

Africa-Spain Business and Investment Forum

30 November and 1 December, Casa África (Gran Canaria)

Concept Note

Spain and Africa share historical links and have developed in more recent times an intense relationship based on a community of shared interests, which is particularly reinforced by the immediate geographical proximity represented by the Canary Islands.

While the primary sector and development cooperation initially occupied a central role in the bilateral agenda, over the years these relations have been extended to other areas. Today, the promotion of closer and more comprehensive economic and trade relations, as well as people-to-people and cultural exchanges between the two societies, are also a priority.

Human ties are a fundamental and increasingly significant element. According to the INE, there are nearly 1.2 million Africans living in Spain, and the Canary Islands have always been one of the autonomous communities where a large part of the Mauritanian, Senegalese and Moroccan populations, among other African nationalities, reside. Both air and maritime connectivity contribute to reinforcing proximity.

Indeed, the Canary Islands, due to their proximity, play a fundamental role in the deepening and diversification of Spain-Africa relations. The excellent institutional, economic and trade relations between the Canary Islands and various African countries and a growing interest in cultural and academic exchanges contribute decisively to this.

This forum, organised by the Ministry of Economy, Knowledge and Employment of the Government of the Canary Islands, through the Directorate General for Economic Affairs with Africa and PROEXCA, in collaboration with the Spanish Ministry of Industry, Trade and Tourism, ICEX and Casa África, aims to highlight the commitment of Spain and the

Canary Islands to Africa and contribute to the identification and development of specific initiatives in the economic sectors of greatest interest.

Another of the main objectives of the meeting is to facilitate personal relations and direct contact between Spanish, Canary Islands and African government representatives interested in strengthening bilateral relations, as well as to bring together Spanish economic actors (companies), institutions (Spanish Commercial Offices in Africa), and Africans (companies and Investment Promotion Agencies).

The day will feature various panels on business and investment opportunities in Senegal, Morocco, Mauritania, Cape Verde, Ghana and Ivory Coast. There will also be the presence of African companies in key sectors for both African countries and Spain. The forum programme will conclude with the possibility for Spanish companies to meet with representatives of African and Spanish institutions and companies.

Organisation

- Directorate-General for Economic Affairs with Africa
- PROEXCA
- Ministry of Industry, Trade and Tourism and ICEX España Exportación e Importaciones (ICEX Spain Export and Import)

Partners

- Casa África

Participants

- Heads of the investment promotion and internationalisation agencies of the respective African countries and the Canary Islands.

- Counsellors of the Spanish Economic and Commercial Offices in Morocco, Ghana, Senegal and Ivory Coast.

In the case of Africa, priority will be given to the countries of Cape Verde, Mauritania, Morocco, Senegal, Côte d'Ivoire and Ghana.

Addressees

Entrepreneurs, investors and suppliers.

PROGRAMME

Tuesday, 29 November 2022, Aquarius Sea Poem

19:30-21:30 Cocktail-networking for participants and partner institutions

Wednesday, 30 November 2022, Casa África

09:00 Opening

Jaime Montalvo, International Director of the Spanish Chamber of Commerce

Ana de Vicente Lancho, Deputy Director General in the Sub-Directorate General for Trade Policy with Mediterranean Countries, Africa and the Middle East

José Segura Clavell, Director General of Casa África

Elena Máñez Rodríguez, Regional Minister of Economy, Knowledge and Employment of the Canary Islands Government

Moderator: Esther Pérez Verdú

09:15 Keynote Speaker

Rajesh Aggarwal, Director of Market Development, INTRACEN

09:35 Canary Islands strategic enclave between Spain and Africa. Aid and investment instruments

Nasara Cabrera Abu, Director General for Economic Affairs with Africa

Ana de Vicente Lancho, Deputy Director General in the Sub-Directorate General for Trade Policy with Mediterranean Countries, Africa and the Middle East

Pablo Hernández González-Barreda, President of the ZEC

Dácil Domínguez Reyes, Managing Director PROEXCA

Gonzalo Piernavieja Izquierdo, ITC R&D&I Director

Moderator: Esther Pérez Verdú

10:05 Round table: The Canary Islands, a business hub beyond tourism

Vicente Marrero Domínguez, President of the Canary Islands Marine Maritime Cluster

José Luis García González, President of the Canary Islands Aerospace and Aeronautics Cluster

Oswaldo Brito Izquierdo, President of Clúster Canarias Excelencia Tecnológica

Woo Sung Chang, President of the Atlantic Maritime Emergencies Association

Moderator: Esther Pérez Verdú

10:30 Roundtable. West Africa: business and investment opportunities and prospects.

Reginald Yofi Grant, Director of GIPC (Ghana)

Abdoulaye Baldé, General Manager of APIX (Senegal)

José Almada Días, Director of Cabo Verde TradeInvest

Aïssata Lam, Director of APIM (Mauritania)

Ali Seddiki, Director of ANDIE (Morocco)

Solange Amichia, Director General, CEPICI (Côte d'Ivoire)

Moderator: Esther Pérez Verdú

11:20 Coffee break

11:50 Roundtable: Doing business in West Africa and Morocco: business culture and practical recommendations

Alejandro Ruíz Iglesias, Counsellor of the Spanish Economic and Commercial Office in Senegal, Mauritania, Senegal, Gambia, Guinea Bissau and Mali.

Javier Fernández Méndez de Andrés, Spanish Economic and Commercial Counsellor in Rabat (Morocco)

Mariano Muela Pareja, Economic and Commercial Counsellor of Spain in Ivory Coast

Miguel Casero Serrano, Economic-Commercial Counsellor of Spain in Ghana

Manuel Vicente Rodríguez Díez, Economic-Commercial Counsellor of Spain in Casablanca (Morocco)

Moderator: Esther Pérez Verdú

12:15 Round table: Entrepreneurial experiences in West Africa

Naviera Armas

H2O only

Klinge Group

Moderator: Esther Pérez Verdú

12:30 Closing and signing of the collaboration protocol between all the investment promotion agencies.

12:35 Cocktail for participants

14:00 Visit to Port Authority

20:00 Dinner for participants

Thursday, 01 December 2022, Aquarium Poema de Mar

09:00 B2B meetings

Meetings between Spanish companies and institutions and African companies and institutions, focusing on the new technologies, aerospace, renewable energies, logistics, audiovisual and marine-maritime sectors.

Collaborating entities:

