

P R O G R A M S A N D S E R V I C E S

African business facilitators arrange meetings for CCA members with African businesses and political leaders

Promotion of CCA members' Africa operations, products and services

Advocacy in Africa for CCA members

Research services on demand to meet members' needs and requests

Working Groups on Angola, Equatorial Guinea, Nigeria and Libya. **Task forces** on agribusiness, HIV/AIDS and oil & gas

Business Forums on key commercial issues including agribusiness, HIV/AIDS, biotechnology, infrastructure, oil/energy, project finance, telecommunications and Nigeria

High profile events featuring African Heads of State/Government, ministers and senior U.S. government officials

Networking sessions provide members direct access to others in the field

Publications including

The Africa Journal: a bi-monthly publication featuring current Africa-specific economic, political and cultural information as well as CCA member news

Business and investment guides that are country-specific, region-specific and issue-focused

Annual Doing Business in Africa Books

AGOA Guide: a comprehensive resource for U.S. and African companies interested in trading under AGOA

South Africa Business to Business Newsletter & West Africa International Business Linkages Program Newsletter issued monthly

HIV/AIDS Initiative Newsletter issued quarterly

Members-only website with a CCA member contacts database; a searchable database of TradeLinks, business and trade opportunities in Africa; and African business news updated daily

Breakfast Forum Discussions with Administrative and Legislative officials

Trade missions to Libya, Mozambique and Angola

International business linkages through CCA's programs: West Africa International Business Linkages (WAIBL) and South African International Business Linkages (SAIBL)

Preferred status at CCA's biennial U.S.-Africa Business Summit, the premier gathering in the United States of business and government leaders who are united by their shared commitment to promoting trade and investment between the U.S. and Africa

Assistance establishing effective HIV/AIDS policies and programs for member companies in their African workplace



I N T E R N A T I O N A L B U S I N E S S L I N K A G E S P R O G R A M S

Funded by the United States Agency for International Development (USAID)

South African International Business Linkages (SAIBL)
www.saibl.com

SAIBL empowers business through trade and investment partnerships between historically disadvantaged South African small and medium enterprises and U.S. companies, South African corporations, and multinationals.

For historically disadvantaged South African companies, SAIBL offers training and business capacity support. SAIBL mentors growth-oriented enterprises to become locally and internationally competitive, and introduces them to new markets and buyers.

For U.S. companies, South African corporations, and multinationals, SAIBL identifies pre-screened South African partners and suppliers.

Recent Success Stories:

Yenza Manufacturing is one of South Africa's first historically disadvantaged enterprises to manufacture parts for the international automotive industry and supplies components to three auto giants -DaimlerChrysler, General Motors, and Volkswagen. SAIBL helped Yenza develop its quality management system and funded training and travel to overseas trade shows.

KPL Aluminum and Die Casting is a woman-owned manufacturer of bathroom accessories, refrigerator hinges and automotive spindles and ferrules. SAIBL helped KPL win a \$1.25 million contract by providing assistance in obtaining ISO 9002 certification.

West Africa International Business Linkages (WAIBL)
www.ccawaibl.org

WAIBL fosters commercial relationships between U.S. and West African businesses. The program works to facilitate export/import transactions, joint ventures and strategic alliances between companies. WAIBL sponsors sector specific business forums in the U.S. and West Africa. To date, WAIBL has helped generate more than \$150 million worth of U.S.-West African transactions.

Recent Success Stories:

WAIBL helped Houston-based **TransAtlantic Corporation** partner with La Messagerie Centrale, a Cameroonian company seeking to purchase buses for public transportation in Cameroon. The resulting transaction, completed in November 2004, was worth over \$2 million and supports the purchasing and acquisition of 8 buses from the United States. The two companies are now working on subsequent transactions and TransAtlantic Corporation is pursuing further business in other African countries.

Through a WAIBL linkage, Nigeria-based **OK Computers** and Total Services Solutions (TSS), a Maryland-based technological services firm, launched a hi-tech Community Resource Center in Abuja, Nigeria. The center provides Nigerians access to the Internet and other technology resources. TSS and OK Computers are planning to develop 5 more centers across the country. Within the project's scope, OK Computers needed equipment to furnish the centers. WAIBL introduced OK Computers to Laptop Dogs, a U.S. supplier of used and refurbished IT equipment who has now been filling orders for OK Computers for over a year and will continue to provide equipment as more centers open.

Phillip de St. Aubin
The Boeing Company

Larry Bailey
LDB Consulting

Tom Barry
Zephyr Investment Fund

Marjorie Chorlins
Motorola

Harold Doley
Doley Securities

Neil Duffin
Exxon Mobil Corporation

Jack Edlow
Edlow Resources Limited

Frank Fountain
DaimlerChrysler

Thomas Gibian
EMP Investment Fund

Steve Guidry
Marathon Oil Company

Bill Guyton
World Cocoa Foundation

Stephen Hayes
Corporate Council on Africa

Walter Kansteiner
The Scowcroft Group

Ms. Barbara Keating
Computer Frontiers

Frank Kennedy
HSBC Equator

George Kirkland
ChevronTexaco Overseas
Petroleum

Desi Lopez-Fafie
Oracle African Operations

Carl Masters
GoodWorks International

Henry McGee
ConocoPhillips

John Noel
The Noel Group

George Otchere
Science Applications
International Corporation

Sebastian Parades
CitiGroup

Tim Richards
General Electric

David Stark
Stark and Associates

Jerry Steiner
Monsanto International

Jeffrey Sturchio
Merck

Maurice Tempelsman
Lazare Kaplan International Inc.

Terra Thomas
HRDI

JC Watts
JC Watts Companies

Stephen Witort
3M

Van Yeutter
Cargill Grain Company

Earl Young
JR Boulle & Company

THE CORPORATE COUNCIL ON AFRICA MEMBERS

3e
3M
ABB Vetco Gray
Abbott Laboratories
Academy for Educational Development
Access Bank Plc
ACDI/VOCA
Acrow Corporation
African Wildlife Foundation
Africare
AllAfrica Global Media
Allied International Marketing Corp.
Amerada Hess Corporation
American Global Data Exchange
Corp. (AGDE Corp.)
American Petroleum Institute
American Soybean Association
American Worldwide Inc.
Anadarko Petroleum Corporation
Archer Daniels Midland Company
Baker & Hostetler LLP
Banro Corporation
Barron-Birrell, Inc.
BearingPoint
BKSH & Associates
Black Enterprise Magazine
Black & Veatch
Boeing Company
Booz Allen Hamilton
C/R International
Cameron Division of Cooper
Cameron Corporation
Cargill Inc.
Carrernation.com
Caterpillar Incorporated
Chemonics
ChevronTexaco
CHF International
Cinergy Global Power - Africa Ltd.
Citigroup Inc.
Cohen & Woods International, Inc.
Computer Frontiers Inc.
ConocoPhillips
DaimlerChrysler AG

De Villers Inc.
Development Alternatives, Inc.
Devon Energy
Dikembe Mutombo Foundation
Doley Securities, Inc.
Edlow Resources Limited
Emerging Markets Partnership
Enviromental Remediation Holding
Corp. (ERHC)
Ethiopian Airlines
Evergreen Helicopter, Inc.
Exxon Mobil Corporation
Fayus Enterprises
Fluor Daniel, Inc.
Futures Group
GAPCO
General Electric Company
General Motors
George Forrest International
Global Industries Ltd.
Goldwyn International Strategies
Good Governance Africa
GoodWorks International
Grupo-Valentim Amoes
G-Solutions Inc.
Halliburton
Harris Corporation
HSBC Equator
Huges Capitol management
Human Resources Development
Institute, Inc.
IBM
IDEAS Inc.
Institute of Human Virology (IHV)
Intels Group
International Business Initiatives (IBI)
International Community Development
Company (ICDC)
International Development Enterprises
International Truck and Engine
Corporation
J.D. Stark & Associates
Jean-Raymond Boulle Corporations
Johnson & Johnson

JurisAIDS
Kenya Airlines
Kerr-McGee Oil & Gas Company
KHAFA Engineering
Kosmos Energy
KRA Corporation
Kroll
Law Offices of Ade Awojobi
Lazare Kaplan International Inc.
LDB Consulting, Inc.
Leader One Inc.
Lehman Brothers
Madagascar World Radio
Magana Flowers (K) Ltd.
Management Systems International
(MSI)
Manatt.Phelps & Phillips
Manchester Trade/CTD America
M&T Bank
Marathon Oil Company
Marriott International Inc.
May Farms
McDermott Inc.
Merck & Co., Inc.
Meticulous Tours
Metrica, Inc.
Microsoft
Missouri Office of International
Marketing
MITC Unvestmentos, SARL
Monsanto Company
Motorola
Moving Water Industries Corporation
MPRI
National Alliance of Black School
Educators
Nationwide Equipment Company
Noble Energy
Noel Group
O'Meavery & Myers LLP
Oracle
Pan African Capital Group, LLC
Panapress
Pegasus Energy c/o The Ballard Group

PennWell Corporation
Pfizer, Inc.
Placer Dome
Prince George's County Economic
Development Corporation
Project HOPE
Qualcomm
Raytheon Company
ResourceLinc.Com
Rwanda Investment Promotion Agency
SAIC
Samuels International Associates, Inc.
Schaffer AfricaGlobal Group
Seacor Smit Inc.
Shell Int'l Exploration and
Production Inc.
Sherman & Sterling LLP
South African Airways
Standard Bank
Standard Construction Ltd.
Starbucks Coffee Company
Structured Credit International
Corporation
Sunoco, Inc.
TCC Group
Technoserve
The African Investment Corp.
The Coca-Cola Company
The Fermoy Group
The Liberia Group
The Scowcroft Group
The Washington Post
The Whitaker Group
ThirdWave Networks Holding, Inc.
Trade & Investment Corporation for
Africa, Inc.
TrendTV
United Bank for Africa Plc
Vanco
ViaSat
Worcester Polytechnic Institute
World Alliances, Inc.
World Cocoa Foundation
Zephyr Management L.P.

THE CORPORATE COUNCIL ON

AFRICA

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www.africacncl.org



A world map is centered on the Atlantic Ocean, with the continents of North America, South America, Europe, Africa, Asia, and Australia visible. The map is rendered in a dark gray color against a black background. The continent of Africa is highlighted in a bright white color, making it stand out from the rest of the map.

T H E C O R P O R A T E C O U N C I L O N A F R I C A

A T T R A C T I N G T H E W O R L D T O A F R I C A

THE CORPORATE COUNCIL ON

AFRICA

WWW.AFRICACNCL.ORG

A small, stylized map of the African continent is positioned to the right of the text "WWW.AFRICACNCL.ORG". It is rendered in a light gray color, matching the text above it.

T H E C O R P O R A T E C O U N C I L O N A F R I C A

Corporate Council on Africa (CCA) members represent nearly 85 percent of total U.S. private sector investment in Africa. Since 1993, CCA has been the leading American organization dedicated to enhancing trade and investment relations between the United States and the 53 countries of Africa.

CCA is your bridge to the latest business opportunities in Africa. As your chief source of continuous information on business across the African continent, CCA provides U.S. and African business networks, trade and investment opportunities and the promotion of your business operations in Africa. We invite you to join us and benefit from services and programs that are as diverse as our membership.



T H E F I V E P R I O R I T I E S O F C C A

CCA membership:

- CCA is committed to serving its members through an array of programs and services (see opposite page for details)

Building Partnerships

- South African International Business Linkages (SAIBL) Program
- West Africa International Business Linkages (WAIBL) Program
- American & African Business Women's Alliance (AABWA)
- Hosts the biennial *U.S.-Africa Business Summit*

Financing

- The Financing and Capital Flows Task Force, established in 2003, is comprised of CCA members who meet regularly to establish and execute goals designed to increase and diversify capital flows to Africa
- CCA hosts several conferences and forums throughout the year, bringing together leaders from the U.S. and African public and private sectors as well as multilateral institutions; the events facilitate discussion and clarify key issues and strategies for increasing investment in Africa

HIV/AIDS in Africa

- Formed in 2003, the CCA HIV/AIDS Initiative is funded by The Bill and Melinda Gates Foundation and other public and corporate donors. This program brokers partnerships for CCA members with a variety of resource partners to increase U.S. private sector support for the fight against HIV/AIDS in Africa
- HIV/AIDS Task Force—a coalition convened to analyze and determine how U.S. companies can best address the HIV/AIDS crisis in sub-Saharan Africa

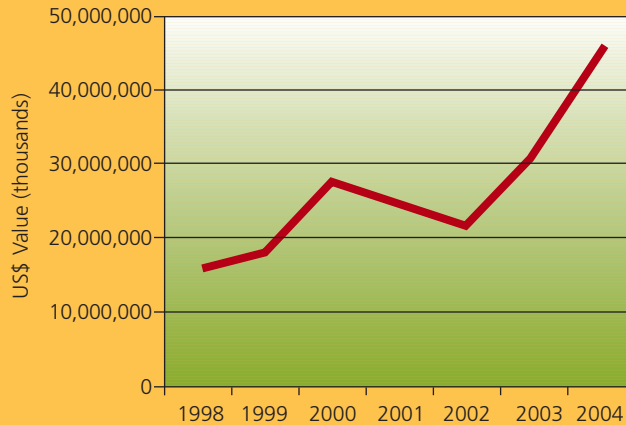
U.S.-Africa Trade Legislation

- Comprehensive guide on how to utilize AGOA
- Co-chair of the 2005 Private Sector Session of the U.S. and Africa Trade and Cooperation Forum (AGOA Forum) in Dakar, Senegal

W H Y A F R I C A ?

- Increased performance and liquidity in African capital markets. In 2003, African capital markets collectively recorded the highest rates of return (\$US terms) globally. Ghana led the world exchanges in returning over 144%.
- The economies of over fifteen countries, including Uganda, Ethiopia, Botswana and Burkina Faso, have grown on average more than 5% per annum since the mid-1990s.
- Market reforms in a number of African countries have increased the continent's competitive potential. Young entrepreneurs are taking advantage of market friendly environments building and diversifying trade and investment opportunities.

U.S. Imports from Africa



- In March 2005, Madagascar was the first African country to have a Compact approved by the Millennium Challenge Corporation. The nearly \$110 million, four-year Compact aims to reduce poverty through economic growth, focusing on three areas: property rights, the financial sector, and agribusiness.
- In 2004, AGOA imports (including GSP) totaled \$26.6 billion, up 88%. Non-oil AGOA imports totaled \$3.5 billion, up 22%.
- Four out of every five new consumers now come from the developing world. In 2002, U.S. exports to Sub-Saharan Africa were 46% greater than those to the former Soviet republics (Russia included), 47% greater than to India and nearly twice that to Eastern Europe.

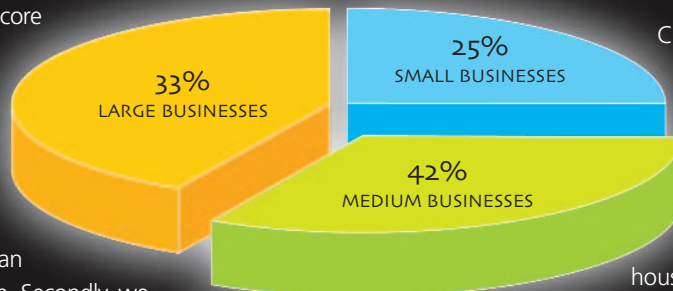


W H Y C C A ?

CCA membership ranges from individually owned businesses to large multinational corporations.
CCA members are: 25% Small Businesses 42% Medium Businesses 33% Large Businesses

"Cargill is a proud member of CCA for two core reasons. First, because of the value that the organization can bring to our business interests in Africa. Whether it be events that provide an opportunity to talk about critical issues with key African decision-makers or specialized support from the CCA staff, we feel that the "returns" of CCA have more than covered our "investment" in the organization. Secondly, we appreciate the broader efforts that CCA is making to support the African continent in addressing a number of the serious challenges it faces such as HIV/AIDS, financing, trade, and good governance."

— Van Yeutter, Director, International Business Development, Cargill Inc.



CCA Membership was one of the best decisions Fermoy ever made. The hands on service and expertise of the staff, coupled with their genuine willingness to make us successful in our efforts to deliver affordable housing to Africa made all the difference for us. The networking opportunities membership in CCA provides are second to none, allowing a small business like Fermoy unparalleled access to the highest level of African leadership in government and business.

— Michael P. Murphy, CEO Fermoy Group, LLC

M E M B E R S H I P

A P P L I C A T I O N

Name of Company: _____

The following individual is designated as the contact person:

Name: _____

Title: _____

Address: _____

City: _____ State: _____

Zip: _____

Country: _____

Phone: _____

Fax: _____

Email: _____

Company Web Site: _____

President or CEO: _____

To assist each Member in its U.S.-Africa business relationship, The Corporate Council on Africa requests that you complete the following information. This knowledge enables CCA to better meet the needs of its members, not only in terms of detailed program planning, but also in guiding the evolution of this dynamic organization. (Please attach additional information if necessary.)

Description of Company and its Products/Services for Membership Directory:

Number of Employees: ☐ 1-10 ☐ 11-50 ☐ 51-100
☐ 101-200 ☐ 201+

Which of the following Corporate Council on Africa Policy Working Groups would you like to belong?

☐ Angola ☐ Equatorial Guinea ☐ Libya ☐ Nigeria

To which of the following Corporate Council on Africa Task Forces would you like to belong?

☐ Agribusiness ☐ Financing ☐ HIV/AIDS

How many years of experience in Africa does your company have?

☐ None ☐ 1-5 years ☐ 6-15 years ☐ 15 years +

Please list the countries in which you are currently operating:

In which African countries are you most interested?

How can The Corporate Council on Africa help your company's efforts in doing business with the African market?

How did you hear about The Corporate Council on Africa?

- ☐ CCA member ☐ CCA conference ☐ CCA website
☐ CCA publication
☐ Advertisement with other organization (please specify)

☐ Other (please specify)**Membership Fees**

- ☐ Small business (\$6 million gross revenue per year or less) **\$3,000**
☐ Medium business (\$6-\$500 million gross revenue per year) **\$5,000**
☐ Large business (above \$500 million gross revenue per year) **\$10,000**

Annual Membership Dues may be paid to The Corporate Council on Africa by Credit Card or Check.

☐ **Credit Card**☐ Visa ☐ MasterCard ☐ American Express

Card Holder Name: _____

Card Number: _____

Exp: _____

Signature: _____

☐ **Check**

Check Number: _____

(Signature) _____

(Title) _____

(Date) _____

Please Return to:

The Corporate Council on Africa, 1100 17th Street, N.W., Suite 1100, Washington, D.C. 20036 • Tel: (202) 835-1115 • Fax: (202) 835-1117