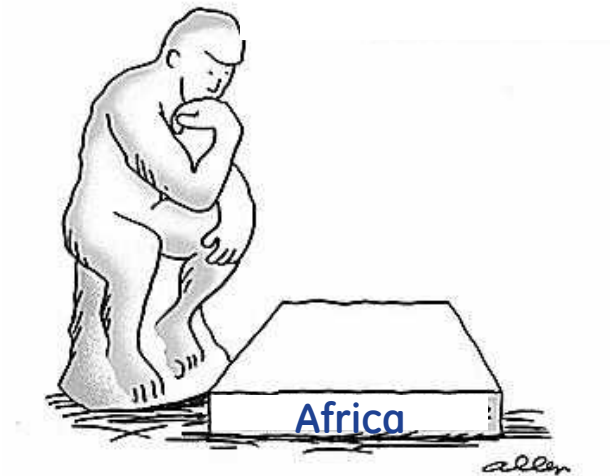


Much have been said on Africa:

- Problems of Africa
- How and where to obtain Financing
- The corruption in Africa
- Africa's Debt Trap
- Disappointing performance
- High population growth
- Poverty
- Education
- Opportunities in Africa. Etc.



THINKING OUTSIDE THE SQUARE

Developing Countries Vs. Developed Countries ("the neighbors")

- Why is it easy to secure Finance or Capital in the developed countries, while developing countries seems to struggle with this?
- FDI, stable currencies, free trade, transparent banking, privatization of state utilities, mitigating risk and other remedies has been tried before, BUT still we are having these discussions, WHY ?

Let's understand

THE REAL PROBLEM

- Inability to produce Capital;
- Trading Performance
- Education

How to create Capital

- **Fix the Economic Potential (asset)**
 - Virtual qualities and aspects vs. Physical or visual (security / collateral)
 - Assets (buildings/land/etc) need to lead this parallel life
- **Create and/or Integrate into one Information System**
 - No need for Investors / traders to travel.
 - They know opportunity exist, is available to create surplus value
- **Make people Accountable**
 - Appropriate legal system to manage, endorse and enforceable asset ownership
- **Make Assets Fungible**
 - Split assets into shares, which can be owned by different people
 - Asset Trap (physical, rigid non-fungible vs. creating higher value)
- **Networking People (rest of the world)**
 - Marketing /sharing information - how well things are working and how easily accessible / ease of transaction.
- **Protect Transaction**
 - Track and protect by public “record keeper” systems
 - This will create opportunity for insurance Co, appraisers, mortgage brokers, etc

Africa's trade structure and performance

- **Structure of developing country exports**
 - Currently more the 70% of these exports are manufactured goods
 - 2 decades ago primary commodities accounts for more than 75%
- **Africa hardly benefited from this boom (manufactured goods)**
 - Currently at 35% and increase only 10 percentage points over 2 decades
 - Africa share in world exports fell from 6% (1980) to 2,2% (2002)
 - Africa (more than any other developing region) is heavily dependant on primary commodity as source of exports
 - Africa share in world primary commodities exports decline compare to other developing regions
- **Reasons for Africa's poor performance**
 - Inability to tap into cheap finance and to secure much needed capital
 - Inefficient logistic systems (underdeveloped road & rail and ports)
 - Lack of enough skilled and experience people
- **Accept for certain pockets in Africa**
 - Africa is caught in downward spiral

Trading

Trade

Creating import / export opportunities
Propose & implement "Counter & trade"

Sourcing Services

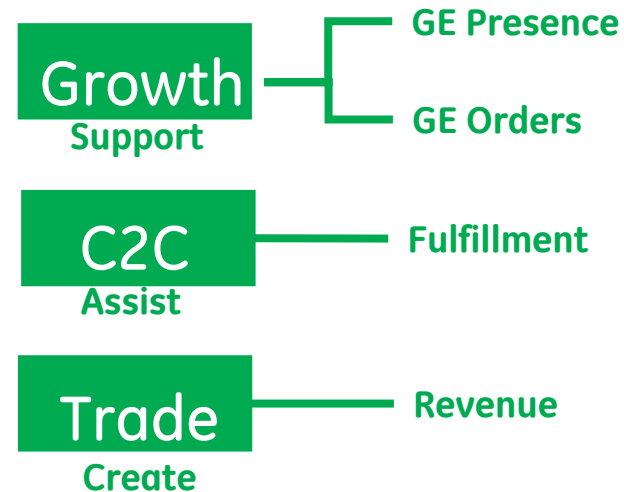
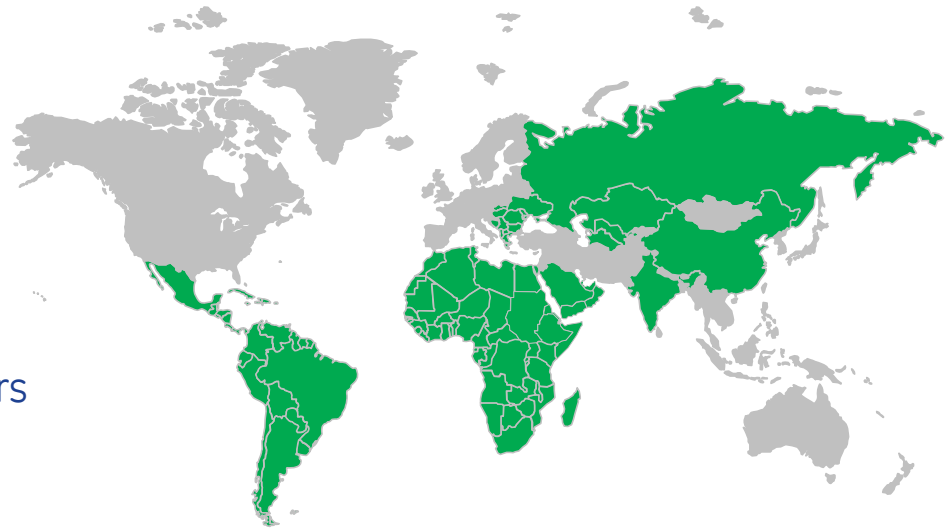
Critical material support to GE Businesses
Strategic Sourcing support for GE Customers

Offset Fulfillment

Required by various governments
Management, fulfillment of offset credits

Technology & Management Training

As element of GE business transaction



Corporate Council on Africa – Power forum

“Iq#lj kw#ri#J areda#F rp shw#wlrq/#
z kdw#p dnhv#F rxqwulhv#p ruh#
dwudfwlyh#k dq#k hlu#ghlj keruv#
iru#qz dug#qyhvwp hqw#dqg#
ghyharsp hqw#q#k h#srz hu#
vhfwruBõ

GE Energy

AES

Via Capital

GE Trading



imagination at work

