

AFRICAN AGRI INVESTMENT INDABA

28 - 30 NOVEMBER 2016

Cape Town International Convention Centre, South Africa

YOUR GATEWAY TO BANKABLE AGRI PROJECTS IN AFRICA

FEATURING 40+ EXPERTS FROM THE AGRI INVESTMENT, PRIVATE AND PUBLIC SECTOR INCLUDING:



Dr Yemi Akinbamijo
Executive Director
Forum for Agricultural
Research in Africa
GHANA



Simon Glossop
Chief Executive Officer
Camscorp & Chair of
Octopus Investments
EOC Committee
UNITED KINGDOM



Mark-Anthony Johnson
Chief Executive Officer
JIC Holdings
**GIBRALTAR / UNITED
KINGDOM**



Jacqueline Mkindi
Chief Executive Officer
Tanzania Horticultural
Association
TANZANIA



Dr. John Purchase
Chief Executive Officer
Agricultural Business
Chamber (Agbiz)
SOUTH AFRICA

With participation from:



REGISTER BY 23 SEPTEMBER 2016 AND SAVE R1000

www.agri-indaba.com

 **African Agri Council**

WELCOME TO THE AFRICAN AGRI INVESTMENT INDABA

Western Cape Minister of Economic Opportunities welcomes African Agri Investment Indaba (AAIL) 2016 delegates

On behalf of the Western Cape Department of Agriculture, I would like to extend a warm welcome to the delegates attending the African Agri Investment Indaba (AAIL) 2016 to our beautiful city of Cape Town. Hosting an event of this magnitude forms an integral part of our strategy to promote the Western Cape Province as an agricultural hub and leading tourist and events destination. Holding such events, allows us to cement our reputation as a business, lifestyle, sporting and events capital.

Importantly, our partnership with Wesgro and the African Agri Council (AAC) serves as a driving force to spearhead the development of agriculture across the African continent by using agriculture as the catalyst to grow our economy, as well as connecting investors and financiers with agricultural opportunities in Africa.

Within this context, the AAIL 2016 is an important event and plays a critical role in bringing together key government officials and senior stakeholders across the agriculture value chain to discuss current trends influencing investors' confidence in African agriculture. AAIL 2016 is creating a vital platform for stakeholders to showcase opportunities in agriculture, conduct business during the Investment Discovery Sessions, network and share knowledge and best practice across the African continent.

Lastly but most importantly, I invite delegates who will be descending on the mother city to explore what our beautiful city has to offer.

Mr Alan Winde
Western Cape Minister of Economic Opportunities



Dear Executives,

The year 2015 saw 200 million Africans entering the consumer market. It is now forecasted that the Southern African Development Community (SADC) will be among the world's largest food consumers by 2025.

The African food and agribusiness industry requires investment to drive commercial farming, mechanisation and processed product through value addition. The African Agri Council (AAC) is pleased to announce the African Agri Investment Indaba (AAIL) 2016 taking place from the 28 – 30 November 2016 at CTICC in Cape Town.

Join us in November at the biggest meeting place for agri investment and businesses in Africa.

We look forward to seeing you in November.

Ben Leyka
Executive Director
African Agri Council

FIVE GREAT REASONS TO REGISTER AS A DELEGATE



Meet international investors, Agri business leaders and African governments



Hear about the latest case studies on African Agri investment projects



Network with Africa's movers and shakers



Source international funding for your agri project



Maximise your time by meeting with all the key players in just two days

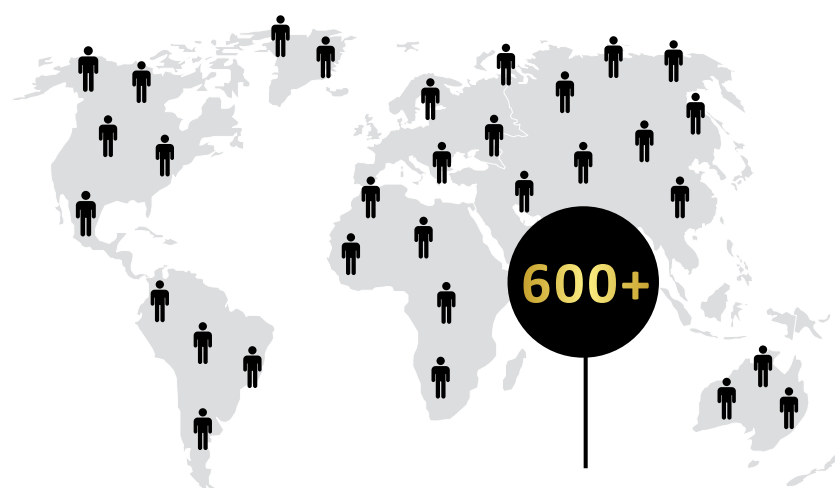
In essence, we don't have much of a choice but to invest in Africa – a seventy per cent increase in agricultural production is needed to feed the more than nine billion people expected worldwide in 2050, of which 25 per cent will be in Africa, so as the demand for food soars on a global scale, the greatest opportunity for profits in agriculture is in Africa

DUNCAN VINK, JOINT MANAGING DIRECTOR OF UFF
AGRI ASSET MANAGEMENT

WHO SHOULD ATTEND?

- Agribusinesses
- Asset managers
- Chambers of commerce
- Commodities and futures traders
- Commercial farmers
- Financial institutions with an interest in Africa's agri sector
- Food associations / manufacturers / processors
- Fund managers
- Pension funds
- Private equity / venture capital investors
- Service providers to financial and agribusiness communities
- Sovereign wealth funds
- Trade finance providers
- Trade and investment agencies

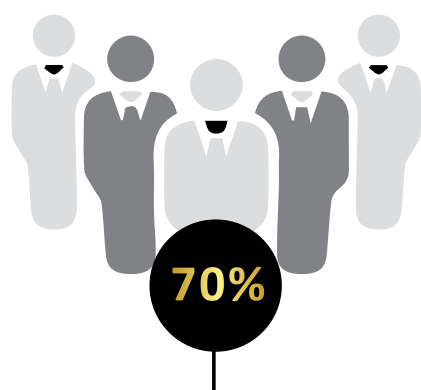
EVENT AT A GLANCE



Global leaders in 2016

KEY FEATURES

- Free investment readiness workshop
- Pre-qualified Agri projects
- Panel discussions with African Agri decision-makers
- Country pavilions
- Matchmaking sessions



Delegates are C-level

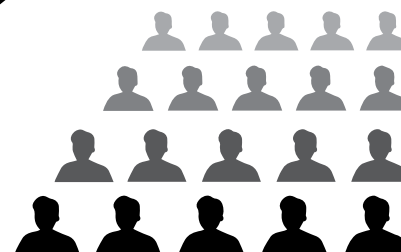


African countries represented



40+

Speakers delivering insightful case studies



PROUDLY SUPPORTED BY THE FOLLOWING MEDIA PARTNERS



ABOUT THE ORGANISERS



The African Agri Council is a network of global executives, decision makers and key stakeholders in the Agricultural industry. We connect executives with their peers, policy makers, investors & financiers and leading global service providers across Africa and around the world.

The Council is an exclusive platform for networking, matchmaking and deal making in Africa. We focus on the business dynamics of agriculture; the pioneers, partnerships, investments, joint ventures and regulatory dynamics that determine the future direction of the industry and shape tomorrow's sustainable food production and consumption landscape.

🌐 www.agricouncil.org ☎️ 🇺🇸 +27 21 700 5511 🇬🇧 +44 2033 184297 🇺🇸 +1 888 983 1254

PROGRAMME: TUESDAY 29 NOVEMBER 2016

7:00 Registration

8:15 Chairman address: Official welcome

8:30 Keynote address: Agriculture as a critical pillar to sustainable economic development

9:00 Keynote address: Ensuring a sustainable agro-food system – Western Cape case study

Alan Winde, Western Cape Minister of Agriculture, Department of Agriculture Western Cape. South Africa

9:30 Keynote address: South Africa investment readiness overview

10:00 Morning refreshments and networking on the exhibition floor

10:30 African Ministerial – Adding value to agricultural commodities

- Africa's ability to overcome logistical, trade, political and social challenges
- Africa's agriculture potential – policies, incentives, trade facilitation and infrastructure investment opportunities
- Putting opportunities and risks in the balance – enabling African agriculture investments to come out on top

11:30 Attracting FDI - Policy and legal environment

Stefan Sakoschek, Regional Director, EU Chamber of Commerce and Industry in Southern Africa. European Union

12:15 Panel Discussion: Non-African Governments – A stage for countries across the globe actively seeking to develop relationships and invest in Africa's agriculture industry

- Policies for African agricultural investment
- Our strategic role and positioning in African agriculture value chain
- The Evolution of agriculture as an asset class – Assessing recent capital deployments into Africa by local institutional investors

Moderator:

Joyene Isaacs, Head of Department, Western Cape Department of Agriculture. South Africa

Panellist:

- *European Union*

13:15 Networking lunch on the exhibition floor

**= Invited speaker*



PROGRAMME: TUESDAY 29 NOVEMBER 2016

14:15 Panel Discussion: Policy and legal environment overview

- Enhancing vs destroying value in the agricultural industry – the vital importance of effectively managing political, regulatory, and reputation risks
- Driving competitiveness and ensuring growth and stability
- Reshaping the industry to ensure a clear future and sustainability of Africa's agro processing sector

Panellists:

- *Dr. John Purchase, Chief Executive Officer, Agricultural Business Chamber (Agbiz). South Africa*
- *Dr. Yemi Akinbamijo, Executive Director, Forum for Agricultural Research in Africa (FARA). Ghana*
- *Gerald Masila, Executive Director, East African Grain Council (EAGC). Kenya*
- *Dr. Nigel Chanakira, Chairman, Zimbabwe Investment Authority. Zimbabwe*
- *Omri van Zyl, Chief Executive Officer, Agri SA. South Africa*

15:15 Panel Discussion: Financing & risks overview - Investing in Africa

- Strategic investments to secure access to food – Seizing opportunities in uncertain times
- Investment opportunities across the food value chain – What are the choices and what are the associated risk/return trade-offs investors must consider?
- What investment structures best suit African agribusiness opportunities?

Panellists:

- *Simon Glossop, Chief Executive Officer, Camscorp & Chair of Octopus Investments EOC Committee. United Kingdom*
- *Mark-Anthony Johnson, Chief Executive Officer, JIC Holdings. Gibraltar / United Kingdom*
- *Sanjay Sethi, Managing Director & Chief Executive Officer, Signature Agri Ventures Ltd. UAE*
- *Paul Nguru, Partner, Agri-Vie Investment Fund (Pty) Ltd. Kenya*

16:15 Afternoon refreshments and networking on the exhibition floor

16:30 An overview of the changing dynamics in South African agriculture – Challenges and opportunities

Omri van Zyl, Chief Executive Officer, Agri SA. South Africa

16:50 Country case study panel – Investing in South Africa

- What is the current status of agriculture as an asset class and what have been the major developments within the last 5 years?
- How should investors think about the South African market when developing their agriculture portfolio?
- How does agriculture private equity compare to direct investments, farmland funds, venture capital and agriculture public equities in terms of risks and returns in South Africa?

Moderator:

Mohsin Cajee, Investment Principal - Old Mutual Private Equity, Old Mutual Investment Group. South Africa

Panellist:

- *Industrial Development Corporation (IDC). South Africa*
- *Vusi Khanyile, Executive Chairman, Thebe Investment Corporation. South Africa*

17:30 Closing remarks

19:00 Cocktail function



**NETWORKING
COCKTAIL
RECEPTION**

**29 NOVEMBER 2016
19:00**

PROGRAMME: WEDNESDAY 30 NOVEMBER 2016

7:00 Registration

8:15 Chairman address

STREAM A

8:30 Keynote address: The future of agriculture in Africa – the Development partner approach

9:00 Southern Africa Regional Roundtable: What makes African countries an attractive investment environment for investors – Outlining opportunities

- DRC
 - John M. Ulimwengu, Principal Adviser for Agriculture and Rural Development, *Office of the Prime Minister*. DRC
 - Thierry Naweji, Chairman, *South Africa - Democratic Republic of Congo Trade and Investment Chamber*. South Africa / DRC
- Zimbabwe
 - Paul Zakariya, Executive Director, *Zimbabwe Farmers Union*. Zimbabwe
 - Marc Carrie-Wilson, Acting Director, *Commercial Farmer's Union of Zimbabwe*. Zimbabwe
 - Jeremiah Tevera, Director, *Zimbabwe Commercial Farmers Union*. Zimbabwe
- Zambia
 - Sebastian C. Kopulande, Chief Executive Officer, *Zambian International Trade & Investment Centre (ZITIC)*. Zambia

STREAM B

Keynote address: Creating the financial structure that can support Africa's agriculture and infrastructure needs

Panel Discussion: Corporate agri - Investing in food production and boosting domestic demand

- The role of the agro-processing sector in a diversify economy
- How do we influence investors' confidence to ensure global competitiveness?
- Expanding agro-processing production value chain

Panellists:

- Ronald Ramabulana, Chief Executive Officer, *National Agricultural Marketing Council*. South Africa
- Western Cape Fine Food Initiative NPC. South Africa
- Marci Pather, Founder and Chief Executive Officer, *All Joy Foods Ltd*. South Africa

10:15 Morning refreshments and networking on the exhibition floor

10:45 East Africa Regional Roundtable: What makes African countries an attractive investment environment for investors – Outlining opportunities

- Ethiopia – Driving FDI in Ethiopian agro-processing
Ethiopian Embassy
- Tanzania
 - Agriculture Council of Tanzania
- Uganda
 - General Secretary, *Uganda Co-operative Alliance Ltd*.

Panel Discussion: Emerging markets - Developing a globally competitive food manufacturing industry

- Access to finance
- Access to skills and talent
- Access to markets

Panellists:

- Jacob De Villiers, Managing Director: *Grain Management, AFGRI*. South Africa
- Chris Sturgess, Director: *Commodity Derivatives. JSE Limited*. South Africa

*= Invited speaker

PROGRAMME: WEDNESDAY 30 NOVEMBER 2016

11:45 West Africa Regional Roundtable: What makes African countries an attractive investment environment for investors – Outlining opportunities

- Ghana
- Nigeria
- Cote d'Ivoire

Investment case studies: Food production

- Practical experiences about investing in Ethiopia
Dr Faisal A Guhad, Managing Director, Jigjiga Export, Slaughterhouse (JESH). Ethiopia

12:45 Networking lunch on the exhibition floor

13:45 The role of ICT in financing agriculture – Vodacom case study

Vuyani Jarana, Executive Director and Chief Executive Officer, Vodacom Enterprise Business. South Africa

Panel Discussion: Financial institutions - Challenging current trends and models to drive financing into the food manufacturing industry

- Structural reforms for SMEs to attract innovative financing solutions
- How to make different financing options work for investment ready projects
- Investing in agriculture to achieve annual returns and capital appreciation – A comparative analysis of agriculture and other industries

14:45 Special Information Sessions – Coordinated by leading financial and industry specialists

- Investing in horticulture
Jacqueline Mkindi, Chief Executive Officer, Tanzania Horticultural Association. Tanzania
- Agriculture and climate change
- Economic outlook
- Good governance is good business
- Agriculture and water challenges
- Progress and innovation in aquaculture

Special Information Sessions – Coordinated by leading financial and industry specialists

- Shaping the future of the agro-processing industry – How international trends drive local dynamics
Unati Speirs. Group Chief Operations Officer, African Global Trading. South Africa
- Trade developments in Africa
Peter Draper, Managing Director, TUTWA Consulting. South Africa
- Investing in protein production
- Investing in input opportunities
- Access to technology and innovation – Productivity and value addition

15:45 Closing remarks

For programme and speaking enquiries please contact Ben Leyka at ben.leyka@agricouncil.org

Register 4 delegates and the 5th delegate attends for FREE! Quote code: SB01

✉ manuel.singano@agricouncil.org ☎ +27 21 700 4320

UPGRADE YOUR PASS AND ATTEND OUR WORKSHOP

PRE-CONFERENCE INVESTMENT READINESS WORKSHOP

FREE FOR
DELEGATES



MONDAY 28 NOVEMBER 2016 - 13:00 - 17:00

ARE YOU INVESTMENT READY?

Investors across the globe are starting to translate food security into an investable option and Africa has been identified as the ideal destination. However, the biggest challenge investors and financiers alike are facing is to identify higher risk-adjusted return projects / opportunities that are clearly articulated and investment ready. This challenge is particularly greater in Africa.



Investment readiness means that your business can be presented to different investors and meet their requirements. Seeking external support to allow your business to grow involves both ensuring you have a credible case to present and making a series of personal decisions to make sure you are comfortable with the direction your business is taking.



During this workshop, you will be the basic principles of how financiers and investors evaluate applications in easy to understand terms. Various forms of funding and the differences between them will be discussed and you will be provided with tips on how to become finance/investment ready and what you can do to increase your chances of successfully financing your business.



ABOUT OUR FACILITATOR:

Rudi Scholtz is a corporate finance professional who assists SME's in becoming finance / investment ready. Throughout his career, he has successfully assisted numerous companies with accessing various form of funding (Finance, Grants, Venture capital and Equity). Rudi has a Masters degree in commerce from the University of Stellenbosch and studied corporate finance at the European Business School in Germany



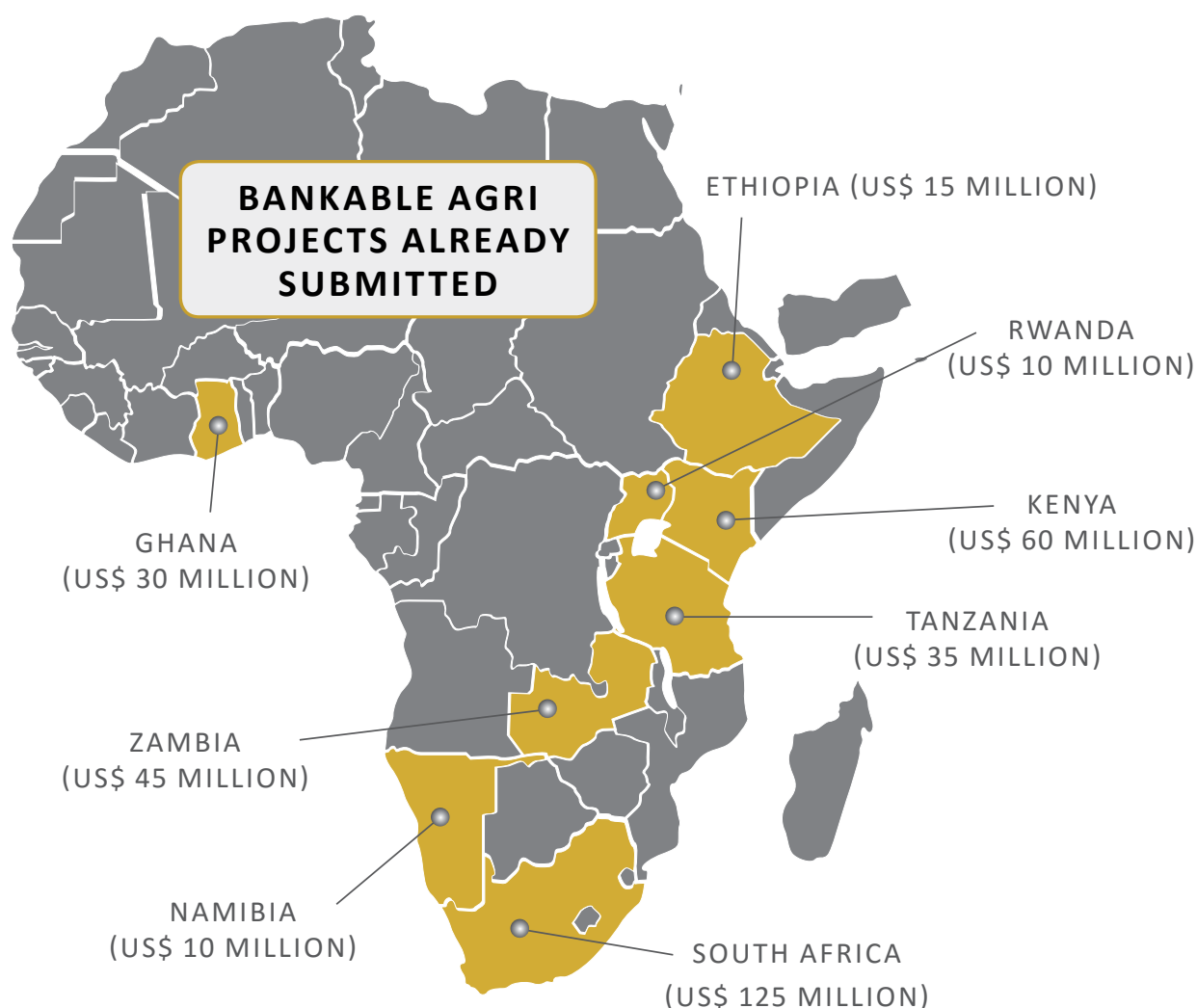
PROJECT INVESTMENT

MILLIONS OF DOLLARS OF INVESTMENT AVAILABLE - SUBMIT YOUR PROJECT NOW

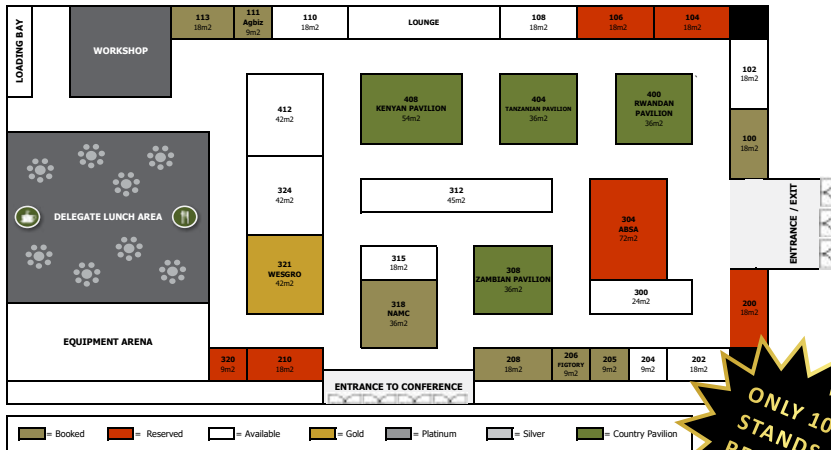
The African Agri Investment Indaba (AII) is a business platform that connects African bankable projects with global investors. The AII features both public and private sector projects that are seeking investment across the continent. If you are a project developer or owner seeking funding, introduce your project to hundreds of global investors and financiers. From private banks to asset managers and private equity players to debt finance providers and multi-lateral investment agencies

Complete and submit the AII Bankable database form online at www.agri-indaba.com/bankable-agri-projects/. Submissions must be received by 23 September 2016. Contact Siba Smondile at siba.smondile@agricouncil.org

PROJECT INVESTMENT PROCESS



EXHIBITION AND SPONSORSHIP OPPORTUNITIES



The following companies have already confirmed their participation. Make sure you join them!

- A Greener World
- Abnim Global Resources Limited
- AFGRI
- African Global Trading
- Afrikan Farmhouse
- Agri SA
- Agricultural Business Chamber (AgBiz)
- Agriculture Council of Tanzania
- Agri-Vie Investment Fund (Pty) Ltd
- All Joy Foods Ltd.
- Camscorp & Chair of Octopus Investments EOC Committee
- Commercial Farmer's Union of Zimbabwe
- CSIR
- Department of Agriculture
- Western Cape Government
- East African Grain Council (EAGC)
- Eastern Cape Rural Development Agency (ECRDA)
- Ethiopian Embassy
- EU Chamber of Commerce and Industry in Southern Africa
- Forum for Agricultural Research in Africa - FARA
- GLOBAL AQUAPONICS
- Blue Ridge
- Idheraka Hospitality and Agricultural College
- Industrial Development Corporation (IDC)
- JIC Holdings
- Jigjiga Export Slaughterhouse (JESH)
- JSE Limited
- National Agricultural Marketing Council
- Old Mutual Investment Group
- Primature (Office of the Prime Minister, DRC)
- Signature Agri Ventures Ltd.
- South Africa - Democratic Republic of Congo Trade and Investment Chamber
- Superior Grain Equipment
- Tanga Agrotech Holding
- TANGA AGROTECH Holding & GGTI Motors Sarl
- Tanzania Horticultural Association
- Thebe Investment Corporation
- Timire
- TUTWA Consulting
- Uganda Co-operative Alliance Ltd.
- University of Kwazulu Natal
- Vodacom Enterprise Business
- Western Cape Department of Agriculture
- Western Cape Fine Food Initiative NPC
- Zambian International Trade & Investment Centre (ZITIC)
- Zimbabwe Farmers Union
- Zimbabwe Investment Authority

WHO SHOULD EXHIBIT?

- Agribusinesses
- Chambers of commerce
- Commercial farmers
- Financial institutions with an interest in
- Africa's agri sector
- Food associations /manufacturers /processors
- Service providers to financial and agribusiness communities
- Trade finance providers
- Trade and investment agencies
- Government agri departments
- Insurance companies



BENEFITS OF SPONSORING OR EXHIBITING



Generate new business



Meet international and local clients face-to-face



Promote your products & services



Raise your company profile



Stand out from the crowd





PLAN YOUR TRIP

SAVE UP TO 30% ON YOUR TRAVEL



CAPE TOWN INTERNATIONAL CONVENTION CENTRE, 1 LOWER LONG STREET, CAPE TOWN, 8001

The African Agri Investment Indaba is pleased to offer our participants additional value when attending the event including:

-  Special flights and travel rates negotiated for delegates
-  Preferred taxi rates negotiated for delegates
-  Discounted accommodation rates negotiated for delegates
-  Special car rental rates negotiated for delegates

For travel and accommodation information please contact Meghan Gilson at meghan.gilson@agricouncil.org

TURNING MONOLOGUES INTO DIALOGUES

Our stimulating conference programme pushes innovative in format delivery! We have reliability built an interactive, participant-led experience leveraging expertise and experience to create a conference that you want to be at and actively participate in!

**REGISTER TODAY AND BE PART
OF THIS MUST ATTEND EVENT!**

CONTACT US: +27 21 700 4300

Sponsorship and exhibition enquiries:

Spell Sigxaxhe
Spell.sigxaxhe@agricouncil.org

Delegate bookings:

Manuel Singano
manuel.singano@agricouncil.org

Programme and speaking enquiries:

Ben Leyka
Ben.leyka@agricouncil.org

General enquiries:

Meghan Gilson
Meghan.gilson@agricouncil.org

Press, media and association enquiries:

Julia Barton-Hill
Julia.bartonhill@agricouncil.org



REGISTRATION INFORMATION

THREE EASY WAYS TO REGISTER:

- 1 Register online at www.agri-indaba.com/register
- 2 Phone: +27 21 700 4300
- 3 Return this registration form via fax +27 21 702 4340 or via email: meghan.gilson@agricouncil.org

**BEST
VALUE**

EARLY BIRD DISCOUNT - BOOK AND PAY BY 23 SEPTEMBER 2016

- ☐ **PRIVATE SECTOR:** International delegates
- ☐ **PRIVATE SECTOR:** African and South African Agribusinesses (Commercial farmers, Agroprocessing, Service providers) and Financial institutions
- ☐ **PUBLIC SECTOR/STATE OWNED ENTERPRISES/ACADEMIC/NGOs/SMEs:** African and South African

US\$

(Non-South African domiciled organisations)

☐ Early bird rate: get \$100 off the rates below

☐ \$ 1 595 + 14% VAT = \$ 1 818

☐ \$ 1 295 + 14% VAT = \$ 1 476

☐ \$ 495 + 14% VAT = \$ 564

ZAR

(South African domiciled organisations)

☐ Early bird rate: get R1000 off the rates below

☐ NA

☐ R 15 995 + 14% VAT = R 18 234

☐ R 6 995 + 14% VAT = R 7 974

CONFERENCE DELEGATE INFORMATION

☐ Please copy for multiple registrations

Mr/Miss/Mrs/Dr/Prof: _____ First name: _____

Last name: _____

Position: _____

Company name: _____

Address: _____

City: _____ Province: _____

Postal code: _____ Country: _____

Phone: () _____ Fax: () _____

Cell phone: () _____

Email: _____

Authorising manager: _____

Authorising signature: _____ Date: _____

☐ CREDIT CARD PAYMENT OPTION

Credit card number: _____

CVC: _____ Expiry date: _____

Card type: ☐ Amex ☐ Diners ☐ MasterCard ☐ Visa

Other (please specify): _____

Cardholder's name: _____

Cardholder's signature: _____

☐ BANK TRANSFER PAYMENT OPTION

Organisation purchase order number: _____

Contact person for payment: _____

Email: _____

Phone: () _____ Fax: () _____

☐ I AGREE TO THE FULL TERMS AND CONDITIONS

REFERENCE CODE

DISCLAIMER

Please tick the appropriate box should you not wish to receive information from this or related events or your information to be disclosed to:

☐ African Agri Council ☐ Reputable third parties

TERMS AND CONDITIONS*

- On-site registration will be charged at an additional R 1,000/ US\$ 100 respectively
- Rates exclude 5% administration fee which will be included/ added to your invoice
- If payment is not received by the time of the early bird price expiry, the next tier pricing will apply
- Participation fee includes:** Access to all presentations and networking opportunities, all food and refreshments during the conference sessions (excludes evening meals), all post-conference presentation slides and notes for training purposes, access to exhibition room (where applicable), on-site assistance with networking and access to attend cocktail reception (where applicable).
- Payment details:** On receiving your completed registration form, we will send an official confirmation and invoice within 5 days. Payment of the full delegate fee is due immediately from the invoice date. In the event that payment has not been received before the start of the event, delegates will be refused entry. Please check with our Finance department whether payment has been received before travelling to the conference.
- Cancellation policy:** Cancellations made within 48 hours of receipt of the completed registration form will be eligible for a full refund / no penalty fee.
- Cancellations received in writing more than one month prior to the start of the event will be refunded less a 50% cancellation fee / liable for 50% cancellation fee.
- Cancellations received in writing within one month of the start date of the event will receive no refund and registrants will be liable for payment of 100% of the invoiced amount. A substitute delegate can be named at any time before the event starts and no fees will be applied to this.
- No-shows:** Registrants who do not attend the event will be liable for payment of 100% of the invoiced amount due.
- Important notes:** This booking form constitutes a legally binding contract. It may be necessary for reasons beyond the control of Hyphenica (Pty) Ltd to change the content and timing of the programme, the speakers, the date or the venue. In the unlikely event of the programme being cancelled, Hyphenica (Pty) Ltd will issue a credit note or make a full refund but disclaim any further liability. By submitting your details, you agree to the use of your personal information as set out in our privacy policy on www.hypenica.com.