



KACEL CONSULTING

CONSEIL - AUDIT - FORMATION

« **In ' Tech** » Forum 2024
(Innovations and Technologies)





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01.

PRESENTATION OF THE FIRM





1.1 GENERAL PRESENTATION OF KACEL CONSULTING

KACEL CONSULTING is a firm, created in 2018, specialised in consultancy, audit and training in financial accounting, taxes, social, operational and strategic aspects of organisations.

Our structure works with you to meet the challenges and issues of corporate strategy, management and finance in order to provide you with added value.

Our support enables you to meet the legal, regulatory and market requirements necessary for your development.

We work alongside you to identify, exploit, analyse and produce financial and non-financial data that is useful to you and your stakeholders.

Kacel consulting is a firm made up of consultants via its network of multidisciplinary expert partners.



1.2 OUR EXPERTISE: CONSULTING



☐ Support in attracting investors

☐ Sectoral studies

☐ Accounting, tax and social support

☐ Implementation of accounting and financial procedures

☐ Implementation of decision-making tools



☐ Assessment and implementation of internal controls

☐ Company valuation/Due diligence

☐ Project management and change management

☐ Strategy/ Corporate finance/ Search for financing

☐ Wealth management





1.3 OUR EXPERTISE: AUDIT

Governance audit

Organisational
audit

Acquisition audit

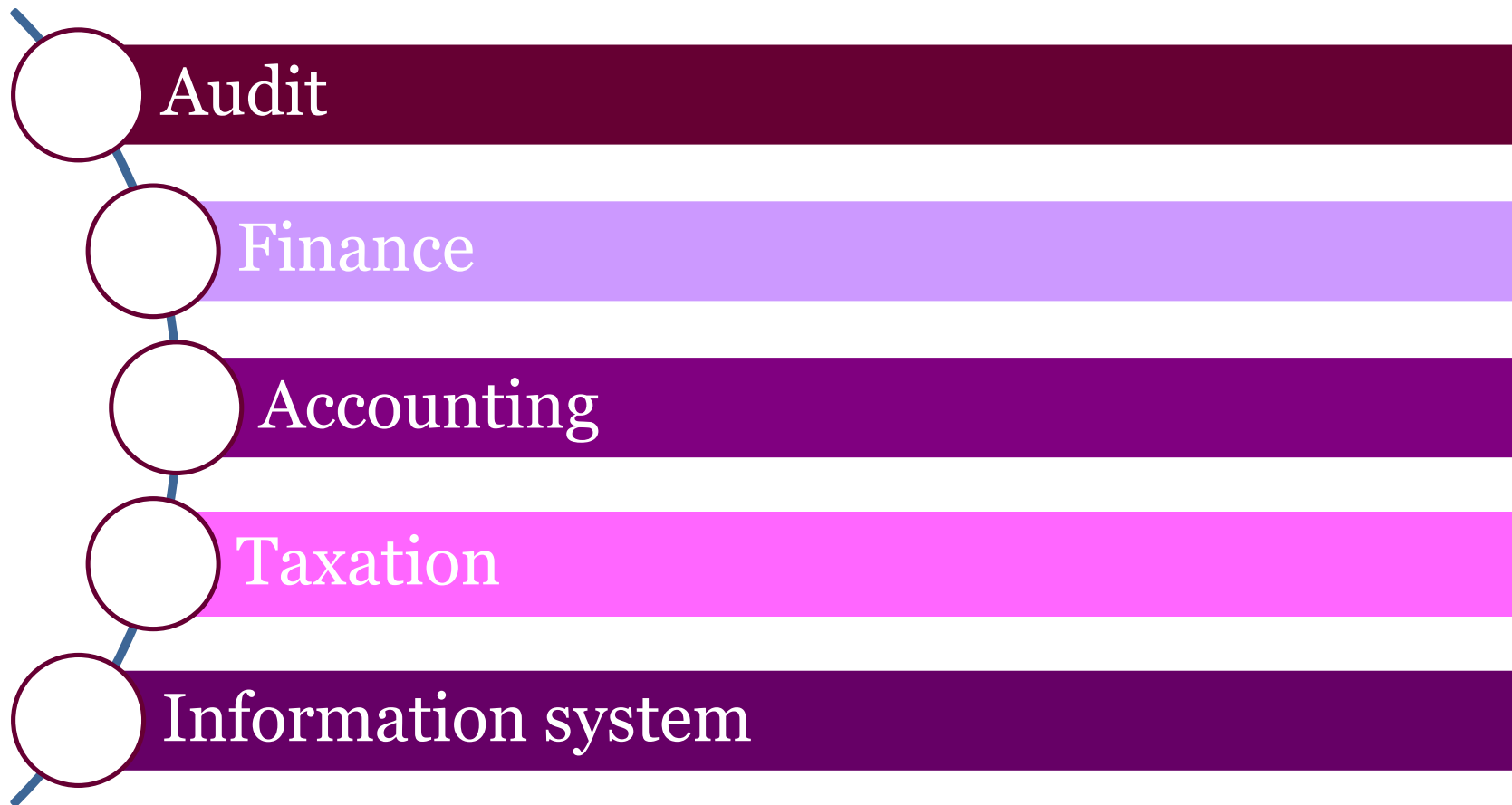
Accounting and
financial audit

Asset audit

Audit of
information
system



1.4 OUR EXPERTISE: TRAINING





02.

Highlights





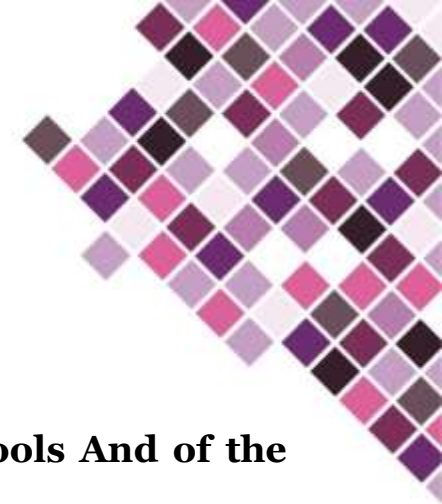
2. HIGHLIGHTS OF THERE FIRST EDITION OF THE IN'TECH FORUM

The first edition of the In'Tech Forum will be held on December 5, 2024, at the Noom Hotel in Abidjan Plateau and on December 6, 2024, at the CRRAE-UMOA in Abidjan Plateau, marking a significant milestone in the promotion of innovation and technology in Côte d'Ivoire.

Organized by KACEL CONSULTING, a firm specializing in Auditing, Consulting, and Training, the event was conducted with the support of the Ministry of Digital Transition and Digitization, and under the patronage of Mr. Jean-Luc Konan, founder and CEO of the COFINA Group / Principal Concessionaire and President of the Neemba Group. In addition to participants from Côte d'Ivoire, we benefited from the presence and contribution of nationals from Togo and Ghana, who shared experiences and provided relevant analyses on each of the themes through the Economic Policy Analysis Unit of Cires (CAPEC). This event brought together nearly 200 participants, including investors, financial institutions, business leaders, entrepreneurs, startups, experts, students, school leaders, the Ministry of Digital Transition and Digitization, and the Ministry of Technical Education, Vocational Training, and Apprenticeships, around the main theme:

"What are the determining factors for optimizing investments in innovations and technologies for sustainable development in Côte d'Ivoire?"

The forum aimed to highlight promising sectors of the ivorian economy, present investment opportunities related to innovations and technologies, promote local startups, encourage exchanges between innovation stakeholders, and facilitate partnerships between local businesses and foreign investors.



2. HIGHLIGHTS OF THE FIRST EDITION OF THE IN'TECH FORUM

A few points strong of the event :

- ❑ close of 200 Participants of which of the startups, of the companies, of the investors, of the schools And of the institutions ;
- ❑ three country : Côte d' Ivoire, Ghana And Togo ;
- ❑ seven(7) panels approaching seven (7) areas : Centers of Innovation, Digital, Financing, Agro-industry, Tourism, Building & civil engineering sector, Culture and Education ;
- ❑ partnerships materialized;
- ❑ new module of training integrated In a school following At forum ;
- ❑ Institutional support : Ministry for Digital Transition and Digitalisation, Ministry of Technical Education and Vocational Training and Apprenticeship ;
- ❑ sponsorship : M. Jean Luc KONAN Chairman and CEO of COFINA Groupe and NEEMBA ;
- ❑ sponsors : HUAWEI, 2IAE School, SCFS, Orange Bank, LGL Consulting USA, Best Africa ;
- ❑ partners : CAPEC, Band Cofina, MDF Ghana, Ghana Innovation HUB, SIFCA, COTECNA, Hotel Sarakawa Lome, Hotel Ebony Lome, CI20, Nour Voice, Angel Pascal, Korlilnk, Agiloya Africa, End of Her, Agosoft, Kowri Ghana, Finass Consulting, MDT Concept architecture, Booz Academy, Bedroom of Trade, MPME, CIPME, FIPME.



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03.

SUMMARY OF THE SEVEN PANELS





PANEL 1: CENTER OF INNOVATION

Theme: How the centers of innovations should they operationalize the ideas innovative for answer to needs of the population?



Mr. Armand Thierry MESSOU
CEO ATM Advice

Moderator



Mr. Richard YEBOAH
Executive director of
MDF and project
director of innovation
center of Ghana

Panelist



Mr. Kounandi Stephane COULIBALY
Director of innovation startups And of
sector private at the ministry of there
transition digital and digitalization

Panelist



Mr. Yann Gabriel N'ZI
Technical director of VITIB

Panelist



3. SUMMARY OF THE PANELS

□ *Summary*

Côte d'Ivoire has of a park technological, the Village of the Technologies of Information And of the Biotechnology (VITIB) who acts as a center techno-economic with area frank (ZBTIC) benefiting of exemptions customs and financial for attract businesses and sustain innovation. This area extends on 624 hectares and has a positioning strategic next to the airport, next to the port and one the transnational Abidjan-Lagos. It currently has 100 companies, an incubator of 12 startups and an administrative department to support companies.

By elsewhere, The State of Côte d'Ivoire through the Ministry for Digital Transition and Digitalisation, has put in place the start-up support and development programme(PADS) which supports them on five pillars :

- the Startup Act (law presenting several benefits for the startups) ;
- the FINAD (Bottom For innovation digital and acceleration digital) ;
- the training on the Startup campus ;
- a community of ideas ;
- the Ivory Tech forum .

In Ghana, public Tech Hubs such as the Ghana Innovation Hub offer complementary models. The Ministry of Communication and Digitalisation has made funds available to set up the Ghana Innovation HUB and the Ghana Tech Lab, which is a place where young students can be trained and supported in setting up their projects.



3.SUMMARY OF THE PANELS

□ *Conclusion*

Innovation centres must receive institutional, material and financial support from their governments. This support will consist of providing a framework for these start-ups and innovative companies, in terms of legislation, logistics in terms of infrastructure, and financial support in terms of subsidies and guarantees.

The government's contribution will enable the innovation centre to set up infrastructures that are adapted and accessible, to ensure sustainable and diversified financing and to promote partnerships and the innovation ecosystem for these companies. These provisions are essential if innovative ideas are to be put into practice. The centres also provide companies with strategic and technical support to ensure that their innovations meet local needs. They also help them to protect their innovations. To this end, Côte d'Ivoire has the Ivorian Intellectual Property Office (OIP).



PANEL 2: DIGITAL

Theme: How there transformation digital in Côte d'Ivoire and artificial intelligence (IA) can they be of the accelerators of growth for organizations ?



**Mr. Armand Thierry
MESSOU**
CEO
ATM Advice
Moderator



Mr. Alex DEGNY
President of CI20

Panelist



Mr. Patrick QUANTSON
CEO KOWRI (GHANA)

Panelist



3.SUMMARY OF THE PANELS

□ *Summary*

The CI20 is a group of start-ups that was created to give its members institutional recognition. This is the reason behind the adoption of a Startup Act voted in November 2023. It sets out the definition of a digital startup, the labelling committee, tax and administrative benefits, support and funding programmes, training and capacity-building through the HUB, and networking by a digital platform. As a result of these measures, support of up to 1 billion FCFA has been made available in 2023 , in partnership with the financial institution Fin'ELLE, for 50 start-ups. Further funding is envisaged after this initial support.

The government has recognised the importance of this issue by creating a cyber security agency. At CI20, these issues were addressed by setting up data centres to host digital data directly in Côte d'Ivoire. The system offers agile solutions for large companies in all areas (finance, security, health, etc.).

AI is a tool at the service of growth, the use of which depends solely on the users. It goes without saying that if AI is used effectively , it will make a considerable contribution to creating added value. AI lowers barriers and makes what was complicated simpler. With this in mind, KOWRI is tracking its customers' spending to help them apply for loans.

People may be afraid of having their data collected by AI. However, to overcome this apprehension, they need to be provided with appropriate, useful and reassuring information in return, at , because knowledge is power. In Ghana, KOWRI is using AI to reduce financial exclusion by exploiting payment data.



3.SUMMARY OF THE PANELS

□ *Conclusion*

Côte d'Ivoire is undergoing a rapid digital transformation, with high penetration of internet and mobile services, particularly financial services. This digital transformation is enabling Ivorian businesses to think their business models, optimize their operations, improve their access to markets and become more competitive, which is a key factor in growth. Aware of the challenges, the government has put in place a national digital development strategy (see CAPEC report).

In Côte d'Ivoire, the integration of AI into digital transformation can boost the competitiveness of organizations, enabling them to make better use of data, anticipate market needs and adapt their strategies more quickly.



PANEL 3: FINANCING

Theme: What are the trends in financing and support for innovative companies in Côte d'Ivoire and the associated risks?



**Mr. Boris
AGBAHOUNGBA**
CEO FINASS Consulting

Moderator



Mr. Karl AMOUSSOU LIFI
Chief of distribution
department And customer
experience Orange Bank Africa

Panelist



Mr. Paul Armand N'GASSA
JOLIBA Partner Capital

Panelist



Mr. Jean Tolla KONAN
Director of Cash
Management Client Access
Ecobank

Panelist



3.SUMMARY OF THE PANELS

□ *Summary*

As a reminder, innovation is not necessarily technological. An innovative company is one that develops either new products or new processes for distributing existing products. The technological aspect is simply a facilitator . It can be used as a means of distribution to communicate with customers or as a tool to improve internal processes and increase efficiency. Access to finance depends on the level of structuring and maturity of the company or start-up.

Depending on their degree of maturity, each company will have access to different types of funding. It is vital that companies and innovators get in touch with incubators and accelerators, which will help them to structure their projects. Once they have reached a sufficient size, they will be able to obtain the necessary funding. The government also makes funding available to support young people with innovative ideas. AI is being used in the financial system, in particular to establish better-adapted scoring models for financing companies that do not have the capacity to write their financial statements.

A distinction should be made between two types of credit: bank credit (short/medium term) for structured businesses and Capital investment (long term). Private equity differs from traditional financing such as Joliba Capital, where the risk is coshared with the other partners. For a start-up that is not generating sufficient cash flow and is concentrating on its development, bank credit is not a viable option, as it will not be able to honour its debts.



3.SUMMARY OF THE PANELS

Institutions such as Ecobank and Orange Bank are developing digital tools and specific offers for young companies.

The challenge for these innovative companies or start-ups is to ensure long-term profitability, which is often a risk that traditional financial institutions cannot take. What's more, the vast majority of funding is available to entities that have been in business for a few years and are generating sales, which is not necessarily the case for start-ups.

□ *Conclusion*

The government offers support programmes for start-ups, illustrated in particular by Boost Capital. Innovative businesses have access to a range of types of finance, including bank loans and private equity. However, they need to be structured and have a minimum track record. Microfinance, on the other hand, offers more flexible options for new businesses and start-ups, provided they have been in business for at least 6 months.

PANEL 4: SECTOR AGRO INDUSTRIAL

Theme: What are the potential of agro-industry in Côte d'Ivoire ? What are the challenges in terms of innovation and technology for success in this sector?



Mrs Grace GNEBEI
International Consultant
in project management and
and strategy

Moderator



Mr. Christopher KOREKI
Advisor special to institutional
affairs And to partnerships
strategic of the group SIFCA

Panelist



Mr. Antoine ANNEY
Regional Director
from COTECNA

Panelist



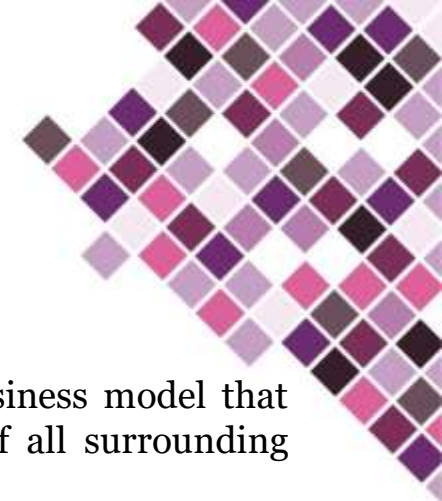
3. SUMMARY OF THE PANELS

□ *Summary*

Agribusiness is an important sector in our country's economy. In 2022, it accounted for 17% of GDP. More than 70% of exports come from agricultural products (coffee, cocoa, cashew nuts, cotton, etc.). The State has invested more than 450 billion FCFA in this sector in 2022, including the development of agropoles, which represents 63% of total investments. According to CAPEC, the sector's opportunities lie in the cocoa, cassava, shea, mango, rubber and cola industries. Good practices and successful innovations in Côte d'Ivoire can be categorised into the following 4 groups: ▪ agricultural mechanisation and integrated infrastructures (example: SIFCA); ▪ precision technologies; ▪ certification, traceability and food safety; ▪ renewable energies, sustainability and training.

The Government of Côte d'Ivoire has placed particular emphasis on this sector by including it in the National Development Plan (PND) 21-25 as one of the pillars of the structural transformation of the Ivorian economy. Indeed, the second-generation national investment programme (PNIA 2), backed by the NDP 2021-2025, provides for the creation of nine agro-industrial centres (agropoles) spread across the country to ensure sustainable agriculture and strengthen the processing of agricultural products. The objective is to turn Côte d'Ivoire into an industrial powerhouse by 2040.

In this sector, the SIFCA Group, founded in 1964, is a perfect example of a leader. It has four divisions: oilseeds, natural rubber, cane sugar and renewable energies. It is present in 25 countries with 11 subsidiaries, 21 industrial units, 100,000 hectares of industrial plantations and more than 33,000 employees.



3.SUMMARY OF THE PANELS

The Group incorporates innovations in mechanisation and sustainable energy. In its strategy, SIFCA deploys a business model that consists of integrating village communities into its own development and guaranteeing the social development of all surrounding communities.

Another fine example from the sector is the COTECNA group, which specialises in the inspection, analysis and certification of products, playing a key role in exports, particularly in international quality assurance. It incorporates innovation through tele-inspection, which carries out quality checks remotely. The use of scanners, which enable images of a container to be analysed very quickly (around two minutes), facilitating non-destructive and non-intrusive inspections.

In terms of challenges, despite this great agricultural potential and Côte d'Ivoire's advantageous geographical position at the heart of ECOWAS and for exports to other continents, industrial capacity is insufficient to transform raw materials into finished products. As far as agricultural production is concerned, it is still largely manual, characterised by a lack of skilled labour and a lack of support for farmers from educational institutions. As a result, a large proportion of cultivated land produces only average yields and is not optimised. Faced with this situation, we need to make the transition to agriculture in order to consolidate, maximise and optimise production and productivity.

❑ *Conclusion*

The land in Côte d'Ivoire is fertile, enabling the production of a wide variety of raw materials. The government is setting up infrastructures and programmes to encourage industrial transformation. However, innovations and technologies in the sector are still inadequate. As a result, there are considerable needs in this area, and this offers real opportunities.

PANEL 5: TOURISM AND CULTURE

Theme: How can we combine innovations and new technologies in ecotourism and the promotion of Côte d'Ivoire 's cultural heritage as a lever for economic development in Ivory Coast



Mr. Christian BAGROU
CEO of Robert's Hotel

Moderator



mrs Nathalie BITHO
CEO SARA KAWA And EBENE
HOTEL (TOGO)

Panelist



Mr. Marc BINI
CEO of Domaine Bini

Panelist



Mr. Jeans Eudes POKOU
Director for the promotion of the
film and audiovisual industry at
the Ministry of Culture and
Francophonie

Panelist



3.SUMMARY OF THE PANELS

□ *Summary*

Culture and tourism are essential for development. The government of Côte d'Ivoire has recognised this reality by initiating the "Sublime CI" project, which aims to position the country among the top five tourist destinations in Africa. The aim is for revenues from tourism and culture to contribute 10% of the country's gross domestic product (GDP). New technologies are tools that enable tourism and hotel professionals to facilitate day-to-day management with their teams, to bring satisfaction to customers and to enhance the customer experience to promote the destination. Henceforth, all means are at disposal to enhance and promote Ivorian culture.

Innovation is not necessarily technology. Domaine Bini in Côte d'Ivoire is a perfect example. Through their ecotourism sites, they promote African customs and values by combining ecology with a sustainable economy. Africa is not on the sidelines of tourism, including Côte d'Ivoire and Togo.

The SARAKAWA and EBENE hotels in Lomé are using technology and Artificial Intelligence (AI) to store and analyse data in order to continually come up with better offers to better satisfy customers and improve the customer experience. In addition, the tools provide effective support for security and energy management.

Take the case of cinema and audiovisual media, which promote culture. Technological tools, social networks, the quality of images and digital technology make it possible to experience, share and promote our culture and heritage in a way that is authentic throughout the world. Cinema is a sector of opportunity. Indeed, the law on film policy in Côte d'Ivoire has listed more than 170 professions that are in demand on the market.

3.SUMMARY OF THE PANELS

□ Conclusion

Innovations are a means of making african tourism attractive, original and authentic. This dynamism will considerably increase revenues and create jobs in the various countries. Sublimating and communicating our culture through technology will also strengthen our identity. The world is looking for extraordinary experiences. Africa is the ideal setting to invest in these areas.



PANEL 6: Construction

Theme: What are the most promising technologies and innovations for the construction sector in Africa and what are the challenges they face?



mrs KHETYAN Karius
CEO of KORLINK

Moderator



Mr. Mohamed FAKHRY
Architect founder of
STUDIO BLK

Panelist



Mrs Martine DAKOURY
Architect Partner
MDT concept

Panelist



Mr. Mamadou DIALLO
Managing Director /
Business Founder
development

Panelist



3.SUMMARY OF THE PANELS

□ *Summary*

The Côte d'Ivoire National Development Plan, which will cost an estimated CFAF 59,000 billion over the period 2021-2025, devotes a large part of this investment to modernizing infrastructure.

The major innovation in the construction and public works sector is the adoption of BIM (Building Information Modeling), which focuses on costs, deadlines and coordination, and aims to optimize work on construction sites. This new construction project management method , already in use in Europe and around the world, enables project data to be centralized so that all construction sectors can be optimized.

Today, 3D printers are used on various construction sites, saving time and increasing efficiency .

In addition, local materials such as earth, bamboo and coconut fibers can be used as thermal insulators. Indeed, in the logic of modern industrialization, we need to produce our own materials to be independent. These ancient materials and techniques need to be adapted to the way we build today.

Re-appropriating local materials in the construction of hospitals and public buildings would encourage sectors to get organized. This will enable them to work with academics and researchers to ensure that appropriate technical training courses are implemented. This will help to create an Ivorian identity within the urban landscape and even enable us to export our expertise.



3.SUMMARY OF THE PANELS

The challenges facing the sector are the excess cost of meeting housing demand, the slowness of administration, and the need for low-cost social housing to keep pace with demographic growth. The resulting recommendation can be summed up as follows: integrate technology into urban planning to build smart cities.

□ *Conclusion*

With demographic growth and the need for infrastructure, construction and public works is a growth market in Côte d'Ivoire. In terms of innovation, BIM should be increasingly used and integrated into the education system. The same applies to the appropriation and development of local materials, which will lead to lower costs and more affordable prices.



PANEL 7: EDUCATION

Theme: Is the vocational training system in Ivory Coast adapted to the dynamism and the needs for innovation and technology of businesses in Ivory Coast ?



Dr. Didier N'GUESSAN
permanent research
professor at the
university of Lagunes
Moderator



Mr. Mohamed SAKO
Director of the EFSPC
from INP- HB
Panelist



Mr. Seraph KOUA CEO
2IAE Business School
Panelist



**Mr. Yvan Serge
KRAGBE**
CEO of CPNTIC
Panelist



3. SUMMARY OF THE PANELS

□ *Summary*

Vocational training is defined by Law No. 2022-795 of 13 October 2022 on the orientation of education and technical and vocational training as the learning process that enables an individual to acquire the knowledge, skills and attitudes needed to practice a trade or professional activity.

The government of Côte d'Ivoire has put in place a national strategic plan to modernize the vocational education sector: the rehabilitation of centers and establishments, the switch to the LMD system (licence, master and doctorate) based on the professionalization of teaching, the creation of thematic universities targeting specific fields, the creation of 13 professional branches with the Ivorian employers, the pilot study of which has already been carried out in 3 sectors: Agriculture, the Agro-Industry and TIC.

However, curricula do not take account of current technological developments. In addition, a good number of establishments are not properly equipped to deal with cutting-edge technologies. Similarly, there is a shortage of highly qualified trainers, which makes training ineffective in cutting-edge fields.

Finally, the link between the training center and the company is not yet at the required level. To remedy this situation, the Ministry of Technical Education and Vocational Training has set up a joint steering committee, , made up of the National Coordination of Professional Advisory Commissions and the National Council of professional branches. One of its objectives is to develop training programmes tailored to market needs.



3. SUMMARY OF THE PANELS

□ *Summary*

Take the case of INPHB, which has set up a system of review programmes to modernise and diversify the range of courses on offer. For example, new courses have been created, including cybersecurity, data analysis, artificial intelligence, research laboratories and the creation of a Digital Farming School.

Finally, the new law on higher education in Côte d'Ivoire recognises open distance learning as normal training. Côte d'Ivoire now has a virtual university. Another example is the 2IAE Business School, which offers vocational training tailored to the needs of businesses and also includes online training in its education system.

Conclusion

The vocational training system in Côte d'Ivoire is not sufficiently adapted to the dynamism and needs of companies in terms of innovation and technology. However, initiatives are being taken by the Ministry of Technical Education, Vocational Training and Apprenticeship and schools to remedy this situation.



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04.

MEDIA



3. SUMMARY OF THE PANELS

□ *Summary*

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Conclusion

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4. BLANKET MEDIA

The first edition was widely covered by the media, with the following links :

- link of the photos : <https://photos.app.goo.gl/ZaLu183KV9hyp1eJ8>
- link of the videos integrals : <https://www.youtube.com/@InTechCI/videos>
- media reports : [Africa Business 24, Seven info](#)
- posters advertising : [Several streets of Plateau, Abidjan Side Ivory Coast](#)
- Article links :
 - https://www.sikafinance.com/marches/in-tech-le-forum-des-innovations-technologiques-ouvre-ses-portes-ce-5-December-in-Abidjan_49538
 - <https://news.abidjan.net/articles/737344/cote-divoire-ouverture-a-abidjan-de-la-1ere-edition-du-forum-intech-dediee-to-innovations-and-technologies>
 - https://www.sikafinance.com/marches/le-forum-in-tech-promeut-le-digital-et-lia-comme-leveriers-de-performance-des-companies_49677
 - <https://www.linkedin.com/feed/update/urn:li:activity:7278396705723564032/>
 - <https://www.linkedin.com/feed/update/urn:li:activity:7270316013697523713/>
- site Internet : www.kacelconsultingci.com



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05.

CONTACTS



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