

**DOING BUSINESS IN
WEST AFRICA
2014**

**Emerging Markets
Investment Forum**

9th – 10th October 2014

**VILLAGE URBAN RESORT
HENRY BOOT WAY, PRIORY PARK EAST
HU4 7DY
KINGSTON UPON HULL
UNITED KINGDOM**

DOING BUSINESS IN WEST AFRICA 2014: EMERGING MARKETS INVESTMENT FORUM 9TH – 10TH OCTOBER 2014



Investment Environment in West Africa

Hallmark Solicitors in conjunction with Hallmark Business Brokers Limited invites you to this investment forum and exchange aim of which is to connect UK investors and businesses seeking to establish businesses relationships and investments in the various emerging markets in West Africa.

According to reports by the African Development Bank, West Africa is expected to continue its rapid growth with rates of 7.4% in 2014 as compared with growth of 6.7% in 2013. Most countries in the Region are set to achieve growth in excess of 5% with Sierra Leone current registering the highest growth rate of 13.2%.

Recent growth in the Region is not just driven by oil and mineral sectors only but also by agriculture, services and investments. The ever increasing domestic demand from emerging class of new consumers associated with urbanisation as well as rising incomes is a factor that have boosted economic growth. The Region's governments are seeking to improve infrastructure, support small business growth and encourage international business investments. Nigeria, one of the new "MINT" economies is now being talked of as the hottest investment destination in the world bar none.

As the above subject matter depicts we are shining the spotlight once again on West Africa. Over the years, West Africa has relied heavily on minerals and agriculture to drive the economy. However, meaningful job creation is weak and recent economic growth is yet to tackle the high poverty and unemployment rate that is raising inequality in the Region coupled with chronic lack of infrastructure. These challenges present investment opportunities and coupled with the recognition by the various governments in the Region of the need for foreign investments, most have taken decisive steps to ensure the safety and security of these investments.

The sectors we have identified are sectors such as agriculture, renewable and green energy, business process outsourcing and tourism. The economies in West Africa are determined in their effort to compete with countries such as India, Turkey, China and Indonesia and rises to their full potential in sectors that capitalizes on its core asset – unemployed, healthy and highly educated youth.

With this in mind, our aim is to promote these and other sectors which include but are not limited to the following:

- Food preparation and processing
- Investment in research institutes
- Pharmaceutical
- Medical Kits and Instruments
- Infrastructures – including Constructions

We are very excited at the prospect the investment opportunities and mutual cooperation that this Event will generate for West Africa and UK.

This Event is one of those rare opportunities to learn more about the fastest growing region in the African continent and the numerous investment opportunities that exist in their neighbouring countries. The 2-Day Event program has been devised to ensure that delegates have adequate room to network in a relaxed environment.



For Further Event Information, Sponsorship and Registration
Telephone: +44 (0)1482 616 616
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Invited Guests/Speakers

His Excellency, Dr Dalhatu Sarki Tafida, OFR, CFR - The High Commissioner to United Kingdom and Northern Ireland from Nigeria

His Excellency Claude Stanislaus Bouah-Kamon - The Ambassador to the United Kingdom and Northern Ireland from the Republic of Côte d'Ivoire

His Excellency Mr Edward Mohamed Turay - The Ambassador to the United Kingdom and Northern Ireland from Sierra Leone

His Excellency Victor Emmanuel Smith - The Ambassador to the United Kingdom and Northern Ireland from Ghana

Her Excellency Mrs Mari-Cruz Evuna Andeme - The Ambassador to the United Kingdom and Northern Ireland from Equatorial Guinea

His Excellency Mr Abdou Sourang - The Ambassador to the United Kingdom and Northern Ireland from Senegal.

Olusegun Olutoyin Aganga – Minister of Industry, Trade and Investment, Federal Republic of Nigeria

Prof. Viola Onwuliri – Minister for External Affairs, Federal Republic of Nigeria

Engr. Johnny Chukwu - Permanent Secretary, Federal Republic of Nigeria

Abdullahi, D.I (CFR) - Comptroller-General of Customs, Federal Republic of Nigeria

Economic and Trade officials of the various West African Countries: Ghana, Ivory Coast, Equatorial Guinea, Sierra Leone and Senegal.

Expected: over 150 businesses and investors from the Region and North of England

Who should attend?

This Event offers an ideal opportunity for UK investors and businesses to network with business leaders from the West African sub-continent face to face to establish and build business corporations between UK and West African.



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Programme

Thursday, 9th October 2014

Investment Forum: 12.00pm – 5:30pm
Seminar, Roundtable and Networking Lunch

Evening Gala Dinner: 7:30pm – 11pm

Three Course Dinner
African music & dance
Speech from dignitaries
Networking opportunities

Venue: Village Urban Resort Hull, Henry Boot Way, Priory Way, HU4 7DY

Friday, 10th October 2014

Facilitated Business and Sight-Seeing Tour: 9.00pm – 3.30pm

Hull and Humber Port and Estuary, the Green Port Hull (GPH) Siemens £160 million investment in wind turbine production and installation facilities in Yorkshire and a stop at the P & O Ferries and much more.

Please Contact the Event Team to Register

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Sponsorship Opportunities

Benefits:

- All the sponsors will be entitled to display their roll-up banners at the conference hall as well as have their logos on the conference hand-outs.
- Opportunity to have company Profile in Event's brochure and also include company's flyers in the event's folder
- Sponsors can make brief presentations at the event. However the Platinum and Gold Sponsors will receive extra media coverage before and after the event (BBC North, CNN, SKY and media local to the North of England)
- Opportunity to collaborate with prospective clients in a positive networking environment
- High visibility within the Yorkshire & Humber Region for businesses exporting and investing in UK and West Africa indeed all over Africa. Your potential audience and customers in the region is huge which includes Sheffield, Leeds, Doncaster, York, Hull, Grimsby, Scunthorpe and North East Lincolnshire known as the Humber Region and also the North and East of England
- Raise your corporate profile with top senior executives and gain introduction to the World Trade Centre, Chamber of Commerce and UKTI Yorkshire – reaching exporters
- Demonstrate leadership by being a part of the latest discussion on current issues
- Access the best and brightest thinkers in relevant industry
- Contribute to the bilateral dialogue on topics of interest to your key prospects
- Government policy encouraging UK businesses & investors looking for market in emerging economies

Our sponsorship packages are follows:

Platinum Sponsors (Bespoke) - **£15,000 GBP**

Gold Sponsors (Inclusive of five delegate slots) - **£10,500 GBP**

Silver Sponsors (Inclusive of three delegate slots) - **£8,000 GBP**



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Event Destination

Hull has been identified as one of the development zone for offshore wind power generation in the UK for energy production from renewable energy such as biomass, wave and tidal energy, biogas and wind power by year 2020. There is therefore great mutual investment opportunity for West Africa and the UK.

The port of Hull is one of the UK's leading foreign trading ports benefiting from its prime location on the north bank of the River Humber. It offers regular short-sea services between Europe, Scandinavia and the Baltic States with a worldwide deep-sea connection. The Port handles 9m tonnes of cargo each year on various products ranging from containers and ro-ro, dry bulk, paper and forest products to liquid bulks and steel.

DIRECTIONS

Connectivity:

Hull and East Riding are perfectly positioned in the centre of the UK, just 320 km from London and Edinburgh, 150 km from Manchester and less than an hour's drive from Leeds and York.

By Road:

The City of Hull has an excellent road infrastructure. The A63 and M62 provide direct access to the UK's motorway networks.

By Rail – Passenger:

First Hull Trains provides 7 direct train services daily to and from London Kings Cross with a journey time as little as 2.5 hours. In addition there are hourly services to Leeds and Manchester and onwards to the rest of the UK.

By rail – Freight:

The Hull Docks Branch Line has recently undergone a £13m upgrade. The partial duelling of the rail infrastructure enables the port of hull to offer up to 21 train paths per day for rail freight.

By Air:

Humbly Grove Airport is just a 30 minute drive from Hull's City Centre and forms part of the East Midlands Airport Group. It serves in excess of half a million passengers a year. Scheduled services are predominantly made up by KLM Royal Dutch Airlines who operate four daily services to Amsterdam's Schiphol Airport this link provides an additional 300 worldwide connections. The Airport also has regular services to Aberdeen supported by the areas of the offshore presence.

Humbly Grove Airport is also home to the second largest heliport in the country, serving the offshore industry in the North Sea.

Also within a 45 minute drive is the new Robin Hood Doncaster Sheffield Airport and Leeds Bradford is accessible within a 90 minute drive.



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About Us

Hallmark Solicitors are international business lawyers committed to the success of our clients through excellence of service. We provide a range of corporate legal services covering commercial and corporate issues.

Our range of involvement is truly extensive. Our team of skilled, experienced and commercially minded solicitors qualified to practice both in UK and Nigeria, a major West African jurisdiction, provide pragmatic and cost-effective solutions based on your declared objectives.

Our Services:

- Mergers, Acquisition & Disposal of assets and shares in the oil, gas and energy sectors
- Joint Venture Agreements Corporate Re-organisation and Corporate Finance Matters
- Commercial Agreements, Agency & Distribution Agreements, Terms & Conditions of Business
- Franchising
- Company Formation, Advice on Company Documentation, Partnership & Shareholder Agreements
- Commercial Reals Estate - Acquisition & Disposal of Land and Premises, Commercial Leases of Offices, Warehouses, Industrial Units, Retail Shops, Factories, Hotels, Guest Houses and Licensed Premises including Advice on Property Finance, Commercial Mortgages, Re-mortgages & Bridging Finance
- Construction Law as well as Construction and Property Dispute Resolution
- Shipping and International Law including Shipping Insurance Disputes,
- Commercial & Contract Disputes
- Commercial Debt Recovery & International Debt Recovery
- Alternative Dispute Resolution – Arbitration, Mediation, Negotiation & Adjudication
- Administration, Corporate Voluntary Arrangements, Corporate Rescue, Insolvency & Liquidation
- Employment Law
- Business Immigration

Our Approach:

Excellence is the hallmark of all we do. We take a results-based approach whilst alerting our clients as to what is realistic and attainable to enable them make an informed decision. With technological advances, cross-border trade has become an integral part of our clients' business and investment activities aimed at giving our clients the benefit of our knowledge of the global market place.



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