

AFRICAN AGRI

INVESTMENT INDABA

Your gateway to investment opportunities
across the entire agrifood value chain



18 - 20 November 2024

CTICC, Cape Town

Book your space and make your mark on Africa's
growing agrifood sector: eventhost@agricouncil.org

HOST



SPONSORS



UNISA | college of agriculture and environmental sciences



Fund for Resilience and Prosperity

PARTNERS



ABOUT THE EVENT

The largest investment gathering in food and agriculture on the African continent – representing the entire value chain

The 7th Annual African Agri Investment Indaba (AAII) is the global meeting place for agrifood investment in Africa. Bringing together over 800 key stakeholders – from governments, banks, financiers, investors, project owners, project developers, commercial farmers and the agro and food processing industry – to discuss trends that will likely influence food and agribusiness economics over the next decade in Africa.

The audience

Agribusinesses
Academics agencies
Aggregators
Agro-processors
Asset managers
Buyers and agents
Chambers of commerce
Commercial Farmers

Co-operatives
Debt funders
Economists and Analysts
Financial institutions
Food processors
Fund managers
Government
Impact investors

Importers and exporters
Input suppliers
Insurance and risk companies
Lawyers and consultants
Logistics companies
Private equity
Professional Services

Research and Development
Retailers
Sovereign wealth funds
Trade and investment agencies
Trade Exchanges
Traders and Exporters
Venture capital investors

What to expect in 2024

JUNIOR AGRI INDABA

A dedicated day focusing on investment and financing opportunities as well as best practices for small and medium scale farmers and agribusiness startups.

AGRI INVESTMENT INDABA AWARDS

The Agri Investment Indaba Awards acknowledge and celebrate innovation, sustainability, profitability and scalability in African food and agriculture.

DFI FORUM

The Forum focuses on strategy and brings DFIs to exchange practical experience, source deals and collaborate on challenges and projects affecting food security.

MATCHMAKING & NETWORKING

Our structured matchmaking service allows attendees to pre-schedule their meetings ahead of the Event.

WORLD RENOWNED EXPERTS

Over 65 industry experts will explore game-changing trends and present investment opportunities in African food and agriculture.

INVESTMENT DISCOVERY SESSIONS

The African Agri Council is once again pleased to host our successful IDS – a platform for agrifood projects looking for investment.



OPPORTUNITIES AROUND

Capitalise on the commercial opportunities at the African Agri Investment Indaba

The African Agri Investment Indaba is the industry's "MUST-ATTEND" event, providing the ideal setting to develop relationships, explore ideas and expand into new markets. There are limited and exclusive sponsorship and exhibition opportunities available for organisations wishing to gain high visibility and reach to Africa's agri movers and shakers.

Why sponsor or exhibit?

- The Indaba has a distinctive pan-African focus, allowing sponsors and exhibitors to meet potential regional and international business partners across the entire agri value chain
- Connect with senior investors and top executives across the entire agri value chain
- Initiate and close deals with industry players and decision makers
- Present your company to top-tier professionals and private investors
- Position your company as the leading expert in your field and get maximum brand exposure



We understand that your time is valuable and it's not always easy to network with the people you would like to at an event, so we are offering a matchmaking service to our sponsors and exhibitors.

Each attendee will be able to select up to ten attendees who they would like to have one-on-one meetings with at the Indaba. Our dedicated matchmaking team will then assist in securing the meetings prior to the event.

Marketing and promotions

The Indaba will be promoted to thousands of African and global agri sector professionals through our internal database as well as a number of key international publications and media resulting in a US\$100 000 PR / media campaign leading up to and during the event. Only at the African Agri Investment Indaba will you have access to press core to the agri and financial sectors from continental and global media.

Pre-event marketing

Sponsorship status is featured on all pre-event marketing materials, including but not limited to:

- Conference programmes
- Print and online advertising
- Acknowledgment through advertising in mainstream media
- Press (digital and print)
- Virtual booth on the event website

Onsite branding and marketing

- Inclusion of marketing collateral in delegates' and visitors' bags
- Acknowledgement in the official show guide and app
- Logo inclusion in event signage which will be located in high traffic areas at the events venue (for sponsors)
- Advert in the onsite show guide
- Post event report





AFRICAN AGRI

INVESTMENT INDABA

DFI FORUM

ACHIEVING FOOD SECURITY

JOINING FORCES FOR BETTER FOOD SECURITY



Welcome to the 3rd edition of the DFI Forum at the African Agri Investment Indaba - a dedicated platform for global Development Financial Institutions (DFIs) to exchange practical experience, source deals and network with their peers and global agrifood businesses.



Conducts studies to identify and analyse investment opportunities with actionable insights and recommendations



Profiles and promotes DFIs' food and agriculture investment criteria (ticket size, sector focus, market potential, etc.).



Publishes annual DFI transactions (in Africa and globally) and features selected projects during the Agri Indaba, Food Security Strategy Meetings and dedicated DFI Forum sessions globally.



Presents climate and adaptation financing case studies and opportunities - practical tools to support climate financing in Africa, and strategies to attract more private capital to tackle development and climate challenges.



Assesses under-utilised agricultural potential in Africa by quantifying production potential in light of food security and profiles priority countries where stronger DFI cooperation could be justified.



Showcases selected countries in "country focus sessions" with government officials and agribusinesses to mobilise capital from private investors.

BOOK YOUR SEAT NOW - 18 - 20 November 2024 | Cape Town

Agri Investment Indaba Awards



OVERVIEW

Far too often, the African continent has been perceived as an unpredictable place for business. Very few success stories are celebrated, more so in food and agriculture - the continent's business and investment narratives are as important as our campaign to drive private sector investment in African food and agriculture.

The African Agri Council is proud to announce that the African Agri Investment Indaba will now co-locate the Agri Investment Indaba Awards. The annual awards acknowledge and celebrate innovation, sustainability, profitability, scalability and entrepreneurship in African food and agriculture. A global platform that promotes a narrative of success and reward excellence, as the continent achieves food security.

AWARD CATEGORIES

The Awards are voted "for industry, by industry" with a carefully selected committee of judges made up of stakeholders representing the entire agrifood value chain.

**Food Company of the Year
Award**

**Deal of the Year
Award**

**Innovation in Food and
Agriculture Award**

SMEs Cash Prize Categories

**Young Executive of the Year
Award**

**New Entrant of the
Year Award**

**Sustainability
Award**

**Contact our team if you wish to get involved as an award sponsor, table sponsor,
award judge or award nominee**

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INVESTMENT DISCOVERY SESSIONS (IDS)

EXCLUSIVE SESSIONS FOR ACCREDITED INVESTORS AND AGRIFOOD EXECUTIVES

The Investment Discovery Sessions (IDS) are developed for accredited investors and agrifood executives and entrepreneurs from the entire value chain looking for financing and investment opportunities. The IDS is the African Agri Investment Indaba hunting ground for investment ready agri projects - featuring opportunities in inputs, primary agriculture, agro-processing, logistics, and agritech etc.

IDS focuses on match-making and deal-making within the entire agri value chain, and brings together start-ups and established companies looking for investment. These sessions take place in a private setting with a pre-selected panel of investors. Investors will receive access to detailed briefings on companies and their projects directed toward their specific interests

REASONS TO ATTEND THE INVESTMENT DISCOVERY SESSIONS

FOR AGRIFOOD EXECUTIVES

- Present your bankable project to a panel of investors
- Review and guidance from our investor panel
- Project listed in the AAC online project database accessed by qualified investors
- Project listed in the event show guide and post-event report distributed to all participants
- Feature your projects in partners' publications

FOR ACCREDITED INVESTORS

- Position your firm strategically as the ideal partner for co-finance projects
- Hear first-hand investment ready projects suited for your portfolio from agrifood executives
- In-depth presentations on the highest return commodities and businesses in the market
- Are you interested in upstream, midstream or downstream projects? Join our investor panel
- Feature your company in partners' publications

HIGHLIGHTS IN 2023



45 PROJECTS



8 COUNTRIES



41 INVESTMENT COMPANIES



25 DFIs



TOTAL INVESTMENT REQUIRED: **\$1,350,424,727**



PROGRAMME

THEME: ACHIEVING EXTRAORDINARY GROWTH

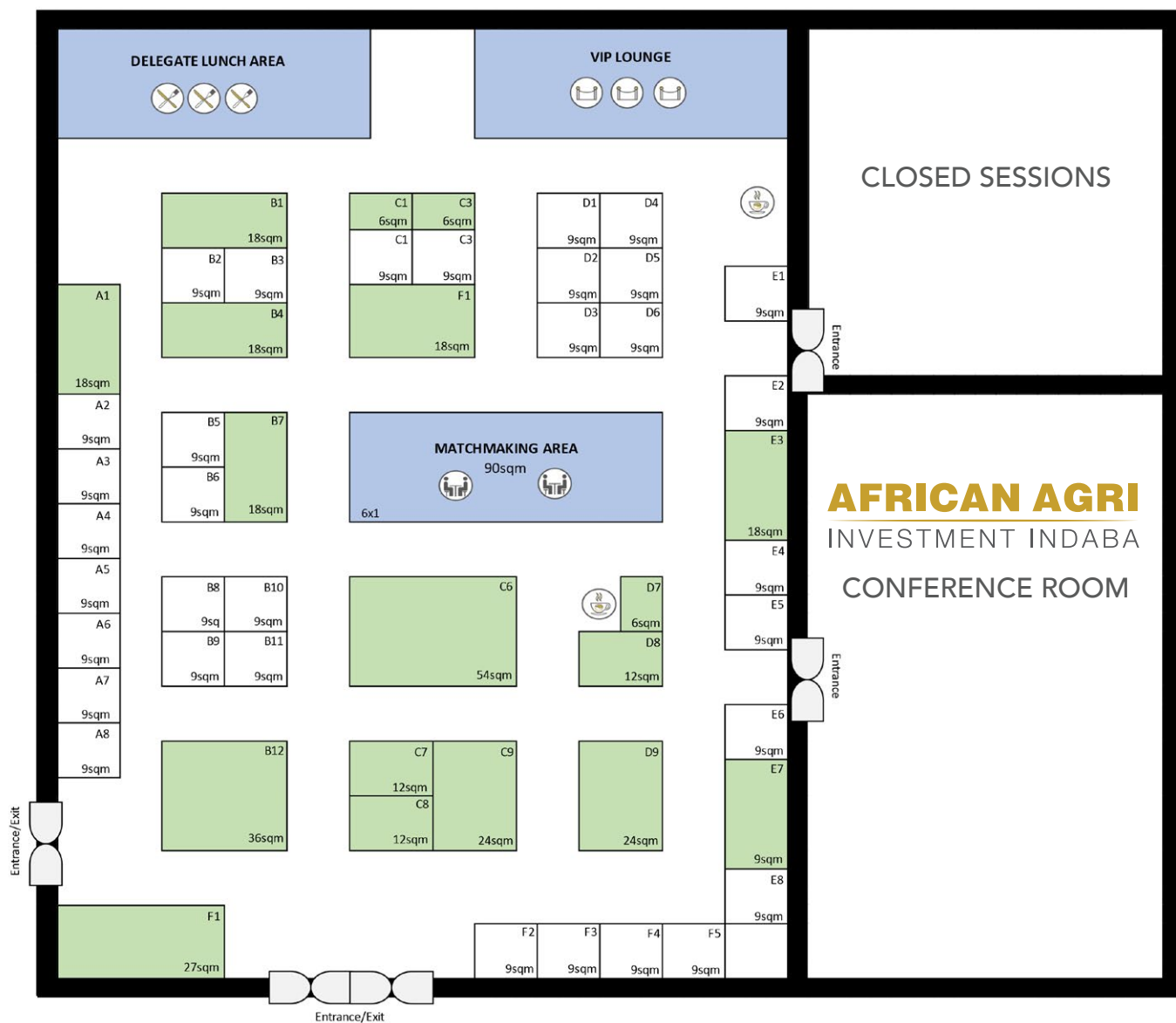
18 NOVEMBER 2024	
07:30 - 09:00	Registration and Refreshments
JUNIOR AGRI INDABA	
09:00 - 09:10	Chairman Remarks
09:10 - 10:00	Keynote Panel: Financial Acumen - Shifting Your Focus to Managing Operating Costs Effectively and Optimizing Working Capital
10:00 - 10:45	Boosting South Africa's Livestock Industry Export Potential - Overcoming Logistics Challenges for Global Trade
10:45 - 11:15	Assessing Opportunities in Zimbabwean Agriculture
11:15 - 11:45	Outlook for Future Investments in AgTech - Leading African Agriculture into a New Era of Efficiency, Productivity and Sustainability
11:45 - 12:15	How to Scale Regenerative Agriculture
12:15 - 13:00	Human Capital Development (Capacity Building) and Extension Services - Empowering Farmers to Become the Backbone of a Thriving Agricultural Sector
13:00 - 14:00	Networking, exhibition, matchmaking and lunch
14:00 - 15:00	Expert Session: How to Get Funded - Business Planning and Investor Pitch Deck Development
15:00 - 16:00	Expert Session: Reaching New Export Markets Worldwide
16:00 - 16:30	Building Food and Agriculture Businesses - Scaling Sustainably
16:30 - 16:45	Closing Remarks
17:00	Networking Function
19 NOVEMBER 2024	
07:30 - 09:00	Registration and Refreshments
09:00 - 09:15	Chairman Welcome Remarks: Current Trends Driving Investors' Interest in Food and Agriculture
09:15 - 10:00	Keynote Panel - Achieving Extraordinary Growth
10:00 - 11:00	Agribusiness CEO Keynote Panel: How We Made it In Food and Agriculture - Becoming a Leading Food Supplier
11:00 - 11:45	Investing in Ghana: Investment Opportunities in Horticulture - Tree Crops (Avocado, Carob, Peach) and Soft Fruits (Strawberries and Blueberries)
11:45 - 12:30	Strategic Partnerships that Are Driving Higher Returns in Zambian Commercial Primary Agriculture
12:30 - 13:00	Fireside Chat: Creating Investment Opportunities in Agro-processing and Value Addition Through AfCFTA Implementation
13:00 - 14:00	Networking, matchmaking and lunch
14:00 - 14:45	Investing in South Africa: The Investment Case for Commercial Agriculture in Turbulent Times
14:45 - 15:45	Tech Innovation and Integration - Embracing Technology for Better Farm Management and Data-driven Decision-making
15:45 - 16:15	Confluence of Energy, Digital Innovation, Irrigation and Profitability - Optimizing Asset Value
16:15 - 16:30	Closing Remarks
17:00	Cocktail Function and Networking

PROGRAMME

THEME: ACHIEVING EXTRAORDINARY GROWTH

20 NOVEMBER 2024		
07:30 - 09:00	Registration and Refreshments	
09:00 - 09:05	Chairman Remarks	
09:05 - 09:30	Open Session: Climate Change Adaption - How will Africa Adapt More climate finance in Africa - The IMF approved US\$1.3 billion in financing for Côte d'Ivoire in 2024 to combat climate change amid increasing floods and heat waves. This funding, part of the Resilience and Sustainability Facility, aims to support reforms enhancing adaptation, resilience, and mitigation efforts. Côte d'Ivoire, heavily reliant on agriculture, faces economic vulnerabilities due to climate change. The agreement emphasises integrating climate considerations into public finance and governance, safeguarding the agricultural sector, and fostering green financing and emissions reduction.	
09:30 - 10:00	Transforming Kenyan Agriculture - Why Now is the Time to Invest	
10:00 - 11:00	How African Agri-Tech and Food Companies Raised Capital in 2023 - 2024	
11:00 - 11:45	The Case for Special Agro-Industrial Processing Zones in an Institutional and Private Equity Investment Portfolio	
11:45 - 12:30	Why Now is the Time for Growth Equity in African Food and Agriculture	
12:30 - 13:00	Creating Value and Impact for Investors with Storage and Logistics Facilities	
13:00 - 14:00	Networking, exhibition, matchmaking and lunch	
14:00 - 14:10	DFI FORUM	INVESTMENT DISCOVERY SESSIONS
	Chairman Remarks	Chairman Remarks
14:00 - 14:45	Building an Integrated Portfolio for Optimal Returns and Sustainability Outcomes - African Case Studies	The IDS at AAIL 2024 offers a unique platform for agrifood project owners and accredited investors, facilitating direct engagement and investment opportunities. Agrifood project owners will present bankable projects to a curated panel of investors, receiving invaluable feedback and guidance. Projects featured in these sessions gain visibility through the AAC online project database, event show guides, and post-event reports, enhancing their reach to qualified investors.
14:45 - 15:15	Climate and Adaptation Financing - Practical Tools to Support Climate Financing in Africa	
15:15 - 15:45	Case Study: How Investing Alongside Farmers Leads to Higher Impact, Scale and Returns	
15:45 - 16:30	ROUNDTABLE: Institutional Perspectives on East Africa Food and Agriculture Private Equity	
	ROUNDTABLE: Investing in the Nigerian Cocoa (\$1.5 Billion) and Wheat (\$1.2 Billion) Markets	
	ROUNDTABLE: Risk Management and Mitigation When Investing in Commercially and Agronomically Suitable Lands	
	ROUNDTABLE: Ghana* - Is Stronger DFI Cooperation Needed: Synergizing Partnerships and Asset Management - A Strategy for Success	
	ROUNDTABLE: Food and Agriculture Opportunities in North Africa	
	ROUNDTABLE: Achieving ESG Targets through Partnerships	
18:30 - 20:30	Agri Investment Indaba Awards	

BOOK YOUR SPACE NOW
CONTACT EVENTHOST@AGRICOUNCIL.ORG





Contact us

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