

# AFRICAN AGRI

## INVESTMENT INDABA

28 - 30 NOVEMBER 2016

Cape Town International Convention Centre, South Africa

YOUR GATEWAY TO THE ENTIRE AGRI VALUE CHAIN



FEATURING 60+ EXPERTS FROM THE AGRI INVESTMENT, PRIVATE AND PUBLIC SECTOR INCLUDING:



**HON. SENZENI ZOKWANA** – Minister, Ministry of Agriculture, Forestry and Fisheries  
**SOUTH AFRICA**



**NHLANHLA NENE**  
Resident Advisor, Thebe Investment Corporation and Non-Executive Board Member, Allan Gray.  
**SOUTH AFRICA**



**DR. NIGEL CHANAKIRA**  
Chairman, Zimbabwe Investment Authority.  
**ZIMBABWE**



**DR. JOHN MUTUNGA**  
Chief Executive Officer, Kenya National Farmers Federation (KENAFF).  
**KENYA**



**SEBASTIAN C. KOPULANDE**  
Chief Executive Officer, Zambian International Trade & Investment Centre (ZITIC).  
**ZAMBIA**

Sponsors:



# WELCOME TO THE AFRICAN AGRI INVESTMENT INDABA

## Western Cape Minister of Economic Opportunities welcomes African Agri Investment Indaba (AII) 2016 delegates



On behalf of the Western Cape Department of Agriculture, I would like to extend a warm welcome to the delegates attending the African Agri Investment Indaba (AII) 2016 to our beautiful city of Cape Town. Hosting an

event of this magnitude forms an integral part of our strategy to promote the Western Cape Province as an agricultural hub and leading tourist and events destination. Hosting such events, allows us to cement our reputation as a business, lifestyle, sporting and events capital.

Importantly, our partnership with Wesgro and the African Agri Council (AAC) serves as a driving force to spearhead the development of agriculture across the African continent by using agriculture as the catalyst to grow our economy, as well as connecting investors and financiers with agricultural opportunities in Africa.

Within this context, the AII 2016 is an important event and plays a critical role in bringing key government officials and senior stakeholders across the agriculture value chain together to discuss current trends influencing investors' confidence in African agriculture. AII 2016 has created a vital platform for stakeholders to showcase opportunities in agriculture, conduct business during the Investment Discovery Sessions, network and share knowledge and best practice across the African continent.

Lastly but most importantly, I invite delegates who will be descending in the mother city to explore what our beautiful city has to offer.

Mr Alan Winde  
Western Cape Minister of Economic Opportunities

## Ben Leyka welcomes you to African Agri Investment Indaba (AII)

Dear Executives,



On behalf of the Western Cape Department of Agriculture, Wesgro, and the African Agri Council, the organiser, I would like to extend a warm welcome to all the participants attending the inaugural African Agri Investment Indaba (AII) 2016.

The time has come for businesses and governments across the African continent to translate agricultural and agro-processing opportunities into tangible economic benefits. The African Agri Investment Indaba (AII) provides a platform for captain of industry, governments, investors and bankers to connect and identify real opportunities in African agriculture. This is the hunting ground for bankable projects that will impact how Africa feeds itself and how we feed the world.

The next 3 days will feature ample opportunity to network with African and international participants, one on one meetings facilitated through matchmaking and opportunity to conduct business during the Investment Discovery Sessions.

Lastly, I invite you to take a tour on the exhibition floor and engage with industry stakeholders in your search for future partners that will take your business to the next level.

Ben Leyka  
Executive Director  
African Agri Council



*Africa is destined to be the breadbasket of the world. We have vibrant people, and rapidly expanding numbers in youth that are bound to find meaning through the production of healthy food for the masses of the world. Our soils are equally vast, vibrant and healthy, laying a prime opportunity to take the global lead in smart agriculture for a modern era.*

LEON TALJAARD, EXECUTIVE DIRECTOR, TALMAR SUSTAINABLE DEVELOPMENTS

## WHO SHOULD ATTEND?

- Agribusinesses
- Asset managers
- Chambers of commerce
- Commodities and futures traders
- Commercial farmers
- Financial institutions with an interest in Africa's agri sector
- Food associations /manufacturers / processors
- Fund managers
- Pension funds
- Private equity / venture capital investors
- Service providers to financial and agribusiness communities
- Sovereign wealth funds
- Trade finance providers
- Trade and investment agencies

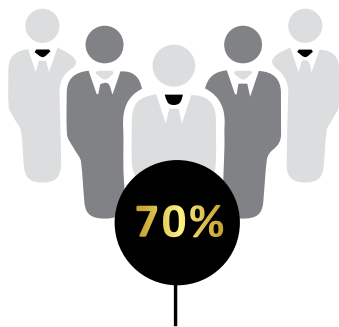
## FIVE GREAT REASONS TO REGISTER AS A DELEGATE

-  **Meet** international investors, Agri business leaders and African governments
-  **Hear** about the latest case studies on African Agri investment projects
-  **Network** with Africa's movers and shakers
-  **Source** international funding for your agri project
-  **Maximise** your time by meeting with all the key players in just two days

# EVENT AT A GLANCE



- ### KEY FEATURES
- Free investment readiness workshop
  - Pre-qualified Agri projects
  - Panel discussions with African Agri decision-makers
  - Country pavilions
  - Matchmaking sessions



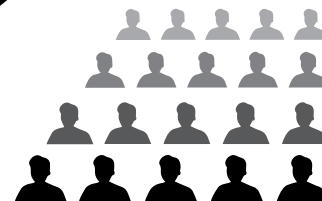
Delegates are C-level



African countries represented



Speakers delivering insightful case studies



## WITH PARTICIPATION FROM



## ABOUT THE ORGANISERS



African Agri Council

The African Agri Council is a network of global executives, decision makers and key stakeholders in the Agricultural industry. We connect executives with their peers, policy makers, investors & financiers and leading global service providers across Africa and around the world.

The Council is an exclusive platform for networking, matchmaking and deal making in Africa. We focus on the business dynamics of agriculture; the pioneers, partnerships, investments, joint ventures and regulatory dynamics that determine the future direction of the industry and shape tomorrow's sustainable food production and consumption landscape.

[www.agricouncil.org](http://www.agricouncil.org)
 +27 21 700 5511
 +44 2033 184297
 +1 888 983 1254

# PROGRAMME: TUESDAY 29 NOVEMBER 2016

**07:00** Registration

**08:50** Official Welcome

*MEC Alan Winde, Western Cape Minister of Economic Opportunities, Western Cape Department of Economic Opportunities. South Africa*

**09:00** Keynote

*Hon. Senzeni Zokwana, Minister, Ministry of Agriculture, Forestry and Fisheries of the Republic of South Africa. South Africa*

**09:30** Keynote

*Mr. Nhlanhla Nene, Resident Advisor, Thebe Investment Corporation and Non-Executive Board Member, Allan Gray*

**09:50** Keynote

*Mr. Seydou Bouda, Executive Director for Africa, World Bank*

**10:10** Keynote

*MEC Lebogang Maile, Gauteng Department of Economic, Environment, Agriculture and Rural Development. South Africa*

**10:30** Keynote

*MEC Alan Winde, Western Cape Minister of Economic Opportunities, Western Cape Department of Economic Opportunities. South Africa*

**11:00** Early AM refreshments and networking

**11:45** Attracting FDI - Policy and legal environment

*Stefan Sakoschek, Regional Director, EU Chamber of Commerce and Industry in Southern Africa. European Union*

**12:00** Non-African Governments panel – A stage for countries across the globe actively seeking to develop relationships and invest in Africa's agriculture industry

- Policies for African agricultural investment
- Our strategic role and positioning in African agriculture value chain
- The Evolution of agriculture as an asset class – Assessing recent capital deployments into Africa by local institutional investors

**Moderator:**

*Joyene Isaacs, Head of Department, Western Cape Department of Agriculture. South Africa*

**Panellists:**

- *Stefan Sakoschek, Regional Director, EU Chamber of Commerce and Industry in Southern Africa. European Union*
- *Mr. Arthur Lenk, Ambassador, Embassy of Israel in Pretoria. Israel*
- *Dr. Takele Tassew, Feed The Future Coordinator and Agriculture Team Lead, USAID Southern Africa. South Africa*

**13:00** Networking lunch

**14:15** Policy and legal environment overview Panel

- Enhancing vs. destroying value in the agricultural industry – the vital importance of effectively managing political, regulatory, and reputation risks
- Driving competitiveness and ensuring growth and stability
- Reshaping the industry in order to ensure a clear future and sustainability of Africa's agro processing sector

**Moderator:**

*Thabi Nkosi, Sector Specialist: Agriculture and Agro-processing, Public Investment Corporation (PIC). South Africa*

**Panellists:**

- *Dr. John Purchase, Chief Executive Officer, Agricultural Business Chamber (Agbiz). South Africa*
- *Gerald Masila, Executive Director, East African Grain Council (EAGC). Kenya*
- *Dr. Nigel Chanakira, Chairman, Zimbabwe Investment Authority. Zimbabwe*
- *Omri van Zyl, Chief Executive Officer, Agri SA. South Africa*
- *Motsepe Matlala, President, National African Farmers Union (NAFU). South Africa*
- *Prof. Ferdinand Meyer, Director, Bureau for Food and Agricultural Policy (BFAP). South Africa*
- *Nigel Gwynne-Evans, Chief Director: African Industrial Development, Department of Trade and Industry. South Africa*



# PROGRAMME: TUESDAY 29 NOVEMBER 2016

## 15:15 Financing & risks overview panel – Investing in Africa

- Strategic investments to secure access to food – Seizing opportunities in uncertain times
- Investment opportunities across the food value chain – What are the choices and what are the associated risk/return trade-offs investors must consider?
- What investment structures best suit African agribusiness opportunities?
- Government investment vs. Donor investment vs. Private sector investment

**Moderator:**

Greg Benjamin, Corporate Finance, Consumer and Industrial Products Leader, **Deloitte Capital**. South Africa

**Panellists:**

- Simon Glossop, Chief Executive Officer, **Camscorp & Chair of Octopus Investments EOC Committee**. United Kingdom
- Mark-Anthony Johnson, Chief Executive Officer, **JIC Holdings**. Gibraltar / United Kingdom
- Sanjay Sethi, Managing Director – Planning and Coordination, International Projects, **Signature Agri Ventures Ltd**. UAE
- Paul Nguru, Partner, **Agri-Vie Investment Fund (Pty) Ltd**. Kenya
- David Ekabouma, Deputy Head, Business Development / Head of Product & Structured Finance, **African Guarantee Fund**. Kenya
- Lesley Wentworth, Programme Manager - **Southern Africa Business Forum** – Private Sector Desk, **NEPAD Business Foundation**. South Africa
- Samuel Dzotefe, Manager – Agribusiness, **International Finance Corporation (IFC)**. South Africa

## 16:15 Afternoon refreshments and networking

## 16:30 An overview of the changing dynamics in South African agriculture – Challenges and opportunities

Omri van Zyl, Chief Executive Officer, **Agri SA**. South Africa

## 16:50 Country case study panel – Investing in South Africa

- What is the current status of agriculture as an asset class and what have been the major developments within the last 5 years?
- How should investors think about the South African market when developing their agriculture portfolio?
- How does agriculture private equity compare to direct investments, farmland funds, venture capital and agriculture public equities in terms of risks and returns in South Africa?
- Government investment vs. Donor investment vs. Private sector investment

**Moderator:**

Mohsin Cajee, Investment Principal - Old Mutual Private Equity, **Old Mutual Investment Group**. South Africa

**Panellists:**

- Mokgethi Tshabalala, GM: **Thebe Agroprocessing, Thebe Investment Corporation**. South Africa
- Hendrik Jordaan, Chief Executive Officer, **1K1V**. USA
- Zano Mataruka, Senior Investment Officer – Agribusiness, **International Finance Corporation (IFC)**. South Africa
- Thinus van Schoor, Head Agriculture and Maltings Africa, **SABMiller**. South Africa
- Lizo Ntloko, Regional Manager: Western Cape Office, **Industrial Development Corporation (IDC)**. South Africa
- Shadrack Moephuli, President, **Agriculture Research Council (ARC)**. South Africa

## 17:50 Closing remarks

## 18:00 Cocktail function



# NETWORKING COCKTAIL RECEPTION

29 NOVEMBER 2016  
18:00



# PROGRAMME: WEDNESDAY 30 NOVEMBER 2016

**07:00 Registration**

**08:50 Chairman address**

*Chris Hart, Executive Director: Leapfrog Advisory, Leapfrog Global. South Africa*

**09:00 The role of ICT in financing agriculture – Vodacom case study**

*Vuyani Jarana, Executive Director and Chief Executive Officer, Vodacom Enterprise Business. South Africa*

**09:30 Investing in food production – Boosting domestic demand**

- The role of the agro-processing sector in a diversify economy
- How do we influence investors' confidence to ensure global competitiveness?
- Expanding agro-processing production value chain

**Moderator:**

*Dylan Piatti, Senior Chief of Staff and Consumer & Industrial Products Industry, Deloitte. South Africa*

**Panellists:**

- *Ronald Ramabulana, Chief Executive Officer, National Agricultural Marketing Council. South Africa*
- *Nazeem Sterras, Chief Executive Officer, Western Cape Fine Food Initiative NPC. South Africa*
- *Marci Pather, Founder and Executive Director, All Joy Foods Ltd. South Africa*
- *Solly Molepo, Deputy Director: Agro-Processing Industrial Development Division, Department of Trade and Industry (DTI). South Africa*
- *Louw van Reenen, Chief Executive Officer, Beefmaster. South Africa*

**10:30 Early AM refreshments and networking**

**11:00 Southern Africa Regional Roundtable: What makes African countries an attractive investment environment for investors – Outlining opportunities**

**Moderator:**

*Chris Hart, Executive Director: Leapfrog Advisory, Leapfrog Global. South Africa*

- **DRC**
  - *Thierry Naweji, Chairman, South Africa - Democratic Republic of Congo Trade and Investment Chamber. South Africa/DRC*
- **Zimbabwe**
  - *Paul Zakariya, Executive Director, Zimbabwe Farmers Union. Zimbabwe*
  - *Marc Carrie-Wilson, Acting Director, Commercial Farmer's Union of Zimbabwe. Zimbabwe*
- **Zambia**
  - *Sebastian C. Kopulande, Chief Executive Officer, Zambian International Trade & Investment Centre (ZITIC). Zambia*

**12:00 East Africa Regional Roundtable: What makes African countries an attractive investment environment for investors – Outlining opportunities**

**Moderator:**

*Chris Hart, Executive Director: Leapfrog Advisory, Leapfrog Global. South Africa*

- **Kenya**
  - *Dr. John Mutunga, Chief Executive Officer, Kenya National Farmers Federation (KENAFF). Kenya*
- **Tanzania**
  - *Jacqueline Mkindi, Chief Executive Officer, Tanzania Horticultural Association. Tanzania*

**12:45 Networking lunch**



# PROGRAMME: WEDNESDAY 30 NOVEMBER 2016

## 14:00 West Africa Regional Roundtable: What makes African countries an attractive investment environment for investors – Outlining opportunities

**Moderator:**

Chris Hart, Executive Director: Leapfrog Advisory, **Leapfrog Global**. South Africa

• **Cote d'Ivoire**

- Allan Musona, Senior Advisor (Investment Banking- Mining & Metals, Infrastructure, Agri Business and Energy), **Loita Group**. Cote d'Ivoire

• **Nigeria**

- Olumide Lawson, Partner, **Sahel Capital**. Nigeria.

## 14:45 International Financial panel: Challenging current trends and models to drive financing into the food manufacturing industry

- Structural reforms for SMEs to attract innovative financing solutions
- How to make different financing options work for investment ready projects
- Investing in agriculture to achieve annual returns and capital appreciation – A comparative analysis of agriculture and other industries

**Panellists:**

- Michael Hoelter, Director Agri Funds, **Deutsche Bank**. Germany
- Hendrik Norlander, Regional Director East Africa, **SWEDFUND**. Sweden
- Jeremy Parkes, Managing Principal, **Injaro Investments**. Ghana
- Acumen. Kenya
- Allan Hackner, Regional Economic Growth Office, **USAID Southern Africa**. South Africa

## 15:45 Afternoon refreshments and networking

## 16:00 Investment case studies – Food production

- Practical experiences about investing in Ethiopia
  - Dr. Faisal A Guhad, Managing Director, **Jigjiga Export Slaughterhouse (JESH)**. Ethiopia
- The collaborative design and implementation of bankable greenfield projects in Africa – Large scale essential oil production through modern a co-operative
  - Leon Taljaard, Executive Director, **Talmar**. South Africa

## 16:30 Developing a globally competitive food manufacturing industry

- Access to finance
- Access to skills and talent
- Access to markets

**Panellists:**

- Jacob De Villiers, Managing Director: Grain Management, **AFGRI**. South Africa
- Chris Sturgess, Director: Commodity Derivatives. **JSE Limited**. South Africa
- Unati Speirs. Group Chief Operations Officer, **African Global Trading**. South Africa
- Peter Draper, Managing Director, **TUTWA Consulting**. South Africa
- Kate Sharum, Director, **EBS Advisory**. South Africa.

## 17:30 Closing remarks

Chris Hart, Executive Director: Leapfrog Advisory, **Leapfrog Global**. South Africa

**Register 4 delegates and the 5th delegate attends for FREE!**  
**Quote code: SB01**



[manuel.singano@agricouncil.org](mailto:manuel.singano@agricouncil.org)



+27 21 700 4320

# UPGRADE YOUR PASS AND ATTEND OUR WORKSHOP

## PRE-CONFERENCE INVESTMENT READINESS WORKSHOP



**MONDAY 28 NOVEMBER 2016: 13:00 - 17:00**

**ROOF-TOP TERRACE AT CTICC** (light refreshments will be provided)

### ARE YOU INVESTMENT READY?

Investors across the globe are starting to translate food security into an investable option and Africa has been identified as the ideal destination. However, the biggest challenge investors and financiers alike are facing is to identify higher risk-adjusted return projects / opportunities that are clearly articulated and investment ready. This challenge is particularly greater in Africa.

Investment readiness means that your business can be presented to different investors and meet their requirements. Seeking external support to allow your business to grow involves both ensuring you have a credible case to present and making a series of personal decisions to make sure you are comfortable with the direction your business is taking.

During this workshop, you will be the basic principles of how financiers and investors evaluate applications in easy to understand terms. Various forms of funding and the differences between them will be discussed and you will be provided with tips on how to become finance/investment ready and what you can do to increase your chances of successfully financing your business.



### ABOUT OUR FACILITATOR:

Rudi Scholtz is a corporate finance professional who assists SME's in becoming finance / investment ready. Throughout his career, he has successfully assisted numerous companies with accessing various form of funding (Finance, Grants, Venture capital and Equity). Rudi has a Masters degree in commerce from the University of Stellenbosch and studied corporate finance at the European Business School in Germany

## PROJECT INVESTMENT

**OVER US\$ 2.7 BILLION WORTH OF PROJECTS SEEKING INVESTMENT**

The African Agri Investment Indaba (AII) is a business platform that connects African bankable projects with global investors. The AII features both public and private sector projects that are seeking investment across the continent. If you are a project developer or owner seeking funding, introduce your project to hundreds of global investors and financiers. From private banks to asset managers and private equity players to debt finance providers and multi-lateral investment agencies

Complete and submit the AII Bankable database form online at [www.agri-indaba.com/bankable-agri-projects/](http://www.agri-indaba.com/bankable-agri-projects/)

### PROJECT INVESTMENT PROCESS





# INVESTMENT DISCOVERY SESSIONS (IDS)

## EXCLUSIVE SESSIONS FOR ACCREDITED INVESTORS AND AGRI EXECUTIVES

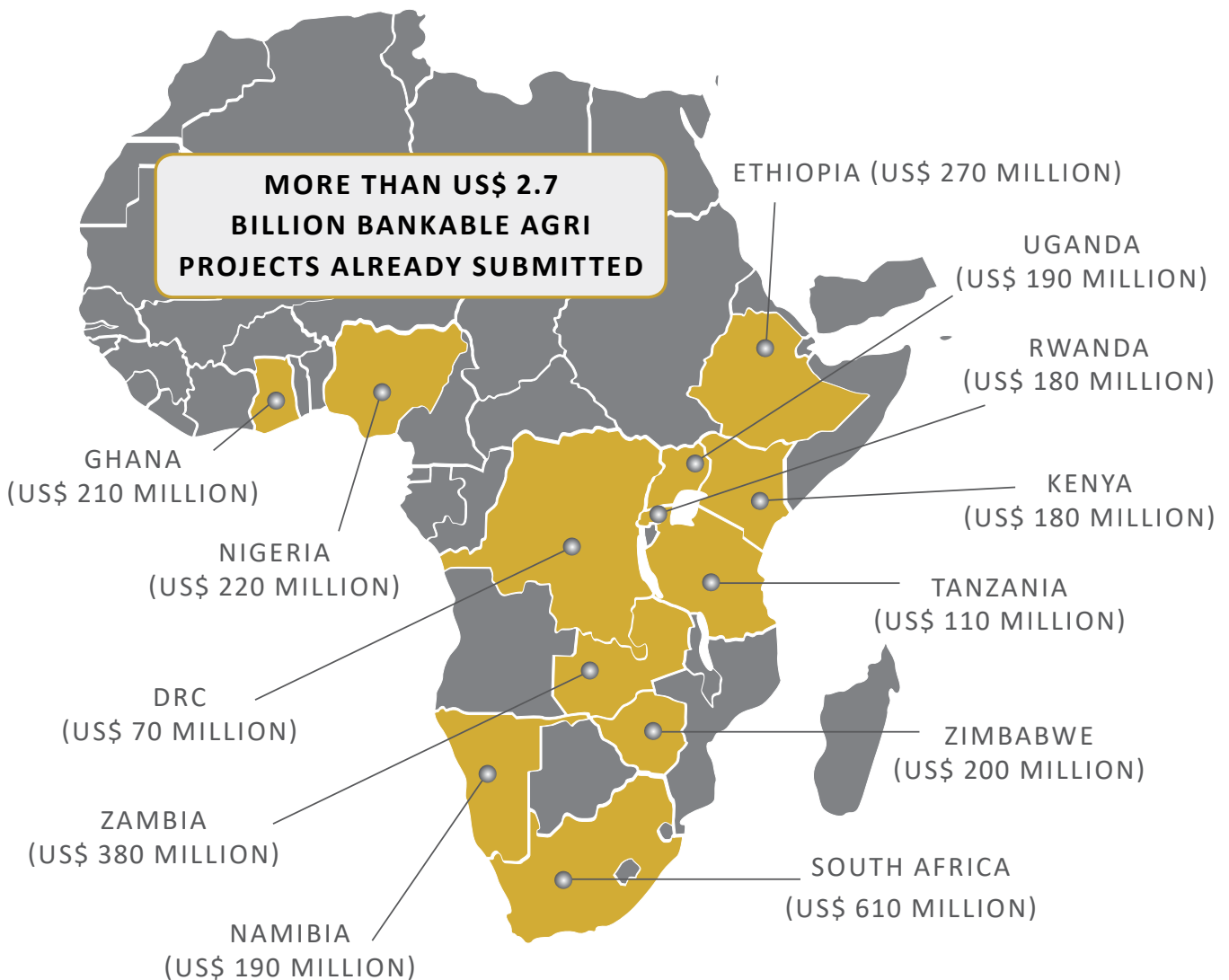
**WEDNESDAY 30 NOVEMBER 2016 - 10:30 – 12:30 | 14:00 – 16:00**

The Investment Discovery Sessions are developed for accredited investors (African and International) and agri executives and entrepreneurs from the entire value chain looking for new investment opportunities. Described as the hunting ground for investment ready agri projects, IDS will feature opportunities in inputs, primary agriculture, agro-processing and technology etc.

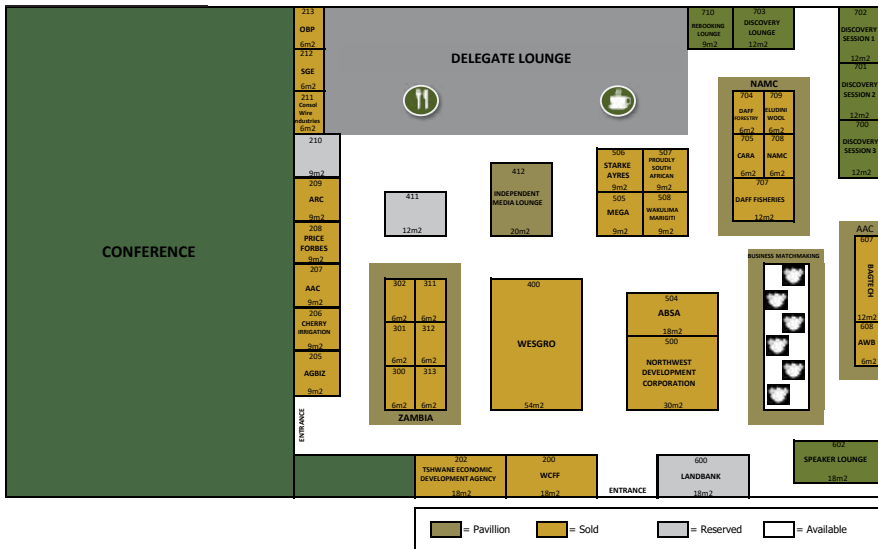
IDS focuses on deal-making within the entire agri value chain, and brings together start-ups and established companies looking for investment. These sessions will take place in a private setting with a pre-selected panel of investors. Investors will receive access to detailed briefings on companies and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

## EXCLUSIVE SESSIONS FOR ACCREDITED INVESTORS AND AGRI EXECUTIVES

An exclusive and private setting for investors and agri companies across the value chain (from inputs companies, primary agriculture to agro-processing and technology companies) to meet face-to-face and present new opportunities on the continent. 15 minutes to start the conversation that will unlock agribusinesses potential in Africa.



# EXHIBITION AND SPONSORSHIP OPPORTUNITIES



## WHO SHOULD EXHIBIT?

- Agribusinesses
- Chambers of commerce
- Commercial farmers
- Financial institutions with an interest in Africa's agri sector
- Food associations /manufacturers / processors
- Service providers to financial and agribusiness communities
- Trade finance providers
- Trade and investment agencies
- Government agri departments
- Insurance companies

The following companies have already confirmed their participation. Make sure you join them!

- 1K1V
- A Greener World
- ABSA
- Accenture
- Acorn Private Equity
- ADAS
- AFGR1
- Afagri Investments
- Africa Capital Digest
- African Global Trading
- African Guarantee Fund
- AGBIZ
- Agis Investment
- Agri SA
- Agribusiness Systems and Technologies Limited
- Agricultural Business Chamber
- Agri-Vie Investment Fund
- Agro Nigeria
- All Joy Foods
- Andalusia Consulting
- Austrade
- AWAN Kenya
- Batho Pele
- Beefmaster
- Bizcommunity Finance
- Bloomberg
- Bureau for Food and Agricultural Policy
- Business Report
- Camscorp
- Capespan
- CDC GROUP PLC
- Chakra Investment
- Cherry Irrigation
- Commercial Farmerâs Union of Zimbabwe
- Cresco Project Finance
- CSIR
- Cubicool International
- Deloitte
- Democratic Republic of Congo Trade and Investment Chamber
- Department of Agriculture and Rural development, KZN
- Department of Agriculture Western Cape Government
- Department of Agriculture, Forestry & Fisheries
- Department of Trade and Industry
- Dept of Agriculture Media Dept
- Dept of Agriculture Radio Division
- Deutsche Bank
- Die Burger
- Dole South Africa
- East African Grain Council
- Eastern Cape Rural Development Agency (ECRDA)
- EBS Advisory
- Eikenhof
- Embassy of F.D.R. of Ethiopia to South Africa
- Embassy of Israel in Pretoria
- Embassy of the Netherlands
- Emlanjani
- EOH Coastal & Environmental Services
- ESOKO
- Essa Al-Ghurair Industries LLC
- EU Chamber of Commerce and Industry in Southern Africa
- EurActiv.de
- Famers' Television.
- Farmers Review Africa
- FCMB
- Figtory
- Fin 24 Editor
- Financial Mail
- First Choice Finance
- FMO
- Forum for Agricultural Research in Africa
- Gauteng Department of Agriculture and Rural Development
- GDARD
- GESTERRA SA
- Glen Faure Group Companies
- GLOBAL AQUAPONICS
- Global Aquaponics / Blue Ridge
- Golden Dice Foods
- Green Economy Journal
- GroFin
- Harvest Chemicals
- Hedge News Africa
- IC Publications / African Banker
- In 2 Fresh
- Industrial Association of Angola
- Industrial Development Corporation
- Injaro Investments
- International Finance Corporation
- Invest Africa Poland
- JIC Holdings
- Jigjiga Export Slaughterhouse
- JSE Limited
- Kenya National Farmers Federation
- Kynoch Fertilizers
- Leapfrog Global
- Loita Group
- Megson Evergreen Links Ltd
- Ministry of Agriculture, Forestry and Fisheries
- Mngcunube Development
- Mpumalanga Economic Growth
- Myard
- NAFU SA
- National Agency for the Investment Promotion
- National Agricultural Marketing Council
- NCCG
- NEPAD Business Foundamb
- Ngakane Fattening Center (Pty) Ltd
- Norsad Finance
- OBP
- Old Mutual Investment Group
- Onalo Farms
- Orange Ridge Capital
- Organico (Amka Products)
- OTILICO MOAGENS LDA
- Our Time Projects
- Price Forbes
- Primature
- Provincial Ministry of Agriculture, Fishing & Breeding
- PTA Bank
- Public Investment Corporation
- Retg
- Russell Stone Group
- SA Fruit Journal / Hortgro Asso
- SABI
- SABIC South Africa (Pty) Ltd
- Sahel Capital
- Scibus Investments
- Signature Agri Ventures
- SilverStreet Capital
- Sokonnect Ltd
- South African Breweries
- Standard Bank Lesotho
- Starke Ayres
- Superior Grain Equipment
- SWEDFUND
- Talitha Pharma (Pty) Ltd
- Talmar Sustainable Developments
- Tanzania Horticultural Association
- Technology Innovation Agency
- The Land and Agricultural Development Bank of South Africa
- Thebe Investment Corporation
- Thomson Reuters
- TRACKCOR Pty Ltd
- Tshwane Economic Development Agency
- TUTWA Consulting
- University of Kwazulu Natal
- USAID Southern Africa
- Vermi Trade Pty (Ltd)
- Virbac, South Africa
- Vodacom Enterprise Business
- Western Cape Department of Agriculture
- Western Cape Fine Foods
- World Bank / IFC
- ZAFSAAS
- Zambian International Trade & Investment Centre
- Zeder Investments
- Zimbabwe Commercial Farmers Union
- Zimbabwe Investment Authority

## BENEFITS OF SPONSORING OR EXHIBITING



Generate new business



Meet international and local clients face-to-face



Promote your products & services



Raise your company profile



Stand out from the crowd





# PLAN YOUR TRIP

OUR STIMULATING CONFERENCE PROGRAMME PUSHES INNOVATION IN FORMAT DELIVERY. WE HAVE CREATED AN INTERACTIVE, PARTICIPANT-LED OFFERING WHICH LEVERAGES EXPERTISE AND EXPERIENCE, TO CREATE A CONFERENCE THAT YOU WANT TO BE AT AND ACTIVELY PARTICIPATE IN!



CAPE TOWN INTERNATIONAL CONVENTION CENTRE, 1 LOWER LONG STREET, CAPE TOWN, 8001

The African Agri Investment Indaba is pleased to offer our participants additional value when attending the event including:

-  Special flights and travel rates negotiated for delegates
-  Preferred taxi rates negotiated for delegates
-  Discounted accommodation rates negotiated for delegates
-  Special car rental rates negotiated for delegates

For travel and accommodation information please contact Meghan Gilson at [meghan.gilson@agricouncil.org](mailto:meghan.gilson@agricouncil.org)

## PROUDLY SUPPORTED BY THE FOLLOWING MEDIA PARTNERS



## CONTACT US: +27 21 700 4300

### Sponsorship and exhibition enquiries:

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### Press, media and association enquiries:

Julia Barton-Hill  
[Julia.bartonhill@agricouncil.org](mailto:Julia.bartonhill@agricouncil.org)

# REGISTRATION INFORMATION

**THREE EASY WAYS TO REGISTER:**

- 1 Register online at [www.agri-indaba.com/register](http://www.agri-indaba.com/register)
- 2 Phone: +27 21 700 4300
- 3 Return this registration form via fax +27 21 702 4340 or via email: [meghan.gilson@agricouncil.org](mailto:meghan.gilson@agricouncil.org)

	US\$ (Non-South African domiciled organisations)	ZAR (South African domiciled organisations)
<input type="checkbox"/> PRIVATE SECTOR: International delegates	<input checked="" type="checkbox"/> \$ 1 595 + 14% VAT = \$ 1 818	<input type="checkbox"/> NA
<input type="checkbox"/> PRIVATE SECTOR: African and South African Agribusinesses (Commercial farmers, Agroprocessing, Service providers) and Financial institutions	<input checked="" type="checkbox"/> \$ 1 295 + 14% VAT = \$ 1 476	<input type="checkbox"/> R 15 995 + 14% VAT = R 18 234
<input type="checkbox"/> PUBLIC SECTOR/STATE OWNED ENTERPRISES/ACADEMIC/NGOs/SMEs: African and South African	<input checked="" type="checkbox"/> \$ 495 + 14% VAT = \$ 564	<input type="checkbox"/> R 6 995 + 14% VAT = R 7 974

## CONFERENCE DELEGATE INFORMATION

Please copy for multiple registrations

Mr/Miss/Mrs/Dr/Prof: \_\_\_\_\_ First name: \_\_\_\_\_

Last name: \_\_\_\_\_

Position: \_\_\_\_\_

Company name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Province: \_\_\_\_\_

Postal code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: ( ) \_\_\_\_\_ Fax: ( ) \_\_\_\_\_

Cell phone: ( ) \_\_\_\_\_

Email: \_\_\_\_\_

Authorising manager: \_\_\_\_\_

Authorising signature: \_\_\_\_\_ Date: \_\_\_\_\_

## CREDIT CARD PAYMENT OPTION

Credit card number: \_\_\_\_\_

CVC: \_\_\_\_\_ Expiry date: \_\_\_\_\_

Card type:  Amex  Diners  MasterCard  Visa

Other (please specify): \_\_\_\_\_

Cardholder's name: \_\_\_\_\_

Cardholder's signature: \_\_\_\_\_

## BANK TRANSFER PAYMENT OPTION

Organisation purchase order number: \_\_\_\_\_

Contact person for payment: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: ( ) \_\_\_\_\_ Fax: ( ) \_\_\_\_\_

I AGREE TO THE FULL TERMS AND CONDITIONS

REFERENCE CODE

## DISCLAIMER

Please tick the appropriate box should you not wish to receive information from this or related events or your information to be disclosed to:

African Agri Council  Reputable third parties

## TERMS AND CONDITIONS\*

- On-site registration will be charged at an additional R 1,000/ US\$ 100 respectively
- Rates exclude 5% administration fee which will be included/ added to your invoice
- If payment is not received by the time of the early bird price expiry, the next tier pricing will apply
- Participation fee includes:** Access to all presentations and networking opportunities, all food and refreshments during the conference sessions (excludes evening meals), all post-conference presentation slides and notes for training purposes, access to exhibition room (where applicable), on-site assistance with networking and access to attend cocktail reception (where applicable).
- Payment details:** On receiving your completed registration form, we will send an official confirmation and invoice within 5 days. Payment of the full delegate fee is due immediately from the invoice date. In the event that payment has not been received before the start of the event, delegates will be refused entry. Please check with our Finance department whether payment has been received before travelling to the conference.
- Cancellation policy:** Cancellations made within 48 hours of receipt of the completed registration form will be eligible for a full refund / no penalty fee.
- Cancellations received in writing more than one month prior to the start of the event will be refunded less a 50% cancellation fee / liable for 50% cancellation fee.
- Cancellations received in writing within one month of the start date of the event will receive no refund and registrants will be liable for payment of 100% of the invoiced amount. A substitute delegate can be named at any time before the event starts and no fees will be applied to this.
- No-shows:** Registrants who do not attend the event will be liable for payment of 100% of the invoiced amount due.
- Important notes:** This booking form constitutes a legally binding contract. It may be necessary for reasons beyond the control of Hypenica (Pty) Ltd to change the content and timing of the programme, the speakers, the date or the venue. In the unlikely event of the programme being cancelled, Hypenica (Pty) Ltd will issue a credit note or make a full refund but disclaim any further liability. By submitting your details, you agree to the use of your personal information as set out in our privacy policy on [www.hypenica.com](http://www.hypenica.com).