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## AUSTRIA CONNECT SUB-SAHARA AFRICA JOHANNESBURG | 21.11.2018

### AFRICA OUTLOOK 2019

Conference for executives of Austrian  
subsidiaries in Southern Africa

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## AUSTRIAN FEDERAL ECONOMIC CHAMBER (WKÖ)



Jürgen Roth  
Vice-President, WKÖ

Jürgen Roth is Vice-President of the Austrian Federal Economic Chamber/ Wirtschaftskammer Österreich (WKÖ) since 2015 and a member of the WKÖ's Economic Parliament. He is a businessman and investor in his own right with experience in the mineral oil, retail and logistics sectors. On the European stage, he is a board member of EuroCommerce and the European Conference of Fuel Distributors (EFCD) in Brussels, while in Austria, he is a board member of Verbund AG (Austria's largest electricity provider). He is also owner and CEO of Tank Roth GmbH, a private, family-run (in the Austrian tradition) fuel service stations in Austria.



Michael Otter  
Chief Executive Officer  
Advantage Austria

ADVANTAGE AUSTRIA is the international trade promotion arm of the Austrian Economic Chamber headed by Michael Otter since 2017. Michael has a long track record in ADVANTAGE AUSTRIA. Prior to becoming CEO, he served as Head of Innovation in the organisation. His international experience as Trade Commissioner for the organisation extends to the offices in Abu Dhabi, New York, Seoul and Tokyo. This experience lends great value to his daily task of steering the organisation into the fourth industrial revolution.



Johannes Brunner

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Service area: Angola - Botswana - Lesotho -  
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Mozambique - Namibia - Reunion - South  
Africa - Swaziland - Zambia - Zimbabwe.



Kurt Müllauer

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Service area: Burundi - Djibouti - Eritrea -  
Ethiopia - Kenya - Rwanda - Seychelles -  
South Sudan - Somalia - Tanzania - Uganda.



Guida Stock

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Service area: Benin - Cameroon - CAR - Chad  
- Congo (Dem Rep) - Congo (Rep) - Equatorial  
Guinea - Gabon - Ghana - Liberia - Nigeria -  
São Tomé and Príncipe - Sierra Leone - Togo.

## PROGRAM

09.00 - 09.15 Welcome & Opening  
**Johannes Brunner** Trade Commissioner for Southern Africa  
**Johann Brieger** Austrian Ambassador to South Africa  
**Jürgen Roth** Vice-President, Austrian Federal Economic Chamber

09.15 - 10.00 KEYNOTE AFRICA OUTLOOK  
**Hannah Edinger** Deloitte Africa

10.00 - 10.45 PANEL REGIONAL ACTIVITIES OVERVIEW  
**Johannes Brunner** Trade Commissioner for Southern Africa  
**Kurt Müllauer** Trade Commissioner for East Africa  
**Guido Stock** Trade Commissioner for West & Central Africa

### BREAK

11.00 - 11.30 AFRICA PROJECT HOTSPOTS  
**Duncan Bonnett** Africa House

11.30 - 12.15 PANEL DOING BUSINESS AND SUCCEEDING IN AFRICA  
**Bernd Asbeck** ANDRITZ Delkor  
**Thomas Hinterleitner** VAMED Engineering  
**Lizelle Schindler** Siemens South Africa

12.15 - 12.30 SUB-SAHARAN AFRICA QUIZ

NETWORKING & BUFFET LUNCH

14.00-14.45 KEYNOTE UNLOCKING AFRICA'S INVESTMENT POTENTIAL  
**Toyin Sanni** Emerging Africa Group

14.45-15.30 PANEL STRUCTURING BANKABLE PROJECTS IN AFRICA  
**Farai Kanonda** African Development Bank  
**Otsile Moduka** European Investment Bank  
**Ferdinand Schipfer** Austrian Export Credit & Development Bank  
**Lukas Hecke** Austrian Development Agency

15.30-15.45 Project in Spotlight - mozafit with Karl H. Polzhofer

#### BREAK

16.00-16.15 ADVANTAGE AUSTRIA INNOVATION  
**Michael Scherz**, CIO Advantage Austria

16.15-16.30 Project in Spotlight - AgriProtein (Christof Group)

16.30-17.15 PANEL TECH INNOVATION AND START-UP TRENDS  
DRIVING AFRICA'S FUTURE  
**Davis Cook** Research Institute for Innovation & Sustainability  
**Lesley Williams** Tshimologong Digital Innovation Precinct  
**Stefan Harasek** Austrian Patent Office  
**Johannes Degn** Lynk Kenya

17.15-17.45 SUMMARY & CLOSING  
**Johannes Brunner**, Trade Commissioner for Southern Africa

17.45-18.00 SUB-SAHARAN AFRICA QUIZ RESULTS

18.30 NETWORKING RECEPTION  
**Jürgen Roth** Vice-President, Austrian Federal Economic Chamber  
Guest of Honour  
**Herman Mashaba** Executive Mayor, City of Johannesburg

# IND USTRY AT ITS BEST



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## WELCOME



Johann Brieger  
Ambassador of Austria  
to Southern Africa

Johann Brieger is Austrian Ambassador to South Africa. He presented his credentials to President Cyril Ramaphosa in July 2018. In addition to South Africa, the Austrian Embassy is accredited to Angola, Botswana, Lesotho, Madagascar, Mauritius, Mozambique, Namibia, Swasiland and Zimbabwe. Prior to taking up his role in Pretoria, he headed a newly founded Business Support Service in the Ministry for Europe, Integration and Foreign Affairs Foreign. As a career diplomat, his posts have taken him to Nairobi (Kenya), Paris (France), Canberra (Australia), Brussels (Belgium) and Pristina (Kosovo).



## KEYNOTE AFRICA OUTLOOK 2019



Hannah Edinger  
Associate Director,  
Deloitte Africa

Hannah is an expert in African and other emerging markets. Corporations have relied on her expertise to inform their internationalisation and expansion strategies into the region across an array of sectors, including: agriculture, construction, financial services, infrastructure and energy development, ICT, manufacturing, mining, water, power generation and retail. Her clients include stock exchange listed companies, multinational corporations, state-owned enterprises, non-governmental organisations and various tiers of government. Thematic areas of her client engagements have included China-Africa relations, BRICS-Africa relations, BRICS engagement strategies, global macroeconomics, socio-politics and national competitiveness. The latter specifically includes economic diversification, industrialisation and clustering, investment and export promotion, risk analysis, risk mitigation, and economic diplomacy.

## KEYNOTE

### UNLOCKING AFRICA'S INVESTMENT POTENTIAL



Toyin Sanni  
Chief Executive Officer,  
Emerging Africa Group

Oluwatoyin Sanni is a lawyer, chartered secretary, stockbroker and author with over thirty years' experience in corporate finance, law and investor services. She is currently the Group CEO of Emerging Africa Capital Group, an African provider of integrated financial services covering advisory and capital raising, trusts, wealth management and investment facilitation. Prior to that she was Group Chief Executive Officer at United Capital Plc, a leading African investment banking and financial services group providing capital financing solutions to African governments, companies, and individuals. Her company has received several commendations for excellence in business. She too has been recognised on the continent, and nationally as a distinguished businesswoman. Her latest publication is entitled *Riding the Eagle, A Guide to Investing in Nigeria* (2018).

# TEC HNO LOGY WIZ ARDS



## SPEAKERS



Duncan Bonnett  
Director,  
Africa House

Duncan has dedicated his time and effort over the course of his career to growing trade and investment links across Sub-Saharan Africa. He has advised corporate and government clients on the opportunities available in the region, including the broader operating environment, various modalities of doing business and drivers of growth. Duncan work has taken him to 25 countries in Sub-Saharan Africa in fields as varied as construction and mining to transportation and logistics.



Lizelle Schindler  
Business Development  
Manager, Siemens South Africa

For over 15 years Lizelle has focused on African Markets tailoring strategy and business planning, while overseeing project and change management. Her current responsibilities include the development, implementation and monitoring of growth plans in markets south of the Sahara. She maintains a keen interest in people development and driving change within organisations.





Bernd Asbeck  
Managing Director,  
ANDRITZ Delkor

Bernd Asbeck joined ANDRITZ AG in 2004 as International Senior Project Manager for refiner systems and pulp drying systems. In 2009 he took on the responsibility of overseeing the development of a new ANDRITZ HQ (for 1200 employees). He is now Managing Director of ANDRITZ Delkor PTY Ltd based in Johannesburg, South Africa. ANDRITZ Delkor (Pty) Ltd. is a leading global supplier of solid/liquid separation equipment for the mining, metallurgical, sewage, wastewater, pulp and paper, food, and chemical industries.



Thomas Hinterleitner  
Managing Director,  
VAMED Engineering

Thomas Hinterleitner started his career in the energy sector and held various positions including technical, commercial as well as project related management roles all over the world for market leading companies. He joined VAMED Engineering in 2005 as Regional Director for Africa and Middle East where he brought successful healthcare projects to fruition (e.g. Ghana, Gabon, Cape Verde). Before taking up the position as Managing Director of the Group in 2017, he held various management positions of VAMED companies in the Czech Republic, France and the Netherlands.



Farai Kanonda  
Chief Energy Investment Officer,  
African Development Bank

Farai Kanonda is the Chief Regional Operations Manager for Energy and Infrastructure at the African Development Bank based in Pretoria, South Africa. He has over 18 years' experience in public and private sector development and financing of major infrastructure projects in Africa. This includes virtually all types of infrastructure, but especially power/energy and transport.



Otsile Moduka  
Business Analyst,  
European Investment Bank

Otsile Moduka has experience in financial consultancy and advisory specific to African markets, especially in the mining and power sectors. This covers raising capital/project finance, as well as, financial model building and mergers and acquisitions (incl the valuation of companies). Before joining the EIB he worked at the Central Bank of Botswana.



Ferdinand Schipfer  
Managing Director,  
International Relations  
and Analyses,  
OeKB Group

Ferdinand Schipfer's dedication to the Oesterreichische Kontrollbank AG began in country risk analysis to taking up the oversight of various underwriting (export credits, overseas investment support) divisions and departments. He currently heads the International Relations & Analyses Department, but he is also involved in system and product development. He is a member of the Supervisory Board of the Austrian Development Bank (OeEB).



Lukas Hecke  
Programme Manager,  
Austrian Development Agency

Lukas Hecke is program manager in the Private Sector and Development Unit of the Austrian Development Agency. He is responsible for engaging the Austrian private sector in development cooperation and supports companies with their sustainable investments in developing and emerging countries. Before joining Austrian Development Agency he worked as Business Development Manager in the private sector.

# CRE ATIVE APPR OACHES





Davis Cook  
Chief Executive Officer,  
Research Institute for Innovation  
and Sustainability (riis)

Davis has a passion for the role innovation plays in business and social progress. His diverse background stretches across consulting, corporate, government and in start-ups with experience in both South Africa and the UK. His academic background is just as varied, including Physics and Applied Math as well as Politics, Philosophy and Economics at undergraduate level and an MSc. in Development Studies (SOAS).



Lesley Williams  
Chief Executive Officer,  
Tshimologong Digital  
Innovation Precinct

Lesley has over 17 years of international experience in the Impact Economy. In 2010, she founded Impact Hub Johannesburg - the first in Africa, and now one of over 100 of its kind in major cities around the world. She has been named among the Mail & Guardian Top 200 Young South Africans, and is now among the first cohort of 200 emerging leaders on the continent to participate in the Obama Foundation Leaders Program. Tshimologong is an initiative of Wits University (Johannesburg). It is the largest digital innovation hub in Africa that propels digital skills and entrepreneurship through collaboration with government, corporates and entrepreneurs.



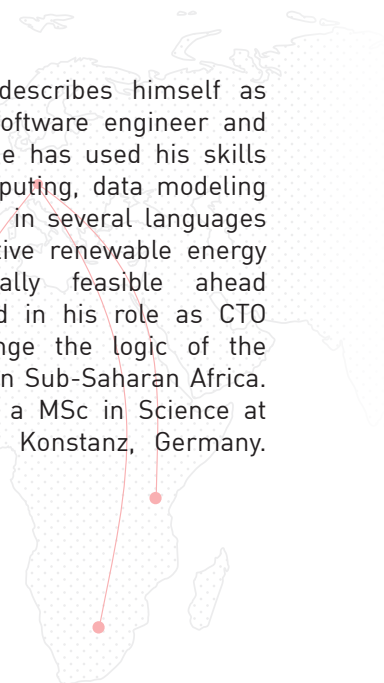
Stefan Harasek  
Head of Strategy & Data Analysis,  
Austrian Patent Office

Stefan has been with the Austrian Patent Office since 2004 where he started as a patent examiner. A main focus of his work is to foster the active use of the IP system and to establish IP data as a source of strategic information for business and governance. He has served as a member of the Supreme Patent and Trademark Senate and is currently appointed as a lay judge for IP-cases at the Supreme Court.



Johannes Degn  
Co-Founder and CTO,  
Lynk (Kenya)

Johannes Degn describes himself as an autodidactic software engineer and data scientist. He has used his skills of statistical computing, data modeling and programming in several languages to make innovative renewable energy products financially feasible ahead of their time and in his role as CTO of Lynk, to change the logic of the informal sectors in Sub-Saharan Africa. Johannes earned a MSc in Science at the University of Konstanz, Germany.



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## ADVANTAGE AUSTRIA OFFICES IN NORTH AFRICA

### ADVANTAGE AUSTRIA Algier

Trade Commissioner **Franz Bachleitner**

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### ADVANTAGE AUSTRIA Cairo

Trade Commissioner **Martin Woller**

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Service area: Egypt – Libya – Sudan.

### ADVANTAGE AUSTRIA Casablanca

Trade Commissioner **Michael Berger**

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Service area: Burkina Faso - Gambia - Guinea  
- Guinea Bissau - Ivory Coast - Mali - Mauritania -  
Morocco - Senegal.

## NOTES



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University Hospital Owendo  
Gabon



Gamma camera  
Owendo, Gabon



Teaching Hospital Tamale  
Ghana



Polyclinic Janga  
Ghana

VAMED offers a complete project and service portfolio for health care as a developer, planner, contractor and operator. VAMED has already successfully implemented more than 850 hospitals, rehabilitation centers, nursing homes, health resorts and thermal spas in 80 countries worldwide.

VAMED is well prepared to handle projects in Africa with more than 20 years of experience in both turnkey hospital projects and the delivery of medical equipment. Our clients, mostly public health providers, are located in Egypt, Equatorial Guinea, Ethiopia, Cabo Verde, Gabon, Ghana, Kenya, Libya, Mali, Mozambique, Nigeria, Senegal, Sierra Leone, Tunisia and Uganda.

VAMED can support its clients in arranging attractive financing solutions for public as well as private customers via a widespread international financing network. This spans from concessional financing to ECA-backed loans and commercial loans, up to complex project financing structures.

# SUR

AUSTRIA CONNECT SUB-SAHARA AFRICA 2018



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