

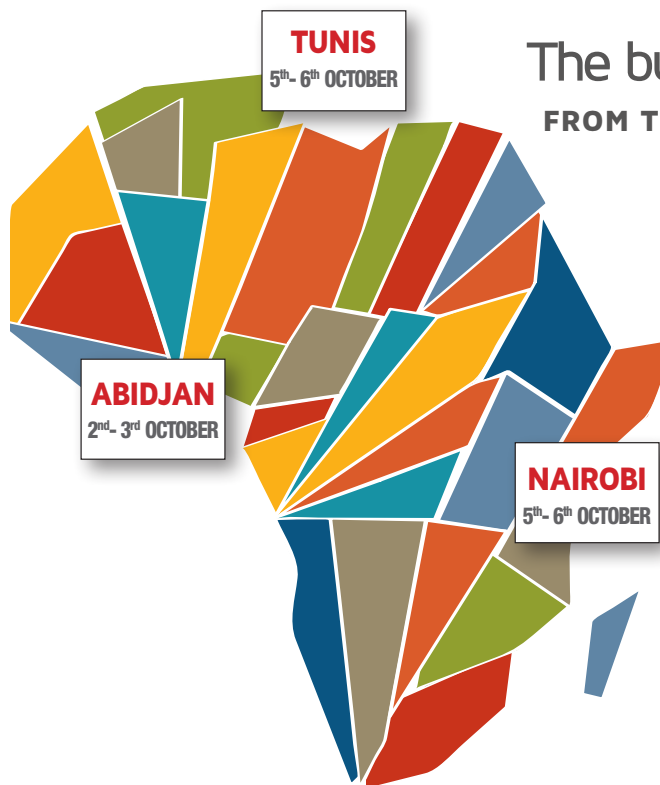


Les Rencontres africa

2017



The business event *to succeed* in Africa
FROM THE 2ND TO 6TH OF OCTOBER



3 countries
strategic destinations

700 to 1,000 African leaders in each host country
250 French business leaders
30 conferences and seminars
7 major sectorial themes
BtoB *personalized* meetings

Registration on www.rencontresafrica.org

Co-organized by :



Master Partner :





YOU ARE LOOKING FOR PARTNERS TO EXPAND YOUR BUSINESS HORIZONS ?

Building on the success of “Les Rencontres Africa” 2016, a second edition will be held in 2017, this time on the African continent, in the same spirit of reciprocity that was shared amongst most of last year’s participants!

From now on the event will be held each year alternating between France and Africa.

Organized with the backing of the French Ministry of Foreign Affairs and international Development, and the French Ministry of Economy and Finance, Les Rencontres Africa 2017 are supported by MEDEF international, Business France, AfricaFrance, Société Générale, HEC, the CIAN, the French foreign trade advisor of France and by numerous Chambers of Commerce and Industry, to guarantee a new unique business convention in 3 different African countries.

“Les Rencontres Africa”, genuinely co-produced between France and the African countries that requested it, will take place in October 2017, starting in Abidjan in Côte d’Ivoire, and followed by two destinations at the participant’s choice: Tunisia and Kenya.



ABIDJAN 2+3 OCT.2017

NAIROBI 5+6 OCT.2017

TUNIS 5+6 OCT.2017

“Les Rencontres Africa” really is the answer to a double objective:

- ✓ To organize a regular, fundamentally useful event for French and African companies, in particular small to medium businesses, and to diversify business relationships
- ✓ To favor networking and benefit from shared experiences, which in turn, will help develop potential new projects

more than 30 african countries represented

700 to 1,000 African business managers
in each host country

more than 100 notable guests



250 French business managers
chosen on their project

Countries having confirmed participation (on 20 january 2017)

Burkina-Faso, Benin, Cameroon, Congo Brazzaville, Côte d'Ivoire, Djibouti, France, Gabon, Ghana, Guinea Conakry, Kenya, Madagascar, Mali, Morocco, Namibie, Niger, Democratic Rep of the Congo, Rwanda, Senegal, Togo, Tunisia.

PROGRAM

	 ABIDJAN		  choice of TUNIS OR NAIROBI	
	Monday 2nd of october	Tuesday 3rd of october	Thursday 5th of october	Friday 6th of october
Morning	Opening plenary B2B meetings BtoB Conferences Seminars	B2B meetings Conferences Seminars	Opening plenary B2B meetings Conferences Seminars	B2B meetings Conferences Seminars
Lunchtime	Cocktail - Networking	Cocktail - Networking	Cocktail - Networking	Cocktail - Networking
Afternoon	B2B meetings Conferences Seminars	B2B meetings Conferences Seminars	B2B meetings Conferences Seminars	B2B meetings Conferences Seminars
Evening	Evening of networking		Evening of networking	

MEET HIGH PROFILE AFRICAN AND FRENCH COMPANIES FROM THE FOLLOWING SECTORS:

- Food Industry ■ Construction - Infrastructure ■ Chemistry ■ Electronics - Electricity ■ Energy ■ Education - HR
- Engineering - R&D ■ Metallurgy - Boiler Making - Pipes ■ Digital Sector - New Tech. ■ Plastics - Rubber industry
- Textile industry - Clothing ■ Transport - Automotive industry

MAJOR SECTORIAL THEMES

8 important subjects are at the heart of the event. They correspond to the organization of conferences. Those topics will also be discussed further in technical seminars so that participants can work on practical case studies.

Anticipate economic trends and identify the factors of influence on African markets!

- ✓ SUSTAINABLE CITIES AND INFRASTRUCTURE
- ✓ AGRICULTURAL PRODUCTS TRANSFORMATION
- ✓ ENERGIES AND RAW MATERIALS
- ✓ DIGITAL TECHNOLOGY
- ✓ FINANCING
- ✓ TRAINING
- ✓ START' UPS AND ENTREPRENEURSHIP
- ✓ INTEGRATED SERVICES BUSINESS

In each host country, you will find

- 1 Organize BtoB meetings** to facilitate business partnerships between French and African companies in many different sectors..
- 2 Facilitate networking** between company managers, communities and professional organizations.
- 3 High-value and innovative conferences** dedicated to growth industries in Africa, in order to identify new business opportunities



EXHIBITION AREA

An exhibit area will gather the best experts and suppliers of your sector in each host country to support you in your development in the African markets.

Benefit from their expertise to validate your strategy!

FINANCIAL PARTICIPATION SCHEMES

	Main Participant with personalized business meetings	Additional Participant with personalized business meetings	Additional Participant without personalized business meetings
individual fees for entrance per country	1 country : 750 € 2 countries : 1300 €	1 country : 480 € 2 countries : 800 €	1 country : 200 € 2 countries : 400 €
Chosen countries	<input type="checkbox"/> Côte d'Ivoire <input type="checkbox"/> Kenya <input type="checkbox"/> Tunisia		
Business Meetings	OK	OK	NO
Lunchs	✓	✓	✓
Permanente coffee breaks	✓	✓	✓
Free cloakroom	✓	✓	✓
Access to conferences and seminars	✓	✓	✓
Receipt of the address list of B2B participants	✓	✓	NO
Pass for evening of networking	✓	✓	✓

40% discount

for companies with headquarters based in one of the 3 host countries :
Côte d'Ivoire - Tunisia - Kenya

PARTICIPANT'S COMMITMENTS

All participants formally agree to :

1. **Fill out the registration application accurately**, and respond clearly to all required information
2. Send the registration application back to their Delegation Head **within 5 days after receiving it**
3. **Make the complete payment for their participation** on the latest the day when they send the information document to the Head of Delegation

4. **Send the proof of payment** to the Head of Delegation or to Classe Export
5. **Make their visa application 4 weeks prior** to the date of the event, or, in case of late registration, upon the receipt of the official invitation.
6. **Send the list of the conferences** they wish to attend to the Head of Delegation within 3 days
7. **Respect every meeting** that has been organized for them

YOUR CONTACTS

Fatou KANE

Africa relationships director
CLASSE EXPORT Group

Tel **+33 (0)7 81 28 60 29**

E-mail : fatou.kane@rencontresafrika.org

Samir KOTTI

Maghreb relationships director
Director of CLASSE EXPORT Tunisia

Tel **+216 98 702 416**

E-mail : samir.kotti@classe-export.com



HOW TO REGISTER ?



Register online

at **www.rencontresafrika.org** or contact your delegation head directly. Once the organisation committee has approved your request, you will receive a payment link to finalize your registration.



Complete your profile

You will receive the access codes to the online meeting platform after receipt of payment. Complete your profile and indicate your search criteria within 48 hours



Make your meeting requests

From the 1st of July until the 31st of August, you can check the list of registrants, and select all the participants you wish to meet in order of priority.



Confirm the requests that you receive

From early September: either accept or decline the meeting requests from the other participants (all of them can send you one), in order to manage and update your schedule.



Receive your schedule of meetings and your badge

One week prior to the event, you will receive your badge and your schedule of meetings. It includes the meetings that were confirmed by both parties, as well as the conferences that you wish to attend.