AGRIBUSINESS DEALROOM AT THE 2023 AGRF SUMMIT PROGRAM

Dealroom Co-Chairs

Technical Partners

Implementing Partners
AGRIBUSINESS DEALROOM AT THE 2023 AGRF SUMMIT PROGRAM

Please note all session timings are in East African Time (GMT+3)

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DAY 0 – 4 September

LOCATION: GOMBE ROOM

TIME: 16:00 – 17:30 EAT

Accelerating Climate Finance and Investments by Private Sector

PRE – REGISTRATION REQUIRED

Organizers: Agribusiness Dealroom partners

Building on AGRF’s desire to facilitate discussions between investors, governments, and agribusinesses on climate finance and smallholder farmer resilience, this session aims to hear the perspective and highlight the needs of regional and local agribusiness entrepreneurs to scale and succeed, including different types of capital requirements and their experience of critical factors for a supportive enabling environment for them to succeed.

The objectives of the session are to:

● Center the role of private sector / entrepreneurs in building climate resilient agriculture and food security in Africa
● Discuss what contributes to and detracts from the enabling environment
● Discuss the various types of capital and climate finance needed for agribusinesses to succeed
  ○ Central to the session will be the perspective of entrepreneurs – the type of capital and support required at different stages of growth to address climate resilience and food security

Speakers:

● Christopher Wanye, Head of Agriculture Investing, Acumen
● Moderator:
  ○ Wambui Chege, Head of Agriculture at Mastercard Foundation
  ○ Angela Hansen, Founder at Food Systems Foresight
● Panelists:
  ○ Buffy Okeke-Ojiudu, Founder & CEO, Zebra Group Cropbank (Nigeria)
  ○ Christopher Zaw, CEO & Partner, WARC (Ghana)
  ○ Joanne Muchai, Chief Operating Officer, Coconut Holdings/ Kentaste (Kenya)
  ○ Mulualem Tesfaye, Sales & Marketing Director, Ethiochicken (Ethiopia)

DAY 1 – 5 September

LOCATION: SELOUS HALL (MAIN HALL)

TIME: 11:30 – 13:30 EAT
Accelerating Investments to Transform our Food Systems for a Sustainable Future

Organizers: Agribusiness Dealroom

This session will officially open the 2023 Agribusiness Deal Room, a matchmaking platform that aims to drive new business deals and commitments. The Agribusiness Dealroom is the AGRF vehicle 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 will create 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 explore trade deals and partnership opportunities that enhance sourcing from African smallholder farmers. 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.

Moderator: Mr. Gilead Teri, Executive Director, Tanzania Investment Centre

- **Opening remarks and Launch of the Deal Room**: Hon. Dr. Ashatu Kijaji, Minister of Investment Industry and Trade, Tanzania
- **Keynote**: Hans Hoogeveen, Independent Chairperson of the Council (ICC) to the Food and Agriculture Organization (FAO)

Panel 1: What will it take to double the number of businesses in food systems?
- Mr. Sergio Pimente, Vice President Africa, IFC
- Ms. Fatoumata Ba, Founder & President, Janngo Capital & Women-led Financial Business Award Winner CEO Forum 2023
- Mr. Wanjohi Ndagu, Partner and Investment Director, Pearl Capital Partners Ltd
- Ms. Katerina Ntep, Deputy Vice President for Sector Operations, Millenium Challenge Corporation (MCC)
- Ms. Adesuwa Ifedi, Senior Vice President, HEIFER International
- Mr. Ayodeji Balogun, Group CEO, AFEX
- Mr. John Ellenberger, SVP Venture 37, Land O’Lakes, USA

Panel 2: Finance Agro Processing and Agro Industrialization
- Hon. Emmanuel Mpawe Tutuba, Governor of the Bank of Tanzania
- Mr. Martien Van Nieuwkoop, Global Director for Agriculture and Food, World Bank
- Hon. Clare Akamanzi, CEO, Rwanda Development Board
- Dr. Beth Dunford, Vice President, African Development Bank Group (AfDB)
- Dr. Donal Brown, Associate Vice President Programme Management Department, International Fund for Agricultural Development (IFAD)
- Ms. Delphine Traoré Maidou, Regional CEO, Allianz Africa & AGRA Board Member
### Closing Remarks
Ms. Isobel Coleman, Deputy Administrator, United States Agency for International Development (USAID)

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<td><strong>Rwanda Investment Opportunities</strong></td>
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<td><strong>Organizers:</strong> Government Rwanda Delegation</td>
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<td>The Government of Rwanda presents investment opportunities for private sector along food systems pathways.</td>
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<td><strong>TIME:</strong> 14:00 – 15:30 EAT</td>
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<td><strong>Nigeria Investment Opportunities</strong></td>
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<td><strong>TIME:</strong> 14:00 – 15:30 EAT</td>
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<tr>
<td><strong>Investing in the agriculture Value Chain</strong></td>
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<td><strong>Organizers:</strong> Agribusiness Dealroom</td>
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<tr>
<td>Showcasing high impact investment opportunities in growing SMEs along the agriculture value chain.</td>
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<td><strong>Moderator:</strong></td>
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<td><strong>Keynote:</strong> Kindra Halvorson, Chief Transformation Officer, TechnoServe</td>
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<td><strong>Speakers:</strong></td>
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<tr>
<td>Carl Jensen, CEO, Good Nature Agro</td>
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<td>Jack Langwort, CEO, Maua Mazuri</td>
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<td>Joseph Kilongosi, Deputy Managing Director, Brazafric</td>
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### LOCATION: GOMBE ROOM

**TIME:** 16:00 – 17:30 EAT  
**Digitally powering Africa's Food Systems**  
**PRE – REGISTRATION REQUIRED**  

**Organizers:** Agribusiness Dealroom  
Leading innovations delivering digital solutions on the continent showcase their business and present growth capital needs.  

**Moderator:** Peter Goldstein, Vice President Communications, Heifer International

**Speakers:**  
Olusegun Adegun, **CEO, Rural Farmers Hub**  
Jeffrey Appiagyi, **CEO, SAYETECH**  
Nomaliso Musasiwa, **CEO, Fresh in a Box**  
Buffy Okeke-Ojiudu, **CEO, CropBank**

### LOCATION: KATAVI ROOM

**TIME:** 16:00 – 17:30 EAT  
**Malawi Investor Board Room**  
**PRE – REGISTRATION REQUIRED**  

**Organizers:** Government Malawi Delegation  
The Government of Malawi presents to private sector and development partners, investment opportunities along its food systems pathways.

### LOCATION: MIKUMI ROOM

**TIME:** 16:00 – 17:30 EAT  
**Improving Business Development Services to SMEs in Africa**  

**Organizers:** Agribusiness Dealroom partners

This interactive session is anchored on research findings of a recently concluded study that focused on the effectiveness and efficiency of BDS delivery models in Africa.

The session seeks to present new knowledge to actors across the ecosystem, validate the interpretation of findings from sector experts and explore potential avenues for practical implementation of the findings in the future.
It will also generate discussion on key challenges and opportunities related to adopting fee payment structures and introducing data collection and reporting standards.

**Moderator:**
Nadia Martinez, **SAFIN Coordinator, IFAD**

**Keynote Speaker**
Mark Blackett, **Network Director, AMEA**

**Speakers**
- Hans Muzoora, **Market Systems Agriculture Finance Officer, USAID**
- Hadija Jabiri, **CEO Eat Fresh**
- Wanjoji Ndagu, **Partner, Pearl Capital Partners**
- Josephine Ecklu, **Global Inclusive Business Manager, Rikolto**
- Nadine Gbossa, **Director Food Systems Coordination, IFAD**

**DAY 2 – 6 September**

**LOCATION: GOMBE ROOM**

**TIME: 09:30 – 11:00 EAT**

**Scaling up Africa’s Innovations**

**PRE – REGISTRATION REQUIRED**

**Organizers: Agribusiness Dealroom**

Showcasing Africa’s promising and upcoming innovations from research, food processing, food storage and logistics to digital solutions.

**Ticket size range: Start-ups and small ticket sizes**

**Keynote/Moderator:** Vanessa Adams, VP Strategic Partnerships, and COP Partnership for Inclusive Agricultural Transformation in Africa, AGRA

**Speakers:**
1. Thibaut Mallet De Chauny, **CEO, Kisii Smart Community**
2. Kwabena Tufuor, **CEO, Prosect Feed**
3. Zamzam Haji, **CEO, White Gold Camel Milk**
4. Alexandre Nshimiyimana, **CEO, Sanit Wing**
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<td><strong>TIME:</strong> 9:30 – 11:00 EAT</td>
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<td><strong>TIME:</strong> 11:30 – 13:00 EAT</td>
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<td>Mozambique Investor Board Room</td>
<td>Creating an enabling environment for climate adaptation investments</td>
<td>Togo Investor Board Room</td>
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<td><strong>Organizers:</strong> Government Mozambique Delegation</td>
<td><strong>Organizers:</strong> Agribusiness Dealroom partners</td>
<td><strong>Organizers:</strong> Government Togo Delegation</td>
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<td>The Government of Mozambique presents to private sector and development partners, investment opportunities along its food systems pathways.</td>
<td>The policy and public finance roundtable will build off of the private sector roundtable hosted at the start of the week and will aim to:</td>
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| | • Brief government delegations on the climate finance conversations had at the private sector roundtable  
• Focus on potential areas of policy/de-risking support needed from governments for attracting investments that promote climate adaptation of agribusinesses  
• Identify ways for facilitating similar consultation processes at the national level between investors, agribusinesses and government bodies to increase investments into climate adaptation | The Government of Togo presents to private sector and development partners, investment opportunities along its food systems pathways. |
LOCATION: KATAVI ROOM
TIME: 11:30 – 13:00 EAT
Ghana Investor Board Room
PRE – REGISTRATION REQUIRED
Organizers: Government Ghana Delegation
The Government of Ghana presents to private sector and development partners, investment opportunities along its food systems pathways.

LOCATION: GOMBE ROOM
TIME: 11:30 – 13:00 EAT
Fueling Healthy Diets for Africa
PRE – REGISTRATION REQUIRED
Organizers: Agribusiness Dealroom
SMEs processing highly nutritious foods to increase availability and affordability of healthy diets for all.
Moderator: Peiman Milani, Director Food Team, Rockefeller
Keynote: Lawrence Haddad, Executive Director, GAIN
Speakers:
1. Kyle Denning, CEO, Kentaste
2. Faustin Lekule, CEO, International Tanfeeds
3. Florence Maximambali, CEO, Mkuza Chicks
4. Stephano Karoza, CEO, KCG Aquatech

LOCATION: KATAVI ROOM
TIME: 14:00 – 15:30 EAT
Uganda Investor Board Room
PRE – REGISTRATION REQUIRED
Organizers: Government Uganda Delegation
The Government of Uganda presents to private sector and development partners, investment opportunities along its food systems pathways.
**LOCATION: GOMBE ROOM**

**TIME: 14:00 – 15:30 EAT**

Youth and women in Agribusiness

**PRE – REGISTRATION REQUIRED**

**Organizers: Agribusiness Dealroom**

Youth and women across the continent are investing in and advancing our food systems, many of them focusing on nutritious value chains or agritech innovations that could change the way we produce, finance, market and consume food. During this session, youth and women leading in food business from across Africa will showcase their businesses and present their growth capital needs.

**Keynote/Moderator:** William Matovu, *Country Director, Heifer International, Uganda*

**Speakers:**
1. Hadija Jabiri, *CEO, GBRI – EatFresh*
2. Yemi Aganga, *Co-Founder, Maungo Craft*
3. Jeremie Baraka, *CEO, Kilimo Fresh*
4. Angela Odero, *CEO, RioFish*

**LOCATION: MIKUMI ROOM**

**TIME: 14:00 – 15:30 EAT**

**Innovative Financing Mechanisms for Stimulating the Uptake of Climate Smart Agriculture Technologies**

**Organizers: Agribusiness Dealroom partners**

The session is anchored on research and evidence building around investment pathways for stimulating the uptake of climate smart agriculture technologies. Classifying the technologies in two distinct groups: those that are capital intensive (e.g. solar-powered cooling stations), and those that need behavioural and policy changes (e.g. coating seeds at the producer level, the session aims to focus on financing capital-intensive CSA technologies.

**Moderator:** Hedwig Siewersten, *Head Inclusive Finance, AGRA*

**Keynote:**

**Speakers:**
- Marie Ena Derenoncourt, *Gender-Smart Investment Specialist, AICCRA – CIAT*
- Kenneth Kasigila, *Head of Policy Advisory and Climate Finance, CRDB*
- Ann Vaughn, *Senior Policy Advisor for Climate and Agriculture, USAID*
- Godefroy Grosjean, *Co-Lead, CGIAR Hub for Sustainable Finance*
LOCATION: KATAVI ROOM

TIME: 16:00 – 17:30 EAT

Ethiopia Investor Board Room

PRE – REGISTRATION REQUIRED

Organizers: Government Ethiopia Delegation

The Government of Ethiopia presents to private sector and development partners, investment opportunities along its food systems pathways.

LOCATION: MIKUMI ROOM

TIME: 16:00 – 17:30 EAT

Proofing our food for the future

Organizers: Agribusiness Dealroom partners: Climate Shot Investor Coalition (CLIC), AGRA

Eight African agribusinesses with exemplary climate and nature-based practices will pitch and showcase their work to potential investors, technical assistance providers, and other key stakeholders.

Agribusinesses in this deal room are supported by the CLIC Agrifood Investment Connector, which works to help scale up and accelerate the finance needed to shift agriculture and food systems to low-carbon and climate-resilient pathways.

Ticket size range: US$ 300,000 – US$ 5 Million

Moderator: TBC

Keynote: Dan Kimani, Associate Director, Acumen Resilience Fund (ARAF)

Presenting agribusinesses:

1. Riches Attai, CEO, Winnich
2. Bronson Eran’ogwa, Executive Director, The Source Plus
3. Anaporka Adazabra, CEO, Farmio
4. Hafsah Jumare, CEO, CoAmana
5. Yi Li, CEO, FarmWorks
6. Yvonne Otieno, CEO, Miyonga Fresh Greens
7. Geophrey Tenganamba, CEO, Mazao Hub
8. Sachin Hanwate, Managing Director, Agrosahas
LOCATION: GOMBE ROOM

TIME: 8:30 – 12:00 EAT

Structuring climate funds from design to performance assessment

PRE – REGISTRATION REQUIRED

TARGET AUDIENCE: INVESTORS, FUND MANAGERS AND DEVELOPMENT PARTNERS

Organizers: Agribusiness Dealroom Partners: SAFIN and CGIAR

The masterclass session will be a highly interactive learning event that aims to help audience members structure their thinking and approach to the design, management and assessment of climate fund facilities. The event will be structured into three thematic sessions facilitated by a subject-expert sharing key recommendations based on practical experience. The first session on fund design will offer a framework to think through the definition of “climate” for the fund, the selection of partners, the fund structure and capital needs, and assessment of market demand, all based on the intended target population and impact. The second session on fund management will focus on formulating the investment strategy, the financial products offering, and risk management tools, which will combine to inform the generation of pipeline. The final session on performance assessment will guide participants through the range of available tools, key indicators, and data collection requirements. Participants are expected to leave the session with new tools and resources that will enable them to engage more actively in the launch of climate fund solutions for agriculture.

Moderator:

Michael Von During, Technical Specialist SAFIN

Speakers:

• Mauricio Benitez, Founder Big Valley
• Julian Smykalla, Investment Manager Eco.Business Fund
• Ciniro Costa Junior, Climate and Food Systems Specialist CGIAR

LOCATION: MIKUMI ROOM

TIME: 9:00 – 11:00 EAT

Scaling responsible sourcing through business action

Organizers:

Moderator:

Speakers/Panelists

• Daan Wensing, CEO, IDH
• Natasha Santos, Vice President, Head of Global Stakeholders Affairs & Strategic Partnerships, Bayer
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<td>KATAVI</td>
<td>Room</td>
<td>09:00 – 10:30 EAT</td>
<td><strong>Kenya Investor Board Room</strong>&lt;br&gt;<strong>LOCATION: KATAVI ROOM</strong>&lt;br&gt;<strong>Organizers: Government Kenya Delegation</strong>&lt;br&gt;The Government of Kenya presents to private sector and development partners, investment opportunities along its food systems pathways.</td>
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<td>GOMBE</td>
<td>Room</td>
<td>11:00 – 13:00 EAT</td>
<td><strong>Harvesting Success: Impact Measurement and Management as a Catalyst for Agribusiness Growth and Food Systems Transformation</strong>&lt;br&gt;<strong>LOCATION: GOMBE ROOM</strong>&lt;br&gt;<strong>PRE – REGISTRATION REQUIRED</strong>&lt;br&gt;<strong>Organizers: Agribusiness Dealroom Partners: CGIAR Hub for Sustainable Finance, AICCRA, Ukama Ustawi</strong>&lt;br&gt;This session will showcase how adopting impact measurement practices can minimize risks, create value, and catalyse investments in the context of climate-smart agriculture. Participants will learn to integrate climate-smart agriculture into their business models, identify and prioritize impactful investments, select relevant metrics aligned with CSA outcomes, and collect data to demonstrate the long-term impact of their initiatives. The Masterclass will feature interactive workshops and hands-on exercises, fostering practical application and empowering participants to drive and document positive change within their agribusinesses and the broader African agricultural sector.</td>
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Participants:

- Sam Nganga, Upstream & Advisory Manager, Manufacturing, Agribusiness and Services, IFC Africa Region
- Dr. Christopher Stewart, Global head of corporate responsibility and sustainability, Olam Food Ingredients
- Mr. Peng Lu, CEO, SF Logistics Africa
- Mr. Gary Darren Brown, MD, WeFreight
- Cathy Gong, Manager, Willmar International Africa
- Mr. Zaisheng Huang, President, United Construction Tanzania
- Ms. Yi Li, CEO, Farm Works, Kenya

Speakers:

- Peter Wamicwe, **CGIAR Hub for Sustainable Finance**
- Mercy-Zulu- Hume, **Ukama Ustawi**
- Dr. Stephanie Jacquet, **AICCRA**
- Dorcas Jalango, **AICCRA**
TIME: 11:30 – 13:30 EAT

South-South learning: Global food systems innovations

Organizers: Agribusiness Dealroom
Moderator:

Speakers/Panelists
- Gunnar J.Furehaug, CEO, Palladin, Norway
- Andrew Mack, CEO Agromovil
- Eugene M. Faison, CEO, DGRIDENERGY, USA
- Rodney Muriuki, Global Sales Director, FARM FORCE

DAY 5 – 8 September

LOCATION: MIKUMI ROOM

TIME: 10:00 – 11:30 EAT

Mali Investor Board Room

PRE – REGISTRATION REQUIRED

Organizers: Government Mali Delegation
The Government of Mali presents to private sector and development partners, investment opportunities along its food systems pathways.

AGRF Closing