



AFRICA HOUSE

Insight & Access. Projects & Trade.

HOW TO ESTABLISH A PRESENCE IN MOZAMBIQUE

An Interactive Conference and Virtual B2B Event

brought to you by

Africa House in collaboration with

Tax Consulting Africa & Xpatweb

04 & 05 August 2020

Is your company chasing a piece of the US\$ 125 billion LNG projects being undertaken in Cabo Delgado Province, Northern Mozambique over the next five to ten years?

The time to act is NOW. Total is reporting it has already signed all the financing contracts worth US\$15.8 billion for the construction of the first LNG Plant.

One of the most challenging decisions that companies with an interest in supplying goods and services into these projects will have to make is the who, what, when and where of establishing a presence in Mozambique.

This conference and B2B event has been designed to provide answers to those questions. Staged as an interactive online conference followed by a virtual B2B event with local Mozambican partners, this event will provide you with the opportunity to listen to various service providers, e-meet with potential local partners and service providers and to directly understand and assess the options.

Who Should Attend?

Manufacturers, traders, contractors, consultants and service providers.

Executives and senior managers responsible for export strategy and the internationalisation of their businesses, and / or international operations, are best suited to benefit.

What are the Outcomes?

- Attendees will walk away with a comprehensive understanding of the practical requirements for establishing a presence in Mozambique.
- Opportunity to engage one-on-one with potential Mozambican partners and service providers according to an individually tailored schedule.
- The workshop will be interactive and will include time for questions and discussions.

Cost of Registration

Africa House subscribers: R,3000 excluding VAT

South African based non-subscribers R3,750 excluding VAT

Companies headquartered in Mozambique US\$50

International participants US\$300

MULTIPLE REGISTRATION DISCOUNT

Companies registering 3 or more participants will receive a 10% discount

Click [here](#) to register

Format

The event will take place virtually. You will be sent a link to platform to attend the workshop. The B2B meetings will be individually scheduled. Each meeting will be 30 minutes in duration and you will be sent a meeting request to attend.

Programme

04 August 2020

- 08h45– 08h55 Virtual arrival of delegates and welcome by Africa House and Xpatweb
- 08h55 – 09h00 Welcome by President of the Pemba Chamber of Commerce
Liz Whitehouse: Managing Director *Africa House*
- 09h00– 09h30 Setting the Scene: The Mozambique LNG Opportunity and the need for Partnerships
Fáusio Mussá: Chief Economist, *Standard Bank – Mozambique* (confirmed)
National Institute of Petroleum – (to be confirmed)
- 09h30 – 10h15 Legal Services: Options for establishing a legal presence in Mozambique and the impact on Local Content Requirements (includes 10 min Q & A)
Speaker: Malaika Ribeiro: Managing Partner, *MXR Advogados & Associados – Sociedade Unipessoal, Lda* (confirmed)
- 10h15 – 11h00 Keynote speaker and panel discussion on Tax Compliance Services: Compliance Options and Repatriation of Profits (includes 10 min Q & A)
Speaker: Johnnie Kruger: Tax Attorney, *Tax Consulting SA* (confirmed)
Topic to be addressed: Corporate and Expat Tax Considerations
Panellist: Malaika Ribeiro: Managing Partner, *MXR Advogados & Associados – Sociedade Unipessoal, Lda* (confirmed)
- 11h00 – 11h15 *Comfort break*
- 11h15 – 12h00 Keynote speaker: Immigration Services: Options and pros and cons of different Work Permit options. (includes 20 min Q & A)
Speaker: Tarissa Wareley: Immigration Specialist, *Xpatweb* (confirmed)
Topics to be addressed: The impact of company set up on immigration
Layered processes of immigration
Concessions granted for oil & gas projects underway

12h00 – 13h00	<p>Panel discussion on Location Considerations: What are the considerations when clients have to decide on a location? Presentation on the pros and cons related to the cities of Maputo, Nacala, Pemba and Palma. What are my options in terms of buying or renting a property in Mozambique? (Includes 20 min Q & A)</p> <p>David Scheepers: CEO, <i>Capital Star Steel</i> (confirmed) Geoffrey White: CEO – Africa, <i>Agility Warehouse Business Park</i> (confirmed) Gregor Binkert: Board Member, <i>Beluluane Industrial Park</i> (confirmed) Wessel Stander, Business Development Manager, <i>Regis Mozambique</i> (confirmed)</p>
13h00 – 13h30	<i>Lunch</i>
13h30 – 14h30	<p>Panel discussion on Logistics Services: Given the security situation in Mozambique, what are the options in terms of moving people and goods to and from the North of Mozambique? (includes 10 min Q & A)</p> <p>Athol Emerton: Managing Director, <i>LBH Mozambique</i> (confirmed) Gustav Fouche: Sales and Marketing, <i>Reef Investmento (Pemba Bulk Terminal)</i> (confirmed)</p>
14h30 – 15h15	<p>Panel discussion on General Business Services: What options do companies have to employ local services providers for accounting, labour related services, training, and Local Content enhancement. (includes 10 min Q & A)</p> <p>Anicha Abdul: Managing Director, <i>EP Management Services</i> (confirmed) Chido Mhindurwa: HR Solutions, <i>EP Management Services</i> (confirmed) Karin Burgman: Managing Partner, <i>LOD Consulting</i> (confirmed)</p>
15h15 – 15h30	<i>Comfort Break</i>
15h30 – 16h15	<p>Panel Discussion on the Do's and Don'ts of doing business in Mozambique</p> <p>Jose Mendes: Vice President: Department of Mineral Resources, Hydrocarbons and Energy Policy, <i>Confederation of Economic Associations (CTA)</i> (confirmed) Karin Burgman: Managing Partner, <i>LOD Consulting</i> (confirmed)</p>
16h15 – 17h00	<p>Panel discussion with various government agencies.</p> <p>Office of the Governor of the Cabo Delgado Province (to be confirmed) Office of the Mayor Pemba (to be confirmed) Representative of the Immigration and Labour authorities. (to be confirmed)</p> <p><i>Wrap up and Closure</i></p>

05 August 2020

B2B Meetings with Mozambican Partners

08h00-17h00

This B2B conference will have the express aim of introducing Africa House clients from across the globe to potential local partners and/or service providers, focussing on the participation of established businesses that are in Palma, Pemba and Nacala. Africa House will schedule 30-minute one-on-one virtual business meetings with established Mozambican importers, distributors agents and business service providers operating in the region.



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