

Speech Session II



JAPAN-AFRICA
Public-Private Economic Forum

Second Japan-Africa Public-Private Economic Forum

Speech Session 2 Innovation

Hiroki Ishida

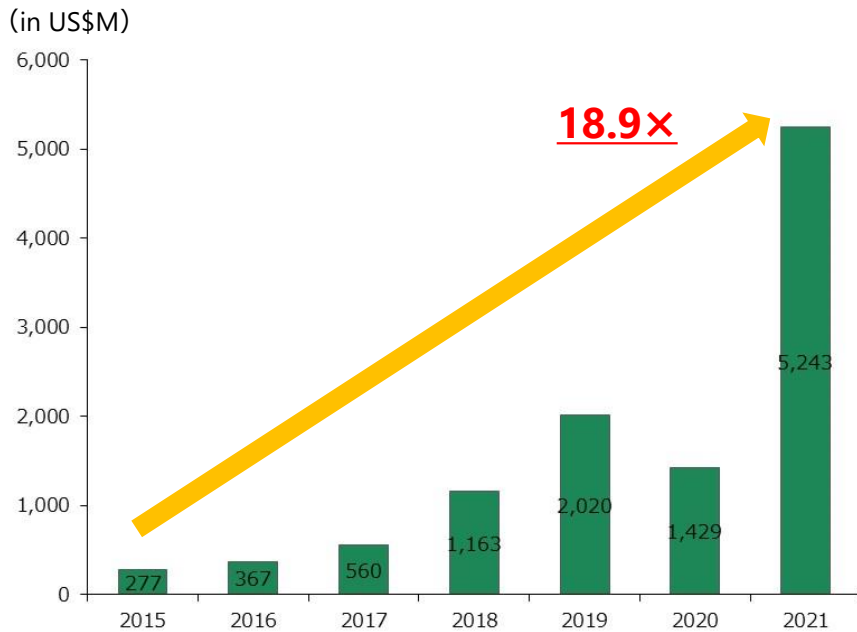
Director at AAIC Partners Africa Limited (Kenya)

3rd May 2022

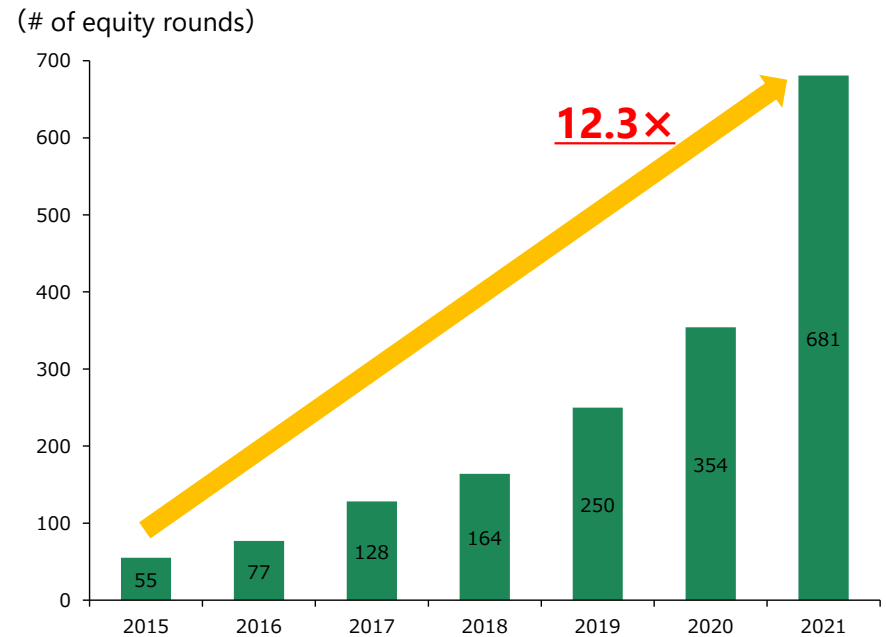


In 2021, 5.2 billion USD was raised by African focused startups This is 18.9 times bigger than the amount in 2015

Total equity funding (2015-2021)



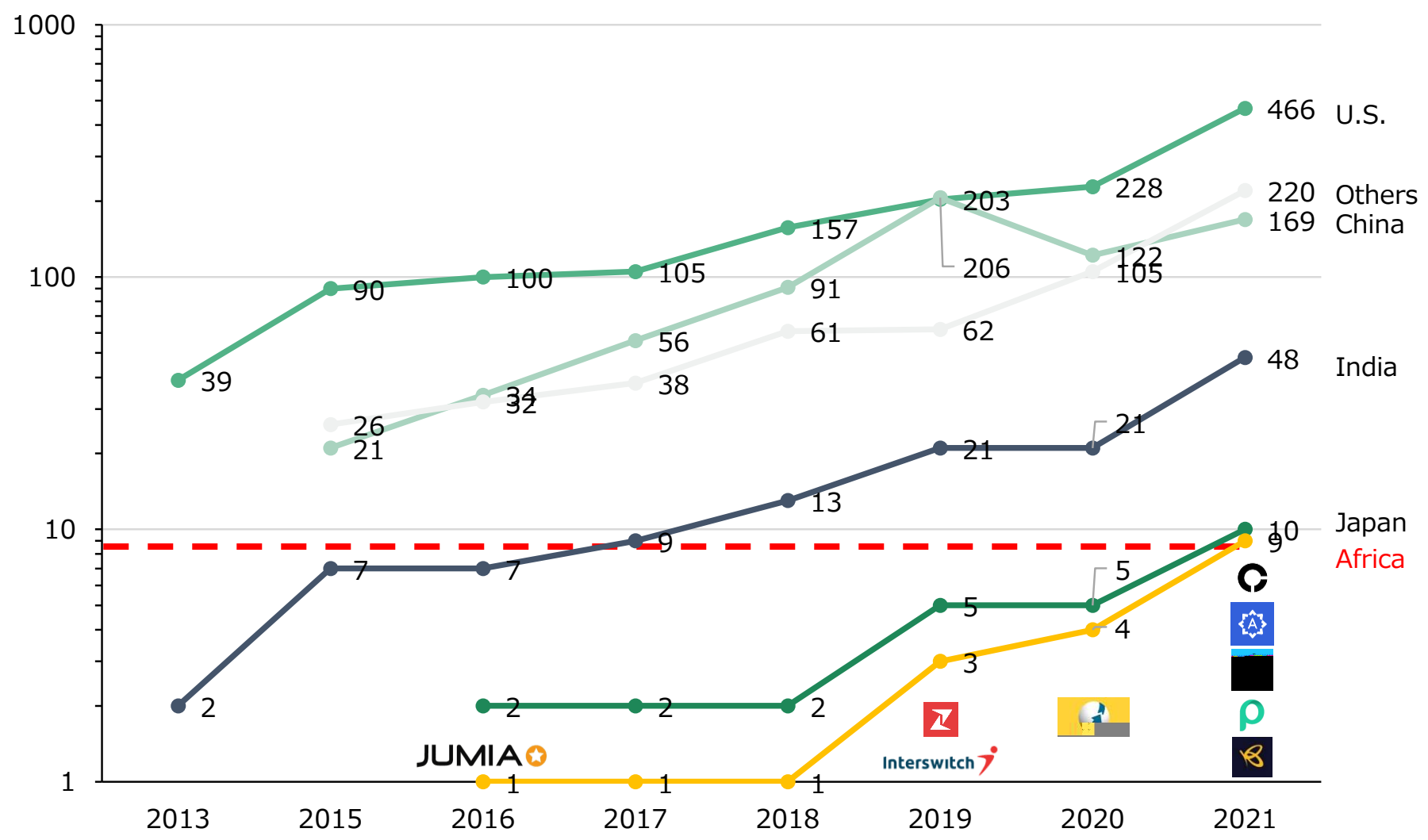
Total number of equity rounds (2015-2021)



However, the amount is less than 2% that of the US

In 2021, the number of unicorn companies in Africa was similar to that of India 4 years ago




Global trend of the # of unicorn companies



Source : CBINSIGHTS, STARTUP DB, etc.

AAIC 2nd Fund: Africa Innovation and Healthcare Fund

1st closing completed in March 2022

INVESTMENT AREA	To invest in innovations that address various social issues (SDGs) in Africa. It addresses challenges and major growth areas evident primarily in the healthcare sector, and in other digital sectors (finance, mobility, etc.) as and when opportunities arise.
LPs (Investors)	   A Japanese trading company, and others
TARGET FUND SIZE	From US\$150 million up to a maximum of US\$200 million
TICKET SIZE	US\$ 500k to 5 million (Equity or Convertible Note)
STAGE	Seed, Series A and B
INVESTMENT PERIOD AND TERM	Investment Period – 4 years from the First Closing Date Term for Exit – 10 years from the First Closing Date

Investment Focus of the fund

Innovation Sectors



- Teliagnosis/ treatment
 - AI diagnosis
 - Remote radiologic interpretations, AI radiologic interpretations
 - Digitized medical records, IT systems for management
 - Patient management
 - Management of clinics/hospitals
 - Portable healthcare services
 - Management of health, vital data management
 - Biotechnologies
- Health-related, lifestyle services
 - Super App
 - Contents, etc.
 - Health related community / marketing
 - Next-generation distribution services (such as the use of drones)
 - Fintech/Insurtech
 - Health insurance
 - mobile money transfer
 - Mobility Tech
 - EC, MaaS, logistics

Healthcare Sector



Advanced Care

- Cancer/Cancer screening centers
 - PET, endoscopes, etc.
- Dialysis centers/ Diabetes centers
 - Dialyzers, etc.
- Cardiovascular/ Cerebral centers
 - Catheter, etc.
- Diagnostic pathology centers
 - CT Scanners, MRT, endoscopes, etc.
- Ophthalmological center
 - IOL, treatment for blindness
- Blood bank, Clinics offering serum injection/therapy, etc.

Medical Services

- Medical examinations
- Distribution of medical equipment, provision of medical supplies
- Management and running of clinics/hospitals
- Distribution, management and storage services
- Education, training services
- Clinical trial, services supporting R&D of new medicines
- Nursing home
- Financial services (leasing, loans, etc.)

Health Preservation

- Hygiene management
- Drinking water
- Recycling
- Toilet, public sanitation
- Wastewater management
- Health preservation services
- Services supporting enhancement of healthy life



DOUBLE FEATHER PARTNERS

Solving complex socio-economic issues in Africa
through investment finance and management consulting

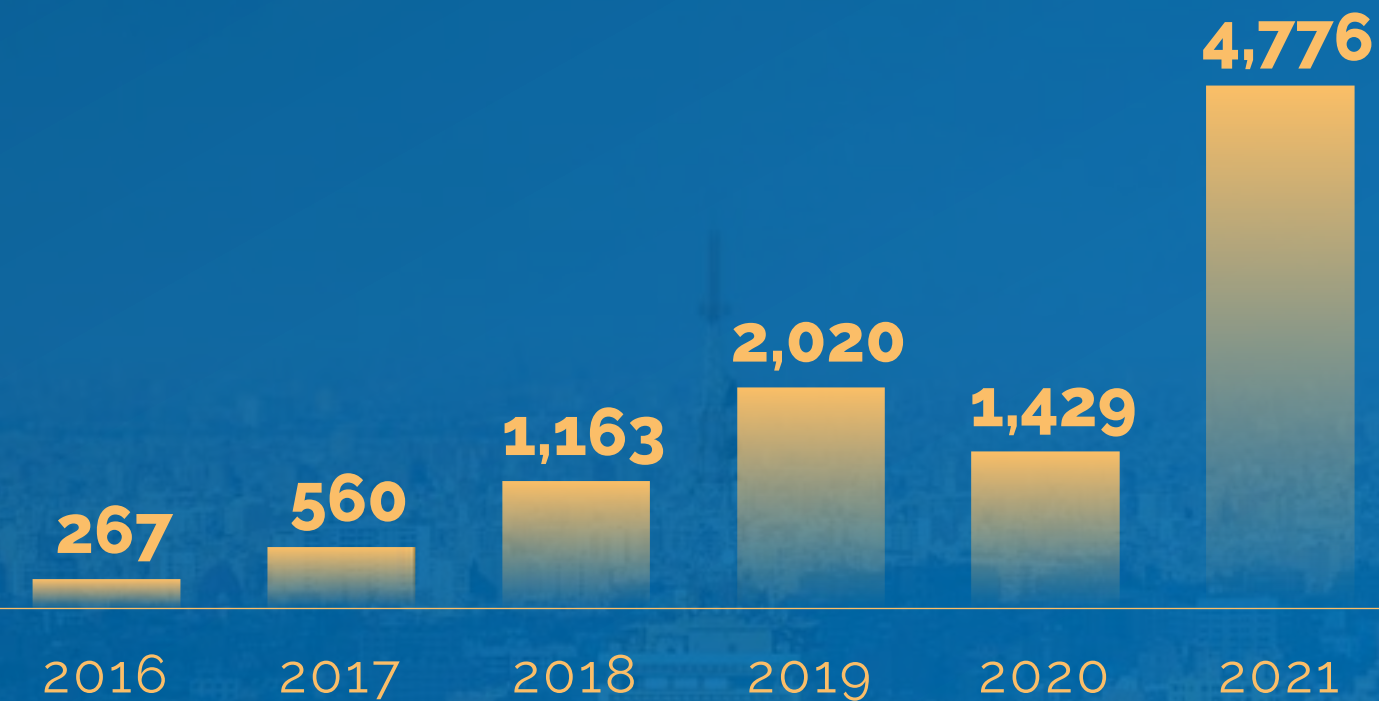


Africa VC Tech Deals  **623** Rounds raised by 528 startups

Africa VC Tech Volume  **US\$4.78B**

528 African tech startups raised a total of US\$ 4.78 Billion in 623 deal rounds, a remarkable **51% growth** of the total funding amount from previous year. Africa's tech ecosystem has gained a lot of interest from global VCs and remains strong amidst the covid-19 pandemic crisis.

Africa Tech VC - Total Funding 2016 to 2021 in US\$ M



With strong growth in fundraising activity, the total amount raised by African startups increased to an all-time high hitting US\$4.78 billion.

African Startup Outlook 2022

Africa is an early-stage ecosystem, given the predominance of seed and pre-seed rounds with most fundraising tech startups founded in the last three to five years. Fintech has been the top funded sector and the same is expected to continue in 2022. With increased allocation of capital from corporates to their corporate VC activities, acquisitions of African tech companies and increased foreign direct investment (FDI) activities in the region, venture investment is projected to remain strong and grow sharply in the coming years. 2022 is expected to settle above the 2021 total funding figure of \$4.78b and above \$6.5 by 2023.

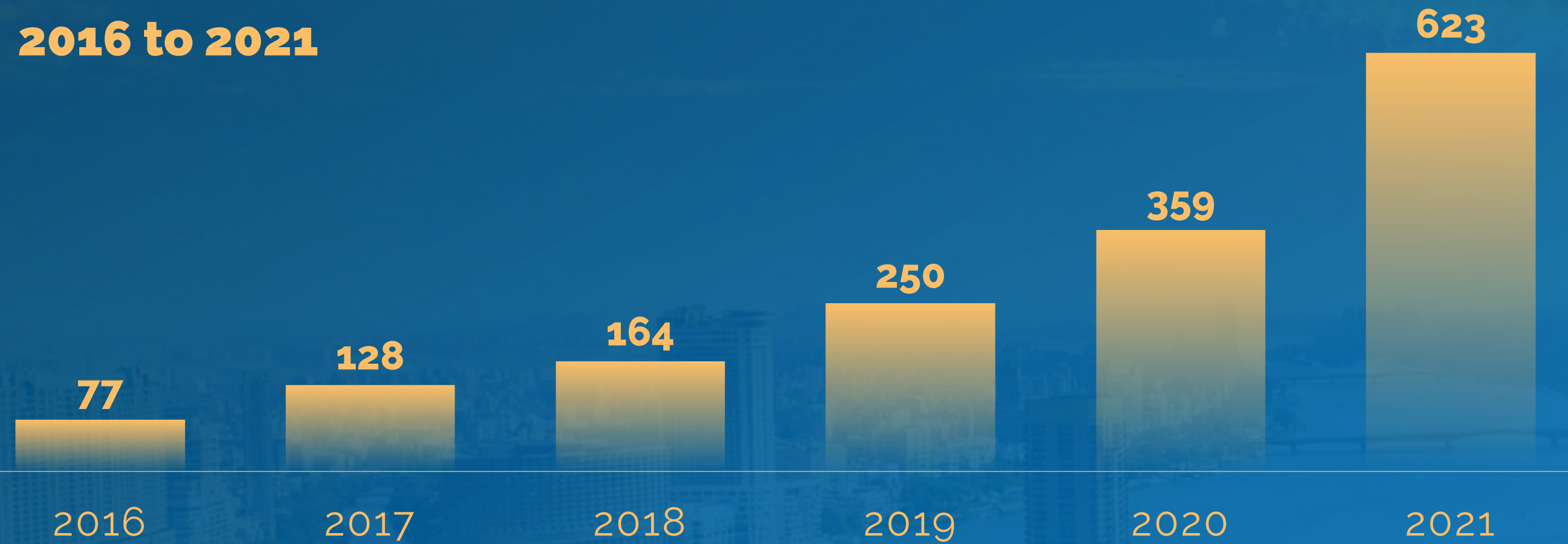
DEAL COUNT PER SIZE 2021

Round Size (US\$'000)	No. of deals
0-100	87
101-500	96
501-1,000	51
1,001-5,000	135
5001-10,000	31
10,001-50,000	50
> 50,001	19



There was increased activity for deals ranging between US\$100K to US\$5M.

Africa Tech VC - Total Number of Deal Rounds 2016 to 2021



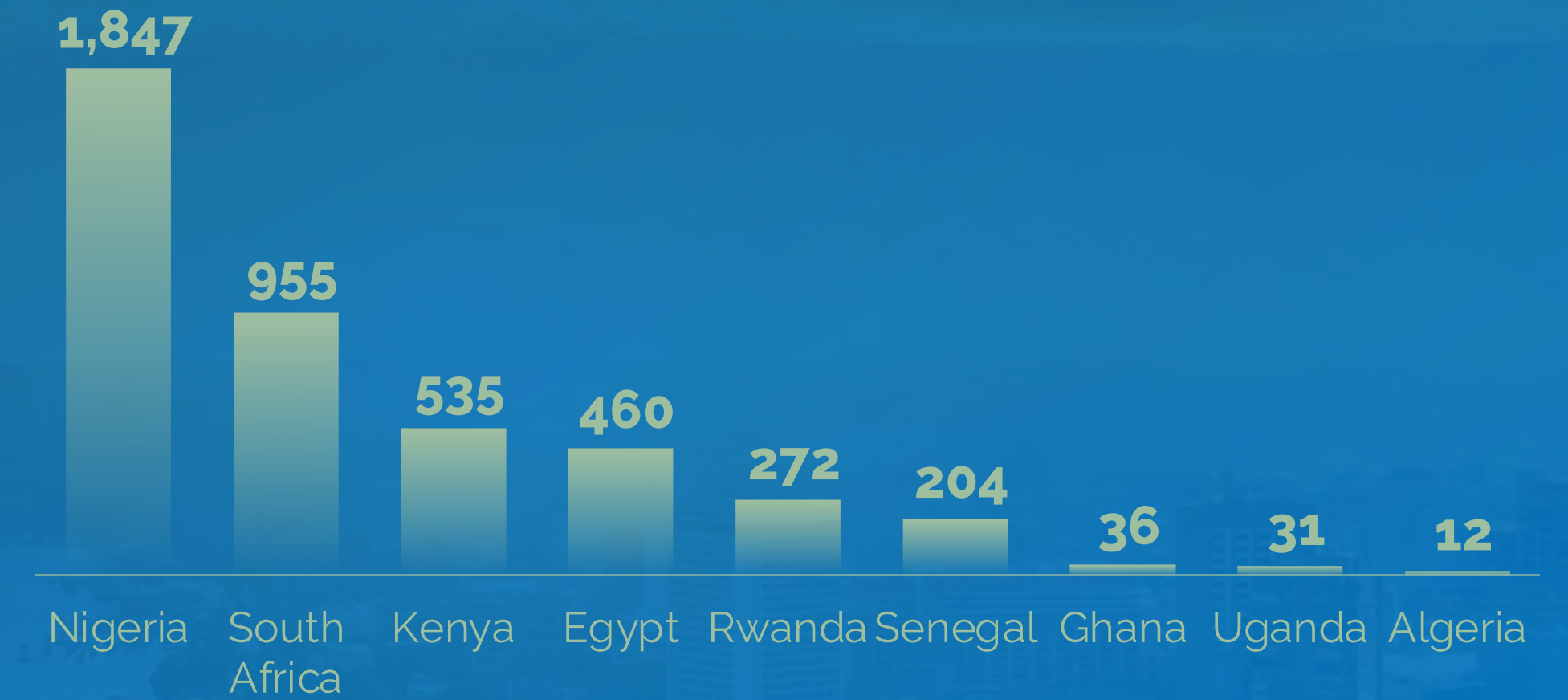
2021 Africa Tech VC - Deal Count by Stage



Transaction Type

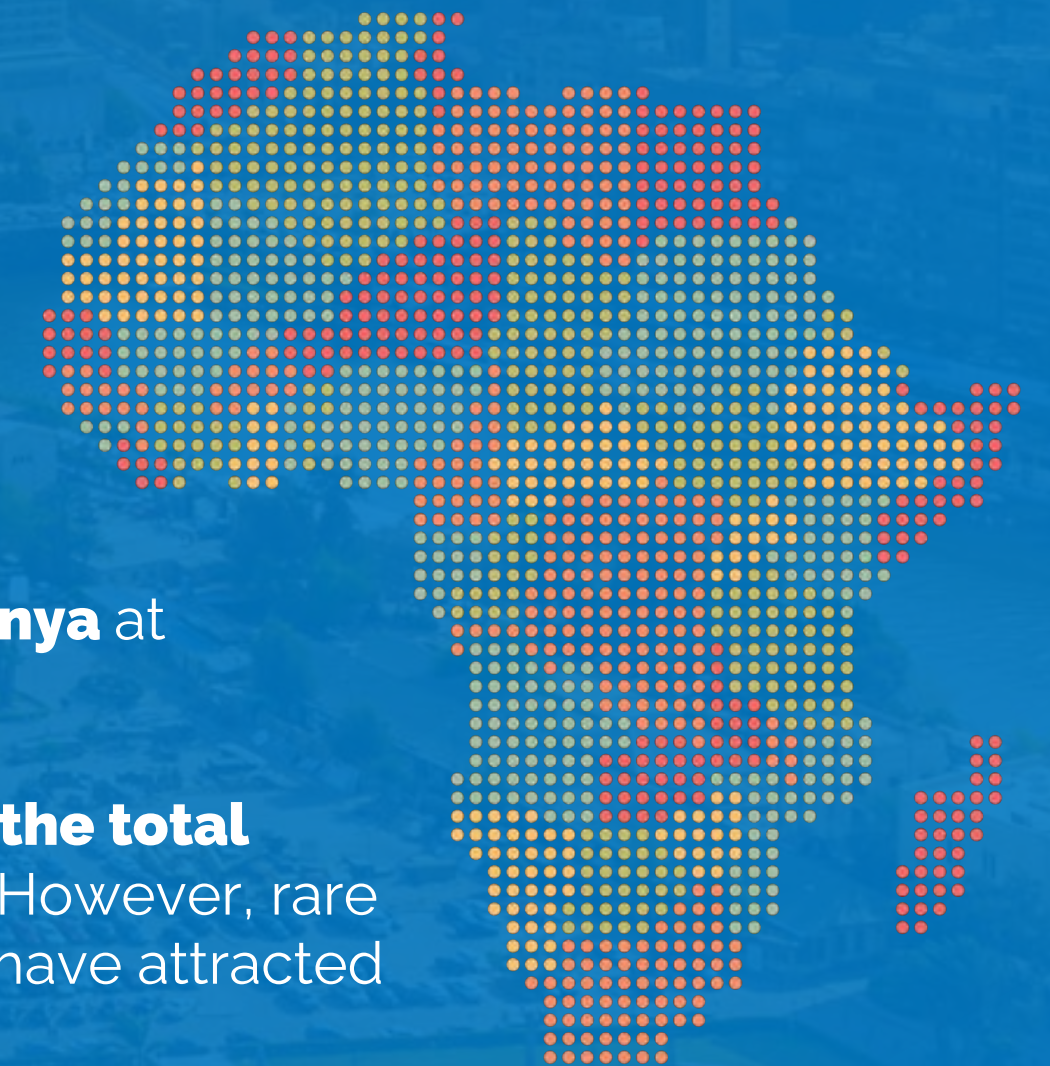
Investors are strongly betting on mid- to long-term investments with seed rounds accounting for most of them in 2021.

Funding per Country 2021 (US\$M)



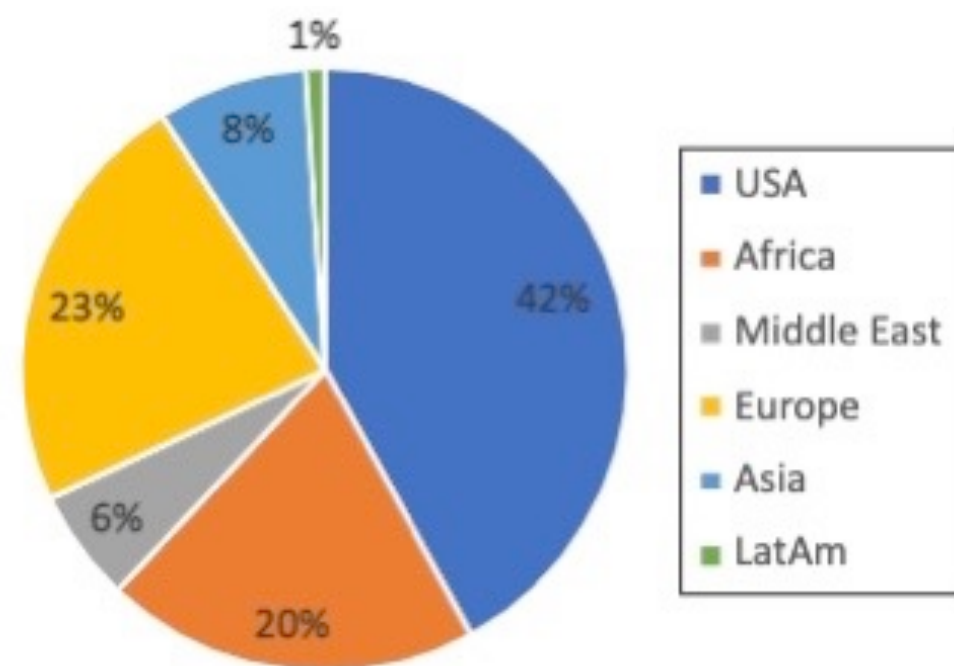
Nigeria remains the top destination with US\$ 1.847B invested, followed at a distant second by **South Africa** with US\$955M investments, then by **Kenya** at US\$535M and **Egypt** at US\$460M

The top 4 countries carry 79% of the total volume invested by VCs in 2021. However, rare countries like Algeria and Uganda have attracted single high-volume transactions.



GLOBAL VC/PE INVESTMENT FLOW

Global VC investment in Africa (2014-19, by volume)



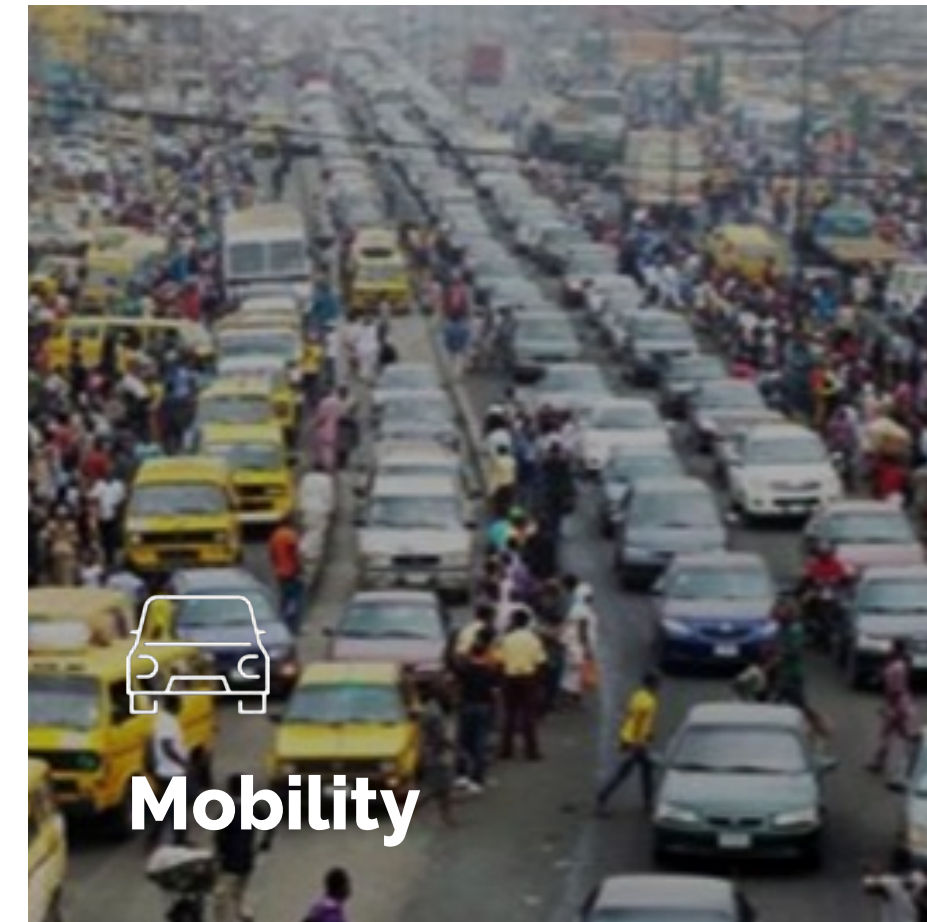
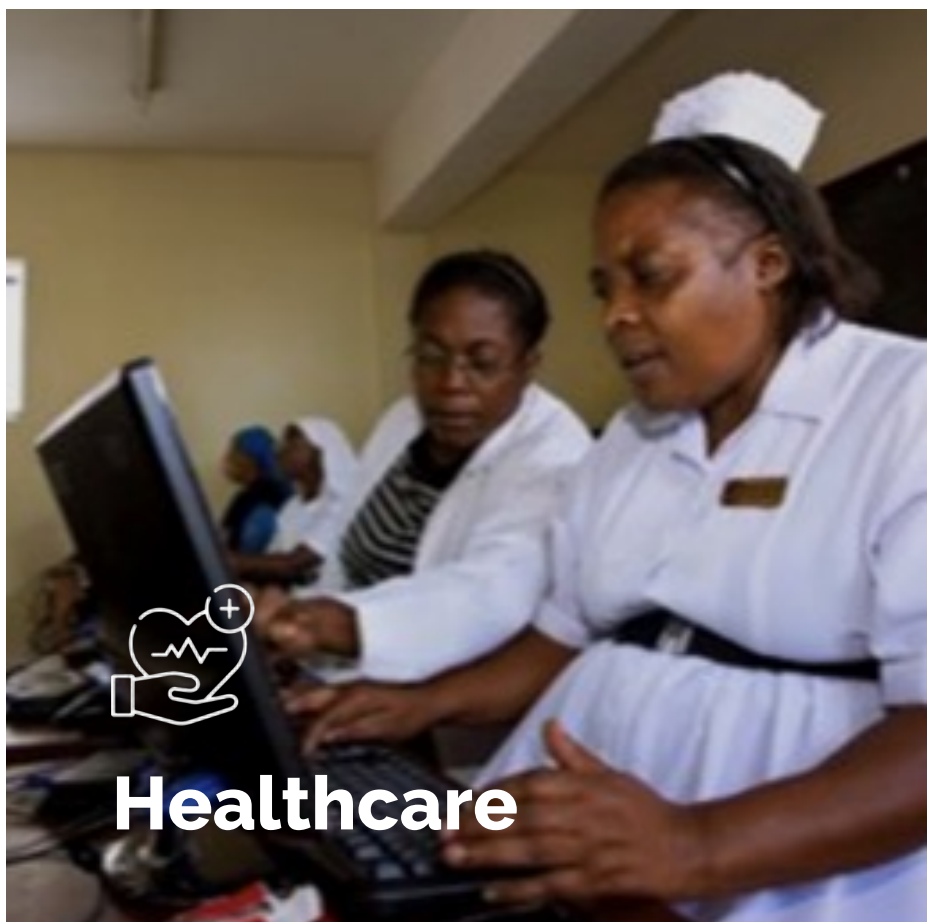
Source: African Private Equity and Venture Capital Association 2020

European VC

Asia VC

North American VC





Our Investment Sectors

ICT, Internet, AI and Blockchain technology have brought about numerous innovative businesses in Finance, B2B (ERP, SaaS, etc.), Agriculture, Healthcare, Insurance, Energy and Logistics.

WHAT WE LOOK FOR

Disruptive business models turning the market constraints into opportunities



Future market leaders who can execute regionally or globally



Data driven tech that is inclusive for the 1.4 billion people

Solutions that are applicable to ubiquitous social issues across the continent



Fully leveraging the regulatory sandbox to run POC faster than highly regulated developed markets



OVERVIEW OF JICA ACCELERATION PROGRAM IN KENYA

The acceleration program will be implemented in Kenya for three years starting in fiscal year 2021

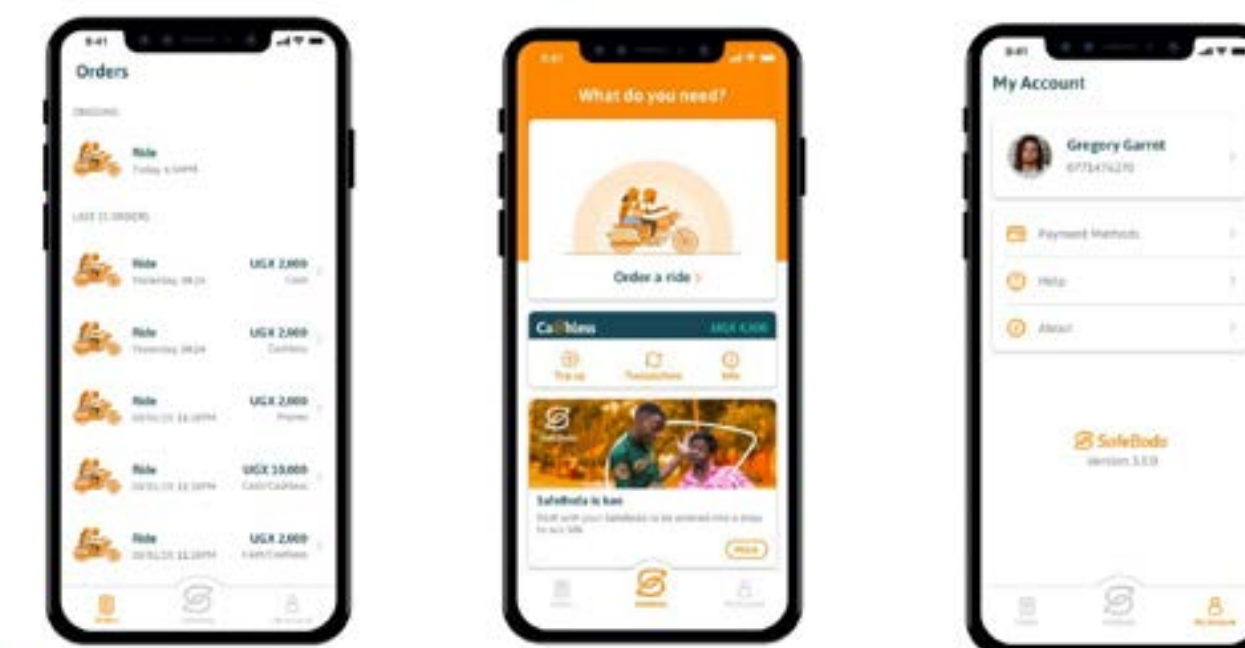
Program Overview

Target	Seed~Series A 5 startups × 4 cohort (2021-2023)
Term	3 months
Program	<ul style="list-style-type: none"> • Mentoring Consultation by experts • Networking Interaction with Entrepreneurs and mentors • Instruction Theory for immediate practice • Demo Day Presentation to investors

Program Structure



The most reliable community-based urban transportation network in Africa .



Company Outline

Established	2015
Employees	237
Location	Uganda, Nigeria
Industry	Mobility
Website	safeboda

Description

Road accidents occur so often in low/middle income countries that the highest cause of death will match HIV/AIDS by 2030. SafeBoda, Africa's 2-wheeler ride hailing market leader that is revolutionizing transportation, payments, and on-demand services in African cities, solves such mobility issue by building a system that ensures convenience and safety for all users. The company invests in training, verifying & equipping their riders in order to maintain high standards of professionalism and safety.

Partnerships/Investors



CEO Alastair Sussock

Alastair Sussock is the Co-founder and Co-CEO of safeboda. After gaining a MSc. in Economics for Development from Oxford University (St. Antony's College) in 2010, he worked as an economic advisor to the Government of Rwanda for nearly 3 years. Alastair also helped setup One Acre Fund operations in Ethiopia and consulted for Dalberg Global Development Advisors, based in their San Francisco office.

SafeBoda plans to expand into P2P, merchant and bill payments and grow its on-demand business. Uganda's SafeBoda is planning to branch fully into fintech, wanting to provide working capital loans to its merchant partners to help them expand their businesses in an effort to encourage women's inclusion and economic success.

DATE	ROUND	AMOUNT	MAIN INVESTORS
December 2021	Investment Fund	N/A	Google
May 2019	Series B	\$30M	Gojek, Allianz X
January 2018	Series A	\$1.1M	CRE Venture Capital, Musha Ventures
June 2017	Non-equity Assistance	N/A	Spring Accelerator
April 2016	Debt Financing	\$229K	Global Innovation Fund

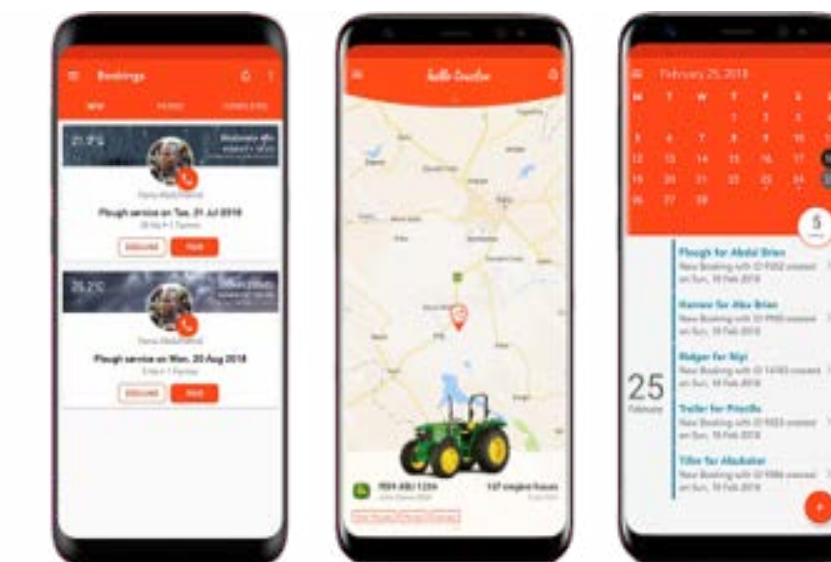
Capital Raising

Business Outlook

Source: Safeboda.com;Crunchbase.com

*This page is a draft and is intended to provide information for investment purposes only and is not intended as a solicitation for investment.

Digital platform that connects tractor owners and farmers through a farm equipment sharing application.



Company Outline

Established 2014
Employees 26
Location Nigeria, Kenya
Industry Agritech
Website hellotractor

Description

Manual labor is 2.5 times more expensive and 40 times slower vs modern tractors. Despite inefficiencies, small-scale farmers cannot afford machineries like tractors in African market. HT solves this by providing a digital marketplace for tractor owners and small-scale farmers. Hello Tractor has emerged as the leading provider of technology solutions designed for the tractor services market, capturing 75% of private commercial tractor inflows to Nigeria and expanding to a total of 16 markets across the continent.

Partnerships/Investors



CEO Jehiel Oliver

Jehiel Oliver is the CEO of Hello Tractor. Prior to Hello Tractor, he has cumulated 10 years of experience in investment banking and consulting. He also serves as board treasurer of Shared Interest, a loan guarantee fund for agriculture and financial sector development in sub-Saharan Africa and was also Presidential appointee under Obama administration.

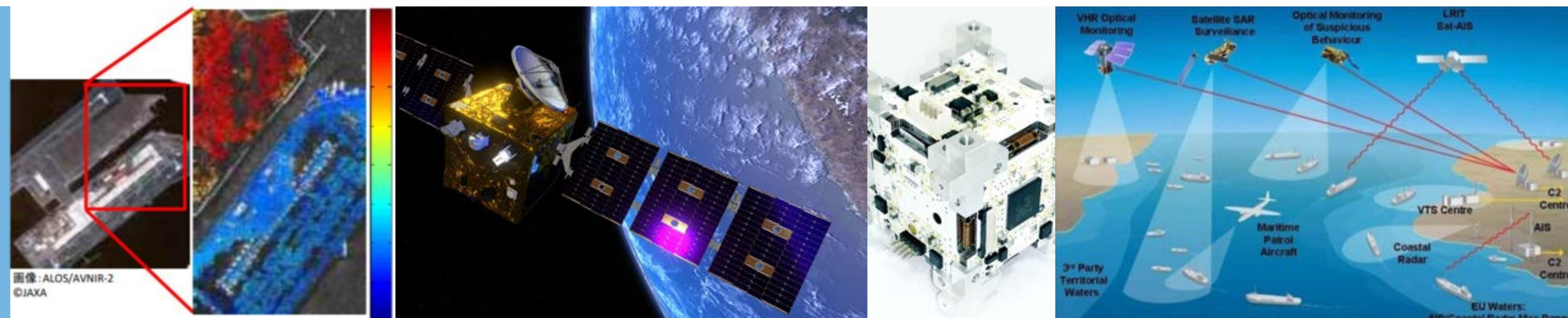
Hello Tractor is developing a new application programming interface, pay-as-you-go tractor finance, integrating with ecosystem partners. The company will also focus on acquiring new customers by investing in growth marketing and sales operations, as well as increasing investments in in-dealership resources to support after sales support and equipment management.

DATE	ROUND	AMOUNT	MAIN INVESTORS
April 2021	Pre-seed	\$400K	Mulago Foundation
November 2020	Grant	€100K	DFID
December 2019	Grant	\$40K	N/A
November 2019	Grant	\$80K	WFP Innovation Accelerator
November 2019	Grant	\$15K	Founders Factory Africa, Bosch
September 2019	Grant	\$250	N/A
February 2019	Grant	€252K	N/A

Business Outlook

Capital Raising

Inter-satellite optical communication data relay network.



Company Outline

Established	2016
Employees	11-20
Location	Japan
Industry	Spacotech
Website	WarpSpace

Description

WarpSpace originated in the space research laboratory of Tsukuba University in Japan. They are a provider of satellite-based communication services, which includes communication infrastructure for low-orbit satellites, small satellite module development satellite-related technology transfer, and CubeSat modules.



CEO Satoru Tsunemachi

Founding member/ executive of IT startup companies, he has overseen several business departments, including strategy, branding, legal affairs, and finance. He had been an external director of WARPSPACE from 2016 and inaugurated as CEO in January 2019. He has founded four companies so far.

WarpSpace aims to deploy some relay satellites for the launch of "WarpHub InterSat", the world's first optical telecommunications infrastructure by end of 2022. This network enables LEO satellite missions, such as earth observation missions.

DATE	ROUND	AMOUNT	INVESTORS
October 2021	Series A	\$3.62M	SBI Holdings, SMBC, Mizuho Capital
August 2020	Venture Series	\$3M	Mitsubishi UFJ
August 2019	Corporate	N/A	Double Feather Partners
July 2019	Corporate	N/A	Tsukuba Bank
August 2018	Seed	N/A	ANRI

Business Outlook

Capital Raising

Source: warp-space.jp ; crunchbase.com; Image: From the company's website

*This page is a draft and is intended to provide information for investment purposes only and is not intended as a solicitation for investment.

Empowering Africa Scientists and enabling high quality scientific research in less time & lower costs



Company Outline

Established 2015
Employees 75
Location Egypt, Jordan, Nigeria, Saudi Arabia
Industry Life Science

Description

Nawah is a core hub of advanced research equipment specialized in natural and medical sciences that offers its services online and on demand. Nawah's online platform receives experiments requests, Nawah's scientists carry them out and return results online.

Partnerships/Investors



CEO
 Dr. Omar Sakr

PhD in pharmaceutical technology, University of Geneva, Switzerland. MBA, Hult Business School, London. 15 years in pharmaceutical field, both academia and industry. Holds several awards in business innovation and product development.

Nawah's business is both B2B and B2C, where industries range from Pharma, Food, Agriculture, Chemical, and Oil Industries. With proven value-proposition, and high entry of barrier, Nawah looks to expand across the African continent.

For 2022, Nawah will be expanding into new markets (Jordan, Nigeria, Saudi Arabia), and establishing it's footprint while also leveraging the inhouse big-data assets.

Business Outlook

DATE	ROUND	AMOUNT	INVESTORS
April 2022	Series A	\$10M	Double Feather Partners & Others
February 2022	Seed+	N/A	Cairo Angels Syndicate Fund
January 2021	Seed	\$1M	Egypt Ventures

Capital Raising

- Over **3500+** customers inside and outside of Egypt
- **150K+** samples analyzed in Pharma, Agriculture, Chemical sectors
- Consolidated sales mounts to **\$2M**, targeted revenue represents +570% YoY

Tractions/KPIs

LASTLY

We will contribute to the global society by supporting
the innovative entrepreneurs
who challenge fundamental problems in the 21st century

Double Feather Partners Inc.

Contact :

Kohei Muto

muto@doublefeather.com



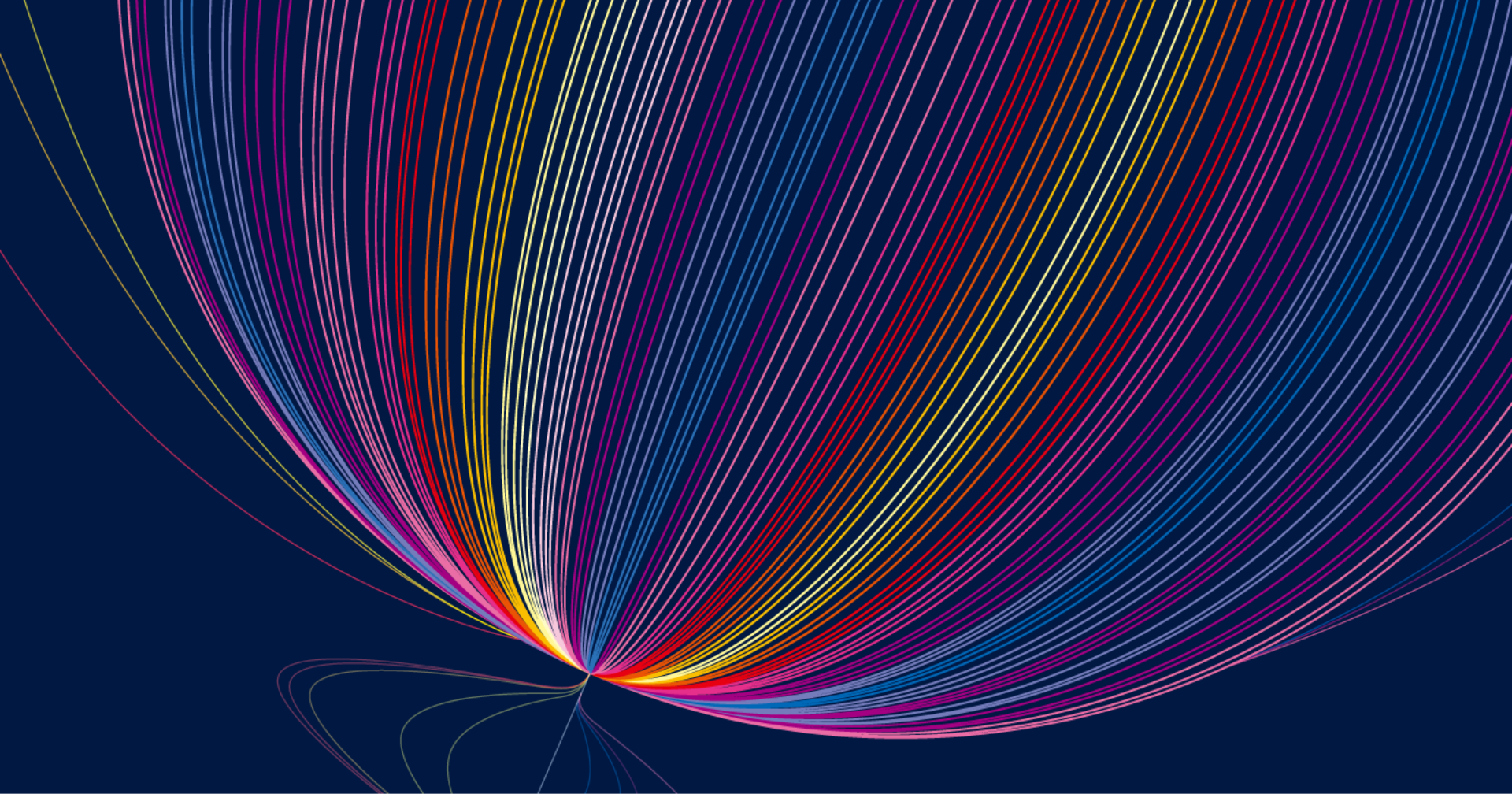
Kohei Muto
CEO



Yannick Gayama
Managing Director



Riki Yamauchi
Managing Director



mitsui & co.



MITSUI & CO.

Global Network

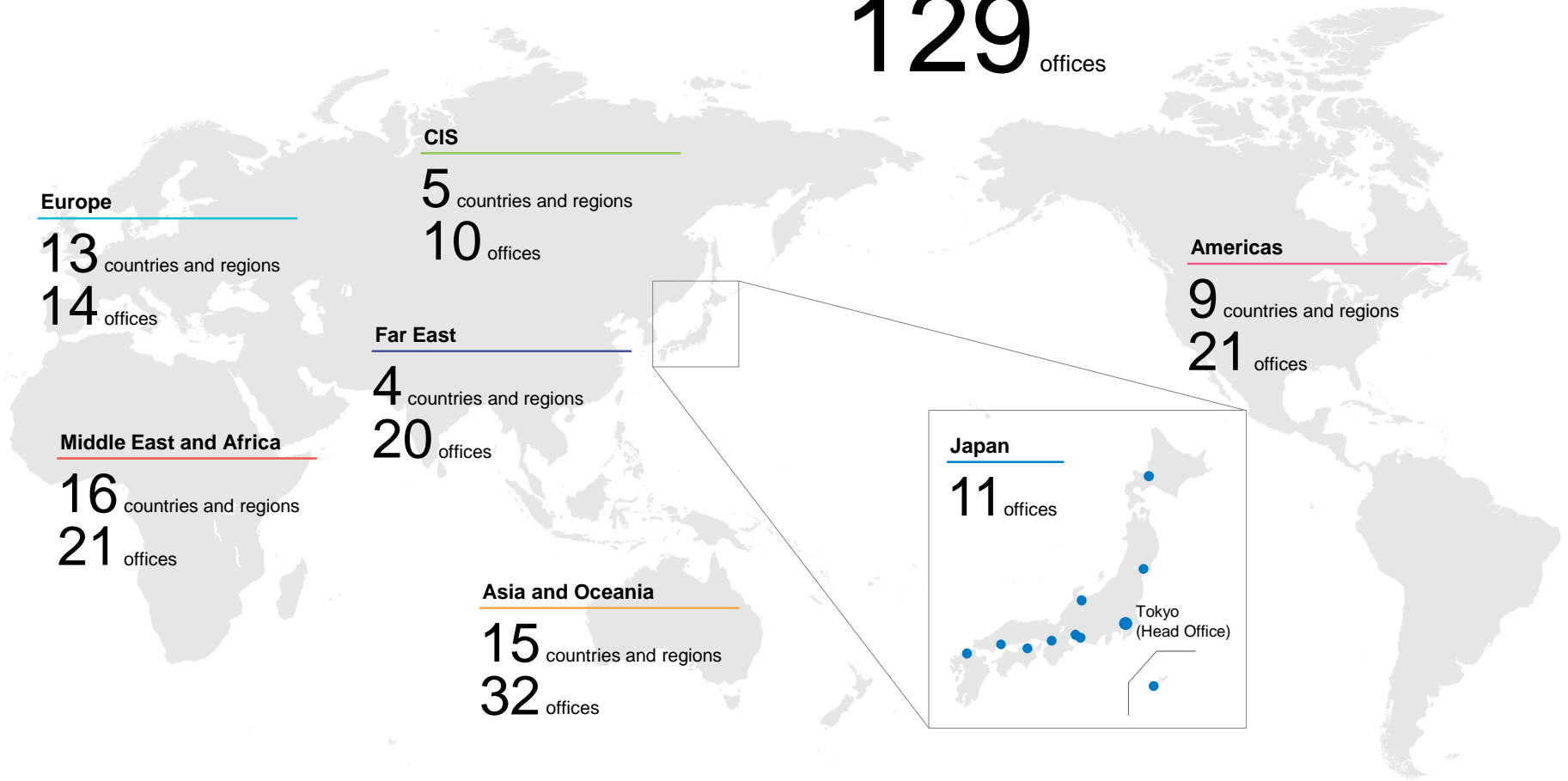
We work to build brighter futures, utilizing the networks we have developed through our diverse business across the world.



Office Locations

63 countries and regions

129 offices



(As of April 1, 2022)



Worldwide Network

<https://www.mitsui.com/jp/en/company/outline/worldwide/>



Diversified Business Domains

- Mineral & Metal Resources
- Machinery & Infrastructure
- Iron & Steel Products
- Innovation & Corporate Development
- Energy
- Chemicals
- Lifestyle



Mineral & Metal Resources



Collahuasi Copper Mine

Energy Business



Waitsia Gas Project



Cameron LNG



Freedom Pines Plant

Infrastructure Projects



Bii Stinu Wind Project

Mobility



Penske Truck Leasing



Marvel Falcon

Iron & Steel Products



Fairway Methanol

Basic Materials



Fairway Methanol

Performance Materials



Composite materials business

Nutrition & Agriculture



Foods science business

Food



United Grain Corporation

Retail



Mitsui Foods Distribution Center

Wellness



IHH Healthcare Mount Elizabeth Novena hospital

IT & Communication



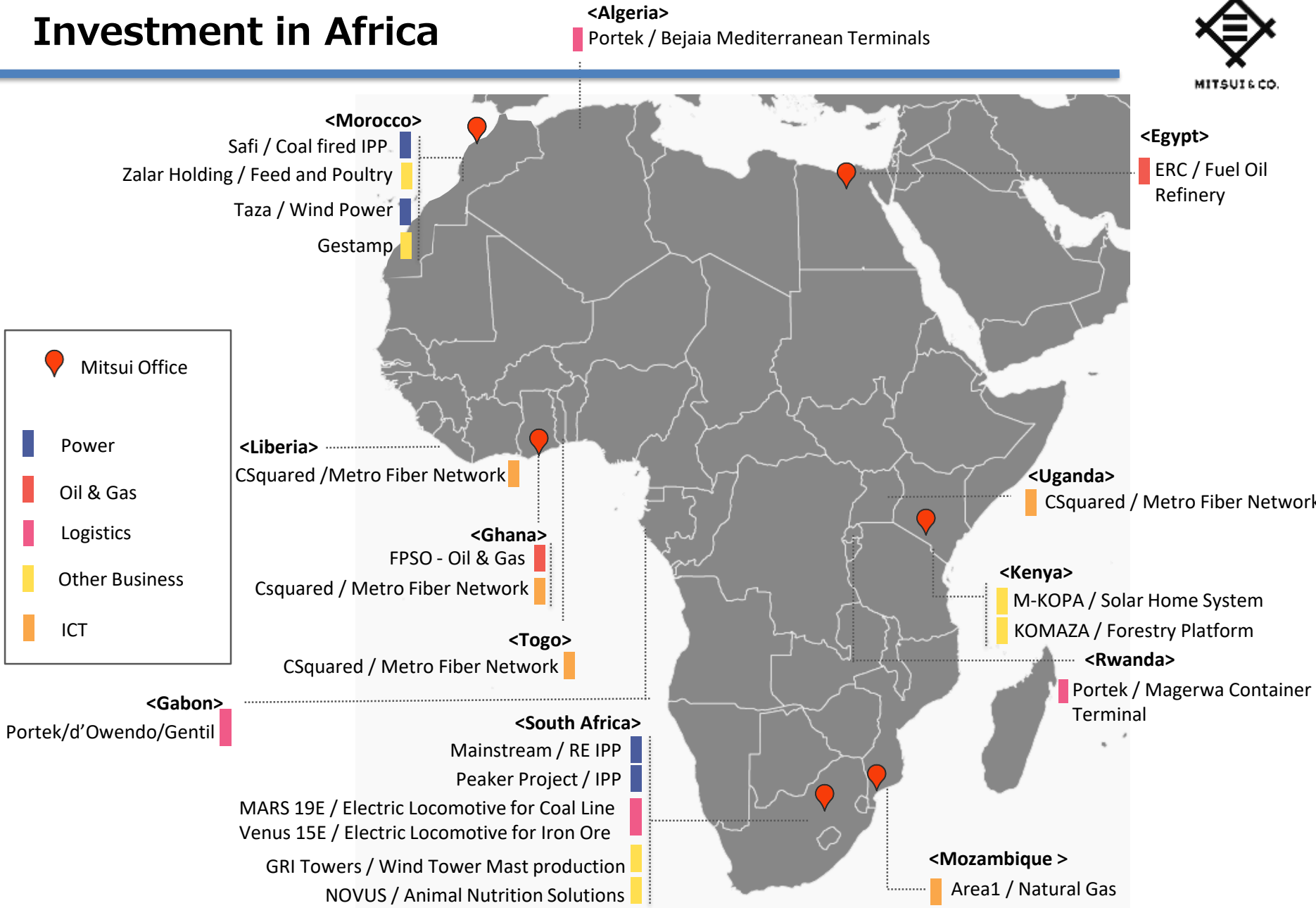
TV shopping business

Corporate Development



Senior living properties and operations

Investment in Africa

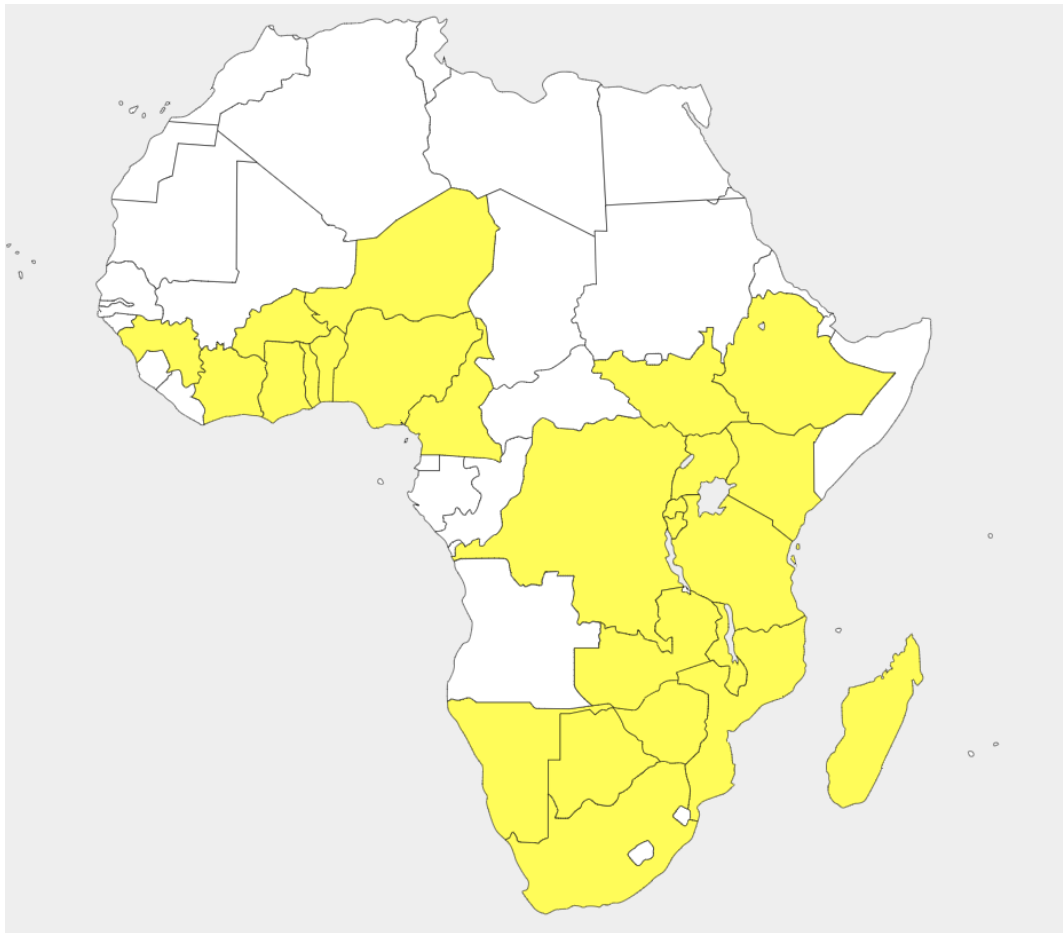


Covered Areas of ETG in Africa

ETG was established in 1967 and is an affiliate company of Mitsui from 2018.

It has a diverse portfolio of across agricultural inputs, logistics, merchandising and processing, supply chain optimization, digital transformation and energy.

ETG operates in 29 African countries and 48 countries globally.



ETG - One Stop Solution

EXPORT TRADING GROUP (ETG) P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

ETG P.L.C.

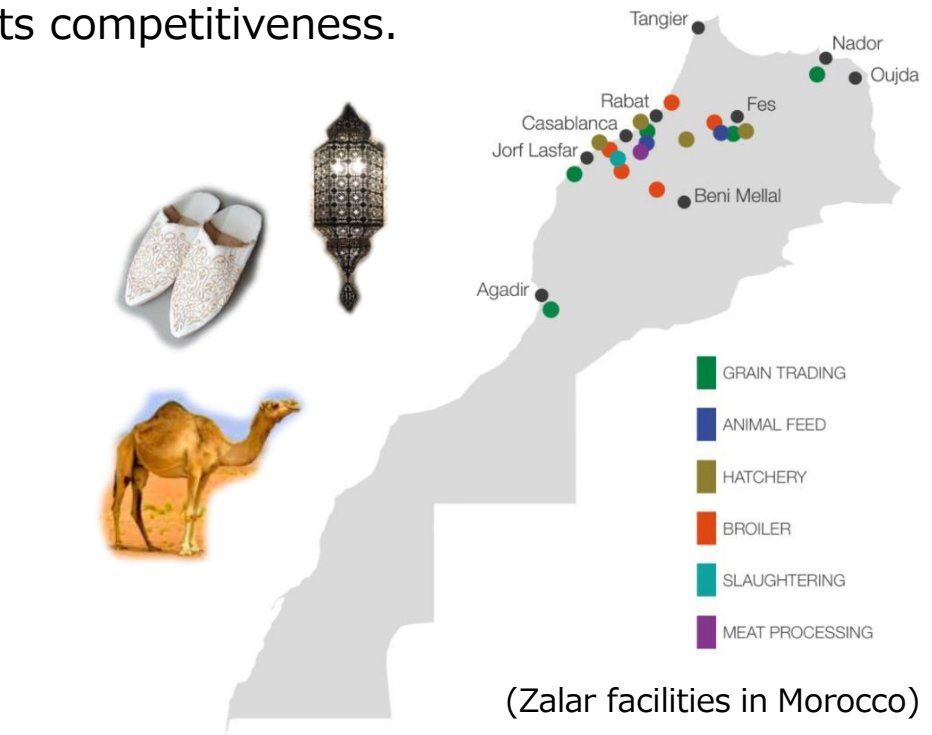
ETG P.L.C.

ETG P.L.C.

Zalar Holding



Zalar Holding, funded in 1974, is the only operator that is vertically integrated across the entire poultry-meat value chain in Morocco. Mitsui has invested since 2018 and has been contributing to further business expansion and strengthen its competitiveness.



Micro forestry model

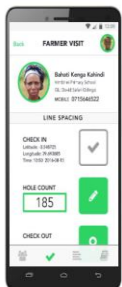


Collaborate with small farmers and provide them additional income



Elaborated IT System

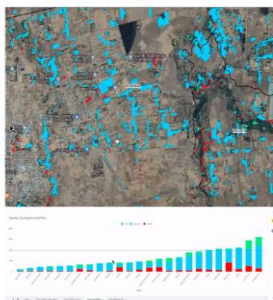
Farmer Enrollment & Activities Mobile App



Forest Management Database



Tree Monitoring Pilot Using AI + Broadspectrum Satellite Data



Translates expert forest practices into digital checklists for frontline field staff.

Monitoring command center for our Field Managers & Data Science Team.

Site selection, risk alerts, & automated asset valuation of all farms.

Well Organized Operational System



360° business innovation.



MITSUI & CO.

GLOBAL
CROSSVALUE
PLATFORM

Marubeni

JAPAN-AFRICA
Public-Private Economic Forum

Marubeni's Activities in Africa

May, 2022

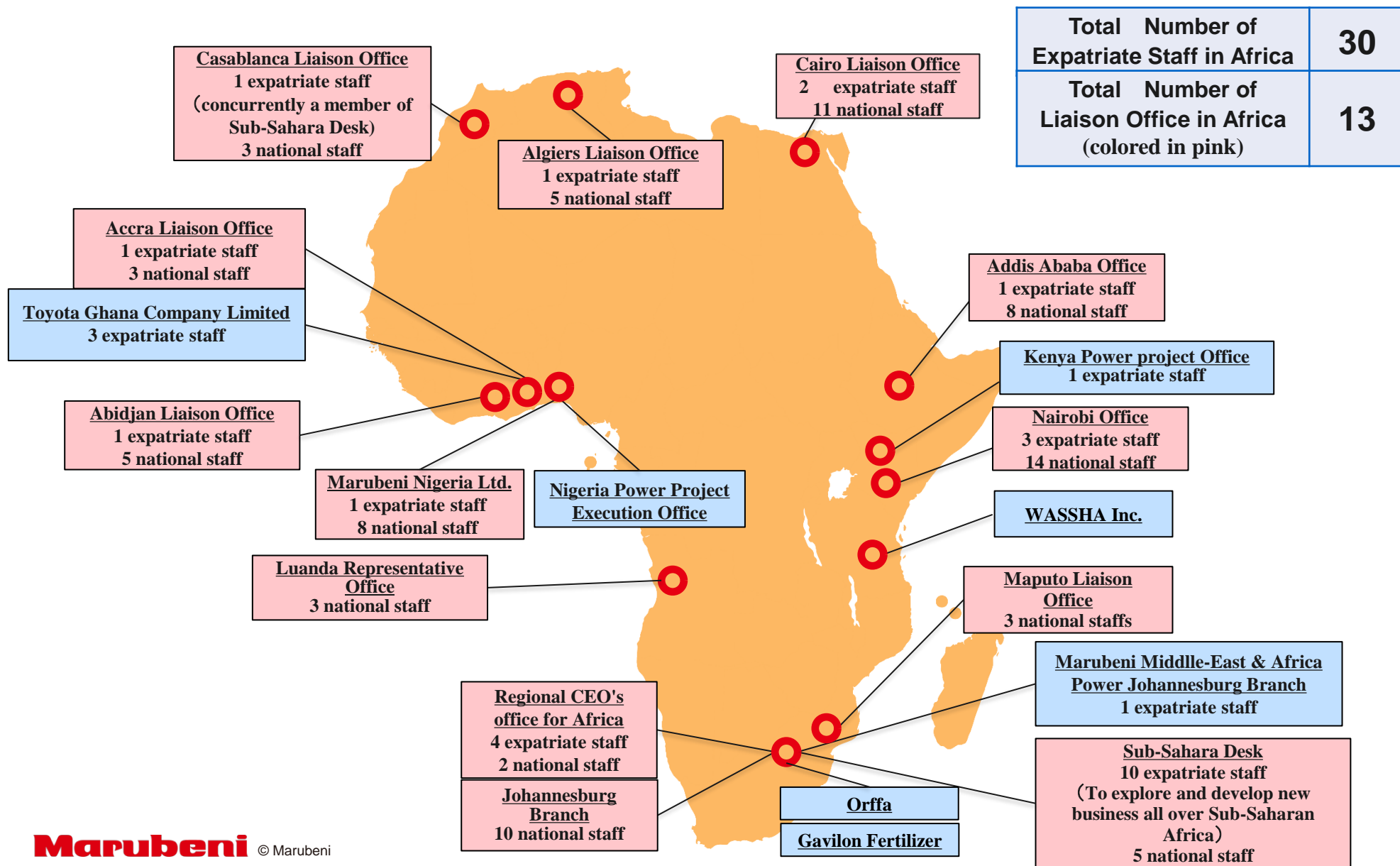
○ Company Profile

● Founded	May 1858
● Incorporated	December 1, 1949
● President and CEO	Masumi Kakinoki
● Paid-in Capital *	262,947 million yen
● Head Office	4-2, Ohtemachi 1-chome, Chiyoda-ku, Tokyo, 100-8088, Japan
● Number of Branches and Offices** (Including Tokyo Head Office)	133 branches and offices, consisting of Head Office, 12 Japan branches and offices, 58 overseas branches and offices, and 29 overseas corporate subsidiaries containing 33branches and offices.
● Number of Employees (non-consolidated)	4,389
● Number of Employees (consolidated)	45,470
● Number of Consolidated Companies	456



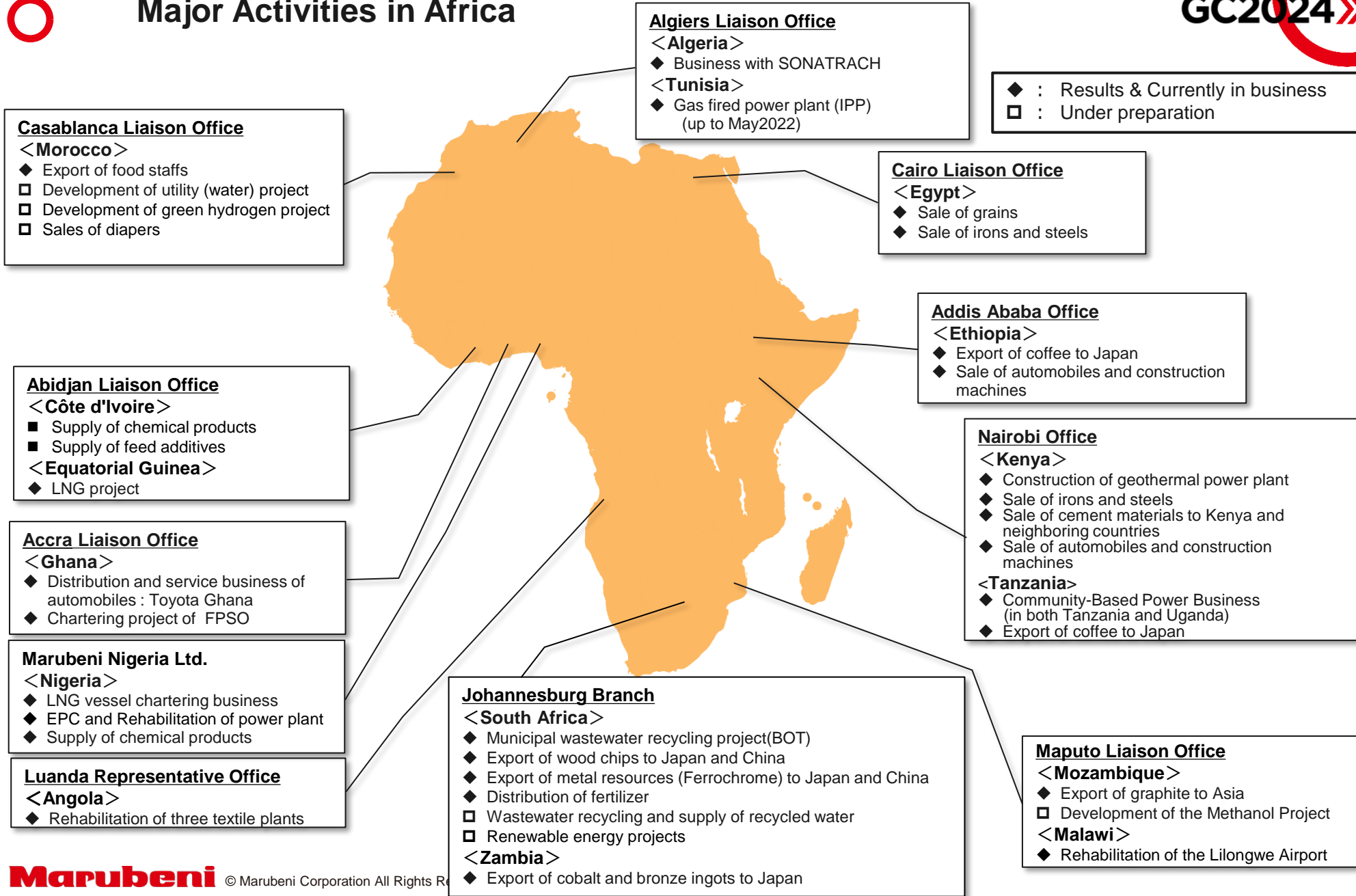
(As of March 31, 2021, except * as of July 1, 2021, ** as of April 1, 2021)

○ Our Bases in Africa





Major Activities in Africa





WASSHA Inc. (JAPAN)



WASSHA operates LED lantern rental business utilizing mobile payments through community-based retail shops ("KIOSK") which supply daily necessities. Currently, WASSHA operates in Tanzania, Uganda and Mozambique. Total beneficiaries are estimated at 5 million people. Many living in off-grid area are forced to rely on kerosene lamps which is harmful and not enough bright for living activities such as reading books for children. WASSHA lantern will contribute to better life for people.





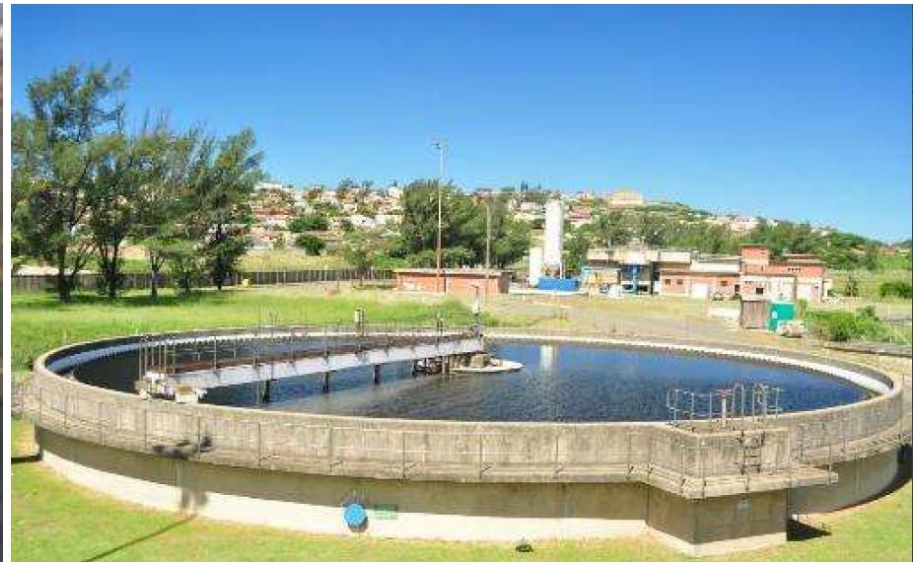
Textile plant rehabilitation EPC projects

- Rehabilitation of the textile plant in Luanda: Completed in August 2013
- Rehabilitation of the textile plant in Benguela: Completed in September in 2014
- Rehabilitation of the textile plant in Dondo: Completed in December in 2015
- These plants are currently operated by foreign companies and produce fabrics for uniforms, shirts, towels, bed sheets, etc for which Marubeni is supplying mechanical consumables and raw materials.



Wastewater treatment and recycling PPP in South Africa

- The project was designed to improve water situation in Durban, South Africa.
- Marubeni and its partners have provided reclaimed water to private industry in Durban since 2001. The contract with municipality was renewed in 2021.
- The treatment capacity is 47.5 million liters per day.



Thank You!!



Company Profile

CVC for Africa under TTC/CFAO Group

CVC for Africa



With Africa
For Africa

CVC for Africa under
TTC/CFAO Group

01

Established in **October 2019** at Paris, France – corporate Venture Capital (CVC) for Africa under TTC/CFAO Group.

02

Investing in new mobility technologies & services rising from Africa –with **€61M** dedicated budget for Africa.

Mission.

Innovation.
With Africa For Africa.

WITH AFRICA FOR AFRICA
mobility54
Toyota Tsusho Group

Innovation.
With Africa For Africa.



Innovation.

Mobility 54 is investing in partners with innovative tech. & services — revolutionizing the mobility industry of Africa.



With Africa For Africa.

Mobility 54 is investing “With Africa For Africa” — helping solve the social and industrial challenges in Africa.



Synergies.

Mobility 54 is investing with win-win synergies — providing our Pan-Africa footprints and businesses to our partners.



Scope

Investment scope
under Mobility 54

Investment Scope
“We are investing in the future of Africa”

Logistics



Revolutionizing logistics operations and its industry in Africa with digital platform technologies.

Transport



Revolutionizing transport industry in Africa with innovative services (digital transport management).

Finance



Revolutionizing financial industry in Africa with digital technologies (Fintech, Digital Payment, Microfinance).

Transformation



Revolutionizing and transforming our group's mobility operation (Electrification, MobilityCare, etc).

(as of May 2022)

WITH AFRICA FOR AFRICA

mobility54

Toyota Tsusho Group

Investment Scope

“We are investing in the future of Africa”



Logistics



Transport



Finance



Transformation



Logistics PF* (Kenya)



Bus Transport PF (Kenya)



Asset Finance (Uganda)



Marketplace (Nigeria)



Logistics PF* (RCI)



Taxi PF (RCI)



Payment aggregator (Senegal)



EV bike (Uganda)



Freight Forwarding (Nigeria)



Taxi PF (Senegal)



Telematic insurance (Kenya)



Telematic insurance (Nigeria)



Battery rebuild (UK/Kenya)

Pan-Africa expansion

Key countries for
Mobility 54 initial investment



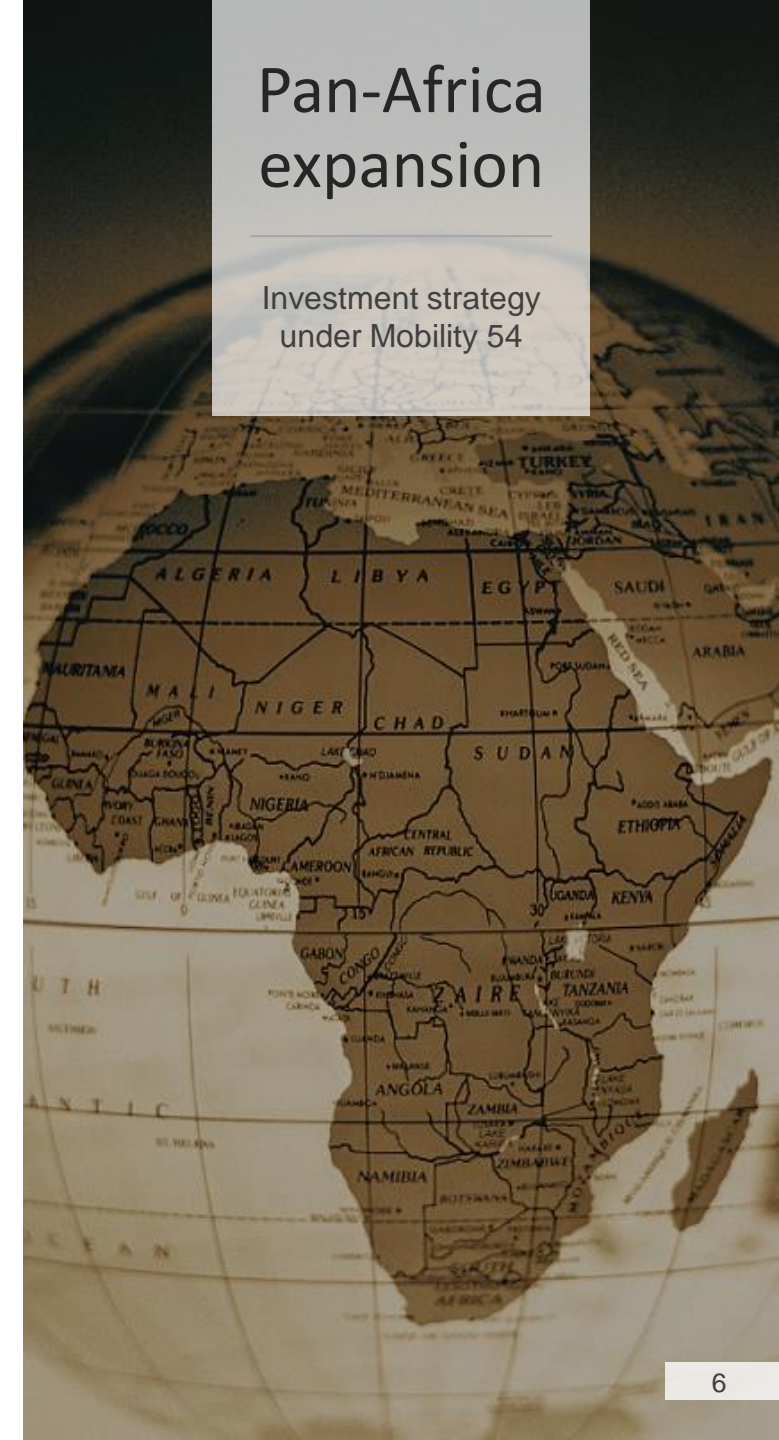
“Pan-Africa expansion”
with TTC/CFAO footprints in Africa



- ✓ our Pan-Africa auto network & resources
- ✓ our Pan-Africa vast customer bases
- ✓ our 260 years of experiences in African operation

Pan-Africa expansion

Investment strategy
under Mobility 54





mobility54

Toyota Tsusho Group

18 rue Troyon,
Sèvres 92316 France

INNOVATION.
WITH AFRICA FOR AFRICA.



TOSHIBA

**The Plenary Session of 2nd Japan-Africa Public-Private
Economic Forum**

Innovation, Integration, and Industrialization in Africa

**Our Commitment
to Develop Business in Africa**

Iwasuke Shimada

Toshiba Africa (Pty) Ltd

May 3, 2022

The Essence of Toshiba

Committed to People, Committed to the Future.

**At Toshiba, we commit to raising
the quality of life for people around
the world, ensuring progress that is
in harmony with our planet.**



Renewable Energy Solutions

Olkaria Geothermal Power Plant

I Unit 4 (75MW) & Unit 5 (75MW)

IV Unit 1 (75MW) & Unit 2 (75MW)



Kenya - KenGen

Ethiopia – Ethiopia Electric Power

Aluto Langano Wellhead Geothermal
Power Station (5MW)



Geoportable™

Partnership

ODA
政府開発援助



Toshiba in Africa Total Smart Solutions that Enhance African Lifestyles

Transmit Energy



LOW EMISSION THERMAL POWER GENERATION



TRANSMISSION & DISTRIBUTION



SMART GRID

RENEWABLE ENERGY



GEO THERMAL POWER GENERATION



HYDRO POWER GENERATION



WIND POWER GENERATION



TRANSFORMER



ENERGY STORAGE SYSTEMS



HYDROGEN ENERGY



WATER TREATMENT



RAILWAY SYSTEMS



INDUSTRIAL SYSTEMS



HDD



POINT OF SALE SYSTEMS



MFP SYSTEMS



POST AUTOMATION



AIR CONDITIONING SYSTEMS



SECURITY AUTOMATION

Make Energy

Store Energy

Smart Use of Energy

TOSHIBA

Speech Session III



JAPAN-AFRICA
Public-Private Economic Forum

JAPAN-AFRICA
Public-Private Economic Forum

**Challenges to telecommunication
market in Africa with experiences**

3rd May 2022


**Tadao SAIDA,
General Manager for Africa**

Sumitomo Corporation at a Glance

as of March 31, 2021

Shareholders' equity
(equity attributable to owners of the parent)

US\$22.8bill



Number of Consolidated Subsidiaries and Associated Companies

935



Consolidated Subsidiaries 662 (Japan:117 Overseas:545)
Associated Companies 273 (Japan:52 Overseas:221)

Number of Employees
(Consolidated Base)

74,920



Number of Offices

131
locations

66
countries and regions

Corporate Evaluation

Fortune Global **500**

Sumitomo Corporation has been ranked in the Fortune Global 500, an annual list compiled and published by US Fortune magazine, for 26 years, as one of the global companies leading the world's development.

International Financial Reporting Standards (IFRS)
The US Dollar amounts represent translations of Japanese Yen amounts at the rate of ¥111=US\$1.

Six Business Fields and Creation of Next-Generation Businesses

Sumitomo Corporation Group conducts business activities in a wide range of industries on a global scale, with its business units, an initiative and regional organizations all over the world working closely together. Strategically and organically integrating our robust business foundation and our diverse, high-level functions, we create new values by staying a step ahead in dealing with changes and transcending existing frameworks to solve social issues.



Metal Products Business Unit



Transportation & Construction Systems Business Unit



Infrastructure Business Unit



Media & Digital Business Unit



Living Related & Real Estate Business Unit



Mineral Resources, Energy, Chemical & Electronics Business Unit

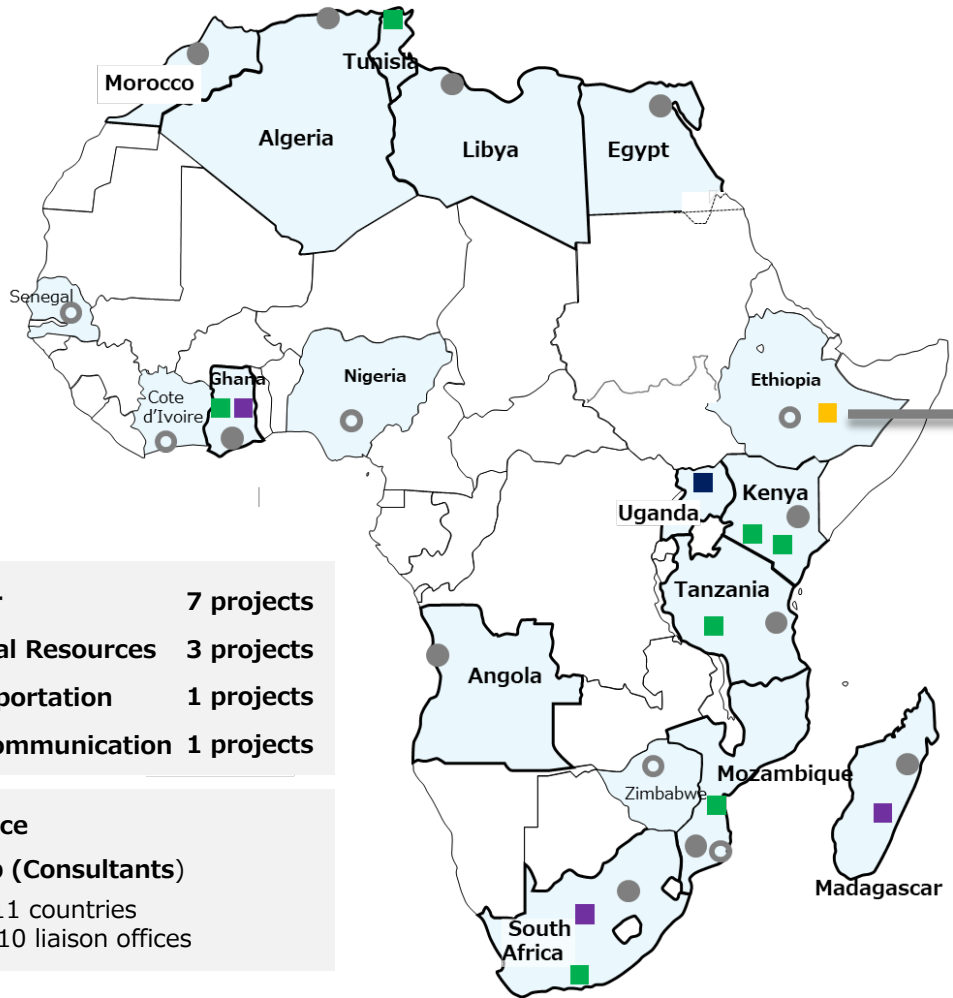


Energy Innovation Initiative

Sumitomo's Experience in Africa

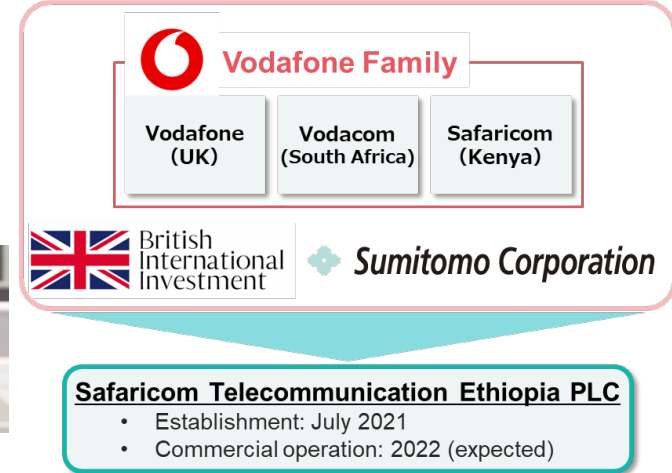
1. Our Network in Africa

(As of March 2022)



2. Project highlight

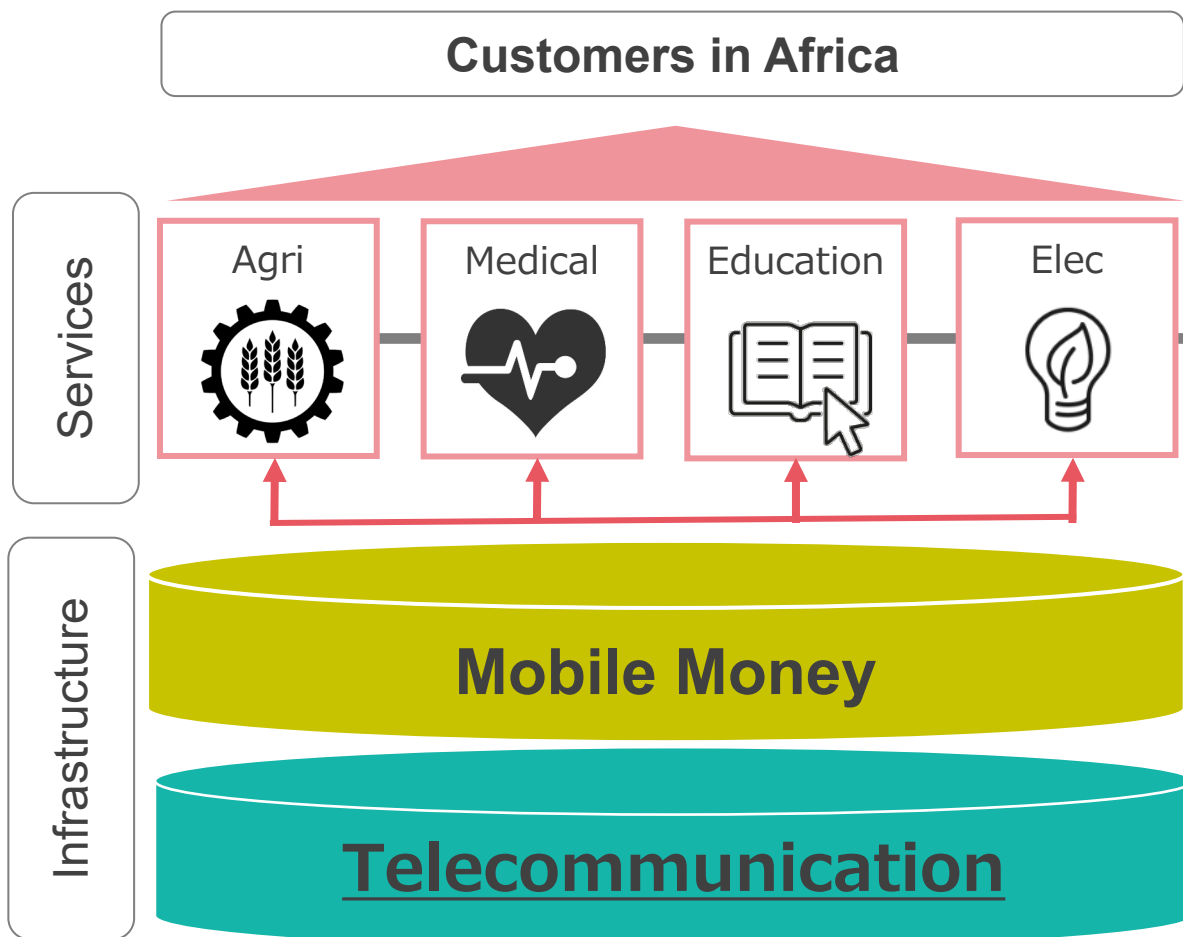
<Telecom project in Ethiopia>



- We're on the way for commercial operation
 - Get award to new telecom license (May 2021)
 - Full mobilization completed after clearing the state of emergency
 - Sumitomo had made insurance contract with **African Trade Insurance Agency (ATI)**, backed by **NEXI**.
- Our plan
 - Provide the qualified telecom services
 - **Create the related job in Ethiopia(1-1.5mil people)**
 - **Provide the value-added services**
 - Expand to the other broader field of business

Our vision in Africa: **Smart Africa**

By providing services with aiming to solve **social issues**, be an integral part of the local communities.



<M-KOPA>

M-KOPA
POWER TO OWN



"pay-as-you-go" solar module system, smart phone, and financing provider

<PowerGen>

PowerGen
RENEWABLE ENERGY



Vodafone Group

- ✓ Providing telco services in 43 countries, including 8 in Africa
- ✓ Success in the mobile money business.



Sumitomo Corporation

- ✓ Developing telco business in emerging countries. (Mongolia, India, Russia, Myanmar, etc.)
- ✓ Businesses all over the world in all industries.

Thank you for listening.

Turning “problems” into opportunities

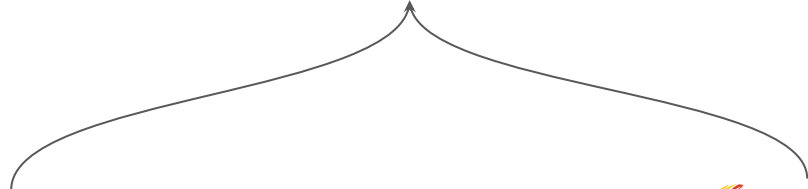
How startups are addressing socio-economic gaps in Africa

*Japan-Africa Public-Private Economic Forum
May 3rd, 2022*



VEROD-KEPPLE

AFRICA VENTURES



VEROD | Capital Management



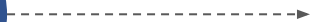
 KEPPLE
AFRICA
VENTURES







VCs



Google

airbnb

amazon

NETFLIX

facebook

TESLA

“problems”

The Google logo, consisting of the word "Google" in its characteristic multi-colored font (blue, red, yellow, blue, green, red).

- It's very difficult to find the right information on the internet

The Airbnb logo, featuring a red outline of a stylized 'A' followed by the word "airbnb" in a lowercase, red, sans-serif font.

- It's almost impossible to book a hotel in SF when there is a large conference

The Netflix logo, with the word "NETFLIX" in a bold, red, uppercase, sans-serif font.

- Late charge of rental video shop is punitive



Prevalent use
of dirty fuel

Low grid
penetration

Low
agricultural
productivity



Difficulty to move
money in/out/across
Africa

Unemployment

Low access
to healthcare

Prevalent use
of dirty fuel

Difficulty to move
money in/out/across
Africa

L
penetration

“problems”

ormal
economy

Low
agricultural
productivity

Low access
to healthcare



Prevalent use
of dirty fuel

Difficulty to move
money in/out/across
Africa

Low
penetration

Opportunities

Informal
economy

Low
agricultural
productivity

Low access
to healthcare



Prevalent use of dirty fuel



Health

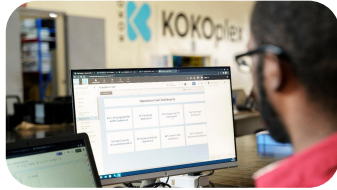


Environment



Food security





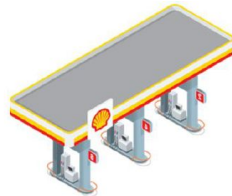
Health

Environment

Food security



BIOETHANOL PLANTS



BIOETHANOL "DROPPED IN" ON EXISTING INFRA



SMART MICRO-TANKERS FOR LAST MILE DISTRIBUTION



KOKO FUEL ATMS INSIDE LOCAL CORNER STORES



MODERN BIOETHANOL STOVES WITH SMART CANISTERS

Health

Environment

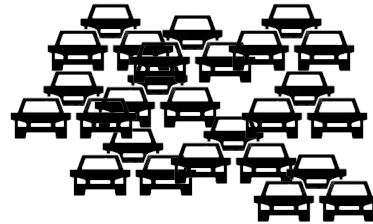
Food security

Carbon
reduction...



-1 million
tons CO₂

...equivalent
to...



>200,000
passenger
cars

... generate
carbon
credits



Prevalent use
of dirty fuel

Low grid
penetration

Low
agricultural
productivity



Difficulty to move
money in/out/across
Africa

Unemployment

Low access
to healthcare



Prevalent use of dirty fuel



Difficulty to move money in/out/across Africa



Low grid penetration



Unemployment



Low access to healthcare



Low agricultural productivity









Prevalent use
of dirty fuel

Difficulty to move
money in/out/across

Africa

Low
penetration

“problems”

Informal
economy

Low
agricultural
productivity

Low access
to healthcare



Prevalent use
of dirty fuel

Difficulty to move
money in/out/across

Africa

Low
penetration

Opportunities

Informal
economy

Low
agricultural
productivity

Low access
to healthcare



The background is a dark blue color. It features several large, faint, stylized geometric shapes in a slightly lighter shade of blue. On the left, there is a large downward-pointing chevron shape. On the right, there is a large, complex shape that resembles a stylized letter 'K' or a similar geometric form. The text 'Thank you for listening' is positioned in the lower right area of the image.

Thank you for listening

Accelerating business in Africa

2nd JAPAN-AFRICA Public-Private Economic Forum

3 May 2022



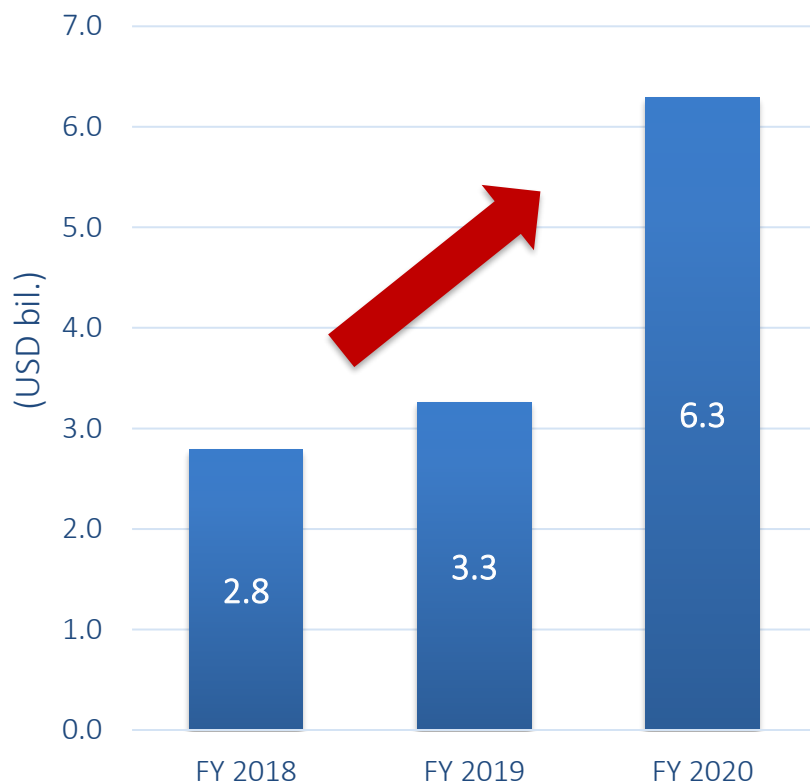
Summary of Panel Session 5 “Accelerating Finance Solutions in Africa” For 2nd JAPAN-AFRICA Public-Private Economic Forum 2021

The Panel Discussion with 9 panelists from MUFG, SMBC, Dole Asia, Afreximbank, ATI, JBIC, JICA, UNDP and NEXI.

- ◆ **Diversification of financing needs** – social issues, Recovery from the Covid-19, sustainable growth (Green and Digital Infrastructure), etc.
- ◆ **Financing solutions** which include using a fund scheme and sustainable finance framework
- ◆ **Further deep cooperation** among public financial institutions in Africa and Japan

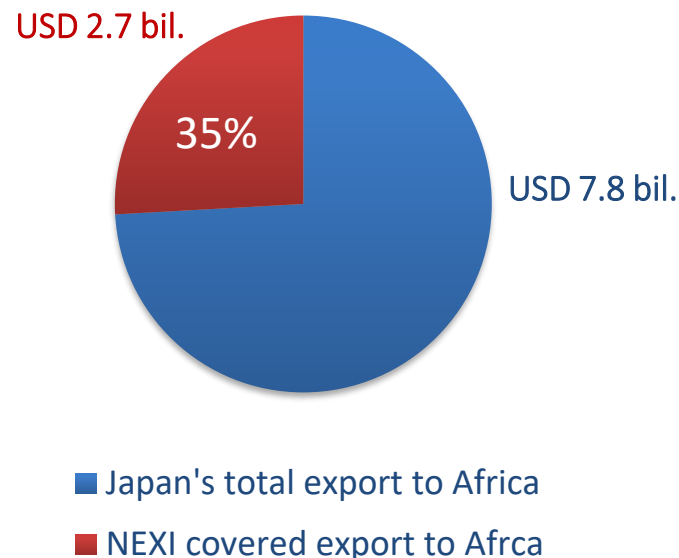
- NEXI actively underwrites for Africa: Underwritten amount increased to USD6.3bil in FY2020.
- NEXI's export insurance covers 35% of Japan's total export to Africa in FY2020.

Underwritten Amount in Africa



(Source: NEXI Annual Report FY2020)

NEXI covered exports to Africa (FY 2020)



(Source: Trade Statistics of Japan, Ministry of finance)

Major export goods: automobile, steel products, machinery, etc.



How can we apply?

LEAD ELEMENTS

Leading technologies & business

- Development of new fields and new customers

Environment & Energy

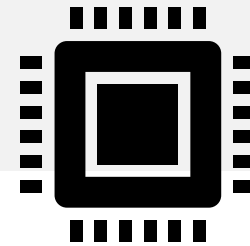
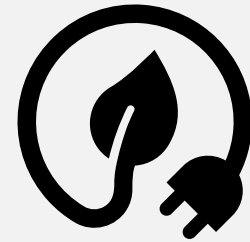
- Renewable energy and decarbonization

Alliance

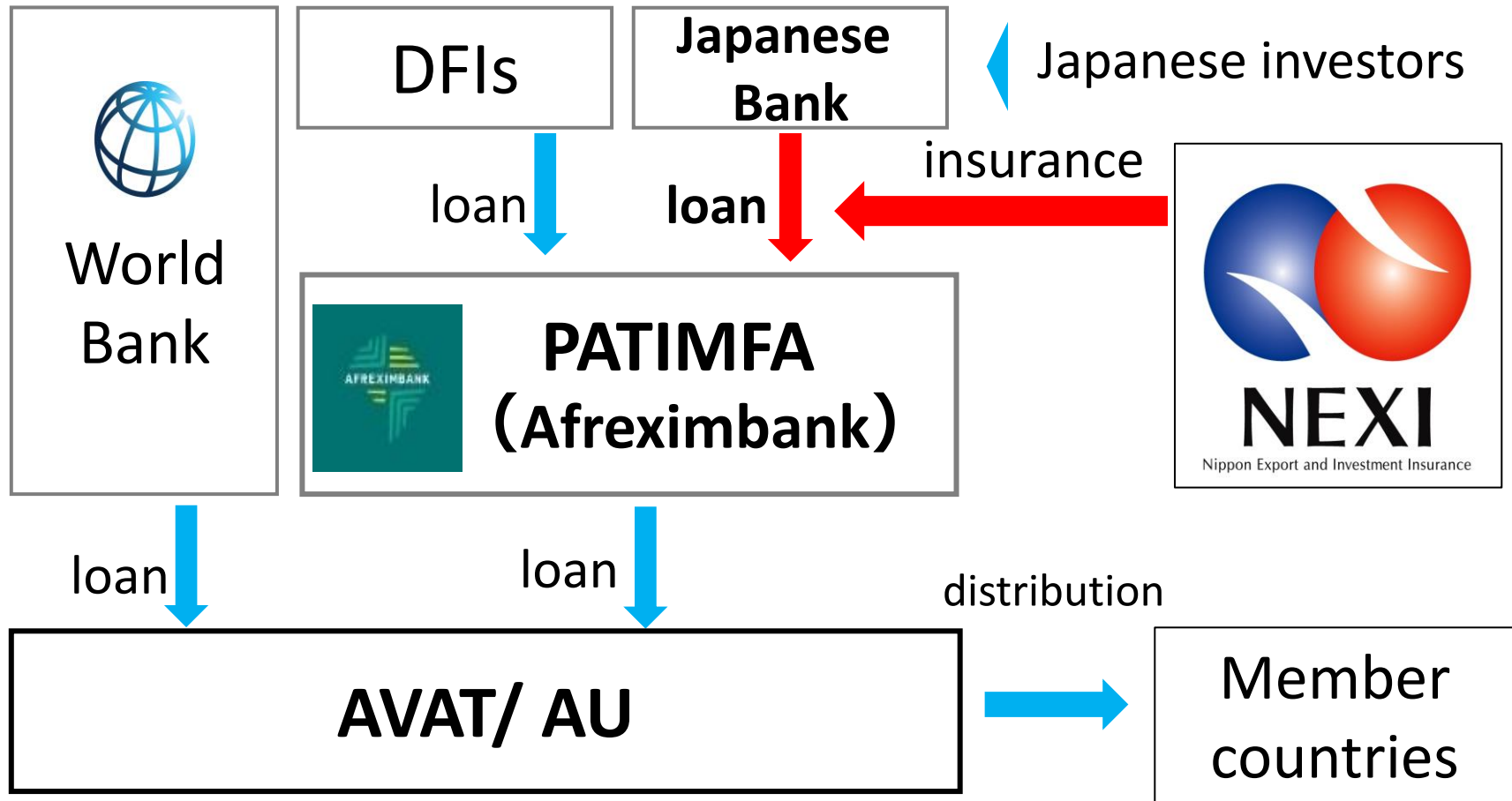
- Building partnerships with multilateral institutions

Development

- Solving social issues & achieving the SDGs

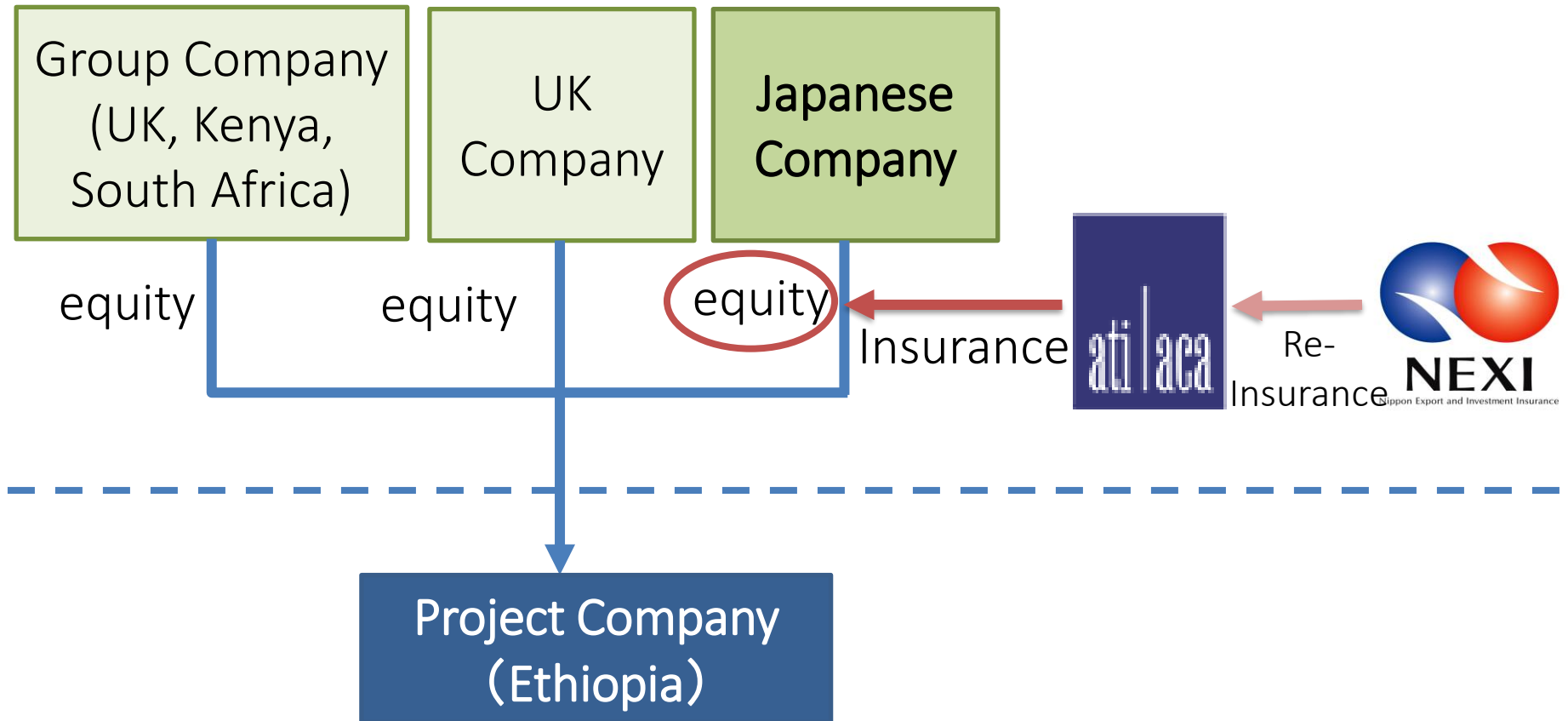


- NEXI provided loan insurance for facilities (USD520 mil and USD207 mil) of African Export-Import Bank to help mitigate the impact of COVID-19.



Support for Japanese company's investment in Africa

- Japanese company's investment in telecom services in Ethiopia
- First joint project between ATI and NEXI through re-insurance scheme
- Contribute to sustainable growth in Ethiopia by providing high quality services in the digital sector.





Manuel Moses
Chief Executive Officer
2nd Japan – Africa Public Private Economic Forum
Nairobi, Kenya



African Trade Insurance Agency
Agence pour l'Assurance du Commerce en Afrique



Presentation Outline

1. An introduction to ATI
2. ATI's Japan Desk
3. ATI's commitment to support transactions in Green, Digital and Finance
4. Sample transactions

Who is ATI?

Africa's Multilateral Guarantee Institution

- **One of Africa's largest Development Finance Institutions**
(as measured by portfolio size)
- **One of Africa's Most Robust Financial Institutions**
Highest Rated Insurer in Africa. Rated A/Stable (S&P) & A3/Stable (Moody's)
- **Africa is in ATI's DNA**
Members include AU member states, non-African states, private corporations, regional and international institutions. With offices in 6 countries, ATI has been guaranteeing cross-border trade and investments since 2001
- **Focused on Development Impact in ATI Member States**
and on ATI's commercial success. ATI currently insures an average of 1 to 2% of member countries' GDP annually
- **Preferred Creditor Status (PCS) with African Member States**
- **ATI can insure the full spectrum of debt or equity investments across Africa**
ATI insures political risks, investment risks, commercial risks and performance risks with for investors, lenders and traders

ATI's Japan Desk

Japanese trade and investment

“Since 2010, ATI has supported imports of Japanese equipment into a number of African countries and worked with three of Japan’s largest banks across a number of financings valued at over US\$1 billion.

This year, ATI has partnered with NEXI to provide a Foreign Direct Investment Insurance cover to the Sumitomo Corporation, who are currently investing in a new telecom company in Ethiopia.

With establishment of the Japan Desk in ATI, we continue to create even greater opportunities for Japanese investors in Africa.”

Manuel Moses
Chief Executive Officer



ATI's commitment to support transactions in **Green, Digital and Finance**

- ATI recognizes that sound Environmental and Social (E&S) Management not only improves project performance but also helps to build and maintain trust with stakeholders and reduces ATI's financial and reputational risk.
- In this sense, ATI is actively forging ahead in sustainable insurance by embedding Environmental, Social & Governance (ESG) risks into the underwriting process and decision-making.
- When ATI approves a transaction, an agreement is formalized and E&S covenants are included in the policy. The undertaking reviews the progress made with regards to the implementation of the project Environmental and Social Action Plan (ESAP) on a regular basis throughout the lifecycle of the project and complies with the reporting requirements.
- Where relevant, an ATI representative visits the site to monitor the implementation of the ESAP. Monitoring outcomes and any new identified E&S issues will be documented and the undertaking will work to ensure that corrective actions are implemented.

Standards to which **ATI** is committed

1. IFC Performance Standards (2012)
2. EIB Statement of Environmental and Social Principles and Standards (2009), and Environmental and Social Handbook (December 2018)
3. AfDB Integrated Safeguards System (2013)
4. KfW Sustainability Guideline Assessment and management of Environmental, Social and Climate Aspects: Principles and Procedures (February 2021)
5. World Bank Group Environmental, Health and Safety (EHS) Guidelines
6. International Labour Organization (ILO) standards

Awards & Recognitions



- ATI, through its Regional Support Liquidity Facility (RLSF), bagged the Energy Deal of the Year Award at the 2021 African Bankers Award.
- The liquidity guarantees issued in support of the Nkhotakota and Mubuga solar PV power plants in Malawi and Burundi respectively, were recognized for having had the most significant impact in lighting up Africa, one of the key components in the African Development Bank's five priorities.

- ATI received a green certificate from Euler Hermes, for its role as a participating partner in the Green2Green Single Risk solution for its insurance cover to develop sustainable water supply infrastructure.
- Thanks to the green certificate, the role that multilateral institutions like ATI play in helping address the global climate change crisis will be amplified, while the certificate will also facilitate financing of projects in renewable energies and other eco-friendly sectors.

Euler Hermes Recognized ATI for its Insurance Support of Green Transactions

Sample Project: Loan Syndication

Crowding-in new investors

A Japanese bank was a Lead Arranger in a loan to support a West African country finance new infrastructure and re-profile existing short-term domestic debt with longer-term hard currency debt.

ATI provided guarantees against the risk of sovereign default.

Total Loan: €230 million



Credit Enhanced Social Loan

Credit Enhanced Social Loan



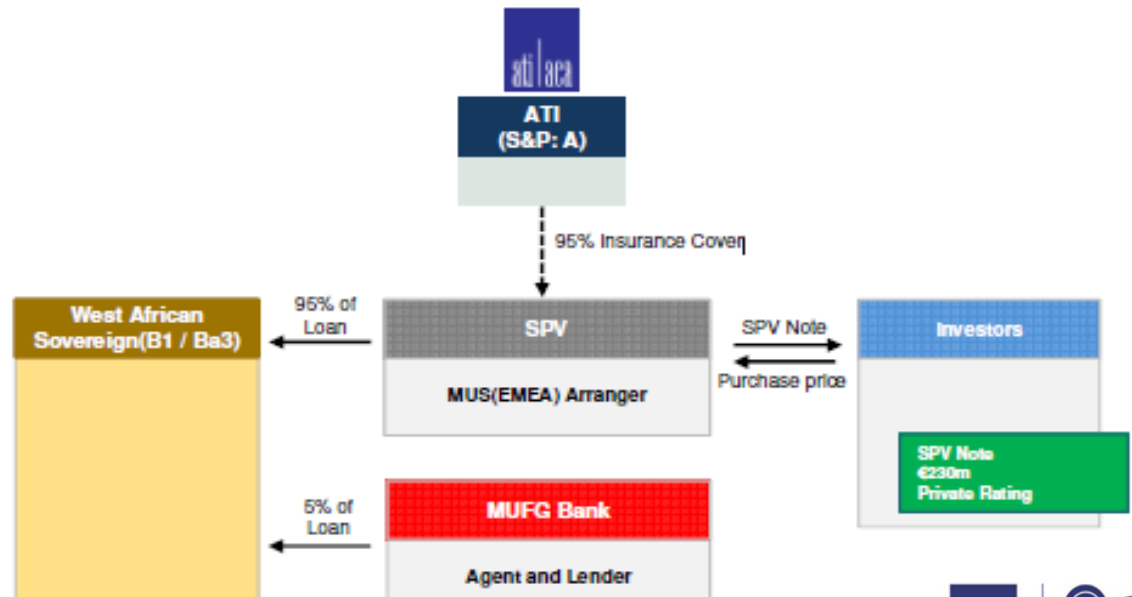
Transaction Overview

- **Borrower:** West African Sovereign, acting through its Ministry of Finance
- **Role:** Sole Arranger and Agent
- **Financing Amount:** €230mn
- **Tenor:** 7 years (4.5y WAL)
- **Execution:** June 2019

• Rectangular Snip

Key Highlights and Structure

- Africa Trade Insurance Agency (ATI), provided 95% cover
- First African Sovereign ever to issue an officially accredited social loan
- Targeted Institutional Investors including a Japanese investor for the first time
- Proceeds used to finance and refinance existing social infrastructure projects



Sample Project: Renewable Energy

Backing Africa's Largest Wind Farm

ATI helped facilitate the development of Africa's largest wind farm, Lake Turkana, providing breach of contract insurance protection.

Total project cost: US\$660 million

Sample Transaction: Insurance on mobile money deposits

Credit Risk Insurance cover on mobile money deposits held with various banks.

This cover protects subscribers of mobile money services against the inability to access their money held by various banks on demand.

Transaction Amounts: Over USD 400 million





ATI HEAD OFFICE KENYA

Kenya Re Towers, 5th Floor, Off
Ragati Road, Upperhill
Mailing Address: P.O. Box 10620,
G.P.O. 00100, Nairobi, Kenya
Tel. (+254) 20 272 6999 / 271 9727
Mobile. (+254) 722 205 007
Email. info@ati-aca.org

TANZANIA

Dar es Salaam, Tanzania
Tel: (+255) 22 260 1913 / 1938
Mobile: (+255) 782 390 531
Email: tanzania@ati-aca.org

CÔTE D'IVOIRE

Abidjan, Côte d'Ivoire
Mobile: (+225) 77 571 448
Email: cotedivoire@ati-aca.org

UGANDA

Kampala, Uganda
Tel: (+256) 312/393 908 999
Mobile: (+256) 776 966 900
Email: uganda@ati-aca.org

SOUTHERN AFRICA REGIONAL OFFICE

Lusaka, Zambia
Tel: (+260) 211 227 745
Mobile: (+260) 978 778 545
Email: zambia@ati-aca.org

WEST AFRICA REGIONAL OFFICE

Cotonou, Benin
Tel: (+229) 62 33 52 52
Mobile: (+229) 62 73 52 52
Email: benin@ati-aca.org

www.ati-aca.org

