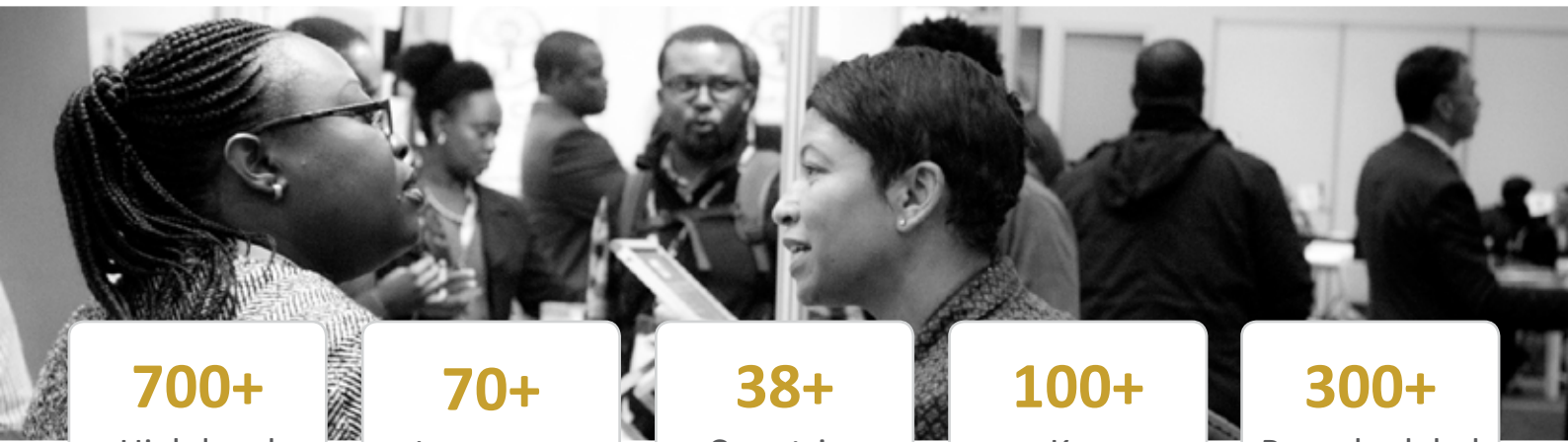


AFRICAN AGRI INVESTMENT INDABA

Your gateway to investment opportunities across
the entire agri-food value chain



700+

High level
participants

70+

Industry expert
speakers

38+

Countries
represented

100+

Key
investors

300+

Pre-scheduled
meetings

18 - 20 NOVEMBER 2019

CTICC, Cape Town, South Africa

Book your space and make your mark on Africa's growing
agri-food sector: cindy.eustonbrown@agricouncil.org

Sponsors



The largest investment gathering in food and agriculture on the African continent

— representing the entire value chain

The 4th Annual **African Agri Investment Indaba (AAII)** is the global meeting place for agri-food investment in Africa. Bringing together over 700 key stakeholders – from governments, banks, financiers, investors, project owners, project developers, commercial farmers and the agro and food processing industry – to discuss trends that will likely influence food and agribusiness economics over the next decade in Africa.

Organised by the African Agri Council in partnership with African governments and government agencies, the Indaba delivers a unique mix of decision makers from across the agri value chain making it the most effective place to conduct business in the sector.

The audience

- Agribusinesses
- Academics agencies
- Aggregators
- Agro-processors
- Asset managers
- Buyers and agents
- Chambers of commerce
- Commercial Farmers
- Co-operatives
- Debt funders

- Economists and Analysts
- Financial institutions
- Food processors
- Fund managers
- Government
- Impact investors
- Importers and exporters
- Input suppliers
- Insurance and Risk companies
- Lawyers and consultants

- Logistics companies
- Private equity
- Professional Services
- Research and Development
- Retailers
- Sovereign wealth funds
- Trade and investment agencies
- Trade Exchanges
- Traders and Exporters
- Venture capital investors

What to expect in 2019

Matchmaking and networking

Our structured matchmaking service allows attendees to pre-schedule their meetings ahead of the event.

A global high level delegation

Over 700 high level decision makers from across the food and agri value chain making it the most effective place to conduct business in the sector.

Hear from world renowned experts

Over 70 industry experts will explore game-changing trends, access to new markets, and promoting and facilitating investment in African food and agriculture.

Investment Discovery Sessions (IDS)

The African Agri Council is once again pleased to host our successful IDS – a platform for agri projects looking for investment.



700+

High level
participants

70+

Industry expert
speakers

38+

Countries
represented

100+

Key
investors

300+

Pre-scheduled
meetings

Why attend?

14+ hours of matchmaking, networking and dealmaking with over 700 participants representing the entire food and agri value chain

The Indaba has a distinctive pan-African focus, allowing attendees to meet potential regional and international business partners across the entire agri-food value chain

Hear from 70+ industry leaders, high level government officials, agribusiness executives, investors and financiers on the growing impact of agriculture as an asset class in Africa

Dealmaking at the Investment Discovery Sessions - a platform for project owners and agri businesses to pitch a panel of qualified investors and trade financiers

Gain access to new markets, impact your bottom line and compete in international trade and increase your participation in regional and global agri-food value chains

The Indaba attendees will have access to important co-located conferences and be able to network with their high level attendees

Topics covered

- Food and agriculture in the African transformation agenda
- Exporting confidence in the food and agriculture industry
- Facilitation of increased investment into output markets and supporting market incentives
- Technology adoption and digital Solutions for Agriculture
- Mapping the Future of Aquaculture in Africa
- Investing in inclusive agri-business for sustainable food markets
- Mitigating political risks in the transformation of agriculture
- Overcoming disruptions affecting international trade and investment of main agricultural commodities
- Leveraging pension, sovereign wealth and DFIs to invest and build a robust African food value chain

Event at a glance

Monday 18 November 2019

14:00 **African Development Bank (AfDB) Investment Workshop**



Tuesday 19 November 2019

08:00 Matchmaking and Closed Sessions 

10:00 **Keynote session**

12:30 Lunch, Matchmaking and Closed Sessions 

14:00 **AgTech Investment Summit**

Commodity Value Chains Investment Masterclass

Aquaculture Workshop



African Sustainability Summit



16:30 Networking Function 

Wednesday 20 November 2019

08:00 Matchmaking and Closed Sessions 

10:00 **Keynote session**

12:30 Lunch, Matchmaking and Closed Sessions 

14:00 **AgTech Investment Summit**

Agro-processing and Retail Masterclass

Future Markets and the Future of Food Workshop



16:30 End of sessions

Pre-event workshop

Monday 18 November 2019

- 14:00 Financing Africa's Agricultural Transformation.** How to Approach the African Development Bank (AfDB) for Funding
Gain first hand insights to obtain funding from the AfDB for your Agribusiness investments; develop awareness of the Bank's Financial Instruments; and how these can be adapted to the specific needs of your business. Limited space! Go to easycode.com/AfDB2019 to book your seat.
- 16:00 End of Session**

Conference programme

Tuesday 19 November 2019

- 07:30 Registration**
08:00 Matchmaking and Closed Sessions



Keynote session

- 10:00 Ministerial Address**
Minister Ivan Meyer, Provincial Minister, Western Cape Department of Agriculture, South Africa
- 10:20 Provincial Welcome Address**
Alan Winde, Premier of the Western Cape, Western Cape Government, South Africa
- 10:40 African Food and Agriculture Transformation Agenda: Exporting Confidence**
Moderator:
Anthony Selorm Morrison, President, Ghana Chamber of Agribusiness, Ghana
Panellists:
Ade Adefeko, Vice President Corporate and Government Relations, Olam, Nigeria
Anne Githuku-Shongwe, Representative for UN Women South Africa Multi-Country Office (SAMCO), United Nations, South Africa
- 11:30 Investment Discovery Session (IDS) - Country Case Study / Investing in Nigeria: Investment Gaps and Opportunities**
Aliyu A. Abdulhameed, Managing Director/Chief Executive Officer, NIRSAL, Nigeria
- 11:50 Financing of Agri Business: Links Between the Type of Capital Needed for Success, Mix Funding, the Duration of the Traditional Private Equity Fund and Tax Implications in African Food and Agriculture**
Moderator:
Theuns Steyn, Partner, ENSAfrica, South Africa
Panellists:
Gaëtan Herinckx, Manager – SME/corporate funding solution, Belgian Investment Company for Developing Countries SA/NV – BIO, Belgium
Craig Saven, Banking and Finance Partner, ENS Africa, South Africa
Nicolette Smit, Partner, ENSAfrica, South Africa
- 12:30 Lunch, Matchmaking and Closed Sessions**



AgTech Investment Summit	Commodity Value Chains Investment Masterclass	Aquaculture Workshop	Grow Africa Workshop
14:00 Technology Adoption Throughout African Food and Agriculture – Mapping the Future of AgTech <i>Niki Neumann, Managing Director: AFGRI Technology Services, AFGRI, South Africa</i>	14:00 The Growing Role of Supermarkets in Africa's Food Security and Commodity Value Chain Development Moderator: <i>Jari Matero, Associate Director & Team Leader: Agribusiness and Forestry, Finnfund, Finland</i> Panellists: <i>Latiefa Behardien, Technical Head: Quality and Food Safety, Woolworths, South Africa</i>	14:00 Current and Future Demand and Growth – Mapping the Future of Aquaculture in Africa <i>Tembwe Mutungu, Group Chief Financial Officer, Yalelo and FirstWave, Zambia</i>	14:00 Development of Regional Agro Dealer Network in South Africa

Conference programme

Tuesday 19 November 2019

AgTech Investment Summit	Commodity Value Chains Investment Masterclass	Aquaculture Masterclass	Grow Africa Workshop
<p>14:30 Technology Innovation Agency Session</p> <p>15:00 Investor Perspectives – Which AgTech Are Ready to Scale in the Global and African Context?</p> <p>15:30 Digital Solutions for Agriculture: Building a Sustainable Food Ecosystem in Africa through Digital Interventions</p>	<p>14:30 Catalyzing the Flow of Capital (Commercial Lending and Private Investment) to Scale Priority Commodity Value Chain</p> <p><i>Antois van der Westhuizen, Managing Director, John Deere Financial – Sub-Sahara Africa, John Deere, South Africa</i></p> <p><i>Josh Hammann, Director: Agri Development, SAB & AB InBev, South Africa</i></p> <p>15:00 Impact Investing: Leverage Private and DFI Finance to Achieve Sustainable Development in Low Commodity Environment</p> <p><i>Panellists:</i> <i>Anne Keppler, Vice President: Equity/Mezzanine, DEG, Germany</i> <i>Pieterneel Boogaard, Director Agribusiness: Food & Water, FMO, Netherlands</i></p> <p>15:30 Tackling Food Waste and Building Efficiencies Along the Supply Chain</p>	<p>14:30 Modern Aquaculture: The Digital Revolution</p> <p>15:15 Achieving Sustainable Growth and Productivity</p>	<p>14:30 Development of Regional Agro Dealer Network in Southern Africa</p>

16:00 End of sessions
16:30 Networking function



Join us at the networking function

Tuesday 19 November 2019 | 16:30 - 18:30

All attendees are invited to network and relax after a day of meetings. You are sure to make a whole host of new contacts.

Conference programme

Wednesday 20 November 2019

08:00 Matchmaking and Closed Sessions



Keynote session

- 10:00 Africa Food and Agriculture Investment Landscape: Mitigating Political Risks In the Transformation of Agriculture**
Intro:
Nabil Fawaz, Global Head: Agribusiness and General Services, Multilateral Investment Guarantee Agency (MIGA), USA
Moderator:
Gail Klintworth, Special Advisor, SYSTEMIQ Ltd. Former Non Executive Director, Tiger Brands, United Kingdom
Panellists:
Nabil Fawaz, Global Head: Agribusiness and General Services, Multilateral Investment Guarantee Agency (MIGA), USA
Wise Chigudu, Associate Director, SilverStreet Capital, UK
Richard K. Ofori-Mante, Agriculture and Rural Finance Division, African Development Bank Group (AfDB), Côte d'Ivoire
 Food and Agriculture Organization (FAO)
 Dangote Industries Limited
- 11:10 Positioning CAP-F as a Key Driver of Agribusiness Transformation Agenda: Supporting African Countries Agribusiness Partnerships**
Ibrahim Gourouza, Chief Operating Officer, African Union Development Agency (AUDA-NEPAD), Nigeria
- 11:30 Executive Interview: Overcoming Disruptions Affecting International Trade and Investment of Main Agricultural Commodities: Ongoing Trade Wars, Brexit, Land Reforms and the African Continental Free Trade Area Agreement (AfCFTA)**
Panellists:
Gail Klintworth, Special Advisor, SYSTEMIQ Ltd. Former Non Executive Director, Tiger Brands, United Kingdom
Dr. Washington T. Mbizvo, Chief Executive Officer, One Stop Investment Services Centre, Zimbabwe
Dr. Shadrack Moephuli, Chief Executive Officer, Agricultural Research Council (ARC), South Africa
Peter Setou, Chief Executive Officer, Vumelana Advisory Fund, South Africa

12:30 Lunch, Matchmaking and Closed Sessions



AgTech Investment Summit	Agro-processing and Retail Masterclass	Future Markets and the Future of Food Workshop
<p>14:00 Indoor Agricultural Systems and Urban Farming – Leveraging the Latest Innovations to Feed Cities</p> <p>14:30 Fourth Industrial Revolution (4IR) in Food and Agriculture: Latest Innovations in Robotics, AI, Machine Learning and Consumer Intelligence <i>Panellists:</i> Victor van den Berg, Head of Sales for Africa, Aerobotics. South Africa Charles Nichols, Co-founder and Chief Technology Officer, SunCulture, Kenya</p>	<p>14:00 Successfully Transforming Economies: Africa's Seismic Shift from Import Reliance to Self-Reliance Anthony Selorm Morrison, President, Ghana Chamber of Agribusiness, Ghana</p> <p>14:20 The Role and Impact of Supermarkets on Agricultural Development in Africa Sean Fluke, Head of Trade and Fresh Groceries, Pick n Pay Stores Limited, South Africa</p>	<p>14:00 Funding the Future and Tackling Thorny Issues – The Next Frontier for Financing Agripreneurs <i>Panellists:</i> Jaap Spreeuwenberg, Managing Director, Hivos Impact Investments, Netherlands Narcisse Guybolo Parfait, Chief Executive Officer, AGRI-INVEST, Cameroon David Torr, Co-founder, uCook, South Africa</p> <p>14:45 Investing in Inclusive Agri-business for Sustainable Food Markets – Farmfit Fund Grow Africa Kebba Colley, Senior Manager, IDH. The Netherlands</p>

Conference programme

Wednesday 20 November 2019

AgTech Investment Summit

15:00

The Power of Big Data in Climate Smart Agri – How Agribusinesses Should Think About their Data Strategies?

Juan Marcano, Partnerships and Business Development, Global Parametrics, UK

15:30

Fostering the Next Generation of African AgTech Entrepreneurs and Financing Needs of Successful Projects

Panellists:

Ian Bester, Chief Executive Officer and Founder, Kraal, South Africa

Emma Coath, Managing Director, Rocket Seeder, Australia

Stephanie Shiri, Managing Director, Vemado Investments, Zimbabwe

Agro-processing and Retail Masterclass

14:50

Agro-Processing as Key Ingredient to Attracting Local and Foreign Direct Investment, Driving an African Agricultural Revolution

Panellists:

Drikus Lubbe, Chief Executive Officer, Dairy Farmers of South Africa

Victor Thindisa, Portfolio Manager, Department of Agriculture, Forestry & Fisheries, South Africa

Leonard Morakaladi, Chief Executive Officer, Botswana Agricultural Marketing Board, Botswana

15:30

Financial structures that support the development of Agro-Processing in Africa

Panellists:

Manoj Seonath, Head: Agro-Processing & Agriculture, Industrial Development Corporation of South Africa

Victor Thindisa, Portfolio Manager, Department of Agriculture, Forestry & Fisheries, South Africa

Future Markets and the Future of Food

15:15

Investment and Trade Opportunities for Cannabis Infused Products for African Producers – Achieving Success while Navigating Regulatory Guidelines

16:00 End of sessions

Register four delegates from the same company and the fifth person can be registered for FREE!

Secure your participation today! Register online at www.agri-indaba.com

Co-located events

The Indaba attendees will have access to important co-located events and be able to network with their high level attendees.

African Development Bank (AfDB) Investment Workshop 18 November 2019

Join the African Development Bank for their Investment Workshop on 18 November from 14:00 to 16:00.

Don't miss this unique opportunity to get up close with Africa's premier Development Finance institution and a leader in financing Africa's Agricultural Transformation. Gain firsthand insights on how to obtain funding from the AfDB for your Agribusiness investments; Develop awareness of the Bank's Financial Instruments and how these can be adapted to the specific needs of your business, Understand the AfDB Feed Africa Agenda and the added value of working with the AfDB; and hear Lessons learnt from an Industry Expert on Key Success Factors of a viable agribusiness in today's dynamic Agri-Food Market.

Limited space! Go to easycode.com/AfDB2019 to book your seat.

Hosted by



Development of Regional Agro Dealer Network in Southern Africa - 19 November 2019

The event will bring together various stakeholders to discuss mechanisms to build the organisational capacities of national agro-dealer associations in the SADC region and collaborate with national agro dealer associations to develop a Regional Agro Dealer Association for Southern Africa.

Key speakers from the National Agro Dealer Associations of South Africa, Zimbabwe, Malawi and Zambia and the African Farmers Association will explore the vital role of Agro Dealers in the value chain and progress towards raising the profile of national agro dealer associations in SADC and establishing a regional network. An expert panel will discuss solutions to the structuring, funding and training as well as capacity building challenges that National Agro Dealer Associations are facing.

Hosted by

GROWAFRICA



The 7th Annual African Sustainability Summit is a platform where sustainable development projects of the ASDA network will be showcased. Attendees can expect ground breaking case studies, success stories that can be implemented cross-industry and collaborative industry solutions.

This year's programme will include Agricultural Investment case-studies, Urban Farming as local sourcing and sustainable farming alternative, Port Optimization for exports and the 5th Green Pitch SME competition offering the top 10 entrants to pitch their services or

19 - 20 November 2019

products that make a net positive impact on their community, ecology and economy. Attendees will also be briefed on the much-anticipated African Agri transformation Roadmap, a collaborative study by the ASDA, African Agri Council and African Development Bank.

Visit africansda.org for more info or email info@africansda.org.

Hosted by



Sponsorship and exhibition opportunities

The African Agri Investment Indaba is the industry's 'MUST-ATTEND' event, providing the ideal setting to develop relationships, explore ideas and expand into new markets.

Why sponsor or exhibit?

- The event has a distinctive pan-African focus, allowing sponsors and exhibitors to meet potential regional and international business partners across the entire agri value chain
- Connect with senior investors and top executives across the entire agri value chain
- Initiate and close deals with industry players and decision makers
- Present your company to top-tier professionals and private investors
- Position your company as the leading expert in your field and get maximum brand exposure
- Take advantage of a dedicated matchmaking service for sponsors and exhibitors

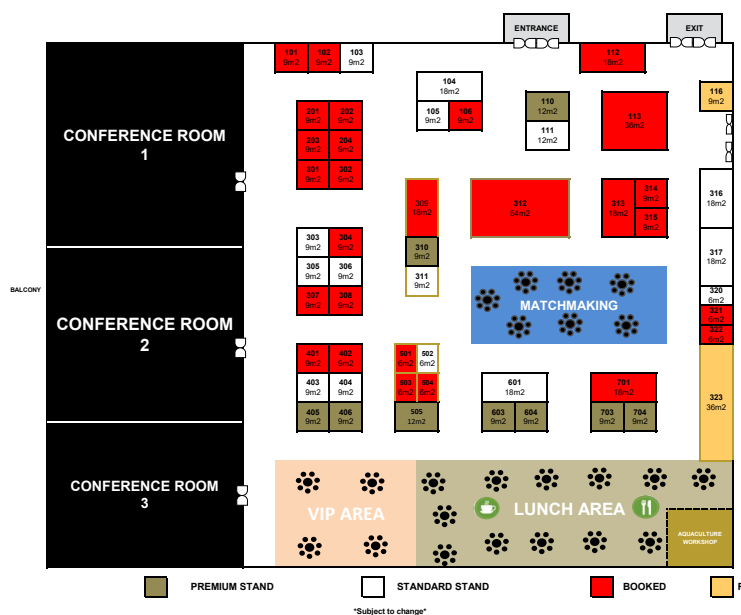
Technical Agri Tour

Extend your stay in the Western Cape, South Africa and visit some of the largest commercial farmers and agribusinesses in Africa for two days after the Indaba from 21 - 22 November 2019.

Join us as we tour the Western Cape and visit high end farming enterprises to get a better insight into South Africa agricultural best-practices, techniques as well as latest equipment and technology at work. This is an opportunity to benchmark your business against some of the most advanced and successful agribusinesses on the African continent.

Limited space!

Register online via www.agri-indaba.com and book your seat today!



Marketing and promotions

The Indaba is promoted to thousands of African and global agri sector professionals through our internal database as well as a number of key international publications and media resulting in a US\$100 000 PR / media campaign leading up to and during and after the event.

Only at the African Agri Investment Indaba will you have access to press core to the agri and financial sectors from continental and global media.



Secure your space and make your mark on Africa's growing agri sector, contact Cindy Euston-Brown at cindy.eustonbrown@agricouncil.org for your bespoke package

Delegate registration

Space is limited and available on a first come first served basis. Register online at www.agri-indaba.com

Register four delegates from the same company and the fifth person can be registered for FREE!

Registration options:

Delegate pass:

Full access to African Agri Investment Indaba conference including networking, exhibition and matchmaking service

VIP pass:

Full access to African Agri Investment Indaba conference including networking, exhibition and matchmaking service plus the following benefits:

- Access to VIP Lounge
- Enhanced matchmaking support
- Fast track registration
- Dedicated VIP lunch area
- Executive interview published online*

Super early rate Expires 12 July 2019

R14 995 + 15% VAT
= R17 244

Early rate Expires 20 Sep 2019

R16 995 + 15% VAT
= R19 544

Standard rate

R18 995 + 15% VAT
= R21 844

R15 995 + 15% VAT
= R18 394

R17 995 + 15% VAT
= R20 694

R19 995 + 15% VAT
= R22 994

Travel and accommodation

The African Agri Investment Indaba is pleased to offer our participants additional value adds when attending the event. We have negotiated special rates and savings with our preferred air, car rental and accommodation partners.

To take advantage of these special offers visit www.agri-indaba.com/plan-your-trip or contact Meghan Gilson at meghan.gilson@hypenica.com

Contact us

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Booking and partnership enquiries: cindy.eustonbrown@agricouncil.org

Programme enquiries: ben.leyka@agricouncil.org

Event venue

Cape Town International
Convention Centre 2 (new section)
Corner of Heerengracht & Rua
Bartholomeu Dias, Foreshore
Cape Town, South Africa

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Sponsors



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