

Kina Advisory Breakfast Club Sessions

Finding Partners & Suppliers in Africa

Description: The topic will aim to address the increasing expectation and requirement for international companies to buy goods and services from local companies and employ citizens of host countries in Africa – local content and localisation. Some countries have made this requirement mandatory through law for certain sectors such as the extractive industries. However, even if not mandatory, the expectation influences the relationships a company has with significant stakeholders critical to the success and sustainability of their businesses.

Stepping into Africa: Culture, Society & Business Etiquette:

Description: This breakfast will aim to discuss various aspects of culture and society, to provide an understanding of the effects of the culture and society on business so that it might establish practices and processes which will enable it to run smoothly in that context. Business etiquette may also be addressed to address more practical aspects of engaging with the local culture and society. This may include methods of conducting meetings, dealing with government officials and local chiefs respectfully and appropriately. The objective is to give an insider's perspective, to build a sense of ease when doing business.

Stakeholders in Africa: Mapping & Managing

Description: This breakfast talk will look at the crucial aspect of mapping and analysing stakeholders who are critical to the success and sustainability of business. It will provide participants with some tools for identifying and categorising such stakeholders while building and maintaining relationships with them – within cultural and societal contexts. The objective is to help businesses manage the influence, impact and expectations of such stakeholders and thus mitigate any risks to business.

Experience of Doing Business in Africa – by a CEO

Description: This breakfast session will be based on case studies on selected companies that have successfully invested and are operating in at least two countries on the Continent. It will also consist of a Q&A time with a representative from a case study company. In addition to discussing the opportunities, the session considers risks and challenges involved in such investments and operations and how these can be mitigated and managed. It will also consider the all-important challenge of obtaining reliable data about prospects. The purpose of this session is to arm investors with an insider's perspective on doing business in Africa at the senior level and the knowledge to manage potential risk.

Employing Local Employees in Africa

Description: The breakfast will look at the expectation and requirement for international companies to employ citizens of host countries in Africa. Some countries have made this requirement mandatory through law for certain sectors such as the extractive industries. The pressure and expectation to provide the local communities with jobs is often strained by the skills gaps, both managerial and technical, that may exist in host countries. This session will therefore provide insights and suggestions on how companies can design and implement an effective national or local content strategy that can either pre-empt any mandatory requirements or, if already in existence, reasonably meet such requirements.