

1st Africa-Arab Agro-Investment Summit Zanzibar - Tanzania

“A path to agro-investments replacing international food aid”
25-27 May 2009

Venue: Zamani Zanzibar Kempinski

Patron
H.E. Dr. Amani Abeid Karume
President of Zanzibar

Organised by:

Europe SADC-States Bridge (ESSB)

in cooperation with
the Kuwait Fund for Arab Economic Development
and
the Islamic Development Bank
and
the African Development Bank

Table of Contents

The Important Role of Agro-Investments	3
Draft Conference Prospectus	4
Issues to be addressed	5
Draft Programme	7
Confirmed Speakers.....	8
Invited Speakers	9
Other Invitees.....	10
Banking Details.....	11
Contact	11

The Important Role of Agro-Investments

Africa has a high potential in order to help fight the global food crisis. Many African countries comprise arable land and climate conditions favourable for growing agricultural products. Furthermore, approximately two third of the continent's population is employed in the agriculture sector. Although conditions are in favour of high rates of food production Africa is still the biggest receiver of International Food Aid.

The rising need for food imports comes at a time when the exportable agricultural surplus worldwide has declined, as food markets are tight and stockpiles declining. Many exporter countries like India and Vietnam have implemented export restrictions in order to supply food to their domestic markets. Thus, many countries are looking for investment opportunities in the agriculture sector.

Due to the geographical and geological conditions, the African continent is a perfect partner in that area. Most African countries have a high potential to increase agricultural production and export large scales of agricultural products. But they lack the expertise and technology to effectively use these favourable conditions in order to secure the global food production.

During the General Assembly of the UN on 24 September 2008 in New York, USA and the UN Conference on Financing for Development in Doha, Qatar (29 November to 2 December 2008) many African Heads of State pointed out that there is the need to boost agricultural production in order to replace food aid, which will help fight the global food crisis.

In order to do so, investments in the area of innovative methods and technologies as well as agriculture equipment are vital. The Africa-Arab Agro-Investment Summit addresses this by its vital goals, such as facilitating partnerships in the margin of agriculture projects and supporting research & development in order to apply new technologies for a more effective and sustainable food production.

Thus, the people of Africa will benefit from this ground-breaking event toward agro-investments facilitating World food security and replacing international food aid.

Draft Conference Prospectus

Who is organising the 1st Africa-Aran Agro-Investment Summit?

The event will be hosted by the Government of Zanzibar led by H.E. Dr. Amani Abeid Karume, President of Zanzibar. The event is organised by Europe SADC States Bridge (ESSB). The ESSB has kindly requested H.M. King Hamad Bin Isa Al Khalifa of the Kingdom of Bahrain to present his Kingdom as the partner country in the margin of the Summit. Due to their expertise and resources, the ESSB has kindly approached the Islamic Development Bank and the African Development Bank to cooperate in organising this summit as equal partners. This partnership facilitates a sound organisation from both regions.

Who will attend?

In total 250 participants are expected comprised of 5 target groups:

- Investors from the Arab World (Mainly GCC countries) and Development Funds & Institutions (Kuwait Fund, SFD, World Bank etc.), global financiers, business leaders, and representatives from investment promotion agencies
- African land owners (Small Farmers, Agriculture Member Organisations etc.)
- Policy Makers (Heads of State, Ministers etc.)
- Agri-Business Companies (Agro-Machineries, Fertilisers, Seeds etc.)
- Academia (Research Institutes, Universities, etc.)

How will the agenda be developed?

The ESSB will develop the detailed agenda with the cooperation partners following input from local and international private sector leaders, and from the Arabic World seeking investment opportunities in the agriculture sector in Africa. The Forum complements important recent initiatives within the SADC and East African countries to strengthen business government working relationships (Public Private Partnership). It will involve international private sector representatives and investors in order to unleash the potential of African countries to engage in agricultural exports facilitating a sustainable economic growth.

What are the specific goals of the Summit?

The focus of the 1st Africa-Arab Agro-Investment Summit will be on investment in agriculture to respond to rising global food prices drawing on the untapped potential in Africa. Agriculture is the mainstay of Africa, employing two-thirds of the continent's 920 million people in a subsistence capacity. The summit will facilitate bilateral meetings between the heads of state in order to support a dialogue on establishing a **strategy on agro-investments** of Arab countries to Africa. The summit will draw on **agricultural initiatives between the public and private sector** and on paths to **finance for development**.

What will be the main outcome of the Summit?

- Bilateral agro-investment strategy on governmental stage within both regions
- New business relationships and business partners between both regions
- Funding for projects in the agricultural sector
- Increased awareness of importance to invest in agricultural sector
- The Zanzibar Declaration



Issues to be addressed

President Pedro Rodrigues Verona Pires of Cape Verde underlined during the General Assembly of the UN on 24 September 2008 the need to boost agricultural production. “The food crisis has endangered hundreds of millions of people,” he told the Assembly. “It is clear that urgent action is needed to guarantee greater agricultural production able to satisfy present and future needs. This goal requires the promotion of agricultural policies that are consistent with the needs of the situation, the participation of rich and technologically advanced states as well as the technical support of international organizations.”

Issue 1: Implications of projected food price inflation and global population growth

Besides the dominant rent inflation, food inflation has been put in the spotlight in the wake of global food price hikes. Food price inflation constitutes a major strategic challenge for the GCC countries (Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, U.A.E.) as they have rapidly growing populations but a declining agriculture due to lack of water and arable land. Food inflation can also be the source of significant social unrest, as it hits lower income groups especially hard because they have to spend a relatively high share of their disposable income on food. The GCC countries have already started envisaging agricultural investment in Africa as well as Asia. The potential for African countries to engage in agricultural exports can be clearly identified. Many African countries have arable land as well as internal fresh water resources or sufficient rain falls. Still the export potential is strongly linked to Foreign Direct Investments to the agricultural sector. A considerable amount of new food production would be demanded by a growing population in Africa and agricultural production would need to be increased beyond the growth of the population. Furthermore, agriculture in Africa is still dominated by small plot family farms which often produce for subsistence or local markets and do not have access to larger national or international markets. Thus, the crucial factor is to improve productivity. Considerable productivity gains could be expected by larger plots and the advent of irrigation and mechanisation, which can be reached through Foreign Direct Investments to the African agriculture sector.

Issue 2: Context of Agricultural Trade with Arab Countries & Trade and Movement of Agricultural Goods and Services

Review of current cooperative programmes carried out between Africa and Arabic agricultural enterprises in agricultural investment and trade. The session will look at business initiatives to work with governments to set up improved customs facilitation and other trade related procedures to liberalise movement of goods, services and labour, as well as phasing in of harmonised investment, trade and tariff regimes.

Issue 3: Africa’s Agricultural Financing and Investment Policies

African delegates will make a briefing on Africa's agricultural financing and investment, policies, as well as the development trend in the future. Foreign delegates are expected to introduce the international agricultural investment projects and proposals as well as relevant policies.

Issues to be addressed

Issue 4: Enabling Environments for Agribusiness and Agro-Industries Development in Africa & Accelerating Agriculture Development

The Summit will examine priorities in three areas: transport and trade corridors (road, rail, and air), new agricultural technologies and growth of agricultural productivity. The needs are clear, the capacity to deliver is available, and there is a consensus that there is a ready supply of available investment capital. So how can the implementation be accelerated? The summit will explore new mechanisms at national and regional level to strengthen the capacity to speed up delivery of public private partnerships (PPPs), and gear up for cross border investments in the agriculture sector.

Issue 5: Access to Finance for Development

The conference will examine new approaches to new lending policies and instruments for the SMME and SME sector, promoting access to finance for empowerment of rural entrepreneurs and to improve agricultural production and agro-industry. Distinct Development Banks will outline their financing strategy and goals for Agro-Investments to Africa. Growing numbers of private business people are looking for projects they can support or invest in. Thus, they constantly look for summits and congresses with regard to investment opportunities. As a consequence, one important goal of this summit is to bring them together with various project owners.

Issue 6: Bilateral Meetings

Arab and foreign investors as well as agricultural enterprises planning to make agricultural investment in Africa are invited to the summit in order to discuss investment and business opportunities on a bilateral level. Furthermore, a fair for recommended agricultural projects will be held in order to facilitate the exchange for agricultural investment and cooperation proposals between the investment institutions, investors, investment promotion agencies as well as agricultural enterprises and agricultural development institutions. Additionally, a round table session for heads of state as well as ministers of agriculture will facilitate bilateral talks between both regions.

Issue 7: Concrete Cooperation Opportunities in the Agriculture Sector

The 1st Africa-Arab Agro-Investment Summit applies a holistic approach to the topic of agro-investments in order to increase the productivity in this sector. The goal is to secure the sustainability for this ground-breaking event. Thus, after the Summit several projects and joint ventures should be pursued between Africa and the Arab World. To facilitate this, the ESSB has requested the African governments to present tangible projects in the fields of:

1. Land leasing regulations
2. Land available for investment
3. Climatic condition prevailing to land in question
4. Every country will bring at least commercial African farmers looking for joint ventures with the Arab World

Draft Programme

1st DAY – MONDAY 25th MAY 2009	
9.00 am	Registration & Coffee Hour
10.00 am	Opening Speeches
11.00 am	SESSION I Agriculture in Africa I) Implications of Food Price Inflation on World Food Security II) Trends in the African Agriculture Sector - Drivers, Changes, Impacts and Overall Assessment III) Environment for Agribusiness & Agro-Industries Development in Africa IV) Investment Environment in Africa
1.00 pm - 2.30 pm	Networking Lunch
3.00 pm	Workshops I) Context of Agricultural Trade with Arab Countries: Access to Arab markets for African products II) New technologies and product innovations to increase productivity III) Means of financing agriculture development projects IV) Environment for Agribusiness in Africa
4.30 pm	Coffee Break
5.00 pm - 6.00 pm	Bilateral Meetings (Networking) & Business Matchmaking Fair
7.30 pm	Networking Dinner
2nd DAY – TUESDAY 26th MAY 2009	
10.00 am	SESSION II Agro-Investment from Arab Countries
12.00 pm - 1.30 pm	Networking Lunch
2.00 pm	SESSION III Financing for Agriculture Development
4.00 pm	Coffee Break
4.30 pm	SESSION IV Successful Agro-Investments Presentation of 2 Case Studies from Africa and the Arab World
6.00 pm - 7.30 pm	Bilateral Meetings (Networking) & Business Matchmaking Fair
8.30 pm	Gala Evening Signing of the Zanzibar Declaration
3rd DAY – WEDNESDAY 27th MAY 2009	
10.00 am	SESSION V Innovations & Technologies (ICT) in order to increase productivity
12.00 pm - 1.30 pm	Networking Lunch
2.00 pm	Bilateral Meetings (Networking) & Business Matchmaking Fair
4.00 pm - 4.30 pm	Closure of Summit

Confirmed Speakers

H.E. Dr. Amani Abeid Karume, President of Zanzibar & Chairman of the Revolutionary Council

H.E. Jakaya Mrisho Kikwete, President of the United Republic of Tanzania

H.E. Yusuf bin Alawi bin Abdullah, Minister of Foreign Affairs, The Sultanate of Oman

Dr. Bamanga Turkur, President African Business Roundtable/ Chairman NEPAD Business Group, ECOWAS Commission "The African private sector and its role in the acceleration of Agro investment in Africa"

H.E. Mrs Tumusiime Rhoda Peace, Commissioner, Department of Rural Economy and Agriculture, African Union Commission

Mr Oscar Chemerinski, Director for Global Agribusiness, International Finance Corporation

Mr. Kazunori Oshiyama, Director General, Africa Department, Japan International Cooperation Agency (JICA) "Green Revolution in Africa – How to increase rice productivity"

Jamal S. Al Suwaidi, Director, Gulf Research Center

Monty Jones, Executive Director, Forum for Agricultural Research in Africa (FARA) "Agricultural Research, Technology Dissemination and Adoption"

Mohamed El Hadi Khelifi, Acting Director of Operations Department, Arab Bank for Economic Development in Africa (BADEA) "Financing for Agricultural Development"

Dr. Rafik Saleh, Director General, Arab Center for the Studies of Arid Zones and Dry Lands (ACSAD) "Provision of Scientific & Technical Data to Help Achieve Agricultural Development"

Louise Kantrow, ICC Permanent Representative to the United Nations

Bill & Melinda Gates Foundation

Kuwait Fund for Arab Economic Development (KFAED)

Saudi Fund for Development (SFD)

DEiK, Turkish Foreign Economic Relations Board

Martin Richenhagen, Chief Executive Officer, AGCO Corporation (one of the world's largest manufacturers and distributors of agricultural equipment)

Elias Chikoto, Head of Strategy & Planning, Africa & Middle East, Syngenta Agro AG (Crop Protection)

Dr. Georg Ebert, Technical Advisor K+S KALI GmbH & International Potash Institute (IPI) Coordinator Sub-Saharan Africa (Fertilizers)

Dr.-Ing. Rabé Yahaya, CLAAS Service & Parts (Harvesting Machinery Specialist)

Naufal Rasheed, Chief Operating Officer, Oman & Emirates Investment Holding Co.

Invited Speakers

H.R.H. His Majesty King Hamad Bin Isa Al Khalifa of the Kingdom of Bahrain
H.E. Sheikh Hamad Bin Jassim Bin Jabr Al-Thani, Prime Minister & Minister of Foreign Affairs, Qatar
H.E. Dr. Mohammad Al-Salem Al-Sabah, Deputy Prime Minister & Minister of Foreign Affairs, Kuwait
H.R.H. Prince Saud Al Faisal, Minister of Foreign Affairs, The Kingdom of Saudi-Arabia
H.R.H. Prince Mohamed Bolkiah, Minister of Foreign Affairs, The State of Brunei Darussalam
H.E. Sheikh Abdullah Bin Zayed Al Nahyan, Minister of Foreign Affairs of the United Arab Emirates
H.E. Sheikh Khalid Bin Ahmed Bin Mohamed Al Khalifa, Minister of Foreign Affairs, Bahrain
H.E. Fawzi Salloukh, Minister of Foreign Affairs, The Republic of Lebanon
H.E. Dr. Salaheddin Al-Bashir, Minister of Foreign Affairs, The Hashemite Kingdom of Jordan
H.E. Amer Dr. Housni Lutfi, Minister of Economy and Trade, The Syrian Arab Republic
H.E. Dr. Abu Bakr al-Qirbi, Minister of Foreign Affairs, The Republic of Yemen
H.E. Abdullah bin Ahmed Zainal Ali Reza, Minister of Commerce and Industry, Saudi Arabia
H.E. Steven M. Wasira, Minister of Agriculture, Food and Cooperatives, Tanzania
H.E. Bernard Kamilius Membe, Minister of Foreign Affairs, Tanzania
H.E. Abdulrahman Bin Hamad Al-Attiyah, Minister of State of Qatar, Secretary General, GCC
H.E. Ali Babacan, Minister of Foreign Affairs, The Republic of Turkey
H.E. Atilla G. Kizilarslan, Head of Department of African Countries & Regional Organizations, Turkey
H.E. Abdulrahman bin Hamad al-Attiyah, Secretary General, Gulf Cooperation Council (GCC)
H.E. Sheikh Saleh Al-Turki, President Council of Saudi Industrial & Commercial Chambers
H.E. Dr. Waleed Al Wohaib, CEO of the International Islamic Trade and Finance Corporation (ITFC)
H.E. Engineer Salah Al – Shamsi, Chairman of the Federation of GCC Chambers (FGCCC)
Dougou Keita, Manager Agriculture & Agro-Industry Department (OSAN), African Development Bank
Stefano Manservisi, Director General, Development & Relations with Africa, European Commission
Esam Janahi, Chairman, Gulf Finance House
Dr Shawki Barghouti, Director General, International Center for Biosaline Agriculture
Mr Ajay Vashee, President, International Federation of Agricultural Producers (IFAP-FIPA)
Prof. Joachim von Braun, Director General, International Food Policy Research Institute (IFPRI)
Rustom Masalawala, Director of Business Development, Millennium Promise
Thierry Marotine, Senior Project Manager, Micro Finance Unit, Crédit Agricole
Paul Gulleik Larsen, Director External Relations, The UN World Food Programme
Matthew Wyatt, Assistant President External Affairs, International Fund for Agriculture Development
Patrick Oketa, Chief Investment Officer, African Agricultural Capital
Jacques Taylor, Head Agricultural Banking, Standard Bank Africa
Esther Muiruri, General Manager Agri-Business, Equity Bank Kenya

Other Invitees

Heads of State of all African and Arab Countries
Ministers of Agriculture of all African Countries
Ministers of Foreign Affairs of all Arab Countries
Dr. Hansjörg Neun, Director, Technical Centre for Agricultural and Rural Cooperation ACP-EU (CTA)
Dr. Naji Mohamed Al-Mutairi, Director General, Kuwait Institute for Scientific Research (KISR)
Kuwait Investment Authority
Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA)
Mr Suleiman Jasir Al-Herbish, Director General, The OPEC Fund for International Development
HRH Princess Maxima of the Netherlands
Dr. Walter H. Mayer, Chief Executive Officer, Progis Software GmbH
Mr Sadad Al Fakhry, Chairman, Tabuk Agricultural Development Co. (TADCO)
Mark Zenuk, Vice President, Global Oilseeds, Archer Daniels Midland Company
Dr. Stefan Marcinowski, Member of the Board of Executive Directors of BASF SE
Mr Abdulaziz Sager, Chairman, Gulf Research Center
Wolfgang Schmitt, Chief Executive Officer, Deutsche Gesellschaft für Technische Zusammenarbeit
Philip von dem Bussche, Chief Executive Officer, KWS SAAT AG
Mr. Stefan Nalletamby, Secretariat and Coordinator, Making Finance Work For Africa, AfDB
Prof. Klaus Schwab, Executive Chairman, World Economic Forum (WEF)
Dr. Mohamed Adel El Ghandour, Egypt Green - CENTECH
Federal Ministry of Food, Agriculture and Consumer Protection (BMELV) of Germany
Food and Agriculture Organisation of the United Nations (FAO)
Ricardo Espina, United Nations Financing for Development Department
Arab Authority for Agricultural Investment and Development (AAAID)
African Development Bank (AfDB)
Islamic Development Bank (IsDB)
Abu Dhabi Fund for Development (ADFD)
Deutsche Investitions- und Entwicklungsgesellschaft (DEG)
Deutsche Gesellschaft für technische Zusammenarbeit (GTZ)
International Bank for Reconstruction and Development (IBRD)
International Development Association (IDA)
Multilateral Investment Guarantee Agency (MIGA)
The Earth Institute, Columbia University, USA
International Fund for Agriculture Development (IFAD)
Africa Enterprise Challenge Fund (AECF)
Dr. Erna Karrer-Rüedi, Credit Suisse
World Resource Institute
Export Finance Bank of Jordan
The Export-Import Bank of China (China Exim Bank)

Banking Details

Account Name

Africa-Arab Agro-Investment Summit 2009

IBAN

DE86 120 200 00 4095319211

BIC-SWIFT

DRESDEFF120

Bank

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Dr. Alawi S. Swabury



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