

AFRICAN AGRI

INVESTMENT INDABA

Your gateway to investment opportunities
across the entire agrifood value chain

2023 POST EVENT REPORT

20 - 22 November 2023

CTICC, Cape Town



EVENT HIGHLIGHTS



695

high level conference delegates



91

speakers



49

sponsors, exhibitors & partners



\$1 350 424 727

projects received



+3 000

pre-scheduled meetings

THANK YOU TO OUR 2023 PARTICIPANTS

On behalf of the African Agri Council, we extend our heartfelt thanks to all participants, speakers, sponsors, exhibitors, and collaborators whose indispensable contributions played a pivotal role in ensuring the success of the African Agri Investment Indaba 2023, hosted in Cape Town from November 20-22.

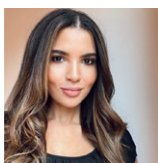
The collective expertise, insightful inputs, and unwavering backing from each participant were essential in fostering meaningful discussions and establishing valuable connections throughout the event. Against the backdrop of the current global landscape, the urgency of achieving food security was emphasised. The Agri Indaba, functioning as a dynamic platform, not only identified and tackled critical issues but also explored the myriad of opportunities within the African agricultural investment sphere, aligning with the overarching goal of realising food security through private sector investment.

The distinguished attendance at AAI23 included key stakeholders spanning the entire agricultural value chain, with noteworthy participation from representatives of Development Financial Institutions (DFIs) both in Africa and internationally, totalling over 14 participants. A noteworthy aspect of the event was its inclusivity, providing a platform for commercial farmers, small-scale farmers, and emerging agricultural entrepreneurs. This facilitated valuable knowledge-sharing interactions among agricultural and investment experts, enriching the diverse perspectives present.

The growth and dedication evident in each edition of the Agri Indaba underscores our collective commitment to advancing the African agricultural and investment landscape, reflecting a shared enthusiasm to contribute to a sector abundant with opportunities.

As we reflect on the success of this significant gathering, the time for action is now. As we are committed to advancing the field of agriculture, we would appreciate it if you could share the key insights you gained from the recent event and elaborate on any new initiatives you plan to undertake. This information will enable the AAC to closely track the developments of your projects and facilitate connections with potential partners as necessary. Your success is paramount to us, and we look forward to collaborating for mutual achievements.

We eagerly anticipate building on the connections and insights gained to further propel positive change and growth in the sector. We express our sincere gratitude for your integral role in this event's success and eagerly look forward to welcoming you back in 2024.



Yours sincerely

Candy Harris
Programme Director
African Agri Council



As an SME, the opportunity to network with bigger players in the industry from an investment perspective was invaluable – we easily grew our network fivefold in 3 days! The industry insights and knowledge amassed over the 3 days was phenomenal and I managed to share it with my colleagues back at the ranch.

Tendai Mupfumira
Business Development Director
Purpose-People-Planet Group (3PG)



The topics were so relevant, as well as the networking sessions and I believe the choice of guests were also excellent, where farmers from startup to fully functional farms gained access to opportunities, access to market and access to finance.

Renee Andrews
Director
Isiqalo RR Enterprises



Strategic partners



THANK YOU TO OUR PARTNERS, SPONSORS & EXHIBITORS



ABOUT THE HOSTS



African Agri Council

The African Agri Council (NPC) 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.

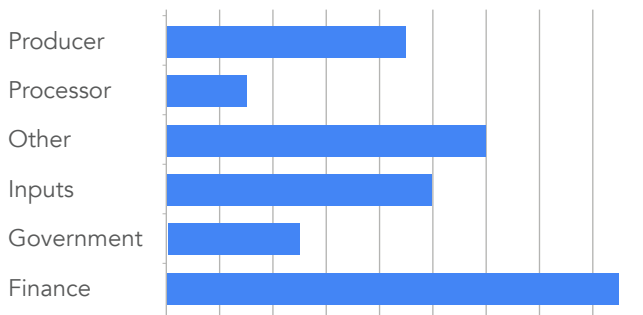
The Council is an exclusive platform for networking, matchmaking and deal making in Africa. We focus on the business dynamics of agriculture: the pioneers, partnerships, investments, joint ventures and regulatory dynamics that determine the future direction of the industry and shape the sustainable food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

www.agricouncil.org

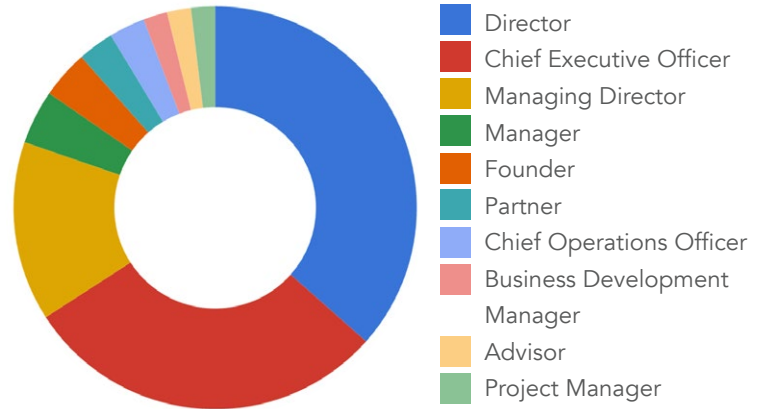
DEMOGRAPHICS AND ATTENDANCE



SECTORS PARTICIPATED ACROSS THE VALUE CHAIN



TOP 10 JOB TITLES



COUNTRIES REPRESENTED

Austria	Benin	Botswana	Brazil	China	Denmark	Eswatini	France	Germany	Ghana	Guinea
India	Ireland	Italy	Ivory Coast	Kenya	Lesotho	Malawi	Mauritius	Morocco	Mozambique	Namibia
Netherlands	Nigeria	Norway	Rwanda	South Africa	Switzerland	Tanzania	Uganda	United Arab Emirates	United Kingdom	United States of America
Zambia	Zimbabwe									



The key benefit from the conference was meeting fellow lenders with whom we could discuss areas of potential collaboration. In particular, we managed to get a funding solution around a client looking for local currency.

Namasiku Birk
Head Coverage Southern Africa
Trade and Development Bank



"I believe the whole event was of great value as a gathering of stakeholders. I was positively impressed to see several small agribusinesses

Claudia Castellanos
CEO, Black Mamba Foods

CONFERENCE INSIGHTS

AAII 2023 CONFERENCE OVERVIEW

The keynote speech at the 2023 African Agri Investment Indaba, delivered by Wrenelle Stander, CEO of Wesgro, emphasized the importance of prioritizing future resilience in local economies through public and private investment. The speech highlighted the challenges posed by climate change, food insecurity, and the impacts of global events like COVID-19 and geopolitical conflicts. It stressed the need for innovation, adaptation, and resilience in agriculture, focusing on both global competitiveness and supporting small-scale farmers. The key message was the urgent need for investment in sustainable, export-focused agriculture, and the integration of advanced farming techniques and technology to secure food security in Africa.

INVESTMENT

Investment is critical for the growth and sustainability of the agricultural sector in Africa. The African Agri Investment Indaba emphasized this by focusing on the importance of supporting smallholder farmers and agri-SMEs, who are vital for food security but often lack access to capital. Innovative financing solutions, such as impact investing, blended finance, and agricultural bonds, are essential to bridge the funding gap. Additionally, investing in infrastructure, such as transportation and storage facilities, can reduce post-harvest losses and improve market access.

AGTECH

Agtech, plays a transformative role in enhancing efficiency, productivity, and sustainability in African agriculture. Technologies such as precision farming, drone technology, and mobile applications for market access are vital in optimizing resource use and improving crop yields. Digital platforms can provide farmers with crucial information on weather, soil health, and market prices. Furthermore, Agtech can enable better data collection and analysis, leading to more informed decisions and policies to support the agricultural sector's growth.

GLOBAL FOCUS ON AFRICA

The world's focus on Africa in the context of agriculture is driven by several factors. Africa holds a large portion of the world's arable land, making it a key player in future global food security. Its agricultural sector is characterized by significant biodiversity and varied agro-ecological zones, offering diverse opportunities for agricultural growth. Additionally, Africa's youthful population presents a demographic advantage, potentially leading to a vibrant agricultural workforce. Moreover, the continent's ongoing economic growth and urbanization trends signal a growing market for agricultural products. Investing in Africa's agriculture, therefore, aligns with global interests in sustainability, food security, and economic development.

AGFUNDER AFRICA AGRIFOOD REPORT

- African agrifoodtech funding is on the decline in 2023 after a record-breaking 2022, when investment reached \$636 million, a 25% year-over-year increase.
- Funding in the first half of 2023 reached just \$99 million across 51 deals, down from \$429 million across 89 deals in H1 2021.
- Three countries – Kenya, Nigeria and Egypt – cumulatively raised \$546.8 million, or 86% of total funding in 2022.
- Kenya was the most active country in 2022, overtaking
- Nigeria to close \$280.4 million in investment across 38 rounds. This was boosted by a few large deals.
- Nigerian agrifoodtech deals were similar in number to Kenya with 35 deals amounting to \$154 million.
- In H1 2023, Kenyan and Nigerian startups raised nearly the same amount of funding at \$41 million and \$45 million respectively.
- Kenyan agrifoodtech startups have raised the most in the past 10 years at \$608 million. That's one third of the \$1.8 billion of total funding to African agrifoodtech since 2013.



HOSTED CLOSED SESSIONS BY AAII STRATEGIC PARTNERS

BMA FORUM

Panel discussions provided valuable insights into the ongoing efforts to strengthen agricultural value chains across Africa. Experts from various countries shared their experiences and perspectives on improving the efficiency and resilience of these critical chains. The discussions highlighted the importance of these chains in driving economic growth and addressing food security challenge and emphasized the importance of drawing lessons from the past to contribute to inclusive growth and environmental preservation as Africa moves forward with its agricultural development goals.

ADC Session

An overview of the world-class technology and expertise available from South Africa to empower the farmers and agribusiness entrepreneurs of Africa to fast-track commercial development, increase local food production and support sustainable rural development.



SAFIN Session

Smallholder farmers and agricultural SMEs were the foundation of Africa's food systems. An estimated 70% of food crops were grown on family farms, while small agricultural businesses provided essential services throughout the food supply chain,

including inputs, financing, processing, and market channels. Despite their important role, small-scale farmers and agri-SMEs were unable to grow and improve their enterprises due to a lack of accessible financing.

Formal financing channels were providing around 17% of the estimated demand from agri-SMEs, leaving a gap of US\$ 75 billion. While this situation presented a significant challenge, it was also a potential opportunity to rethink what it took to make the finance ecosystem function better for all.

This session showcased innovative financing solutions that forward-looking investors and support organizations were deploying, testing, and adopting to improve access to finance for smallholders and agri-SMEs. It explored the challenges in mainstreaming alternative approaches and in developing sufficient bankable pipelines.

After an engaging panel discussion, participating investors were able to assess the business ideas of several agri-food SMEs in an open Investment Discovery Sessions pitch round.



WORLD FOOD PROGRAMME SESSION - Joint Force to Support Value Chain Development



WFP plays an active role in the market value chain development, specifically targeting smallholder farmers, with the aim of creating a more sustainable model to improve food security in African countries by actively involving the private sector to create market linkages for farmers.

This session focused on scaling up value chain development and building strategic triangular partnerships as innovative and strategic approaches to addressing complex challenges in food security

DFI Breakfast



A by invitation-only high level breakfast meeting for Development Financial Institutions (DFIs) to discuss their contribution to achieving food security and as well as technical collaboration on African projects.

INVESTMENT DISCOVERY SESSIONS HIGHLIGHTS



45 PROJECTS



8 COUNTRIES



41 INVESTMENT COMPANIES



25 DFIs



TOTAL INVESTMENT REQUIRED: \$1,350,424,727

The Investment Discovery Sessions (IDS), held over the two days, featured hot project pitches during the main conference program during the SAFIN session, and matched accredited investors looking for compelling risk/return profiles with established projects looking to raise expansion capital.

Investors were invited to select projects of interest, and one-to-one meetings were then set up between project sponsors and potential funders.

ATTENDING INVESTORS AND FINANCIAL INSTITUTIONS AT AAI123 INCLUDED:

- AB Bank
- ABSA
- AFEX Commodities Exchange Limited Nigeria
- Afiding Capital
- Africa Global Trade Finance (AGTF)
- Africa Merchant Capital (AMC)
- African Development Bank
- African Green Alpha Fund
- AGRI-INVEST
- AIIM
- Almayar Investment LLC
- Belgian Investment Company for Developing Countries
- BIO-Invest
- Chancellor House
- Creadev International
- CrossBoundary
- DEG
- DFC- U.S International Development Finance Corporation
- EBS Impact Investing Advisory
- Ecobank
- European Bank for Reconstruction and Development (EBRD)
- FarmBuilders B.V
- Finnfund
- FMO
- FNB
- GLIDE Capital Partners
- Hivos Impact Investments
- IDC
- IDH Investment Management
- IFC
- International Fund for Agricultural Development (IFAD)
- Investec
- Investment Fund for Developing Countries (IFU)
- Investpire
- John Deere Investment
- Land Bank
- MIGA
- Monter Capital
- National Microfinance Bank (NMB)
- Nedbank
- Norfund
- Ocorian
- One Stop Investment Service Centre
- Proparco / AFD
- RaboBank
- Rand Merchant Bank
- Rocket Seeder
- Russell Stone Group
- S'Dumo Trust
- Savannah Fund
- Silverstreet Capital
- Stanbic
- Standard Bank
- The Mintirho Foundation (Foundation by the Coca Cola Group)
- Thebe Investment Corporation
- TPG
- United Exports
- United Green
- United Nations World Food Programme
- Univen
- Université pour le Développement Communautaire de Guinée (UDECOM)
- University of Cape Town
- University of Cologne
- University of Stellenbosch
- University of the Western Cape
- Urban Farm Tech
- USAID
- Valmont Agriculture
- Vemado Investments
- Verdant Frontiers
- Verdant Orchards
- Victor Enterprise
- Viribus Consult International
- Vumelana Advisory Fund
- Webber Wentzel
- Wesgro
- Western Cape Department of Agriculture
- Westfalia Fruit
- Women and Affirmative Action
- World Focus Agri
- Yalelo Limited
- YN Consulting
- Zambian Ministry of Agriculture
- ZANACO Bank
- ZB Financial Holdings
- Zebu Investment Partners
- Zeder
- Zondle Events
- Zondlee

INVESTMENT OPPORTUNITIES WERE PRESENTED

MOZAMBIQUE (RICE VALUE CHAIN & SAPZ)	<p>African Development Bank Financing: USD45M. PPF approved. Working on feasibility study.</p> <p>The SAPZ program promotes increased productivity, value addition, market access and private sector investment in select agricultural value chain commodities. It prioritizes the development of agro-industrial activities and leverages existing and new private sector investments and takes advantage of existing infrastructure assets. Opportunities for investment & collaboration exist for anchor investors, co-financiers, grant-donors, tenant companies, logistic companies/suppliers, etc.</p>	\$30,000,000.00	Mozambique
ZAMBIA (FARM BLOCK SAPZ)	<p>African Development Bank Financing: USD20M. Funding required for expansion of farming areas and processing capacities.</p> <p>The SAPZ program promotes increased productivity, value addition, market access and private sector investment in select agricultural value chain commodities. It prioritizes the development of agro-industrial activities and leverages existing and new private sector investments and takes advantage of existing infrastructure assets. Opportunities for investment & collaboration exist for anchor investors, co-financiers, grant-donors, tenant companies, logistic companies/suppliers, etc.</p>	\$40,000,000.00	Zambia
PRODAN	<p>The SAPZ program promotes increased productivity, value addition, market access and private sector investment in select agricultural value chain commodities. It prioritizes the development of agro-industrial activities and leverages existing and new private sector investments and takes advantage of existing infrastructure assets. Opportunities for investment & collaboration exist for anchor investors, co-financiers, grant-donors, tenant companies, logistic companies/suppliers, etc.</p>	\$350,000,000.00	DR Congo
CHRISNOVIC	<p>A project to revive oil activities through the renewal of palm groves and installation of a modern factory for the extraction and production of crude palm oil, palm kernel oil, refined palm oil, soap and biodiesel.</p>	\$15,692,976.00	DR Congo
ETHANOL PRODUCTION FOR CLEAN COOKING	<p>A dynamic enterprise that responds directly to market demands, fostering regional trade growth, and enhancing the business landscape. Its core mission is to combat climate change by offering genuine, sustainable renewable fuel solutions. Through its operations, it will stimulate investments, generate employment opportunities, and cultivate entrepreneurial spirit, particularly among women and youth.</p>	\$8,200,000.00	Mozambique

INVESTMENT OPPORTUNITIES WERE PRESENTED

SUSTAINABLE HARDWOOD FOREST DEVELOPMENT	<p>The Paulownia plantation is located on 15,000 hectares of cleared, unproductive land, 120 km from the major port. The business focuses on the production of high-quality Paulownia timber and other Paulownia-related products to meet the growing demand for sustainable wood-based products.</p> <p>This is a unique and exciting opportunity for investors who are interested in sustainable agriculture and forestry. The business has the potential to make a positive impact on the environment while generating strong financial returns for its stakeholders and supporting the local community.</p>	\$180,000,000.00	Mozambique
MOYO	<p>The company has been a key player in producing raw agricultural products. However, the company recognizes that without value chain integration, its impact on the rural landscape remains limited. To address this, they aim to bridge the gap and revolutionize the agricultural sector in Mozambique by taking products from raw to retail. The core objectives of the company encompass community development, women empowerment, strengthening trade links, and promoting food security and nutrition.</p>	\$1,709,000.00	Mozambique
SOYA PRODUCTION	<p>A company created in 2026 that produces soya in Mozambique. The company is raising funds to set up processing capacity to produce TSP soya for human consumption, in doing so creating a fair market for large scale and family sector farmers. Production targets local and export markets.</p>	\$1,000,000.00	Mozambique
OUTGROWER COFFEE PRODUCTION	<p>A farmers' network engaged in the production, marketing, and consumption value chain of coffee in Uganda, using a transformational model to help farmers transition from peasantry to middle class earners. The overall objective and goal is to mobilize 100,000 farmers to produce at least 5 million bags by 2025, generating an income of \$700million per year. There is an unmet need in the market for large scale players who can deliver quantity and quality coffee to export markets, including leading coffee outlet chains (e.g. Starbucks, and others). Expansion stage.</p>	\$475,500.00	Uganda
FARM & LABOUR MANAGEMENT SOFTWARE SYSTEM	<p>This established South African agritech company in labour management systems is set for explosive growth and is looking for growth funding to scale and expand into new markets.</p>	\$1,082,172.00	South Africa
AQUAPARK	<p>AquaPark to be established on the shores of Lake Victoria as impact investment project in the fast-growing fish farming sector; will be vertically integrated business from growing the grains through feed milling, to hatchery and rearing, processing and finally to distribution and retail; model includes contracting locals as satellite farmers to rear fish to market size with strong technical support. The project is at incubation/pilot stage</p>	\$19,300,000.00	Uganda

INVESTMENT OPPORTUNITIES WERE PRESENTED

ACCREDITED TRAINING ACADEMY	“Bolstering food security through comprehensive, focused and appropriate training in African agriculture”. A focused NPO, accredited skills training academy dedicated to the upliftment of rural-and urban communities and the improvement of task level productivity in chosen agricultural industries. To be accomplished through integration with a working commercial farming enterprise which serves as the backbone for both theoretical and practical instruction. The project is within the Incubation/Pilot phase.	\$2,500,000.00	South Africa
ORGANIC SUPERFOODS & NATURAL INGREDIENTS	A global supplier of organic superfoods & natural ingredients with proven health benefits. We have partnership & co-investment opportunities in our current portfolio of cultivation projects managing inclusive businesses and developing new value chains for a fair market access for suppliers and producers. The project is within the commercial phase.	\$5,000,000.00	South Africa
DRIED COFFEE PROJECT	This Rwanda based company currently processes coffee beans for the international market and wishes to further add value to local coffee beans by producing a Freeze Dried coffee for the local and international markets. The project is within the expansion phase.	\$18,129,174.00	Rwanda
ANIMAL FEED PRODUCT	Invest in the future of animal feeds: The only South African company producing Alfalfa cubes with a distribution channel of over 15 retail outlets across South Africa. Funding required to grow the animal feeds production capacity and expanding the brand internationally.	\$378,760.00	South Africa
CITRUS PROCESSING PROJECT	New citrus processing plant that processes between 3 & 5 tons of fresh fruit per hour, producing orange and lemon juice, as well as concentrates for the local and export market in partnership with existing Zebediela Citrus Estate.	\$2,164,345.00	South Africa
NATURAL WELLNESS PRODUCT MANUFACTURING	Your opportunity to invest in an agri-processing manufacturer for the wellness & diabetic market that is worth \$1.3 billion; supporting the expansion of outgrower production of natural raw materials.	\$216,434.00	South Africa
MEAT VALUE CHAIN	The Meat SPV is a private sector led investment project proposed by a County Government to be implemented in phases over 5 to 10 years. The key objective of the project is transforming the red meat value chain by integrating the livestock subsector to ensure a steady and consistent supply of high-quality red meat.	\$98,000,000.00	Kenya
FRUIT PROCESSING FACTORY	Investment opportunity in Western Cape, a fruit processing factory with approximately 100 000 tons capacity for production of canned fruit, purees, dried fruit, etc producing very high-quality finished products with good worldwide demand; massive regional socio-economic impact and value-chain development potential.	\$500,000,000.00	South Africa

INVESTMENT OPPORTUNITIES WERE PRESENTED

COMMERCIAL MAIZE MILLING	The company is looking to expand its milling business to focus on commercial maize flour milling. It is seeking funding and support for capacity building, plant expansion, new product development and mass production. (seeking \$100 000 grant for capacity building and \$150 000 as working capital)	\$250,000.00	Kenya
PRIVATE AGRIBUSINESS EDUCATION	Invest in a school that promotes education in agriculture to ensure food security for future generations. (\$811629 equity in property.	\$811,629.00	South Africa
EDIBLE FOOD BOWL & UTENSIL MANUFACTURING	Opportunity to invest in a South African business success addressing zero waste through the manufacture of 100% edible & natural food bowls, utensils and more.	\$1,000,000.00	South Africa
CITRUS FRUIT & VEGETABLE PROCESSING	A rural-based company located in the North West Province, whose mission is to provide high quality, nutritional, and flavorful citrus & vegetable products by expanding production areas and acquiring plant & equipment for processing/value-adding to citrus and vegetables. (concept/Pilot stage)	\$4,120,333.50	South Africa
AVOCADO OIL MANUFACTURING	This project will create value by meeting the need for avocado oil in the local and international markets and extending the alternatives available to local farmers. The aim is to become the preferred edible avocado oil brand from Kenya.	\$580,000.00	Kenya
RABBIT PRODUCTION & PROCESSING	The core business is rabbit breeding and the processing of rabbit meat products for retailing and wholesaling end-products such as rabbit pie, rabbit sausage and sosatie. The project's expansion plan is to launch a cluster initiative of 20 rabbit farmers to supply our abattoir for slaughtering where meat will be sold to retailers and wholesalers.	\$649,303.00	South Africa
VEGETABLE PROCESSING PROJECT	The project seeks to add value to small scale farmers through the collaborative delivery of and value-addition to vegetables by installing a processing plant for fresh and processed vegetables for the local market.	\$324,651.00	South Africa
BUTTERNUT PUMPKIN PROCESSING	The ambition is to become the leading innovator in butternut pumpkin processing NPD, to "Encourage Healthy Snacking" and to create significant economic empowerment through "out-grower" schemes. The venture is in the Concept Phase where it seeks capital to finalise market acceptability testing of its products, to develop a thorough business plan and partial capital investment in accordance with the Business Plan.	\$824,066.70	South Africa



It was a pleasure to be at the Agri Indaba and really enjoyed the opportunity to speak at the event and meet other companies.

Was a fantastic event and well executed!

Allen Daniel Augustine
IFC



INVESTMENT OPPORTUNITIES WERE PRESENTED

WHEATGRASS SUPER JUICE	A brand developed by Innovative Bold Concepts, specialising in innovative health products that are not only good for you but taste good as well.	\$595,194.00	South Africa
HYDROPONIC AGRI-PRODUCTION AND PACKAGING FACILITY	Develop a commercial multi-crop nutrient film technique (NFT) greenhouse hydroponic agri-production and packaging facility, for both the domestic and export fresh produce market. The project requires funding for both capital expenditure and working capital. This will be deployed in the development of a 10-hectare multi-crop NFT hydroponic greenhouse pack house and cold storage facility. (Seeking for debt and Equity type of investment)	\$16,039,500.00	South Africa
BISCUITS FACTORY	This factory has been manufacturing business for over 20 years. They pick the highest quality ingredients to produce a wide variety of biscuits and cookies. All products are suitable for the kosher and halal market.	\$1,070,000.00	South Africa
BISCUIT MANUFACTURING COMPANY	A biscuit manufacturing company that creates employment to women - mainly from Khayelitsha and surrounding Western Cape - poverty-stricken areas. These women received the necessary training to be able to hand bake and hand pack delicious various cookies. Funding needed to expand the business to meet client demands.	\$695,300.00	South Africa
EARTHWORM MACHINE' FOR IMPROVING SOIL QUALITY AND FERTILITY	Fundamentally disrupting the way we grow food by providing a world-first patented solution to sustainably increase crop yield and quality using farmers' most valuable asset - the soil - and provides an opportunity to combat climate change by using productive agricultural land as a carbon sink. Our Earthworm machine significantly increases crop yield and quality by creating a larger fertile soil volume that enables deeper, denser root systems. The project is looking for funding and strategic partners to assist us with global commercialisation and to connect with established manufacturing and distribution networks. (bridging round.)	\$2,143,400.00	South Africa
ABALONE FARM	Abalone farming is a reliable and stable business in South Africa with annual sales over 2 500 tonnes yielding approximately USD75M. The business is fundamentally driven by 100% export revenue versus a local cost base, cushioning against domestic variability. The market is driven by the growing demand in Asia for abalone. Consumption is estimated at over 200 000 tonnes per annum with growth at 6-8%. The business plan is thus structured into two phases: (1) purchase and expand operations at Site 1 (150 tonnes per annum); (2) use the abalone stock and team to expand onto the larger farming operation at Site 2 (1 000 tonnes per annum – all rights and licences in place). Seeking funding for phase (1)	\$6,000,000.00	South Africa

INVESTMENT OPPORTUNITIES WERE PRESENTED

BIO-PRODUCTION PLATFORM FOR CULTIVATED ANIMAL PRODUCTS	<p>This project is building a paradigm-shifting bio-production platform for cultivated animal products. Their technology will enable leading food producers to manufacture and launch delicious animal-enhanced food products and brands.</p>	\$5,000,000.00	South Africa
BEVERAGE CANNING FACTORY WITH EXPERTISE IN WINE-IN-CAN	<p>A leading independent beverage canning facility in South Africa for non-bulk and bespoke orders, with expertise in wine-in-can. The business has seen 40% average growth in can volume over 4 years; selling over 10 million cans and owns a state-of-the-art canning and carbonation facility in Cape Town.</p> <p>A strong management team with large beverage business experience and material equity share has been the backbone of its success. They serve a range of 32 beverage customers and generate 40% of its revenues from foreign consumption. The business is looking to raise growth capital which is primarily (67%) to expand capacity to unlock new customer revenues and partly to fund 24 months of working capital (33%)..</p>	\$1,336,525.00	South Africa
PLANT-BASED ALTERNATIVE TO CHICKEN FOOD MANUFACTURING COMPANY	<p>A food manufacturing company based in Stellenbosch, South Africa, specializes in producing a plant-based alternative to chicken. Their product is available in three flavours: original, smoky BBQ, and Moroccan and they will launch a new crumbed range early 2024. The business primarily sells its products through selected retail outlets, hotels, restaurants, and cafes (HORECA) establishments, as well as Quick Service Restaurants channels in South Africa.</p>	\$1,634,910.00	South Africa
CONCEPTION, CONSTRUCTION, AND OPERATION OF TOTAL ENCLOSED CLIMATE CONTROLLED SMART ECOSYSTEM VERTICAL FARMS	<p>Our core focus lies in the conception, construction, and operation of Total Enclosed Climate Controlled Smart Ecosystem Vertical Farms, hereafter referred to as TECC farms. What sets us apart is our unwavering commitment to redefining traditional vertical farming systems. In our pursuit of excellence, we've redesigned and developed over 25 key components and systems changes to create a proof of concept farm that showcases cutting-edge technology and design.</p> <p>While our journey began and still identify as a start-up, our roots run deep, with more than seven years of dedicated research and development.</p>	\$641,510.00	South Africa
CITRUS OIL EXTRACTION & CONCENTRATE PLANT	<p>Develop a citrus oil extraction & concentrate plant – The opportunity is to transform marginal quality and undersized fruit excess (citrus and grape) into high value commodities namely oil and concentrate. Out of the 35% (i.e. approx. 48 000 tons) of citrus juice quality fruit produced in the Olifants River Valley in the Western Cape of South Africa, there is an opportunity to create significant value-addition by extracting the essential citrus oils and producing concentrate. Our process will result in a 500% value addition to the marginal-grade product</p>	\$8,000,000.00	South Africa

INVESTMENT OPPORTUNITIES WERE PRESENTED

FARMING, PACKHOUSE AND LOGISTICS GROUP OF COMPANIES	<p>A Group of companies consisting of (1) Farming, producing 104 hectares of citrus and peaches, with a workforce of over 240 employees; (2) Packhouse, equipped with cutting-edge facilities, efficiently packs > 20,000 tonnes of fruit annually and employs over 250 workers, packing both our produce and neighbouring producers, for local and international markets; (3) Logistics arm, a strategic force with a dedicated fleet, brokerage services, and facilities including fruit logistics depots, Fertilizer depots, and warehousing. Our Logistics' footprint extends into the Southern African Development Community (SADC), facilitating cross-border operations with efficiency and precision.</p>	\$5,345,900.00	South Africa
FOOD MANUFACTURER PRODUCING MANGO ATCHAR	<p>A food manufacturer that is currently producing mango atchar in four (4) flavours from their current manufacturing facility on a predominantly manual basis. To be able to increase production volumes and exploit new market opportunities, the atchar production and packaging facility will need to be upgraded to a predominantly mechanised operation.</p>	\$4,276,800.00	South Africa
CUTTING EDGE AQUAPONICS EDUCATIONAL PROGRAM	<p>Integrates aquaponics with cutting-edge educational programs to empower communities through effective knowledge transfer and in so doing promote food security and environmental stewardship towards a sustainable future. Funding required for Expansion of Educational Programs (\$250,000); Aquaponics R&D, innovation and production (\$250,000) and Community Project Growth (\$500,000).</p>	\$1,000,000.00	South Africa
BIOGAS PLANT	<p>A 1MW Biogas Plant able to produce the equivalent of 1,875,000 L of diesel per annum. We use second generation biogas technology to convert Bana Grass feedstock into biogas, organic fertilizer, organic animal feed, food-grade CO2 and other by-products.</p>	\$6,100,000.00	South Africa
NUTRITION AND SUPPLEMENT MANUFACTURING COMPANY	<p>Interested in investing in a 100% female owned company and a level 1 BBBEE contributor? Introducing a South African nutrition and supplement manufacturing company. With a team of highly qualified dieticians, food technologists and pharmacists, the company manufactures and supplies a variety of lactose free soy-powdered products, both nationally and internationally. Founded on 30 years of research and clinical studies in the field of cellular nutrition, the company specializes in nutraceutical cereals, beverages, protein powders and nutritional supplements. The products are manufactured in an ISO 22000 certified factory which adheres to a strictly monitored food management system, that is externally audited by SGS on an annual basis to ensure the highest possible standards.</p> <p>Open to blended and equity investment types.</p>	\$137,344.45	South Africa

INVESTMENT OPPORTUNITIES WERE PRESENTED

<p>MARKET-DRIVEN IRRIGATED HORTICULTURE (MDIH) PROJECT</p>	<p>Are you looking for investment opportunities in irrigated horticulture projects in Lesotho? Would you like to partner with LMDA, MCC and Lesotho Government and provide bulk water infrastructure, community development support, technical assistance and other funding mechanisms for smallholder farmers?</p> <p>A Market-Driven Irrigated Horticulture (MDIH) Project supported by the Millennium Challenge Corporation (MCC) and the Government of Lesotho developed on 1,580 hectares of prime agricultural land under irrigation to produce fruit and vegetables. The Government of Lesotho, along with MCC and MCA are actively seeking established commercial farmers and agribusinesses, looking to expand and diversify their operations. MCA has developed an attractive incentive package for investors in the MDIH irrigation scheme.</p>	<p>\$0.00</p>	<p>Lesotho</p>
<p>CITRUS OIL EXTRACTION & CONCENTRATE PLANT</p>	<p>An opportunity to transform marginal quality and undersized fruit excess (citrus and grape) into high value commodities namely oil and concentrate. Out of the 35% (i.e. approx. 48 000 tons) of citrus juice quality fruit produced in the Olifants River Valley in the Western Cape of South Africa, there is an opportunity to create significant value-addition by extracting the essential citrus oils and producing concentrate. Our process will result in a 500% value addition to the marginal-grade product. Funding needed: R135m (USD 8m)</p>	<p>\$8,000,000.00</p>	



MEDIA COVERAGE



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African Agri Investment Indaba 2023: Charting a sustainable future

Key stakeholders united at this year's African Agri Investment Indaba, advocating innovative solutions for African agriculture. Collaborative strategies emerged, emphasising tech, finance, and climate-resilient practices for a prosperous food future

by Staff Reporter — 3rd December 2023 In News Reading Time: 3 mins read

Agricultural leaders convened to explore innovative solutions for Africa's farming landscape at the African Agri Investment Indaba 2023 in Cape Town. Among the facilitators counted Food For Mzansi deputy editor Duncan Masiva (left). Photo: Supplied/Ryan Wilkisy/BackpagePix

The African Agri Investment Indaba 2023 concluded with resounding messages emphasising the pivotal role of innovation, collaboration, and strategic financing in shaping the future of agriculture across the continent. Held in Cape Town, this high-profile event served as a catalyst for transformative discussions addressing the intertwined challenges of climate change and food security.

Bringing together a diverse array of experts, industry leaders, and stakeholders

Post-event

A clear call to action

Drawing lessons from the African Agri Investment Indaba

At the recent African Agri Investment Indaba 2023, a powerful message resonated: the future of African agriculture hinges on innovative collaboration, technological advancement, and strategic financing. This event, held in the heart of Cape Town, served as fertile ground for ideas and strategies aimed at tackling two of the most pressing global challenges – climate change and food security.

The Indaba, drawing experts, industry leaders, and stakeholders from across the continent and beyond, emphasized the untapped potential of African agriculture. It highlighted the need for a paradigm shift in how the continent approaches food production, agricultural technology, and financial support for farmers and agribusinesses.

A recurring theme throughout the conference was the transformative impact of technology in agriculture. Industry leaders underscored the importance of leveraging technological advancements to enhance efficiency and decision-making processes within the agricultural value chain. This focus on technology was not just about adopting new tools but also about integrating these advancements into the very fabric of African agriculture to make it more resilient and productive.

Another critical aspect that came to the fore was the need for innovative financing solutions. The discussions revealed a significant funding gap in the sector, particularly for smallholder farmers and agribusiness SMEs, who form the backbone of Africa's food systems. The Indaba served as a platform to explore how this gap could be bridged, with a strong emphasis on blended development finance institutions (DFIs) and private sector investments. The conversations revolved around not just providing financial support but also ensuring that such support is strategic, sustainable, and tailored to the unique needs of the African agricultural landscape.

The discussions underscored the need for agricultural practices that are not only productive but also environmentally sustainable. This included exploring ways to reduce emissions and adopting techniques that are in harmony with the environment. The link between food security and environmental sustainability was a focal point, highlighting the need for practices that safeguard the environment while ensuring a stable food supply.

A notable element was the investment Discovery Sessions (IDS). These sessions, designed to bridge the gap between project owners and potential investors, have become a focal point for showcasing innovative agricultural projects and facilitating strategic investments. Perhaps the most striking outcome of the Indaba was the unanimous call for collaboration and partnership. It was widely acknowledged that the challenges facing African agriculture are too complex and interconnected to be tackled in isolation. The event underscored the importance of forging strong partnerships between governments, private sector players, DFIs, and agricultural experts. These collaborations are seen as essential for developing comprehensive strategies that address the multifaceted challenges of the sector.

Looking forward, the African Agri Investment Indaba 2023 has set a definitive course for the year ahead in terms of proactive engagement and strategic alliances. The event marks a hopeful and dynamic shift in the approach to agricultural development and investment in Africa, promising a more sustainable and secure food future for the continent.

The Indaba was not just a conference but a clear call for action. It brought to light the critical issues facing African agriculture and charted a path forward that is collaborative, innovative, and sustainable. As the continent grapples with the challenges of climate change and food security, the insights and strategies emerging from the Indaba offer a beacon of hope and a roadmap for a prosperous agricultural future.

www.agri-indaba.com

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Interesting discussions at the African Agri Investment Indaba.

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The theme that arises when looking at financing agribusinesses's equity and debt is alignment, sustainability and scalability.

Moderator: David Saunders, Director of Strategy and Growth, Britir

Panelists:
Ade Adefeko, Policy Advisor, Agriculture, Trade and Development Finance, Nigeria
Sibusiso Manana, Head: Agriculture Business, Technology Innovation Agency (TIA), South Africa
Omri van Zyl, Group Fund Development Lead, Russell Stone Group, South Africa
Lloyd Muposhi, Chief Executive Officer, Africinvest, Zambia

#AAI23 #Sustainability #Scalability

Land and Agricultural Development Bank of South Africa
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At the African Agri Investment Indaba, Land Bank CEO Themba Rikhotso highlighted key initiatives, including the Agro Energy Fund, supporting clients in adopting alternative energy. The bank emphasizes partnership funding models and organizational streamlining for efficient handling of partner funds.

Beyond traditional banking, Land Bank offers pre and post-services, assisting clients in packaging their businesses effectively. Market access is a priority, aiding clients in establishing vital linkages for success.

Adopting a comprehensive approach, the bank employs a partnership and ecosystems model, overseeing the entire value chain. Acting as a coordinator, Land Bank aims to foster sustainable farming practices by 'facilitating opportunities in the agricultural landscape.'

**Themba Rikhotso
CEO: Land Bank**

LAND BANK
We stand by you

"Land Bank has adopted a partnership and ecosystems model, overseeing the entire value chain and acting as a coordinator. The overarching goal is to foster sustainable farming practices by serving as a facilitator of opportunities within the agricultural landscape."

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Day one of the 2023 African Agri Investment Indaba. Image credit: Ryan Wilkisy/BackpagePix

Strong partnerships 'at the core' of Africa's agrifoodtech transformation, say AAI forum panelists

December 4, 2023 John Mitrani

farmer's weekly

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Unlocking Africa's agricultural potential

By Glennis Kriel | 24 November 2023 | 1:09 pm

For years, people have been talking about Africa's potential to improve global food security. Various role-players at the Africa Agri Investment Indaba, recently held in Cape Town, talked about how this can be achieved.

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AGRICULTURE

#AAI23: Discussing the importance of investing in women-led agribusinesses

By Ananda Hassem

The sixth annual African Agri Investment Indaba (AAI), which took place from 20-22 November at the Cape Town International Convention Centre (CTICC) in Cape Town, saw Susan Payne, CCO of Sustainable Planet, and Fuzin Levy-Hassen, CIO of Glide Capital Partners explore the ways in which women are underrepresented in the workplace, their lack of access to funding and the concept of gender lens investing.

Levy-Hassen and Payne discussed the underrepresentation of women in professional capacities. Payne stated that according to research conducted, having a higher number of female employees

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See you in 2024!