



# GREAT LAKES INVESTMENT AND TRADE CONFERENCE (GLITC)

**'CROSS-BORDER INVESTMENT AND TRADE AS A CATALYST FOR REGIONAL INTERGRATION'**



**Kigali Convention Center, Rwanda  
18th - 20th March, 2020**

Information Brief

## **Introduction**

Since the inaugural Private Sector Investment Conference (PSIC) which took place in Kinshasa, Democratic Republic of the Congo (DRC) on the 24th to 25th February, 2016, plans have been underway to convene a successor investment conference whose ultimate goal is to promote the various investment opportunities in the Great Lakes Region that were presented at the first conference. The projects identified at that time from the region have now been subjected to both economic and financial analyses for their viability and bankability and most of these are now ready for presentation to potential investors. This is the genesis of the forthcoming Great Lakes Investment and Trade Conference (GLITC). which will be organised by , the Office of the UN Special Envoy for the Great Lakes region (O/SESG), the International Conference on the Great Lakes Region (ICGLR) and the Government of the Republic of Rwanda in Kigali, Rwanda, 18th-20th March, 2020.

## **Objectives of the Conference**

The GLITC aims to focus attention on aspects of the recommendations of the inaugural PSIC by sustaining dialogue between public and private sectors through high-level interactive sessions. These sessions will focus on cross-border economic opportunities which promote the development of business in agriculture and logistics value chains, natural resources management and joint development of resources, including tourism, through public-private partnership between DRC, Rwanda, Burundi, Uganda and Tanzania.

Additionally, the GLITC will focus on cross border trade and investment corridors with private sector actors in the border regions as the prime participants. The areas to be covered include Agriculture, Mining, Energy and Services, including Tourism, and will involve five countries: Rwanda, DRC, Uganda, Burundi and Tanzania. Other countries of the Great Lakes region are also welcome.

## **Participants**

Notably, over 1,000 participants were present at the opening session of the PSIC with 500 delegates from private sector organizations in the region, project sponsors, leaders from the regional governments and key development partners, private sector think-tanks, international investors, various finance institutions and civil society from within and outside of the African Great Lakes region.

At the upcoming GLITC, high-level government representatives will interact with the investors at the panels, but also face to face meetings and small group discussions will be offered and organized on demand. Among the expected 700 participants will be:

- Government representatives
- CEOs of international companies investing and operating in the region
- CEOs of prospect individual and institutional investors to the region
- Equity firms and banking institutions
- Pension funds and Sovereign wealth funds
- Bilateral and multilateral development institution

### **Benefits of Participation**

Participants will benefit from opportunities to:

- (i) Better understand the key challenges including challenges facing the Great Lakes region that are hampering the promotion of cross-border investment and trade in the Great Lakes region.
- (ii) Gain knowledge of the economies of the various countries in the region and the institutional and regulatory frameworks in place to facilitate cross-border investments.
- (iii) Participate in dialogue to improve the regional investment climate, promote responsible business conduct and build public-private partnerships in the region.
- (iv) Identify emerging long-term investment opportunities and avail cross-border projects that are bankable, ready for business and conform to inclusive and responsible investment requirements.
- (v) Identify bottlenecks that constraint the development of private sector investment and trade within the GLR and discuss how joint efforts and enhanced political will could help to overcome them.
- (vi) Match potential investors to promoters of projects in the following priority areas: Agriculture, Infrastructure, Mining, Energy, Services (ICT, Finance) and take note of the concrete commitments that could result from these interactions.

### **Structure of the GLITC**

The Conference will be designed to foster interaction, learning and ‘matchmaking’ of concrete investment opportunities with context setting, plenary and wrap-up sessions. Each session will start with high-level speakers from the public and private sectors,



followed by Q&A in plenary and summary by the moderator. There will be break-away parallel dialogue sessions around priority sectors. There will also be parallel exhibitions from Member States and project promoters on the side-lines of the main conference.

The Conference will aim for specific ‘announcements’ as well as investment and trade deals which will be prepared and nearly finalized before its opening. 6-7 of such cross-border projects will be identified and prepared by the organizers and investors in preceding months to the Conference. A small preparatory group, consisting of regional private business representatives, will make a dedicated effort to prepare these specific investments by the Conference. At least one internationally recognized investor will be engaged as the keynote speaker at an early stage.

### **Venue**

The GLITC is proposed to be held at the Kigali Convention Centre, Rwanda. Side events across the border in Goma, highlighting benefits to invest in cross-border economic activities, will be considered.

The Kigali Convention Centre is deemed the first and largest convention centre in the region with seating capacity of over 5,500. The building is located 5 kilometres away from the Kigali International Airport. The centre is deemed a premium destination for a conference of GLITC’s calibre, with state-of-the-art technology, personalised services and professional facilitation available for use

### **Preparations for the Conference**

The preparations for the conference will be conducted in three main phases:

- i)Pre-Conference,
- ii)Conference and
- iii)Post-Conference activities.

### **i) Pre-Conference**

To prepare for the conference, a vibrant Secretariat and an Organizing Committee at two levels have already been set up. The preparatory committees will identify and target world-class foreign and domestic investors in the featured sectors and invitations will be sent to the prospective investors. The participating countries will share lists of potential companies from their countries.

### **ii) Conference**

The suggested date for the conference is 18th-20th March, 2020 to allow for adequate planning and roadshows. The venue is the Kigali Convention Centre. The three-day high-level conference will consist of presentations in plenary and sector-specific sessions:

- High-level interactive segment with the private sector
- Private sector to private sector sessions and Private sector to government sessions
- “One-on-one” match-making meetings between pre-qualified investors and project sponsors to discuss and announce deals which may have been in the pipeline
- Breakfast meetings, topical cocktail receptions and
- Investment exhibitions on investment opportunities in the selected sectors followed up with focused discussions on particular/specific project activities.

### **iii) Post-Conference**

This stage will include aggressive follow-up on investment leads generated during the conference and by the outreach campaign. The project promoters will be supported by the Conference Secretariat, Investment Promotion Agencies (IPAs) in relevant member-states and development partners on timely follow-up to ensure that investment leads are followed up. The Conference Secretariat will prepare quarterly reports for at least a year on the progress of outcomes of the conference starting within one month after the conference, whereby the first report will outline the investment leads. Subsequent reporting requirements and modalities will be agreed by the Conference Secretariat and the Organizing Committee before handing over of the reporting and follow-up functions to the (ICGLR) Great Lakes Private Sector Forum.

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