



NORWEGIAN-AFRICAN BUSINESS SUMMIT 2014

**MAPPING THE AFRICAN
INFRASTRUCTURE LANDSCAPE**

DEAR PARTICIPANT



Akwabaa! Karibuni! It is with great pleasure that we welcome you to the 4th annual Norwegian-African Business Summit, the largest Nordic business conference on Africa. A special welcome to H.E. President John Dramani Mahama from Ghana, who will be giving today's keynote speech.

By gathering distinguished speakers and guests from the Nordic and African business communities, we hope that this Summit will give a unique opportunity to network across industries, make new business connections across countries, and share your experiences.

Today's theme is "Mapping the African Infrastructure Landscape". Developing infrastructure helps businesses thrive and economies to flourish. Investment in infrastructure accounts for over half of the recent economic growth in Africa. And the current infrastructure deficit provides many more investment opportunities, several of which the speakers will share in today's discussions. Following the opening plenary discussions, specific sessions will address the infrastructure landscape in the oil and gas, renewable energy, impact investment and agribusiness and aquaculture industries.

The Norwegian-African Business Association (NABA) is the only Norwegian-African chamber of commerce. We analyze the current landscape, advocate for more, better and safer

business collaboration between Norwegian and African business communities and host events for our 83 member companies. These events include investor trips, ambassador breakfasts, member luncheons, seminars and workshops as well as today's annual Summit.

If you are interested in becoming a member, it is our pleasure to welcome you to the network of members committed to growth. Through our membership in the European Business Council for Africa and the Mediterranean (EBCAM), we take part in a network of more than 4,000 European companies working in African markets.

Welcome to Oslo. Thank you for coming. And we hope that today will be a milestone in your journey.

**On behalf of the NABA team and board
Best wishes,**

Eivind Fjeldstad
ef@norwegianafrican.no



In World Business Class we'll turn into your rhythm

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PROGRAMME 2014

TIME	TOPIC	SPEAKER
08:15 – 09:00	Registration, Coffee and Tea	
09:00 – 10:30	PLENARY SESSION PART I	<i>Moderator: Mr. Mark Eddo, Mark Eddo Media Ltd</i>
	Welcoming Remarks	Mr. Børge Brende, Norwegian Minister of Foreign Affairs
	Keynote Speech	H.E. John Dramani Mahama, President of Ghana
	Presenting the Africa Energy Outlook	Dr. Fatih Birol, Chief Economist, International Energy Agency (IEA)
	African Infrastructure – Current Status and Looking Ahead	Sir Paul Collier, Centre for the Study of African Economies, Oxford University
10:30 – 11:00	Networking Break	
11:00 – 12:30	PLENARY SESSION PART II Africa's Infrastructure Deficit Equals Opportunities	<i>Moderators: Dr. Jolyon Ford, Chatham House and Mr. Mark Eddo, Mark Eddo Media Ltd</i>
	Panel Discussion Opportunities in Africa's Infrastructure Deficit	Sir Paul Collier, Centre for the Study of African Economies, Oxford University Ms. Helen Hai, CEO, China Africa Consulting Mr. Joseph Makoju, Honorary Adviser to the President/CE Dangote Group Mr. James Mworira, CEO, Centum Investments
	Panel discussion Financing Infrastructure	Mr. Jyrki Koskelo, Head of Strategy, Atlas Mara Group Mr. Fredrik Lindblom, Partner, DLA Piper Mr. Alex C. Taylor, MD, EMEA Head of Export & Agency Finance Treasury and Trade Solutions, Citi Mr. Charles Boamah, Vice-President Finance, African Development Bank
12:30 – 13:30	Networking Lunch	
13:30 – 15:15	SPECIAL SESSIONS: SESSION I IMPACT INVESTMENT	Mr. Reynir Indahl, Partner, Altor Equity Partners Mr. Kim Wahl, Chairman, Voxtra Ms. Sarah Namutebi, Director, Biyinzika Enterprises Ltd Mr. Oliver Karius, Partner, LGT Venture Philanthropy Mr. Kalle Moene, Professor, Department of Economics, University of Oslo Mr. James Mworira, CEO, Centum Investments <i>Moderator: Mr. Lanre Akinola, Editor, This is Africa/Financial Times</i>

TIME	TOPIC	SPEAKER
	SESSION II AGRIBUSINESS & AQUACULTURE	Mr. Erling Ølstad, Managing Director, Mester Grønn Mr. Pål Dale, Manager, Voxtra East Africa Agribusiness Fund Ms. Anne Mugaas, Senior Advisor Aquaculture, Norges Vel Mr. Arjen Boekhold, Tony's Chocolonely Mr. Øystein Botillen, YARA International <i>Moderator: Dr. Jolyon Ford, Chatham House</i>
	SESSION III RENEWABLE ENERGY	Dr. Fatih Birol, Chief Economist, International Energy Agency (IEA) Mr. Finn T. Jacobsen, African Plantation for Sustainable Development Mr. Ben Donovan, Partner, DLA Piper (UK) Mr. Terje Osmundsen, Senior Vice President, Scatec Solar Mr. Ryan Anderson, Section Leader Renewable Energy, Multiconsult <i>Moderator: Ms. Heidi Berg, Norfund</i>
	SESSION IV OIL & GAS IN WEST AFRICA	Ms. Tove Stuhr Sjøblom, Senior Vice President Sub-Saharan Africa, Statoil Mr. Sverre Skogen, Chairman, AGR Energy Mr. Jon Fredrik Müller, Rystad Energy Ms. Koosum Kalyan, Board Director, Aker Solutions Mr. Kristian Siem, Chairman, Siem Offshore Mr. Åsmund Mandal, Commercial Director for Africa, FMC Technologies Mr. Phillip Ihenacho, CEO, Seven Energy <i>Moderator: Dr. Gulbrand Wangen, INTSOK</i>
15:15 – 16:45	SPEED MEETINGS	Sign up for speed meetings during the breaks to meet: <ul style="list-style-type: none"> • African and Norwegian Ambassadors/Embassy Representatives (20+ Embassies) • Eksportkreditt Norge and GIEK (Guarantee Institute for Export Credit) • Information Office for Private Sector Development in Developing Countries • Comet Consular Services • FK Norway • Innovation Norway • INTSOK • National OECD Contact Point, Norway
16:45 – 18:00	Reception	

PLENARY SESSION PART I



H.E. John Dramani Mahama President of the Republic of Ghana

President John Dramani Mahama has held the position as Ghana's Head of State since July 2012. Prior to this President Mahama was the Vice President of Ghana from 2009 to 2012, Member of Parliament from 1997 to 2009 and Minister of Communications from 1998 to 2001. He is also a writer, and expert in history and communications, having studied each consecutively at the University of Ghana, Legon, until 1986. He then moved to Russia where he continued his studies at the Institute of Social Sciences in Moscow.



Mr. Børge Brende Norwegian Minister of Foreign Affairs

Mr. Børge Brende was appointed Minister of Foreign Affairs in October 2013 and represents the Conservative Party. He has served as Managing Director, and Member of the Managing Board, in the World Economic Forum, Secretary General of the Norwegian Red Cross and Chair of the UN Commission on Sustainable Development. Mr. Brende holds a BA in Economics, law and history from the Norwegian University of Science and Technology (NTNU).



Dr. Fatih Birol Chief Economist, International Energy Agency (IEA)

Dr. Fatih Birol is the Chief Economist and Director of Global Energy Economics at the International Energy Agency in Paris. Regarded by Forbes Magazine as among the most influential people on the world's energy scene, he is a member of the UN Secretary-General's 'High-level Group on Sustainable Energy for All' and the Chairman of the World Economic Forum's Energy Advisory Board. Prior to joining the IEA in 1995, Dr. Birol worked at the Organisation of the Petroleum Exporting Countries (OPEC) in Vienna.



Sir Paul Collier Centre for the Study of African Economies, Oxford University

Sir Paul Collier is Professor of Economics and Public Policy at the Blavatnik School of Government; a Professorial Fellow of St Antony's College; and Co-Director of the Centre for the Study of African Economies, Oxford. He has served as Director of the Research Development Department of the World Bank and is currently adviser to the Strategy and Policy Department of the IMF, adviser to the Africa Region of the World Bank, and adviser to DfID. His research covers the causes and consequences of civil war; the effects of aid and the problems of democracy in low-income and natural-resources rich societies.



MODERATOR

Mr. Mark Eddo CEO, Mark Eddo Media Ltd

Mr. Eddo is the CEO of Mark Eddo Media, a UK based media and communications company that concentrates on the emerging markets of West Africa. Mr. Eddo's career in international news media spans 15 years and three continents. His experience includes working as Business and Economics Senior Correspondent for ITV News in London and as presenter and reporter for the BBC, where he regularly hosted the World Business Report on BBC World. He has also presented on MSNBC's technology program 'The Site', in San Francisco and ZDTV's Big Thinkers.

PLENARY SESSION PART II

AFRICA'S INFRASTRUCTURE DEFICIT EQUALS OPPORTUNITIES

The scope for investment in the continent's infrastructure backlogs is a major component of prevailing market interest in Africa's growth story. Infrastructure development is a key driver for progress across the African continent and a critical enabler for productivity and sustainable economic growth. Where are the opportunities – both in soft and hard infrastructure? And how will it be financed?

PANEL DISCUSSION: OPPORTUNITIES IN AFRICA'S INFRASTRUCTURE DEFICIT



Ms. Helen Hai CEO, China Africa Consulting

Ms. Helen Hai is CEO of China Africa Consulting, and the former Vice President and General Manager of overseas investment for Huajian Group. Ms. Hai was trained as an Actuary in the United Kingdom and previously served as Vice President and Chief Actuary for Zurich Financial Services in China. She has an MBA from INSEAD and Tsinghua University.



Mr. Joseph Makoju Honorary Adviser to the President/CE Dangote Group

Mr. Joseph Oyeyani Makoju serves as Special Adviser to the President/CE at Dangote Industries Limited. Mr. Makoju joined the Group as Chief Operating Officer Dangote Cement in May 2008. His experience in the Cement and Energy Industry spans 37 years. He is a member of several professional bodies and serves as the Chairman of Cement Manufacturers Association of Nigeria (CMAN). He holds a B.Sc. and M.Phil in Mechanical Engineering from the University of Nottingham.



Sir Paul Collier
Centre for the Study of African Economies, Oxford University

Read bio previous page.



Mr. James Mworia
CEO, Centum Investments

Mr. James M. Mworia has been Chief Executive Officer, Managing Director and Director at Centum Investment Company Ltd. since 2008. He is a member of the company's branding and investment committees, and previously served as Investment Manager at the

Company until 2006. Mr. Mworia is a CFA Charter Holder and an advocate of the High Court of Kenya. He is a member of the Institute of Certified Public Accountants of Kenya (ICPAK) and Chartered Institute of Management Accountants (CIMA). He holds a BA Degree in Law from the University of Nairobi.

PANEL DISCUSSION: FINANCING INFRASTRUCTURE



Mr. Jyrki Koskelo
Head of Strategy, Atlas Mara Group

Mr. Jyrki Koskelo serves as Head of Strategy and Operations at Atlas Merchant Capital and has more than 30 years of experience in emerging markets. Prior to joining Atlas Merchant Capital, Mr. Koskelo spent nearly 25 years with the IFC serving in various roles.

He acts as an independent advisor to several EU based institutions and as a Member of the Board for several companies focused on the emerging markets, including The Africa Agriculture and Trade Investment Fund (AATIF) and Expobank in Latvia. Mr. Koskelo also serves as the Chairman of RSwitch, an electronic switch company in Rwanda.



Mr. Fredrik Lindblom
Partner, DLA Piper

Mr. Fredrik Lindblom is a partner and head of finance and projects group at DLA Piper in Norway. Mr. Lindblom joined DLA Piper in 2007 after having worked 3 years as an in-house counsel with Nordic Investment Bank in Finland. He has significant experience

in shipping finance, real estate and infrastructure finance, security and guarantee matters, and banking regulatory and compliance. Mr. Lindblom holds a degree in Law from the University of Oslo.



Mr. Charles Boamah
Vice-President Finance, African Development Bank (AfDB)

Mr. Charles Boamah is the Vice President of Finance at African Development Bank. Prior to AfDB Mr. Boamah spent 5 years in PWC and 11 years with First Interstate Bank latterly as Vice-

President and Manager, Accounting Policy and Research. He serves as a Governor at Eastern and Southern African Trade and Development Bank. He served as a Director of African Export-Import Bank.



Mr. Alex Taylor
Managing Director, EMEA Head of Export & Agency Finance, Treasury and Trade Solutions, Citi

Mr. Alex Taylor is the EMEA Head for Citi's Export and Agency Finance department. Mr. Taylor is responsible for all export credit agencies, development finance institutions and multilaterals as well as for exporters and borrowers located in the EMEA region using the EAF product. He spent 8 years in the Merchant Banking division of HSBC, primarily in the Project and Export Finance department where he covered the Shipping industry. Alex holds a B.A. Hons degree in Japanese and Management from Durham University, UK.

MODERATOR



Dr. Jolyon Ford
Associate Fellow, Chatham House

Dr. Jolyon Ford is Associate Fellow of International Law at Chatham House and Research Associate of the Global Economic Governance Programme at the University of Oxford. He holds a PhD from the Australian National University (ANU) on the regulation of business activity in post-conflict and fragile states and a BA and an LL.B (history and law), both from the University of KwaZulu-Natal.

SPECIAL SESSIONS SESSION I

IMPACT INVESTMENT

"Impact investment" – investments made with the intention of generating positive social and environmental impact alongside a financial return – is growing. This trend is changing the way the world works to fight poverty, while also changing the financial industry itself. In this session you will learn why and how.



Mr. Reynir Indahl
Partner, Altor Equity Partners

Reynir Indahl is a Partner at Altor Equity Partners, a private equity fund focused on the Nordic region. Prior to joining Altor in 2003, Mr. Indahl served as the CEO of Ignis Photonyx which he took public on the Oslo Stock Exchange. In addition, he has held senior positions at Kistefos AS, and McKinsey & Company. He currently serves as the Chairman of the Board of Norsk Gjenvinning and Elixia, and board member of AGR, Helly Hansen, Navico and Voxtra. He holds an MBA from Harvard Business School and a BSc from Wharton School at University of Pennsylvania.



Mr. James Mworia
CEO, Centum Investments

Read bio above.



Mr. Kim Wahl Chairman, Voxtra

Mr. Kim Wahl is owner and Chairman of the Board of the investment firm Stromstangen AS since 2009. Mr. Wahl is co-founder of the European private equity firm IK Investment Partners (formerly Industri Kapital). Prior to this he worked for Goldman Sachs in London and New York and for the Trade Commission of Norway in New York. He is presently board member of DNB Bank ASA, UPM Kymmene and Intermediate Capital Group plc. He holds an MBA from Harvard Business School and a bachelor in Economics from University of San Diego.



Ms. Sarah Namutebi Director, Biyinzika Enterprises Ltd

Ms. Sarah Namutebi joined the company in 2009 and has overseen the company's operations and shaped the strategic evolution of the company from a family-owned enterprise to a corporation with a well-known brand. Ms. Namutebi has served on the company's board since 2010. She holds an M.A in Chemistry from University of New York at Buffalo as well as an MBA from the University of New York at Stony Brook.



Mr. Oliver Karius Partner, LGT Venture Philantropy

Mr. Oliver Karius is a managing partner at LGT Venture Philantropy. Mr. Karius is experienced in socially responsible investments, with an expertise in impact investment toward growing economies. He is the co-founder of the WEF aligned African Social Entrepreneurship Network (ASEN), DeRisk, and VantagePoint Global. Mr. Karius holds an MSc in Global Environmental Change and Policy from Imperial College London, UK, and a Diploma in Biology from Ludwig Maximilian University, Germany.



Mr. Karl Ove Moene Professor, Dep of Economics University of Oslo

Mr. Karl Ove Moene is head of the Centre of Equality, Social Organization and Performance (ESOP) at the University of Oslo, a centre that was established at his initiative. Professor Moene's research has been in the areas of labour economics, income distribution and political economy. He has applied his theoretical tools of analysis both to the study of the welfare state and developing countries. He received his education as an economist at the University of Oslo, where he obtained his doctorate in 1984.



MODERATOR

Mr. Lanre Akinola Editor, This is Africa/Financial Times

Mr. Lanre Akinola is the Editor of This Is Africa, a Financial Times Ltd publication, focused on analysis of the policy and the business environment across the continent. Mr. Akinola has worked with the World Economic Forum, Rockefeller Foundation, OECD, Bloomberg TV, and BBC. A native of Lagos, Nigeria, he holds a degree in politics from SOAS, University of London, UK.

SESSION II

AGRIBUSINESS & AQUACULTURE

With an increasing middle class, demand for egg, chicken, meat, fish, oil and dairy products will increase. Despite good opportunities to produce these products locally, many countries rely on imports. This session will look at the agribusiness value chain, highlighted by five relevant case studies: where are the opportunities for Norwegian companies/investors within agribusiness and aquaculture in Africa? From the investor's perspective, technical experts to that of the importer - this session will give you hands-on advice on how to succeed in agribusiness/aquaculture.



Mr. Erling Ølstad CEO, Mester Grønn

Mr. Erling Ølstad is the CEO and founder of Mester Grønn, Norway's largest flower chain heavily involved in the horticultural sector in Kenya and Ethiopia. Mr. Ølstad's core focus on infrastructure has led to an investment of NOK 6.7 million in production facilities by installing heat pumps and geothermal heat, which reduced energy consumption by about 70%. Mr. Ølstad is honorary Consul of the Federal Democratic Republic of Ethiopia and serves on the board of the Norwegian-African Business Association (NABA).



Mr. Pål Dale Manager, Voxtra East Africa Agribusiness Fund

Mr. Pål Dale is the manager of the Voxtra East Africa Agribusiness Fund since 2011, focusing on small and medium-sized agribusinesses in Kenya, Tanzania, Uganda and other East African countries. Prior to Voxtra, he worked five years as a management consultant for The Boston Consulting Group. He holds an MSc in Economics from the Norwegian University of Science and Technology.



Ms. Anne Mugaas Senior Advisor Aquaculture, Norges Vel

Ms. Mugaas is a senior adviser with the Royal Norwegian Society for Development (Norges Vel), where one of her focus areas is aquaculture. In a recent value chain project on Madagascar her project has created more than 700 jobs. She has an M.Sc. in Social Anthropology from the University of Oslo.



Mr. Arjen Boekhold Chain Director, Tony's Chocolonely

Mr. Arjen Boekhold is the Chain Director of Tony's Chocolonely, a Dutch company specialising in the ethical and sustainable production of chocolate. Mr. Boekhold has previously held several positions with the non-profit organisation Solidaridad, working on sustainable supply chains and responsible food production.



Mr. Øystein Botillen
YARA International

Mr. Øystein Botillen is the Manager of Global initiatives at Yara and heads the company's pan Africa impact strategy. The strategy examines new ways of working and developing new business models to address the needs of farmers in Africa, for both large-scale and smallholders. Prior to joining the company, Mr. Botillen worked six years for the Norwegian Ministry of Foreign Affairs in Asia and Africa.



MODERATOR

Dr. Jolyon Ford
Associate Fellow, Chatham House

Read bio page 7.

SESSION III

RENEWABLE ENERGY

Power demand will increase 93 percent between today and 2035, yet a lack of affordable and reliable energy may pose a challenge. What is the renewable energy status and opportunities in the African energy mix? Get valuable lessons from a new large bio-energy project in Ghana, legal and commercial advice when investing in power projects in African countries, on the ground insights from a market on the verge of signing off 500 million USD in renewable energy investments - and not least: how can new Norwegian government policy bring more Norwegian renewable investments?



Dr. Fatih Birol
Chief Economist, International Energy Agency (IEA)

Read bio page 6.



Mr. Finn T. Jacobsen
African Plantation for Sustainable Development

Prior to working with the African Plantations for Sustainable Development (APSD) Ghana Ltd, Mr. Finn Tvede Jacobsen was the co - owner and president of Wilhelm Ramm Ltd in Oslo. Mr.

Jacobsen has worked for Gratenau & Hesselbacher, GmbH&Co and Pinnau Holz GmbH in Hamburg where he acted as an agent and trader for various pulp- and paper producers worldwide. Finn Tvede Jacobsen has worked in the pulp and paper industry since 1982 and has been active in Ghana for more than 20 years.



Mr. Ben Donovan
Partner DLA Piper

Mr. Ben Donovan is currently partner at DLA Piper UK LLP. Mr. Donovan extensive experience in the development and financing of projects in the upstream and midstream oil and gas, power and petrochemicals industry sectors, and he also has significant mergers and acquisitions experience in the power and upstream, midstream and downstream oil and gas industry sectors. He holds a Juris Doctor (J.D.) degree from Syracuse University in New York.



Mr. Terje Osmundsen
Senior Vice President, Scatec Solar

Mr. Terje Osmundsen serves as Senior Vice President of Strategic Projects of Emerging Markets in Scatec Solar ASA. Mr. Osmundsen is the founder of Monday Morning, a Norwegian think tank and weekly publication, and he has international management experience from Alcatel, the engineering group Kværner and Saga Petroleum. He was Chief-of-Staff to a former Norwegian Prime Minister and chairman of CICERO Center for Climate Research. He holds a degree in Social Sciences, Law and Economics from Norway and the US.



Mr. Ryan Glenn Anderson
Section Leader Renewable Energy, Multiconsult

Mr. Ryan Anderson currently serves as the Head of Section of the Renewable Energy Advisory Services at Multiconsult/ Norplan. Mr. Anderson is a development economist specialized in public-private partnerships in infrastructure and renewable energy finance. His work has encompassed policy reform, local capacity building, financing and project implementation within the power sectors of developing countries. Mr. Anderson holds a B.Sc. Economics and Business from Montana State University and an M.Sc in Environmental and Development Economics from the University of Oslo.



MODERATOR

Ms. Heidi Berg
Communication Manager, Norfund

Ms. Heidi Berg is the Communication Manager at Norfund, the Norwegian Investment Fund for Developing Countries. Before joining Norfund Ms. Berg worked six years as a management consultant, mostly with projects in the financial services sector. Ms. Berg holds an MA in Finance and International Management from The Norwegian School of Economics and Business Administration and The University of St. Gallen, Switzerland.

SESSION IV

OIL & GAS IN WEST AFRICA

West African activity in oil and gas has taken off in the last decade, driven particularly by advances in offshore technology. Angola became the newest member of OPEC in January 2007, and has become one of Africa's leading producers, threatening to overtake the long-time leading producer, Nigeria. Anadarko/Tullow success in Ghana's Jubilee field will transform the country's oil and gas industry. Get an overview and learn from experiences from the companies on the ground in this session hosted by INTSOK.



Ms. Tove Stuhr Sjøblom Senior Vice President Sub-Saharan Africa, Statoil

Ms. Tove Stuhr Sjøblom is senior Vice President of Sub-Saharan Africa, Statoil. She has held several managerial positions in Statoil since 2007, including the position of senior vice president for Exploration & Production Norway. Ms. Sjøblom worked with Norsk Hydro ASA from 1991-2007, and has worked in Canada on secondment to Petro-Canada from 2000-2002. Ms. Sjøblom holds a M.Sc. from the Norwegian University of Science and Technology (NTNU).



Mr. Sverre Skogen Chairman, AGR Energy

Mr. Skogen is Chairman of the Board for the oil company Det Norske. He has previously held several executive positions in the oil and gas industry, including as CEO of Aker ASA, and senior positions with of the amalgamated Aker Kværner O&G, PGS Production, and AGR ASA. Mr Skogen has served on several boards in non-executive positions, including Chair of the Board of Intsok from 1999 to 2001 and of Rosenberg AS from 2003 to 2005. He holds an M.Sc. in Construction Management and an MBA in Corporate Finance from the University of Colorado.



Mr. Jon Fredrik Müller Senior Project Manager, Rystad Energy

Mr. Jon Fredrik Müller is a Senior Project Manager at Rystad Energy. Mr. Müller core area of expertise lie in the oilfield services, particularly offshore-related segments. He holds an MSc. in Industrial Economics from NTNU, Norway, with specialization in mechanical engineering and finance, including a graduate exchange program at University of Calgary.



Ms. Koosum Kalyan Board Director, Aker Solutions

Ms. Koosum Kalyan sits as a Director at Aker Solutions ASA. Ms. Kalyan served as the Senior Business Development Manager of African Exploration Oil and Gas, of Shell International from 2000

to 2008. She currently serves on the following boards as non-executive director: MTN Group Ltd, Standard Bank Group, South African Bank Note Company, Petmin Mining Ltd, and Alternate Director at Hayleys Energy Services (Sri Lanka), and AOS Orwell. Ms. Kalyan holds a degree in B.Comm (Law) (Hons Economics) from University of Durban-Westville and a Senior Executive Management Programme from the London Business School in 1997.



Mr. Kristian Siem Chairman, Siem Offshore

Mr. Kristian Siem is the founder of Siem Industries and has been Director and Chairman of the Company since 1982. He is chairman of Subsea 7 S.A. and Siem Capital AB and a director of Siem Offshore Inc., Siem Shipping Inc. (d/b/a STAR Reefers Inc.), North Atlantic Smaller Companies Investment Trust plc and NKT Holding A/S. Prior to joining the Group, he held several management positions with the Fred. Olsen Group in the U.S. and Norway. Mr. Siem holds a degree in Business Economics from Bedriftsøkonomisk Institutt (BI), Norway.



Mr. Åsmund Mandal Commercial Director for Africa, FMC Technologies

Mr. Åsmund Mandal has been with FMC for 12 years, and is currently working as a Commercial Director on the Egina Project in Lagos, Nigeria. Prior to FMC Mr. Mandal worked for Aker Offshore Contracting engaged on Oil and Gas projects in Norway, Scotland, and London. He holds a Bachelor in Electro Mechanical Engineering from HiBu, Norway, and a Master of Management from BI, Norway.



Mr. Phillip Ihenacho CEO, Seven Energy

Mr. Ihenacho is the Chief Executive Officer of Seven Energy, a position he assumed after serving as Executive Chairman for several years. Mr. Ihenacho is a co-founder and partner in Amaya Capital, a principal investment firm focused on investments in the energy sector in West Africa. Prior to Amaya Capital, Mr. Ihenacho established and ran Afrinvest until its successful sale in 2007. Mr. Ihenacho also served as Chairman of the Investment Committee of the Aureos West Africa Fund, and prior to this worked with McKinsey & Co for five years. Mr. Ihenacho is a graduate of Yale University and Harvard Law School.



MODERATOR

Dr. Gulbrand Wangen Regional Director, INTSOK

Dr. Wangen is INTSOK's Regional Director for Brazil, India and Africa. He served as Managing Director of INTSOK from 1999 to 2013. Prior to this, Dr. Wangen worked for Det Norske Veritas (DNV), the Ministry of Environment in Norway and the Norwegian Agency for Development Cooperation in Africa. Dr. Wangen holds a Dr. Ing. Degree in Environmental Management in the energy sector from the Norwegian University of Science and Technology (NTNU).



The Norwegian Investment Fund for Developing Countries

Norfund invests in the establishment and development of profitable and sustainable enterprises in developing countries. The aim is to contribute to economic growth and poverty reduction. Norfund always invests with partners, Norwegian or foreign, focusing on clean energy, financial institutions and agribusiness.

Norfund has the largest specialised team in Norway for investments in developing countries. The regions for investment are Eastern and Southern Africa with offices located in Johannesburg, Nairobi and Maputo. Further, Norfund invests in selected countries in Asia and Central America with a regional office in Bangkok and San José.

The current portfolio of Norfund is USD 1.7 billion and the company has 60 employees.

www.norfund.no



WE HELP YOU **CREATE IMPACT IN** AND **BEYOND** YOUR BUSINESS

FK Norway supports staff exchange to promote responsible business development and mutual transfer of expertise between companies in Norway and Africa.

DESIGN WITHOUT BORDERS

In Uganda, designer Neil Ryan and colleagues develop simple but ingenious products and solutions that help the local community. The exchange between Norsk Form and Makerere University is one of many fostering private sector development and exchange of ideas between Norway and countries in Africa.



Photo: Kjersti Gjems Vangberg

SEEKING NEW PARTNERS

We are looking for businesses with a desire to make a difference

In your FK exchange, an employee from your company goes to Africa or Norway to work. At the same time an employee from the collaborating company comes to work in your organization. FK Norway welcomes partners who wish to contribute to social development and have social responsibility at the core of their business.

WHAT YOU GET

- Increased technical and professional skills of staff and company
- New cultural skills and knowledge of local markets
- International networks
- An opportunity to make a change
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WHAT WE ACHIEVE

Since year 2000, FK Norway has exchanged over **6500 individuals**, cooperating with over **400 partners** worldwide. Funded by the Norwegian government, we facilitate mutual learning and development of institutions and local communities.

FK Norway: Fostering leadership for global justice, creating change on the ground and in our minds.

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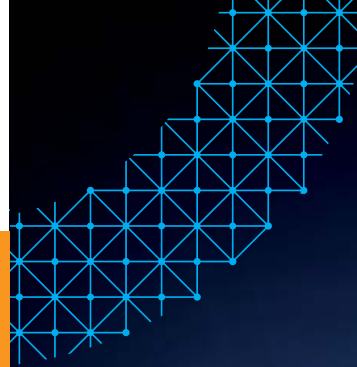
Scatec Solar, the independent solar power producer, has pioneered solar energy in Africa. Being among the first to receive preferred bidder status in 2011, the company developed and built the first utility scale solar power plant to be connected to the grid under South Africa's Renewable Energy Program. Norway based Scatec Solar has since completed and is operating 200 MW of solar power on the continent. Currently we are producing electricity to cover the demand of almost 100 000 households.



Partnering with Norfund, the Norwegian Investment Fund for Developing Countries, and the International Finance Corporation our company is actively developing solar projects across the African continent. Our aim is to provide affordable renewable energy to meet the increasing demand.

By contributing with much needed new electricity generation capacity, Scatec Solar spurs local value creation through hiring and training of local work force, subcontracting and utilizing local content.

For more information about us, see scatecsolar.com



We all travel towards
horizons blue
Our compass never slipping
And we are many,
not a lucky few
For whom tomorrow
is always shipping



LEADERSHIP NAVIGATION



Leidar is an international communications and leadership consultancy that helps clients set their course and communicate effectively. Finding the right strategic direction, creating clarity through stories and being relevant through traditional and social media, design, film and global forums, creates value and engagement. Your brand and reputation serve as our compass. leidar.com

JOIN NABA

We serve as a bridge between Norwegian and African business communities, promoting business opportunities on the African continent in Norway and advocating for more, better and safer business collaboration. NABA is the only Norwegian-African chamber of commerce.

NABA SERVICES

NETWORK & FACILITATION
INFORMATION & ANALYSIS
ADVISORY
ADVOCACY

ESTABLISHED IN 2012 BY OUR FOUNDING MEMBERS:

CONFEDERATION OF NORWEGIAN ENTERPRISE (NHO), THE ENTERPRISE FEDERATION OF NORWAY (VIRKE), NORFUND, STATOIL, YARA INTERNATIONAL, NORTURA, DLA PIPER, NORWEGIAN SHIPOWNERS' ASSOCIATION, JOTUN AS, ASTRIUM SERVICES, INNOVATION NORWAY, AQUA UNIQUE, BELIEF AS, GREEN ENERGY GROUP, MARINE RESEARCH INSTITUTE & OSLO CHAMBER OF COMMERCE.

83 MEMBER COMPANIES
OPERATING IN 44 AFRICAN
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