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Deutsch-Angolanische Wirtschafts-Initiative
Iniciativa Económica Alemanha-Angola



3rd German-Angolan Business Forum

1 and 2 July, 2010

**Talatona Convention Hotel (HCTA)
Luanda, Angola**

In Cooperation with



ANIP
Agência Nacional para o Investimento Privado



Programme

All presentations will be simultaneously translated in **German/Portuguese**.



Grußwort des Staatssekretärs im BMWi

Dr. Bernd Pfaffenbach

Deutschland und Angola sind auf einem guten Wege, sich wirtschaftlich, politisch und gesellschaftlich weiter anzunähern und ihre Partnerschaft auszubauen. Das Bundesministerium für Wirtschaft und Technologie hat gemeinsam mit anderen Ressorts der Bundesregierung und mit den Verbänden der verfassten Wirtschaft zu dieser positiven Entwicklung maßgeblich beigetragen.

Als im März 2005 das Bundeswirtschaftsministerium in Kooperation mit den Trägerorganisationen von SAFRI (BDI, DIHK und Afrika-Verein der deutschen Wirtschaft e.V.) interessierte Vertreter beider Länder aus Regierungs-, Wirtschafts- und Abgeordnetenkreisen zu einem ersten Wirtschaftsforum in das Ministerium nach Berlin eingeladen hatte, waren bereits wichtige und notwendige Rahmenbedingungen für die Wiederbelebung des bilateralen Handels und für die Verwirklichung deutscher Investitionsabsichten in Angola geschaffen worden. Es ging nun darum, sie auch mit Leben zu erfüllen und einander besser kennen zu lernen. Die vergangenen Jahre wurden dafür von beiden Seiten sowohl auf Regierungs- als auch auf Wirtschaftsebene intensiv genutzt, wie man unter anderem auch an dem von der deutschen Wirtschaft im Jahr 2008 ins Leben gerufenen Deutsch-Angolanischen Wirtschaftsforum erkennen kann. Es findet nun schon zum dritten Mal und erstmals in Angola statt.

In dieser Zeit sind die Handelsströme gewachsen, die Instrumente der Exportkreditgarantien zur finanziellen Absicherung der deutschen Exporte nach Angola in Umfang und Qualität in mehreren Etappen den aktuellen Erfordernissen angepasst und der zur Verfügung stehende Plafond bis 2009 schrittweise erhöht worden. Damit erhalten die deutschen Unternehmen, die sich in wachsender Anzahl und aus verschiedenen Bereichen mit Ausrüstungslieferungen und Know-how am Wiederaufbau in Angola beteiligen, den notwendigen finanziellen Rückhalt.

Inzwischen belegt Angola den 3. Platz in der deutschen Exportstatistik nach Subsahara-Afrika und hat diesen Rang auch trotz der Wirtschaftskrise im Jahr 2009 gehalten.

Wir wollen unsere im Februar 2009 erklärte Gemeinsame Absichtserklärung über eine strategische Partnerschaft zur Erweiterung und Vertiefung der wirtschaftlichen Zusammenarbeit mit konkreten Inhalten füllen und uns in einem ersten Schritt auf die Bereiche Infrastruktur, Bergbau und Geologie sowie die Energiewirtschaft konzentrieren, da sie - wie die zahlreichen Anmeldungen aus Deutschland und Angola zu diesem Forum zeigen - für beide Seiten von vordringlicher Bedeutung sind. Das jetzt stattfindende 3. Deutsch-Angolanische Wirtschaftsforum stellt einen weiteren Meilenstein in den deutsch-angolanischen Beziehungen dar, und ich wünsche allen Beteiligten fruchtbare Gespräche und viel Erfolg.



Saudação do Vice-Ministro Federal da Economia e Tecnologia

Dr. Bernd Pfaffenbach

A Alemanha e Angola estão num bom caminho rumo a uma aproximação contínua no plano económico, político e social e a um reforço da sua parceria. O Ministério Federal da Economia e Tecnologia, juntamente com outros Ministérios do Governo Federal e as associações da indústria, contribuiu em larga escala para essa evolução positiva.

Quando o Ministério Federal da Economia e Tecnologia – em cooperação com os órgãos executores da Iniciativa da Economia Alemã para a África Austral/SAFRI (Federação da Indústria Alemã/BDI, Associação Alemã das Câmaras de Comércio e Indústria/DIHK e Associação Empresarial Alemã-Africana) – em Março de 2005 convidou representantes interessados de ambos os países, provenientes dos meios do Governo, da Indústria e do Parlamento, para o primeiro Fórum Económico, realizado no Ministério em Berlim, já estavam criadas importantes condições-quadro, necessárias para a retoma do comércio bilateral e para a concretização das intenções da Alemanha de investir em Angola. Tratava-se de dar vida às mesmas e de chegar a um melhor conhecimento recíproco. Nos anos passados, ambas as partes têm feito esforços intensos nesse sentido, a nível tanto dos Governos como também das indústrias nacionais. Isto fica patente também e sobretudo no Fórum Económico Alemão-Angolano, que foi criado em 2008 por representantes da indústria alemã e que, neste ano, já se realiza pela terceira vez, ou seja, pela primeira vez em Angola.

Desde então, os fluxos comerciais cresceram, os instrumentos das garantias de crédito à exportação, destinados a dar cobertura financeira às exportações alemãs para Angola, foram adaptados, em diversas etapas e sob o aspecto quantitativo e qualitativo, às necessidades actuais e o plafond de crédito à disposição foi aumentado gradativamente até ao ano de 2009. As empresas alemãs de diversos sectores, que vão participando, em número crescente na reconstrução de Angola, mediante fornecimento de equipamentos e de know-how, recebem assim o necessário apoio financeiro.

Entretanto, Angola chegou a ocupar o terceiro lugar na estatística de exportações que a Alemanha efectua para a África subsariana, tendo mantido esse lugar apesar da crise económica no ano de 2009.

Pretendemos dar conteúdo concreto à nossa Declaração Comum de Intenções sobre uma parceria estratégica, com vistas ao alargamento e à intensificação da cooperação económica, concentrando os nossos esforços, numa primeira etapa, nas áreas da infra-estrutura, minas e geologia, bem como na indústria energética, uma vez que – segundo demonstram as numerosas inscrições para o Fórum, provenientes da Alemanha e de Angola – estes sectores se revelam prioritárias para ambas as partes. O 3º Fórum Económico Alemão-Angolano, que está a realizar-se, representa mais um marco nas relações entre a Alemanha e Angola. Desejo a todos os seus participantes encontros frutíferos e muito êxito.

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Thursday, 1 July, 2010

Business-to-Business Meetings in Parallel with the Panels

08:00 – 09:00

Registration of Participants and Welcome Coffee

09:00 – 10:00

Opening Session & Keynotes

Opening:

Eliseu Gaspar

Vice President

Associação Industrial de Angola (AIA)

Hans W. Meier-Ewert

Executive Vice President

Afrika-Verein der deutschen Wirtschaft e.V.

Welcome:

H.E. Jörg-Werner Marquardt

Ambassador of the Federal Republic of Germany to Angola

Keynotes:

Dr. Bernd Pfaffenbach

Secretary of State

German Federal Ministry of Economics and Technology

Job Graça

Secretary of State

Ministry for Economic Coordination, Republic of Angola

10:00 – 11:00

Panel 1: Investing in Angola

Moderator:

Eliotério Codato

Country Manager

World Bank Angola

"The Investment Climate in Angola"

Keynote:

Aguinaldo Jaime

Chairman

National Private Investment Agency (ANIP)

"Investment Opportunities and Procedures in Angola"

Manuel Reis

Director

Banco Espírito Santo Angola

"The Financing Modalities for Investment in Angola"

11:00 – 11:30

Coffee Break

11:30 – 13:00

Panel 2: Doing Business in Angola

Moderator:

Ricardo Gerigk

Delegate

Delegation of German Business in Angola

"The Opening of a Representation of German Business in Angola and its Opportunities"

Carlos Rosado de Carvalho

Catholic University of Angola

"The Macro-Economic Situation in Angola"

Dr. Fernando Roberto

Deputy President

Câmara de Comércio e Indústria de Angola (CCIA)

"Angolan Companies and Possibilities for Partnerships with German Business"

Nuno Catanas

Lawyer

M|C Jurist Advogados

"Roadmap for a Successful Business in Angola"

Manfred Rosenthal

General Manager Angola

Lufthansa German Airlines

"Lufthansa Group in Angola"

Roberto Fernaine

Country Commercial Director

Panalpina Angola

"The Logistical Aspects of Business Activities in Angola"

13:00 – 14:30

Lunch Break

14:30 – 15:30

Panel 3a: Public Works

Moderator:

Stefan Böhlich

Head of Structured Export & Trade Finance
Commerzbank AG
"Financing of Construction Projects"

Keynote:

António Gameiro

Advisor to the Minister of Urbanism and Public Works,
Republic of Angola

Helmut Gauff

Managing Director
Gauff GmbH & Co. Engineering KG
"Experiences of a German Construction Company in Angola"

Anton Schauer-Grasch

Managing Director
Bauer Angola Lda
"Experiences of a German Construction Company in Angola"

15:30 – 16:30

Panel 3b: Construction & Housing

Moderator:

Peter Haitzinger

Director Structured Export & Trade Finance
UniCredit Bank AG
"Financing of Housing Projects"

Keynote:

António Gameiro

Advisor to the Minister of Urbanism and Public Works,
Republic of Angola

Gilberto Rodrigues

Director General
Mota-Engil Angola
"Current Challenges in the Angolan Construction Sector"

Adão Branco-Ferreira

Chief Executive Officer
Branco-Ferreira Management Services
"Experience in Structuring & Implementation of Housing & Infrastructure Projects: The Basis on Founding of Companies in the Industry"

Farid Salehi

Director Sales Africa
KHD Humboldt Wedag GmbH
"Partnership in Angolan Construction and Cement Industry"

16:30 – 17:00

Coffee Break

17:00 – 18:30

Panel 4: Mining & Geology

Moderator:

Dr. Laureano Paulo

Advisor to the Board

ENDIAMA

"The Potential of Mining in Angola"

Keynote:

Dr. Kavungo Marlon

National Director Mining, Ministry for Geology, Mining and Industry, Republic of Angola

"Investment Opportunities in the Angolan Mining Sector"

Dr. Rainer Ellmies

BGR Project Head Namibia

Federal Institute for Geosciences and Natural Resources (BGR)

"Contribution of the BGR in the International Cooperation with Special Reference to the German-Namibian Partnership"

Paulo Mvika

Administrator

ENDIAMA

Martin Wagner

Managing Director

ILV Fernerkundung GmbH

"The Importance of Remote Sensing for the Exploration of Mineral Resources and its Benefit for Infrastructural Projects, Agriculture and Emergency Management"

Followed by

Get-Together with Finger Food Buffet

Friday, 2 July, 2010

Business-to-Business Meetings in Parallel with the Panels

08:00 – 09:00

Registration of Participants and Welcome Coffee

09:00 – 10:30

Panel 5: Energy (Oil & Gas)

Moderator:

Renato Azevedo

GALP Energia

"Overview of the Energy Sector in Angola"

Keynote:

Anibal Octavio Texeira da Silva

Vice Minister, Ministry of Petroleum, Republic of Angola

Stefan Liebing

Director International Gas Business

EnBW Energie Baden-Württemberg

"The Role of Germany in Securing Stable Gas Demand for African Producers"

Fernando Santos

Presidente do Conselho de Administração

SINFIC

10:30 – 11:00

Coffee Break

11:00 – 12:30

**Panel 6: Environment incl. Renewable Energies,
Water/Waste Water and Waste Management**

Moderator:

Bruno Wenn

Chairman of the Board of Management

DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH

*"The Potential of Green Technologies in Partnership Between
Angola and Germany"*

Keynote:

João Baptista Borges

Secretary of State of Energy, Ministry of Energy and Water,
Republic of Angola

Jorge Tropa

Managing Director

Siemens Angola Lda.

"Innovation towards sustainability"

Bunga Kiala

Area Sales Manager Africa

SebaKMT Dynatronic Mess- und Ortungstechnik GmbH

Miguel Gaspar

Industry Director Utilities

SAP EMEA

*"Enabling Economic and Talent Development at Energy, Water
and Waste Utilities"*

12:30 – 13:00

Closing Ceremony

Hans W. Meier-Ewert

Executive Vice President

Afrika-Verein der deutschen Wirtschaft e.V.

José Severino

President

Associação Industrial de Angola (AIA)

Eng. João Baptista Borges

Secretary of State of Energy, Ministry of Energy and Water,
Republic of Angola

Dr. Bernd Pfaffenbach

Secretary of State

German Federal Ministry of Economics and Technology

13:00

Lunch and Business-to-Business Meetings

For Angolan Delegates

13:00

**Journey to Excellence –
Take your Business to Higher Levels of Competitiveness
and Sustainability**



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Gauff has proved its competence by carrying out economically future oriented design work. Due to its expertise Gauff has reached a high place in the global ranking of the 100 most successful consulting companies world-wide.

“Close to Clients and Projects” as Gauff Group’s philosophy branch and project offices as well as local companies have been set up in more than 40 countries.



GAUFF GmbH & Co. Engineering KG (GE) is a global player, specialised in providing innovative, multi disciplinary, professional engineering services for any sectors of infrastructure. The head office is located in Nuremberg/Germany.

GE was established in 1988 by Mr. Helmut Gauff in order to respond to the growing demand for project development, management services and trade financing as well as to offer full assistance and services to the clients. Specialised in innovative, high-quality services, GE is expert in Engineering - Procurement - Contract Management (EPCM) with full technical and economical expertise in the fields of infrastructure, in particular in water and transportation.

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As the world's leading provider of business software, SAP delivers products and services that help accelerate business innovation for its customers. SAP believes that doing so will unleash growth and create significant new value – for its customers, SAP, and ultimately, entire industries and the economy at large. SAP lists more than 97,000 customers in more than 120 countries, and 69% of the Forbes 2,000 companies run SAP software – from distinct solutions addressing the needs of small businesses and midsize companies to suite offerings for global organizations.

SAP currently has sales and development locations in more than 50 countries worldwide, including Africa and is listed on several exchanges, including the Frankfurt Stock Exchange and NYSE under the symbol "SAP".

Helping Companies Become Best-Run Businesses

SAP's vision is for companies of all sizes to become best-run businesses. In today's challenging business environment, best-run companies have clarity across all aspects of their business, which allows them to act quickly with increased insight, efficiency, and flexibility.

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Commerzbank is the second largest financial institution in Germany and one of the leading financial institutions in Europe. We have one of the world's largest financial institution relationship networks with over 3,500 direct accounts and 6,000 financial institutions. We regard ourselves as a competent provider of financial services especially for private and medium sized corporate customers. At the same time we look after large corporates and institutions in Europe and multinational companies and financial institutions worldwide. Commerzbank maintains good correspondent banking relationship with Angolan banks for many years.

For several decades Commerzbank Structured Export & Trade Finance has been financing capital goods from Germany and selected OECD-countries. With our demand to succeed through competence in partnership we want optimal and customized financing solutions for our customers in Angola. Commerzbank has already been chosen several times for the best Mittelstandbank in Germany. With our 120 branches for corporate business in Germany, 25 abroad as well as 40 representative offices we accompany the internationalization of our import and export customers.

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With some six million customers and more than 20,000 employees, EnBW Energie Baden-Württemberg AG generated annual revenues in excess of € 15 billion in 2009. As the third largest energy company in Germany, we focus on the segments of electricity and gas as well as energy and environmental services.

Around 20 million households in Germany are supplied with natural gas and consumption in the EU is on the rise. Ensuring a high level of supply reliability is therefore a truly vital task. One of the big topics of the future: diminish dependency, boost diversification. Germany and Europe need new procurement sources, new transmission channels. One solution: increased use of liquefied natural gas (LNG).

We are extending our presence along the value chain and we are actively looking for partners in Africa that have complementary business needs and interests and which are open for a cooperation that generates long-term mutual value for both parties. With our positive track record across the board of our activities, we feel well positioned to offer a broad range of exciting cooperation opportunities.

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Southern Africa Initiative of German Business – SAFRI

Since its creation in 1996 with the supporting organisations Afrika-Verein (AV), the Federation of German Industries (BDI) and the Association of German Chambers of Industry and Commerce (DIHK), SAFRI has supported many different initiatives aimed at focusing attention on the economic potential of the member states of the Southern African Development Community (SADC) and further promoting German business activities in the region.

SAFRI, under the chairmanship of Professor Jürgen E. Schrempp, fulfils the function of informing German businesses and industry about investment and trading opportunities within the SADC region, arranges contact between German and African entrepreneurs and engages in public relations to improve the image of Africa in the German media, as well as to raise the profile of Germany in Southern Africa.

SAFRI also supports human resources development in the SADC region with its projects **The Journey to Excellence (J2Ex)** and the **Students Experience Programme (STEP)**.

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BESA – Uma missão do tamanho do mundo

O Banco Espírito Santo Angola afirma-se actualmente como grupo financeiro de referência no mercado angolano, desenvolvendo uma estratégia assente no reforço constante e sustentado da sua posição competitiva no mercado.

Conciliando a sua integração internacional com o know-how do mercado angolano, o BESA destaca-se pela credibilidade, solidez e excelência de serviço. A sua performance financeira, aliada à sua actuação em prol do desenvolvimento sustentável têm sido reconhecidas por prestigiadas instituições internacionais. Em 2010, o BESA foi nomeado “Banco Oficial do Planeta Terra UNESCO” e “Best Bank in Angola 2010”, pela revista Global Finance.

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DEG – Our business is developing.

DEG, member of KfW Bankengruppe (KfW banking group), is one of the largest European development finance institutions. For almost 50 years, DEG has been financing and structuring the investments of private companies in developing and emerging market countries.

DEG’s aim is to establish and expand private enterprise structures in developing and emerging countries, and thus create the basis for sustainable economic growth and a lasting improvement in the living conditions of the local population.

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UniCredit is a major financial institution operating the largest international banking network in the CEE region. Thanks to its presence in ca. 50 markets as well as 4,000 correspondent banks around the globe, UniCredit serves more than 400,000 European corporate clients worldwide. In Global Transaction Banking, UniCredit is leading in the heart of Europe with more than 2,000 specialists offering services and solutions in cash management and e-banking, trade finance and supply chain management and structured trade and export finance.



Afrika-Verein der deutschen Wirtschaft e.V. is the German African Business Association for German companies and institutions promoting trade with and investments in African Countries.

The association has almost 700 members among whom are German multinationals as well as many medium and small-sized enterprises with trade links or investments in African countries.

For more than 75 years, Afrika-Verein has been in Germany the principal interlocutor of African representatives from the public and private sectors and institutions. The association acts as their gateway to German enterprises operating in Africa. For African partners, Afrika-Verein organizes business trips to Germany, information days, economic forums and trade and promotes further individual contacts. In Africa the association works with approximately 20 partner organizations as well as a wide range of representatives.

For its members, the association offers several services such as regular briefings on economic and political development in Africa and the promotion of individual contacts.

Notes

Imprint

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