



INVEST  
AFRICA

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## MOBILISING CAPITAL

### Post-Event Report 2022

#### Headline Partner



#### Partners



***"The Africa Debate is a powerful forum for connecting Africa and the rest of the world. We need more engaged conversations about Africa taking place outside of Africa"***

*- Samaila Zubairu, President & CEO, Africa Finance Corporation*

# Executive Summary

On 6th July Invest Africa hosted the 8th Africa Debate, in person at The Guildhall, London, assembling over 350 business and policy leaders from over 40 countries, to discuss the most pressing social and economic issues facing the African continent.

## Summary of Points:

- The combination of the pandemic and the Russia-Ukraine war has destabilised the geopolitical landscape. The global economy is facing extremely **high levels of volatility** defined by supply chain shocks and high inflation.
- Given the continent's heavy reliance on commodities and the depletion of public finances during the pandemic, Africa is **vulnerable to external shocks** and faces a challenging period over the short-term.
- Over the longer-term, there are a series of **global headwinds that could align in Africa's favour** including supply chain realignment, demand for natural resources, demographic trends, the push to invest in green solutions, and deepening regional integration.
- The imperative to secure reliable supply chains in the wake of the pandemic and the war in Ukraine as well as the need to reduce emissions have resulted in an **increasing push towards near-shoring of processing**. As a leading supplier of natural resources, this could play in Africa's favour if the continent can invest in its manufacturing and processing capacity.
- **Demographic growth** is both Africa's greatest challenge as well as its greatest strategic opportunity. With a rapidly growing young population, Africa will represent one third of the global workforce by 2050. With sufficient investment in skills and job creation, Africa has the potential to become a global production hub.
- Africa has a **central role to play in the global race to net zero**. The continent's mineral reserves are essential to the rapid upscaling of renewable energy, while leveraging green investment into the continent will be critical to meeting net-zero targets as the region continues to expand energy access.
- The continent's **leaders should go into negotiations at COP27 with a clear vision** of Africa's role and ensure that its resources are developed to create prosperity on the continent.
- Businesses and investors continue to demonstrate support for the **African Continental Free Trade Agreement** and its ability to **transform Africa's economies** from dependence on primary products to exports of value added goods. The implementation process still has a long road to run with further investments in infrastructure and financial services needed.
- Filling **Africa's finance gap** remains one of the greatest challenges facing the continent against a particularly challenging macro-economic backdrop.
- The financial services sector and development finance community should build partnerships to find financial models best adapted to Africa's market profile. Expanding the use of **multilateral guarantees**, developing **local pensions funds** and **deepening Africa's capital markets** could all aid in mobilising private capital in the region.
- In contrast to the global trend towards fragmentation, Africa has demonstrated its **commitment to regional unity** through the challenges of the pandemic. Taking a continental approach will help the region renegotiate its role in the global economy, create more attractive markets and build resilience to external shocks.

# At a Glance

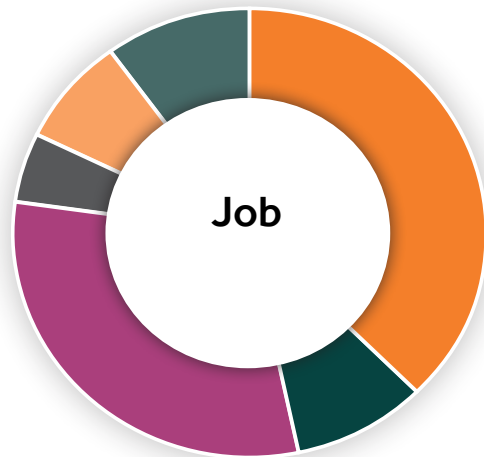
Over 350 business leaders, investors and policy makers from over 40 countries joined The Africa Debate 2022 on the 6th July.

**Sector breakdown of delegates at The Africa Debate '22**



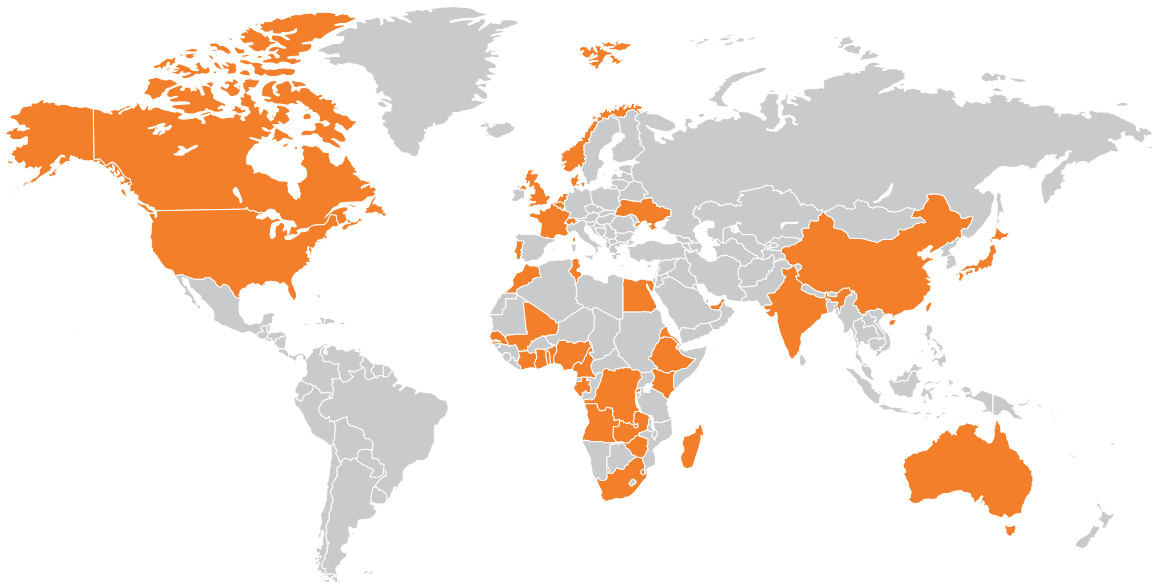
- Financial Services
- Government
- Banking
- Technology
- Consulting
- Legal
- Infrastructure
- Development
- Energy
- Education
- Logistics & Transport
- Agriculture
- Mining

**Job function of delegates at The Africa Debate '22**



- C-Suite and Partners
- Senior Management & Associates
- Marketing and Communications
- Consultants and Advisors
- Government and Ambassadors
- Business Development

**Countries represented at The Africa Debate '22**



# Africa's Role in a Time of Geopolitical Turmoil: A Conversation with Control Risks

With the Russia-Ukraine war compounding international supply chain issues and driving up inflation, the global economy has emerged from the pandemic into what is beginning to feel like an endemic crisis. We sat down with Nick Allan, CEO of Control Risks, after the Africa Debate to discuss his assessment of how Africa will be impacted by these global trends, which political and economic headwinds businesses should prepare for in the region, and where he sees strategic opportunities on the continent over the medium to long term.

## Navigating Elevated Global Risk

"It is hard to remember a time when there has been so much political and security turmoil" Allan begins. "If you look at everything that's going on globally, none of it is positive and Africa will be affected" he explains. Even though the Russia-Ukraine war doesn't present a direct conflict risk on the continent, Africa is nonetheless already feeling the spillover effect as it once again finds itself buffeted by external shocks. It is not just rising fuel prices that will pose a challenge for Africa, Allan expands, but also, in a region where up to half of household spending is on food, rising prices of fertilizer, grain and cooking oil will have a very real impact. Hence the President of Senegal and Chair of the African Union, Macky Sall's, recent visit to Moscow to discuss the importance of reopening grain exports. It remains to be seen whether the deal struck between Ukraine and Russia to reopen Ukraine's ports will alleviate pressure in the short term.

With little sign that the macro-economic environment will improve in the short term, however, inflation and food insecurity are likely to "flow into political unrest and populism" closer to home. Over the last 18 months, the continent has already experienced elevated political insecurity with coups in Sudan, Chad, Mali and Guinea. Elevated debt burdens coming out of the pandemic have left governments with limited options

to cushion the cost of living crisis and, while economic growth struggles to keep pace with population growth, there is strong potential for mounting frustration. As governments come under pressure from these social consequences of economic downturn, there is a risk that they will seek new sources of revenue from the private sector, Allan warns. With key elections taking place against this challenging backdrop in Kenya, Nigeria and Angola, investors and businesses will need to monitor these trends closely.



***"So many of the solutions that the planet needs are to be found on the African continent."***

*- Nick Allan, CEO, Control Risks*

## Capitalising on Long-Term Opportunities

Despite these short-term challenges, however, Allan

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sees a “world of opportunity for investors in Africa” over the medium to long term with those companies already experienced operating in the region best placed to capitalise. Whether it’s rebooting global growth or confronting the climate emergency, for Allan “so many of the solutions that the planet needs are to be found on the African continent”. The demographic transformation in the region is “both Africa’s greatest strategic challenge and its greatest strategic opportunity”. The continent’s population is set to boom to over 2 billion people over the next thirty years with Nigeria’s population alone projected to double to 400 million, more than the USA today. Given that typically economic growth is found where there is a growing population, Allan suggests, Africa should be focused on harnessing its young population as a structural advantage.

This will call for accelerated investment in a challenging environment making improving access to capital the central challenge facing Africa’s leaders. Realignment in the global economy as countries look to mitigate supply chain and reduce emissions could play in Africa’s favour. “In theory,” says Allan, “trends of near-shoring and shorter supply chains should present great economic opportunity in Africa”. BioNTech’s investment in vaccine production in Rwanda demonstrates that there is a real opportunity for the continent to expand its local manufacturing capacity. Another sector with strong potential in this respect is mining with demand for so called “green minerals” set to increase dramatically as the world seeks to expand battery storage capacity for renewables. The recent cooperation agreement between the DRC and Zambia to capture the value chain in electric batteries and clean energy is a sign of how mineral-rich countries are approaching the green energy opportunity. On the global energy transition, Allan feels that “there is a real opportunity for Africa to be part of the solution” and to harness this in a way which serves the continent’s interests calls for a strong

focus on “fair and equitable transition” going into COP27.

## African Unity vs Global Fragmentation

It is clear that the solutions to the challenges that hamper Africa’s ability to harness these opportunities “are going to have to come from the continent itself as the rest of the world is increasingly disengaged and distracted by issues closer to home.” The fact that Africa has bucked the global trend and come together in an era of global fragmentation should stand in its favour. Allan points to their response to the pandemic, an increasing willingness to engage with security challenges at a regional and sub-regional level and the ongoing efforts to push through the AfCFTA as demonstrations of the power of African unity. One of the positive trends of previous decades, he suggests, is the expansion of the remit of African multilaterals as “people take real comfort in being able to invest alongside the likes of the African Development Bank, Afreximbank and the Africa Finance Corporation.” In the midst of an extremely challenging immediate environment, it is crucial for governments to continue to have a strategy to secure the continent’s long-term future and double down on efforts to improve on the governance frameworks that attract investment.

**“Europe, the UK and the US need to step up concrete commitments to investment in Africa, and work with both governments and the private sector on major projects of mutual benefit. As Africa becomes more economically and technologically sophisticated and strategically important in years to come, a change in focus is increasingly necessary.”**

- Rt. Hon. Mark Simmonds Former UK Minister for Africa & Chairman of the Advisory Board of Invest Africa, in the FT

## How Can Africa be More Competitive?

In times of high volatility, as the global economy is currently experiencing, capital tends to retreat to markets closer to home. Africa's funding gap is such that private capital, both domestic and international, will have to fill the bulk of the region's development needs. Emerging from the challenges of the pandemic, it is more evident than ever that Africa will have to drive the solutions to its own challenges and advocate for its own interests in global markets. Though the continent has long suffered from a number of factors holding back private sector growth, the region also boasts structural strengths that can provide a springboard to unlock growth.

### Transforming African Trade

For businesses assembled at The Africa Debate, market fragmentation, policy instability, shallow capital markets and foreign exchange volatility were highlighted as key barriers to attracting investment in Africa. For Uche Orji, CEO of the Nigerian Sovereign Investment Authority, the weakness of the continent's

capital market's means that the region "doesn't have the liquidity to drive the sort of growth you've seen in OECD countries." For this reason, Cheryl Buss, CEO of Absa International, called to prioritise "better integration into global markets and global trade" while Nisrin Abouelezz, Managing Director and Head of the Africa Group, and SMBC, highlighted the importance of governance as the thread linking the challenges facing private capital in Africa.

In the African Continental Free Trade Agreement (AfCFTA), the continent has set down a marker of its ambition to transform from an exporter of primary products to a region that trades in value-added products and is able to assert its role in the global economy. Addressing representatives from the African private sector and international capital custodians, Wamkele Mene, Secretary General of the AfCFTA Secretariat, outlined the agreement's ambition "to consolidate this market of 1.3 billion people with a combined GDP of 3.4 trillion dollars to make it competitive, industrial, and of course to create



**"Our goal is for Africa to one day become as globally competitive as any other part of the world"**  
- H.E. Wamkele Mene, Secretary General, AfCFTA Secretariat

## How Can Africa be More Competitive?

jobs and attract investors." As well as reducing tariff barriers to trade, the AfCFTA Secretariat is working with Afreximbank to address the non-tariff barriers faced by businesses on the continent. Afreximbank's Pan-African Payments and Settlements System (PAPSS) will facilitate payments between 42 countries across the continent, reducing cost and time for businesses, with 60% intra-African trade expected to flow through the platform by the end of 2022. An Africa Trade Gateway is also set for launch this year which will become the largest KYC platform in the world. The vision from Africa's leaders for the continent to "one day become as globally competitive as any other part of the world" was clear throughout the discussions with welcome support from the UK Government.

### Harnessing Positive Global Tailwinds

Despite ongoing barriers to trade, including inefficient transport systems, limited industrial capacity and weak infrastructure, investors and businesses expressed optimism about the AfCFTA's ability to take advantage of the global tailwinds that could act in Africa's favour. Chief amongst them, a shift to multipolar supply chains with greater emphasis on reliability than cost, consumer preference for sustainable products manufactured locally, improving policy frameworks for private investment and an abundance of in-demand natural resources. Amongst these, producing for intra-Africa trade emerged from discussions as the most significant opportunity in Africa for businesses planning a long term strategy. Gagan Gupta, Co-Founder of the infrastructure and trade platform, Arise IIP, Arise IS & Arise P&L, is already taking advantage of this explaining that through robust private-public partnership frameworks it is already possible to trade successfully in Africa, and the advantage of the AfCFTA lies in allowing "Africa to build pockets of excellence" as countries specialise in different value chains.

### Finding the Right Financial Model

To fully capitalise on these opportunities Africa will need to significantly expand sources of private finance. Traditional private equity models imported from the US and Europe, with low risk appetites and short tenures, may not be the best model for to crowd in the type of finance Africa needs. "In the West, development is not done by private equity", explains Babatunde Soyoye, CO-Founding Partner and Managing Partner at Helios Capital Partners, "it's a different type of capital that takes on high risk such as large corporates or governments". Hence the central role that development finance continues to play in African markets. "We've done a better job of investing our own capital than we have of mobilising other people's capital" acknowledges Nick O'Donohoe, CEO of British International Investment. The organisation is now redoubling efforts to develop new models of financing and work more closely with larger private companies to maximise the de-risking role that development finance can play.

Developing local sources of capital is also an essential piece of the funding puzzle. For Mohan Vivekenandan, Group Executive: Origination & Coverage at Development Bank of Southern Africa (DBSA), growing local pension funds is key as international investors will take comfort in being able to invest alongside local entities. "If we don't create the local pension funds, it's going to be very difficult to solve for some of these problems" he warns. Similarly for Ade Ayeyemi, CEO of Ecobank, who believes that Africa's difficulties raising investment stems "not from a lack of capital but a lack of imagination", encouraging the financial sector to take a holistic approach and build from the ground up so that local savings can be deployed to generate wealth. savings can be deployed to generate wealth.

***"The Africa Debate is THE platform to learn about what is happening on the continent."***

***- Nisrin Abouelezz, Managing Director, Head of Africa Group. SMBC Bank International***

## What is Africa's Role in the Global Race to Net-Zero?

Africa contributes less than 4% of global greenhouse gas emissions and yet is suffering some of the most severe impacts of climate change. The continent's rivers are drying up, rain patterns are changing and crop yields diminishing – all of which threaten lives and livelihoods in the region. As Sanjeev Gupta, Executive Director for Financial Services at the Africa Finance Corporation (AFC) highlighted, in Africa, "climate change is not a theoretical discussion". Going into COP27 in Egypt in November 2022, the continent needs to prioritise outlining what a just transition looks like for a region that has a "long road to run in terms of human and economic development", according to Dr. Christopher Marks, Managing Director and Head of Emerging Markets at MUFG Bank.

### Continental Climate Leadership

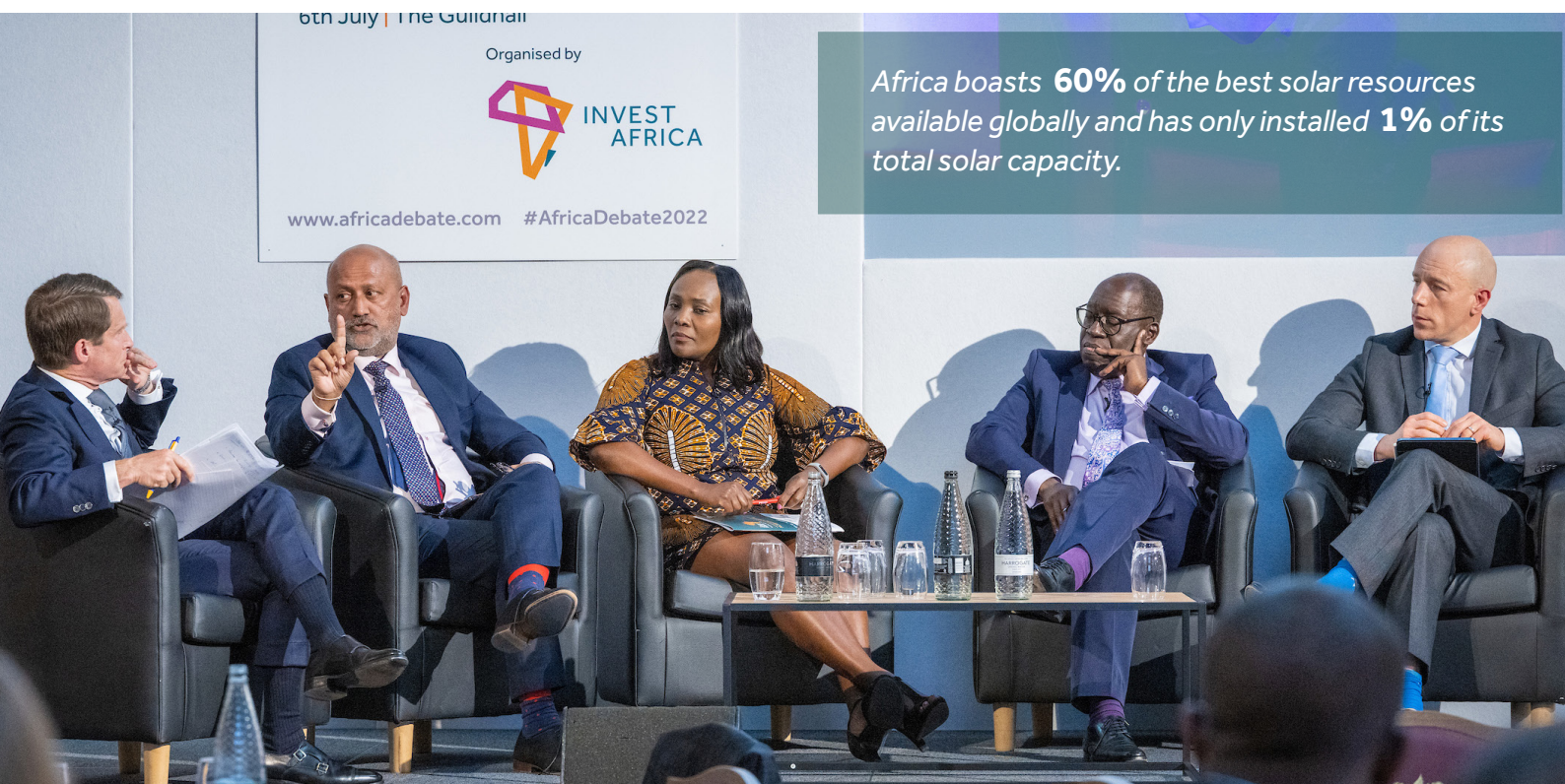
As Africa looks to continue progress towards its development goals, expand access to energy and contribute to the global fight against climate change, panellists emphasised the importance of a coordinated approach, which aligns with Africa's own priorities and specific market conditions. In addition to the 600 million

people who do not have access to electricity in Africa, around 900 million people also rely on dirty fuels such as wood and charcoal for domestic use – a situation which poses both health and climate risks: as the region's forests act as global carbon sinks absorbing between 1.1 billion and 1.5 billion tonnes of carbon dioxide annually. Meanwhile, Africa's installed solar capacity is only 1% of the region's full potential which includes 60% of the best solar resources available globally. The continent is also home to one third of all remaining global mineral reserves, which will be essential to the global energy transition. With the world facing interlinked strategic challenges of energy security in the wake of the Russia-Ukraine war and accelerating progress towards net-zero, Africa's leaders should focus on building a continental approach to unlocking the region's full energy potential.

Africa's forests absorb

# 1.1-1.5 Bn

tonnes of Co2 each year





# What is Africa's Role in the Global Race to Net-Zero?

## Boosting Investment in Renewables

Accelerating investments in renewable energy and leveraging Africa's natural resources to create prosperity on the continent emerged as core priorities from the discussions. Jennifer Boca, Head of Environmental Social Governance at Lekela Power, a renewable power generation company which delivers utility-scale projects across Africa, acknowledged the importance of investing in a range of technologies, including renewables, to meet Africa's development goals. Given diversity in resources across the continent, panellists emphasised the importance of setting out country specific strategies with clear policy frameworks in place. In Kenya, for example, 70% of energy production is already from renewable sources with geothermal energy alone accounting for 39%. Senegal, Tanzania, and Uganda, meanwhile, are more reliant on gas as a transition fuel. For those countries with significant mineral deposits, investing to develop processing capacity closer to mines should be a priority, and will significantly reduce emissions from unnecessarily shipping raw minerals.

The Russia-Ukraine conflict is pushing energy security up the global agenda, offering gas and mineral rich countries an opportunity to plug the gap. The UK has already begun seeking coal supplies from Zimbabwe while Italy has Algeria, Egypt, Angola, and the Republic of Congo to make up its lost Russian supply, and the EU is considering Senegal, Algeria and Angola as potential partners. According to Joel Kibazo, Senior Adviser at C-Pesa, this renewed focus on gas calls for a more nuanced approach focused on stages of development rather than blacklists, to give investors clarity and countries the ability to optimise their energy mix.

## Leveraging Green Finance for Africa

The challenge for Africa remains leveraging finance to develop new sources of power at the scale the

continent needs to meet its growth targets. The funding gap for emerging markets, including Africa, to meet net-zero by 2060 is \$94.8 trillion, while 95% of financing needed to meet the Paris Agreement will need to come from the private sector. As Daniel Hanna, Head of Sustainable Finance at Standard Chartered Bank explained, harnessing the resources of wealthier countries to plug this gap makes financial sense as much as it is equitable. If emerging markets are expected to secure financing themselves, they will be \$2 trillion a year worse off whereas leveraging global capital will support global growth.

Expanding carbon markets, green bonds and blended finance mechanisms offer opportunities to significantly expand green investments in Africa, with democratising access to sustainable finance set to be a central topic at COP27. Several recent developments in this area point to pathways to scale up the flow of global capital into adaptation and mitigation projects in Africa. In November, Standard Chartered Bank has placed a 3 billion ZAR fixed rate green bond on behalf of DBSA, the first in the UN-backed SDG 7 Programme to fund green energy in Africa. MUFG, FinDev Canada and the Quebecois pension fund, CDPQ, have developed a \$1.2 billion blended finance platform for lending in 25 emerging markets, including ten in Africa, which promises to provide a template to de-risk green investments in Africa for institutional investors.

***“There is a need for gatherings like The Africa Debate, to spur development of ideas and growth of companies. In order to develop, we need leaders in Africa to come together and learn from each other and takeaway new ideas which will lead to development and new business opportunities”.***

*-Runa Alam, Co-founding Partner & CEO, Development Partners International*

# How can Africa Harness its Demographic Dividend?

Africa's people are one of the continent's greatest strengths, but without sufficient investment in skills, jobs and financial inclusion the continent's rapidly growing population could undermine the region's development. With a current median age of 19.7, Africa is the youngest continent globally and expected to be home to over 2 billion people by 2050, representing 1/3 of the global workforce. Harnessing the power of Africa's youth is a regional and global priority with significant repercussions for economic growth, digital transformation, and global security.

Africa will be home to

# 1/3

of the global workforce by 2050

## Upskilling Africa's Youth

For companies targeting long-term growth in the region, investing in skills is a must. In the eyes of Strive Masiyiwa, Founder and Executive Chairman of the telecoms giant Econet, "having young people is not enough, we have to have skilled young people". In conversation with Invest Africa CEO, Karen Taylor, Masiyiwa emphasised the importance of investing in science and technology if Africa is to compete with the likes of China and India. This was echoed by Charles Murito, Regional Director, Sub Saharan Africa, Government Affairs & Public Policy for Google, who called on governments and businesses to invest in technical and vocational training as well as colleges and universities, citing the Learning Lions programme in Kenya as an example of using remote learning to improve broad-based digital skills.



***"Having young people is not enough, we have to have skilled young people."***

- Strive Masiyiwa, Executive Chairman, Econet Group

## Embedding Life-Long Learning

Participating businesses also highlighted the need to build more robust education systems from early years up through to adult learning. Where governments must lead the way in setting national curricula and investing in core education, there is plenty of scope for private companies to support life-long learning across the continent. 4G Capital for example is a neo-bank which provides training alongside micro-loans to business owners in the informal sector, filling the adult education gap with courses in record keeping, budgeting and client centrality. The company's CEO, Wayne Hennessy-Barrett points to 4G Capital's high repayment rates as evidence that this approach to continuous skills development creates wealth for the continent's MSMEs. At a continental level, Afreximbank and the African Development Bank have demonstrated the importance of investing in a skills base for new growth sectors through partnerships with leading institutions in the creative sector with the leadership from both institutions emphasising the importance in those areas where Africa has a comparative advantage.

***"This kind of event adds huge value for the continent. It allows people who matter to come together to discuss issues that matter."***

- Ade Ayeyemi, Group CEO, Ecobank Transnational Incorporated

# How can Africa Harness its Demographic Dividend?

## Investing in Jobs

Just as important to capacity building as training and education itself is building an enabling environment that allows people to harness their skills to create wealth and jobs. To truly unlock growth at the scale Africa needs to outstrip its population explosion, Africa will need to take a continental approach focused on regional connectivity. For Hennie Heymans, DHL's Sub-Saharan Africa CEO, the key is unlocking the potential of Africa's 44 million SMEs. "If we can get those SMEs to start trading beyond their borders and demystify that process, that will be an enormous enhancement" he explains. This calls for a continental approach to unlock barriers to trade and transform the continent's economies from exporting primary goods to trading value added products. According to Chinelo Anohu, Senior Director of the AfDB's Africa Investment Forum, only by investing in manufacturing and processing will Africa successfully be able to transition "from dependency to productivity".

As the largest employer across the continent, developing Africa's agricultural sector beyond subsistence farming to enable countries to start exporting agricultural goods, will be key to developing a growth strategy that enhances people's lives and creates jobs. This is why Gary Vaughan-Smith, Chief Investment Officer of SilverStreet Capital, invests exclusively across the agricultural value chain with a focus on upskilling smallholder farmers. In recognition of mounting appreciation of the importance of the sector, Mohammed Dewji, Founder and President of one of Tanzania's largest companies, MeTL Group, stated that he sees agriculture as the key to unlocking Africa's full potential and plans to make a \$2 billion investment in the sector calling on regional leaders to focus on "growing our own food, feeding our own people, and exporting it to the world."



# Speaker Highlights

## Keynote speakers



H. E. Wamkele Mene  
Secretary General  
AFCFTA Secretariat



Strive Masiyiwa  
Founder & Executive  
Chairman,  
Econet Group



Benedict Oramah  
President and Chairman of the  
Board of Directors  
Afreximbank



Rt. Hon. Anne-Marie  
Trevelyan  
Secretary of State for  
International Trade  
UK Government



H.E. Dr. Ashatu Kijaji  
Minster of Investment,  
Industry and Trade  
Tanzania Government



Rt. Hon. Vicky Ford  
Minster for Africa, Latin  
America and the  
Caribbean,  
UK Government



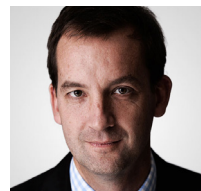
Samaila Zubairu  
CEO  
Africa Finance  
Corporation



Nisrin Abouelezz  
Managing Director, Head  
of Africa Group  
SMBC Bank International



Runa Alam  
Co-founding Partner & CEO  
Development Partners  
International



Nick Allan  
CEO  
Control Risks



Chinelo Anohu  
Senior Director  
Africa Investment Forum,  
AfDB



Ade Ayeyemi  
Group CEO  
Ecobank Transnational  
Incorporated



Christopher Baird  
Partner  
DLA Piper



Marc-André Blanchard  
Executive VP, Head of  
CDPQ Global & Global  
Head of Sustainability,  
CDPQ



Jennifer Boca  
Head of Environment,  
Social and Governance  
Lekela Power

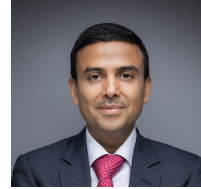
# Speaker Highlights



Cheryl Buss  
CEO  
Absa International



Mohammed Dewji  
President  
MeTL Group



Gagan Gupta  
Founder & CEO  
Arise IIP, Arise IS & Arise  
P&L



Sanjeev Gupta  
Executive Director for  
Financial Services  
Africa Finance  
Corproation



Daniel Hanna  
Global Head of  
Sustainable Finance  
Standard Chartered Bank



Wayne Hennessy-Barrett  
Founder & CEO  
4G Capital



Hennie Heymans  
CEO, Sub-Saharan Africa,  
DHL Express



Prakash Hinduja  
Owner  
Hinduja Group



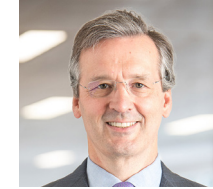
Joel Kibazo  
Senior Adviser  
C-Pesa



Christopher Marks  
Managing Director and  
Head of Emerging Markets  
EMEA, MUFG



Charles Murito  
Regional Director, Sub-Saharan Africa,  
Government Affairs & Public Policy  
Google



Nick O'Donohoe  
CEO  
British International  
Investment



Uche Orji  
Managing Director & CEO  
Nigeria Sovereign  
Investment Authority



Rt. Hon. Mark Simmonds  
Chairman, Advisory Board  
Invest Africa



Patrick Smith  
Managing Editor,  
The Africa Report



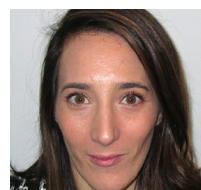
Babatunde Soyoye  
Co-Founder & Managing  
Partner,  
Helios Investment Partners



Karen Taylor,  
CEO  
Invest Africa



Gary Vaughan-Smith  
Founding Partner & CIO  
SilverStreet Capital



Lucie Villa  
Vice President - Senior  
Credit Officer, Global  
Sovereign Risk Group,  
Moody's Investor Service



Mohan Vivekanandan  
Group Executive: Client  
Coverage & Origination,  
Development Bank South Africa,  
Chair, SDIP Africa Hub



Invest Africa Ltd.



@InvestAfrica1



@invest\_africa



Invest Africa

Invest Africa Ltd.  
27 Hill Street  
London W1J 5LP  
+44 (0) 20 3730 5035  
[www.investafrica.com](http://www.investafrica.com)  
[info@investafrica.com](mailto:info@investafrica.com)