

Optional Site Visit to ZAMBIA SUGAR AT NAKAMBALA SUGAR ESTATE, MAZABUKA
 Wednesday, 7 Oct 2015

- 06:30 Depart Radisson Blu Hotel for **Nakambala** (have refreshments on hand cool drinks and water)
- 08:35 Zambia Sugar Plc safety team meets bus at 10 miles for safety induction
- 09:00 Refreshment & Welcome at Nakambala Sugar Estate Training Centre Conference room provided by Zambia Sugar Plc
- 09:30 Agricultural Tour – Farm 6 Nakambala Sugar Estate CI model Sugarcane farm
- 10:45 Depart for KASCOL (Kaleya Small Holders Company Limited)
- 11:15 Arrival at KASCOL
- Welcome and Tour of operations
- 12:45 Lunch at the LAPA Nakambala House
- 14:00 Factory Tour of Nakambala Factory
- 15:30 Group departs Nakambala Estate for Radisson Blu Hotel Lusaka
- 18:00 Arrive at Radisson Blu Hotel Lusaka

Day One - 8 Oct 2015, Thursday

- 08:00 Morning Registration & Refreshment
- 09:00 Chairman's Welcome Introduction
Mr. Dominique Gouvernayre
Vice President Africa
SGS Agricultural Services
- 09:10 **Opening Address**
DIVERSIFICATION STRATEGY TO GROW ZAMBIA'S AGRI SECTOR
 - Diversification to other crops
 - Public-private partnership in agribusiness development
 - Downstream processing*H.E. Hon. Given Lubinda*
MP & Minister
Ministry of Agriculture and Livestock
- 09:30 **SUPPORTING ECONOMIC DIVERSIFICATION AND DEVELOPMENT THROUGH TRADE**
Senior Representative
African Export Import Bank (AFREXIMBANK)
- 10:00 **CHALLENGES OF AGRIBUSINESS INVESTMENT IN ZAMBIA**
 - Business model evaluation
 - Farm productivity management for maximum profit
 - Expansion plans & funds raising issues
 - Challenges & opportunities*Mr. Felix Lupindula, Head - Corporate & Public Affairs*
Zambeef Products Plc
- 10:30 Discussion followed by Networking Refreshment

- 11:00 **DEMAND/SUPPLY & PRICE TRENDS IN SOFT COMMODITIES (COFFEE, COTTON, COCOA, GRAINS, SUGAR, SOYBEAN & FRUITS)**
Dr. Edward George
Head of Group Research
Groupe Ecobank
- 11:30 **ZAMBIA SUGAR - DEVELOPING OUTGROWERS' PROGRAM FOR SUSTAINABLE AGRICULTURE**
 - Key success factors & best practices in contracting smallholder out-growers*Mr. Japhet Banda, Communication and Corporate Affairs Manager*
Zambia Sugar Plc
- 12:00 **FUTURE OF BIOENERGY & VALUE-ADDED INVESTMENTS IN SUB-SAHARA AFRICA**
 - Opportunity for value-added agricultural projects in Sub-Saharan Africa
 - Sustainability of bioenergy feedstock supply
 - Supply chain logistics and transportation challenges
 - Case Study - Zambia Ethanol Project
 - Political and Execution Risks
 - How to structure these investment & best business model*Mr. Richard Bennett, CEO*
Sunbird Bioenergy
- 12:30 Discussion followed by Networking Lunch
- 13:40 Afternoon Chairman's Introduction
Mr. Andrew Tillery, Chairman
DekelOil CI SA

- 13:45 **PANEL DISCUSSION: FUNDING AGRI PROJECTS IN AFRICA**
 - Projects selection criteria & priority
 - What are the mechanism available to access funding & its challenges?
 - Moving up the value chain & developing an integrated projects
 - Does size matter in agri projects?
 - Challenges of financing medium to large scale project & successful case studiesPanelists:
Neeraj Vij, Head
of the Industries and Services Division
African Development Bank Group

Ms. Christina Ulardic, Head
- Market Development Africa
Swiss Reinsurance Company (Swiss Re)

Senior Representative
African Export Import Bank (AFREXIMBANK)
- 14:15 **DEVELOPING COMMERCIAL AGRI FARMS IN ETHIOPIA**
 - Investment opportunities & challenges
 - Land acquisition and labour management
 - Farm modernization & yield improvement
 - Meeting local demand & export potential
 - Post-harvest management challenges*Mr. Esayas Kebede, General Manager*
Ethio Agri-CEFT

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14:45 **MODERNIZATION & MECHANIZATION OF FARMING PRACTICE – SUCCESSFUL CASE STUDY**

*Ms. Louisa Parker-Smith
Manager External Affairs
AGCO Corporation*

15:15 Discussion followed by Networking Refreshment
Hosted by

Swiss Re
Corporate Solutions

15:45 **INVESTING IN A MODERN & EFFICIENT GRAINS FARM IN TANZANIA**

16:15 **USE OF DRONES FOR FARMLAND SURVEYS & CROP MONITORING**
*Mr. Cobus Burger, Managing Director
SGS Precision Farming Services, Africa*

16:45 **HEALTHY SOILS, PROFITABLE FARMS : HOW SOIL CONSERVATION TECHNIQUES LEAD TO SUCCESS IN LARGE-SCALE FARMING**

- How to improve soil health and reduce farm costs
- Conservation agriculture in Africa : Facts and experiences

*Mr. Thomas Lecomte
Director of Consulting
Soil Capital*

17:15 Discussion followed by End of Day One

17:30 Networking Reception for all speakers and participants
Sponsored by

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Your Agriculture Company

Day Two - 9 Oct 2015, Friday

08:50 Chairman's Introduction

09:00 **TRANSFORMING DRC'S LAND INTO PROFITABLE COMMERCIAL FARM**

- Land concession issues & lease tenure
- Government's plans & development status of agribusiness parks
- Infrastructure development to support agri sector growth
- Labour cost & access to input materials
- Successful case study
- Domestic markets prospect & export potential

*Mdm. Ida Lubala, Managing Director
Bukanga Lonzo Agricultural
Business Park*

09:30 **INVESTING IN A SUSTAINABLE OIL PALM PLANTATION IN COTE D'VOIRE – CHALLENGES & OPPORTUNITIES**

- Oil palm market demand/supply
- What business model works best?
- Investment challenges & opportunities
- Developing downstream processing industry

*Mr. Andrew Tillery, Chairman
DekeOil
Director of Agribusiness
AXYS Consulting DMCC*

10:00 **PANEL DISCUSSION : LOCAL SOURCING & BUILDING A SUSTAINABLE SUPPLY CHAIN**

- Utilizing local content
- Supply chain management from farm to factory
- Local sourcing challenges & working with smallholders farm
- Expansion plans across Africa

Panelists:
*Mr. Omondi Kasidhi, Head of Sustainable Agriculture Sourcing
Diageo PLC*

*Mr. Felix Lupindula, Head - Corporate & Public Affairs
Zambeef Products Plc*

10:30 Discussion followed by Networking Refreshment

11:00 **OPPORTUNITIES & CHALLENGES OF PUBLIC-PRIVATE PARTNERSHIP IN UGANDA'S AGRI-SECTOR**

- Vegetable oil investment case study
- Opportunities of commercial farm investment
- Land issues – cost, lease or buy?
- Successful business model for the country
- Where are the area allocated for commercial farms, tax incentives, availability of water resources & input materials,
- What are the crops the country wish to attract investment in?

*Mrs. Connie Magomu Masaba
Project Manager
Ministry of Agriculture, Animal Industry and Fisheries (MAAIF)*

11:30 **SEEDS MARKET OUTLOOK IN AFRICA**

- Complexities in seeds development & distribution systems
- Access to varieties & quality seeds
- Dealing with counterfeit seeds
- Prospect of GM seeds in the region

12:00 **INFRASTRUCTURE DEVELOPMENT TO STRENGTHEN AGRI VALUE CHAIN**

- Africa's new TFTA (Tripartite Free Trade Agreement) & the opportunities for agribusiness
- Transport infrastructure development to support agriculture trade & logistics IN EAC – COMESA – SADC region

*Dr. Abu Sufian E Dafalla, Director - Infrastructure Development
COMESA Secretariat*

12:30 Final discussion followed by Closing Lunch

14:00 End of Conference

Per Person Fee for Conference:	(USD)
Regular Fee for 1	1495.00
Group Fee for 3 or more	1195.00

Site Visit to Zambia Sugar - 7 Oct 100.00
(Per Person)

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