

PARTNERSHIP FOR INVESTMENT AND GROWTH IN AFRICA (PIGA)

THE SEMINAR ON INVESTMENT PROMOTION TO
ETHIOPIA, KENYA, MOZAMBIQUE AND ZAMBIA

EVENT REPORT

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**CADFund-DFID-ITC PARTNERSHIP
FOR INVESTMENT AND GROWTH
IN AFRICA (PIGA)**

THE SEMINAR ON INVESTMENT PROMOTION TO ETHIOPIA, KENYA, MOZAMBIQUE AND ZAMBIA

EVENT REPORT

Date: 25-26 February 2016
Organizer: ITC, CADFund, CCPIT
Sponsor: DFID, CCPIT Hebei Sub-Council, Tangshan People's Municipal Government
Venue: Shangri-La Hotel Tangshan, Tangshan, China

PARTICIPANTS

The seminar gathered more than 240 participants from China and Africa, including;

- 190 business people from 90 Chinese companies interested in investing in Africa;
- 7 investment promotion officers from Ethiopia Investment Commission, Kenya Investment Authority, Investment Promotion Centre of Mozambique (CPI) and Zambia Development Agency;
- 10 representatives from the embassies of Ethiopia, Kenya, Mozambique and Zambia in China, including Ambassadors of Ethiopia and Kenya, Charge d'Affaire of Mozambique and Minister Councillor of Zambia;
- 4 Chinese companies already investing in the four African countries;
- 24 representatives from CCPIT regional councils including Hebei, Fuzhou, Dalian, Ningbo, Dezhou, Henan, Tianjin, Jiangsu and Xingtai;
- Representatives from ITC, DFID, CADFund, CCPIT headquarter, CCPIT Hebei Sub-Council and CCPIT Tangshan City Committee.

See Annex I for the list of participants.

OBJECTIVES

The objectives of the seminar were to;

- Increase awareness of potential Chinese investors on investment climates and opportunities in Ethiopia, Kenya, Mozambique and Zambia;
- Provide forum for experience sharing and mutual learning among Chinese investors and investment promotion agencies in these countries;
- Facilitate network building between investment promotion agencies in these countries and potential Chinese investors.

See Annex II for the background and the programme of the seminar.

RESULTS

New business contacts with Chinese investors built

- ✓ 36 new business contacts established between Chinese companies and investment promotion agencies in the four African countries. The representatives of Mozambique were invited to visit one of the participating companies in a different city immediately after the seminar to discuss a concrete investment project.
- ✓ At least 24 inquiries from Chinese companies received after the seminar on the potential investment projects in the four African countries.
- ✓ Two African countries have initiated concrete discussions with Chinese investors on potential investment projects in their countries.
- ✓ 49% of the participating Chinese companies have established direct business contacts with investment promotion officials from the four African countries, and 41% have established new contacts with other Chinese companies interested in investing in Africa.
- ✓ 4 Chinese companies answered they have found concrete investment opportunities during the seminar.

Knowledge on investment climates of the four African countries enhanced

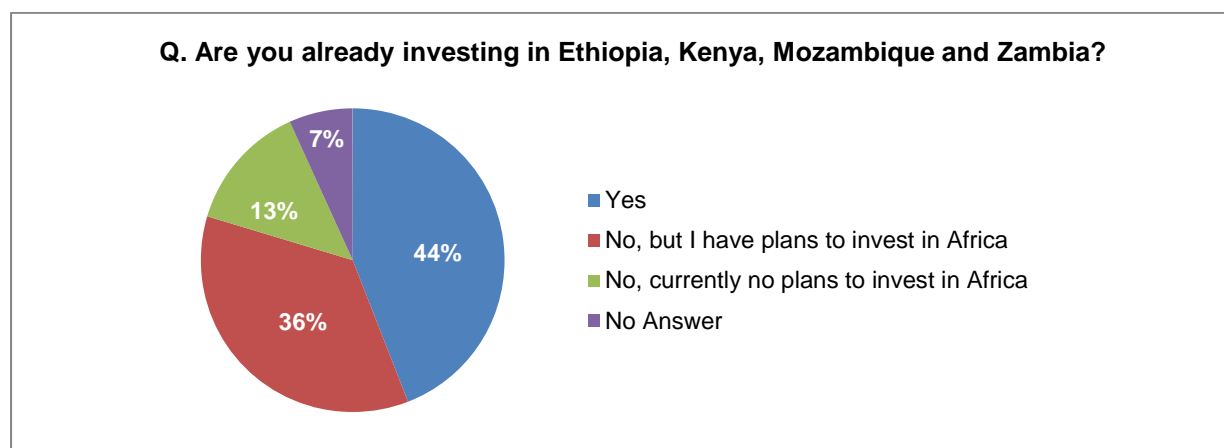
- ✓ 81% of participating Chinese companies have improved their understanding on investment climates and opportunities in Ethiopia, Kenya, Mozambique and Zambia.
- ✓ All representatives from investment promotion agencies of the four African countries increased their awareness on needs and interests of Chinese investors by directly interacting with them during the seminar. Some representatives also improved knowledge on investment climates of other African countries.

High satisfaction reported from the participants

- ✓ All representatives from investment promotion agencies of the four African countries expressed their satisfaction in participating in the seminar and expressed their interests in participating in future PIGA events.
- ✓ 80% of participating Chinese companies expressed their satisfaction to the seminar, and 86% answered they are interested in participating in the similar events in the future.
- ✓ Some sub-councils of CCPIT expressed their willingness to host similar events on investment promotion in Africa in the future.

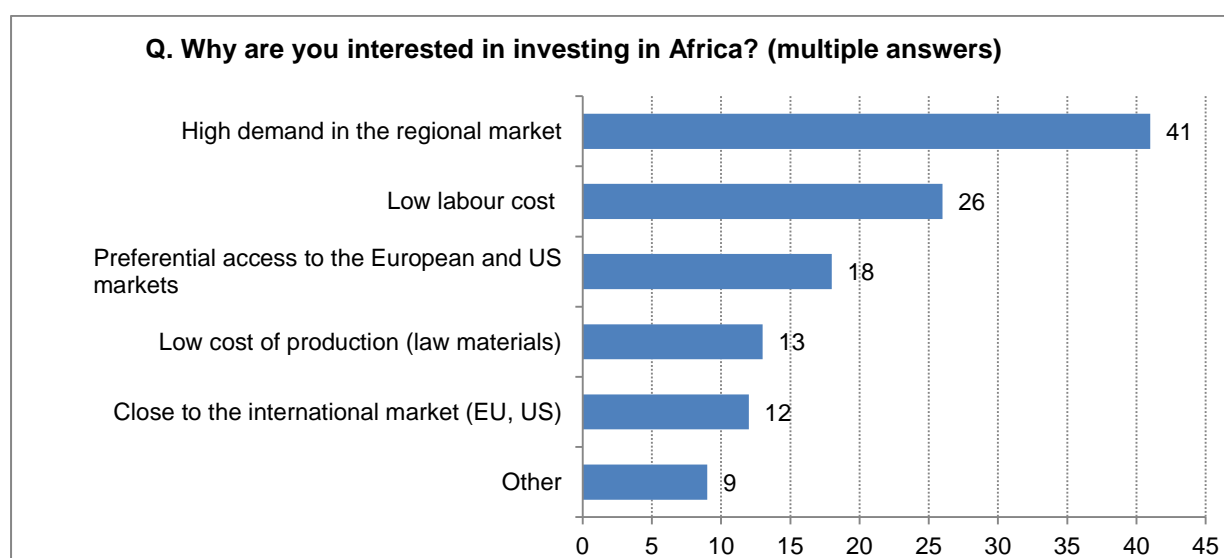
PROFILE OF THE PARTICIPANTS

The seminar was attended by 90 Chinese companies interested in investing in Africa. Out of 59 companies who answered the questionnaire, 44% answered that they are already investing in the four African countries, while 36% are not yet investing but have plans to invest in Africa. 13% currently has no plans to invest in Africa. 7% currently has no plans to invest in Africa.



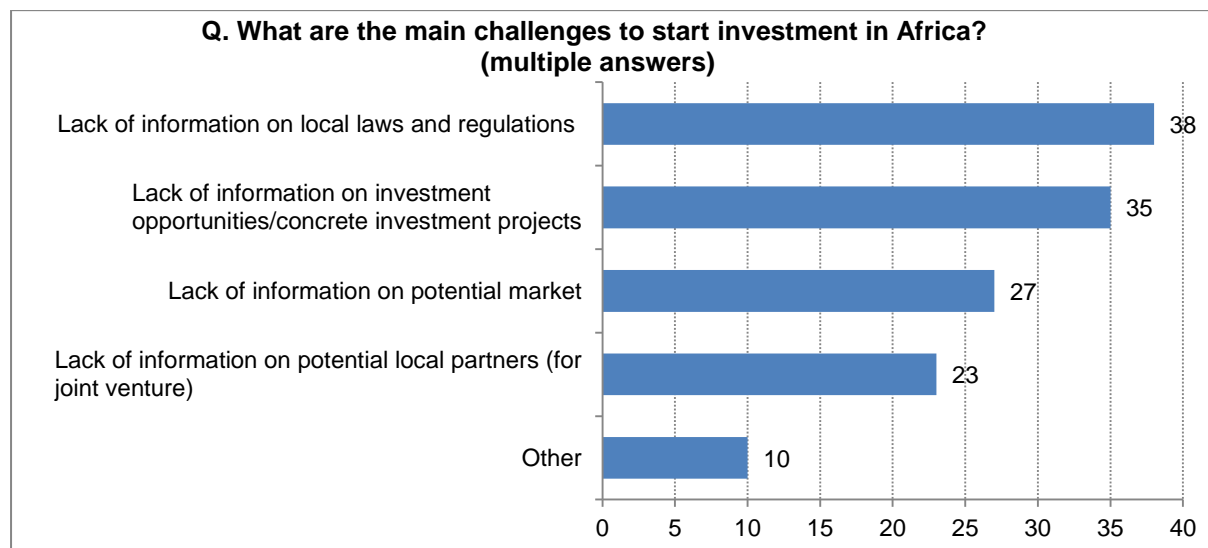
69% of the participants are interested in investing Africa because of the high demand in the regional market thanks to the growing population. Other reasons include low labour cost in the African countries and the preferential market access to the main exporting markets including the EU and the US.

Some companies answered that supply surplus and excessive competition in China are reasons why they want to invest in Africa. One company mentioned that the favourable policies implemented by the Chinese Government to promote the outward investment encouraged them to invest in overseas.

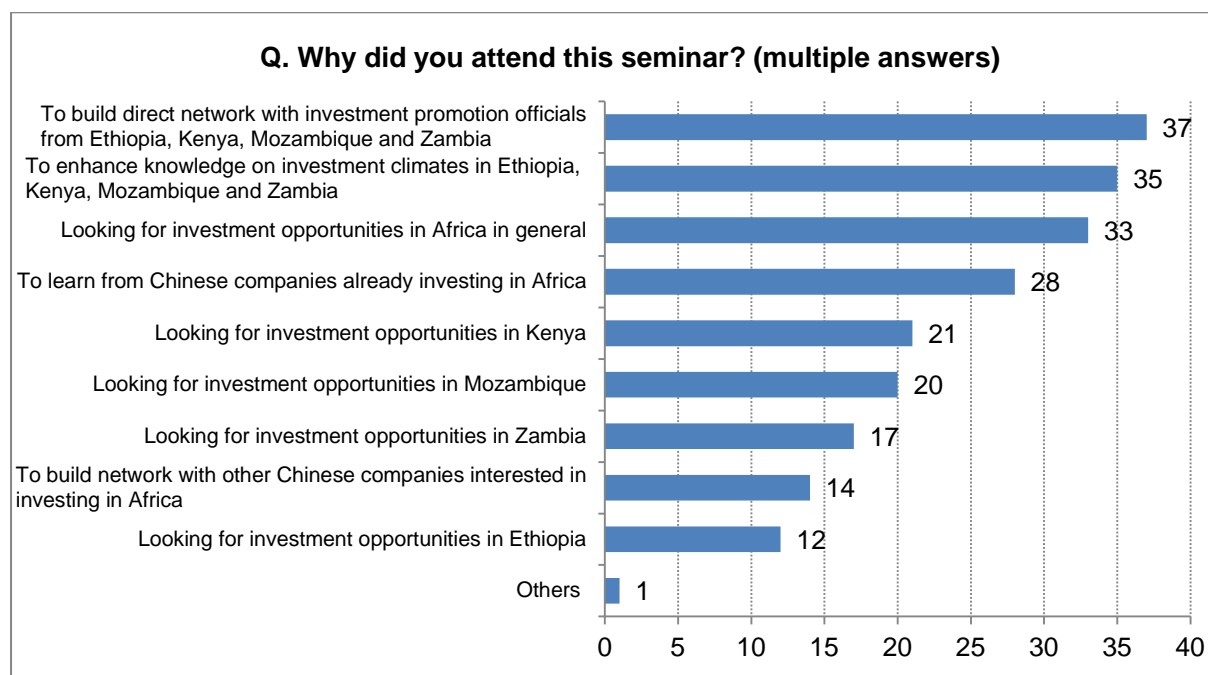


64% of participants answered that lack of information on local laws and regulations are the main challenges they face when investing in Africa. 59% answered that lack of information on the investment opportunities and concrete investment projects and 39% answered that lack of information on potential local partners for joint venture are the main challenges.

Other challenges mentioned by the participants include: foreign exchange risk/foreign exchange control, political risks/security issues, cultural differences and working efficiency. Some companies mentioned that establishing the partnership with local African companies is the main challenge and said they need support from Chinese intermediates to establish partnership with African companies.



63% of the participants answered that they attended the seminar to build direct network with the investment promotion officials from Ethiopia, Kenya, Mozambique and Zambia. Many participants as well as regional sub-committees of CCPIT also mentioned that the PIGA seminar provided the rare opportunity for many Chinese companies to directly interact with investment promotion officers from Africa. 59% answered that they attended the seminar to enhance knowledge on investment climates of these countries, and 56% answered to enhance knowledge on investment climates in Africa in general. 20% answered that they attended the seminar to build network with other Chinese companies who are interested in investing in Africa.



OPENING REMARKS

Mr. Zhang Jiansheng, Vice Chairman of CCPIT Hebei Sub-Council warmly welcomed the participants and officially opened the seminar.

Mr. Xuejun Jiang, Chief, Office for Asia and the Pacific, ITC, expressed his appreciation to the CCPIT Hebei Sub-Council and CCPIT Tangshan City Committee for their warm hospitality and support in organizing the seminar. Mr. Jiang introduced ITC and the background of PIGA project, and emphasized the importance of catalysing investment for the sustainable growth in Africa and the significant role Chinese investors could play to achieve this goal.

Mr. Shan Mitra, Senior Economic Advisor, DFID China, emphasized the importance of promoting investment in Africa that maximizes the local development impacts including building backward linkages and creating quality jobs especially for women and youth. Mr. Mitra reaffirmed the support of DFID to work closely with stakeholders in China and Africa, as well as with ITC through the PIGA project to promote investment in Africa.

Mr. Li Dongwei, Managing Director of Eastern and Northern Africa Regional Investment Department and Chief Representative of the Representative Office in Ethiopia, CADFund, emphasized that industry is the backbone of economic development and China has a lot of experience to share with Africa to promote industrialization in the continent. Mr. Li also expressed CADFund's commitment work with ITC, DFID, CCPIT as well as Chinese investors to promote innovative investment project in Africa through the PIGA project.

Mr. Lin Shunjie, Director General, Department of Trade and Investment Promotion, CCPIT, highlighted the priorities of Chinese government to promote economic cooperation with African countries following the Forum on China-Africa Cooperation (FOCAC) in December 2015. Mr. Lin said FOCAC business forum have committed the investment worth 60 million USD from China to Africa and enhance strategic cooperation between Chinese and African companies. Mr. Lin also introduced the activities of CCPIT to support the industrialization of Africa and its support to Chinese investors.



Mr. Xuejun Jiang, Chief, Office for Asia and the Pacific, ITC



Mr. Shan Mitra, Senior Economic Advisor, DFID China



Mr. Li Dongwei, Managing Director of Eastern and Northern Africa Regional Investment Department and Chief Representative of the Representative Office in Ethiopia



Mr. Lin Shunjie, Director General, Department of Trade and Investment Promotion, CCPIT

INTRODUCING INVESTMENT CLIMATES IN ETHIOPIA, KENYA, MOZAMBIQUE AND ZAMBIA

H.E. Ambassador Seyoum Mesfin, former Foreign Minister and current Ambassador of Ethiopia to China, introduced the overall investment climates in Ethiopia. Ambassador Mesfin highlighted the contribution of Chinese investment to Ethiopia's industrial development. Ambassador Mesfin also expressed his appreciation to the UK and China as well as ITC for the implementation of PIGA and said that the operationalization of PIGA will be the manifestation of the partnership to lift millions of people out of poverty in Africa.

H.E. Ambassador Michael Kinyanjui, Ambassador of Kenya to China, stated that the social and economic transformation is one of the central themes in Kenya Vision 2030 which seeks to transform Kenya into a newly industrializing middle income country by the year 2030. Ambassador Kinyanjui said China is one of Kenya's major trade and development partners and one of the largest sources of investment, making significant contribution to Kenya's social economic transformation. Ambassador Kinyanjui stated that PIGA is a promising and commendable initiative towards Africa's sustainable development.

Mr. Isac Massamby, Charge d'Affaire of the Embassy of Mozambique in China, welcomed the strong economic and diplomatic relation between China and Mozambique. Mr. Masamby stated that China is among the top 5 investors in Mozambique and Chinese investment could make important contribution to the economic development of the country.

Mr. Geoffrey Banda, Minister Councillor of the Embassy of Zambia in China, highlighted that the manufacturing and agro-processing sectors are the two key sectors to achieve industrialization in Zambia and expressed his strong hope for Chinese investors to invest in these sectors. In particular, Zambia has rich arable land and has large potential for the agricultural investment from China.

The presentation of the investment climates in the four African countries were complemented by the investment promotion officers from each country.

Ms. Wang Linjie, Deputy Director of Commercial Legal Service Center of CCPIT, presented the legal risks which Chinese investors may face in Africa and how to protect their investments. According to Ms. Wang, China-Africa trade volume was 147.6 billion USD and the outward investment flow from China to Africa was 1.9 billion USD in 2015. Trade and investment ties between China and Africa are growing steadily and economic cooperation is gaining its momentum. Ms. Wang pointed out that some of the common risks for Chinese investors in Africa include political stability, security issues and corruption. She explained that to avoid these political risks, one should conduct thorough study to select countries with favourable political and social environment, and also consider using insurance schemes such as China Export & Credit Insurance Corporation (SINOSURE) and the Multilateral Investment Guarantee Agency (MIGA). Furthermore, Ms. Wang explained that some of the common legal risks that Chinese companies face in Africa are: taxation laws and treaties, labour disputes, environmental protection regulations, exchange control and exchange rate risks and anti-monopoly laws. Ms. Wang presented examples of these political and legal risks in each country, and provided possible preventive measures. Lastly, Ms. Wang introduced the legal advisory services provided by CCPIT.

After the presentation, the floor was opened for questions and answers. One investor asked the tariff structures of the four African countries and how different tariffs would apply to the raw materials, intermediary goods and final products. Another investor asked about the land policies in Kenya and possibility of the acquisition of land in case of the agricultural investment projects. One company which has been investing in Africa for more than 50

years introduced their business in Africa, and offered to share their experience to other companies.



H.E. Ambassador Seyoum Mesfin, Ambassador of Ethiopia in China



H.E. Ambassador Michael Kinyanjui, Ambassador of Kenya in China

INVESTMENT OPPORTUNITIES IN LIGHT MANUFACTURING

1) Sharing experience of Chinese companies

Mr. Zhang Zhaohui, Chairman of the Blue Sky Construction Group, introduced the company's activities in Kenya. The Blue Sky International Construction Group, established in 2005, has been investing in Kenya since 2014. It started from the manufacturing of construction materials and expanded its business to trading and logistics services. Mr. Zhang decided to invest in Kenya to benefit from the preferential market access to EU and the US as well as rapidly growing domestic market. The severe competition within China was another reason why Mr. Zhang decided to look for new opportunities in Africa. Mr. Zhang believes that with Chinese technologies and experience, he could turn "Made in China" products to "Made in Africa". The Blue Sky Construction Group is currently developing an industrial park which will also serve as the distribution channels for other Chinese companies investing in Kenya. Mr. Zhang stated that he could decrease the cost of investment by clustering Chinese companies in the industrial parks. The industrial park of Blue Sky Construction Group will be operational in next 3 years.

Mr. Li Wenmin, Special Assistant of the President of Huajian Group, introduced the company's activities in Ethiopia. Huajian was founded by Mr. Zhang Huarong in 1984 and produces leather shoes. Huajian has been investing in Ethiopia since 2011, and produces leather shoes mainly for the US market. It currently employs 4,500 employees with 6 production lines in operation. Profit gained in 2015 was 15 million yuan with average of profit rate of 10%. Huajian chose Ethiopia as the investment destination because of the low labour cost (average wage for the worker is 700-1,500 USD per month), good air connection with China, safe and peaceful political and social environment and close bilateral relations between China and Ethiopia. Huajian also enjoys the low cost of energy and raw materials including animal leather. Ethiopia, as member of COMESA, has good access to regional market as well as to other market including the Middle East (shoes can be exported with zero tariff to the Middle East while they are subjected to 37% duties if exported from China) and the US. Huajian is providing various benefits to employees and their families and promoting technology transfer by providing intensive technical trainings to employees.

2) investment opportunities in the four African countries

Mr. Aschalew Tadesse, Investment Promotion Team Leader of Ethiopian Investment Commission, presented the investment opportunities in Ethiopia's light manufacturing sector. Ethiopia has national strategy to promote economic transformation through accelerating the growth of the manufacturing industry by increasing the productivity and quality of existing industries, diversifying existing industries (expansion and new investments), establishing industrial parks, agro-parks/clusters and supporting emerging sub-sectors. Some of the sectors with high potential include; textiles and clothing, leather and leather products, agro-processing, wood products, pharmaceuticals, industrial materials and the assembly of advanced products for regional markets. Ethiopia is actively promoting the construction of industrial parks as a part of "Vision 2025", Ethiopia's development strategy which aims to turn Ethiopia into the Industrial Hub of Africa, and currently constructing 8 Industrial Parks throughout the country.

Dr. Moses Ikiara, CEO of Kenya Investment Authority, presented the investment opportunities in Kenya's light manufacturing sector. Manufacturing sector is one of the key productive sectors identified under Vision 2030 to spur economic growth and development because of its immense potential for wealth creation, employment creation and poverty reduction. Overall goal is to increase sector contribution to Gross Domestic Product (GDP)

to 20% per annum from the current 11%, and propel Kenya to become Africa's industrial hub. Priority sub-sectors include; textiles and apparels, leather products, wood and paper products, plastics and rubber, chemical and allied, food processing, beverage and tobacco, motor vehicles assembly and component, electrical and electronic, metal and allied and pharmaceutical and medical equipment. Dr. Ikiara also presented various incentives Chinese investors could receive to facilitate their investment projects in Kenya.

Mr. Danubio Julio Lado, Marketing Officer of Investment Promotion Centre (CPI), presented the investment opportunities in Mozambique's light manufacturing sector. Mr. Lado explained that given its strategic location and a number of infrastructure development projects currently on-going, Mozambique have great potential to become one of the major productive bases in Africa. Mozambique is also actively promoting FDIs to the special economic zones and Industrial Free Zones.

Mr. Chisanga Pule, Investment Promotion Officer of Zambia Development Agency, presented the investment opportunities in Zambia's light manufacturing sector. Zambia's manufacturing sector face challenges such as excessive import dependence, little automatization and the minimum participation by medium and small scale industries (98.5% of contribution to GDP is made by large scale firms). Government of Zambia has been focusing on creating enabling environment for manufacturing i.e. creating economic zones and industrial parks. Mr. Pule introduced opportunities in manufacturing sectors including wood processing, manufacturing of cables, agro-processing equipment, household tools, pharmaceuticals, plastic products, paper products, textiles, packaging products, beverages, metal fabrication and building products, soaps and chemicals and paints.



Mr. Aschalew Tadesse, Investment Promotion Team Leader of the Ethiopian Investment Commission, presents investment incentives in Ethiopia.



Dr. Moses Ikiara, CEO of Kenya Investment Authority, presents investment opportunities in Kenya's light manufacturing sector.



Mr. Chisanga Pule, Investment Promotion Officer of the Zambia Development Agency, answers questions from Chinese investors.

INVESTMENT OPPORTUNITIES IN AGRO-PROCESSING

1) sharing experience of Chinese companies

Mr. Zhou Mingzhao, Chairman of Hubei Hefeng Grain & Oil Group, introduced the company's activities in Mozambique. Hubei Hefeng Grain & Oil Group, established in 1993, specializes in the agricultural production, R&D, processing, storage and logistics. In 2011, Mr. Zhou started exploring the investment opportunities in Mozambique, where they found rich arable land, similar to that of China. After the feasibility studies, Mr. Zhou established LianHe Africa Agriculture Development, Co. in 2012 with 26 Chinese agricultural machinery experts and 200 Mozambican workers. The company started the plantation of rice in 2012 with initial trial of 10 hectares and achieved good results with an average yield of 6,000 Kg per hectare. It then expanded its plantation area to 1,000 hectare in 2015. The company also brought modern agricultural machineries including processing and packaging equipment from China, and started to produce packaged rice for domestic market. The company was quickly supported by the consumers that long grain rice harvested and processed locally tasted far better than low-quality imported rice. Hubei Hefeng Grain & Oil Group is actively promoting technology transfer through intensive trainings and sharing experiences with local workers.

Mr. Yao Yunwu, Chairman of Jihai Agriculture Investment and Development Group, introduced the company's activities in Zambia. Jihai Agriculture Investment and Development Group, established in 2011, specializes in the agricultural investment in overseas. The group has been investing in Russia and Zambia and developed comprehensive agricultural production bases for cultivation, R&D and processing. In 2013, Jihai Agricultural Investment and Development Group established the mushroom production base and agricultural demonstration park in the Zambia-China Economic and Trade Cooperation Zone in Lusaka. Mushroom factory of Jihai employs 200 Zambian workers who lead the production, processing and packaging of mushrooms. Mushrooms are sold both in domestic and regional markets, creating new demand in the region. Mr. Yao also introduced that the company is currently constructing the agricultural trade centre in Lusaka, which will serve as a market for their agricultural products. Mr. Yao said production of edible fungus has huge potential to create jobs in Zambia, as the industry employs 30 million people in China. He explained that even small shift of production from China to Zambia could create more than 100,000 jobs in Zambia.

2) investment opportunities in the four African countries

Mr. Philip Huang, Promotion Officer of the Embassy of Ethiopia in China, presented the investment opportunities in Ethiopia's agro-processing sector. Mr. Huang introduced the investment opportunities in the agricultural sub-sectors such as coffee, tea, sugarcane, oil seeds, fruits and vegetables, cut flowers, spices, cotton and livestock, all of which Ethiopia has comparative advantages. Mr. Huang also explained the preferential market access which Ethiopia enjoys for the export to the US, EU and the regional market.

Dr. Moses Ikiara, CEO of Kenya Investment Authority, presented the investment opportunities in Kenya's agro-processing sector. Dr. Moses explained that the agriculture sector is the mainstay of the Kenya's economy, accounting for 25% of its GDP. It also forms 65% of Kenya's total exports and provides 18% of formal employment. One of the problems faced in Kenya is the limited value addition within the country. For example, only 16% of all exported agricultural output in Kenya is processed; the rest is exported in raw form. Given the fact that Eastern Africa annually imports 3.8 billion USD in raw and processed commodities such as wheat, palm oil and rice from outside of the region for local consumption, Kenya can set up a "food hub" -import raw commodities in bulk and process and export consumer goods to serve the growing regional market.

Mr. Lázaro Nhangombe, Economist of Agribusiness Promotion Centre (CEPAGRI), presented opportunities in Mozambique's agro-processing sector. Mr. Nhangombe explained that Mozambique has vast arable land (only 15% is currently utilized) and has high agricultural potential to Chinese investors. Mozambique also has extensive water resources and tropical climate which allows year-round, high yield crop production. The government of Mozambique identified six growth corridors for agricultural development and value chains for priority products such as horticulture, rice, beans, cassava, chicken and red meat, maize, banana, sugar, sesame, potato, cashew nuts, cotton, soya and wheat. Mr. Nhangombe also explained that agricultural transformation is the priority of the government and investors are granted various incentives and support for the agricultural investment.

Ms. Martinet Malyo, Business Development Specialist of Zambia Development Agency, presented opportunities in Zambia's agro-processing sector. Ms. Malyo explained that Zambia has great potential for agricultural investment because of its production capacity of agricultural products. Currently, Zambia is increasing its production of sugar confectionery products, animal feed and broiler meat due to low-cost production of cane sugar and soya beans. Zambia is also seizing the opportunity to become a competitive exporter not only of maize and wheat, but also value added products such as flour and bakery products. Investors could find opportunities in areas such as processing of various food and cash crops, livestock, poultry and fish farming.



Ms. Martinet Malyo presents investment opportunities in Zambia



Mr. Danubio Julio Lado answers questions from Chinese investors.



Dr. Ikiara speaks with Chinese investors.

COMPANY VISIT

After the seminar, representatives from TISIs and embassies visited one of the largest steel companies in Tangshan, Tangsteel, and a porcelain exhibition centre.



Investment promotion officers visiting Tangsteel, one of the largest steel companies in Tangshan

ANNEX I: LIST OF PARTICIPANTS

See attached

ANNEX II: BACKGROUND AND PROGRAMME

BACKGROUND

Africa has experienced high and sustained growth in the past decade. Despite this progress, poverty reduction in Sub-Saharan Africa has been limited and many countries are yet to undergo the process of structural transformation characterized by a shift from low- to high-productivity activities. In order to achieve this transition to higher productivity and more inclusive growth, Africa needs manufacturing and agricultural investments anchored in export markets.

China's large and growing importance as a trading partner and investor in Africa presents a major opportunity to help address these needs. However, significant barriers exist such as inadequate market information, weak supply-side capacity, trouble overcoming regulatory barriers within the region and overseas, and obtaining access to finance, both for investment capital and to underwrite trade.

Under PIGA, the Government of the United Kingdom of Great Britain and Northern Ireland's Department for International Development (DFID), China-Africa Development Fund (CADFund) and International Trade Centre (ITC) work together to address these barriers and maximise local development benefits, including creation of more, better and inclusive jobs in four pilot countries namely, Ethiopia, Kenya, Mozambique and Zambia.

Against this background, ITC will organize a seminar on investment promotion to Ethiopia, Kenya, Mozambique and Zambia in Tangshan, Hebei Province, which targets potential Chinese investors interested in investing in these countries. The seminar will be organized jointly with CADFund and China Council for the Promotion of International Trade (CCPIT).

PROGRAMME

DAY 1: THURSDAY, 25 FEBRUARY 2016

8:30 – 9:00 Opening address

Moderator: Tangshan Mulnicipal Government

- Mr. Zhang Jiansheng, CCPIT Hebei
- Mr. Xuejun Jiang, Chief, Office for Asia and the Pacific, ITC
- Mr. Shan Mitra, Senior Economic Advisor, DFID China
- Mr. Li Dongwei, Chief Representative, Representative Office in Ethiopia, CADFund
- Mr. Lin Shunjie, Director General, Department of Trade and Investment Promotion, CCPIT

9:00 – 12:00 Introducing investment climates in Ethiopia, Kenya, Mozambique and Zambia

Moderator: Mr. Xuejun Jiang, Chief, Office for Asia and the Pacific, ITC

9:00- 9:30 Ethiopia

- H.E. Mr. Seyoum Mesfin Gebredingle, Ambassador, Embassy of Ethiopia in China
- Mr. Aschalew Tadesse, Investment Promotion Team Leader, Ethiopian Investment Commission

9:30-10:00 Kenya

- H.E. Mr. Michael Kinyanjui, Ambassador, Embassy of Kenya in China
- Mr. Moses Ikiara, CEO, Kenya Investment Authority

10:00-10:30 Coffee/tea break

10:30-11:00 Mozambique

- Mr. Isac Massamby, Charge d'Affairs, Embassy of Mozambique in China
- Mr. Danubio Julio LADO, Marketing Officer, Investment Promotion Centre (CPI)

11:00-11:30 Zambia

- Mr. Geoffrey Banda, Minister Councillor, Embassy of Zambia in China
- Ms. Martinet Malyo, Business Development Specialist, Zambia Development Agency

11:30-12:00 CCPIT – investment protection in Africa

- Ms Wang Linjie, CCPIT commercial Legal Service Centre

12:00-12:30 Q&A session

12:30-13:30 Networking lunch

Thematic session 1: Light Manufacturing

Moderator: Mr. Lin Shunjie, CCPIT

13:30-14:30 Sharing Experience by leading Chinese investors

13:30-14:00 Huajian Group (Ethiopia)

- Mr. Zhang Huarong, Chairman

14:00-14:30 Blue Sky International Construction Group (Kenya)

- Mr. Zhang Zhaohui, Chairman

14:30-18:00 Investment opportunities of light manufacturing sector

14:30-15:15 Ethiopia

- Mr. Aschalew Tadesse, Investment Promotion Team Leader, Ethiopian Investment Commission

15:15-16:00 Kenya

- Mr. Moses Ikiara, CEO, Kenya Investment Authority

16:00-16:30 Coffee/tea break

16:30-17:15 Mozambique

- Mr. Danubio Julio LADO, Marketing Officer, Investment Promotion Centre (CPI)

17:15-18:00 Zambia

- Mr. Chisanga Pule, Investment Promotion Officer, Zambia Development Agency

18:00-19:30 Networking reception

DAY 2: FRIDAY, 26 FEBRUARY 2016

Thematic session 2: Agro-Processing

Moderator: Mr. Li Dongwei, CADFund

8:30- 9:30 Sharing Experience by leading Chinese investors

8:30- 9:00 Hubei Hefeng Grain & Oil Group (Mozambique)

- Mr. Zhou Mingzhao, Chairman

9:00- 9:30 Jihai Agriculture Investment and Development Group (Zambia)

- Mr. Yao Yunwu, Chairman

9:30-12:45 Investment opportunities in agro-processing sector

9:30-10:15 Ethiopia

- Mr. Philip Huang, Promotion Officer, Embassy of Ethiopia in China

10:15-10:30 *Coffee/tea break*

10:30-11:15 Kenya

- Mr. Moses Ikiara, CEO, Kenya Investment Authority

11:15-12:00 Mozambique

- Mr. Lázaro NHANGOMBE, Economist, Agribusiness Promotion Centre (CEPAGRI)

12:00-12:45 Zambia

- Ms. Martinet Malyo, Business Development Specialist, Zambia Development Agency

12:45-13:00 Closing address

Moderator: Mr. Zhang Jiansheng, CCPIT Hebei

- Mr. Xuejun Jiang, Chief, Office for Asia and the Pacific, ITC
- Mr. Shan Mitra, DFID China



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