



***Boosting African Agriculture through
Partnership, Investment and Technology***

***25-28 November 2012
King Fahd Palace Hotel, Dakar – Senegal***

Hosted by the
Government of Senegal



In collaboration with:



Rabobank

Partner Organisation:



BACKGROUND

The EMRC **AgriBusiness Forum** is the **largest pan-African AgriBusiness Forum held on African soil** annually. It attracts a few hundred agribusiness leaders and decision makers including private entities, financiers, donors, industrialists, researchers, Governments, int'l organisations and NGOs from North and South. It is a key meeting point for those who wish to take part in the growth of Africa's agro-food sector and for those who wish to invest in the sector.

The Forum is EMRC's flagship event, aimed at strengthening the Agri-Food sector in Africa, by encouraging partnerships, exchanging of best practices and attracting investments. We believe that the success of Africa depends on the development and growth of its private sector and that the **African agribusiness sector has the potential for growth.**

The Forum is a combination of **Plenary Sessions, Technical Workshops, Pre-organized Business Meetings and Market Place**

FACTS

The AgriBusiness Forum was initiated in Brussels in 2003 and since 2009 it has moved to Africa: in 2009 it was held in Cape Town, in 2010 – in Kampala, and in 2011 – in Johannesburg. Prior to that, the Forum was held in European capitals with the last two editions hosted at the FAO headquarters in Rome in 2007 and 2008. **Speakers at the forum are sr decision makers and renowned experts:**

- Around 50/60 speakers (in Plenary sessions and technical workshops)
- Representing Private and Public sector Enterprises / Donor organisations / Banks / Universities and Research institutions / Private Sector Associations
- Coming from Africa, Europe, America and Asia

Business Meetings:

A key element in the Forum is the B2B sessions, during which meetings are scheduled according to delegates' requests and profiles, so as to bring about the best possible results. At the AgriBusiness Forum 2011 alone, over **1100 B2B meetings took place**

Quotes from participants:

"...The Syngenta Foundation is convinced that public-private partnerships are essential for agricultural development. Events such as the AgriBusiness Forum help enable these partnerships by bringing together delegates from across the public and private sectors around the world..."

Marco Ferroni – Syngenta Foundation

"...The AgriBusiness Forum is an important source of information on many important sectoral development issues. The theme of this year's forum is particularly timely and could help the managers of SMEs and larger companies to understand ongoing efforts to improve the business climate. The Forum is also an opportunity to exchange ideas with other people who are trying to promote business and private sector development, in some cases laying the basis for longer term networking. Individual small farmers might not feel at home at the Forum but farmer representatives and organizations have an important role to play. Through their participation, the end goal of ensuring that business works for the poor can better be kept in sight by everyone involved in the Forum..."

Doyle Baker – FAO, Italy

"...We see the EMRC's Agribusiness conferences as a useful channel for the AECF to publicise its work and reach out to the business community – our customers..."

Hugh Scott – Africa Enterprise Challenge Fund, Kenya

"...Well I went to my first EMRC forum, the AgriBusiness Forum in South Africa, in October 2011 and it really changed my business – it brought it to a new level, an international level. I definitely made the right decision to go. For 4 days I was surrounded by people from across the world either working in the same field or looking to invest. I learnt so much, made important contacts and most of all it gave me enormous self confidence. I was being listened to and people were interested in my project..."

Judite Macuacua – Wissa Ltd., Mozambique

"...The forum is a unique environment where development and business interact eventually finding a common operating platform through discussion guided by concepts that are a strength of a particular organization. I left now able leverage and grow in the direction which may not have been possible before these sessions..."

George Osure – Syngenta East Africa Ltd., Kenya

"...The Lundin Foundation has participated in both EMRC's Finance and Investment Forum and Agribusiness Forum. Both convened a diverse array of LPs, GPs, companies, and other relevant stakeholders. As such, these events have value not only for networking / partnerships, but

additionally for developing concrete business transactions. We further believe that agricultural productivity improvements are critical across Sub-Saharan Africa and look forward to continued engagement with EMRC in this, and other, sector(s) in the years ahead...”

Stephen Nairne - Lundin Foundation, Canada

Among the **speakers at previous editions** of AgriBusiness Forum figured:

- **Yoweri Museveni**, President of Uganda;
- **Morgan Richard Tsvangirai**, Prime Minister of Zimbabwe;
- **Emmanuel Nadingar**, Prime Minister, Chad
- **Tina Joemat-Pettersson**, Minister of Agriculture Forestry & Fisheries, South Africa;
- **Hope Mwesigye**, Minister for Agriculture, Animal Industry & Fisheries, Uganda;
- **Betty Achan Ogwaro**, Minister Agriculture, Forestry, Co-operative & Rural Dev., S. Sudan;
- **Seydou TRAORE**, Minister for Agriculture, Mali ;
- **Namanga Ngongi**, Former President AGRA, Kenya;
- **Hugh Scott**, CEO, Africa Enterprise Challenge Fund, Kenya;
- **Mouhamadou Niang**, AfDB, Tunisia;
- **Moussa Seck**, President PanAAC, Senegal
- **Geoffrey C. Mrema**, Director, FAO, Italy;
- **Louis Paul Motaze**, Minister for Economic and Planning, Cameroon
- **Bayero Mohamadou Fadil**, President Group Fadil, Cameroon
- **Sean de Cleene**, Vice President, Yara Intl, Norway;
- **Marco Ferroni**, Executive Director, Syngenta Foundation, Switzerland;
- **Pierre van Hedel**, Managing Director, Rabobank Foundation, Netherlands;
- **William Dar**, Director General, ICRISAT, India;
- **Monty Jones**, Executive Secretary, FARA, Ghana;
- **Marius Boshoff**, Dupont Crop Protection, South Africa;
- **Stephen Nairne**, Managing Director, Lundin Foundation, Canada;
- **Henry Jackelen**, UNDP, USA;
- **Ibrahima Faye**, FAO consultant, Senegal
- **Evelyn Oputu**, Managing Director, Bank of Industry, Nigeria;
- **Thad Simons**, CEO, Novus International, USA;
- **Julio Garrido-Mirapeix**, Managing Director, KPMG East Africa, Kenya;
- **Vince Morabito**, Deloitte & Touche, USA;
- **Richard Jones**, IFDC, Kenya;
- **Timothy Prewitt**, USAID/Market, Nigeria;
- **Philip Odera**, Stanbic Bank, Uganda;
- **Susan Corning**, USAID/Lead, Uganda;
- **Hiroshi Hiraoka**, CARD, Kenya;
- **Peralt Van Der Merwe**, Heineken, South Africa
- **Martin Djedjes**, PDG, BIAO, Ivory Coast
- **Henry Njalla Quan**, Cameroon Development Corporation, Cameroon

AgriBusiness Forum 2012

The AgriBusiness Forum 2012 will focus on **Boosting African Agriculture through Partnership, Investment and Technology** as a continuation of **The Johannesburg Declaration** on agribusiness, food security and nutrition, adopted during the last AgriBusiness Forum held on the 19th of October 2011 and as a follow-up on existing global & African initiatives, such as the *New Alliance for Food Security and Nutrition launched at the last G8 held in Camp David*, NEPAD's Comprehensive African Agriculture Development Programme (CAADP); or the African Agribusiness and Agro-industries

Development initiative (3ADI), signed in Abuja in March 2010, by fostering public-private sector partnerships and increased private sector investment on agribusiness development in Africa.

Objectives of the AgriBusiness Forum 2012

The main objectives of the Forum are the following:

- Accelerate Investment in Agriculture and Agribusiness in Africa.
- Structure Effective Private-Public Partnership (PPP) to develop Agribusiness in Africa.
- Encourage South-South cooperation
- Foster Infrastructure development for Agriculture and Agribusiness in Africa.
- Promote viable Agro-processing to reduce post-harvest losses.
- Enhance trade facilitation for market access for Agriculture.
- Encourage Applied Research along the Agricultural Value Chain.
- Stimulate the process of knowledge-sharing throughout the value chain.
- Explore new initiatives to promote Africa's SMEs development

Sub-Themes:

- Partnerships and Investments for SME's development
- Innovative financing for Agricultural Production and Productivity
- New technologies to enhance Agricultural Production and Productivity and reduce post-harvest losses
- Improved communication for Agricultural Extension and Marketing
- Regional Markets Growth
- Developing legislative frameworks for sustainable agribusiness in Africa – agricultural taxation, land tenureship
- Infrastructure and capacity development for trade-related activities
- Inclusive Business Model in Agriculture
- Mainstreaming gender and youth issues in agriculture

Outline for AgriBusiness Forum 2012

Approach:

- -4-day Forum, from 21-24 October 2012
- Plenary Sessions in the morning
- 2/ 4 Parallel workshops in the afternoon
- 2 B2B Sessions in the afternoon of 3 hours each
- Market Place

Participant's Profile

AgriBusiness Forum gathers around 4-500 delegates worldwide, largely:

- Ministers and Government officials
- Private sector / Project owners / SMEs with investment opportunities
- Business Associations & Multinationals
- Farmer organizations
- Business Schools & Research Institutes
- Microfinance Institutions, Commercial Banks, Private Equity & Venture Capital Orgs
- NGOs & Foundations, donor and development Orgs

Promoting Business & Innovation

The prime objective of the AgriBusiness Forum is to promote the creation of new business partnerships and encourage the designing of new agricultural projects. Tailor-made Business Meetings will allow investors meet their appropriate partners – the **B2B sessions** will be organised using special matchmaking software that matches the interests and needs expressed by participants to schedule the meetings.

Another important feature is the **EMRC-Rabobank Project Incubator Award**, initiated at the 2008 AgriBusiness Forum at the FAO in Rome. The award encourages development, innovation and entrepreneurship in the agri-food and rural development sector in Africa. During the Gala Evening of the AgriBusiness Forum **EMRC and Rabobank will present to the winner a cash prize of US\$15.000.**

Previous Partners, Sponsors and Supporters at the AgriBusiness Forum

Partners, Sponsors and Supporters at the AgriBusiness Forum represent all the players involved in the development of the Agri-Food Sector in Africa. The nomination as Partners, Sponsors and / or Supporters is given by the different levels of financial and in-kind contribution offered.

The last editions' partners, sponsors and supporters included:

Dep. of Agriculture of South Africa; Government of Uganda; FAO; UNDP; Rabobank Foundation, Netherlands; AGRA; USAID; AECF, Kenya; KPMG; FMO, Netherlands; EU; NEPAD & NEPAD Business Foundation; MCC, USA; Winrock, USA; ITC; FARA, Ghana; ICRISAT, India; Pro€Invest, Belgium; CTA, Netherlands; IFDC, USA; Bank of Industry, Nigeria; COMESA / ACTESA; Stanbic Bank; Yes Bank, India; ABSA; Heineken; NOVUS, USA; Syngenta Foundation; Monsanto; Balton, Kenya; Yara, Norway; Omnia; AFGRI, South Africa; IDC, South Africa; Lundin Foundation, Canada; Adcon, Austria; Progis, Austria; Axius, Madagascar; Africa Practice, UK and many more from Africa and around the world.

About EMRC International



Established in Brussels in 1992, EMRC is an international non-profit organisation whose mission is to promote sustainable economic development in Africa through the growing of business partnerships with a specific focus on the private sector. EMRC is comprised of a vast network of entrepreneurs, financiers and officials from well over a hundred countries spanned around the world.

To address our mission, our activities concentrate around 4 poles:

1. **EMRC Events**
Forums
Trade Missions
The annual AgriBusiness Forum, Africa Finance & Investment Forum and the Trade Missions provide a platform for contact development and experience sharing.
2. **EMRC Projects**
Project Incubator Award
Business Development Services (BDS)
3. **EMRC Community**
Our Member's network and marketplace
4. **EMRC Media**
Dialogues Magazine
Media and Communications

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