



IRELAND AND AFRICA

OUR PARTNERSHIP WITH A CHANGING CONTINENT

Progress Report to the Africa Ireland Economic Forum, October 2012

Department of Foreign Affairs & Trade

OCTOBER 2012

FOREWORD

Ireland's *Africa Strategy* was launched at the first Africa Ireland Economic Forum in September 2011. The *Africa Strategy* outlined a new long-term approach to Africa, one that moves to a more mature partnership based on shared political, development and economic and trade objectives.

The *Africa Strategy* recognises that supporting sustainable economic growth is essential to ending poverty and hunger and achieving the Millennium Development Goals in Africa, and to achieving our shared political goals of peace and security in the region. The economic sphere also provides very significant scope for shaping the interaction between Ireland and Africa in the longer term. This report outlines the progress made since the first Africa Ireland Economic Forum in terms of our economic and trade relations with Africa. The development partnership is reported on separately in the Irish Aid Annual Report 2011.

The Africa-Ireland Economic Forum (AIEF) in 2011 was a joint collaboration between the Department Of Foreign Affairs and Trade, The UCD Michael Smurfit Business School and the African Embassies. The Forum set out to build awareness of the opportunities for trade and investment across Africa. The Theme of the Forum was "*Africa is Open for Business*". Over 140 Irish businesses attended the event and had the opportunity to meet with Ambassadors and senior officials from 21 African states.

Since the first AIEF, the level of interest in business with Africa continues to grow and our network of Embassies and Honorary Consuls is increasingly active in promoting bilateral trade and investment between Ireland and African countries.

Total Irish trade with Africa in 2011 was €1.8 billion. This accounts for exports to Africa worth €1.2 billion and imports from Africa for €662 million. Although these overall figures are relatively modest, it is notable that food and drink exports to Africa were €506 million,

accounting for 5% of total exports in this category. The main African export market for food and drink was Nigeria, (€170 million) and South Africa (€57million). By comparison total food and drink exports to China in 2011 amounted to €172 million.

If we consider trade at country level, our own exports to Nigeria rose by 41% in 2011 to €290 million while imports from Nigeria rose dramatically to €338 million in 2011 due to the purchase of crude oil for the Cork refinery.

The Second Africa-Ireland Economic Forum, taking place in Dublin in October 2012, has the theme "*Building on Success*". We have invited key speakers from Africa as well as Irish business engaged in Africa, to share their experience with the objective of attracting further investment to the continent, generating much needed employment and economic growth.

This report includes a summary of the priorities for 2012-13, based on lessons learned over the past year and the opportunities which we anticipate will arise in the coming year.

Africa, as the second fastest growing region in the world, is demonstrating that, while addressing the challenges of poverty and inequality, it is demonstrating dynamism and resilience in the face of global economic headwinds. With our long history of support and engagement in Africa, we believe that the potential for economic partnerships between Ireland and Africa has never been better.



Eamon Gilmore

Tánaiste and Minister for Foreign Affairs and Trade



Joe Costello

Minister of State for Trade and Overseas Development

IRELANDS EMBASSIES AND CONSULATES IN AFRICA



Map: Shane McGuinness, Trinity College Dublin

This map is for illustrative purposes and does not imply the expression of any opinion on the part of the Department of Foreign Affairs and Trade

CONTACT DETAILS OF EMBASSIES IN AFRICA

Embassy	Address	Secondary Accreditation	Website/Email	Phone
Egypt	Embassy of Ireland, 22 Hassan Assem St, Zamalek, Cairo	Sudan	www.embassyofireland.org.eg	+202 27358264/27358547
Ethiopia	Embassy of Ireland, Kazanches, Guinea Conakry Street, Addis Ababa, P.O Box 9585	South Sudan	www.embassyofireland.org.et	+251 (0)11 5180500
Lesotho	Embassy of Ireland, P/Bag A67, Tona-Kholo Road, Maseru, Lesotho		www.embassyofireland.org.ls	00266-22-314-068
Malawi	Embassy of Ireland, 3rd Floor, Arwa House, Capital City, Lilongwe		Email: lilongweemdiplomats@dfa.ie	+265 1 776 405/ 408
Mozambique	Embassy of Ireland, Avenida Julius Nyerere 3332, Maputo	Angola, Botswana	Email: Maputoembassy@dfa.ie	+258 21 491 440 or 496312/497602/491250
Nigeria	Embassy of Ireland, 11 Negro Crescent, Maitama District, Abuja	Chad, Ghana, Liberia	www.embassyofireland.org.ng	+234 9 4620611
Sierra Leone	Embassy of Ireland, 8 St. Joseph's Avenue, Off Spur Road, Freetown, Sierra Leone		Email: freetowndiplomats@dfa.ie	00232-76-472744 or 00232-76-771984
South Africa	Embassy of Ireland, 2nd Floor, Parkdev Building, Brooklyn Bridge Office Park, 570 Fhersen St., Brooklyn 0181, Pretoria	Zimbabwe, DRC, Mauritius	www.embassyireland.org.za	0027-12-452-1000
Tanzania	Embassy of Ireland, 353 Toure Drive, P.O. Box 9612, Dar-es-Salaam	Kenya, Eritrea, Burundi	www.embassyofireland.or.tz	+255 22 2602 355/2066 629
Uganda	Embassy of Ireland, 25 Yusuf Lule Road, P.O. Box 7791, Kampala	Rwanda	www.embassyofireland.ug	+256 417 713000
Zambia	Embassy of Ireland, 6663 Katima Mulilo Road, Olympia Extension P.O.Box 34923, Lusaka 10101	Namibia	www.embassyofireland.co.zm	+260 211 290650/291124

As contact details may change, please refer to website for updated information

CONTACT DETAILS OF HONORARY CONSULS IN OTHER AFRICAN STATES

Location	Honorary Consul	Address	Email Address	Phone
Sudan	Mr. Ronald Eliaho Shaoul	Honorary Consul of Ireland, c/o DAL Group HQ, No. 1, 5 East Khartoum II, P.O. Box: 1840 Khartoum 11111 , Sudan	ireland.consulate.krt@gmail.com	00249-1-5511-7886
Morocco	Mr. Mohammed Chafik Mahfoud Filali	Honorary Consulate of Ireland, Hotel Kenzi Europa, Boulevardd du 20 Aout, BP 808, Agadir, Morocco	mahfoud@kenzi-hotles.com	+212 528 82 12 12
Morocco	Mr. Abdelhak Bennani	Honorary Consul of Ireland, 57,Bd Abdelmoumen, Rue Salim Cherkaoui, Résidence Al Hadi n°B, 5ème étage , Casablanca	irishconsulate@me.com	+ 212 5 22 27 27 21
Ghana	Mr Liam McVeigh	Honorary Consulate of Ireland, C/O Taysec Construction Ltd, Suite 101, Adwoa Agyeiwaa House, 84 Cantonments Road, PO Box OS 1010, Accra	liam.mcveigh@taysec.net	+233 (0) 302 742030
Zimbabwe	Mr. Garrett P Killilea	Honorary Consulate of Ireland, Lamont House, 2 Robert Mugabe Road, P O Box 10424, Harare, Zimbabwe	reception@irishconsulate.co.zw	+263-(0)4-771 949
Kenya	Mr. Joseph T O'Brien	Honorary Consulate of Ireland, Block B 2nd Floor, Centenary House, P.O. Box 30659, Ring Road Westlands Lane, Muthangari, Nairobi Central 00100	irconsul@swiftkenya.com	00 254 20 235 7242
Tunisia	Mr. Moncef Mzabi	Honorary Consulate of Ireland, 1 Rue Laroussi Haddad, Z.I Sidi Rezig, 2033 Tunis, Tunisia	hon-consul-irelandtunis@planet.tn	+216 71 909 174 and +216 71 906 879

CONTACT DETAILS OF AFRICAN COUNTRIES ACCREDITED TO EUROPEAN EMBASSIES

Country	Accredited to	Address	Website	Phone
Algeria	Embassy in Switzerland	Embassy of Ireland, Kirchenfeldstrasse 68,P.O. Box 262, CH-3000 Berne 6, Switzerland	www.embassyofireland.ch	+41 31 352 1442
Libya	Embassy in Italy	Embassy of Ireland, Piazza di Campitelli 3,00186 Rome	www.embassyofireland.it	+39 06 6979 121
Morocco	Embassy in Portugal	Embassy of Ireland, Avenida da Liberdade No 200, 4th Floor, 1250-147 Lisbon	www.embassyofireland.pt	+351 21 3308200
Tunisia	Embassy in Spain	Embassy of Ireland, Ireland House, Paseo de la Castellana 46-4, 28046 Madrid	www.embassyofireland.es	+34 91 436 4093

The report is divided into six key areas identified in the Africa Strategy:

- 1 Promotion of High Level visits between Ireland and Africa;
- 2 Enhance the trade promotion mandate of Irish Embassies across Africa;
- 3 Development of partnerships across government to support business and trade in Africa;
- 4 Incorporation of a stronger business focus in the development programmes to help African countries promote their own economic growth;
- 5 Support for research and seminars that highlight business opportunities in Africa;
- 6 Investigation of business opportunities from existing International Financial Institutions such as the World Bank and the European Union.

1

Promotion of High Level visits between Ireland and Africa

In July this year, the Tánaiste travelled to Uganda, Somalia and Kenya to see firsthand the challenges and opportunities which these three countries face. The visit included meetings with political leaders in each country to consult on how Ireland can deepen existing bilateral relationships and to explore, in particular, opportunities which Ireland may pursue during the forthcoming EU Presidency in the first half of 2013.



Photo: Anthony Karumba

The Tánaiste in conversation with Minister for Nairobi Metropolitan Development, Mr Jamleck Kamau at a business breakfast in Nairobi, Kenya, July 2012

The visit to Somalia was one of only a small number of visits to that country undertaken by senior EU politicians, and it underlined Ireland's commitment to continuing to support progress towards lasting peace and stability in Somalia. The visit to Kenya highlighted the importance we attach to our growing engagement with an important bilateral partner at the heart of regional integration and economic development in Eastern Africa

The Minister of State for Trade and Development, Joe Costello T.D., travelled to Ethiopia, Malawi, Ghana, Liberia and Sierra Leone during 2011 and 2012. Ethiopia and Malawi, like Uganda, are important bilateral partners for Ireland in Africa. Liberia and Sierra Leone are examples of post-conflict countries experiencing fragility where we are significantly engaged in programmes to promote peace-building, stability, security and a transition to recovery and longer-term development. Ghana is one of Africa's economic success stories, and an important humanitarian hub.

The Minister of State for Trade and Development also attended the African Union Summit in January 2012, and held bilateral meetings with more than 20 African Ministerial counterparts. Senior officials have also led visits to a wide range of African countries, including South Africa, Kenya, and Zimbabwe.

The King of Lesotho travelled to Ireland in May and met with the President and various Government representatives. A special session on trade and investment was organised with the Lesotho Minister for Tourism, Environment and Culture. Other inward visits included Deputy Prime Minister Masisi from Botswana and Minister for Infrastructure, Albert Nsengiyumva from Rwanda.



Photo: Lafayette Photography

The President with the King of Lesotho in Áras an Uachtaráin May 2012

Significant emphasis has been placed over the past year on strengthening collaboration with African diplomatic missions. Minister Costello visited London in March 2012 to meet with the Ambassadors of more than 20 African countries who have secondary accreditation to Ireland.



Photo: Andrew Wiard

Minister of State for Trade and Development Joe Costello, T.D. and Ambassador Bobby McDonagh present the Africa Strategy to African Ambassadors based in London, March 2012

2

Enhance the trade promotion mandate of Irish Embassies across Africa

Good progress has been made over the last year in strengthening the mandate of Irish Embassies in addressing trade and investment issues. Consultations on the trade dimension of the Africa Strategy were held in Johannesburg from 21 to 23 March 2012, as follow up to meetings in Cape Town in November 2011 and Lilongwe in February 2012 at official level. The consultations, held jointly with Enterprise Ireland, involved nominated trade focal persons from our Embassies in Africa as well as Honorary Consuls from Botswana, Nigeria (Lagos), Kenya, Zimbabwe and Malawi (Blantyre). Representatives from Irish business active in the local market participated in a round table discussion on how DFAT could better support business across Africa. Seven guest speakers presented on various aspects of business and trade in Africa.

In response to the Africa Strategy, Irish Embassies in Africa have initiated programmes and activities at local level to step up their engagement with the economic, trade and investment agenda. A key component of the approach is the creation of Irish business networks across Africa at both regional and national level. Embassies are encouraged to take a proactive role in supporting the creation of these networks.

For example, The Embassy of Ireland in Uganda has developed an Economic Strategy that aims to provide a framework to implement the Africa Strategy. The Embassy's Economic Strategy outlines ways to strengthen the links between the development programme and the economic work of the Embassy.

This approach implies over time:

- ✓ A more targeted development programme, focused on chronic poverty and vulnerability, primarily in Karamoja, the poorest and most underserved region of the country, and economic development seeking to ensure that the benefits of economic prosperity are shared equitably combined with;
- ✓ Assistance to Irish business in identifying new market opportunities and gaining and maintaining market access for Irish products and services, working in close partnership with Traidlinks, a not-for profit organisation funded by Irish Aid, that currently assists small and medium sized enterprises (SMEs) in Uganda in export promotion and organisational development.

Ireland's Embassy in Malawi has strengthened engagement with the private sector and Government on issues related to the investment and business environment in Malawi. The Embassy has participated in the development of the National Export Strategy (NES) through engagement in cluster meetings and technical working groups. The NES is due to be finalised and launched by the end of 2012.

In Lesotho, the Embassy has stepped up engagements with the Lesotho National Development Corporation to identify trade and investments opportunities of mutual interest to both countries.

In Zambia, the Embassy is in consultation with the local Irish business community to establish an Irish business network.

South Africa is a priority high growth and emerging market in the Government's Strategy and Action Plan for Trade, Tourism and Investment to 2015. Ireland's Embassy also manages a modest development programme. Key developments in South Africa are shown in Box 1.

Box 1. Key Developments in South Africa in the Government's Strategy and Action Plan for Trade, Tourism and Investment to 2015 and the Africa Strategy

In the Government's **Strategy and Action Plan for Irish Trade, Tourism and Investment to 2015**, South Africa has been identified as a priority high growth and emerging market. Under 4.24 of the Africa Strategy, the DFAT '*aims to scale up economic dialogue with the **South African** Government and through the **Embassy in Pretoria**, strengthen our engagement on issues such as South Africa's own economic and political priorities*'. A number of initiatives have developed over the last year to further this goal;

- Embassy Pretoria, Tourism Ireland and Enterprise Ireland have jointly developed a Strategy and Action Plan for Irish Trade, Tourism and Investment in South Africa, under the leadership and coordination of the Ambassador in Pretoria.
- In November 2011, then Minister of State Jan O'Sullivan led a Trade Mission to South Africa. In addition to attending Africa's largest telecommunications convention in Cape Town, Minister of State O'Sullivan opened an office of Enterprise Ireland in Johannesburg; it's first on the continent of Africa.
- Embassy Pretoria established Business Ireland Southern Africa (BISA), a regional business networking organisation for Irish business in Southern Africa. The Johannesburg and Cape Town Chapters of BISA were launched during the Trade Mission mentioned above. A further Chapter was recently launched in Zimbabwe and plans are advanced to launch an additional Chapter in Botswana before the end of the year.
- Embassy Pretoria is liaising with the South African Department of Agriculture and our Department of Agriculture, Food and Marine in Ireland on extending market access for Irish produce.
- Embassy Pretoria has facilitated a new partnership arrangement between Irish Aid and the South African Department of Trade & Industry (DTI) providing key consultancy support to DTI in their programme of developing a range of Special Economic Zones in South Africa
- In May 2012, the Government signed the first Irish South African Co-production Treaty for Film at the Cannes International Film Festival. The Treaty aims to facilitate greater co-production opportunities between the two countries enabling both to benefit from joint access to local tax incentives, national film funding and broadcaster and regional subsidies. It will also open up access to local markets and create the opportunity to pool industry resources.
- We are stepping up our bilateral dialogue with South Africa. There are now regular meetings between the Department of Foreign Affairs and Trade HQ in Dublin and the South African Embassy, and, similarly, between the Irish Embassy in Pretoria and relevant South African Departments and Government representatives.
- Preparations are well-advanced for a formal Ministerial-level meeting of the Ireland-South Africa Partnership Forum in Pretoria in November 2012. The Irish delegation will be led by Minister of State Costello who will also be leading an Enterprise Ireland Trade Mission to South Africa in November.

3

Development of partnerships across government to support business and trade in Africa

The challenge in building a broader relationship encompassing political and economic relations, as well as development assistance, will involve closer co-ordination between different sections within the Department of Foreign Affairs and Trade. To facilitate this, Africa Section has been restructured to incorporate political and economic coordination in a geographic desk located within the Development Cooperation Division.

The Strategy also supports opportunities to work closely with other government departments on programmes which support the objectives of the Africa Strategy. The Export Trade Council which brings together Ministers, state agencies and members from private sector companies with an export focus has been briefed on the implementation of the Africa Strategy.

The Export Trade Council chaired by The Tánaiste and Minister for Foreign Affairs and Trade, Eamon Gilmore T.D., also includes the Minister for Jobs, Enterprise and Innovation, Richard Bruton T.D., the Minister for Agriculture, Food and the Marine, Simon Coveney T.D., the Minister for Transport, Tourism and Sport, Leo Varadkar T.D. and the Minister of State for Trade and Development, Joe Costello T.D.

Key representatives from state agencies and the private sector include Forfás, Tourism Ireland, IDA, Enterprise Ireland, Bord Bia, IBEC, Irish Exporters Association, the Irish Tour Operators Association and Glanbia. At the Third meeting of The Export Trade Council in September 2012, Minister of State for Trade and Development Joe Costello T.D. briefed the participants on the Africa Strategy and the various actions undertaken to meet its objectives.

The most significant cross government initiative has been undertaken in co-operation with the Department of Agriculture, Food and Marine with the establishment of the Africa Agri-Food Development Fund (AADF). The AADF will combine the expertise and experience

of the Department of Agriculture, Food and the Marine (DAFM) and DFAT (Irish Aid) and support initiatives that can directly contribute to the development of agriculture in Africa. The Africa Agri-Food Development Fund (AADF) also seeks a new partnership with the private sector in the Agri-food sector in Ireland.

The objective of the Africa Agri-Food Development Fund is to develop partnerships between the Irish Agri-Food Sector and African countries to support sustainable growth of the local food industry, build markets for local produce and support mutual trade between Ireland and Africa.

The pilot phase of the AADF, concentrating on Kenya and Tanzania, is managed in cooperation with the Embassy in Tanzania. Both Tanzania and Kenya have significant potential for agribusiness. A senior Agricultural Specialist is a member of the Irish Aid team in Dar es Salaam and will assist in screening AADF applications.

A joint mission from DFAT, the Department of Agriculture, Food and Marine and Enterprise Ireland visited Kenya and Tanzania in April. A seminar was hosted by Minister Coveney in DAFM on June 14th with the Agri-Food sector to determine interest. DAFM is currently following up with participating companies to explore opportunities for project development.



Photo: Shane O'Neill Fennell Photography

The Tánaiste, Minister of Agriculture, Food and Marine, and Minister of State for Trade & Development with the Ambassadors of Kenya and Tanzania at the launch of the Africa Agri-Food Development Fund in March

ENTERPRISE IRELAND - SOUTH AFRICA

Enterprise Ireland established its first office in (Sub-Saharan) Africa in February 2012 in Johannesburg, responding to very strong client company demand.

Individual company demand – During that period the office has experienced a strong demand for its services with on average 2 client companies visiting the market each week. In all 22 individual company projects were completed during the period February-August leading to 17 new market presences being established, in the form of direct investment by the company or partnerships being put in place with local organisations. There are over 200 Enterprise Ireland clients active in the market (up from 150 in 2010). Of these over 30 EI clients have developed a local presence and currently employ over 13,000 in South Africa.

Market Coverage – In order to offer the widest service possible to client companies, it is Enterprise Ireland's strategy to work with in-market experts who have expertise in key sectors and geographies. Significant progress has been achieved in the development of this network of collaborators, or "Pathfinders", with experts identified in South Africa in: Financial Services Technology – Healthcare – Telecommunications and eLearning. Pathfinders have also been identified in Nigeria providing expertise in eLearning, Telecommunications and Financial Services in addition to deep local market knowledge, and in Ghana and East Africa.

International Markets Week – Once per year Enterprise Ireland organises an event in Ireland offering access to Enterprise Ireland's overseas office staff to a wide selection of companies. In September 2012 strong interest in Africa was noted, with over 70 individual meetings organised.

Trade Mission – To support our program and in collaboration with the DFAT, a Sector specific Trade Mission to South Africa will be organised for November 2012. This will be the fifth Enterprise Ireland organised Trade Mission to South Africa in five years. The Trade Mission will offer our clients an opportunity to visit the market, meet buyers, build relationships and increase sales. The 2012 Trade Mission will focus on opportunities in the selected growth sectors such as Telecommunications, eLearning, Healthcare and Financial Services. The Trade Mission will raise awareness on the South Africa "NOW" opportunity. The presence of the Minister will raise awareness about the Africa business opportunity both in Ireland and in the market. The last Enterprise Ireland organised Trade Mission to South Africa took place in November 2011. This Trade Mission was led by Minister for Trade and Development, Jan O'Sullivan T.D. Twenty Seven companies took part in the Mission and over €14m in contracts were signed during the Mission. For the 2012 Mission 30 companies are expected to participate.

AfricaCom – The premier telecoms fair in Africa takes place every year in Capetown. In 2012 EI will organise an Ireland national stand for the first time. Strong Irish company presence is expected at the show which will help showcase Ireland's strengths in the Mobile and related industries.



Incorporation of a stronger business focus into the development programmes to help African countries promote their own economic growth

The Development Cooperation programme of the Irish Government is managed by Irish Aid in the Development Cooperation Directorate. Through the Irish Aid programme, a number of activities are supported which aim to develop the business and investment climate across Africa.

Irish Aid is an active supporter of the Investment Climate Facility based in Dar es Salaam. The ICF is a unique public-private partnership forum set up to deliver a better investment climate in Africa and grow the African economy through private sector investment. Private companies have identified efficient business registration and an effective and transparent judiciary as preconditions to investment in many countries. The ICF has made significant progress in a number of countries.

For example, in Liberia the time frame to register a business has reduced from 99 days to a maximum of six days, the time it takes from filing to judgement in a court case in Sierra Leone has reduced from two to six years to just two months. Irish Aid was an invited panellist at the 2012 Investment Climate Summit in Tanzania attended by over 200 participants from at least 22 countries.

Traidlinks, a not-for-profit organisation was founded in Ireland in 2004. It explores how best to support enterprise in developing countries and assist small and medium sized enterprises (SMEs) in Uganda in export promotion and organisational development. To date Traidlinks' work has focussed on two main areas: a *MarketLinked programme* helping Ugandan SMEs to explore the market for regional and international exports and a *Mentoring programme* assisting SMEs to build their capacity to be more competitive.

Irish Aid also provides multilateral support to the international organizations based in Geneva, Switzerland which provide Aid for Trade. Aid for trade is development assistance aimed at helping developing countries take advantage of the global trading system and equipping them to effectively represent their interests in trade negotiations. The budget for this in 2010 was €2.1 million and €2.05 million both in 2011 and in 2012. The International Trade Centre (ITC), the Advisory Centre for WTO Law (ACWL), the WTO Standards and Trade Development Facility, the WTO Internship Programme and the United Nations Conference on Trade and Development (UNCTAD) Port Training Programme are among Ireland's multilateral aid for trade partners.

The Private Infrastructure Development Group (PIDG) is a coalition of donors mobilising private sector investment to assist developing countries to provide infrastructure vital to boost their economic development and combat poverty. PIDG is a multi donor funded initiative setup in 2002. The founding members of PIDG included UK, the Netherlands, Switzerland and Sweden. The World Bank joined in 2002 followed by the Austria in 2006 and Ireland in 2007.

PIDG helps to overcome the obstacles to private sector infrastructure investment through a range of specialised financing and project development facilities and programmes. These have evolved in response to specific conditions within the infrastructure markets of the poorer developing countries. Each facility/programme seeks to provide a unique solution to the market gaps created by insufficient resources, low levels of capital development and poor technical capabilities.

5

Support research and seminars which highlight business opportunities in Africa

In September 2011, DFAT funded a study on Ireland's Trade with its Development programme Countries in Africa. The report "Evidence and Opportunity" estimated that the total contribution of Official Development Assistance by Irish Aid and all Irish NGOs to the six countries Ethiopia, Lesotho, Mozambique, Tanzania, Uganda and Zambia works out as a contribution of €70 from every person living in Ireland while at the same time we only purchase €0.50 of goods per person from these countries.

In October 2011, then Minister of State for Trade and Development, Jan O'Sullivan was a keynote speaker at the first ever Ghana Ireland Economic Forum. The Forum presented an opportunity for direct engagement between senior representatives from Ghana to engage with the business sector in Ireland.

In November 2011, Minister of State for Trade and Development, Jan O'Sullivan T.D., and Professor Mthuli Ncube, Vice President of the Africa Development Bank, addressed the Institute of European and International Affairs on the opportunities for increased economic engagement with Africa.

In February 2012, a special session was arranged in the UCD Michael Smurfit Business School to allow Minister of State for Trade and Development Joe Costello to consult with the Irish business sector on the Irish Aid White Paper process.

In May 2012, Africa Section was invited to participate in a meeting organised by the Irish Exporters Association on Investment in South Africa. The meeting was also attended by a number of Irish companies active in the South African market.

In May 2012, Minister of State for Trade and Development, Joe Costello T.D., and Minister for Agriculture, Food and Marine, Simon Coveney T.D., addressed a seminar in Trinity College Dublin organised to coincide with Africa Day titled Scaling up Agriculture in Africa.

6

Explore business opportunities from existing International Financial Institutions such as the World Bank and the European Union

A number of seminars took place over the past year to gain a deeper understanding regarding opportunities for Irish business to bid for public procurement opportunities available through development programmes in Africa, funded through the World Bank and the European Union. In May, the International Finance Corporation of the World Bank participated in a conference arranged by Enterprise Ireland on procurement and financing in developing countries. Africa Section was asked to present at a special session arranged to discuss investment opportunities in Africa.

In June, DFAT (Africa Section), in partnership with the Irish Engineering Enterprises Federation (a sector association within the Irish Business and Employers Association IBEC) organised a seminar to identify opportunities for Irish engineering companies to bid for significant procurement opportunities in Africa. Ambassador Ruairi de Burca addressed the meeting on opportunities for Irish companies in Mozambique and Botswana.

A study was subsequently commissioned and launched by Minister of State for Trade and Development Joe Costello in September. The study “Winning Business in Africa” identified up to €12 billion of engineering contracts over the next five years.

Also in June Minister of State for Trade and Development Joe Costello was a keynote speaker at the Consulting Ireland workshop on International Procurement organised in cooperation with Enterprise Ireland.



Photo: Gary O'Neill Photography

Minister of State for Trade and Development Joe Costello and Gerry Donovan Chair of the Irish Engineering Enterprises Federation at the launch of the “Winning Business in Africa” report, 17 September 2012

Priorities for 2012-13

Priorities for the second year of implementation of the Africa Strategy include the following:

At the strategic level we will identify opportunities presented by Ireland's Presidency of the EU in first half of 2013 to maximise the effectiveness of collective EU efforts to support peace, democracy, humanitarian action, and economic and social development in Africa, and;

Support efforts that promote and respect human rights in African countries, including through the opportunities presented by Ireland's candidature for the Human Rights Council.

Specific outcomes related to Economic and Trade relations will include:

1. Organisation and follow up of the 2nd Africa Ireland Economic Forum in October 2012 with theme "*Building On Success*";
2. Organise further high-level exchange visits between Ireland and Africa in 2012/13 to deepen bilateral relations.
3. Disburse, in cooperation with the Department of Agriculture, Food and Marine, funding from the Africa Agri-Food Development Fund for pilot projects in Kenya and Tanzania during 2013;
4. Explore opportunities to deepen political and economic relationships in West Africa with an initial focus on Nigeria and Ghana;
5. Organise, in cooperation with Enterprise Ireland, a trade mission by the Minister of State for Trade and Development to South Africa in November 2012;
6. Work with the Private Sector to expand Irish business networks in Southern and Eastern Africa.

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