

6th German-African Economic Forum NRW



Africa 2020: German companies on the road to success!

sponsored by:

Die Landesregierung
Nordrhein-Westfalen



event organizer:



IHK NRW - Die Industrie- und Handelskammern
in Nordrhein-Westfalen



Auslandsgesellschaft.de

PROGRAMME

until 9:00

REGISTRATION & WELCOME COFFEE

9:00

WELCOMING TALK

Heinz-Herbert Dustmann

President of the Chamber of Commerce and Industry Dortmund

Klaus Wegener

President of the Auslandsgesellschaft.de, Dortmund
Honorary Consul of the Republic of Ghana in North Rhine-Westphalia

9:05

WELCOME ADDRESS

Ullrich Sierau

Mayor of the city of Dortmund

9:15

KEY NOTE

The African Free Trade Zone: Opportunities
and Challenges for the German Economy

Prof. Dr. Andreas Freytag

Friedrich-Schiller-University of Jena, Chair of Economic Policy
Honorary Professor, University of Stellenbosch, South Africa

10:00

OPENING TALK

The new development investment fund -
support for German companies in Africa

Minister Dr. Stephan Holthoff-Pförtner

Ministry for Federal Affairs, Europe and Media of the State
North Rhine-Westphalia, responsible for cooperation with Africa

State Secretary Christoph Dammermann

Ministry for Economy, Industry, Digitalization, and Energy of the State of
North Rhine-Westphalia

Gunther Beger

Federal Ministry for Economic Cooperation and Development
Head of Department Fundamental Issues, Economy, Trade and Rural Development

Dr. Dorothea Schütz

Federal Ministry for Economic Affairs and Energy,
Head of subdivision Africa

Hans-Jörg Hübner

GfG Gesellschaft für Gerätebau Dortmund and South Africa,
Honorary Consul of the Republic of South Africa in North Rhine-Westphalia

Presentation: Heiko Schwiderowski

German Chamber of Commerce and Industry (DIHK), Berlin
Head of division sub-Saharan Africa

11:00

COFFEE & COMMUNICATION

11:00 - 17:00

CONSULTANCY LOUNGE

The delegates of the German economy, together with the representatives of the German Foreign Chamber of
Commerce in Africa, are in attendance in a lounge and ready for personal consultation, as well as Germany
Trade & Invest (GTAI), Euler Hermes, PricewaterhouseCoopers (PwC) and an industry expert from the Agency
for Economy and Development.

11:00 - 17:00

B2B MATCHMAKING AREA

Register online for speed datings with other participants in our new B2B Matchmaking Area!

11:15

SESSION 1: URBANIZATION

In the year 2050, 1.4 billion people will live in African cities. Eleven new mega-cities, cities with at least ten million
residents, will emerge in the next 30 years. These people must be provided for and great challenges will emerge
in fields such as infrastructure, mobility and waste management, which in turn opens a large market for future
German economic engagement.

Presentation: Prof. Dr. Eberhard Becker

Auslandsgesellschaft.de, Dortmund

11:15

SESSION 2: SUSTAINABLE ECONOMY

Sustainable economic development is not only of great relevance in Africa, but also worldwide. Young com-
panies especially develop very innovative concepts in the fields health, mobility, nutrition and foodstuffs,
as well as environmentalism. Out of ecological and social topics emerge business opportunities with which
crucial foundations for a sustainable economy can be laid.

Presentation: Marc Zander

africon GmbH, Managing Partner

GOOD PRACTICE INPUTS

Dr. Kalie-Martin Cheng

plastics2beans GbR, Cologne, Managing Director

Njelle Fonkeu-nkwadi

diagnobox Africa, Bonn, Founder

Martin Soltés

EVUM GmbH, Munich, Founder & Managing Director

FINANCING SUSTAINABLE PROJECTS IN RWANDA

Thomas Konitzer

Sparkassenstiftung Internationale Kooperationen e.V., Bonn
Regional Coordinator East Africa

HUMAN RIGHTS ISSUES: WHAT MUST COMPANIES DO?

Katharina Herrmann

Agency for Economy and Development, Berlin
Head of NAP.Helpdesk Economy and Human Rights

GOOD PRACTICE INPUTS

Michael Temme

Temme GmbH & Co. KG Baugesellschaft (construction company),
Porta Westfalica, Managing Director

Volker Köhler

aquatherm GmbH, Attendorn, Area Sales Manager Middle East and Africa

Heinz Ihne

biowaterworld europe GmbH, Wilnsdorf, Owner and Managing Director

SME INDEX AFRICA

Prof. Dr. Jürgen Bode

Bonn-Rhine-Sieg University of Applied Sciences,
Vice President of Internationalisation and Diversity

MARKET OPPORTUNITIES AFRICA

Sonja Miekley

German-Arab Chamber of Industry and Commerce, Cairo
Head of DE.International

12:45

LUNCH BREAK, EXHIBITION AND DIALOGUE

Consultancy lounge, B2B Matchings,
regions billboard (I am looking for / I am offering)

14.00

INNOVATIONS MADE IN AFRICA: AFRICAN STARTUPS' PITCHES

Six startups from Africa pitch for the economic forum attendees' favour. The audience is the jury. The
startups are supported by the initiative "Make-IT in Africa" as well as a GIZ export promotion programme
in Kumasi (Ghana).

Presentation: Dominik Stute

IHK Dortmund, Expert for Foreign Market Development & New Economy

14:45

DOING BUSINESS IN AFRICA

THE FEDERAL MINISTRY FOR ECONOMY AND ENERGY'S ECONOMIC NETWORK AFRICA

Britta Ziemann

Economic Network Africa at the Federal Ministry for Economy and
Energy, Berlin, Head of Office

AFRICA.CONNECT: OVERVIEW OF THE FINANCING INSTRUMENTS AT VARIOUS LEVELS

Florian von Eisenhart-Rothe

DEG Deutsche Investitions- und Entwicklungsgesellschaft, Cologne
Vice President and Senior Investment Manager, German Companies

SECURITY AND RISK MANAGEMENT IN AFRICA

Axel Wochinger

Result Group GmbH, Seeshaupt, Director and Authorised Representative

15:45

SESSION 3: INDUSTRIALIZATION

Increasing industrialization provides great development potential for Africa's economy and, at the
same time, opportunities for German companies. Africa's mechanical and plant engineering is growing
steadily and is ready for high quality products from Germany. German know-how is in demand and
welcomed everywhere.

Presentation: Chris Wegner

Delegation of the German economy for East Africa
AHK Kenya, Regional Coordinator for East Africa

GOOD PRACTICE INPUTS

Ralf Pepmüller

MAVEG Industrieausrüstungen GmbH, Ratingen
Managing Director

Sascha Wisotzki

BPW Bergische Achsen KG, Wiehl, Area Sales Manager Africa

Heinz Ihne

AWAS Ihne GmbH, Wilnsdorf, Owner and Managing Director

Dr. Johannes T. Grobe

KHS GmbH, Dortmund, CSO

INVESTMENT GUARANTEES BY THE GERMAN GOVERNMENT

Herwig Maaßen

PricewaterhouseCoopers, Hamburg, Senior Manager

15:45

SESSION 4: DIGITALIZATION

Africa is one of the fastest growing information and communication technologies markets in the
world. This provides both unbelievable development opportunities for the African population as well
as great business opportunities for German companies. More than one billion people and a young
and motivated population in Africa open enormous market potential for German digital companies.

Presentation: Dr. Michael Blank

Delegate of the German Economy in Ghana

GOOD PRACTICE INPUTS

Gabriele Riedmann-de Trinidad

platform 3L GmbH, Bonn, Founder and Managing Director

Ulrich Busch

SCALEWORK, Munich, Co-founder

Benjamin Schunke

getINNOTized GmbH, Ghana, Co-founder

TECH-ENTREPRENEURSHIP-INITIATIVE „MAKE-IT“: OPPORTUNITIES FOR THE GERMAN ECONOMY

Mathias Rehfeld

Deutsche Gesellschaft für internationale Zusammenarbeit GmbH (GIZ)
Policy Advisor

17:00

CONCLUSION in the foyer

with South African wine, fingerfood and
West African folk music with „L'accord acoustiq“

17:30

END OF EVENT

The most up to date version of this programme can be found at :
www.afrika-wirtschaftsforum-nrw.de