

5th COMMERCIAL FARM Africa

16 - 18 Nov 2016 | Addis Ababa, Ethiopia

CORPORATE SPONSOR

SGS

ORGANISED BY



Centre for Management Technology®

into our 33rd year

IN PARTNERSHIP WITH

Ethiopian ATA
Agricultural Transformation Agency
የኢትዮጵያ ግብርና ጉልበት ለማግኘት ኮሚሽን

www.cmtevents.com

16 Nov 2016, Wednesday

Optional Site Visit to

Upper Awash Agro Industry Enterprise (UAAIE)

Upper Awash Agro Industry Enterprise (UAAIE) is the biggest producer of oranges, mandarins and other tropical fruits like mango and papaya in Ethiopia. The company is also the main producer of and supplier of tomato paste, tomato juice, orange marmalade and guava nectar in the country.

The total landholding of the farm is nearly 5,000 hectare of which about 4,200 hectares is arable. Of these total, some 2,200 hectare of the land is occupied by perennial crops (1,200 hectare of citrus, 400 hectare of mango, and the remaining papaya, guava, lemon, lime and grape vine). The remaining 2,000 hectare of the area coverage is allotted for growing different annual crops with strong emphasis on the cultivation of tomatoes, followed by haricot beans, cotton and maize.

More info at
<http://horizonplantations.com/upperawash-horizon.html>

- 07:15 Meet at Radisson Blu Hotel Lobby
- 07:30 Depart Radisson Blu Hotel for Upper Awash Agro Industry Enterprise (have refreshments on hand cool drinks and water)
- 10:15 Refreshment & Welcome at Upper Awash Agro Industry Enterprise Conference room provided by Horizon Plantation
- 10:45 Agricultural Farm Tour
- 12:45 Lunch at Farm Restaurant
- 14:00 Factory Tour
- 15:30 Group departs Upper Awash Agro-Industry for Radisson Blu Hotel Addis Ababa
- 18:30 Arrive at Radisson Blu Hotel Addis Ababa

Day One - 17 Nov 2016, Thursday

08:00 Morning Registrations & Refreshment

09:00 Chairman's Welcome & Introduction

09:10 OPENING ADDRESS:

Invite: **HE Mr. Tefera Derebew**
Ministry of Agriculture, Ethiopia

09:20 KEYNOTE: ETHIOPIA'S INTEGRATED AGRO INDUSTRY PARK & THE OPPORTUNITIES

H E. Hon Dr. Mebrahtu Meles
State Minister, Ministry of Industry

09:35 ROLE OF COMMERCIAL FARMS IN THE ETHIOPIAN COFFEE SECTOR

Mr. Jemal Ahmed, CEO
Horizon Plantations Plc

10:05 GLOBAL AGRI COMMODITIES MARKET TRENDS

10:35 Discussion followed by Refreshment

11:10 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 International

11:45 BUILDING AN INTEGRATED AGRI BUSINESS IN AFRICA – OPPORTUNITIES & CHALLENGES

Mr. Vimal Shah, CEO
Bidco Africa Ltd

12:15 LAND BANKS AND AVAILABILITY FOR AGRICULTURE INVESTMENT IN ETHIOPIA

- Overview of Ethiopia Land Tenure System
- Available land allocated for agriculture investment
- Key challenges

Mr. Buzualem Bekele Mogessie
Director - Land Administration Directorate
Ethiopian Agricultural Investment Land Administration Agency

12:45 Discussion followed by Networking Lunch

14:00 Chairman's Introduction

14:05 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:

Mr. Yosuke (Yo) Kotsuji, Senior Investment Officer - Agribusiness (Sub-Saharan Africa)
International Finance Corporation (IFC) Kenya
Ms. Heloise Smith, Executive & Head of Consumer sector: East Africa
Stanbic Bank

Mr. Tony Wainaina, Managing Partner
Fansi Capital Limited

14:40 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

15:10 DATA AND IMAGERY IN AGRICULTURE TO IMPROVE YIELD, EFFICIENCY AND SUSTAINABILITY

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

15:40 Discussion followed by Networking Refreshment

16:10 ADOPTING CLIMATE SMART AGRICULTURE PRACTICES IN AFRICA TO MITIGATE CLIMATE RISKS AND FOOD SECURITY

- Impact of GHG emissions & Climate change on agricultural growth
- Development and promotion of Climate Smart Agriculture (CSA) & case studies
- ATA major initiatives

Dr. Wagayehu Bekele, Director for Climate Change Adaptation and Mitigation (CCAM)
Ethiopian Agricultural Transformation Agency, ATA

5th COMMERCIAL FARM Africa

16 - 18 Nov 2016 | Addis Ababa, Ethiopia

CORPORATE SPONSOR

SGS

ORGANISED BY



Centre for Management Technology
into our 33rd year

IN PARTNERSHIP WITH

Ethiopian ATA
Agricultural Transformation Agency
የኢትዮጵያ ግብርና ጉልበት ለማግኘት ስራ ቤቅ

www.cmtevents.com

16:40 DEVELOPMENT OF SUSTAINABLE PALM OIL IN WEST AFRICA

17:10 MODERNIZATION & MECHANIZATION OF FARMING PRACTICE

17:40 End of Day One

17:50 Networking Reception for all participants

Day Two - 18 Nov 2016, Friday

08:00 Morning Refreshment

09:00 Chairman's Introduction

09:10 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)

09:40 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

10:10 DEVELOPMENT OF RICE VALUE CHAIN THROUGH SMALL HOLDERS FARMERS TO MEET GROWING DEMAND IN AFRICA

10:40 Discussion followed by Networking Refreshment

11:10 AGRI INVESTMENT IN DR CONGO

11:40 ADVANCED AGRICULTURE UNDER DRIP IRRIGATION

Mr. Yaron Katina
Commercial Manager - East Africa
Netafim

12:10 ACCESS TO AFFORDABLE INPUT MATERIALS AMID MARKET CONSOLIDATION

- Seeds / agrochemicals

12:40 Final Discussion followed by Closing Lunch

14:00 End of Conference

Per Person Fee for Conference:	(USD)
Regular Fee for 1	1395.00
Group Fee for 3 or more	1195.00
Site Visits to Upper Awash Agro Industry Enterprise (UAAIE): 16 Nov	100.00
Pay Online By 10 Oct with Visa/MasterCard & SAVE USD100 (per person)	-100.00
Not applicable with any other discount	

3 Ways To Register

Online: www.cmtevents.com
Email: grace@cmtevents.com
Tel: (65) 6346 9147

CUSTOMISED SPONSORSHIP OPPORTUNITY

Package available include Corporate, Exclusive Luncheon & Cocktail sponsor. Exhibition / catalogue display can be arranged upon request. Contact fiona@cmtevents.com

"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.

However, with agri commodity prices staying low, how are farms adapting to current 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 Dr. Mebrahtu Meles, State Minister of Industry** on opportunities in Ethiopia's integrated agro industry park
- **Horizon Plantations** shares insights on the role of commercial farms in the Ethiopian coffee sector
- Latest on production economics & access to markets including how farms adapt to new market conditions and commodity prices from **Olam International**
- **Bidco Africa** shares the opportunities and challenges of building an integrated Agri business in Africa

- Find out more on land banks in Ethiopia and the availability for agriculture investment from the **Ethiopian Agricultural Investment Land Administration Agency**
- Join **IFC, Stanbic Bank & Fanisi Capital** for an interactive panel on innovative financing of agribusiness in Africa
- **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
- 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 **Ethiopian Agricultural Transformation Agency, ATA**
- **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 and agri opportunities in DR Congo will be discussed.
- Network with who's who in the agri value chain!

Plus an optional site visit to the **Upper Awash Agro Industry Enterprise (UAAIE)** on 16 November!

Act now! Register with your team at www.cmtevents.com to enjoy group discount!
For more information, contact *Grace* at grace@cmtevents.com

Program details published herein are confirmed as at 18/09/2016.
Please visit <http://www.cmtevents.com/main.aspx?ev=161134> for latest information on speakers & topics.