

ETHIOPIA SUMMIT

OCTOBER 28TH-29TH 2015
SHERATON ADDIS, ETHIOPIA

Join more than 150 senior experts from a variety of industry sectors as we assess the vast array of opportunities on offer in one of the continent's fastest growing economies.



Speakers include:



**HE HAILEMARIAM
DESALEGN**
Prime Minister
Federal Democratic
Republic of Ethiopia



HE ARKEBE OQUBAY
Minister and Special
Advisor to the Prime
Minister
Federal Democratic
Republic of Ethiopia



**TEWOLDE
GEBREMARIAM**
Chief Executive Officer
Ethiopian Airlines



SINDISO NGWENYA
Secretary-general
Common Market for
Eastern and Southern
Africa (COMESA)



ANDUALEM ADMASSIE
Chief Executive Officer
Ethio Telecom



BRIAN HERLIHY
Chief Executive Officer
and Founder
Black Rhino



TEWODROS ASHENAFI
Founder, Chairman and
Chief Executive Officer
SouthWest Energy



REG HANKEY
Chief Executive Officer
Pittards

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HOW CAN ETHIOPIA ACHIEVE ITS AMBITIOUS GOALS?

With the federal elections now over, all eyes turn to Ethiopia. The country has a population of approximately 94 million and the Government aspires to reach middle income status within the next decade. Ethiopia is also enjoying a real GDP growth forecast averaging 7% a year between 2015 and 2019*. Foreign direct investment reached almost US\$1bn in 2013/2014—adding further fuel and momentum to what is now one of Africa's fastest growing economies.

However, despite the solid economic growth, what more needs to be done for the country to achieve its full potential? Join us as we answer these critical questions:

- ▲ **What are Ethiopia's future growth prospects?**
- ▲ **Is the state-led development model sustainable?**
- ▲ **What are the challenges currently faced by the private sector?**
- ▲ **What opportunities exist for private equity firms looking to enter the Ethiopian market?**
- ▲ **Growth through collaboration — will Ethiopia fully join COMESA's Free Trade Area?**

The Ethiopia Summit will gather more than 150 of the country's leading policy makers and business leaders together with international executives active or interested in expanding in Ethiopia.

*Source: The Economist Intelligence Unit (EIU)



“ **Agriculture will drive the African economic evolution.**

Chairman and CEO, Dangote Group

“ **Africa is becoming normal for business and that is irreversible.**

Founder and CEO, Econet Wireless

Local business and NGO rates are available: Visit: www.ethiopiainsummit.economist.com, Email us at emeaevents@economist.com or call us on **+44 (0) 20 7576 8118** for further information.

PROGRAMME

WEDNESDAY, OCTOBER 28TH 2015	
08.00	REGISTRATION AND REFRESHMENTS
08.50	<p>WELCOME AND INTRODUCTION</p> <p>Chair: Xan Smiley, <i>Editor at large, The Economist</i> Co-chair: Mary Harper, <i>Africa Editor, BBC World Service</i> Pat Thaker, <i>Regional Director, Middle East and Africa, The Economist Intelligence Unit</i></p>
08.55	<p>OPENING ADDRESS</p> <p>HE Hailemariam Desalegn, <i>Prime Minister, Federal Democratic Republic of Ethiopia</i></p>
09.10	INTERNATIONAL KEYNOTE ADDRESS
09.25	<p>KEYNOTE PRESENTATION: AN OVERVIEW OF THE SECOND GROWTH AND TRANSFORMATION PLAN</p> <p>HE Dr Arkebe Oqubay, <i>Minister and Senior Advisor to the Prime Minister, Federal Democratic Republic of Ethiopia</i></p>
09.50	<p>IN CONVERSATION: ETHIOPIA'S ECONOMIC HORIZONS—FUTURE PROSPECTS FOR GROWTH</p> <p>Ethiopia has a very strong growth record. GDP growth has averaged 10% a year over the past decade, while GDP per head (on a purchasing power parity basis) has risen by almost 150% over the same period. Whilst future growth prospects are also positive, there are downside risks that have come to the fore.</p> <p>In this session, panellists will discuss Ethiopia's future growth prospects. Is the state-led development model sustainable? What are the challenges currently faced by the private sector? Will and should the Government move towards a more market-oriented economic policy? Can the country avoid the pitfalls of other countries that have taken the same path?</p> <p>HE Arkebe Oqubay, <i>Minister and Special Advisor to the Prime Minister, Federal Democratic Republic of Ethiopia</i> Tewolde GebreMariam, <i>Chief Executive Officer, Ethiopian Airlines</i> Goolam Ballim, <i>Chief Economist and Global Head of Research, Standard Bank Group</i> Haddis Tadesse, <i>Country Representative, Ethiopia and Representative to the African Union, Bill & Melinda Gates Foundation</i></p>
10.35	NETWORKING AND REFRESHMENTS
11.00	<p>A ONE-ON-ONE CONVERSATION: INVESTMENT OPPORTUNITIES IN ONE OF AFRICA'S TOP PERFORMING ECONOMIES</p> <p>In this one-on-one conversation, attendees will have the opportunity to hear about the opportunities on offer to foreign and domestic investors. From horticulture to industrial zone development, the conversation will highlight success stories to date and highlight newly available investment prospects. There will also be an opportunity for attendees to ask questions and find out how to overcome any for eseen potential challenges.</p> <p>Fitsum Arega, <i>Director General, Ethiopian Investment Commission (EIC)</i></p>
11.20	<p>PANEL DISCUSSION: FINANCING ETHIOPIA'S AMBITIOUS PLANS</p> <p>The banking sector in Ethiopia is closed to outside investment and many believe that liberalising this sector would lead to increased competition and subsequently increased growth. The private sector currently struggles to raise loans which has played a part in the rise of private equity groups taking advantage of the gaps and moving to fill them.</p> <p>In this session, a panel of experts will analyse the sector in Ethiopia and discuss the challenges posed by the fact that it is closed to foreign players. They will discuss the implications for the economy as a whole as well as evaluate what changes would be seen should the sector be opened up. As part of this discussion, the panellists will also evaluate the opportunities that exist for private equity firms looking to enter the Ethiopian market drawing on the expertise of those who already have.</p> <p>Confirmed Panellist:</p> <p>Matthew Davis, <i>Founder and Partner, RENEW LLC</i> Davinder Sikand, <i>Partner, The Abraaj Group</i> Helaway Tadesse, <i>Senior Vice President and Chair of Management Credit Committee, Zemen Bank</i> Sergei Stankovski, <i>Managing Director, Goldman Sachs</i></p>
12.10	<p>REGIONAL INSIGHTS: ETHIOPIA AND THE WIDER REGION—GROWTH THROUGH COLLABORATION</p> <p>Ethiopia, although already a member of the Common Market for Eastern and Southern Africa (COMESA), has yet to fully join the alliance's Free Trade Area. There is also the possibility that the country may join the World Trade Organization in 2015. In this panel, international investors will join local and regional business leaders to discuss the implications for their own organisations as well as the wider Ethiopian economy.</p> <p>Sindiso Ngwenya, <i>Secretary-General, Common Market for Eastern and Southern Africa (COMESA)</i> Gabriel Negatu, <i>Regional Director for Eastern Africa, African Development Bank Group</i></p>
12.40	NETWORKING AND LUNCH
13.40	<p>HARD TALK: BACK TO BASICS—DOING BUSINESS IN ETHIOPIA</p> <p>In this one-on-one interview, the summit Chair will talk to an entrepreneur who has built a business from scratch and now exports its products across the globe. The Chairman will probe into the challenges that this entrepreneur has faced and how he has overcome these challenges to get to the stage where his business is at today.</p> <p>Hailu Tessema, <i>Founder, Mama Fresh</i></p>

ENERGY IN FOCUS	
14.00	<p>IN CONVERSATION: THE PROSPECTS FOR OIL AND GAS IN ETHIOPIA</p> <p>Oil and gas exploration in Ethiopia began in the 1970s and there are now a number of international as well as independent operators exploring and drilling within the country. In this session we will hear from a senior representative of one of these operators on the prospects for oil and gas exploration and production in Ethiopia.</p> <p>Tewodros Ashenafi, <i>Founder, Chairman and Chief Executive Officer, SouthWest Energy</i></p>
14.20	<p>ENERGY: A REALM OF POSSIBILITIES</p> <p>Domestic demand for power in Ethiopia is expected to grow by more than 25 % per year. In the second half of 2013, the Government opened up electricity generation for the first time to private investors .</p> <p>In this panel discussion, industry experts, policy makers and representatives from IFIs will discuss the opportunities and challenges that lie within Ethiopia's energy sector.</p> <p>Brian Herlihy, <i>Chief Executive Officer and Founder, Black Rhino</i></p>
15.10	NETWORKING AND REFRESHMENTS
15.40	<p>PANEL DISCUSSION: THE TELECOMS SECTOR—CAN YOU PLAY A PART?</p> <p>In the eyes of many, Ethiopia has one of the world's last big untouched telecoms markets. Ethio Telecom currently holds the monopoly on all telecom services including fixed, mobile, internet and data communication.</p> <p>Will the telecoms sector in its current state be able to meet the enormous growth potential? Is there any room for international players in the sector?</p> <p>Andualem Admassie, <i>Chief Executive Officer, Ethio Telecom</i></p>
16.30	<p>PANEL DISCUSSION: INNOVATION—KEY TO SOCIO-ECONOMIC DEVELOPMENT</p> <p>The Ethiopian government has made the development of the ICT sector one of its strategic priorities.</p> <p>In this discussion, policy makers and industry experts will share insights into how this can be achieved in order to see marked growth within this sector and to nurture grass-roots innovation.</p> <p>Munir Duri, <i>Founder and Chief Executive Officer, Kifiya Financial Technology</i> Samuel Alemayehu, <i>Managing Director, Cambridge Industries</i> Amrote Abdella, <i>Director, Startups Engagement & Partnerships, 4Afrika Initiative, Microsoft</i></p>
17.20	<p>PANEL DISCUSSION: BUILDING ON ETHIOPIA'S AGRICULTURAL ROOTS</p> <p>The first Growth and Transformation Plan was established by the Government as a strategic framework for the agricultural sector. It outlined a number of aims including the improved participation and engagement of the private sector .</p> <p>In this discussion, panellists will discuss the progress that was made towards achieving the goals set out, the challenges that have been faced and how these have been or can be overcome.</p> <p>Khalid Bomba, <i>Chief Executive Officer, Ethiopian Agricultural Transformation Agency</i> Zelalem Messele, <i>Chairman, The Ethiopian Horticulture Producers Association</i> Jimmy Smith, <i>Director General, International Livestock Research Institute (ILRI)</i></p>
18.00	CHAIRS' CLOSING REMARKS AND NETWORKING RECEPTION

THURSDAY, OCTOBER 29TH 2015	
08.00	REGISTRATION AND REFRESHMENTS
09.00	<p>WELCOME</p> <p>Chair: Xan Smiley, <i>Editor at large, The Economist</i> Co-chair: Mary Harper, <i>Africa Editor, BBC World Service</i></p>
09.10	<p>OPENING ADDRESS: ETHIOPIA—AN AWAKENING GIANT</p> <p><i>Senior Government Representative, Federal Democratic Republic of Ethiopia</i></p>
09.40	<p>THE AMBASSADORS' PANEL</p> <p>Greg Dorey, <i>British Ambassador to Ethiopia and British Permanent Representative to the African Union and UN Economic Commission for Africa</i> Patricia Haslach, <i>United States Ambassador to Ethiopia</i></p>
MANUFACTURING IN FOCUS	
10.15	<p>TEXTILES AND GARMENTS</p> <p>Ethiopia grows some of the world's finest cotton and has a rich textile spinning and weaving history which has led to soaring interest from both small and large foreign investors alike. In this session, prospective foreign investors join local experts to discuss growth opportunities and challenges in this sector.</p> <p>Fasil Tadesse, <i>President, Ethiopia Textile and Garment Association; Chief Executive Officer, Kebire Enterprises</i> Helen Hai, <i>Goodwill Ambassador, United Nations Industrial Development Organisation (UNIDO); Chief Executive Officer, "Made in Africa"</i> Reg Hankey, <i>Chief Executive Officer, Pittards</i> Rizanur Meral, <i>Chairman, TUSKON</i></p>
11.00	NETWORKING AND REFRESHMENTS
11.30	<p>OTHER CONSUMER GOODS</p> <p>With Unilever, the world's second largest consumer products manufacturer, expected to soon open a facility in Ethiopia and many other large multinational corporations rumoured to be following suit, the prospects for Ethiopia's manufacturing sector are looking increasingly promising. In this panel, local as well as international business leaders will evaluate these prospects, share their experiences of working in Ethiopia and discuss the benefits and challenges that they foresee when it comes to building a successful manufacturing sector in the country.</p> <p>Mayur Kothari, <i>Founder and Chairman, Mohan Group of Companies</i> Brooks Washington, <i>Founder and Chief Executive Officer, Juniper Glass Industries; Founder and Principal, Roha Ventures</i></p>

12.15

PANEL DISCUSSION: MEETING THE NEW CONSUMER'S NEEDS

One of the goals set out by the government is to achieve middle income status, an achievement the World Bank estimates it could potentially reach by 2025.

In this session, international as well as local business leaders and policy makers will discuss the rise and impact of the new consumer and the challenges of serving their needs.

Ramamurthy Thiagarajan, Regional Strategy and Operations Director, **Nakumatt Holdings**

Nazrawi Ghebreleslasie, Chief Strategy Officer and Founding Partner, **251 Communications**

Francis Agbonlahor, Managing Director, Meta Abo Brewery Share Company, **Diageo**

Rana Sengupta, Vice-president, Africa Emerging Markets and Customer Development, Africa Business and Managing Director, Ethiopia, **Unilever**

13.00

CHAIRS' CLOSING REMARKS

13.10

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Prime Minister

Federal Democratic Republic of Ethiopia



Chair:

XAN SMILEY

Editor at large

The Economist



Co-chair

MARY HARPER

Africa Editor

BBC World Service

**AMROTE ABDELLA**

Director, Startups Engagement & Partnerships, 4Afrika Initiative

Microsoft

**HE ARKEBE OQUBAY**

Minister and Special Advisor to the Prime Minister

Federal Democratic Republic of Ethiopia

**SAMUEL ALEMAYEHU**

Managing Director

Cambridge Industries

**ANDUALEM ADMASSIE**

Chief Executive Officer

Ethio Telecom

**FRANCIS AGBONLAHOR**

Managing Director, Meta Abo Brewery Share Company

Diageo

**FITSUM AREGA**

Director General

Ethiopian Investment Commission (EIC)

**TEWODROS ASHENAFI**

Founder, Chairman and Chief Executive Officer

SouthWest Energy

**GOOLAM BALLIM**

Chief Economist and Global Head of Research

Standard Bank Group

**KHALID BOMBA**

Chief Executive Officer

Ethiopian Agricultural Transformation Agency

**MATTHEW DAVIS**

Founder and Partner

RENEW LLC

**GREG DOREY**

British Ambassador to Ethiopia and British Permanent Representative to the African Union and UN Economic Commission for Africa

**MUNIR DURI**

Founder and Chief Executive Officer

Kifiya Financial Technology



TEWOLDE GEBREMARIAM
Chief Executive Officer
Ethiopian Airlines



NAZRAWI GHEBRESELESIE
Chief Strategy Officer and
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HELEN HAI
Goodwill Ambassador
United Nations Industrial
Development Organisation
(UNIDO);
Chief Executive Officer
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REG HANKEY
Chief Executive Officer
Pittards



PATRICIA HASLACH
United States Ambassador to
Ethiopia



BRIAN HERLIHY
Chief Executive Officer
Black Rhino



MAYUR KOTHARI
Founder and Chairman
Mohan Group of Companies



RIZANUR MERAL
Chairman
TUSKON



ZELALEM MESSELE
Chairman
The Ethiopian Horticulture
Producers Association



GABRIEL NEGATU
Regional Director for Eastern
Africa
African Development
Bank Group



SINDISO NGWENYA
Secretary-General
Common Market for Eastern and
Southern Africa (COMESA)



RANA SENGUPTA
Vice-president, Africa Emerging
Markets and Customer
Development, Africa Business
and Managing Director,
Ethiopia
Unilever



JIMMY SMITH
Director General
International Livestock Research
Institute (ILRI)



DAVINDER SIKAND
Partner
The Abraaj Group



SERGEI STANKOVSKI
Managing Director
Goldman Sachs



FASSIL TADESSE
President
Ethiopia Textile and Garment
Association;
Chief Executive Officer
Kebire Enterprises



HELAWAY TADESSE
Senior Vice-president and
Chair of Management Credit
Committee
Zemen Bank



HAILU TESSEMA
Founder
Mama Fresh



PAT THAKER
Regional Director, Middle East
and Africa
Economist Intelligence Unit



RAMAMURTHY THIAGARAJAN
Regional Strategy and
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Nakumatt Holdings



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THE ETHIOPIA SUMMIT 2015

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