

**MFW4A ECOWAS FINANCIAL SECTOR DIALOGUE  
27, 28 SEPTEMBER 2018  
Abidjan, African Development Bank CCIA, Room 1H/G**

**AGENDA**

DAY	TIME	SESSION
1	9.00-9.15	<b>Opening Ceremony</b>
	9.15-10.00	<b>FINANCIAL INFRASTRUCTURE HIGH LEVEL OVERVIEW</b> <b>ECOWAS Financial Sector High-Level Landscaping:</b> The session will present an overview of the regional financial sector by highlighting recent developments in the different market segments (banks - inclusive finance and capital markets). The presentation will be followed by a high-level panel discussion that will address national strategic priorities in relation to the financial sector.
	10:00-10:15	<b>Coffee break</b>
	10.15-11.30	<b>Strengthening Regional Integration through the Financial Sector:</b> This session will present and discuss the <b>status of financial market integration initiatives</b> , regional <b>payment systems</b> and the <b>process of creating a single currency area in ECOWAS</b> . Obstacles and needs will have to be identified, and potential solutions outlined.
	11.30-12.30	<b>FINANCIAL INCLUSION</b> <b>The Regional financial inclusion strategy: planned actions and targets - Q &amp; A</b>
	12:30-13:30	<b>Lunch</b>
	13.30-14.30	<b>Digital Finance Session</b> - The digitization of financial services: trends and impact on financial inclusion - The role of Mobile Money and digital channels in improving agricultural finance - Microfinance, mobile money and digital finance: Potential for complementarity to enhance inclusive finance in ECOWAS - How to develop banking and insurance services through digital channel in ECOWAS?
	14:30-14:45	<b>Coffee break</b>
	14:45-16:00	<b>CLIMATE FINANCE</b> <b>Mobilizing climate finance</b> - Exchange session with pioneers of green finance (green bonds, carbon market instruments, debt and equity instruments, etc.) - Adaptation and mitigation finance: What to look for? - What (if any) is the region global climate change mitigation/adaptation strategy?

DAY 2	TIME	SESSION
----------	------	---------

<b>CAPITAL MARKETS</b>	8:30-10:00	<p><b>Achieving well-functioning integrated capital markets in ECOWAS-</b> How to integrate regional fragile states into the capital markets integration process (WACMIC)?- What are the current and future regulatory initiatives to ensure well-functioning an integrated capital markets?- Fixed income assets and rates issues in ECOWAS capital markets- How to address lack of depth in most capital markets and which instruments to target?- What lessons can regional fragile states benefit from Ghanaian, Nigerian and BRVM stock exchanges, as well as WACMIC project?</p>
------------------------	------------	--

<b>INSTITUTIONAL INVESTORS</b>	10:00-11:00	<p><b>Strengthening the institutional investors base and potential to enhance long-term financing</b></p> <p>Africa's investment needs, the global discourse on financing for development and the role of domestic resources within that, all point to the role of African institutional investors in responding to Africa's enormous financing needs. Exchange of knowledge and sharing of experiences among industry stakeholders (sovereigns funds, pension funds, regulators etc.) is key to unlocking institutional capital for long-term finance. This session will create a common understanding of the challenges and opportunities facing ECOWAS institutional investors and identify area of collaborations with DFIs.</p> <ul style="list-style-type: none"> <li>- What are the key drivers behind investment decisions of ECOWAS institutional investors, in terms of risk appetite, asset class and sector?</li> <li>- What is the philosophy of regulators? ECOWAS sovereign and pension funds as catalysts for growth through DFIs agenda?</li> <li>- Which type of innovative financing instruments and products could DFIs develop that would be of interest?</li> <li>- Are there any unexplored opportunities for collaboration?</li> </ul>
--------------------------------	-------------	--

	11:00-11:15	<b>Coffee break</b>
--	-------------	---------------------

<b>INSURANCE</b>	11:15-12:15	<p><b>Scaling-up insurance markets for growth</b></p> <p>Regarding the penetration rate of the industry, the initial idea is to address the various initiatives and strategies (inclusive insurance- mobile channel ...) that can significantly boost insurance penetration in the region and what is expected from DFIs</p> <ul style="list-style-type: none"> <li>- With regards to investment portfolios, the objective is to compare and analyze the investment strategies (similarities - differences - lessons to be learned) used by FANAF insurance companies, and those of countries like Nigeria and Ghana.</li> <li>- Which investments vehicles/instruments are of interest to Insurance companies and what are potential roadblocks?</li> </ul>
------------------	-------------	--

	12:15-13:00	<b>Snack Break</b>
--	-------------	--------------------

DAY	TIME	SESSION
2	13:00 - 14:00	<p><b>Financing the real economy</b> Exchanges will focus on financial and non-financial tools and instruments for financial sector development across ECOWAS region. 2 breakout sessions: 1. Equity and mezzanine finance (crowdfunding - private equity - crowdfunding - venture capital, etc.) 2. Short-term (trade finance, guarantee funds - leasing - factoring, etc.)- What is the degree of accessibility of such financing models for businesses in ECOWAS?- How to optimize and institutionalize non-bank support for businesses in ECOWAS, including TA and other services?- How to accelerate intra-Africa and international trade and benefit from the new African Continental Free Trade area</p>
<b>WRAP UP SESSION</b>		
	14:00- 14:30	<p><b>Dialogue takeaways (Addressing ECOWAS Financial sector: Instruments and way forward</b> <b>What are the most appropriate Financial Instruments &amp; Non-Financial Assistance?)</b></p>
	14:30	<b>Lunch</b>