

**ALN**  **AFRICA INVESTMENT**  
**CONFERENCE** | 7 - 8 NOV 2018 | DUBAI  
CONNECTING LEADERS



**THE FOUR SEASONS RESORT, JUMEIRAH BEACH**

# ALN Africa Investment Conference

- Held annually since 2014, with the aim of connecting Africa to international markets, the conference is regarded as one of the top conferences for investors looking to Africa.
- It serves as an effective forum connecting investors and other stakeholders with an interest in Africa, and providing them with an avenue for dialogue on topics salient to Africa.
- The event brings together top business leaders, dignitaries, decision makers and strategic advisors with a deep understanding of the continent.
- Attendance is on an invite only basis, and ALN carefully vets the list of attendees to ensure calibre and relevance.



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“We compliment you on the content, the participants and the range of topics covered. You have created something quite unique for Africa and it will be your legacy.” - **Director at an Advisory Firm**

# 2017 Highlights



Graced by **HE Olusegun Obasanjo** who presented on his book 'Making Africa Work' alongside Brenthurst Foundation's Greg Mills



Featured the signing of the **Memorandum of Guidance** between the Dubai International Financial Centre (DIFC) Courts and the High Court of Zambia. This agreement not only strengthens the bond between the Gulf and the African continent, but also brings additional certainty to UAE companies operating in southern Africa.

**300+**

**DELEGATES**

**82%**

**C-SUITE/SENIOR MANAGEMENT**

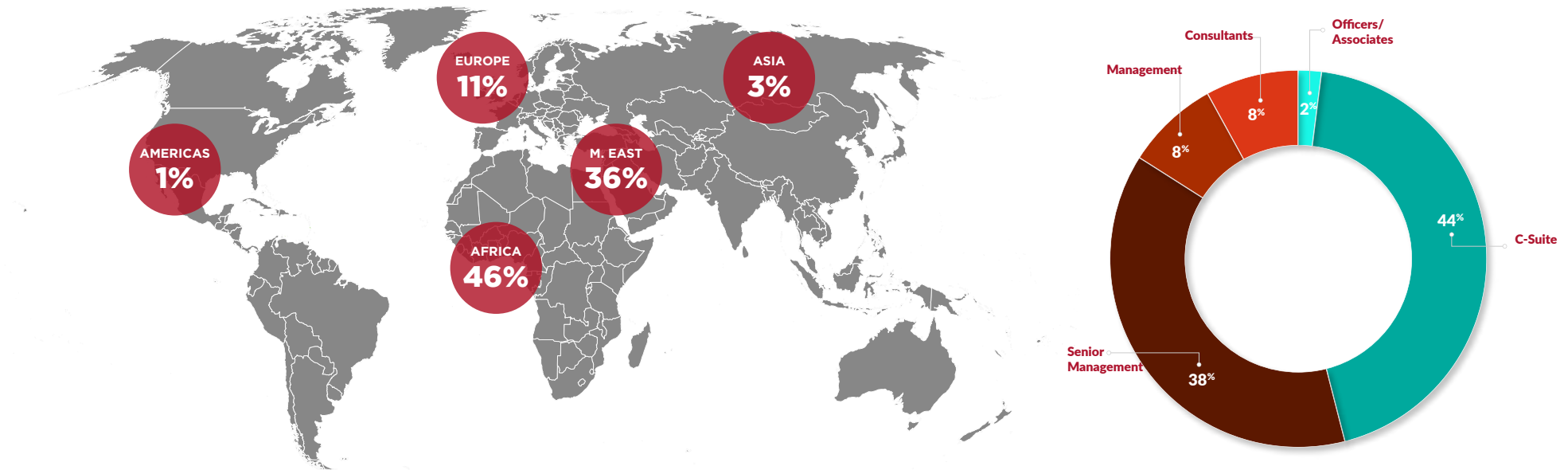
**70+**

**INDUSTRY AND POLICY SPEAKERS**

“... It was and is valuable in terms of new learnings ...The overall organisation of the event was wonderful and we felt very welcome indeed...we are already looking forward to next year’s event.”- **Managing Partner at an Asset Management Firm**



# Key Statistics: Attendance



“This has been the third consecutive conference that I have attended. Once again you pulled off a flawless event and I look forward very much to attending again next year. Each year the conference allows me to grow and meet more interesting people ...” - **Director at an Advisory Firm**

# Discussions on Maximising Africa's Potential



**Former President of the Republic of Nigeria, H.E. Olusegun Obasanjo**, led the discussions on 'Making Africa' work, highlighting the importance of remaining optimistic and focusing on the untapped economic and investment opportunities the continent offers.



**His Excellency Sheikh Nahyan Mubarak Al Nahyan**, UAE's Minister for Culture & Knowledge Development challenged investors to give particular attention to investing in the development of people, given the continent's young population and growing labour force.



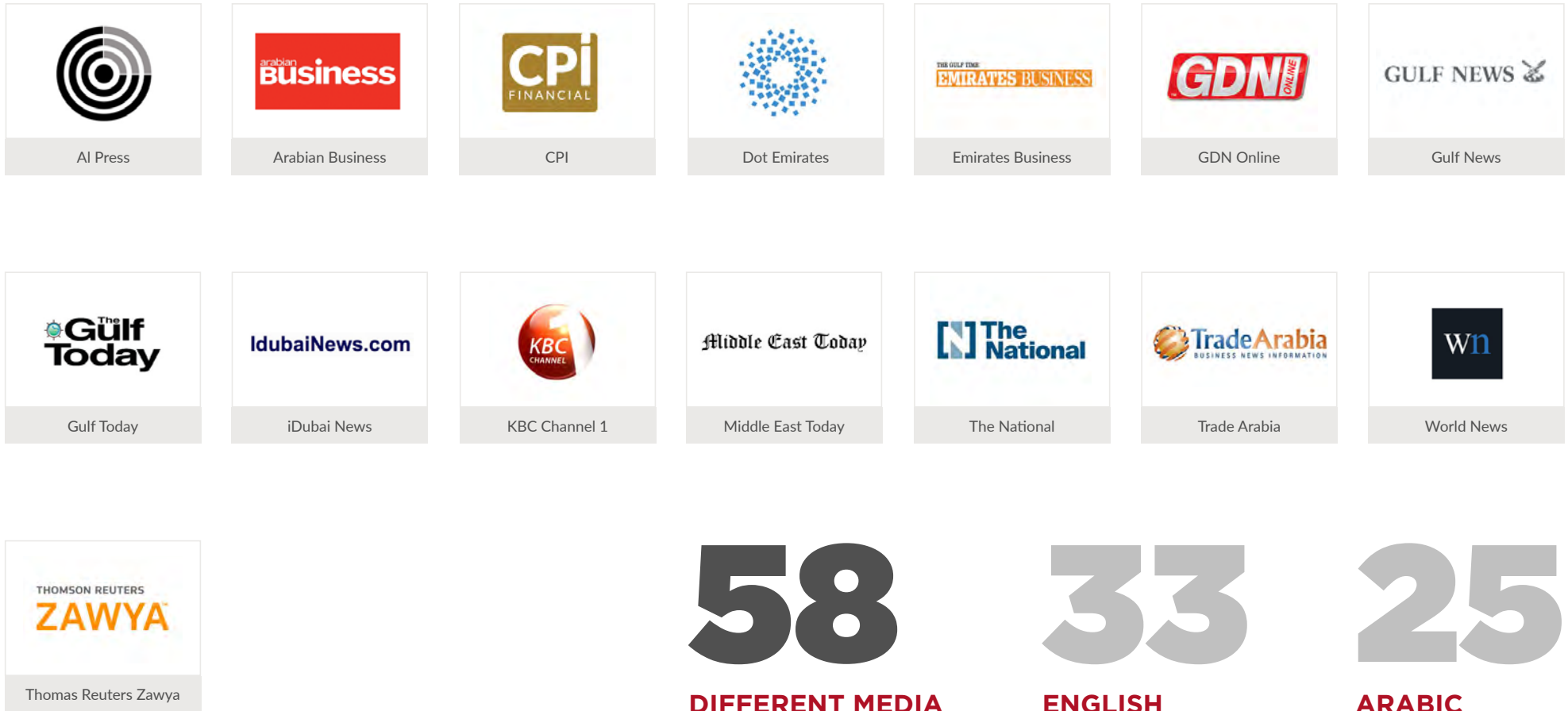
The closing panel in form of a 'Hard Talk' session featured a line-up of eminent speakers and industry experts debating on the role that Africa should play in its own development and how it relates to the rest of the world.

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“... Really open and genuine dialogue with attendees, in much greater depth than I have experienced at some other conferences that do little more than offer a venue to swap business cards.”

- **Chairman at an International Law Firm**

# 2017 Media Coverage



# 2017 Media Coverage

## AFRICA POISED TO BE A US\$ 3 TRILLION ECONOMY BY 2030, PRESENTING OPPORTUNITIES FOR MIDDLE EAST INVESTORS

CATEGORY: EVENTS AND CONFERENCES

Published: 13 June 2017  
Last Updated: 13 June 2017

corporate dubai business finance conference



Global leaders will descend on Dubai for the Africa Legal Network's (ALN) 4th Annual International Conference on 4-5 October 2017 at the Park Hyatt, Dubai, UAE. The invite-only event will bring together high-calibre and relevant business professionals and government representatives to discuss opportunities for foreign investment in Africa.

The African continent is expected to grow to a US\$ 3 trillion economy by 2030, according Ernst & Young's 'Attractive Program Africa 2017' report. The strongest economies over the last two years have included commodity-importing East African countries such as Tanzania, Ethiopia, Kenya and Rwanda while the West African economies of Côte d'Ivoire and Senegal have also emerged as star performers – presenting Gulf investors with new markets, ripe for investment opportunities.

The ALN conference comes at a time when trade between the two regions is at an all-time high. The UAE is Africa's leading trading partner within the GCC, with approximately 80% of the UAE's imports from Africa being primary products, such as food produce and beverages. Total non-oil trade between the two regions is valued at about US\$ 24 billion: a 700% increase over the last decade, according to the Dubai Chamber of Commerce.

With the UAE Minister for Culture, Youth and Social Development, His Excellency Sheikh Nahyan bin Mubarak Al Nahyan, as the Guest of Honour, the conference will include a range of panels and talks from speakers with a deep understanding of working in Africa,

## Gulf investors urged to tap agriculture and gold industries in Africa

Investors explore opportunities in Africa at global conference



Gulf investors urged to tap agriculture and gold industries in Africa

Gulf investors seeking opportunities for trade and investment in Africa should set their sights on the food agriculture industry and gold mining in Mali, according to the country's former prime minister, Dr Cheick Modibo Diarra.

His comments came as around 400 members of the Gulf and global investment community gathered to discuss the opportunities for trade and investment in Africa at the ALN Annual International Conference in Dubai on Wednesday.

"The Gulf should focus on two things: one is agriculture. Right now Africa is probably the place on the globe that has the most arable land still available, and as the population of the world grows feed is going to become more of a problem," Diarra, the chairman of ALN said during an interview on the sidelines of the conference.

Gulf investors have traditionally focused on East Africa, in the gold and hospitality sectors, he said. But as society becomes more sophisticated there is a burgeoning demand for bio and organic produce that can be sourced from the continent he explained.

## GCC TO EXPLORE OPPORTUNITIES AT AFRICA INVESTMENT FORUM

Admin 6 days ago Local News

### Dubai / Emirates Business

More than 400 decision-makers, including government officials and business leaders, will meet in Dubai this week to discuss foreign investment opportunities in Africa during ALN's (formerly Africa Legal Network) 4th Annual International Conference – 'Africa: Bridging the Gulf' from October 4-5 at the Park Hyatt, Dubai, UAE. The invite-only event is set to bring together a number of top-level participants, including UAE Minister for Culture, Youth and Social Development, His Excellency Sheikh Nahyan bin Mubarak Al Nahyan; Former President of the Republic of Nigeria, H.E. Olusegun Obasanjo; Former Prime Minister of Mali, Dr Cheick Modibo Diarra, amongst many others.

The opening panel session will be based on the book "Making Africa Work" which was co-authored by the Director of Brenthurst Foundation, Dr. Greg Mills and presented by H.E. Olusegun Obasanjo.

During the event, delegates will explore the paths to Africa's investment potential, how leveraging innovation and technology can accelerate growth in Africa, and discuss trade and investment opportunities that are opening up across the continent.

### MORE ARTICLES



IoT to catalyse Mideast's \$70bn digital economy

13 hours ago



DLD world's first government entity to conduct all transactions via Blockchain

13 hours ago

Etisalat to invest AED3bn in network overhaul: CEO

13 hours ago



# Key Sectors Represented



Financial Institutions



Professional Services



Real Estate



Hospitality



Government and Public Sector



Technology, Media & Telecommunications



Manufacturing and Industrial



Logistics and Transportation



Consumer Products



Power & Infrastructure



Private Equity



Agriculture



Legal



NGOs

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“... it has improved my knowledge of the region and connected me to a number of really pleasant and knowledgeable professionals. The two days were a real pleasure for me” – **Head of Corporate Development at a Private Equity Firm**



# High Calibre Speakers in 2017



**HIS EXCELLENCY PRESIDENT OLUSEGUN OBASANJO**  
Former President of the Republic of Nigeria



**H.E. SHEIKH NAHYAN BIN MUBARAK AL NAHYAN**  
Minister for Culture & Knowledge Development, United Arab Emirates



**DR. CHEICK MODIBO DIARRA**  
Former Prime Minister of Mali & Chairman, ALN

**Over 300**  
**delegates annually**

Majority C-suite  
More than **15** sectors represented  
**70+** Speakers

# High Calibre Speakers in 2017



**ABDOU SOULEYE DIOP**  
President  
African and South-South  
Commission, CGEM



**AMADOU DIALLO**  
Chief Executive Officer Middle  
East & Africa; Founder & Chief  
Executive Officer, Saloodo!, DHL  
Global Forwarding



**AMYN MUSSA**  
Partner  
Anjarwalla & Khanna



**ARSHAD DUDHIA**  
Managing Partner  
Musa Dudhia & Co.



**ASIF ABDULLA**  
Managing Director  
Prime Fuels



**ATIQ ANJARWALLA**  
Managing Partner  
Anjarwalla Collins &  
Haidermota



**BRETT HATTAWAY**  
Vice President & Head of  
Legal, Eastern Europe, Middle  
East and Africa, DHL Express



**CARLO VAN WAGENINGEN**  
Founder and Director  
Lake Turkana Wind Power



**CHRISTO ELS**  
Senior Partner  
Webber Wentzel



**DAVID DONALDSON**  
Head  
IFC InfraVentures, Africa, IFC



**ELIZABETH ROSSIELLO**  
CEO & Founder  
BitPesa



**FOUED BOURABIAT**  
Partner  
Bourabiat Associés



**GBOLAHAN ELIAS (PROF.)**  
Principal Partner  
G.Elias & Co.



**GEOFFREY WHITE**  
CEO  
Agility Africa



# High Calibre Speakers in 2017



**HARJEEV KANDHARI**  
Founder & CEO  
Zenises



**JASON HAREL**  
Co-Founding Partner  
BLC Robert & Associates



**JEREMY HODARA**  
Co-Founder & Co-CEO  
Jumia



**JOSIE LYON**  
Vice President & Assistant Regional  
Counsel / Group Legal Director  
Protea Hotel Group - Marriott  
International



**NIGEL NUNOO, CFA, FSA**  
Vice President - Africa  
Business Development  
Prudential Financial



**KARIM ANJARWALLA**  
Managing Partner  
Anjarwalla & Khanna



**PAUL KAVUMA**  
CEO  
Catalyst Principal Partners



**EDWARD KIRATHE**  
CEO  
Acorn Africa Group



**WAYNE KOONIN**  
Group Finance Director  
Omnia



**KOOME GIKUNDA**  
Director  
Actis



**YOGESH MANEK**  
Chairman  
The Heritage Insurance  
Company



**CHRISTIAN WIKLUND**  
Managing Director and Head of  
M&A for Africa and the Middle East  
Standard Chartered Bank



**PATRICK MATU**  
Associate Director  
Control Risks Group



**MESFIN TAFESSE**  
Principal Attorney  
Mesfin Tafesse & Associates



# High Calibre Speakers in 2017



**NADEEM SHAIKH**  
CEO & Founder,  
Anthemis Group



**OMAR MOMIN**  
Head - M&A  
Godrej Consumer Products



**RIAD BSAIBES**  
COO  
Amana Contracting Group



**ROMAIN PY**  
Executive Head: Transactions  
AIIM



**SAFIA FASSI-FIHRI**  
Managing Partner  
BFR & Associés



**SALIMATOU DIALLO**  
Managing Partner  
SD Avocats



**SELIM J. EDDÉ**  
Head of Public Policy &  
Government Relations MENA,  
Google



**SYLVAIN DENIS**  
Vice President Strategic  
Development  
GardaWorld International  
Protective Services



**TARIQ BIN HENDI**  
Executive Vice President &  
Head of Products & Advisory  
Emirates NBD



**RICHARD KIPLAGAT**  
Group Growth & Markets  
Leader  
africappractice



**MISHAAL AL GERGAWI**  
Co-Director  
emerge85



**BRYCE FORT**  
Managing Director &  
Founding Partner  
Emerging Capital Partners



**GREG MILLS (DR.)**  
Director  
Brenthurst Foundation



**SHAMIZA RATTANSI**  
Managing Partner  
ATZ Law Chambers

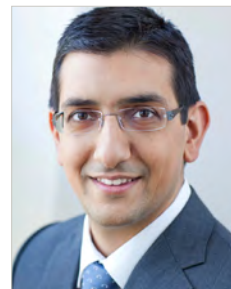
# High Calibre Speakers in 2017



**ASHISH PATEL**  
Managing Director  
Abraaj Group



**DEEPAK MALIK**  
CEO  
Arise



**KAPIL JOBANPUTRA**  
Director, Real Estate Banking  
Standard Chartered Bank



**YANN PAMOU**  
Head of Africa, Principal  
Investments and Private  
Equity, Swiss Re



**ZAAHIR SULLIMAN**  
Head of Energy and  
Commodities  
Mauritius Commercial Bank



**DOUG LACEY**  
Special Advisor  
LeapFrog Strategic Africa  
Investments (LSAI)



**KWAME PARKER**  
Partner and Investment  
Director, Frontier Investment  
Management



**JACQUES J. NYEMB**  
Of Counsel  
Cabinet Nyemb



**SARA MAJA**  
Director: Head of Frontier  
Markets Sales Trading, EFG  
Hermes



**MBUVI NGUNZE**  
Immediate Former Group Managing  
Director & CEO  
Kenya Airways



**ANNE KIUNUHE**  
Partner  
Anjarwalla & Khanna



**MOHAMED METHQAL**  
Ambassador, General Director  
AMCI - Morocco International  
Cooperation Agency



**NANAAMA BOTCHWAY**  
Founder  
n. dowuona & company



**MARIA KNAPP**  
Partner  
Control Risks Group





# SPONSORSHIP

Sponsoring the ALN Africa Investment Conference presents an opportunity to gain valuable brand exposure among investors and decision makers:

- International profiling opportunity in front of pivotal industry players in the African investment agenda.
- Opportunity to establish key partnerships and collaborations with peers and leading opinion leaders across Africa.
- Access to an intensive integrated marketing campaign with key media players and across multiple platforms, including social media, a mobile app, marketing collateral and on-site branding.
- Profiling of business expertise and thought-leadership through exclusive sponsorship and networking opportunities.
- Ability to leverage ALN's extensive network and event profile.



# PLATINUM SPONSORSHIP

1 SLOT | USD 50,000

This is the highest level of sponsorship and will include:

- One speaking slot in a plenary panel at the conference.
- Opportunity to host a workshop session on a topic of choice in consultation with the ALN team.
- Customised client invite to your VIP clients with the fee at a discounted rate.
- An invitation to our exclusive VIP lunch reception in honour of our guest of honour.
- Two invitations to our exclusive VIP lunch reception in honour of our guest of honour.
- 5 free conference passes.
- Logo included as a sponsor on all conference invitations, ALN's social media channels, and on all posters and online videos at the event.
- Logo featured on screens in the foyer and networking areas throughout the two days of the conference.
- A centre spread advertisement in the event booklet distributed to all delegates.
- Trophy sponsorship of two awards at Gala dinner.
- Five invitations to our exclusive 'invite only' dinner during which we host our VIPs, dignitaries, clients, and select delegates.
- Logo included as a sponsor on invitations to our exclusive 'invite only' dinner during which we host our VIPs, dignitaries, clients, and select delegates.
- A roll-up banner at the dinner registration desk.
- Inclusion of your marketing material in delegate bags and media packs.
- Full access to the media package including feature and mention in the press release and interview with the relevant press.
- Mention on conference promotional video.





## **PLENARY PANEL SPONSORSHIP**

**1 SLOT IN PLENARY PANEL | USD 20,000**

This involves the exclusive sponsorship of one plenary panel session and includes:

- One speaking slot in a plenary panel.
- Presentation of a brief promotional video at the beginning of the panel session to be produced by sponsor.
- Four free conference passes.
- Logo included as a sponsor on all conference invitations, ALN's social media channels, and on all posters and online videos at the event.
- Logo featured on screens in the foyer and networking areas throughout the two days of the conference.
- Display of two roll up banners and firm logo on the screens during the sponsored panel.
- A full page advertisement in the event booklet distributed to all delegates.
- Two invitations to our exclusive 'invite only' dinner during which we host our VIPs, dignitaries, clients, and select delegates.
- Access to conference raw video footage.

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**“It was extremely informative, insightful and enjoyable ... your speakers were first-rate and real experts.”**

**- Head of Corporate Development at a Private Equity Firm**



## WORKSHOP SPONSORSHIP

WORKSHOP SPONSOR | 1 SLOT | USD 15,000

This involves running a workshop in consultation with the ALN team and entails:

- Exclusive facilitation of a one-hour workshop with the ALN team.
- Three free conference passes.
- A customised invite to conference delegates highlighting the workshop and sponsor.
- Logo included as a sponsor on all conference invitations, ALN's social media channels, and on all posters and online videos at the event.
- Logo featured on screens in the foyer and networking areas throughout the two days of the conference.
- Display of logos on the screens during the workshop.
- A full page advertisement in the event booklet distributed to all delegates.
- Two invitations to our exclusive 'invite only' dinner during which we host our VIPs, dignitaries, clients, and select delegates.
- Access to conference footage.







## **BREAKOUT PANEL SPONSORSHIP**

**BREAKOUT PANEL | 1 SLOT PER PANEL | USD 10,000**

This involves the exclusive sponsorship of a breakout panel session and includes:

- One speaking slot in a breakout panel at the conference.
- Exclusive display of company logo on the screens during the sponsored panel.
- Three free conference passes.
- Logo on all conference invitations, ALN's social media channels, and on all posters and online videos at the event.
- Logo featured on screens in the foyer and in the networking areas throughout the two days of the conference.
- A full page advertisement in the event booklet distributed to all delegates.
- Two invitations to our exclusive 'invite only' dinner during which we host our VIPs, dignitaries, clients, and select delegates.
- Access to conference raw video footage.

# COCKTAIL SPONSORSHIP

## 6 NOVEMBER

### WELCOME COCKTAIL SPONSOR | 1 SLOT | USD 8,500

- Exclusive sponsorship of the welcome cocktail session for select guests.
- Two invitations to the exclusive cocktail and dinner on 6 November.
- Logo included as a sponsor on invitations to the exclusive 'invite-only' welcome dinner.
- Logo featured on screens in the foyer and networking areas throughout the two days of the conference.
- Display of a roll-up banner at the dinner registration desk.

## 7 NOVEMBER

### GALA COCKTAIL SPONSOR | 1 SLOT | USD 10,000

- Exclusive sponsorship of the Gala Cocktail for all delegates.
- Two invitations to the Gala Cocktail, Dinner and Concert on 7 November.
- One free conference pass.
- Logo included as a sponsor on invitations to the Gala Cocktail and Dinner.
- Logo featured on screens in the foyer and networking areas throughout the two days of the conference.
- Display of a roll-up banner at the dinner registration desk.





## **DINNER SPONSORSHIP**

### **6 NOVEMBER**

#### **WELCOME DINNER SPONSOR | 1 SLOT | USD 10,000**

- Exclusive sponsorship the Welcome Dinner for select guests.
- Five invitations to the Welcome Dinner for select guests.
- Logo included as a sponsor on invitations to the exclusive 'invite-only' Welcome Dinner.
- Logo included as a sponsor on all conference invitations, ALN's social media channels, and on all posters and online videos at the event.
- Logo featured on screens in the foyer and in the networking areas throughout the two days of the conference.
- Branding on dinner tables and two roll-up banners at the dinner registration desk.
- Access to conference raw video footage.

### **7 NOVEMBER**

#### **GALA DINNER SPONSOR | 1 SLOT | USD 15,000**

- Exclusive sponsorship of the Gala Dinner for all delegates.
- Three invitations to the Gala Cocktail, Dinner and Concert on 7 November.
- Two free conference passes.
- Logo included as a sponsor on invitations to the Gala Cocktail and Dinner.
- Logo included as a sponsor on all conference invitations, ALN's social media channels, and on all posters and online videos at the event.
- Logo featured on screens in the foyer and in the networking areas throughout the two days of the conference.
- Branding on dinner tables and two roll-up banners at the dinner registration desk
- Access to conference raw video footage



## ENTERTAINMENT SPONSORSHIP

ENTERTAINMENT SPONSOR | 1 SLOT | USD 15,000

- Exclusive sponsorship of an Award Winning African band at our Gala Dinner during which we host all conference delegates.
- Two invitations to the Gala Cocktail, Dinner and Concert on 7 November.
- Logo featured on screens in the foyer and networking areas throughout the two days of the conference.
- Logo included as entertainment sponsor on invitations to the Gala Cocktail and Dinner.
- Display of a roll-up banner at the dinner registration desk.



## ADVERTISING SPONSORSHIP

### Advertising Sponsor | USD 5,000

- Full page advertisement in the event booklet distributed to all delegates.
- Inclusion of two marketing items in delegate bags and media packs.
- Logo included as a sponsor on all conference invitations, ALN's social media channels, and on all posters and online videos at the event.
- Logo featured on screens in the foyer and networking areas throughout the two days of the conference.
- One free conference pass.

### Editorial Sponsor | USD 3,000

- A one-page article, 500 words, on a topic oriented to the theme of the ALN Africa Investment Conference 2018, from the sponsor's company in our prestigious Legal Notes publication.
- Logo included as a sponsor on all conference invitations, ALN's social media channels, and on all posters and online videos at the event.
- Logo featured on screens in the foyer and networking areas throughout the two days of the conference.
- One free conference pass.

### Marketing Collateral Sponsor | USD 1,000

- Inclusion of one marketing collateral/item in delegate bags and media packs.
- Logo included as a sponsor on all conference invitations, ALN's social media channels, and on all posters and online videos at the event.
- Logo featured on screens in the foyer and networking areas throughout the two days of the conference.



# NETWORKING HUB SPONSORSHIP

## NETWORKING HUB SPONSOR | USD 7,000

- Exclusive sponsorship and branding of an espresso based coffee bar or an exhibition stand in the ALN Networking Hub for the duration of the conference.
- Positioning of two banners at designated areas in the ALN Networking Hub for the duration of the conference.
- One free conference pass.
- Logo included as a sponsor on all conference invitations, ALN's social media channels, and on posters and online videos at the event.
- Logo featured on screens in the foyer and in the networking areas throughout the two days of the conference.

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“... It’s one of the best I’ve ever attended. It was just so well done that the networking opportunities felt natural.”

– **NanaAma Botchway, Senior Counsel at a Ghanaian Law Firm**





# Contact Information

For more information on the conference, or to learn about sponsorship opportunities, go to [www.africalegalnetwork.com/aln2018](http://www.africalegalnetwork.com/aln2018)

Or email ALN Events at [ALNEvents@africalegalnetwork.com](mailto:ALNEvents@africalegalnetwork.com)



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W: [www.africalegalnetwork.com](http://www.africalegalnetwork.com)



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REGIONAL OFFICE IN UAE