THE AGRIBUSINESS DEALROOM

Program Overview

September 8-11, 2020

HOSTED BY RWANDA ON A VIRTUAL PLATFORM

#AGRF2020 #FeedTheCities #Agribusiness #Dealroom #WomenInAg #YouthInAg
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**10:00 – 11:00 CAT**

**What Informs the Credit Worthiness of Agri-SMEs?**

Knowledge Session by Agribusiness Deal Room partners

Organizers: AGRA, Centre for Financial Inclusion, MIX, Scope Insight

There is a general misconception that investing in Agri-SMEs is risky, especially given the COVID-19 pandemic. Lenders highlight the difficulty they have in obtaining information on the Agri-SMEs, contributing to the misconception. Obtaining information on Agri-SMEs such as their profiles, who they trade with, their credit performance, etc. is critical for identifying and pre-screening SMEs, in order to help lenders determine if they are bankable and meet their criteria and for potential investment/deal structuring.

This session brings together a diverse group of lenders to explore the opportunities to reduce the cost of analysing SMEs and thus investing in them. The session will include a discussion around the potential role of common bankability metrics and the feasibility in adopting them to facilitate investment in agricultural enterprises.

**Session Moderator:** Alfred Orora, Inclusive Finance Program Officer – AGRA, Kenya

**Introductory speech: Why are bankability metrics important?**

**Speaker:** Maha Khan, Senior Director Strategic Initiatives MIX @ Center for Financial Inclusion USA

**Panel discussion: Feasibility of common metrics to measure SME credit worthiness**

**Moderator:** Marise Blom, Chief Operating Officer - Scope Insight, The Netherlands

**Panellists:**

1. Andrew Ahiaku, Head of Banking Sector, Aceli Africa, Kenya
2. Aaron Akampa, Head Public Sector Business Banking, Stanbic, Uganda
3. Stephanie Kadio, Cargill, Ivory Coast
11:30 – 12:30 CAT

ICTs for Improving Investment Readiness of Small and Medium Agribusinesses

(invite only session)

Knowledge Session by Agribusiness Deal Room partners

Organizers: Commercial Agriculture for Smallholders and Agribusiness (CASA)

Digitization and the use of technology is critical in transforming agribusinesses into high performing and efficient enterprises. With increasing available platforms and tools, agribusinesses must engage and exploit the full benefit of digital efficiency.

This session explores the factors behind successful deployment of mobile technologies to improve agribusiness productivity and investment readiness while having a positive developmental impact at the smallholder farmer level. The discussion will be framed around research conducted by CASA, which analysed over 100 mobile-based value-added services targeted at agribusinesses across Sub-Saharan Africa and Asia. Bringing together a diverse panel representing some of the most successful service providers in the field and facilitating the identification of investment opportunities both at the agribusiness and service provider levels.

Moderator: Alice Chapple, CASA Investment Advisor

Speakers/Panelists:
1. David Davies, CEO & Founder, AgUnity
2. Jan Willem Van Casteren, Non-Executive Director, ePROD
3. Alvaro Valverde, Relationship Manager, CASA
4. Muhammadou M.O Kah, VP Academic Affairs, The American University of Nigeria

13:00 – 13:30 CAT

Access to Finance For Women: Successes and Lessons for Bridging the Current Gaps

Knowledge Session by Agribusiness Deal Room partners

Organizers: Alliance for a Green Revolution in Africa (AGRA)

This session seeks to provide insights into successes in financing women owned and led enterprises and seeks ways to bring these understanding to wider financing/investment/policy stakeholders, to influence scale and replication. It will include interviews with women entrepreneurs, special lens investors and investment facilitators working within the financing ecosystem.

Moderator: Sabdiyo Dido, Head of Gender and Inclusiveness, AGRA

Speakers/Panelists:
1. AYÉLÉ Sikavi Gabiam, Director of partnerships, Lady Agri, Togo
2. Stacey Enyame, Founder and CEO, Zalli Foods Ltd, Ghana
13:00 – 14:00 CAT

**Bridging the Gap Between Investors and Governments**

**Main program**

**Organizers: The Tony Blair Institute for Global Change (TBI)**

This session converges the conversation between agribusinesses and investors with government leaders and technicians. The speakers will explore what is needed to accelerate direct investment in country flagships and greenfield projects, the key impediments faced in implementing this public private partnerships and emerging opportunities for the sector.

13:00 – 14:30 CAT

**Farmfit: Innovative Business Models for Increased Food, Trade and Resilience In Africa**

**Knowledge Session by Agribusiness Deal Room partners**

**Organizers: IDH and AGRA**

This session will focus on how different players in the ecosystem can and need to work together to grow their business and build commercially viable and bankable business models that will increase agricultural production and food trade with small holder farmers and SMEs. Stakeholders participating in the Farmfit business models will share their experience in the alliance, the innovations and resilience of the models. The panelists will also explore what is needed to scale and accelerate.

**Moderator:** Joost Oorthuizen, CEO, IDH

**Speakers:**

1. **Iris van der Velden**, Director Innovation and Insights, IDH  
2. **Elisabeth**, CEO, EAFF  
3. **Daniel Huba**, Vice President Strategic Growth, Mastercard  
4. **David Gerbrands**, Title, Rabobank  
5. **Gerry McCollum**, CEO, Chicoa  
6. CEO Aquaspark  
7. **Roel Messie**, CIO and Managing Director Farmfit Fund, IDH

**Panelists**

1. CDC (Speaker TBC)  
2. **Mansoor Ahmad**, Team Lead, Africa Agri-business Impact Investment & Regional Food Trade, DFID  
3. **Samuel Ssenyimba**, Senior Program Officer, BMGF  
4. Kenya Government representative (TBC)
14:00 – 15:00 CAT

Smallholder Finance in the Time of COVID-19: Challenges and Opportunities

Knowledge Session by Agribusiness Deal Room partners

Organizers: International Fund for Agricultural Development

The COVID-19 crisis has imposed significant cash-flow challenges to small farmers, liquidity problems for Agri MSMEs, and potential solvency issues for financial institutions –especially for small -rural based entities- that cater to the needs of small producers and poor rural households. Agricultural lenders in Africa in general have been experiencing losses due to delinquencies in their Agri SME and small farmer portfolios. Many have instituted a moratorium on new lending while they continue to manage COVID-related disruptions. Loans are now evaluated to existing borrowers on a case-by-case basis and very few lenders are issuing loans to new borrowers.

This session will focus on identifying the key challenges and some possible solutions to tackle the adverse effects on access to finance for small holders in Africa due to the COVID-19 epidemic. Including discussions around innovative financial instruments that can address the enhanced risk while offering terms and conditions to allow for recovery and recuperation.

Keynote speech 1: Agri-finance solutions for small producers in the COVID-19 crisis - IFAD’s new approach

- Thouraya Triki, Director, Sustainable Production, Markets and Institutions Division (PMI), IFAD

Keynote speech 2: Bridging demand and supply of capital for agricultural SMEs in Africa

- Jean-Marc Debricon, General Manager, Alterfin

Moderator: Bettina Prato, Senior Coordinator, SAFIN (IFAD)

Speakers/Panelists:

1. Stefania Lenoci, Head, Private Sector Advisory and Implementation Unit, IFAD
2. Jean-Marc Debricon, General Manager, Alterfin
3. Thouraya Triki, Director, Sustainable Production, Markets and Institutions Division (PMI), IFAD

14:00 – 15:00 CAT

Effectiveness of Agribusiness Incubation In Emerging Markets (Closed session)

(invite only session)

Knowledge Session by Agribusiness Deal Room partners

Organizers: Commercial Agriculture for Smallholders and Agribusiness (CASA)

This session will focus on the effectiveness of SME agribusiness incubation and acceleration to increase agricultural investment. The session will showcase examples of SME incubators that have successfully promoted agricultural investment over the past 10 years. The discussion will be framed around research conducted by CASA and will bring together a diverse panel with experience in implementing successful and impactful agri-business incubation and acceleration models.
Moderator: Alice Chapple, CASA Investment Advisor

Speakers/Panelists:
1. Srinivas Ramanujam, CEO, Villgro
2. Jonathan Philroy, Manager Agri-business Incubator, ICRISAT
3. Louise De Klerk, CEO, Timbali
4. Ralph von Kaufmann, (title), Unibrain
5. Alberto Didoni, Managing Director, Varcando

15:00 – 16:00 CAT

Integrating African Food System through the Lens of SME Champions

Main program

Organizers: African Development Bank
This session will be centered around amplifying the voice of SMEs that are enabling this food system to bring about transformation across the entire food system from policies to the way we support and invest in the African food system.

15:00 – 16:00 CAT

GSA: Opportunities and strategies for increased local sourcing in Africa

Knowledge Session by Agribusiness Deal Room partners

Organizers: IDH and AGRA
This session brings together large off-takers, SME’s, and farmers to present opportunities for establishing business relations with one another, while reflecting on the challenges faced by each of them in developing sustainable, inclusive and economically viable supply chains. It will also provide an opportunity for financial institutions, service providers, governments and development partners to explore strategies and products that would facilitate and enable stable and sustainable progress on the development of the agriculture value chains in Africa that support increased local sourcing in Africa.

Moderator: James Mwangi, Director, Dalberg Group

Speakers/Panelists:
1. Christian Byron, SVP Supply Chain & Manufacturing, Unilever
2. Fatih Ermis, Head of supply chain development, Nestlé
3. Fokko Wientjes, (TITLE), DSM/AIF
4. Magapa Phaweni, (TITLE), Wensleydale
5. Yemisi Ironloye, (TITLE), Psaltry International

15:30 – 16:30 CAT

Driving Investments in African Agriculture through Innovative Input Models

Knowledge Session by Agribusiness Deal Room partners

Organizers: AGRA and partners
This session will focus on progress made towards increasing investment into agribusiness value chains and emerging opportunities to crowd in additional private sector investment to harness further development.

**Moderator:** Dr. Victor Antwi, Head of input distribution & agrodealer development – AGRA (Ghana)

**Speakers/Panelists:**
1. Nana Osei Bonsu,
2. Kwame A. Boateng, CEO and founder - Sahel Grains
3. Madame Maimouna Coulibaly, Faso Kaba Seed Company (Mali)
4. Afri-Exim Bank
5. Jihanne Ajijti, OCP
6. Ibikunle Olumide, Corteva

**16:30 – 17:30 CAT**

**Bridging Demand and Supply of Private Investment Capital for SMEs**

*(invite only session)*

**Knowledge Session by Agribusiness Deal Room partners**

**Organizers:** Commercial Agriculture for Smallholders and Agribusiness (CASA)

The aim of the panel is to discuss alternative strategies used by investors and governments to bridge the risk and reward gap of investing in agri-SMEs, as well as the available supply of investment ready agri-SMEs. The session will explore different mechanisms used by investors to identify investment ready agri-SMEs, as well as different models of agri-SME financing and technical assistance. The discussion will be framed around research conducted by CASA and will bring together a diverse range of panellists, including investors and investment support stakeholders.

**Moderator:** Alice Chapple, CASA Investment Advisor

**Speakers/Panelists:**
1. Thomas Jayne, Foundation Professor, Michigan State University
2. Julia Wakeling, Head of ESG & Impact, Silverstreet Captial LLP
3. Tim Strong, Head of Agriculture Finance, Opportunity International

**17:30 – 19:00 CAT**

**Building a Poultry Value Chain – Solutions to Feed Africa’s Growing Cities**

**Knowledge Session by Agribusiness Deal Room partners**

**Organizers:** AGRA and Partners

As a result of a growing middle class and continued urbanization, Africa’s poultry market is experiencing a double-digit boom in many countries. The sector is expected to expand far beyond its estimated industry size of USD $ 15 bn. The growth of the sector has also resulted in increased imports, mainly frozen products from Brazil and China. Acknowledging the economic and nutritional potential, many governments introduced protective measures to support the growth of a local industry, however most measures have not led to a thriving domestic or regional sector. Growing
on the tailwind of poultry demand is also an animal feed sector that creates significant opportunities for Africa’s smallholder farmers.

This session will explore with existing and new investors and producers in the poultry and animal feed sector the following.

1. Share investor experiences and opportunities from across the continent
2. Identify key bottle necks and challenges
3. Identify opportunities for alignment of actors in the eco-system to catalyse sector development

**Overall Session Moderator: Dyborn Chibonga**, Regional Head Southern Africa – AGRA (Malawi)

**Moderator: Calvin Fambisayi**, Group Business Development Head, Seed Co.

**Keynote Speaker: H.E. Olusegun Obasanjo**, Former President of Nigeria

**Speakers/Panelists:**

1. **Nan-Dirk Mulder**, Senior Analyst-Animal Protein, Rabo Bank
2. **Bruce Hilliers**, JBQ
3. **Stewart Bradnick**, Head of Poultry, Silverlands
4. **Dennis Matangira**, Zebu Capital Investments
5. **Wendy Abt**, Abt Associates
6. Grupo Los Grobo, Argentina
7. **Elizabeth Swai**, CEO, AKM Glitters
8. Olam poultry, Nigeria
9. Nando
10. **Prof. Faustin Lekule**, Managing Director, **Tanfeeds, Tanzania**
11. **Katherine Milligan**, Head of Gender, Bamboo -ABC Fund
12. **Geoffrey Kirenga**, CEO, SAGCOT, Tanzania
13. Food for Action Alliance
14. Njake
15. AgDevCo
16. Ethiochicken
17. Mozambique Investment Promotion Agency
DAY 1 – Tuesday 8 September 2020

11:00 – 12:00 CAT

Agribusiness Deal Room Opening Session

Organizers: Agribusiness Deal Room

This session will officially open the Virtual 2020 Agribusiness Deal Room, a matchmaking platform that aims to drive new business deals and commitments. The Deal Room will provide companies in the agriculture and agribusiness sectors with the opportunity to access finance, mentorship, and market entry solutions to support their growth objectives. It also creates opportunities for governments to present investment opportunities, promote investment incentives and engage with interested investors. It will achieve these through a combination of project preparation, pipeline development, project bankability, investment promotion, and enabling policy environment. Participants will also explore trade deals and partnership opportunities that enhance sourcing from African smallholder farmers.

The Agribusiness Deal Room this year will focus on the following subthemes:

- Exploring Agribusiness investment opportunities that address the growing food demands of African cities
- Championing access to finance, more specifically for women SMEs
- Strengthening models to enhance Sourcing in Africa
- Innovative solutions to facilitate investments and access finance

Mobilizing the eco-system that can leverage inclusive investment opportunities is critical to investment facilitation.

The opening session of the Deal Room will bring to life experiences of different value chain actors, while also presenting the benefits and opportunities in investing in Africa’s food systems.

Emcee: Jennifer Baarn, Head of Partnerships – AGRA (Kenya)

Sequence 1: Keynote remarks

- Dr. Kanayo Nwanze, AGRA Board Member (Nigeria)

Sequence 2: Panel discussion – Building a track record of inclusive investments: and in-depth conversation with investors on successes, challenges, emerging opportunities and expectations

Speakers:

- Svet Varadzhakov, Country Head for Kenya & Rwanda, AgDevco
- Tania Lozanksy, Head of Advisory Services for Manufacturing, Agribusiness and Services at International Finance Corporation (IFC)

Moderator: Vanessa Adams, Vice President, Strategic Partnerships Division, AGRA (Kenya)

Sequence 3: Aspirations and expectations in engaging in the Agribusiness Deal Room

A series of short interventions and presentations from Deal Room participants expressing their investment aspirations and expectations for engaging in the Agribusiness Deal Room.

Speakers:

- Roseanne Mwangi, Managing Director, Gaea Foods (Kenya)
- William Asiko, Managing Director, Africa Regional Office, Rockefeller Foundation
**Sequence 4: Agribusiness Deal Room Opening**

- **Video address:** Dr. Gilbert Houngbo, President IFAD

A short address by co-chair of the Agribusiness Deal Room and the official opening of the Deal Room

- Tbc, Associate Vice President IFAD
- Peter H. Vrooman, United States Ambassador to the Republic of Rwanda (Rwanda)
- Clare Akamanzi, Rwanda Development Board (Rwanda)
- Hon. Uzziel Ndagijimana, Minister of Finance, Rwanda (Rwanda)

**Moderator:** Victoria Sabula, CEO, AECF

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### 12:00 – 13:00 CAT

**Rwanda Investment Opportunities**

Organizers: Rwanda Country Delegation

Presentation of Rwanda Flagship Programs and investment opportunities.

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### 13:30 – 14:30 CAT

**Ghana Investment Opportunities**

Organizers: Ghana Country Delegation

Presentation of Flagship Programs and investment opportunities.

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### 14:30 – 15:00 CAT

**Agribusiness in Unprecedented Times: Africa CEO Survey**

Knowledge Session by Agribusiness Deal Room partners

**Organizers:** AGRA and KPMG

This session will launch the inaugural Africa Agribusiness Outlook Report – A Survey of CEOs across Sub-Saharan Africa. A joint publication by AGRA & KPMG East Africa, the report is the start of a series of conversations with the private sector – innovators and change makers – working in agribusiness in Africa.

The session will also provide for discussions with CEOs in the agribusiness sector in Africa to understand what their key priorities, challenges and emerging opportunities are in this period which is dominated by the COVID-19 pandemic.

**Moderator:** Wambui Chege, Team Leader, Africa Agribusiness Outlook - KPMG

**Speakers/Panelists:**

1. Hugh Scott, Technical Advisor, Africa Agribusiness Outlook, KPMG
2. Peter Njonjo, CEO, Twiga Foods
3. Stephanie Angomwile, CEO, Stewards Globe
4. Ayodeji Balogun, CEO, AFEX Nigeria

15:00 – 16:00 CAT

Ivory Coast Investment Opportunities

Organizers: Ivory Coast Country Delegation

Presentation of Flagship Programs and investment opportunities.

18:00 – 18:30 CAT

How Can We Build A Trillion-Dollar Inclusive Agribusiness Industry In Africa? An Investment Perspective

Knowledge Session by Agribusiness Deal Room partners

Organizers: AGRA & partners

Evening chats are a series of short interviews and presentations by investors, financiers and successful companies in Africa and across the Diaspora.

Aim of these sessions is to provide insight into how different actors in the landscape are overcoming challenges and building new opportunities.

Moderator: Carlton Jones, Partner, Deloitte Tanzania

Speakers/Panelists:
1. Pascal Auger, Founder & Executive Manager chez La Compagnie Agricole Investissement, LCAi
2. Kanini Mutooni, MD, Drapers Richards Kaplan Foundation; & Toniic Impact Network
3. USAID
4. Thandeka Molakeng, BASF
DAY 2 – Wednesday 9 September 2020

PARALLEL SESSIONS

9:00 – 9:30 CAT

Access to Finance for Women: Successes and Lessons for Bridging the Current Gaps, by Agribusiness Deal Room Partners

Knowledge Session by Agribusiness Deal Room partners

Organizers: Alliance for a Green Revolution in Africa (AGRA)
This session seeks to provide insights into successes in financing women owned and led enterprises and seeks ways to bring these understanding to wider financing/investment/policy stakeholders, to influence scale and replication. It will include interviews with women entrepreneurs, special lens investors and investment facilitators working within the financing ecosystem.

Moderator: Sabdiyo Dido, Head of Gender and Inclusiveness – AGRA

Speakers/Panelists:
1. Elly Siakasasa – Founder and CEO- FutureSeeds, Zambia
2. Lilian Mramba, Africa Regional Director, Grassroots Business Fund
3. USAID

09:30 – 10:30 CAT

Tanzania Investment Opportunities

Organizers: Tanzania Country Delegation

Presentation of Flagship Programs and investment opportunities.

09:30 – 10:30 CAT

Zambia Investment Opportunities

Organizers: Zambia Country Delegation

Presentation of Flagship Programs and investment opportunities.

11:00 – 12:00 CAT

Uganda Investment Opportunities

Organizers: Uganda Country Delegation

Presentation of Flagship Programs and investment opportunities.
11:00 – 12:00 CAT

Ethiopia Investment Opportunities
Organizers: Ethiopia Country Delegation
Presentation of Flagship Programs and investment opportunities.

12:30 – 13:30 CAT

A Resilient and Sustainable Agriculture Economy; Investment Opportunity or Risk Management Challenge?
Knowledge Session by Agribusiness Deal Room partners
Organizers: AGRA
The COVID-19 pandemic has placed resilience at the top of the African agriculture agenda alongside climate change, pest control and other shock waves that have taunted farmers for the past decades. Actors across the industry are challenged to identify sustainable solutions to reduce volatility. In a broader context, efforts to intensify Africa’s agriculture in a sustainable way have not yielded the expected outcomes yet.
How are investors and the financial service industry dealing with these major factors and what innovative solutions are emerging? What can actors across the landscape do to support these efforts?
In this session, investors, companies, financiers and insurance companies will discuss interventions and innovations designed to address resilience and sustainability in African Agriculture.
Moderator: Shiru Mwangi, E.A Regional Director, Acumen
Speakers/Panelists:
1. Linda Freiner, Group Head of Sustainability, Zurich Insurance Group
2. Keval Bid, Senior Investment Officer, Agribusiness, Food & Water, FMO
3. Assan Ngombe, Resilience Officer, AGRA
4. Nick Austin, Board member, AGRA
5. Dr. Moses Ikiara, Managing Director, KENINVEST (Kenya)
6. Peter Veal, Head of Africa & Middle East, Syngenta **
7. Dianne Holder, WBSC **
8. Rose Goslinga, Managing Director, PULA Advisors **
9. Aceli Africa **
10. Sara Mbago-Bhunu, Director, East and Southern Africa Division, IFAD (Italy) **

12:30 – 13:30 CAT

Togo Investment Opportunities
Organizers: Togo Country Delegation
Presentation of Flagship Programs and investment opportunities.
14:00 – 15:00 CAT

Senegal Investment Opportunities

Organizers: Senegal Country Delegation

Presentation of Flagship Programs and investment opportunities.

15:00 – 16:00 CAT

An Ecosystem Approach to Agriculture Investment Facilitation

*Invite only session by Agribusiness Deal Room partners*

Organizers: AGRA and Agribusiness Deal Room Partners

Moderator: KPMG

18:00 – 18:30 CAT

Making Impact Investments Work In Africa

Knowledge Session by Agribusiness Deal Room partners

Organizers: AGRA and Crossboundary

Evening chats are a series of short interviews and presentations by investors, financiers and successful companies in Africa and across the Diaspora.

Aim of these sessions is to provide insight into how different actors in the landscape are overcoming challenges and building new opportunities.

This session will focus on insights from CEOs and investors on the successes and lessons learned in implementing impact investments.

**Moderator: Jake Cusack**, Partner, Crossboundary

**Speakers/Panelists:**

1. **H.E. Lionel Zinsou**, Board member, AGRA
2. **Jari Matero**, Associate Director & Head of Agri and Forestry Portfolio, FinnFund
3. **Athman Ali**, Angel investor
4. **Tbc**,Root capital**

**Notes:**
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| 10:00 – 11:00 CAT | **Kenya Investment Opportunities**  
Organizers: Kenya Country Delegation  
Presentation of Flagship Programs and investment opportunities. |
| 11:00 – 13:00 CAT | **Agribusiness and the Deal Room: Innovative Financial Solutions for Africa’s Agribusiness Sector**  
Main Program  
Chairs: IFAD, USAID and AGRF with support from AfDB, OCP, AFAP, FAO, BMGF, Grow Africa  
The session will explore how innovative development finance solutions can help Agribusiness enterprises grow, scale and reach their full potential to transform and support livelihoods. |
| 11:30 – 12:30 CAT | **Burkina Faso Investment Opportunities**  
Organizers: Burkina Faso Country Delegation  
Presentation of Flagship Programs and investment opportunities. |
| 13:00 – 14:00 CAT | **Malawi Investment Opportunities**  
Organizers: Malawi Country Delegation  
Presentation of Flagship Programs and investment opportunities. |
| 13:00 – 14:00 CAT | **Mali Investment Opportunities**  
Organizers: Mali Country Delegation  
Presentation of Flagship Programs and investment opportunities. |
| 14:30 – 15:30 CAT | **Nigeria Investment Opportunities**  
Organizers: Nigeria Country Delegation  
Presentation of Flagship Programs and investment opportunities. |
18:00 – 18:30 CAT

Diaspora Investments In African Agriculture
Knowledge Session by Agribusiness Deal Room partners

Organizers: AGRA and partners
Evening chats are a series of short interviews and presentations by investors, financiers and successful companies in Africa and across the Diaspora. Aim of these sessions is to provide insight into how different actors in the landscape are overcoming challenges and building new opportunities.

Moderator: Wilmot Allen, Founder of VentureLift Africa

Speakers/Panelists:
1. John Macharia, Country Manager Kenya, AGRA

DAY 4 – Friday 11 September 2020

9:30 – 10:30 CAT

Mozambique Investment Opportunities
Organizers: Mozambique Country Delegation
Presentation of Flagship Programs and investment opportunities.

10:00 – 10:30 CAT

How We Made It; Investing In African Agriculture
Knowledge Session by Agribusiness Deal Room partners

Organizers: AGRA and partner
This session will focus on insights from CEOs and investors on the successes and lessons learned in implementing impact investments

Moderator: GAIN

Speakers:
1. Elizabeth Swai, CEO, AKM Glitters

11:00 – 13:00 CAT

Agri-Business and Deal Room: Expanding the Universe Of Investment-Ready Agribusinesses

Chairs: IFAD, USAID and AGRF with support from AfDB, OCP, AFAP, FAO, BMGF, Grow Africa
Main Program Session
Driven by urbanisation, population growth and increasing food demand worldwide, Africa’s Agribusiness sector has the potential to grow into a USD 1 trillion industry in the next 15 years, from a current stand of USD 3 billion. If mobilized in an inclusive and sustainable manner, agriculture can be a driver of economic transformation, combating poverty, enhancing food & nutrition security and providing jobs and income to millions of households.

13:00 – 14:00 CAT
Public Private Investment Commitments
Organizers: AGRA and Grow Africa
Moderator:
Speakers/Panelists:

RESULTS FACTORY

14:00 – 16:00 CAT
Financing Food Systems SMEs
Main Program Session
The Deal Room Results Factory drives home the impact of agribusiness enterprises – often smallholder farmers and rural SMEs – that are the backbone of sub-Saharan Africa’s economy and the main producers of food. They have a high potential for growth and can drive social development for their communities and countries. Innovative development finance solutions can help agribusiness enterprises grow, scale and reach their full potential to transform food systems across the continent.

In this exciting results factory session, the agribusiness deal room will share highlights of the ground-breaking outcomes it has achieved over the past year and share its upcoming plans and activities. Join this session to witness new deals, funds, and collaborations being launched; and get a taste of the competitive, everchanging ecosystem of activities, stakeholders and processes that make Agribusiness deals happen.

CLOSE OF THE AGRIBUSINESS DEAL ROOM