







**Regional Workshop**  
**Seizing the Low-carbon Investment Opportunity in Africa**

6-8 November 2013, Durban, South Africa

**Speakers Bionotes**

In order of appearance

	<p>Lester Bouah is Executive Manager at Trade and Investment KwaZulu-Natal (TIKZN) where he is Responsible for Export Development and Promotion which gives support to KZN exporting companies, aimed at broadening their markets and encourages new entrants to exporting, initiative boosting outputs capacity and generating employment attraction. Prior to this position he was manager for Investment Promotion at the Gauteng Economic Development Agency. Mr. Bouah holds a Master of Science (MSc) IPED, Investment Promotion and Economic Development from Napier University (South Africa)</p>
	<p>Russell Curtis leads the Durban Investment Promotion Authority within the Ethekwini Municipality. He is a Board Member of the Durban Chamber of Commerce &amp; Industry, and past Chairman of the Institute of Directors for KZN. He is also one of the Founding Board Members of the KZN Sustainable Energy Forum (KSEF). Previously he served on The Mercury Highroad Editorial Board, Independent Newspapers Group. On the international front, he was appointed by the United Nations to their Global Investment Advisory Council 2008/9. At present, he serves on the MCI/World Bank Expert Advisory Group on City Investment Promotion &amp; has jointly authored publications with this Group.</p> <p>Mr. Curtis holds a degree of Chartered Associate of the Institute of Bankers, having spent over 15 years in the Corporate Banking &amp; Financial Services industry, initially with First Investors Corp., USA, then on to FNB Corp. &amp; Nedbank Corp. in various Management positions.</p>
	<p>Paul Wessendorp is Chief of the Investment Promotion Section at UNCTAD. He is responsible for a global technical assistance programme aimed at strengthening national capacities to promote and facilitate foreign investment. This programme provides advisory services and training, and supports the exchange of best practices between investment promotion agencies (IPAs).</p> <p>Before joining UNCTAD, Mr. Wessendorp worked in the area of investment and economic development with the United Nations Centre on Transnational Corporations (UNCTC) in New York, the United Nations Development Programme (UNDP) in Nairobi, and the Netherlands Directorate General for International Cooperation (DGIS) in The Hague. He is an Economic Geographer and Development Planner and has an MSc from the University of Utrecht, The Netherlands.</p>

	<p>Jacob Dencik is a Senior Managing Consultant with IBM Strategy &amp; Transformation and has extensive experience advising cities, regions and countries on their economic development, investment promotion and marketing strategies, as well as numerous multinationals on their global operations and location strategies.</p> <p>Within IBM's Smarter Planet initiative, Mr. Dencik led the development of the Smarter Cities Assessment Tool and the subsequent implementation of assessments for more than 50 cities around the world. He is a recognized expert on competitiveness, FDI, sector/cluster analysis and innovation, and is frequently asked to speak on these topics. Jacob is a co-author of the book "The European Challenge: Innovation, Policy Learning and Social Cohesion in the Knowledge Based Economy" (Policy Press, 2005) and contributed to "Enhancing the Effectiveness of Innovation – New Roles for Key Players" (Edward Elgar. 2009). In addition, he has authored and co-authored multiple published research reports, including IBM's 'How Smart is Your City?'.</p>
	<p>Pumla Ncapayi is the Deputy Director General for Trade and Investment South Africa (DTI). Ms. Ncapayi joined DTI in 1998 and has served in a number of portfolios. Within DTI she has served as Deputy Director for Asia, a key partner in South Africa's economic relations. During this tenure, she has played a key role in policy developments including South Africa's position on India-Brazil-South Africa Dialogue Forum (IBSA). She was also instrumental in the bilateral negotiations with both India and China. She has served as a Director responsible for bilateral relations with Europe.</p> <p>In 2008 she joined Trade and Investment South Africa (TISA) as a Director for Export Promotion, where her main role was the development and implementation of South Africa's National Export Strategy. In 2011 Ms Ncapayi was appointed the Deputy Director General for Trade and Investment South Africa. Ms. Ncapayi holds a Bcom: Economics &amp; Business Management, a Diploma in Trade Law and Policy, a Postgraduate Diploma in Business Management.</p>
	<p>Christopher Mashigo is Business Development Executive Manager at the Coega Development Corporation. His career spans three continents with a combined working experience of over 20 years. He has held various engineering positions in the South African Automotive industry. He has since held a number of positions in business development, procurement and exports including that of Procurement Specialist in the USA and Business Excellence Specialist for Black Economic Empowerment.</p> <p>Mr. Mashigo attended the Wits Business School, University of South Africa School of Business Leadership, The Open University Business School (UK), TUKS Graduate School of Business, School of Project Management, Tshwane University of Technology and Mangosuthu University of Technology, obtaining qualifications in Business Administration; Financial Strategy; Creativity, Innovation and Change; Project Management and Mechanical Engineering, including an MBA.</p>



Trevor de Vries is Managing Director for Sub Saharan Africa for AEG Power Solutions/3W Power. He brings both business and technical expertise to his role of Managing Director of AEG Power Solutions/3W Power's Sub-Saharan operations. His more than 15 years of experience in both the IT and renewable energy fields spans the corporate, telecommunications, government and financial sectors of industry. As Managing Director of AEG Power Solutions for the SADC region, he is developing the South African and Sub-Saharan markets for industrial and renewable energy solutions.

Mr. De Vries' particular expertise in business development has seen him grow the revenue of a number of local subsidiaries of multinational corporations, including Compaq, Hewlett-Packard (HP), Spescom, Sybase, and AEG Power Solutions. His credentials include a number of management and business qualifications (MBA Renewables, IMM Marketing Management, PmP), as well as various technical diplomas (Electronic Engineering).



Celia Ortega Sotes is Economic Affairs Officer at the Division on Investment and Enterprise (UNCTAD). Her previous position was Senior Private Sector Development Specialist with the Investment Climate Advisory Services of the World Bank Group. Ms. Ortega-Sotes has over 15 years of experience in trade and investment promotion with a focus in the Sub-Saharan Africa region and Latin America and the Caribbean. She led the Global Investment Promotion Benchmarking (GIPB), which monitors the performance of investment promotion intermediaries in 189 countries in the facilitation of foreign investment. Prior to working for the World Bank Group she was the Executive Secretary of the World Association of Investment Promotion Agencies (WAIPA).

Ms. Ortega-Sotes is a financial and investment lawyer, who studied at the Graduate Institute of International Studies (GIIS) in Geneva (Switzerland), and the University of Salamanca (Spain).



Eduardo Aznar Zozaya is Business Development Director in the Spanish Renewable Energy Center (CENER). A chartered engineer, he holds a Master of Business Management and Marketing by the Public University of Navarre. His professional career developed first in the field of automotive industry, working as engineer in charge of the manufacturing process at TI Automotive and sales manager at MB Prints. In the energy sector, he has experience as logistics coordinator at ENUSA (National Uranium Company). In his current position at CENER, Mr. Aznar is in charge of promoting research projects and CENER international services, developing collaborations and partnerships, and stimulating participative creativity in new products.



Charles Ng is Associate Director-General of Investment Promotion at Invest Hong Kong (InvestHK). He heads up one of two divisions that is responsible for helping overseas and Mainland companies to establish or expand their business presence in Hong Kong. Mr. Ng has extensive experience in the private sector, having worked for companies in the manufacturing and trading sectors, as well as for multinationals in the financial services and banking sectors in Mauritius, Canada and Hong Kong.

Mr. Ng is a part-time lecturer at the University of Hong Kong's School of Professional and Continuing Education. He holds an MBA degree awarded jointly by the Business School of the Hong Kong University of Science and Technology and the Kellogg School of Management of Northwestern University.

	<p>Abigail Knox is the Sole Proprietor of Three Consulting and Manager of the KZN Sustainable Energy Forum (KSEF). KSEF serves as a platform for public and private stakeholders in the sustainable energy sector to identify opportunities, challenges and ultimately promote the sector. Abigail has watched the organization gain momentum, the membership grow and the sustainable energy sector in KZN emerge as a key area for job creation, emissions reduction and economic development.</p> <p>Ms. Knox was previously a consultant and researcher working in Cape Town for Idasa and the Energy Research Centre on the Electricity Governance Initiative, sponsored by the World Research Institute. Ms. Knox graduated with a MPhil in Energy Studies from UCT in 2010 after completing her BSocSci Hons in Political Sciences, Philosophy and Economics. Her undergraduate degree was obtained from UKZN, Howard College Campus.</p>
	<p>Han-koo Yeo is Senior Investment Policy Officer at the Investment Climate Department of the World Bank Group, where he works on the development of low-carbon zones, including the provision of legal frameworks to lower carbon footprint. Currently he is leading low-carbon industry projects in Bangladesh and Guatemala.</p> <p>Prior to joining the World Bank Group, Mr. Yeo served in the Korean Ministry of Trade, Industry and Energy as Director in charge of FDI, FTA and climate change. He holds an MBA/MPA from Harvard University and a BA from Seoul National University (South Korea).</p>
	<p>Ajeya Bandyopadhyay is a Senior Manager of Advisory Services of Ernst &amp; Young (India). He has a long experience in advising governments, multilateral and bilateral agencies and private companies on a wide range of strategic and policy related issues related to low carbon growth, energy security, energy efficiency, climate finance and sustainable value chain. He is a part of the global leadership team of the 'Climate Change &amp; Sustainability Services' group of EY and interacts with a wide network of individuals and agencies involved in solving climate change problems at a global scale. He has worked with corporate and governments in India, Bangladesh, Vietnam, Thailand, Singapore, Kenya, Middle East and Latin America.</p> <p>Mr. Bandyopadhyay is member of the National Working Group of Energy and Manufacturing of the Confederation of Indian Industries (CII) and the American Chamber of Commerce. He is a Chemical Engineer and has an MBA from the Indian Institute of Foreign Trade.</p>