

THE CANADA AFRICA BUSINESS CONFERENCE

A two-day business conference showcasing Canadian expertise and experience as your business partner of choice in developing, implementing and financing projects in Africa

March 26-27, 2019 | Gaborone, Botswana

The Canada-Africa
Chamber of Business



Chambre commerciale
Canada-Afrique



Soapbox Communications

HATCH



BancABC



Kemet Pharmaceuticals



www.canadaafricabusinessconference.com
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The Canada-Africa Business Conference

Program

Monday, March 25, 2019

18:00 Arrival & Registration at GICC

BancABC Matchmaking Reception (The BOMA, Grand Palm)

Keynote: Pierre Olivier (Hatch)

DAY 1:

Tuesday, March 26, 2019

07:00 - 07:30 Arrival & Registration at GICC

| | | |
|-------------|--|---|
| 07:30-07:35 | National Anthems & Benediction | Pastor Kgwarapi – AFM Church |
| 07:35-07:45 | Introductions | Grace Seitshiro & V. Mojela |
| 07:45-07:50 | Welcome Remarks | His Worship Kagiso Thutlwe, Mayor of Gaborone |
| 07:50-07:55 | Botswana High Commissioner to Canada | His Excellency David John Newman |
| 07:55-08:00 | AEM Regional Managing Director, Hatch | Pierre Olivier |
| 08:00-08:05 | President, The Canada-Africa Chamber of Business | Garreth Bloor |
| 08:05-08:20 | Official Presidential Opening | His Honour Slumber Tsogwane, Vice President of The Republic of Botswana |
| 08:20-08:25 | Prime Minister of Canada | Represented by the Minister of Trade Diversification, Hon. Jim Carr (via video) |
| 08:25-08:30 | Vote of Thanks | Rev. Mmachakga Moruakgomo, Chairman of CLGF, President of BALA and Vice President of UCLGA-SARO |
| 08:30-08:50 | Keynote: Financing Africa: A Canadian Private Sector View <i>Africa is ripe with opportunities across a host of sectors. Fairfax Africa has entered the fray, investing hundreds of millions into business on the continent. The CEO of this Toronto listed firm will discuss and showcase their investment criteria and strategy, demonstrating why Canada's private sector is the partner of choice in financing Africa's next generation of tomorrow's leading corporates</i> | Michael Wilkerson, CEO, Fairfax Africa |
| 08:50-09:00 | Ministry of Health & Wellness <i>Toward enabling private sector driven healthcare innovation with Canada</i> | Dr. Alfred Madigele, Minister of Health & Wellness |
| 09:00-09:15 | Botswana Business Climate | Hon. Bogolo Kenewendo, Minister of Trade & Investment |

| | | |
|-------------|--|---|
| 09:15-09:30 | A New Era in Canada-Africa Trade & Investment | René Cremonese, Ambassador of Canada to Botswana |
| 09:30-10:00 | <p>Panel: Ensuring the SADC Region's Development is Best Served Through Canadian Business Partnerships</p> <p><i>Canadian businesses are among the world's most competitive. Frequently the biggest Canadian brands dominate global markets-without any knowledge of their origins in Canada</i></p> <p><i>A discussion on how best Canadian businesses can serve SADC markets and beyond, with inputs from leading Canadian entities and organisations within SADC</i></p> | <p>Welekazi Cele, Hatch Kgotso Bannalotlhe, BancABC Dr Raphael Dingalo, HRDC</p> |
| 10:00-10:30 | Health Break, Networking and Showcasing Potential Partners | |
| 10:30-11:00 | <p>African Leadership Forum: Plans & Vision <i>Assessing the role of the private sector in driving investment opportunities and the role of governments enabling local economic development</i></p> | <p>Norman Moleele, Business Botswana Lucara Diamonds Steve Pheko, Executive Secretary, BALA Naseem Lahri, Lucara Diamond</p> |
| 11:00-12:00 | <p>Panel Discussion 1: Plans & Visions Moderator: Mr Melaetsa</p> | <p>Pierre Olivier, Hatch Mogakolodi Maoketsa, Debswana Alistar Jeffcoate, Tsodilo Resources Dr. V.I. Lakshmanan, Process Research Ortech</p> |
| | <p>Panel Discussion 2: Health & Innovation Moderator: Dr Oatlhokwa Nkomazana</p> <p><i>Botswana, through the Ministry of Health & Wellness, is facilitating Canadian solutions to ensure this prosperous middle-income nation's healthcare systems delivers for the common good of all - drawing on the innovations within Canada's health sector</i></p> | <p>Moses Keetile, Ministry of Health & Wellness Jacques NdoutouMve, EL Consulting Dr. Ryan Miley, Shift Health Dr Oatlhokwa Nkomazana, University of Botswana Dr Dan Gordon, Colleaga</p> |
| | <p>Panel Discussion 3: Insurance & Finance</p> <p><i>Canadian corporates and investment capital, including into SADC's BancABC and Bryte Insurance, are raising the bar in Africa's financial sector. Hear from the leaders in finance</i></p> | <p>Dziki Nganunu, Bryte Insurance Kgotso Banabotlhe, BancABC Mike Morgan, Southern Africa-Canada Chamber of Commerce (SACANCHAM)</p> |
| | <p>Panel Discussion 4: Smart Industries and Sustainable Development</p> <p><i>Discover how Canadian firms, from large corporates to early start-ups are solving almost everything through markets; from infrastructure challenges to driving organic agriculture-regardless of climate - and collecting payments in Africa's dynamic informal sectors</i></p> | <p>Max Clark, Hatch Thessy Moodley, Hatch Ian McNaill, Ingeni Sugeevan Shanmuganathan, The Dunya Project Dr. V.I. Lakshmanan, Process Research Ortech</p> |

| | | |
|-------------|---|--|
| 12:00-12:45 | Impact Investing Plenary: Towards Women's Full Empowerment and Equality in Business Sponsored by Uhusiano Capital | Led by Rubelyn Alcantara, Uhusiano Capital Eunice Mpoloka, Debswana Welekazi Cele, Hatch Cornelia Holtzhausen, Hatch, World Bank IFC |
| 12:45-14:00 | Canada-Africa Business Luncheon | |
| 14:00-15:30 | Session 3 Canadian Innovation and African Opportunities | |
| | Breakaway 1: Delivering Skills and Inclusive Development through Mining in SADC | Hatch, Lucara Diamonds Andile Nomlala, President, BMF South Africa |
| | Breakaway 2: Healthcare, Wellness and Safety <i>The Rise of NCDs in Africa. By 2030 deaths by NCDs are projected to exceed deaths due to communicable, maternal, perinatal and nutritional diseases combined" What are the urgent steps and solutions?</i> | Dr. Rebecca Obeng, Erick Tidiane, Dr. Adeline Coleman, Dr Oathokwa Nkomazana Moréniké Oládøsebikan, CEO, Kemet Pharmaceuticals Pty |
| | Breakaway 3: Smart Cities/Smart Villages <i>Continuing the conversations on local government through Canadian private sector innovations designed to unlock Africa's potential</i> | Craig Simmer, Hatch Dr. V. I. Lakshmanan, Process Research Ortech Dr. Dan Gordon |
| 15:30-16:00 | Health break, Networking and Showcasing of Potential Canadian Partners | |
| 16:00-17:30 | Session 4: Breakaway 1: Networking Session for Mining Service Providers <i>Canadian innovations and mutual areas of learning for world-class Canada-Africa collaboration in mining</i> | Canadian firms and initiatives including Hatch Partners, Pego Projects, Tsodilo, Pangolin |
| | Breakaway 2: CSI and Impact Investing <i>Considering how doing good and doing business go together, with leading Canadian firms and financiers who have moved to Africa and never looked back.</i> | Darren Wisher, Lucara Diamond Craig Simmer, Hatch Regeneris and Hatch Urban Solution Amdile Nomlala, President BMF South Africa |
| | Breakaway 3: Agriculture & Agro Processing <i>Some have argued the biggest opportunity for Canada's private sector lies in agriculture. Learn about privatization plans for agriculture in Africa and the doors it opens to Canadian industry broadly – from grains to beef</i> | Ezekiel Obakeng Moumakwa, CEO, PEEPA (Public Enterprises Evaluation and Privatization Agency, Botswana) Steve Pheko, Secretary General, BALA (Botswana Association of Local Authorities, Botswana; Stuart Bradley, CEO, Phatisa Ministry of Agricultural Development and Food Security |
| | Breakaway 4: Documentary: Poverty Inc. <i>(showcasing how African solutions can be unlocked through local business) Premiered at the Toronto International Film Festival</i> | Adedayo Thomas, Commissioner of Film, Nigeria Max Clark, Hatch Garreth Bloor, The Canada-Africa Chamber of Business |

DAY 2:

Wednesday, March 27, 2019 - Site Visits

Schedules provided directly to participating Canadian Companies and counterparts.

Premier Sponsor

HATCH



Entrepreneurs with a technical soul

Market conditions are transforming the way you do business. Uncertain investment climates, geopolitical turmoil, and the global transition to a low-carbon economy are driving us all to make significant changes.

Your needs are changing rapidly. So are your expectations of your colleagues, clients, suppliers, local communities, and governing bodies.

Like you, we are passionately committed to the pursuit of a better world through **positive change**.

By partnering with you, we develop better ideas. Our vast engineering and business knowledge adds to your own skills and resources, so together, we find ways to solve your toughest challenges.

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Message from Garreth Bloor, President, The Canada-Africa Chamber of Business

The Canada-Africa Chamber of Business celebrates 25 years of existence. The Canada Africa Business Conference represents the diversity of industries and interest in and across African markets, embodied in the vibrancy and strength of our G7 country.

Healthcare, mining, agriculture, tech, investments, fintech and manufacturing, among others, show the diversity of interests represented here today.

I wish to thank our Premier sponsor Hatch for making it happen. From the very beginning, Hatch has always been at the forefront of engagement with the continent through The Canada-Africa Chamber of Business.

A special word of thanks to both the government and the business community of Botswana, who have welcomed Canadian business, and the Canadian people, with open arms. In particular the local governments of Botswana, at the coalface of communities, have risen to the forefront of working with us, through the leadership of Mr. Steve Pheko.

Finally, to my predecessor Mr. Bruce Shapiro, President of the Chamber for 22 years; thank you! This milestone summit is a culmination of your work and that of Wayne Floreani, with the dynamic leadership of Vuyiswa Mojela and Jacques NdoutouMvé - bringing together Canadian and Botswana business in this beautiful gateway to SADC.

The Chamber has been serving its members since 1994 with a mandate of accelerating trade, business and investment between Canada and Africa through world-class networking and information sharing opportunities.

The Chamber is based in Toronto with members located throughout Canada and was founded in 1994 as The Canada-South Africa Chamber of Business. Given the broader African interests of its members and stakeholders The Chamber expanded its geographic mandate to include all of Africa in 2016. The Chamber is an independent, non-for-profit organization with strong working links with both Canadian and African businesses and governments.

The **Canada-Africa**
Chamber of Business



Chambre commerciale
Canada-Afrique

www.canadaafrica.ca



Message from Vuyiswa Mojela, Founder & CEO, Soapbox Communications

Botswana may be a humble nation; but behind the humility and peace of our prosperous land, there is a wonderful recognition from the world of the economic strides we continue to make, as the Fraser Institute of Canada shows every year.

We are delighted to welcome each of you.

Canadians, you are welcome in Botswana. As Soapbox Communications, I am proud to welcome you to this gateway to SADC and Africa as a whole.

As a private company I founded in 2008, it has been a privilege to work with the private sector for over a decade – delivering a platform to enable the world to do business in Botswana.



Soapbox Communications

Established in 2008, Soapbox Communications is a Botswana registered company specialising in areas of mining, construction, transport, health and ICT. Soapbox Communications, acts as a liaison between Botswana companies and international businesses interested in doing business and partnerships in the country. The company has been actively involved in international conferences and mining trade exhibitions. It also provides up to date information on doing business in Botswana.

www.soapboxcomms.co.bw



BancABC is pursuing its vision to be the preferred banking partner in Africa by offering world class financial solutions - to the benefit of all its stakeholders.

BancABC has a proud heritage dating back to 1956. The Group, which has its head office in Botswana, was formed as a result of a series of mergers and acquisitions of financial institutions operating in Southern Africa. This has given the Group a strong geographical footprint as well as a sound understanding of the diverse financial markets within the region. As a result, BancABC has operations in Botswana, Mozambique, Tanzania, Zambia and Zimbabwe and a group services office in South Africa.

BancABC has its primary listing on the Botswana Stock Exchange and a secondary listing on the Zimbabwe Stock Exchange. The Group's shareholders include, Old Mutual, Botswana Insurance Fund and the International Finance Corporation. The Management of BancABC, most of whom have a longstanding history with the bank, also holds significant shareholding within the Group thereby offering much needed stability to all stakeholders.

Diamond Sponsor



MINISTRY *of* HEALTH
REPUBLIC OF BOTSWANA

www.moh.gov.bw

The Ministry of Health & Wellness has the portfolio responsibility to provide leadership on health matters. Health services in Botswana are delivered through public, private for profit, private non-profit and traditional medicine practice. The Ministry of Health is responsible for coordinating and leading the health sector in Botswana including formulating policies, setting standards, regulation as well as ensuring that quality and affordable health services are delivered to all.

Diamond Sponsor



www.bala.org.bw

BALA's mission is to enhance good governance through local democracy and the provision of cost effective quality services to our stakeholders. Its vision is to be a model of excellence in the promotion of Local Governance. Its objective is to help create an enabling environment for the Councils to become credible and recognized partners of central government and the private sector in the development process.



A STAR ALLIANCE MEMBER 

Ethiopian Airlines is long-standing supporter of the Canada-Africa Chamber of Business – and a centre of African excellence. A company that has always both believed in and demonstrated the potential and power that is trade and investment between Canada and Africa.

As Africa’s top-rated airline and a member of the Star Alliance, The Canada-Africa Chamber’s partner airline offers easy access via Addis Ababa from Toronto, on the world’s fastest route through their brand-new terminal.

It is exciting news for Africa: “As I have shared in the media, access between Canada and Botswana (and SADC) is growing and is easier than ever: departing from Gaborone – or almost anywhere in Africa - at 3pm on Ethiopian Airlines, gets one into Toronto the next morning by 7.30am, with a brief layover at Addis Ababa’s world class new airport terminal,” says Vuyiswa Mojela, CEO of the Botswana-based Soapbox Communications; a partner in the Canada-Africa Business Summit.

Daily departures at 11am from Toronto Pearson arrive in Gaborone and all major African cities by the mid-afternoon of the following day.

“There is no faster, better way connecting Canada and Africa than Star Alliance’s award-winning Ethiopian Airlines,” says Garreth Boor, President of the Canada-Africa Chamber of Business.

“We are proud of our partnership. Ethiopian Airlines has enabled a major G7 nation like Canada to deepen trade and investment with African markets at a time where trade diversification is an important priority”.

www.ethiopianairlines.com



Lucara Diamond Corp.'s 100 percent owned Lucara Botswana operates Karowe diamond mine, located in Letlhakane, Botswana. It has been in production since 2012 and is one of world's foremost producers of large, high quality, Type IIA diamonds in excess of 10.8 carats, including the historic 1,109 carat Lesedi La Rona (second largest gem diamond ever recovered) and the 813 carat Constellation (sold for a record US\$63.1 million). Lucara sells its diamond production through regularly scheduled tenders (auctions) throughout the year and since commencing production, has sold 180 diamonds for more than \$1 million each and 10 single diamonds for more than \$10 million each.

Lucara also owns a 100% interest in Clara Diamond Solutions, a secure, digital sales platform that uses proprietary analytics together with cloud and blockchain technologies to modernize the existing diamond supply chain, driving efficiencies, unlocking value and ensuring diamond provenance from mine to finger.

Since 2014, Lucara has paid out more than US\$249 million in dividends, which well exceeds the total capital invested to build the mine. The Company has an experienced board and management team and operates transparently, in accordance with international best practices in the areas of sustainability, health, safety, environment and community relations.



MineAfrica is a business development and marketing company providing the premier platform for mining companies, service providers and governments to promote themselves to a senior level, Africa focussed financial and mining audience.

Our programs include:

- 13th Annual Investing in African Mining in London, UK on November 25, 2019 during Mines and Money
- the biggest African mining event in North America – our 18th Annual Investing in African Mining Seminar and The Canada-Africa Chamber of Business 21th Annual African Mining Breakfast with premier sponsor SGS on March 3, 2020 during PDAC including booth space in the PDAC Trade Show
- Business development, marketing and consulting services including business development, trade and investment trips to Canada
- MASTERMINING educational courses and training workshops in general public sessions and also customized, in-house versions designed to meet the specific needs of your organization, including the following:
 - Understanding the Mining Industry From A to Z
 - International Security Workshop: Are you prepared to manage and respond to a kidnapping and ransom, security, travel or terrorism event?
 - Medicine for Miners: International Travel and Occupational Health Workshop



Webmart is a dynamic youth owned company which is technologically oriented and aimed at providing the corporate market with an online presence to enable them to reach their clientele market without any restrictions of location and distance. Webmart's service offerings range from website development, domain registrations, website hosting, professional emails as well as Online Marketing utilizing Google AdWords.

With the increasing developments in technology, there has been an international drive for companies to operate utilizing the World Wide Web for service provisions, marketing and procurement. For this reason companies are reaching out to internationally based companies to close their service gaps and increasing market reach since local markets are limiting. The internet has proven to be vital in the survival of most businesses over a wide range of business sectors whether it be manufacturing, tourism & hospitality, retail and merchandizing, messenger services etc.

Presence in the internet allows them to be easily accessed without real time face to face meetings and allows them to conduct business on a 24/hr schedule not limited to local operating times. For this reason our website development and support services are in high demand to ensure that the corporate market stays afloat against competition and other unforeseen market based pressures.

We have unmatched presence in the online and digital market. Our work, client satisfaction and achievements records speaks for us. Unlike others, we believe in long term relationships with our clients so as to ensure clientele satisfaction, which is our number one measuring stick when we calculate our achievements.

Platinum Sponsor



Kemet Pharmaceuticals

www.kemet.care

Kemet Pharmaceuticals is a manufacturing Startup working to develop modular generic drug manufacturing. The company's goal is to increase manufacturing efficiency and to increase access to life saving medications across the Southern African Development Community starting first in Botswana. A core tenet of the company is that it is built by Africans for Africans, and as such multiple skilled professionals from the African Diaspora and the Continent engage constructively and in innovative multidisciplinary collaborations, through the work of Kemet Pharmaceuticals, to remember and nurture indigenous African pharmacognosy, to develop S.T.E.A.M capacity, mobilize and marshal human and financial resources such that primary drug manufacturing is initiated, tested and scaled in Botswana then in other African countries.

Gold Sponsor



www.brytesa.com

B.I.C.B Limited, a company that trades as Bryte Risk Services Botswana ("Bryte") is the premier, proactive personal and commercial risk specialist in the country. Applying our unparalleled sector insights, proven expertise and foresight, we partner with customers and brokers to protect their personal assets and businesses and improve their risk profile across the continent.

Our short-term insurance risk management solutions are developed from deep sector knowledge, a future-fit focus and our commitment to service excellence. The Bryte brand is built on our strong foundation of an established, successful insurance heritage and an invested partnership model.

Bryte's operations in South Africa and Botswana are recent additions to the Fairfax Financial Holdings portfolio. Fairfax is a company based and listed in Toronto, Canada and, through its subsidiaries, is engaged in property and casualty insurance as well as reinsurance and investment management.

Bryte approaches risk with purpose, proactively working with brokers and customers to enable better risk decisions.



The MAPP Africa platform promotes Africa, creates connections, and celebrates success. From capacity-building to economic development, and entertainment to sports, we connect the continent with the African diaspora and the rest of the world.

MAPP Africa also identifies and licences international products that have the potential to help Africa build its capacity and resilience. MAPP Africa currently has exclusive Africa-wide distribution agreements for the following Canadian technologies:

RidgeBlade, a wind turbine technology designed to produce electricity in a wide range of wind conditions including low wind speeds.

TECTA-PDS (Pathogen Detection Systems), a fully-automated, microbiology systems for performing on-site regulatory compliance testing for E. coli and Total Coliform bacteria in drinking water distribution system samples. www.mappafrica.com



Phatisa is a sector-specific African private equity fund manager located in and operating across sub-Saharan Africa. The firm currently has three funds under management, totalling more than US\$ 400 million, focused on food and affordable housing. Phatisa comprises a team of over 40 dedicated staff and a solid track record of managing private equity funds and commercial businesses throughout the continent. We speak 29 languages and represent 12 nationalities. Phatisa's vision is to be the leading sector-focused development equity (DevEq) fund manager in Africa. This philosophy finds expression in the unique formula of $\text{DevEq} = \text{PAT} \times x + i 2^{\text{TM}}$; a balanced blend of private equity and development finance, striving to build sustainable assets and communities, while ensuring the best possible returns for investors. www.phatisa.com



New Dawn Energy Solutions is an energy technology company based in Markham, Ontario, Canada. Established in 2006 we integrate quality energy products to international standards for conserving and generating energy. We are integration experts with over 100 years of combined power industry design, operations, and maintenance experience.

We believe that energy efficiency and renewable energy can result in zero net energy consumption from non-renewable sources. We are committed to bringing the most innovative and robust energy solutions to exceed our client's expectations. We seek synergies to excel in what we do together and pride ourselves on customer service based project implementation.

Our products generate reliable electricity from local resources and can be deployed rapidly. Our energy solutions range from portable energy systems to turnkey micro-grid energy solutions that exceed customers' expectations. We have the tools to accurately determine customers' needs and provide all the necessary products, support required to meet their goals. We continuously research and identify products, technologies that have demonstrated their ability to provide reliable energy solutions. www.newdawn-es.com



Thornhill Medical (TM) has leveraged its expertise in Sequential Gas Delivery (SGD) and Closed Loop Volume Control (CLVC) to develop novel medical devices for emergency and intensive care.

The company was founded by Dr. Joseph Fisher, a world-renowned research scientist in the field of anesthesiology and cardiovascular intensive care. Since spinning off from the University Health Network in Toronto (the largest healthcare and medical research organization in Canada and North America) in 2004, TM has primarily been focused on developing three compact, mobile emergency care devices for use by first responders and the US military and other markets. www.thornhillmedical.com

Silver Sponsors



The Dunya Project is a Canadian agri-tech startup working to create transformational change in agriculture to enable the growth of food anywhere year-around irrespective of climate conditions. The Dunya vision is defined by its unique approach to shape change. With the growing concern over climate change and its direct impact on food scarcity, the Dunya Project's connected, climate-controlled hydroponic habitats enables farmers to grow, monitor and sell direct to consumers. As a flat-pack system that is low in cost, the habitat enables farmers to grow produce quickly year-round, within various climate conditions without soil, no pesticides, 90% less water use with 10% of land use compared to traditional agriculture. The Dunya system is both low tech and high-tech, incorporating Dunya's precision farming sensor interface app – Ammah which enables growth monitoring, remote access, data collection and the facilitation of growth optimization through AI and deep learning algorithms. The Dunya Marketplace will allow users to buy, sell and trade their harvest via the digital marketplace providing a holistic supply chain – from farm to table. Established in 2017, the Dunya Project is headquartered in Toronto, Canada.

Visit us at www.thedunyaproject.com.org



Colleaga is an open platform that provides healthcare professionals with the knowledge, connections, and tools to create transformative global change. Colleaga is willing to work with the government to cultivate a Botswana collaborative to accelerate an Africa network of Smart Village innovation programs. The company will be represented by his chair and CEO Dan Gordon, an Innovation Lead in the IBM GBS Global Healthcare Centre of Competence, a worldwide team of senior subject matter experts who assist global policy makers and healthcare delivery organizations improve outcomes, efficiency and effectiveness. www.colleaga.org