

# AGRIBUSINESS DEALROOM AT THE 2023 AGRF SUMMIT PROGRAM

Dealroom Co-Chairs



Technical Partners



Implementing Partners



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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

Moderator:

- Watipaso Mkandawire, Regional Food Markets Adviser, UKFCDO

Speakers:

- Christopher Wanye, Head of Agriculture Investing, Acumen
- 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. Prof. Kitila Mkumbo, Minister of State, President's Office- Planning and Investment

Panel Discussion 1 : What will it take to double the numbers of businesses in food systems?

- Mr. Wanjohi Ndagu, Partner and Investment Director, Pearl Capital Partners Ltd
- Ms. Katerina Ntep, Deputy Vice President for Sector Operations, Millennium Challenge Corporation (MCC)
- Ms. Adesuwa Ifedi, Senior Vice President of Africa Programs, Heifer International
- Mr. Ayodeji Balogun, Group CEO, AFEX
- Mr. John Ellenberger, SVP Venture 37, Land O'Lakes, USA
- Mr. Brent Malahay, Chief Strategy Officer, Equity Group

Panel Discussion 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
- Ms. Nelly Mukazayire, Deputy CEO, Rwanda Development Board
- Dr. Donal Brown, Associate Vice President Programme Management Department, International Fund for Agricultural Development (IFAD)
- Mr. Mohammed Dewji, President, MeTL
- Mr. Erik Fyrwald, CEO Syngenta

Closing Remarks: Ms. Isobel Coleman, Deputy Administrator, United States Agency for International Development (USAID)

LOCATION: KATAVI ROOM

TIME: 14:00 – 15:30 EAT

Rwanda Investment Opportunities

PRE – REGISTRATION REQUIRED

Organizers: Government Rwanda Delegation

The Government of Rwanda presents investment opportunities for private sector along food systems pathways.

LOCATION: GOMBE ROOM

TIME: 14:00 – 15:30 EAT

Nigeria Investment Opportunities

PRE – REGISTRATION REQUIRED

Organizers: Government Nigeria Delegation

The Government of Nigeria presents investment opportunities for private sector along food systems pathways.

LOCATION: MIKUMI ROOM

TIME: 14:00 – 15:30 EAT

Investing in the agriculture Value Chain

PRE – REGISTRATION REQUIRED

Organizers: Agribusiness Dealroom

Showcasing high impact investment opportunities in growing SMEs along the agriculture value chain.

Keynote: Kindra Halvorson, Chief Transformation Officer, Technoserve

Speakers:

Carl Jensen, CEO, Good Nature Agro

Joseph Ogwal, CEO, Agrosupply

Jack Langwort, CEO, Maua Mazuri

Joseph Kilongosi, Deputy Managing Director, Brazafric

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.

Keynote/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
- Wanjohi Ndagu, Partner, Pearl Capital Partners
- Josephine Ecklu, Global Inclusive Business Manager, Rikolto

Closing remarks:

Nadine Gbossa, Director Food Systems Coordination, IFAD

## DAY 2 – 6 September

LOCATION: MIKUMI 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: Itago Winnie, Business Consultant, Advance Consulting

Speakers:

1. Thibaut Mallet De Chauny, CEO, Kisii Smart Community
2. Kwabena Tufuor, CEO, Prosect Feed
3. Alexandre Nshimiyimana, CEO, Sanit Wing
4. Jemimah Wanjiku, CEO, DigiCow

LOCATION: GOMBE ROOM

TIME: 9:30 – 11:00 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 Doring, Technical Specialist SAFIN

Key note: Sara Mbago-Bhunu, Regional Director East & Southern Africa Division, IFAD (TBC)

Speakers:

- Zhengzheng Qu, UNEP Programme Management Officer in the ClimateFinance Unit, UNEP
- Jahan-Zeb Chowdhury, Environment & Climate Coordinator
- Nadia Martinez, Senior Coordinator, SAFIN

LOCATION: KATAVI ROOM

TIME: 9:30 – 11:00 EAT

Mozambique Investor Board Room

PRE – REGISTRATION REQUIRED

Organizers: Government Mozambique Delegation

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

LOCATION: KATAVI ROOM

TIME: 11:30 – 13:00 EAT

Togo Investor Board Room

PRE – REGISTRATION REQUIRED

Organizers: Government Togo Delegation

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

LOCATION: OLDUVAI ROOM

TIME: 11:30 – 13:00 EAT

Creating an enabling environment for climate adaptation investments

PRE – REGISTRATION REQUIRED

Organizers: Agribusiness Dealroom partners



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:

- 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

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:

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. Hubert Van Melick, MD, DADTCO Mandiona Mozambique (DMM)
5. Elvis Rwema, CEO, Best in Rwanda

LOCATION: MIKUMI ROOM

TIME: 11:00 – 12:00 EAT

Sourcing in Africa: catalyzing sustainable business action

Organizers: AGRA and the Agribusiness Dealroom

Moderator: Jennifer Baarn, Head of Partnerships, AGRA

Speakers/Panelists

- Kebba Colley, CEO, IDH
- Natasha Santos, Vice President, Head of Global Stakeholders Affairs & Strategic Partnerships, Bayer
- Sam Nganga, Upstream & Advisory Manager, Manufacturing, Agribusiness and Services, IFC Africa Region

- Carole SORREAU, Corporate Director - Institutional business and Sustainability, ETG

Closing remarks:

- Vanessa Adams, VP Strategic Partnerships, AGRA

LOCATION: MIKUMI ROOM

TIME: 12:00 – 13:00 EAT

South-south collaboration to drive investments in Africa's food systems

Organizers:

Moderator: Dr. & Prof. Cheng Cheng, Lead on Asian Partnerships, AGRA

Keynote: Gary Darren Brown, MD, WeFreight

Speakers/Panelists

- Santosh Pillai, CEO, Wilmar Africa
- Peng Lu, CEO, SF Logistics Africa
- Cuifeng Lv, Chairwoman, GreeChain Global
- Barry Chale, Head of Public Relations, Sino Tan Industrial Park
- Dr. Nega Wubeneh, Interim Head of Markets and Post Harvest, AGRA

Closing remarks:

Kun Chu, Economic Counselor, Chinese Embassy to Tanzania

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: Natasha Santos, Vice President, Head of Global Stakeholders Affairs & Strategic Partnerships, Bayer

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
5. Stephano Karoza, CEO, KCG Aquatech

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 Siewertsen, Head Inclusive Finance, AGRA

Speakers:

- Dan Kimani, Associate Investment Director, Acumen Resilient Agriculture Fund (ARAF)
- Ann Vaughn, Senior Policy Advisor for Climate and Agriculture, USAID
- Godefroy Grosjean, Co-Lead, CGIAR Hub for Sustainable Finance
- Hack Stiernblad, Director of Business Development, Sunculture
- Maregesi Shaban, Head of Agribusiness, CRDB

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: GOMBE ROOM

TIME: 16:00 – 17:30 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: MIKUMI ROOM

TIME: 16:00 – 17:30 EAT

Climate proofing our food for the future

Organizers: Agribusiness Dealroom partners: ClimateShot 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 session 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\$ 400 – US\$ 5 million

Moderator: Dharshan Wignarajah, Director, Climate Policy Initiative

Opening remarks: Godefroy Grosjean, Senior Manager, CGIAR

Panelists:

Dan Kimani, Associate Director, Acumen Resilient Agriculture Fund (ARAF)

Susan Tissiman, Investment Executive, Innovative Finance, British International Investment (BII)

Presenting agribusinesses:

1. Yi Li, CEO, FarmWorks
2. Nasir Mohammed, Director of Impact, CoAmana
3. Anaporka Adazabra, CEO, Farmio
4. Sachin Hanwate, Managing Director, Agrosahas
5. Yvonne Otieno, CEO, Miyonga Fresh Greens
6. Riches Attai, CEO, Winich
7. Geophrey Tenganamba, CEO, Mazao Hub

8. Bronson Eran'ogwa, Executive Director, The Source Plus

DAY 3 – 7 September

LOCATION: GOMBE ROOM

TIME: 11:00 – 13:00 EAT

Harvesting Success: Impact Measurement and Management as a Catalyst for Agribusiness Growth and Food Systems Transformation

PRE – REGISTRATION REQUIRED

Organizers: Agribusiness Dealroom Partners: CGIAR Hub for Sustainable Finance, AICCRA, Ukama Ustawi

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.

Speakers:

- Peter Wamicwe, CGIAR Hub for Sustainable Finance
- Mercy-Zulu- Hume, Ukama Ustawi
- Dr. Stephanie Jacquet, AICCRA
- Dorcas Jalango, AICCRA

LOCATION: MIKUMI ROOM

TIME: 11:30 – 13:30 EAT

South-South learning: Global food systems innovations

Organizers: Agribusiness Dealroom

Moderator: Vanessa Adams, VP Strategic Partnerships

Speakers/Panelists

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

DAY 4 – 8 September

LOCATION: GOMBE ROOM

TIME: 09:30 – 11:00 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.

LOCATION: KATAVI ROOM

TIME: 09:00 – 11:00 EAT

Kenya Investor Board Room

PRE – REGISTRATION REQUIRED

Organizers: Government Kenya Delegation

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

AGRF Closing