FAQ:

The Agribusinesses Deal Room at the 2019 Annual African Green Revolution Forum (AGRF):

What is the AGRF 2019 “Deal Room?”

To achieve the “New business deals and commitments” outcome, AGRA and Partners are implementing the AGRF 2019 “Deal Room” event to facilitate connections between investors and entrepreneurs during the AGRF and help ensure that transactions emerge from these interactions.

The Agribusiness Deal Room will provide companies in the agriculture and agribusiness sectors with access to finance, mentorship, and market entry solutions to support their growth objectives. It will achieve these through a combination of project preparation, pipeline development, project bankability, investment promotion, and enabling policy environment.

The Agribusiness Deal Room will also create opportunities for governments and Investment Promotion Agencies to present investment opportunities, investment incentives and engage with interested investors.

Objectives:

- Political and Policy Leadership from African governments
- Political and financial support from development partners and private sector
- New business deals and commitments
- Progress towards the African Agriculture Transformation Scorecard

2019 Agribusiness Deal Room Facts:

- **SME Matchmaking**: 104 participating enterprises seeking >US$700M in capital
- **Capital Providers**: >40 cross continent and local financial institutions operating across the capital structure
- **Anchor Buyers**: 6 participating organizations offering enterprises, traders and farmer organizations regional off-taker opportunities
- **Country Delegations**: 17 country delegations presenting investment opportunities worth c.US$2B
- **Platform of Partners**: A coalition of 12 organizations bringing together financial, policy and technical expertise to contribute to a vibrant Agribusiness Deal Room

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1 AB InBev, Coca Cola, ETG, Nestle, Olam, Unilever
2 Burkina Faso, Eswatini, Ethiopia, Guinea, Ivory Coast, Kenya, Malawi, Mali, Mozambique, Nigeria, Rwanda, Senegal, Seychelles, Tanzania, Togo, Uganda and Zambia
3 AGRA, AECF, Africa Development Bank, CrossBoundary, GAIN, GrowAfrica, IDH, IFAD, International Finance Corporation, SAFIN, Tony Blair Institute for Global Change
How will the 2019 Agribusiness Deal Room work?

The Deal Room is a platform to provide companies & stakeholders in the agriculture and agribusiness sectors with:

- Access to finance
- Mentorship
- Solutions to support growth

It will achieve these through a combination of project preparation, pipeline development, project bankability, investment promotion, and enabling policy environment.

What happens after the 2019 Agribusiness Deal Room?

Portfolio Monitoring:

CrossBoundary, an implementing partner, will follow-up on transactions and investor interest secured post the 2019 Agribusiness Deal Room. This activity will provide a structured way to gather information on actions which emerged from the Agribusiness Deal Room and facilitate ongoing dialogue among interested parties to remove obstacles that could impede financial closure. The outputs of the mechanism will be relayed back to relevant stakeholders to inform their initiatives.

AGRA and partners will also mobilize resources to strengthen investment facilitation support to companies and partners.

Virtual Platform:

The virtual platform is built with an aim to further facilitate connections between the Agribusiness Deal Room Participants. The participants are able to view each other’s profiles, request meetings, chat within the app, receive notifications or event updates and read/download any documents uploaded onto the platform by the speakers.

One on one meetings held between participants in the Deal Room will be tracked allowing the CrossBoundary team to do a follow-up post event and facilitate further targeted engagements.

There will be report at the end of the exercise indicating how many meetings were done and which ones we should potentially follow up on to assist in closing.

Strengthening the Partner Platform:

The coalition of design partners will be engaged (during and post AGRF 2019) with to:

- Increase contributions (intellectual, financial etc.) to the Agribusiness Deal Room concept
- Attract and secure “new” partners for the platform

Planning for the Agribusiness Deal Room 2020:

The Agribusiness Deal Room will be a recurring, leveraging the convening power of the AGRF as the largest multi-stakeholder convening in Africa. In addition, AGRA will work with partners to extend similar experiences to other events and strengthen the virtual matchmaking of investors and investment opportunities.
How will we measure success for the 2019 Agribusiness Deal Room?

The overall objective of the 2019 Agribusiness Deal Room is to facilitate meaningful dialogue between stakeholders and achieve “New business deals and commitments”. Several components will inform success and ongoing support to stakeholders in the agriculture ecosystem. This will include:

- $ in the room ($ under management by investors)
- # of investors present
- # of enterprises/capital seekers present
- $ transactions linked to event (capital sought)
- # transactions linked to event (incl. ongoing engagement)

About the AGRF

AGRF is a partnership of institutions that care about Africa’s agriculture transformation. The AGRF Partners Group is made up of a coalition of 21 leading actors in African agriculture all focused on putting farmers at the center of the continent’s growing economies. Partners currently include the African Union Commission (AUC), the African Development Bank, the African Fertilizer and Agribusiness Partnership (AFAP), the Alliance for a Green Revolution in Africa (AGRA), the Bill & Melinda Gates Foundation, Corteva, the Centre for Agricultural and Rural Cooperation (CTA), the Food and Agricultural Organization of the United Nations (FAO), Grow Africa, the International Development Research Center (IDRC) of Canada, the International Fund for Agricultural Development (IFAD), the Mastercard Foundation, OCP Group, the Rockefeller Foundation, the Southern African Confederation of Agricultural Unions (SACAU), Syngenta, the UK Department for International Development (DFID), UPL, the US Agency for International Development (USAID), and Yara International ASA.

The Alliance for a Green Revolution in Africa (AGRA) hosts the AGRF secretariat. AGRA is a member of the Partnership for Inclusive Agricultural Transformation in Africa (PIATA) alongside the Bill & Melinda Gates Foundation, the Rockefeller Foundation, the UK Department for International Development (DFID) and the United States Agency for International Development (USAID).

The Agribusiness Deal Room at the AGRF is made possible with the support of core design partners including AECF, AGRA, AFDB-ADF, CrossBoundary, GAIN, GrowAfrica, IFAD, the Tony Blair Institute for Global Change and USAID.