

5th COMMERCIAL FARM Africa

14-15 Mar 2017 | Dar es Salaam, Tanzania

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Day One - 14 Mar 2017, Tuesday

08:00 Morning Registrations & Refreshment

09:00 Chairman's Welcome & Introduction

09:10 **Opening Address**
 Invite: **HE Hon. Dr Charles J. Tizeba**
Minister
Ministry of Agriculture, Livestock
and Fisheries

09:20 **TANZANIA'S LAND BANKS AND AVAILABILITY FOR AGRI-INVESTMENT**

- Overview of Tanzania land ownership/tenure system
- Available land allocated for agriculture investment
- Update & Opportunities of SAGCOT
- Key challenges

Mr. Clifford Tandari, Executive Director Tanzania Investment Centre

09:45 **CASSAVA PLANTATION INVESTMENT & VALUE ADDED PROJECT IN TANZANIA**

- Cassava demand/supply outlook
- Land concession & its complexities
- Update on downstream processing plant
- Breeding varieties & improving productivity
- Investment challenges & opportunities

Mr. Christophe Galléan, CEO & MD Cassava Starch of Tanzania Corporation (CSTC)

10:15 Discussion followed by Refreshment

10:45 **PRODUCTION ECONOMICS & ACCESS TO MARKETS**

- Comparative attractiveness of various agri investment opportunities across the globe.
- Addressing gaps in local demand.
- How farms adapt to new market conditions and commodity prices
- The power of market access

Mr. M D Ramesh, President and Regional Head - South & East Africa Olam South Africa (Pty) Ltd.

11:15 **COMMERCIAL FARM INVESTMENT & MANAGEMENT IN MOZAMBIQUE**

- Investment opportunities & challenges
- Land concession & utilization strategy
- Input materials availability & out-growers management
- Infrastructure & financing issues
- Expansion plans & potential for value addition
- Access to market & supply chain management challenges

Mr. Justiniano Gomes Executive Board Member Agromoz Agri Business De Mozambique

11:45 **GLOBAL AGRI COMMODITIES MARKET TRENDS**

- Performance of key agri commodities & growth outlook
- Changing trade patterns & the increasing role of Africa in regional trade
- Development of agri commodities exchanges in managing risk

Mr. Sean Shiels, Trader Export Trading Group

12:15 Discussion followed by Networking Lunch

13:40 Chairman's Introduction

13:45 **PANEL DISCUSSION: INNOVATIVE FINANCING OF AGRIBUSINESS IN AFRICA**

- Institutional investors and Agri private equity: What are the objective & targets to achieve in agri investment?
- Risk and return: what are the expectation?
- Access to finance in current economic climate
- Finding new ways to support African agriculture

Panelist:
Ms. Heloise Smith, Executive & Head of Consumer Sector : East Africa Stanbic Bank
Mr. Tony Wainaina, Managing Partner Fanisi Capital Limited

14:15 **LEVERAGING PUBLIC PRIVATE PARTNERSHIPS FOR IMPACT IN AFRICAN AGRIBUSINESS**

Ms. Vanessa Adams, Director/Chief of Party USAID Southern Africa Trade and Investment Hub implemented by DAI

14:45 **DEVELOPMENT OF RICE VALUE CHAIN THROUGH SMALL HOLDERS FARMERS TO MEET GROWING DEMAND IN AFRICA**

Mr. Robert Coleman, Director Dangote Rice Ltd

15:15 Discussion followed by Networking Refreshment

15:45 **DATA AND IMAGERY IN AGRICULTURE TO IMPROVE YIELD, EFFICIENCY AND SUSTAINABILITY**

Mr. Cobus Burger, Business Manager SGS Precision Farming Services, Africa

16:15 **ACCESS TO AFFORDABLE INPUT MATERIALS AMID MARKET CONSOLIDATION**

16:45 **MODERNIZATION & MECHANIZATION OF FARMING PRACTICE**

17:15 End of Day One

17:30 Networking Reception for all participants

Day Two - 15 Mar 2017, Wednesday

08:00 Morning Refreshment

09:00 Chairman's Introduction

09:10 **MAXIMIZING PROFITS THROUGH COOPERATIVE UNION IN ETHIOPIA'S COFFEE SECTOR**

- Coffee production and markets outlook
- Developing coffee value chain & partnership
- Access to markets and fair trade
- Business model for success

Mr. Dessalgn Jena Deputy General Manager Oromia Coffee Farmers Cooperative Union Limited

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09:40 **WHY YOU NEED TO THINK BROADER THAN JUST A COMMERCIAL FARM - A CASE STUDY ON MALAWI MANGOES**

- The big picture - some surprising stats demonstrating why a new approach is needed
- What we tried to do in Malawi Mangoes and the importance of an integrated supply chain
- Challenges faced - Land, finance, infrastructure and the death of a President
- Lessons learnt and a proposed way forward

Mr. Craig Hardie, Co Founder & Former Joint MD
Malawi Mangoes
Co-Founder
Longevity Development

10:10 **SUSTAINABLE & STRATEGIC SOURCING STRATEGY IN EQUATORIAL AFRICA – NESTLE'S PERSPECTIVE**

Mr. Fabrice Blanc, Head of Procurement and Demand & Supply Planning
Nestle Equatorial African Region Limited

10:40 Discussion followed by Networking Refreshment

11:10 **ADOPTING CLIMATE SMART AGRICULTURE PRACTICES IN AFRICA TO MITIGATE CLIMATE RISKS AND FOOD SECURITY**

- Development and promotion of Climate Smart Agriculture (CSA) & case studies

Ms. Nadia Paschetta
Tanzania Representative
ETG Farmers Foundation

11:40 **ADVANCED AGRICULTURE UNDER DRIP IRRIGATION**

Mr. Yaron Katina
Commercial Manager - East Africa
Netafim

12:10 Final Discussion followed by Closing Lunch

13:30 End of Conference

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Regular Fee for 1	1395.00
Group Fee for 3 or more	1195.00

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"Agriculture transformation through value additions and innovative technologies!" "How farms adapt to new market conditions and commodity prices?"

According to an UN report, the world population is expected to reach 8.5 billion by 2030 & 9.7 billion in 2050. In order to feed the growing population, countries around the world are looking for arable land for agri investment to ensure their food security. Africa with over 60% of the world's uncultivated arable land seems a natural choice for investors!

Public and private sector can play a bigger role to transform Africa's agricultural sector by modernizing and introducing innovative technology to the farm, increasing farm productivity, investing in agro related & value-added processing industries, investing in transport infrastructure & post-harvest storage facilities.

How will agricultural commodities prices perform this year? How are farms adapting to new market conditions and commodity prices? What are the strategies to adopt to reduce production cost and increase productivity?

CMT's 5th Commercial Farm Africa Summit brings together leading industry experts to share insights and experience in transforming Africa's agri value chain!

- Find out from **HE Hon. Dr Charles J. Tizeba, Minister of Agriculture, Livestock and Fisheries** on opportunities in Tanzania's agri potential
- Find out more on land banks in Tanzania and the availability for agriculture investment from the **Tanzania Investment Centre**
- Latest on production economics & access to markets including how farms adapt to new market conditions and commodity prices from **Olam International**
- Dangote Rice** shares the development of rice value chain through small holders farmers to meet growing demand in Africa
- Export Trading Group** discusses global agri commodities market trends and the

development of agri commodities exchanges in managing risk

- Join **Stanbic Bank & Fanisi Capital** for an interactive panel on innovative financing of agribusiness in Africa
- Leveraging public private partnerships for impact in African agribusiness by **DAI**
- Agromoz Agri Business De Mozambique** spells out Commercial farm investment & management in Mozambique while **Cassava Starch of Tanzania Corporation (CSTC)** shed lights on cassava plantation investment & value added project in Tanzania
- Malawi Mangoes** shares insights on the role of commercial farms in Malawi and the challenges in developing downstream processing sector
- Learn from **Oromia Coffee Farmers Cooperative Union (OCFCU)** on maximizing profits through cooperative union in the Ethiopian coffee sector
- Latest on data and imagery in agriculture to improve yield, efficiency and sustainability from **SGS Precision Farming Services**
- Adopting climate smart agriculture practices in Africa to mitigate climate risks and food security to be discussed by **ETG Farmers Foundation**
- Nestle's** perspective on their sustainable & strategic sourcing strategy in Equatorial Africa
- Netafim** shares the drip irrigation and precise irrigation in Africa
- More sessions on development of small holders farmers, input materials accessibility, modernization & mechanization of farms, meeting rice demand
- Network with who's who in the agri value chain!

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