

# 2nd Commercial Farm Africa

31 Jan – 1 Feb 2012 / Dubai – UAE  
Sheraton Dubai Creek Hotel & Towers

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#### DAY 1 - 31 Jan 2012, Tuesday

08:00 Morning Registration & Refreshment

09:00 Chairman's Welcome Remark  
*Sudhakar TOMAR, Managing Director*  
**Hakan Agro DMCC**

09:10 **AGRICULTURE, FOOD SECURITY AND CLIMATE CHANGE: A GLOBAL FOOD INDUSTRY PERSPECTIVE**

- Need for sustainable agriculture development
- Sharing environmental best practices
- Developing agricultural markets, including opportunities for small-scale farmers

*Aziz Elbehri, Senior Economist - Trade and Markets Division (EST)*  
**FAO (Food & Agriculture Organisation) - UN**

09:40 **DEMAND/SUPPLY & PRICE TRENDS IN AGRI-COMMODITIES**

10:10 **AGRICULTURE DEVELOPMENT PROSPECT IN GHANA**

- Update on 4-yr Agricultural Investment Plan
- What policies & incentives are in place to attract investment?
- What is the duration required to proceed with a farming project?
- Security - ensuring investors interest
- Land acquisition & utilization policies
- Export regulations

*George Ashiabi, Director*  
**Ministry of Food & Agriculture, Ghana**

10:40 Discussion followed by  
Networking Refreshment

11:10 **INVESTING IN OIL PALM PLANTATION IN WEST AFRICA – CHALLENGES & OPPORTUNITIES**

- Oil palm market demand/supply
- What business model works best?

• Investment challenges & opportunities  
*Shankar Varadharajan, Director*  
**Equatorial Palm Oil Plc**

11:40 **DEVELOPING OUTGROWERS' PROGRAM FOR SUSTAINABLE AGRICULTURE**

- Opportunities & challenges for rice investment
- Case study on cotton, rice and palm plantation

*Ravi Pokhriyal, President, Regional Head – West Africa*  
**Olam International Ltd**

12:10 **IMPORTANCE OF CONSUMERS IN THE EQUATION OF COMMERCIAL FARM INVESTMENTS - A FOOD INDUSTRY'S PERSPECTIVE**

- Understanding consumers' expectations, preferences and needs regarding agricultural materials sourcing, origin, production & supply chain
- Sustainability, food safety and quality assurance to meet cross border regulatory compliance

*Hans Joehr, Corporate Head of Agriculture*  
**Nestle Ltd**

12:40 Discussion followed by Networking Lunch

13:55 Afternoon Chairman's Introduction

14:00 **PROSPECT OF COMMERCIAL FARM INVESTMENT IN ETHIOPIA**

- What policies & incentives are in place to attract investment?
- What is the duration required to proceed with a farming project?
- Security - ensuring investors interest
- Land acquisition & utilization policies
- Export regulations

*Esayas Kebede, Director - Agricultural Investment Support*  
**Ministry of Agriculture & Rural Development, Ethiopia**

14:30 **FOREIGN DIRECT INVESTMENT IN AFRICA'S AGRI SECTOR**

- How can foreign investor work with local farmers on a win-win formula?
- Investment update including downstream processing opportunity
- Land deal and labor cost
- Domestic & Export market

*Berhane Fesseha, Deputy Project Manager*  
**Saudi Star**

15:00 **MODERNIZATION & MECHANIZATION OF CORPORATE FARMING PRACTICE IN AFRICA**

- Overview of CNH International and CIH Brand
- Partnership with CNH International
- Understanding corporate farming condition in Africa and other Emerging Markets
- Equipment requirement for cultivation & harvest in large project
- Successful case study

*Patrice Loiseleur, International Agriculture Projects and Corporate Farming Manager*  
**CNH International, Lugano (CH)**

15:30 Discussion followed by  
**Afternoon Reception Sponsored by**



16:00 **PANEL : OPPORTUNITIES & CHALLENGES OF PUBLIC-PRIVATE PARTNERSHIP IN AFRICA**

- Which business models work best?
- Alignment of expectations

*Panelists :*  
*Sudhakar TOMAR, Managing Director*  
**Hakan Agro DMCC**

*Berhane Fesseha, Deputy Project Manager*  
**Saudi Star**

*Ravi Pokhriyal, President, Regional Head – West Africa*  
**Olam International Ltd**

*Brian Barriskill, Supply Chain Director*  
**Al Dahra Agricultural Company L.L.C**

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## DAY 2 - 1 Feb 2012, Wednesday

### 16:30 ASSESSING FARMLAND INVESTMENTS IN AFRICA

- Plans and investment
- What are the role of investing countries & host countries?
- What are the potential downside for investment?
- How to structure these investments?
- How to deal with political backlash?
- What safeguard are required?
- How can these investment benefit both parties & be sustainable?

Neil Crowder, CEO  
Chayton Capital

### 17:00 LEGAL ISSUES FOR FARMLAND INVESTMENTS IN AFRICA & RESOLVING DISPUTES

- Land claims and tenure on agricultural land in Africa - the rule of law in dispute resolution - lessons to be learned from land reform in South Africa and Zimbabwe
- Legal recognition and protection of ownership and/or rights in land as prerequisite for investment in African countries
- Investment and parallel sustainable local economic empowerment

HJ Moolman, Senior Director  
Moolman & Matthee Incorporated  
Attorneys

17:30 Discussion followed by End of Day One

09:00 Chairman's Remark

### 09:10 AGRICULTURE DEVELOPMENT IN AFRICA THROUGH RESEARCH & TECHNOLOGY FOR SMALL HOLDERS FARM IN SUB-SAHARA AFRICA

- Sustainable agriculture development
- How to access the funds?
- What has been done & what's in the pipeline?

Dr. Prem Warrior, Senior Program Officer  
Bill & Melinda Gates Foundation

### 09:40 INVESTING IN SUGAR PLANTATION AND PROCESSING PLANT IN SUDAN – CHALLENGES & OPPORTUNITIES

Mohammed Al Mardi Al Tegani,  
Managing Director  
Kenana Sugar Company

### 10:10 FINANCING FARMLAND PROJECT IN AFRICA

- Opportunities & challenges
- Structuring a win-win investment deal
- How can these investment benefit all parties & be sustainable?

Mouhamadou Niang, Division Manager,  
Industries and Services Division,  
Private Sector Dept  
African Development Bank

10:40 Discussion followed by  
Networking Refreshment

### 11:10 INVESTING IN BIO-ENERGY CROPS IN EAST & SOUTHERN AFRICA

- Growth potential and demand for bio-energy
- Risk management solutions
- Investment opportunities
- Production challenges

Justin Vermaak, CEO  
Bio Energy Investments Ltd

### 11:40 PRECISION FARMING & NUTRIENT MANAGEMENT TO ASSIST INVESTORS & COMMERCIAL FARMS TO REDUCE INPUT COSTS & INCREASE YIELD IN A SUSTAINABLE WAY

Cobus Burger, Managing Director  
SGS Nvirocrop (Pty) Limited –  
South Africa

### 12:10 PARTNERSHIPS TO MITIGATE RISKS IN LARGE SCALE FARMING

Andy Watt,  
Head of Large Scale Farming - Africa  
Syngenta East Africa Limited (SEAL)

12:40 Discussion followed by Networking Lunch

### 13:45 VALUE ADDITION IN AFRICAN FOOD CHAIN

- Food processing as a means of risk mitigation for farmland investments
- Food processing as export versus domestic consumption
- Examples of opportunities around Africa

Emma Cardy-Brown, Director  
Cardy-Brown & Co Ltd

### 14:15 CREATING TRADE CORRIDORS THROUGH REGIONAL INTEGRATION

- Infrastructure development to support agriculture trade & logistics

Dr. Chungu Mwila, Acting CEO  
Alliance for Commodity Trade in Eastern  
and Southern Africa (ACTESA)

### 14:45 MANAGING AN AFRICAN FOCUSED AGRI PORTFOLIO – FUND MANAGER'S PERSPECTIVE

15:15 Final Discussion followed by  
Closing Networking Refreshment

15:45 End of Conference

### Tapping on the extensive agri opportunities in Africa!

*Equatorial Palm Oil: progressing with Liberian plans. The firm's long-term plan is to become a sustainable, low-cost African producer of crude palm oil through the reactivation and development of both existing plantations and the company's land bank in Liberia.*

Sept 11, Proactiveinvestors.com

*The UK government-owned development finance institution, CDC Group, is to make a \$20m investment in farming and agribusiness in sub-Saharan Africa.*

Oct 11, Africa Fund Manager

*Zambia to set up \$150 million sugar plantation. Spanish and Indian investors are competing to invest in a \$150 million sugar plantation that Zambia plans to set up this year, a senior official has said.*

Nov 11, Africa Echo News

Sub-Saharan Africa, which holds 60% of the world's remaining uncultivated land suitable for farming, is seeing a surge of interest from foreign investors. Sovereign wealth and private equity funds are also diversifying into African agricultural farmland investments.

However, developing agribusiness in Africa has many challenges including political instability, security of tenure, lack of transportation systems, financial risk guarantee and infrastructure challenges to name a few.

How are companies addressing these challenges? What are the key success factors to consider when embarking on an African venture? What business models work best?

**CMT's 2nd commercial farm Africa Summit** brings together leading experts to share insights on the opportunities and challenges in agri investment in emerging Africa!

#### Why Attend?

- FAO will focus on Global Food Security & the need for sustainable agri development
- First hand insight from Ministry of Agriculture and major investors on prospect of agri investment in **Ghana, Ethiopia, Zambia, Mozambique, Sudan, South Africa**
- What are the latest in Land acquisition & utilization policies?
- Find out from real-time Investors' including Rice, Sugar, Palm to Bio-energy plantations owners their experiences in investing in Africa!
- Cardy-Brown & Co provides insights on value addition in Africa food chain with food processing as a means of risk mitigation
- Financing farmland investment and options available
- How can foreign investors work with local farmers on a win-win formula?
- Modernization and mechanization of farming practice
- Precision farming and nutrient management to reduce input costs and increase yield in a sustainable way
- Bill & Melinda Gates Foundation to address Agriculture development through R&D for small holders farm in Sub-Sahara Africa
- Agri funds manager to reveal the management of a high return agriculture portfolio
- Meet and network with top panel of speakers and industry players to exchange latest updates!

Register with your team today!

Contact Grace at [grace@cmtsp.com.sg](mailto:grace@cmtsp.com.sg) for more information!