré</b> , President, Republic of Mali  <b>Opening Ceremony - begins</b>  <b>Musical interlude</b> ( Kora Player, Malian National Orchestra)  Introduction to <b>major foreign companies</b> who are participating by the Master of Ceremony  <b>Welcome address:</b> by <b>Minister Ousmane Thiam</b> , Minister of Investment Promotion & SME's, Government Spokesman, Republic of Mali  <b>Opening remarks by:</b>  <b>Dr. Soumana Sako*</b> , Executive Secretary, African Capacity Building Foundation  <b>Abdoulie Janneh*</b> , Executive Secretary of the United Nations Economic Commission for Africa (ECA)  <b>Dr. Donald Kaberuka*</b> , President, African Development Bank  <b>Hon Dr. Alhaji Bamanga Tukur</b> , CON, President, African Business Roundtable & Chairman, NEPAD Business Group  <b>Keynote address by: HE Amadou Toumani Touré</b> , President, Republic of Mali
17.30 - 18.30	Cutting of the ribbon to open the Exhibition by the <b>President of the Republic &amp; Hon Dr. Alhaji Bamanga Tukur</b> & visit of exhibition stands
19:30 - 22.00	<b>Welcome Cocktail Reception &amp; Entertainment</b> at the Hotel Mandé, sponsored by ABR / NEPAD ( Private Sector sponsor)

<b>Day One: Thursday 16 November 2006</b>	
09:00 - 17.30	<p style="text-align: center;"><b>Partnership Hall:</b> networking with Malian enterprises for business contacts</p>
09.00	<p style="text-align: center;"><b>Plenary 1: Why invest in Mali?</b></p> <p style="text-align: center;"><b>General presentation of Mali &amp; opportunities for investment</b> ( marketing Mali, what can Mali offer investors, API, one stop shop for business registration, investment incentives)</p> <p style="text-align: center;"><b>Presentation of Mali in a global context:</b> (major trading partners, membership of economic unions, sources of import-export, trade policy agreements that Mali has signed, trade classifications of Mali by World Bank, Standard &amp; Poors etc)</p> <p style="text-align: center;"><b>Brief Survey of Malian Production &amp; Opportunities for Investment</b> Keynote Speech by <b>Minister Ousmane Thiam</b>, Minister of Investment Promotion &amp; SME's, Government Spokesman, Republic of Mali</p> <p style="text-align: center;"><b>Comments by:</b></p> <ul style="list-style-type: none"> <li>• <b>Hon M. Abou-Bakar Traoré</b>, Minister of Economy &amp; Finances</li> <li>• <b>Hon. Hamed Diane Séméga</b>, Ministre des Mines, de l'Energie et de l'Eau</li> <li>• <b>Hon. Seydou Traoré</b>, Ministre de l'Agriculture</li> </ul>
10:30	<p style="text-align: center;"><b>Coffee Break</b></p> <p>( samples of Malian products made by local producers including ginger, baobab &amp; bissap juices)</p>
11:00	<p style="text-align: center;"><b>Plenary 2:</b></p> <p style="text-align: center;"><b>Financing Regional Infrastructure Projects in Africa:</b></p> <p><i>It is estimated that the African continent needs to find \$40 billion per annum to upgrade its infrastructure to reach the Millennium Development Goals. An effective African infrastructure is vital to a flourishing private sector. It will allow African goods to be made more cheaply, as well as allowing less costly and quicker access to regional &amp; worldwide markets. It will bring down the prices of imported goods and allow African companies to increase production &amp; efficiency.</i></p> <p><i>A sound infrastructure will lead to job creation with the growth of private sector activity &amp; poverty reduction by connecting rural producers. The only way forward is to build an infrastructure master plan on continent wide &amp; regional basis. How can this immense task be financed &amp; how can these funds be used efficiently?</i></p> <p style="text-align: center;"><b>Chaired by: African Development Bank</b></p> <p style="text-align: center;"><b>Topics to be discussed:</b></p> <ul style="list-style-type: none"> <li>• A current overview of already financed regional infrastructure projects.</li> <li>• What have been the successes &amp; the failures so far?</li> <li>• What are the criteria for financing a regional infrastructure project?</li> <li>• How to coordinate the efforts of all stakeholders involved in financing infrastructure projects? How can this financial outlay be recovered?</li> <li>• Do African countries have the capacity to absorb substantial funds from donor organizations?</li> <li>• How can legal and regulatory mechanisms in economic groups be harmonised to attract more private investment in regional projects?</li> <li>• Case studies of infrastructure finance cooperation with other regions: India, China, Japan, EU</li> </ul>
12:30	<p style="text-align: center;"><b>Lunch at CIC</b></p>

14:00	<p style="text-align: center;"><b>Session 3a</b></p> <p style="text-align: center;"><b>Presentation of major projects &amp; products of Mali</b></p> <p><b>Cooperation with other developing countries</b></p> <p><b>Comments by the private sector:</b> including foreign companies doing business in Mali &amp; Malian companies</p> <p><i>This session will give an important synopsis of some of the key projects that Mali has to offer to their partners and potential investors</i></p> <p><i>It will also give an overview of some of Mali's major products and plans for new products that Mali is planning to diversify into or to increase production of.</i></p> <p><i>The session will also feature comments from companies who are already active in Mali, both local and international, for a varied view of the current Malian business climate.</i></p> <p><i>Cooperation with other developing countries is another major theme of this session will examine the growing trade relationship that Mali is having with partners in South America, Asia &amp; the Middle East.</i></p>	<p style="text-align: center;"><b>Session 3b:</b></p> <p style="text-align: center;"><b>Public – Private Partnership in African Infrastructure Projects</b></p> <p><i>Private sector participation in African infrastructure projects has been predominately in the telecoms sector (73% of total investment)</i></p> <p><i>Private sector investment in African infrastructure has been on average \$2.6 billion per annum (1990-2004), far less than the \$5-\$12 billion that has been envisaged to reach the Millennium Development Goals. How can the private sector be reassured to increase their investment in more non telecom infrastructure projects?</i></p> <p style="text-align: center;"><b>Topics to be discussed:</b></p> <ul style="list-style-type: none"> <li>• Getting the legal &amp; regulatory framework right for private sector participation in projects</li> <li>• Risk management for financing infrastructure projects: structured finance, project debt provision and risk mitigation</li> <li>• The other side of the fence: what regulatory and policy frameworks would prevent the emergence of private monopolies?</li> <li>• What incentives are offered by regional bodies for private participation in infrastructure projects?</li> <li>• Private – Public partnership success stories: African BOT projects</li> <li>• What makes an infrastructure project financially viable for a private investor?</li> </ul>
15:30	<p><b>Coffee Break</b></p> <p>( samples of Malian products made by local producers including ginger, baobab &amp; bissap juices)</p>	

16:00 - 17:30	<p><b>Session 4:</b></p> <p><b>Diversifying Africa's human resource capability:</b></p> <p><b>Chaired by the African Capacity Building Foundation &amp; UNDP)</b></p> <p><i>Sub Saharan Africa needs to create 8 million new jobs per annum to absorb the increasing number of job seekers. Planning needs to start now to make sure that the workforce of the future has the necessary skills that the private &amp; public sector desires, which tend to be more specific &amp; transferable than are presently available. At the same time, Africa needs to build a more flexible, open and clear labour environment, which protects both the employer and employee. Africa should create a regulated human resource industry which can advise the Africa's future workforce to maximise, both their and the continent's potential opportunities.</i></p> <p><b>Topics to be discussed:</b></p> <ul style="list-style-type: none"> <li>• What are the available regional and domestic financing mechanisms that could be employed for human capital development?</li> <li>• Enhancing the entrepreneurial capacities of the Malian workforce to create a strong &amp; credible private sector (advice, institutional support, information &amp; technology transfer)</li> <li>• Creating a viable &amp; regulated African human resource industry (recruitment consultants &amp; job centers)</li> <li>• Strengthening human resource capacity in the African public sector</li> <li>• How can Africa's labor laws be unified, modernized &amp; liberalized?</li> <li>• How can Africa's education system be modernized, to cater for vocational subjects &amp; marketable skills aimed at future job opportunities?</li> </ul>
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19:00 - 20:00	<b>Visit to the National Museum of Mali &amp; the Prehistoric Museum</b>
20:00 - 22:00	<b>Gala Dinner &amp; cultural entertainment hosted by the Minister of Investment Promotion &amp; SME's</b>

<b>Day Two: Friday 17 November 2006</b>			
09:00 - 17.30	<b>Partnership Hall:</b> networking with Malian enterprises for business contacts		
09.00	<table border="1" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <p style="text-align: center;"><b>Session 5a: Doing Business in Mali</b></p> <p><i>This session will act as guideline for all companies interested in investing in Mali of how to launch a successful business in the country. It will detail the incentives that the Malian government is offering to investors. It will also assist interested parties to find out about the available banking, legal &amp; insurance systems, as well as advice on risk management. There will also be a presentation about Mali's recently revised investment</i></p> </td> <td style="width: 50%; vertical-align: top;"> <p style="text-align: center;"><b>Session 5b: Investing in African Electricity &amp; Water Infrastructure Projects</b></p> <p style="text-align: center;"><b>Water &amp; Sewage</b></p> <p><i>The Water and sewage industry account for only 1% of private infrastructure investment in Africa. Without access to water for industrial uses, business cannot function, without clean drinking water, the workforce's health will be effected, along with their productivity</i></p> <ul style="list-style-type: none"> <li>• How can investment in this industry be increased &amp; what are the hurdles to overcome?</li> </ul> </td> </tr> </table>	<p style="text-align: center;"><b>Session 5a: Doing Business in Mali</b></p> <p><i>This session will act as guideline for all companies interested in investing in Mali of how to launch a successful business in the country. It will detail the incentives that the Malian government is offering to investors. It will also assist interested parties to find out about the available banking, legal &amp; insurance systems, as well as advice on risk management. There will also be a presentation about Mali's recently revised investment</i></p>	<p style="text-align: center;"><b>Session 5b: Investing in African Electricity &amp; Water Infrastructure Projects</b></p> <p style="text-align: center;"><b>Water &amp; Sewage</b></p> <p><i>The Water and sewage industry account for only 1% of private infrastructure investment in Africa. Without access to water for industrial uses, business cannot function, without clean drinking water, the workforce's health will be effected, along with their productivity</i></p> <ul style="list-style-type: none"> <li>• How can investment in this industry be increased &amp; what are the hurdles to overcome?</li> </ul>
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	<p>code and their “one stop shop for business registration”</p> <p><b>Session 5c Tourism, Arts &amp; Culture in Mali</b></p> <p><i>Since 2002, revenue gained from the tourism sector has multiplied ten fold, making it one of the key growth industries in Mali. Mali’s historical sites are famous worldwide an increase in tourist numbers requires new investment in hotels and associated services.</i></p> <p><i>Mali is a global power for their unique cultural and arts industry. Malian music, cinema, photography textiles, jewelry &amp; crafts are a highly niche &amp; profitable industry to invest in.</i></p>	<p><b>Energy</b></p> <p><i>Access to affordable &amp; reliable electricity lowers transaction costs for local production as well as imports &amp; exports. What electricity generating infrastructure projects can maximise access to electricity for all?</i></p> <p><b>HEP</b></p> <ul style="list-style-type: none"> <li>• Many African rivers stand between two or more countries, what regional HEP Projects are currently active, how can HEP potential be maximised in Africa by new infrastructure projects?</li> </ul> <p><b>Electricity</b></p> <ul style="list-style-type: none"> <li>• Mali and its position in the West African Power Pool. How are Mali and its neighbours connecting with the second phase of the WAPP?</li> </ul>
10:30	<p><b>Coffee Break</b></p> <p>( samples of Malian products made by local producers including ginger, baobab &amp; bissap juices)</p>	
10:50	<p><b>Session 6a: Mining, Energy and Water in Mali</b></p> <p><i>Mali has become the third largest gold producer in Africa. Gold was the leading export product in 2004. Mali has many other unexploited mineral resources which are ripe for investment including: bauxite, iron ore, manganese, marble, diamonds, zinc, lead, uranium, calcium &amp; copper</i></p> <p><i>80% of the Mali’s electricity is generated by HEP &amp; the remaining 20% by thermal power. Due to Mali’s immense water resources from the Rivers Senegal &amp; Niger, hydroelectric potential is estimated at 1000 MW. Investment is required in several new HEP installations to achieve this.</i></p> <p><i>Mali (bio carburant) The Pourghère is a miraculous plant which flowers in the desert, its oil can be used for bio carburant. This a valuable alternative energy source and could assist cutting down Mali’s energy imports.. An investment in this project is well worth further investigation for investors.</i></p>	<p><b>Session 6b: Investing in African Transport Infrastructure Projects</b></p> <p><i>African transport infrastructure has only received \$3.2 billion of private investment (1994 – 2004). Road transport accounts for 90% of all interurban transport but physical links are sparse &amp; inadequate. Rail coverage is almost non-existent. Africa’s airports and ports need upgrading to meet international standards &amp; an increased volume of goods. Transport is key to building a successful private sector in Africa. Africa has the greatest amount of landlocked countries out of all continents. These countries can spend on average 40% of their export earnings on transport &amp; insurance costs.</i></p> <p><b>Topics to be discussed:</b></p> <p><b>Roads:</b></p> <ul style="list-style-type: none"> <li>• How to build an effective regional road grid to facilitate trade?</li> <li>• Are toll roads a realistic possibility for public private partnerships in building the African road network?</li> </ul> <p><b>Ports:</b></p> <ul style="list-style-type: none"> <li>• Port development: optimizing</li> </ul>

	<p><i>Projects in wind &amp; solar energy offer many possibilities also.</i></p> <p><i>Venezuelan – Malian energy cooperation</i></p> <p><b>Session 6c</b> <b>Trade &amp; Services in Mali</b></p> <p><i>An overview of Mali's, insurance, freight, transport, telecoms &amp; IT service industries</i></p> <p><i>Key presentations will focus on:</i> <i>Plans for new industrial estates in Mali which require investment.</i> <i>Plans for restructuring &amp; increasing capacity at Bamako Senou Airport.</i></p>	<p>existing capacity as the bedrock for expansion.</p> <ul style="list-style-type: none"> <li>• Establishing an effective intermodal system</li> <li>• Expanding international trade: poor freight logistics can be a costly impediment</li> </ul> <p><b>Airports:</b></p> <ul style="list-style-type: none"> <li>• Concessioning and or privatisation as a solution to improve airports</li> <li>• Generating increased commercial revenues from airports</li> </ul>
12:00	<b>Lunch at CIC or prayer time</b>	
14.00	<p><b>Session 7a:</b> <b>Agro industry &amp; Agriculture</b></p> <p><i>Cotton and livestock is Mali's second &amp; third biggest export product respectively. Only 1% of cotton is manufactured locally &amp; there are good prospects for investors in machinery &amp; expertise. Investors can reap good returns by financing processing &amp; packaging machinery for the production of milk &amp; meat for regional exports.</i></p> <p><i>Office du Niger is an area covering 4 million hectares, 1 million hectares of this is naturally irrigated, only 80,000 hectares are currently cultivated. Massive potential exists for agricultural production in this area &amp; for a fruits, rice &amp; vegetables in other locations.</i></p> <p><i>Sugar production projects</i></p> <p><b>Session 7c:</b> <b>Construction &amp; Real Estate</b></p> <p><i>Construction materials</i> <i>Cement production projects</i></p>	<p><b>Session 7b:</b> <b>Increasing Africa's Productive Capacity</b></p> <p><i>Africa's total exports amounted to \$232 billion (2004) equivalent to only 2.3% of global trade. Manufactures account for \$58.1 billion, agriproducts \$28 billion, fuel and mining products \$137 billion. Primary products therefore account for 71% of Africa's merchandise exports, out of this only 10% of Africa's goods were exported within Africa. Manufactured goods totaled 25.1% of exports &amp; 71% of imports. This session will look at solutions to increase Africa's production capacity of manufactured goods.</i></p> <p><b>Chaired by: UNIDO / USAID</b></p> <ul style="list-style-type: none"> <li>• Exploiting economies of scale, regional integration of production facilities to cater for supply &amp; demand.</li> <li>• Overcoming the technology gap</li> <li>• African Productive Capacity Initiative</li> <li>• Targeting production in line with international trade policies</li> <li>• How can cost effective, sustained &amp; internationally recognized services in testing, conformity &amp; assessment can be enhanced.</li> </ul>

15:30	<b>Coffee Break</b>	
15:40	<p style="text-align: center;"><b>Session 8a</b> <b>Synthesis, presentation of companies in Mali</b></p> <p style="text-align: center;"><b>Presentations:</b></p> <p>Results of networking at the Forum by companies</p> <p>Success stories</p> <p style="text-align: center;"><b>Presentation of companies:</b></p> <p>Groupe Ikatel ( Foreign investor) Anglogold Group ( Foreign investor) SIMPLAST ( National investor)</p>	<p style="text-align: center;"><b>Session 8b:</b> <b>Roundtable debate on Africa's trade policy led by the private sector</b></p> <p><b>Chaired by: UNCTAD / WTO / ECOWAS</b></p> <p>The decision making process when it comes to Africa's trade policy is usually kept at the level of senior government officials only, few African organizations have documented the more pragmatic voices of the private sector are largely missing in the policy process.</p>
16:45 – 18.00	<p style="text-align: center;"><b>Closing ceremony at CIC (International Conference Centre, Bamako)</b></p> <p>Presentation of conclusions of African World Business Congress &amp; Mali Investment Summit</p> <p>Announcements of any deals or intentions to invest or partner between participating organisations</p> <p><b>Closing remarks by: Minister Ousmane Thiam</b>, Minister of Investment Promotion &amp; SME's, Government Spokesman, Republic of Mali</p> <p><b>Closing remarks by: Hon Dr. Alhaji Bamanga Tukur</b>, CON, President, African Business Roundtable &amp; Chairman, NEPAD Business Group</p> <p><b>Closing keynote address: HE Ousmane Issoufy Maiga</b>, Prime Minister, Republic of Mali</p>	