

NORDIC-AFRICAN BUSINESS SUMMIT 2018

---

# The Blue Opportunity

---



# Dear Participants

**Mi kwabo! Akwaaba! Molweni! Karubuni, Bienvenue, Velkommen! On behalf of NABA, a warm welcome to the 8<sup>th</sup> Nordic-African Business Summit, the leading Nordic business conference on Africa.**

A special welcome to our many distinguished speakers, including H.E. President Patrice Talon of Benin; a great country you will learn more about today. By gathering distinguished speakers, Ministers, Ambassadors and guests from the Nordic and African business communities, we hope that this summit will be a unique opportunity to network across blue industries, make new business connections between countries, and share valuable experiences.

Today's overall theme: "The Blue Opportunity" is especially relevant for Nordic companies planning to invest and work in African markets. Why? Because everything we do, is connected to something blue. Be it water for hydropower, the blue sky and sun transformed to solar energy, aquaculture, the resources under the ocean surface, the ports and shipping companies who are moving 90 percent of the continent's import and export on African waters. To all our great delegates being here today: We want you to become the first mover, first learner and first earner in Africa's blue opportunity – and we hope today's Summit will be translated into many useful connections and future partnerships.

NABA will continue to play our part, proud of our role in bridging Norwegian and African business communities. We will continue to advocate for more, better and safer business collaboration between Norway and Africa. We will continue to host events for our 145 member companies, including investor trips, ambassador breakfasts, member luncheons, seminars and workshops; we will continue to advise and facilitate.

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

Don't forget to sign up to meet more than 20 Ambassadors present this afternoon, as well as the opportunity to "meet the experts", taking place from 15:45 – 17:00.

Again, welcome to Oslo - and thank you for coming. We sincerely hope today will be a milestone in your journey.



**Eivind Fjeldstad**  
*Managing Director, NABA*

*Executive Board Member, European Business  
Council for Africa and the Mediterranean (EBCAM)*



Dear Participants,

**NABA is an important vehicle for bridging Norwegian and African business communities and we in Norfund are pleased to co-host this eighth annual Nordic-African Business Summit.**

African countries are offering profitable investment opportunities in a variety of sectors and business areas, and we experience that several new African governments are pursuing more investment-friendly policies. However, international investors are still reluctant to turn towards developing markets, especially the poorest countries.

The importance of strengthening the private sector in Africa is highlighted in the UN Sustainable Development Goals. Extensive investments are needed to achieve sustainable economic growth and to reduce poverty. Norfund and partners contribute to filling this enormous investment gap with focus on a few sectors that have significant development effects; clean energy, inclusive financial services and agribusiness.

As the new CEO of Norfund, I will use this opportunity to encourage other investors, potential partners, entrepreneurs and companies to come along and explore the investment opportunities that the African continent offers.

I would also like to thank the NABA volunteers and staff for the impressive amount of time and effort they put into organizing the Summit every year, enabling African and Nordic business partners to meet.

I wish you all an interesting and pleasant day.

**Tellef Thorleifsson**  
*CEO, Norfund*



Norwegian Ministry  
of Foreign Affairs

Dear Participants,

**The Norwegian Ministry of Foreign Affairs is pleased to once again co-host the Nordic-African Business Summit. The summit has successfully established itself as a key arena for facilitating trade and business connections between Nordic and African countries.**

It is encouraging to see that the number of participants and corporate members of the Norwegian-African Business Association is growing every year. This is a clear sign of increasing market opportunities and private sector activity on the African continent. The Norwegian Government has made business partnerships and private sector development a priority in our development policy and in our bilateral relations with African countries.

In order to achieve the Sustainable Development Goals, it is vital to balance economic development with sustainable use of the Earth's resources. Our oceans and seas represent great untapped opportunities in this regard, and will be crucial for ensuring sustained economic growth and food security. By 2030, it is expected that many ocean-based industries will outperform the growth of the global economy. At the same time, our oceans are under increasing pressure from pollution, over-exploitation and climate change. It is crucial that we treat them with more care. Cleaner and healthier oceans are vital if we are to safeguard future blue opportunities.

Blue opportunities are particularly relevant to the African continent, with its miles of coastline and large inland lakes. With their experience and expertise, Norwegian companies are well placed to make important contributions to the development of the blue economy in Africa.

We hope the programme today will help you to identify potential partnership and synergies, with a view to future commitments and a joint vision of Africa and Norway realising blue opportunities together.

**Ine Eriksen Søreide**  
Minister of Foreign Affairs

**Nikolai Astrup**  
Minister of International Development



SANDS is a proud partner of NABA

*SANDS' Africa team are legal advisors for clients in oil & gas, shipping/offshore, renewables, infrastructure, agribusiness, aquaculture, trade and industry*

**25 YEARS**

EXPERIENCE IN AFRICA

WORKED WITH MORE THAN

**30**

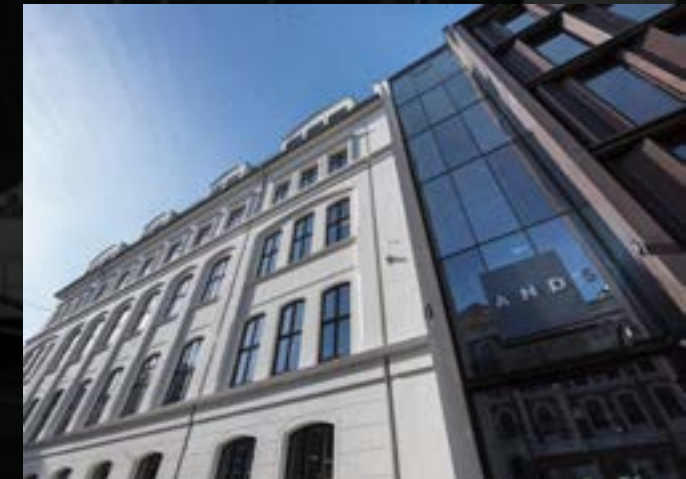
AFRICAN COUNTRIES

# Summit Reception

The social highlight of the NABA Summit will be the SANDS Reception tonight, right after the conference, with food, drinks and with African live music. This will be a good chance to continue networking in a relaxed environment.

17:15 - 23:00

SANDS, Cort Adeliers gate 33



# Programme 2018

## 07:30 - 08:30 Breakfast Seminars

Breakfast seminar hosted by INTL FCStone

Breakfast seminar hosted by SANDS

Breakfast seminar hosted by Trade and Development Bank - TDB

## 08:00 - 08:30 Registration, Coffee and Tea

## 08:30 - 10:00 Plenary Session Part I

High Level Outlook – Africa's Blue Opportunity

H.E. Patrice Talon • H.E. Ine Eriksen Søreide • Mr. Tellef Thorleifsson • Ms. Razia Khan  
Ms. Marina Diboma • Mr. Lanre Akinola • Ms. Gillian Parker

## 10:00 - 10:30 Networking Break

## 10:30 - 11:45 Plenary Session Part II

Africa's Gateway to Investment and Trade

Mr. Tellef Thorleifsson • Dr. Mo Ibrahim • Ms. Arancha González • Ms. Trudi Makhaya  
Dr. Frannie Leautier • Mr. Paul Holthus • Mr. Yaw Nsarkoh • Ms. Natznet Tesfay

## 12:00 - 13:00 Networking Lunch

South Africa Investor Lunch

Ms. Trudi Makhaya • Mr. Mcebisi Jonas • Mr. Roy Mutooni

Sustainability Lunch

Mr. Yaw Nsarkoh • Ms. Natacha Blisson • Ms. Brita Bergland • Mr. Joachim Nahem

Lunch with the Mo Ibrahim Foundation

Dr. Mo Ibrahim

NABA Networking Lunch

## 13:00 - 14:00 Parallel Sessions Part I

MARITIME: African Ports Outlook

Prof. Robert Dussey • Ms. Birgit Liodden • Mr. Todd Schuett • Ms. Tonje Castberg  
Mr. Henning Fotland

AGRIBUSINESS: How to Turn Agriculture Into Money and Sustainable Growth?

Ms. Arancha González • Mr. Yaw Nsarkoh • Mr. Harry Smit • Mr. Olav Kjørven  
Ms. Ellen Cathrine Rasmussen

ENERGY: Over-supply of Electricity Across Africa - Risk or Opportunity?

Ms. Natznet Tesfay • Mr. Ryan Anderson • Mr. Torger Lien • Mr. Sanjeev Gupta

## 14:00 - 14:30 Networking Break

## 14:30 - 15:30 Parallel Sessions Part II

MARITIME: Waste Management - Hopeless Battle or a Business Case?

Ms. Maren Hjorth Bauer • Ms. Nina Jensen • Dr. Karl Klingsheim • Dr. Linda Godfrey  
Mr. Arne Hygen Tørnkvist • Mr. Stein Dietrichson • Mr. Kjetil Bøhn • Mr. Peder Kvendset

AGRIBUSINESS: Where is the Potential for Aquaculture Investments in Africa?

Mr. Mcebisi Jonas • Mr. Lars Tormodsgard • Mr. Reinhold Fieler • Mr. Andreas Davidsen  
Ms. Maria Angela Calmet Gutierrez

ENERGY: Finding the Right Projects in the Energy Sector

Mr. Chudi Obianwu • Mr. Chalker Kansteiner • Mr. Sverre Alvik • Ms. Natacha Blisson  
Ms. Susie Scannelli Cook

## 15:45 - 17:00 Speed Meetings with Ambassadors and Experts

17:15

## Reception

Read more about the Reception on page 5.

Transport to the venue will leave outside the hotel at 17:15

# Meet our Speakers



## H.E. Patrice Talon

*President of Benin*

His Excellency President Patrice Talon is a Beninese businessman and politician who has been President of Benin since 6 April 2016. He studied science at the University of Dakar and transferred to the National School of Civil Aviation in Paris. Known as the "King of Cotton" for his involvement in the cotton industry, Talon built his empire due to connections with the Beninese political class. He was a backer of President Thomas Boni Yayi, financing his campaigns for the 2006 and 2011 elections. In 2011, Talon received management of Cotonou's imports at the Port of Cotonou. Talon ran as an independent candidate in the March 2016 presidential election. Although he finished second to Prime Minister Lionel Zinsou of the Cowry Forces for an Emerging Benin in the first round of voting, he won the second round with 65% of the vote.



## H.E. Ine Eriksen Sørreide

*Norwegian Minister of Foreign Affairs*

H.E. Ine Eriksen Sørreide is the Norwegian Minister of Foreign Affairs since 2017. H.E. Eriksen Sørreide has prior served as the Minister of Defense for the Norwegian Government since 2013. She has also served as Chairperson of the Standing Committee on Foreign Affairs and Defense, and on the Enlarged Foreign Affairs Committee at the Norwegian Parliament. At the same time, she was Head of the Delegation for Relations with the European Parliament, and Head of the European Consultative Committee.



## Mr. Tellef Thorleifsson

*CEO, Norfund*

Mr. Tellef Thorleifsson is the CEO of Norfund. He co-founded Northzone in 1996, and has over the years invested in companies such as Spotify and Kahoot. Prior to Northzone, Mr. Thorleifsson took part in the founding of Western Bulk Shipping, a global shipping company, which he then took public as a CFO. Before this, he held the position as board secretary of I.M. Skaugen. Mr. Thorleifsson also a co-founder of The Voxtra Foundation, which is making targeted investments and grants in developing countries.

## Plenary Sessions Part I

### Ms. Razia Khan

*Chief Economist, Africa, Standard Chartered Bank*

Ms. Razia Khan is Chief Economist for Africa and a well-known commentator on African markets. She advises clients on Africa strategy and provides regular updates to African central banks, finance ministries and multilateral institutions. She joined the Standard Chartered Bank in 1997. She currently serves on the World Economic Forum Global Future Council on Migration and on the Advisory Board of the Royal Africa Society.

### Ms. Marina Diboma

*Deputy Director, NABC*

Born and raised in Cameroon, Marina Diboma is a graduate from the University of Amsterdam with degrees in Communication Science and Business Studies. She has experience in establishing and strengthening both South-South and North-South cooperation through trade, investment and development. She is also the co-founder of Business Safari TV.

### Mr. Lanre Akinola

*Editor, Nurmura*

Mr. Lanre Akinola is the Editor of Nurmura, focused on analysis of the policy and the business environment across the African continent. He was previously the editor of African Business and This is Africa, a Financial Times Ltd publication focused on analysis of the policy and business environment. Mr. Akinola has worked with the World Economic Forum, Rockefeller Foundation, OECD, Bloomberg TV and BBC. Mr. Akinola is a member of the NABA Advisory Board.

### Ms. Gillian Parker

*West Africa analyst, Control Risks*

Ms. Gillian Parker provides expert analysis on West and Central Africa, with special focus on Nigeria. Based between Lagos and Johannesburg, Ms. Parker has experience advising companies looking to enter or expand their business in this region and writes for Control Risks' CORE subscription services.



Please find bio on opposite page.



### Mr. Tellef Thorleifsson

*CEO, Norfund*

### Dr. Mo Ibrahim

*Chairman, Mo Ibrahim Foundation*

Dr. Ibrahim is the Founder and Chair of the Mo Ibrahim Foundation which he established in 2006 to support good governance and exceptional leadership on the African continent. Sudanese-born, Dr. Ibrahim has a distinguished business career. In 1989 he founded Mobile Systems International (MSI), a world leading cellular consulting and software provider and in 1998, Celtel International, one of Africa's leading mobile telephone companies which pioneered mobile services in Africa. Dr. Ibrahim is also Founding Chairman of Satya Capital Limited, a private equity fund focused on Africa.



### Ms. Arancha González

*Executive Director, International Trade Centre (ITC)*

Ms. Arancha González is an expert in international trade issues with over 20 years of experience. She currently serves as Executive Director of the International Trade Centre (ITC). Before joining ITC, Ms. González served as Chief of Staff to the World Trade Organization's Director-General from 2005 to 2013. During her tenure at the WTO, she played an active role in launching the WTO's Aid for Trade initiative.



### Ms. Trudi Makhaya

*Economic Advisor to President Cyril Ramaphosa, South Africa*

Ms. Trudi Makhaya is a writer, economist and entrepreneur. In 2015, she founded an advisory firm focused on competition policy and entrepreneurship. Ms. Makhaya has also served as an advisor and angel investor in young companies. She has held non-executive directorships at Umelana Advisory Fund and MTN South Africa. Ms. Makhaya holds an MBA and a MSc in Development Economics from Oxford University.

## Plenary Sessions Part II

### Dr. Frannie Leautier

*Chief Operating Officer, Trade & Development Bank*

Dr. Frannie Leautier is an experienced executive working in the finance, engineering and non-profit organization management industries. She currently holds the position of Chief Operating Officer at the Trade and Development Bank, after serving as Vice President of The World Bank Group and the African Development Bank. Leautier has a Master's degree in Transportation from MIT in 1986, and a PhD in Infrastructure Systems from MIT in 1990.

### Mr. Paul Holthus

*CEO and Founder, World Ocean Council*

Mr. Paul Holthus is the founding President and CEO of the World Ocean Council (WOC), the international business leadership alliance on corporate ocean responsibility. The WOC brings together oil and gas, shipping, fisheries, aquaculture, tourism, offshore renewables, seabed mining and other ocean industries. Mr. Holthus has worked in over 30 countries with companies, communities, industry associations, UN agencies, international non-governmental organizations and foundations.

### Mr. Yaw Nsarkoh

*Executive Vice President Ghana and Nigeria, Unilever*

Mr. Yaw Nsarkoh is the Executive Vice President of Unilever Ghana and Nigeria. He has a broad experience from executive and management positions in Unilever in Africa, Asia and Europe. He is a regular speaker on business issues, specifically Marketing and Leadership. Mr. Nsarkoh holds a Honors Degree in Chemical Engineering from the University of Science and Technology, Kumasi, Ghana and a Post Graduate Diploma in Management from Henley Management College, United Kingdom.

### Ms. Natznet Tesfay

*Head of the IHS Africa Country Risk*

Ms. Natznet Tesfay is the Director of Africa Analysis for IHS Markit's Economics and Country Risk business unit. Ms. Tesfay advises on market entry and risk management strategies and supports African governments to leverage their resource potential for diversification and economic growth. She previously advised governments in East Africa on the development of free trade zones, foreign policy and the mining sector. Ms. Tesfay was named a Young Global Leader by the World Economic Forum in 2017.



## South Africa Investor Lunch

Please find bio  
on page 9.

**Ms. Trudi Makhaya**

*Economic Advisor to President Cyril Ramaphosa, South Africa*

**Mr. Mcebisi Jonas**

*South Africa's Investment Envoy*

Mr. Mcebisi Jonas is one of the President of South Africa's four special envoys on investment. He was the Former Deputy Minister of Finance for South Africa. He served as the Chairperson and Non-Executive Director of Public Investment Corporation Limited. Mr. Jonas was a member of the National Assembly in the Parliament and member of the African National Congress. Mr. Jonas is currently the Executive Director of MTN Group and has a seat in various Financial Services boards.

**Mr. Roy Mutooni**

*Analyst for the ABSA Africa fund*

Mr. Roy Mutooni has 18 years of capital market experience from South Africa and Kenya, covering private equity, consulting, stockbroking and asset management industries. He also has experience in the analysis of capital intensive and diversified industrial companies operating throughout Sub-Saharan Africa. Mr. Mutooni was ranked top 5 on Financial Mail's "Analyst of the year" survey between 2005 and 2014 and ranked first on Institutional Investor's "Analyst survey for Construction and engineering" in 2011.

## Lunch with the Mo Ibrahim Foundation

Please find bio  
on page 9.

**Dr. Mo Ibrahim**

*Chairman, Mo Ibrahim Foundation*

## Sustainability Lunch

**Mr. Yaw Nsarkoh**

*Executive Vice President Ghana and Nigeria, Unilever*

**Ms. Natacha Blisson**

*Senior Consultant Sustainability, Equinor*

Ms. Natacha Blisson is senior consultant in Equinor's Corporate Sustainability team where she is working on strategy and policy – with a specific focus on social performance and the oceans agenda. Before joining Equinor, Ms. Blisson spent one year at the French Ministry for Energy and six months at the European Commission's Energy department. Ms. Blisson holds a Master in Environmental Policies and Sustainable Development from the Catholic University of Paris and a Master in International Relations from the University La Sorbonne Paris.

**Ms. Brita Bergland**

*CSR Advisor, Aker Energy*

Ms. Brita Bergland works as CSR Advisor in the E&P company, Aker Energy, which is developing the Pecan field in ultra-deep waters in Ghana. Ms. Bergland has her education from King's College London and the University of Oxford, at the latter she conducted research on local politics of the oil sector in Uganda.

**Mr. Joachim Nahem**

*Managing Partner, The Governance Group*

Mr. Joachim Nahem is managing partner and founder of The Governance Group which helps clients navigate complex governance risks and sustainability challenges. He frequently advises investors, businesses and governments on doing business in Africa. Mr. Nahem served as a civil servant for the United Nations from 2003-2014. He has been affiliated with the Norwegian Institute of International Affairs and provides analysis for Transparency International and Freedom House.

Please find bio  
on page 9.

## MARITIME: African Ports Outlook

**Prof. Robert Dussey**

*Minister of Foreign Affairs, Togo*

Prof. Robert Dussey holds a Doctorate in Political Philosophy and serves as the Minister of Foreign Affairs, Cooperation and African Integration of Togo since 2013. Prior to taking up this position, he served as a diplomatic advisor to the President of Togo. Prof. Dussey was a member and special mediator for Africa to the Community of Saint'Egidio in Rome.

**Ms. Birgit Liodden**

*Director for Sustainability, Ocean Industries and Communication, Oslo Business Region*

Ms. Birgit Liodden is Director of Sustainability, Ocean Industries & Communication in Oslo Business Region, and initiator of their project to realize Oslo's potential as the world's capital for ocean entrepreneurs. Ms. Liodden is among the most profiled young shipping female executives globally, and fronted the first public #MeToo discussions in shipping. For the past 10 years she has advocated the next generation, diversity, sustainability and the need for change across the global maritime industry.

**Mr. Todd Schuett**

*SESAME Straits Project Manager, Kongsberg Norcontrol IT AS*

Mr. Todd Schuett is currently the project manager for SESAME Solution II, an e-navigation testbed project funded by the Research Council of Norway. The project is supported by the Norwegian Coastal Administration and the Maritime Port Authority of Singapore. As the training manager of Kongsberg Norcontrol, Mr. Schuett has instructed hundreds of VTS operators, as well as developed one of the first interactive online learning solutions for maritime surveillance system operations.

**Ms. Tonje Castberg**

*Senior Claims Advisor, GARD*

Ms. Tonje Castberg has worked as a claims adviser for Gard P&I insurance since 2006. She has mainly worked with ship casualties and environmental claims, as well as attended on-site on numerous casualties around the world. Before joining Gard, Ms. Castberg worked as a research scientist at the University of Bergen and for the Norwegian Institute of Marine Research. Ms. Castberg holds a PhD in Microbiology.

**Mr. Henning Fotland**

*General Manager West Africa, Western Bulk*

Mr. Henning Fotland is the General Manager for Western Bulk's chartering office in Abidjan, Côte d'Ivoire. The focus is developing long-term chartering relationships with partners based in West Africa. Mr. Fotland also heads a project group exploring opportunities in port logistics investment and development. The team is actively working on opportunities in Ivory Coast, Guinea, Morocco and Nigeria.

## AGRIBUSINESS: How to Turn Agriculture Into Money and Sustainable Growth?

Please find bio on page 9.

### Ms. Arancha González

*Executive Director, International Trade Centre (ITC)*

Please find bio on page 9.

### Mr. Yaw Nsarkoh

*Executive Vice President Ghana and Nigeria, Unilever*

### Mr. Harry Smit

*Senior Analyst - Farm Inputs, Rabobank*

Mr. Harry Smit works as Senior Analyst, specialising in Farm Inputs and Farming in the global RaboResearch Food & Agribusiness team at Rabobank. Mr. Smit was previously a Credit Analyst for Rabobank's Food & Agri Corporates department. He also worked as a Researcher in the bank's Economics Research division. Mr. Smit previously worked in the Dutch Ministry of Agriculture, where he was involved in several aspects of the Common Agricultural Policy.

### Mr. Olav Kjørven

*Chief Strategy Officer, EAT*

Mr. Olav Kjørven is the Chief Strategic Officer at EAT. He has previously held senior leadership positions at the United Nations, leading the Bureau for Development Policy of the UNDP and was Director of Public Partnerships at UNICEF. Mr. Kjørven played a central role in the lead up to Agenda 2030 and the Sustainable Development Goals. He is also on the Board of Directors of EARTH University in Costa Rica and on the Advisory Board for the Business for Peace Foundation and Initiative.

### Ms. Ellen Cathrine Rasmussen

*VP Sustainability Programs and Global Projects, YARA International*

Ms. Ellen Cathrine Rasmussen is VP Sustainability Programs and Global Projects in YARA International. Previously she held the position as Country Manager for Yara Côte d'Ivoire. She has held senior positions in Agrinos, a global supplier of biostimulants, and in Norsk Hydro ASA. She holds a Master degree in Economics from the University of Oslo.

## ENERGY: Over-supply of electricity across Africa – Risk or opportunity?

### Ms. Natznet Tesfay

*Head of the IHS Africa Country Risk*

### Mr. Ryan Anderson

*Head of Renewable Energy Advisory, Multiconsult*

Mr. Ryan Anderson is a senior economist and financial analyst in Multiconsult, a Norwegian engineering consultancy. He has more than 15 years of experience working within power and renewables on the African continent. He has specialized in public-private partnership structures (PPP) in renewable energy projects in emerging and low-income countries, with a focus on hydropower and rural electrification.

### Mr. Torger Lien

*Chief Executive Officer, SN Power*

Mr. Torger Lien is currently the Chief Executive Officer and President of SN Power. He has previously been CEO at Fred. Olsen Renewables AS, Nord Pool ASA, and the Norwegian Oil Trading Holding AS, as well as Vice President of Hydro Energy International. Mr. Lien holds an MSc in Mechanical Engineering from the Technical University of Trondheim (NTH).

### Mr. Sanjeev Gupta

*Executive Director, Financial Services - Africa Finance Corporation (AFC)*

Mr. Sanjeev Gupta is AFC's Executive Director for Financial Services where he is responsible for Treasury, Trade finance & Syndication and Corporate Advisory lines of business. Mr. Gupta was the managing partner of "Emerging Markets Mergers and Acquisitions Center of Excellence" at Ernst and Young, the CEO of Sanlam Investment Management Emerging Markets Operations, and a founder and managing partner of Emerging Opportunity Consulting.

Please find bio on page 9.

## MARITIME: Waste Management - Hopeless Battle or a Business Case?

### Ms. Maren Hjorth Bauer

*CEO and Co-founder, Katapult Ocean*

Ms. Maren Hjorth Bauer is the CEO of Katapult Ocean with a mission to support and invest in startups solving the challenges in the ocean and finding new sustainable opportunities. Previously she held management positions at Wallenius Wilhelmsen, Orkla and McKinsey & Co, working across all continents. Her focus is strategy, business development and commercialization.

### Ms. Nina Jensen

*Marine biologist and CEO, REV Ocean*

Ms. Nina Jensen is the CEO of REV Ocean. She previously held the position as CEO of WWF-Norway. Ms. Jensen is a board member of the Business for Peace Foundation, a member of the Adjudication Committee for the "Nordic Council Nature and Environment Prize" and a member of the Expert Committee of the "Thor Heyerdahl Award". Ms. Jensen also serves on the Advisory Board for the Global Opportunity Report.

### Dr. Karl Klingsheim

*Science & Technology Counsellor Royal Norwegian Embassy, Pretoria Innovation Norway, South Africa*

Dr. Karl Klingsheim has extensive experience in academic and industrial research. He has served as executive officer and board member for multinational companies as well as for university spin-offs. Instrumental in each phase of development, Dr. Klingsheim has done benefit extraction for a large number of initiatives, programs, and start-up companies in Norway and in the USA. Prior to his current position with the Royal Norwegian Embassy in Pretoria, he was the CEO of NTNU Technology Transfer AS. Dr. Klingsheim holds a PhD in Electrical Engineering from NTNU.

### Dr. Linda Godfrey

*The Council for Scientific and Industrial Research, CSIR*

Dr. Linda Godfrey is a principal scientist at the CSIR and an associate professor at North-West University. She also currently leads the Waste Research Development and Innovation (RDI) Roadmap Implementation Unit on behalf of the Department of Science and Technology. Dr Godfrey has provided strategic input in a number of waste and green economy initiatives including the UN, the EU and the Development Bank of South Africa.

### Mr. Arne Hygen Tørnkvist

*CEO and Founder, ORCAS*

Inspired by his daughter, Mr. Arne H. Tørnkvist started the company ORCAS, which from 2017 has developed an autonomous, solar/gas powered, high capacity ocean plastic removal system. These units can work unmanned for months, and are named "THE ORCAS". Mr. Tørnkvist has a background in Marine Engineering, as well as co-founder, CEO, CTO and project manager in several stock-listed companies in Norway. Mr. Tørnkvist holds an MSc in Marine Engineering and Naval Architecture from NTNU in Trondheim, Norway.

### Mr. Stein Dietrichson

*Founder and COO, Re-Organic AS*

Mr. Stein Dietrichson is the founder and COO of Re-Organic, a company doing research and development on thermoplastic bio composite formulations and recycling technology. Mr. Dietrichson has several years of experience in the technical service and sales engineering from multinational chemical companies. He is also the founder of Re-Turn AS, and a board member and owner of several start-ups. Mr. Dietrichson has a MA in plastic engineering from LTG/TMG Vienna.

### Mr. Kjetil Bøhn

*CEO, Quantafuel AS*

Mr. Kjetil Bøhn is the founder of Agrinos AS, a leading biology company within the agricultural sector with 150 employees in 10 countries. He was previously CEO and Vice Chairman of the Board of the company. Mr. Bøhn has been an entrepreneur for 15 years, and holds a Master's degree from the Norwegian Business School in Bergen. Mr. Bøhn has extensive international experience from several board positions in both Norwegian and international companies.

### Mr. Peder Kvendseth

*Sales Director, Orkel AS*

Mr. Peder Kvendseth is the sales director of Orkel AS, a world pioneer company in compacting and baling agricultural, industrial and waste material. He has previously been working within ICT and the aquaculture sector. Mr. Kvendseth has been an entrepreneur for 10 years and holds a University Degree in Economics, Strategy, Internationalisation and ICT from Norwegian University of Science and Technology. Mr. Kvendseth has 20 years working experience in international business.

**AGRIBUSINESS: Where is the Potential for Aquaculture Investments in Africa?**



**Moderator: Mr. Lars Tormodsgard**  
*Partner and Attorney at Law, SANDS*

Tormodsgard is part of the Corporate and M&A Group of SANDS. He has broad and extensive corporate and contract law experience, and acts on regular basis for listed and private companies, Norwegian and foreign, in connection with corporate transactions and general counselling, included commercial litigation and arbitration. In addition to his law degree, Lars Tormodsgard has a degree in economics from Norwegian School of Economics and Administration (NHH)

Please find bio on page 10.

**Mr. Mcebisi Jonas**  
*South Africa's Investment Envoy*



**Mr. Reinhold Fielér**  
*Head of Aquaculture Department, Akvaplan-niva AS*

Mr. Fielér has thirty two years of experience from management of fish farms and environmental monitoring in aquaculture. He has been Managing Director in 11 companies and chairman of board in 8 entities. He has led several research and commercial aquaculture project in different parts of the world. Leader of expert group for environmental monitoring of finfish farms in ISO committee TC234 Fisheries and aquaculture, and on the board of the Norwegian standard committee for monitoring of fish farms.



**Mr. Andreas Davidsen**  
*Senior Investment Manager, Norfund*

Mr. Davidsen is Norfund's project manager for African Century Foods/Lake Harvest and leading Norfund's focus on aquaculture. He has several years as project manager on mergers and acquisitions in the strategy team of Yara International, including numerous transactions in Africa. Mr. Davidsen was the Finance manager/CFO of Premium Offering Fertilizers at Yara and before that corporate controller with responsibility for Africa.



**Ms. Maria Angela Calmet Gutierrez**  
*Sustainability Manager, Nutreco Africa*

Maria Angela Calmet G. works as Sustainability Manager for Nutreco Africa, initiating and developing aquaculture projects for Skretting in Egypt, Nigeria and Zambia. She has experience in management and sustainability in the fish and animal feed, retail and consumer good industries, in South America, Africa and Europe. Prior to joining Nutreco Africa she worked as Project Manager in Makro Peru. She is a professor and taught at Universidad del Pacifico in Peru.

**ENERGY: Finding the Right Projects in the Energy Sector**

**Moderator: Ms. Natacha Blisson**  
*Senior Consultant Sustainability, Equinor*

**Mr. Chudi Obianwu**  
*Infrastructure Investor, A.P. Moller Capital*

Mr. Chudi Obianwu is an investment professional at A.P. Moller Capital, currently focusing on investments in energy and transportation infrastructure in Africa. Mr. Obianwu was previously an investment professional at Goldman Sachs in the Merchant Banking Division, where he was focused on energy and transportation infrastructure and industrials investing globally. In addition, Mr. Obianwu spent several years as an investment banker, advising on and raising finances for energy infrastructure transactions both at Raymond James and Libera Partners.

Please find bio on page 10.



**Mr. Chalker Kansteiner**  
*Founder, GridX Africa*

Mr. Chalker Kansteiner co-founded GridX Africa in 2017. Prior to GridX Africa he worked as senior analyst at the Black Rhino Group, Blackstone's large-scale African energy project developer. Mr. Kansteiner has previously interned at Oxford Analytica. He holds a Bachelor's Degree in English Language and Literature from Sewanee - The University of the South in Tennessee.



**Mr. Sverre Alvik**  
*Programme Director, Energy Transition, DNV GL*

Mr. Sverre Alvik is Deputy Director of the Climate Action Programme and heads DNV GL's research on the energy transition. He has experience within the Maritime and Energy sectors, where he has worked with strategy and politics, marketing and sales, management and research & innovation. He currently heads a team of researchers in the Climate Change Programme, focusing on modelling the energy transition. He has a close to 20 years of experience working in DNV GL.



**Ms. Susie Scannelli Cook**  
*Co-Founder/Chief Investment & Legal Officer, Empower New Energy*

Ms. Susie S. Cook is a finance lawyer with almost two decades of experience, most recently as Associate Director and Senior Counsel at the London headquarters of the European Bank for Reconstruction and Development. She is a specialist on development finance, from debt structures to equity investments, to raising capital through bond issuances and investments funds, with a sector focus on power and energy.



FT SPECIAL REPORTS

**Unrivalled coverage of Africa**

With our special reports programme and in-country journalists, the FT is peerless in its reporting and analysis on the economy, business and investment opportunities within Africa.

**Upcoming reports and reports published in 2018**

- DTBA - Investing in Nigeria
- DTBA - Investing in Ghana
- DTBA - Investing in Senegal
- DTBA - Destination Tanzania
- DTBA - Investing in Benin
- DTBA - Investing in the new Mozambique
- DTBA - Africa-Middle East Trade Routes
- DTBA - Africa- Japan Trade
- DTBA - African Infrastructure
- DTBA - African Fashion and Design
- DTBA - African Philanthropy
- DTBA - Investing in Refugees

To find out about upcoming special reports contact our FT Representative Director for Africa:

**Bradley Johnson**  
+46 (0) 70 369 50 08  
bradley@globalmedia.se



**FINANCIAL TIMES**  
*Make the right connections*





## Enjoy frequent flights to Africa – perfect for the business traveler

Busy schedule? We fly frequently to and from several destinations in Africa, so that you always can find a flight that suits you. In our World Business Class we accommodate our service according to your wishes, so that you can arrive ready for a day of work. Find your business flight and read more at [klm.com](http://klm.com)

Royal Dutch Airlines



NOR⇌C

NORWEGIAN AGENCY FOR EXCHANGE COOPERATION

We are now partnering with new companies

- Develop your business and access new markets through international exchange
- Learn about new technologies and solutions abroad
- Get financial support and expert project counselling

[norec.no](http://norec.no)



Knowledge grows

How can we feed a growing population?



At Yara we develop crop nutrition solutions for a more sustainable agriculture that enable farmers to do more with less.

Find out more at [Yara.com](http://Yara.com)



Oil, gas, wind and sun. And a new name.



Statoil has been producing and supplying oil and gas since 1972. Times are changing – and so are we. The world's largest offshore operator is transitioning from being a focused oil & gas company, to becoming a broad energy company investing also in wind and solar energy. We believe that change can be good. And sometimes a new chapter in life requires a new name. The time has come for Statoil to change its name to Equinor.

Learn why at [equinor.com](http://equinor.com)



INTL · FCStone®

LOCAL CURRENCY PAYMENTS IN 175 COUNTRIES

- Direct delivery of 140+ currencies
- Highly competitive rates
- Guaranteed delivery amounts
- 30+ years of emerging market experience and knowledge



INTL FCStone®

Moor House • 1<sup>st</sup> Floor • 120 London Wall • London EC2Y 5ET  
Tel: +44 20 3580 6100 • Reuters Dealing: INTC

INTL FCStone (UK) LTD ("INTL") is registered in England and Wales No. 0434561 and is authorised and regulated by the UK Financial Conduct Authority under the Payment Services Regulations 2017 for the provision of payment services (PSPs) (PSPs). INTL is a wholly owned subsidiary of INTL FCStone Inc. ("INTL FCStone"). For the provision of payment services, INTL acts as agent for INTL FCStone Inc. in New York, INTL and INTL FCStone Inc. act as agents for INTL in Singapore. Neither this information nor any opinion expressed constitutes a solicitation to buy or sell foreign exchange or any futures or options or other products. Payment is a registered trademark in the United Kingdom and is registered community trademark in the European Community for and for the benefit of INTL FCStone Ltd. INTL is a wholly owned subsidiary of INTL FCStone Inc. INTL FCStone Inc. is a public company based in the United States, listed on the NASDAQ stock exchange (INTL) and registered by the US Securities and Exchange Commission. All financial information and filings are public and can be viewed on the website of the Securities and Exchange Commission or on our website [www.intlfcstone.com](http://www.intlfcstone.com). INTL FCStone Ltd is certified by the ISO 9001:2015 Certificate No. 15 54062/26.  
© 2018 INTL FCStone Inc. All Rights Reserved.

EKSPORTKREDITT  
Export Credit Norway



COMPETITIVE FINANCING FROM NORWAY



Offering long-term loans to African projects, companies and governments that choose Norwegian suppliers.

Please get in touch to discuss how we might support your contract or project.

[www.eksportkreditt.no](http://www.eksportkreditt.no)

Contact:  
Ivar Stengesol  
Director of lending  
[ivs@eksportkreditt.no](mailto:ivs@eksportkreditt.no)  
+47 991 14 110



**naba** | Norwegian-African  
Business Association



**BETTER BUSINESS TOGETHER**

**BE A PART OF NABA  
JOIN US TODAY!**

For more information, please go to:  
[www.norwegianafrikan.no](http://www.norwegianafrikan.no)