AFRICAN AGRI
INVESTMENT INDABA

16-18 November 2026

Addis International Convention Center

Addis Ababa, Ethiopia

www.agri-indaba.com

African Agri Council

EQUITICS Media

AFRICAN AGRI INVESTMENT INDABA

16-18 November 2026

Addis International Convention Center, Addis Ababa, Ethiopia

CO-LOCATED WITH

Market Access Africa – Connecting the Agrifood Value Chain

Agro-industrial Parks Forum

Agri Trade Finance Congress

DFI Forum – Achieving Food Security

Seeds & Startups

900+ DELEGATES	**34** COUNTRIES	**400** COMPANIES	**2,600** MEETINGS
118 VIP'S	**100** SPEAKERS	**60+** EXHIBITORS	**100K+** MEDIA

MEDIA PARTNERS

Agri Leaders Africa – The people that make agri happen
DRC Power & Profit
Africa Alert
African Agribusiness
South African Business Integrator – A Business Interaction Publication
Global Africa Network
newskoop

STRATEGIC PARTNERS

Food and Agriculture Organization of the United Nations
ACCORD – The African Centre for the Constructive Resolution of Disputes
Equitics Holding
DRC Invest

www.agri-indaba.com

"The 8th African Agri Investment Indaba proved that Africa's path to self-sufficiency is paved with strategic investment, smart technology, and unwavering collaboration. Join us in 2026 as we build on this momentum." - African Agri Council NPC

"The networking app and organisation were excellent."
Buhler Group

ABOUT THE AFRICAN AGRI INVESTMENT INDABA

To be the catalyst for transformative investment in African food and agriculture by connecting global capital with the continent's most bankable projects and visionary leaders, driving a future of sustainable growth, shared prosperity, and food security for all.

The African Agri Investment Indaba (AAII) is the continent's leading investment platform, uniting the entire agrifood value chain to unlock Africa's immense agricultural potential. We provide a dynamic marketplace where global investors, agribusiness leaders, and policymakers converge to forge deals, share intelligence, and shape the future of African food systems.

More than just an event, the Indaba is a catalyst for action, transforming dialogue into tangible investments that drive economic growth, foster innovation, and build a self-sufficient Africa.

THE TARGET AUDIENCE

- **C-suite executives**
- **Institutional investors / sovereign wealth funds**
- **Development Finance Institutions (DFIs)**
- **Government ministers / policymakers**
- **High-net-worth individuals / family offices**
- **Agribusiness leaders / CEOs**

For these stakeholders, the Indaba is the single most efficient platform to conduct months' worth of business in just three days. Attendees gain unparalleled access to a curated network of pre-qualified deal-flow, from bankable agribusiness projects seeking capital to sovereign funds and commercial banks deploying it. By uniting the full value chain, the event offers a unique opportunity to secure strategic partnerships, benchmark against industry peers, and gain actionable insights from thought leaders - all within an environment exclusively designed to transform dialogue into tangible investment and sustainable growth across the continent.

DIVERSE VOICES CONVERGED TO TRANSFORM AGRICULTURE!

A look back in the 2025 African Agri Investment Indaba

The 8th Annual Indaba solidified its position as the largest investment gathering in African food and agriculture, demonstrating significant growth in scale and influence.

441 Total Delegates

1 037 Total Attendees

34 Countries Represented
(From Angola, Brazil, and India to the USA, UAE, and across the African continent).

257 Total Companies Present

80+ Speakers, industry experts and thought leaders

23 Development Finance Institutions (DFIs)

59 Investors in Attendance

44 Exhibitors

HIGH-LEVEL PARTICIPATION:

The event attracted top decision-makers, including 118 VIPs. Key job titles included Chief Executive Officer, Managing Director, Minister, Director, and Chief Investment Officer.

TOTAL COMPANIES PRESENT:

A total of 257 companies were present, showcasing strong engagement across local and international agribusiness communities.

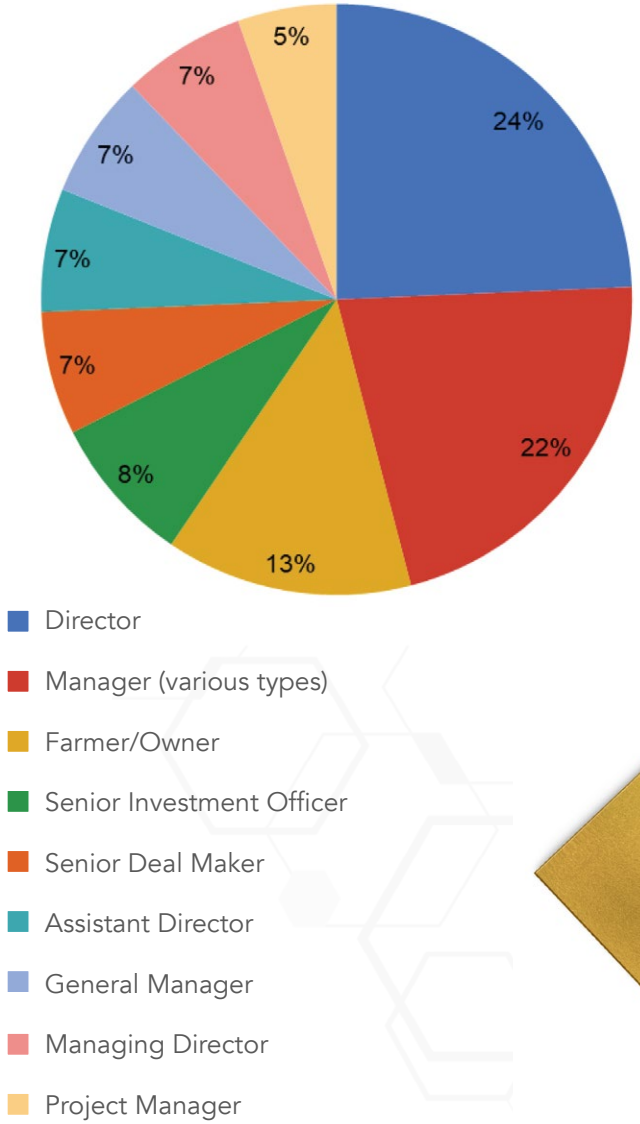
SECTOR PARTICIPATION:

Attendance spanned both the public and private sectors, with key participation from agribusiness, food and agro-processing, government, investors, development finance institutions (DFIs), finance, and technology and service providers. This diversity underscored the multifaceted nature of modern agricultural investment.

KEY ROLES & CONTRIBUTIONS:

The event attracted 441 professionals from across these fields, reflecting a high concentration of expertise and decision-making authority. Attendees held 84 different job titles, with leadership roles well-represented. Additionally, the agenda featured 83 speakers, who contributed a depth of knowledge and sparked meaningful dialogue throughout the conference.

TOP 10 JOB TITLES IN ATTENDANCE



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ABOUT MARKET ACCESS AFRICA

CO-LOCATED WITH THE AFRICAN AGRI INVESTMENT INDABA 2026

Market Access Africa is the continent's premier platform for transforming its agricultural future. Under our 2026 theme, 'Tech on the Table,' we are catalyzing a movement to build competitive, inclusive, and resilient agri-ecosystems. We connect every link of the value chain (from smallholder farmers to global traders) with the digital tools, smart infrastructure, and innovative partnerships needed to thrive in international markets.

Market Access Africa
CONNECTING THE AGRIFOOD VALUE CHAIN

MARKET ACCESS AFRICA'S PURPOSE

1

DIVERSIFY AFRICA'S EXPORT LANDSCAPE:

Expand Africa's export portfolio, targeting new destinations and enhancing high-value, value-added agricultural exports.

2

PROMOTE UNIQUE AGRICULTURAL PRODUCTS:

Champion the export of innovative, indigenous, organic, ethnic, traditional, and non-traditional agri-cultural products.

3

ENHANCE COLLABORATION AND COORDINATION:

Foster better cooperation and networking among institutions to improve market access, address barriers, and manage sanitary and phytosanitary challenges.

4

INCREASE AFRICA'S GLOBAL MARKET SHARE

Aim to significantly boost Africa's share in global agricultural exports by integrating into international value chains and reducing dependence of African countries on imports from outside the continent's borders.

EVENT OVERVIEW

Market Access Africa 2026 spotlights the transformative power of technology in shaping competitive, inclusive, and resilient agricultural markets across the continent.

This year, we move beyond conversation to activation -bringing digital tools, smart infrastructure, and innovative inputs directly to the forefront of Africa's agricultural revolution. We're not just talking about technology; we're putting it on the table for practical implementation, deal-making, and scalable solutions.

Our Three Tech-Driven Pillars:

INNOVATION
Accelerating agri-tech adoption from soil to satellite

MARKET
Funding the infrastructure for tech-enabled trade

INCLUSION
Ensuring every farmer can access digital tools

ABOUT THE AGRI TRADE FINANCE CONGRESS

CO-LOCATED WITH THE AFRICAN AGRI INVESTMENT INDABA 2026

ABOUT THE AGRI TRADE FINANCE CONGRESS

The Agri Trade Finance Congress is the continent's largest food and soft commodity trade and investment gathering, purpose-built to connect African sellers with global buyers. As the world's appetite for African products grows, this congress provides the essential platform for producers, traders, and exporters to access new international markets, secure trade and commodity finance, and navigate the complexities of global trade. By focusing on deal-making, export platforms, and supply chain finance, the congress empowers African agribusinesses to compete globally, increase their participation in value chains, and ultimately drive their bottom line through strategic trade partnerships.

AGRI TRADE FINANCE CONGRESS

Formerly Agri Trade Congress Africa

MISSION STATEMENT

To be the catalyst for Africa's agricultural trade growth by creating the continent's largest dedicated platform that connects producers with global buyers, facilitates access to new markets, and structures the finance needed to integrate African businesses into regional and international value chains.

TOPICS COVERED:

- Driving trade, unleashing investment, and enhancing economic development
- Building stronger platforms for trade and exports
- Trade, export, and supply chain finance in an African context
- Africa in the global context: trade, growth, and development

WHO ATTENDS:

Soft commodity brokers and traders | Procurement companies | Exporters | Trade financiers | Logistics and shipping companies | Inspection services | Trade associations

SEEDS & STARTUPS

Empowering Africa's Next Generation of Agrifood Pioneers

Co-located at the African Agri Investment Indaba

MISSION STATEMENT

To empower Africa's next generation of agrifood pioneers by providing the essential platform to secure funding, gain expert mentorship, and showcase their innovations to a global audience of investors and industry leaders.

VALUE PROPOSITION

The Seeds & Startups day is the dedicated launchpad for early-stage and small-scale agribusinesses at the African Agri Investment Indaba. Its core purpose is to bridge the critical gap between innovation and investment by providing founders with direct access to the capital, mentorship, and market insights needed to scale.

Through targeted pitching sessions, founders present their bankable concepts to panels of active investors and financial experts, receiving real-time feedback and validation. By learning directly from trailblazing entrepreneurs who have successfully navigated the African market, participants gain invaluable roadmaps for their own journeys.

This day is purpose-built to de-risk early-stage ventures and prepare them for their next phase of growth, creating a seamless pathway to the Indaba's broader Investment Discovery Sessions (IDS) —the premier forum where pre-vetted, growth-stage agribusinesses connect directly with accredited investors to secure the transformative financing that fuels expansion and drives sustainable impact across the continent.

CASE STUDIES: HOW WE BUILT OUR BUSINESSES

Hear firsthand from founders who have scaled their ventures, sharing lessons learned, challenges overcome, and strategies for success in the dynamic African market.

Agro-industrial PARKS FORUM

Catalysts for Sustainable Growth, Economic Development, Job Creation and Food Security

CO-LOCATED AT THE AFRICAN AGRI INVESTMENT IMBABA

ABOUT THE FORUM

The Agro-Industrial Parks Forum is a dynamic platform bringing together industry leaders, policymakers, multilateral agencies, investors, and innovators to explore opportunities and solutions for the development and sustainability of agro-industrial parks in Africa. These specialized zones integrate agricultural production with industrial processing and related services to foster rural development, boost value addition, and improve food security.

The Forum focuses on advancing innovation, fostering public-private partnerships, driving private sector investment, enhancing market access, and promoting economic growth while ensuring environmental sustainability. Through trade and investment missions, keynote speeches, case studies, panel discussions, and technical workshops, the Forum aims to shape the future of agro-industrial park development across the continent.

KEY THEMES AND TOPICS:

- **Sustainability:** Renewable energy integration, water conservation, circular economy principles
- **Market Development:** Developing global supply chains, branding strategies, trade agreements
- **Technology and Innovation:** AI, IoT, smart farming, blockchain for supply chain transparency
- **Policy and Investment:** PPP models, financing frameworks, regulatory competitiveness
- **Climate Change and Resilience:** Climate-resilient infrastructure, emissions reduction strategies

AUDIENCE PROFILE:

Upstream (Inputs, Capital Providers) | Midstream (Processors, Traders, Logistics) | Downstream (Food Companies, Retailers, Exporters) | EPC Companies (Engineering, Procurement, Construction)

Agri Investment Indaba Awards

Celebrating Excellence in African Agriculture

3rd Annual Awards Gala

OVERVIEW

Recognizing the need to highlight African agricultural success, the African Agri Council proudly presents the 3rd Annual Agri Investment Indaba Awards. These awards celebrate innovation, sustainability, profitability, scalability, and entrepreneurship within the sector. Join us as we showcase the continent's achievements and drive a positive narrative for investment in African food and agriculture.

CATEGORIES

RISING STAR AWARD
Honoring emerging talent and dedication in African agriculture.

WOMAN OF THE YEAR AWARD
Celebrating the achievements of an outstanding woman in advancing agriculture and food security.

SUSTAINABILITY CHAMPION AWARD
Honoring individuals or organizations committed to sustainable practices and promoting long-term ecological balance.

DEAL OF THE YEAR AWARD
Recognizing transformative transactions in the African food and agriculture sector.

INNOVATION IN FOOD AND AGRICULTURE AWARD
Recognizing groundbreaking innovations that enhance productivity and sustainability in the sector.

LIFETIME ACHIEVEMENT AWARD
Celebrating a lifetime of exceptional contributions to African agriculture

AGRI-TECH PIONEER AWARD
Celebrating advancements in technology that drive efficiency and progress in the agricultural sector.

YOUTH ENGAGEMENT AWARD
Honoring initiatives that actively involve and empower the youth in agriculture and food security efforts.

WHY SPONSOR THE AWARDS

ASSOCIATION
Associate your organization with a high-profile independent benchmark of the food and agriculture industry's impact. Align your brand with the best initiatives driving development across Africa.

NETWORKING
The awards ceremony and dinner will provide high-value networking opportunities for your leadership and business development teams. Guests include Ministries, Ambassadors, CEOs, and the who's who of the industry.

BRAND RECOGNITION
The pre-, during, and post-event PR and marketing campaign will provide extensive brand recognition and help align your brand with excellence and innovation.

BUSINESS DEVELOPMENT
The awards reception will give your team the chance to meet and engage with new and existing contacts in a celebratory atmosphere.

Agri Investment Indaba Awards

Celebrating Excellence in African Agriculture

PREVIOUS WINNERS

YOUTH ENGAGEMENT AWARD

The ceremony was a testament to the collective spirit of innovation and commitment shaping a self-sufficient Africa

WINNER:

SAVANNA CIRCUIT
The epicenter of innovation

RISING STAR AWARD

Zaaid Rinquest (Western Cape Department of Agriculture, South Africa), a Food Scientist who heads an FSSC 22000-accredited Agrihub and pioneered mobile processing trailers for rural areas.

WINNER:

SUSTAINABILITY CHAMPION AWARD

SheFarms BV (Nigeria), for its circular business model transforming agricultural waste into affordable livestock feed, cutting farmer costs by 30%.

WINNER:

SHEFARMS.BV

WOMAN OF THE YEAR AWARD

Thobi Mkhize (Mondi SA, South Africa), Head of Stakeholder Engagement, recognized for her 24-year career integrating communities into the forestry value chain.

WINNER:

AGRI-TECH PIONEER AWARD

Apollo Agriculture (Kenya/Zambia), a leading agri-fintech platform using AI and automation to serve over 400,000 small-scale farmers.

WINNER:

Apollo Agriculture

INNOVATION IN FOOD AND AGRI AWARD

COLDHUBS (Nigeria), for its network of 24/7 solar-powered cold rooms using a "Pay-as-You-Store" model.

WINNER:

Cold Hubs

LIFETIME ACHIEVEMENT AWARD

Dr. Akinwumi Adesina, former President of the African Development Bank, honoured for his transformative work, including Nigeria's Electronic Wallet System.

WINNER:

DEAL OF THE YEAR AWARD

Cajou Espoir (Togo), an organic cashew processor, recognised for a technical assistance deal that integrated modern beekeeping to support over 1,500 smallholder farmers.

WINNER:

Cajou Espoir

COMMERCIAL OPPORTUNITIES (Sponsorship & Exhibition)

Unlock Strategic Growth and Influence at the African Agri Investment Indaba

The African Agri Investment Indaba provides a unique platform for organizations seeking to establish meaningful partnerships and capitalize on the significant opportunities within Africa's agrifood sector. We offer tailored sponsorship and exhibition packages designed to facilitate strategic engagement and deliver exceptional value.

Pan-African Reach

Connect with senior executives and potential partners across the entire agri value chain.

Brand Authority

Position your company as a leading expert and innovator in the field.

Deal Flow

Initiate and close deals with industry players and key decision-makers in one location.

Customized Engagement

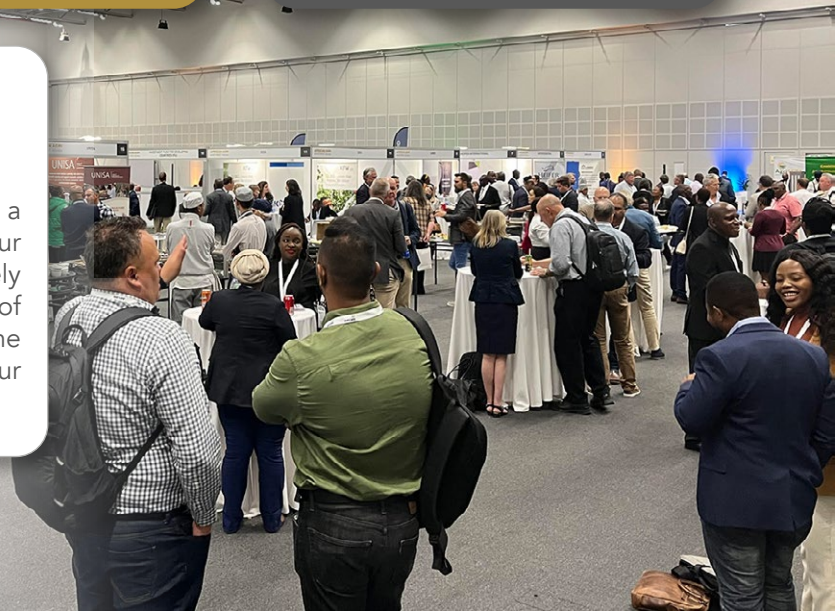
We work with you to create bespoke packages that align with your specific marketing and business development objectives.

Target Partners:

- Agri-Tech & Digital Solution Providers
- Financial Institutions & Investors
- Logistics, Infrastructure & Input Companies
- Government & Trade Promotion Agencies
- Large Agri-Processors, Exporters & Off-Takers
- Consulting & Professional Services Firms

Our Exclusive Value Chain Connect Service

To ensure you meet the right partners, we offer a dedicated Value Chain Connect service for our sponsors and exhibitors. Our team will proactively facilitate one-on-one meetings with up to ten of your top-targeted attendees, ensuring your time at the Indaba is productive and focused on your strategic goals.



For bespoke sponsorship and exhibition packages, contact:

eventhost@agricouncil.org

ABOUT THE AGRI-BUSINESS CEO FORUM

CO-LOCATED WITH THE AFRICAN AGRI INVESTMENT INDABA 2026

ABOUT THE AGRI-BUSINESS CEO FORUM

The Agri-Business CEO Forum is the definitive leadership gathering for agribusiness executives navigating unprecedented disruption. Designed as a working session rather than a passive briefing, the Forum brings together Africa's most influential agribusiness CEOs to solve the operational and financial bottlenecks that constrain growth. Moving beyond high-level diagnosis, this session delivers practical, implementable solutions to the real-world challenges of currency volatility, broken supply chains, climate resilience, and capital access. By combining data-driven macro outlooks, candid peer-to-peer dialogue, and structured roundtable problem-solving, the CEO Forum equips leaders with an actionable playbook to scale agribusinesses in uncertain times.

MISSION STATEMENT

To equip African agribusiness CEOs with the practical tools, data-driven insights, and peer-networked solutions required to scale operations, access capital under pressure, and build resilient enterprises in an era of currency volatility, climate disruption, and shifting trade dynamics.

TOPICS COVERED:

- **The Macro Outlook:** Currency fluctuations (FX risk), inflation hedges, and economic forecasting for 2027/2028
- **Capital Under Pressure:** Why deals fail, risk perception vs. reality, blended finance solutions, and structuring investable businesses
- **The FX & Liquidity Trap:** Repatriating profits and sourcing USD for critical inputs
- **Supply Chains, Trade & Market Access:** Offtake agreements, regional trade barriers under AfCFTA, logistics and cold chain gaps, and price volatility
- **Climate, Resilience & Productivity:** Irrigation and water security, climate-smart agriculture ROI, technology adoption barriers, and insurance solutions
- **Operational Bottlenecks:** Talent and management gaps, infrastructure constraints, and cross-border expansion strategies

WHO ATTENDS:

C-suite agribusiness executives | CEOs and Managing Directors of agricultural processing and trading companies | Chief Financial Officers | Heads of agri-finance divisions at commercial banks | Private equity partners specializing in agribusiness | Development Finance Institution (DFI) country directors | Agri-business investors and family offices | Supply chain and logistics directors | Government policymakers (Ministerial level)

SPEAKERS

Aakif Merchant
Director, Engagement & Capacity Building and Head of Africa

Admassu Tadesse
Group President & CEO
African Trade and Development Bank (TDB)

Corné de Louw
Program Director at Rabo Partnerships

Deji Adebusoye
Partner
Sahel Capital

George Maina
Chief Executive Officer & Co. Founder
Shamba Records

H.E. Dr. Sophia Kassa
Minister of State of Agriculture
Federal Democratic Republic of Ethiopia

H.E. Mr. Addisu Arega Kitessa
Minister of Agriculture
Federal Democratic Republic of Ethiopia

Karidas Tshintsholo
Chief Executive Officer
KHULA!

Kizito Odhiambo
Founder & Group Chief Executive Officer
agriBORA

Mary Mulili
Chief Executive Officer
UBA Kenya

Mathildah Amollo
Founder & CEO
GreatLakes Feeds Ltd

Maxine Chehab
Director
Alpen Capital

Surita Sandosham
President & CEO
Heifer International

Susan Payne
Founder & CEO
Holistic Investments

Tamer El-Raghy
Managing Director
ARAF

Uka Eje
Chief Executive Officer
ThriveAgric

SPEAKERS

Wanji Ng'ang'a
Associate Director for Investing
East Africa Acumen

Welid Ahmed
Partnership Manager
Hello Tractor

Maren Peters
Sourcing Development Manager
Tradin Organic

Rob Coviello
Board Member
Lamb Wesson

Ben Pearcy
Founder
Spring Fields Advisors

Ade Adefeko
Director Corporate & Regulatory Affairs
Olam Agri

Ajandev Saha
Lead & Advisory
KM Dastur & Company Limited

Dennis Onkangi
Founder & CEO
Kuza Freezer

Erick Sirali
Director - Digital Trade Systems
TradeMark Africa

Gilles Mettetal
AAC Chairman and Former Managing Director at EBRD

Heather McSorley
CEO
McSouthern Trading Zimbabwe

Peter Otieno
Chairman & CEO
GS1 Kenya

Robert Pothoven
Investment Director
Organic Development Finance

Richard Barnato
CEO
Yellow Star tradinga

Thilo Fiedler
Vice President
Bureau Veritas Africa

Dr. Vasu Gounden
Founder and Chief Executive Officer
Africa Green Gold

Vuyolwethu Jayiya
Deputy Head: Agribusiness
Business Support, Markets, Tourism and Agribusiness, eThekwini Municipality

PROGRAMME

MONDAY, 16 NOVEMBER 2026	
SEEDS & STARTUPS	
Investing in the Next Generation of African Agri-Giants	
07:30 - 09:00	**Registration & Morning Refreshments**
KEYNOTE ADDRESSES	
09:00 - 09:20	Chair Opening Remarks
	Host Opening Remarks
09:20 - 09:50	**Opening Plenary:** Investing in the Next Generation of African Agri-Giants
09:50 - 10:30	**The Founder's Journey:** Panel with Successful African Agri-preneurs on Scaling from Seed to Series B
10:30 - 11:10	**Early-Stage Capital:** VCs, Angel Investors, and Incubators discuss the Valley of Death in Agri Funding
11:10 - 11:50	**The Solution Bench:** As Startups voice their challenges, the bench must provide a 60-second Tactical Fix
INVESTMENT DISCOVERY SESSIONS - OPEN FORUM	
11:50 - 12:00	Setting the Scene
12:00 - 12:15	Agri-tech & Fintech IDS
12:15 - 12:30	Agro-processing and Value Addition IDS
12:30 - 12:45	Infrastructure Development (Cold Chain Logistics, Irrigation) IDS
12:45 - 13:15	**Investor Panel:** Q&A and Investment Commitments
13:15 - 14:00	**Lunch and Networking**
INVESTMENT DISCOVERY SESSIONS - OPEN FORUM	
14:00 - 14:15	Stable Crops I Livestock I Dairy IDS
14:15 - 14:30	Horticulture or Aquaculture IDS
14:30 - 14:50	**Investor Panel:** Q&A and Investment Commitments

PROGRAMME

MONDAY, 16 NOVEMBER 2026	
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14:00 - 14:15	Stable Crops I Livestock I Dairy IDS
14:15 - 14:30	Horticulture or Aquaculture IDS
14:30 - 14:50	**Investor Panel:** Q&A and Investment Commitments
TECH FOR SMALLHOLDERS: FOCUS ON DIGITAL TOOLS BRIDGING THE GAP FOR THE CONTINENT'S MOST VITAL PRODUCERS	
14:50 - 15:00	**The Scale-Up Blueprint:** Digital Farming and the Application of Drone Imaging to Enhance Yields by 30%
15:00 - 15:10	**Tech in the Field:** How to Successfully Use Mobile-tech to Reduce Post-harvest Loss
15:10 - 15:20	**Q&A**
15:20 - 15:30	**Chair Closing Remarks**
15:30 - 18:00	**Startup Mixer: Informal Networking Designed to Pair Founders with Potential Mentors and Partners**

PROGRAMME

MONDAY, 16 NOVEMBER 2026	
AGRIBUSINESS CEO FORUM	
Leading Through Disruption: Practical Solutions for Scaling Agribusiness in Uncertain Times	
07:30 - 09:00	**Registration & Closed Morning Refreshments**
OPENING CEO DIALOGUE	
09:00 - 09:10	Chair Opening Remarks
	Host Opening Remarks
09:10 - 09:25	**The Macro Outlook**: A Data-heavy Briefing on Currency Fluctuations (FX risk) and Inflation Hedges for 2027/2028
09:25 - 10:00	**What's Keeping Agribusiness CEOs Up at Night?**
10:00 - 10:30	**Capital Under Pressure:** Accessing Capital When It's Most Needed - Why deals fail • Risk perception vs reality • Blended finance solutions • Structuring investable businesses
	Output: 3 actionable financing models CEOs can use immediately
10:30 - 10:45	**The FX & Liquidity Trap:** Repatriating Profits and Sourcing USD for Inputs
SUPPLY CHAINS, TRADE & MARKET ACCESS	
10:45 - 11:15	**From Farm to Market:** Fixing Broken Value Chains - Offtake agreements • Regional trade barriers (AfCFTA reality check) • Logistics and cold chain gaps • Price volatility
	Output: Practical partnership models between producers and buyers
CLIMATE, RESILIENCE & PRODUCTIVITY	
11:15 - 11:45	**Producing More with Less:** The Climate Reality - Irrigation and water security • Climate-smart agriculture ROI • Technology adoption barriers • Insurance solutions
	Output: Top 3 scalable resilience investments

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AGRIBUSINESS CEO FORUM	
Leading Through Disruption: Practical Solutions for Scaling Agribusiness in Uncertain Times	
CLIMATE, RESILIENCE & PRODUCTIVITY	
11:45 - 12:15	**Why Scaling Agribusiness Is So Hard and How to Fix It -** Operational bottlenecks • Talent and management gaps • Infrastructure constraints • Expansion strategies across borders
	Output: CEO playbook for scaling across Africa
CEO SOLUTIONS ROUNDTABLE	
12:15 - 12:55	**From Problems to Action**
	Format: • Interactive roundtable • Participants grouped by sector
	Objective: • Translate discussions into clear actions
	Outputs: • Top 5 solutions • Potential partnerships • Investment opportunities
12:55 - 13:00	**The FX Risk Matrix** We will provide each CEO with a physical or digital "Agribusiness CEO Volatility Playbook" specifically updated for 2027. The playbook will include a matrix of African currencies and recommended hedging strategies for the upcoming fiscal year.
13:00 - 14:00	**Private CEO & Investor Lunch**

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TUESDAY, 17 NOVEMBER 2026	
AFRICAN AGRI INVESTMENT INDABA PLENARY	
Scaling for Impact: Transforming Private Sector Commitments into Zero Hunger Realities	
07:30 - 09:00	**Registration & Morning Refreshments**
TRANSITIONING FROM INNOVATION TO INDUSTRIAL-SCALE INVESTMENT AND THE "ZERO HUNGER" FRAMEWORK	
09:00 - 09:10	Chair Opening Remarks
	Host Opening Remarks
09:10 - 09:50	**Can the Private Sector End Hunger in Africa?** High-level Panel with Policy Enablers, Solution Drivers and Capital Providers
09:50 - 10:30	**Scaling Private Capital for Food Systems:** Blended Finance Models, Risk-sharing Mechanisms and Credit Guarantees & Insurance
10:30 - 11:10	**Unlocking Institutional Capital:** Pension Funds, Sovereign Wealth Funds and Family Offices
FINANCING ZERO HUNGER	
11:10 - 11:50	**Banking the Farmer & SME:** Commercial Banks, Fintech and Agri-finance Platforms
11:50 - 12:20	How Private Equity is Integrating ESG and Climate-smart Practices into Large-scale Deals
12:20 - 13:00	**Policy Roundtable:** Aligning Policies to Attract Over $1 Billion in Private Sector Investments
13:00 - 14:00	**Lunch and Networking**

PROGRAMME

TUESDAY, 17 NOVEMBER 2026	
AGRI-TRADE FINANCE CONGRESS	
Liquidity for Food Security: Bridging the $80bn Agri-Finance Gap	
TRADE FINANCING FOR THE AGRICULTURAL TRANSFORMATION OF AFRICA	
14:00 - 14:10	Chair Opening Remarks
14:10 - 14:20	**The State of Agri-Trade Finance in Africa 2026:** Impact of the AfCFTA and the Role of South-South Trade Corridors
14:20 - 14:50	**The Liquidity Crisis**: How Commercial Banks and DFIs are Collaborating to Increase Risk Appetite for Agri-SMEs
14:50 - 15:00	**Practical Case Study:** Leveraging Structured Trade Finance to Secure a Multi-million Dollar Export Contract
ADDRESSING THE MISSING LINK IN THE FOOD SECURITY CHAIN	
15:00 - 15:30	**Digital Trade Tools:** A Deep Dive into Electronic Bills of Lading (eBLs), Blockchain for Traceability, and AI-driven Credit Scoring for Farmers
15:30 - 16:00	**De-Risking the Value Chain:** Understanding Credit Guarantees, Warehouse Receipt Financing (WRF), and Off-take Agreements as Collateral
16:00 - 16:10	**Standards & Compliance:** Aligning Trade Finance with ESG and Food Quality Standards to Unlock International Markets
16:10 - 16:20	**The 2027 Trade Finance Roadmap:** Summary of Commitments to Reduce the "Missing Middle" Financing Gap
16:20 - 17:30	**The Lenders' Lounge Networking Function: Pre-vetted agribusinesses meet with trade finance providers for speed-consultations**

TUESDAY, 17 NOVEMBER 2026	
MARKET ACCESS AFRICA	
Tech on the Table: Building Market-Ready Agri-Ecosystems Through Innovation	
07:30 - 09:00	**Registration & Morning Refreshments**
BUILDING MARKET-READY AGRI-ECOSYSTEMS THROUGH INNOVATION	
09:00 - 09:10	**Chairman Remarks:** Setting the Stage
09:10 - 09:30	**Beyond the Harvest Keynote Address:** Why Tech is the Key to Export Competitiveness
09:30 - 10:00	**Tech on the Table:** How Innovation is Redefining African Market Access
10:00 - 10:30	**AfCFTA and Digital Agriculture:** Creating Seamless Agri-Trade Pathways
INNOVATION LAB: SHOWCASING SOLUTIONS IN FINTECH, SMART FARMING, LOGISTICS AND CLIMART-SMART	
10:30 - 11:10	Fintech Solution
	Smart Farming Solution
	Logistics Solution
	Climate-Smart Tech: Building Resilient Agri-Value Chains in Africa
FUTURE FOODS	
11:10 - 11:40	**E-commerce & Digital Hubs:** Discussion on B2B Platforms that Bypass Traditional Middlemen to Increase Farmers' Margins
11:40 - 12:10	Revolutionizing Finance and Insurance for Smallholders with Blockchain and Mobile Technology
12:10 - 12:40	**Digital Platforms for Market Access:** How Farmers Can Use Technology to Access Bigger Markets
12:40 - 13:00	**Tech-on-the-Table:** A Live Demonstration of AI-powered Sorting and Grading Machines Meeting International Standards
13:00 - 14:00	**Lunch and Networking**
OPPORTUNITIES IN REGIONAL AND GLOBAL MARKETS	
14:00 - 14:30	**Retailer Roundtables:** Direct Engagement with Heads of Procurement from Major Retail Chains Regarding Market-Ready Requirements
14:30 - 14:45	**From Durban to Africa:** Building Global-Ready Agri-Systems
14:45 - 15:00	**The Quality Standard:** Aligning African Produce with EU, US, and Middle Eastern Import Regulations
15:00 - 15:30	**AfCFTA & Intra-African Trade:** Removing Barriers to Move Food from Surplus Regions to Deficit Regions
15:30 - 16:00	**The Standards Summit:** Integrating Digital Certification (e-SPS) to Streamline Food Safety Compliance Across African Borders
16:00 - 16:10	**Chairman Closing Remarks**

WEDNESDAY, 18 NOVEMBER 2026	
MARKET ACCESS AFRICA	
Tech on the Table: Building Market-Ready Agri-Ecosystems Through Innovation	
07:30 - 09:00	Morning Refreshments
09:00 - 09:20	**The Cold Chain Revolution:** Solar-powered Storage and IoT-tracked Logistics to Ensure Zero Waste from Farm to Fork
09:20 - 09:40	**The Global Off-taker:** What 2027 Buyers Demand: Traceability, Consistency, and Scale
09:40 - 10:00	**The Transparency Lab:** Blockchain-enabled Traceability for Horticulture. How a Single QR Code Secured a Premium Contract with a European Retailer
10:00 - 10:30	**AfCFTA and Digital Agriculture:** Creating Seamless Agri-Trade Pathways
MARKET-ENTRY PITCH: FIVE "MARKET-READY" AGRIBUSINESSES PITCH THEIR PRODUCTS TO A PANEL OF INTERNATIONAL OFF-TAKERS AND DISTRIBUTORS	
10:00 - 11:30	Market-Entry Pitch 1
	Market-Entry Pitch 2
	Market-Entry Pitch 3
	Market-Entry Pitch 4
	Market-Entry Pitch 5
11:30 - 11:50	**Processing for Profit:** A Mobile Processing Unit that Turns Raw Fruit into Export-grade Pulp, Doubling the Shelf Life and Tripling the Value
YOUTH IN AG-TECH: SHOWCASING HOW YOUNG AGRI-TECHIES ARE BUILDING THE APPS THAT CONNECT THE ECOSYSTEM	
11:50 - 12:50	App 1
	App 2
	App 3
	App 4
12:50 - 13:00	**Q&A**
13:00 - 14:00	**Lunch and Networking**

WEDNESDAY, 18 NOVEMBER 2026	
MARKET ACCESS AFRICA	
Tech on the Table: Building Market-Ready Agri-Ecosystems Through Innovation	
DIGITAL MARKETPLACES & THE QUALITY FRONTIER: FROM FARM-GATE TO GLOBAL PLATE	
14:00 - 14:30	**AfCFTA & Tech-Led Trade:** Removing Physical Borders through Digital Customs and Automated Trade Documentation
14:30 - 15:00	**Retailer Roundtable:** The Tech We Use to Grade You: How AI is Replacing Manual Inspection at the Loading Dock
15:00 - 15:20	**The Standards Lab:** A Technical Session with A SPS (Sanitary and Phytosanitary) Expert on Using Digital "e-SPS" Certificates to Bypass Port Delay**s**
LOGISTICS, PROCESSING & SCALING VALUE: ADDING ZEROES TO THE VALUE CHAIN	
15:20 - 15:35	**Processing for Export:** Value-Added Africa: Why We Want to Buy Processed Pulp/Oil, not Just Raw Fruit
15:35 - 15:50	**The AfCFTA Digital Trade Corridor:** A Roadmap Session on Removing Physical Barriers Through the Trade-Ready Digital Passport
15:50 - 16:00	**Closing Remarks**
16:00 - 17:30	**Networking Function**

WEDNESDAY, 18 NOVEMBER 2026	
AGRO-INDUSTRIAL PARK FORUM	
Industrializing Zero Hunger: Scaling Integrated Agro-Processing Hubs for Regional Trade	
07:30 - 09:00	Registration & Morning Refreshments
09:00 - 09:10	Chair Opening Remarks
09:10 - 09:50	**The Ministerial Industrial Mandate:** Aligning National Development Plans with Integrated Agro-Industrial Park (IAIP) Rollouts
09:50 - 10:30	**A Comprehensive Analysis of the Special Economic Zones Policy and its Associated Incentives:** Tax Holidays, Duty-free Import Provisions for Machinery, and the Implementation of Streamlined Labor Regulations within AIP Corridors
10:30 - 11:10	**The Public-Private Partnership Financing Blueprint:** Funding the Hub through Public-Private Partnership Models - Strategies for Transitioning from Government-Funded Infrastructure to Private Sector-Led Operations
11:10 - 11:50	**Anchor Tenant Strategy Case Study:** Leveraging a "Lead Firm" to Integrate Smallholder Ecosystems into the Park's Value Chain
11:50 - 12:20	**Rural Transformation Centres:** Integrating the Feeder Hubs that Aggregate Produce from Farmers and Prep it for the Industrial Park
12:20 - 13:00	**The Ethiopia IAIP model at the Bulbula or Yirgalem parks:** Assessment of the Internal Rate of Return (IRR) for Private Tenants, such as Sunvado, in Comparison to the Social Return Metrics (Job Creation and Food Security) Achieved by the State
13:00 - 14:00	**Lunch and Networking**
14:00 - 14:40	**Green Parks:** Solar Micro-grids, Waste-to-Energy Systems, and Wastewater Recycling within the Industrial Zone
14:40 - 15:10	**Export-Ready Parks:** Designing Parks for the Global South Trade Corridor
15:10 - 15:30	**The AIP Roadmap 2027:** Commitment to the 5-Park Challenge - Accelerating Five Pilot Hubs Across the Continent
15:30 - 17:30	**Networking Function**

"Less than 1% of all global Private Equity capital invested around the world every year is invested in Africa. This conference reaffirmed the importance of Private Equity in fostering the development and growth of the continent's agricultural sector and, more importantly, addressing food insecurity, malnutrition and poverty. To this end, these conferences are critical as it reaffirms the importance of us all working together in achieving these very important development imperatives."

— **Dr Wentzel Oaker,** Chairman,
Wallflower Investment Group & Research Fellow at Stellenbosch University, South Africa

"It was a pleasure to be at the Agri Indaba and really enjoyed the opportunity to speak at the event and meet other companies. Was a fantastic event and well executed!"

- **Allen Daniel Augustine,** IFC

"Thanks for a great Indaba. We commend everyone on a well-executed event and offer a few points: the networking app and organisation were excellent, the venue and catering were superb, and the booth selection was strong."

- **Taryn Browne,** Buhler Group

"The African Agri Investment Indaba unites the brightest minds in agri-tech to confront urgent challenges and develop meaningful solutions. It is alarming that less than 2% of agri-investments are currently directed towards agri-tech. This stark reality underscores the urgent need for increased focus and funding in this essential sector. The diversity of participants here today reflects our collective commitment to driving agricultural innovation forward."

- **Changwe Kumalinga,** CFO of Good Nature Agro and the Programme Chair

"This was one of the best conferences we have ever attended. I am happy to say this will be our annual event.

- **Experience Matshediso,** PR/Communications Manager, Casidra SOC Ltd

AFRICAN AGRI
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Online Registration: www.agri-indaba.com/register

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