



NOW IS THE TIME TO
INVEST IN AFRICA

THE CORPORATE COUNCIL ON
AFRICA
WWW.AFRICACNCL.ORG

ABOUT THE CORPORATE COUNCIL ON AFRICA



The Corporate Council on Africa (CCA) is a nonprofit, membership-based organization established in 1993 to promote business and investment between the United States and the nations of Africa. CCA is the premier American organization devoted to U.S.-Africa business relations and includes as members more than 180 companies, which represent nearly 85 percent of total U.S. private sector investments in Africa. CCA's members range from America's smallest to largest corporations. They represent a diverse pool of industries from more than 20 key sectors, including agribusiness, energy, infrastructure, security, power, healthcare, telecommunications and finance.



The Corporate Council on Africa is a leading source of the most up-to-date information on business across Africa. We work closely with governments, multilateral groups and businesses to improve the continent's trade and investment climate, and to raise Africa's profile in the U.S. business community. Most importantly, we work with our member companies to help them increase their investment in and trade with the nations of Africa. CCA accomplishes these goals through a number of sector- and country-specific working groups, initiatives, research areas, forums, conferences and advocacy programs.

The U.S.-Africa Business Center

The U.S.-Africa Business Center (USABC) is a program at The Corporate Council on Africa funded by the U.S. Agency for International Development. USABC works to increase two-way trade and investment between the United States and sub-Saharan African economies, with a focus on small- and medium-size enterprises (SMEs), as well as larger corporations. USABC places special emphasis on promoting American investments in Africa's strategic agricultural value chains. Target countries for USABC include Ethiopia, Ghana, Kenya, Nigeria and South Africa. Unlike other initiatives, USABC identifies both reliable African partners for U.S. firms seeking to market products and services in Africa and U.S. buyers for African firms wishing to sell to the United States through the African Growth and Opportunities Act (AGOA).

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“Global executives and investors cannot afford to ignore the continent’s immense potential. Today the rate of return on foreign investment in Africa is higher than any other developing region.”

— McKinsey Global Institute

NOW IS THE TIME TO INVEST IN AFRICA

Africa Today

335 million

Number of African middle class households with discretionary income

\$860 billion

Africa’s consumer spending power

316 million

Number of mobile phone subscribers in Africa

\$430 billion

Production value of Africa’s oil, gas and mineral sectors

\$280 billion

Value of Africa’s agricultural output

\$45 billion

Annual investment in infrastructure development and maintenance

Africa Tomorrow

1.1 billion

\$1.4 trillion

850 million

\$540 billion

\$880 billion

\$93 billion

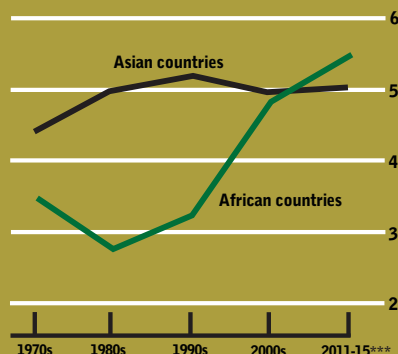
Sources: African Development Bank, McKinsey Global Institute, Wall Street Journal

World’s ten fastest-growing economies* Annual average GDP growth, %

2001-2010**		2011-2015***	
Angola	11.1	China	9.5
China	10.5	India	8.2
Myanmar	10.3	Ethiopia	8.1
Nigeria	8.9	Mozambique	7.7
Ethiopia	8.4	Tanzania	7.2
Kazakhstan	8.2	Vietnam	7.2
Chad	7.9	Congo	7.0
Mozambique	7.9	Ghana	7.0
Cambodia	7.7	Zambia	6.9
Rwanda	7.6	Nigeria	6.8

Sources: The Economist; IMF

GDP growth, unweighted annual average, %



* Excluding countries with less than 10m population and Iraq and Afghanistan **2010 Estimate ***Forecast

An analysis by The Economist in January 2011 found that Africa continues to be home to at least half of the world’s fastest growing economies. Over the next five years, Africa is set to take the lead with seven of the world’s top ten, outpacing even Asia.

*"CCA helps us open doors.
They give sound advice and wise council."*

— Jeffrey Morgan, Mars Inc.

JOIN CCA TODAY

Now is the time for American companies to invest in Africa. Let CCA be the bridge between your business and a new world of investment and opportunity in Africa.

For more information on joining CCA, contact memberservices@africacncl.org or 202.835.1115.

"To have success in doing business in different parts of the world, you have to be successful in knowing how to conduct that business in ways that are specific to the demands of where you are. I can think of few resources that are more valuable than CCA in strengthening your capacity to conduct business in Africa."

— Luddy Hayden, Chevron Corporation



"The Corporate Council on Africa has been instrumental in providing support for Caterpillar's Africa operations. Our membership in CCA has given us a competitive advantage when presenting proposals to African governments. CCA's leadership has advocated on our behalf, assisting us to secure key contracts."

— D. Scott Phipps, Caterpillar Incorporated

ANNUAL MEMBERSHIP FEES

- ▶ **Small companies** (\$6 million gross revenue per year or less) – \$5,000
- ▶ **Medium companies** (\$6-\$500 million gross revenue per year) – \$10,000
- ▶ **Large companies** (more than \$500 million gross revenue per year) – \$25,000

MEMBER BENEFITS

The Corporate Council on Africa is your bridge to conducting successful business in Africa. CCA provides member companies with a continuous stream of trade and investment opportunities from across the African continent, multiple forums for networking and exchanging information and ideas with other CCA members doing business in Africa and valuable access to key U.S. and African business and government leaders.

CCA members receive the following benefits:

- ▶ **Access to more than 100 CCA-organized meetings per year** with African business and political leaders and U.S. government officials. These exclusive events provide a venue for key business leaders, U.S. and African government officials and policy experts to brief CCA members on timely issues affecting the U.S.-Africa relationship, as well as valuable networking opportunities.
- ▶ **Invitations to high-profile events featuring African leaders**, including heads of state and government ministers, as well as senior U.S. government officials. This allows you to gain insights on economic conditions and other issues affecting business in Africa.
- ▶ **The latest information on trade and investment in Africa**, as well as the promotion of CCA member operations and services, including our annual investment guide, a monthly Africa e-journal publication and CCA's Daily News Clips.
- ▶ **On-demand research services** by CCA staff to meet your business intelligence needs, including access to CCA staff based in Ethiopia, Nigeria and South Africa.
- ▶ **Networking sessions with fellow members** to benefit from their experiences doing business in Africa.
- ▶ **Access to members-only information** on the CCA website, including a database of fellow CCA members, African governments and embassies, nongovernmental organizations, key U.S. government officials, media and CCA-produced twice-monthly analyses of promising business sectors in Africa.
- ▶ **Free posting of company news releases** on CCA's website and in the Daily News Clips publication.
- ▶ **Discounted rates for major CCA conferences and the biennial U.S.-Africa Business Summit.** These unique events bring together more private sector and government representatives from the United States and Africa to discuss investment in key sectors, including agribusiness, infrastructure, power and energy, security, goods and services, and healthcare.
- ▶ **Recognition among peer organizations in both the U.S. and Africa as a company that is actively committed to doing business in Africa.**

MEMBERS OF THE CORPORATE COUNCIL ON AFRICA

Abt Associates, Inc.	Ethiopian Airlines	Oceus Networks
ACDI/VOCA	Eurasia Group	Odoi Associates, Inc.
Acrow Corporation	Evergreen International Aviation	OpenSkies
Advanced African Solutions	Export Trading Company, USA	Oracle Corporation
AECOM	Exxon Mobil Corporation	Pacific Architects and Engineers, Inc.
AES Corporation	FHI 360	Pan African Capital Group, LLC
Africa Atlantic	Fayus, Inc.	Pfizer
Africa Harvest	Firestone Natural Rubber Company, LLC	Pioneer Hi-Bred International
African Investment Corp.	Freeport-McMoRan Copper & Gold, Inc.	Polsinelli Shalton Flanigan and Suelthaus
African Leadership Development Council	General Electric Company	PricewaterhouseCoopers, LLP
Afri-Tech Group, LLC	Good Works International	Procter & Gamble
Agility	GrainPro, Inc.	Project Development International
AllAfrica Global Media	GreenbergTraurig	Project HOPE
American Cancer Society	Groupe Jeune Afrique	Providence – Critical Infrastructure Protection
Anadarko Petroleum Corporation	Hess Corporation	Raytheon
APCO Worldwide	Hightowers Petroleum Company	REED Incorporated
Atlantean, LLC	Hyperdynamics Corporation	RTT
Baird's U.S., LLC	IAP Worldwide Services	Ryberg & Smith, LLP
Baker & McKenzie	International Conservation Caucus Foundation	Samuels International Associates, Inc.
Baker Hostetler, LLP	International Executive Service Corps	Schaffer Global Group
Black Rhino Group	International Relief and Development	Schiff Hardin, LLP
Black & Veatch	ISOA	Schneidman & Associates, International
Bloomberg	Jean-Raymond Boulle Corporations	SEACOM
Bode Technology Group, Inc.	Jefferson Waterman International	Shell
Bollere Group	JHPIEGO	Sithe Global
BroadReach Healthcare	John Deere	SOC
Buchanan Renewable Energies, Inc.	KEMET Corporation	South African Airways
CAMAC International	Kenya Airways	Standard Bank Group, Ltd.
Capitol Office Solutions	KJAER Group	Star Building Systems
Cardno Emerging Markets USA, Ltd.	Kosmos Energy	Structured Credit International
Caterpillar, Inc.	KRL International, LLC	Sunoco, Inc.
Chevron Corporation	L-1 Identity Solutions	Sunrock Institute
CHF International	L-3 MPRI	Symbion Power
CNA Corporation	Lazare Kaplan International, Inc.	Tetra Tech, Inc.
CNFA	LDB Consulting	The Africa Channel
Cohen & Woods International, Inc.	Lockheed Martin	The Boeing Company
Colgate-Palmolive	LONRHO	The Coca Cola Company
Commerce Ghana, LLC	Lynn University	The Liberia Company
Computer Frontiers, Inc.	M&T Bank	The Whitaker Group
Cummins, Inc.	Manchester Trade/CTD America	Toll Remote Logistics
Danya International	Marathon Oil Company	TransFarmAfrica
De Villiers, Inc.	Mars, Incorporated	United Bank for Africa Plc.
Development Alternatives, Inc.	McLarty Associates	Universal Leaf Tobacco Company
Development Finance International	Medtronic	Vanco Exploration Company
Dewey & LeBoeuf, LLP	Microsoft Corporation	Veracity Worldwide, LLC
DynCorp International	Minority Business Development Agency	ViaSat
Dynotec, Inc.	MITC Investimentos Lda.	Walmart
EAI Information System	Morrell Agro Industries, PLC	WambiaCapital
Eleqtra	Moving Water Industries Corp.	Whitney, Bradley & Brown, Inc.
Emerging Capital Partners	Nathan Associates, Inc.	World Cocoa Foundation
Emerging Markets Group	National 4-H Council	XeoHealth
EOD Technology, Inc.	Noble Energy, Inc.	Zephyr Management
ERHC Energy, Inc.	Novel Commodities	
Eskom	Novus International, Inc.	
Essex Construction		

