

Zambia International Agriculture Financing & Investment Summit

Z I A F I S 2 0 2 3

AGENDA

MULUNGUSHI INTERNATIONAL CONFERENCE CENTRE LUSAKA, ZAMBIA

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04th - 05th

October

2023





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Zambia International Agriculture Financing & Investment Summit (ZIAFIS 2023) At a Glance:

04th – 05th October 2023	1. The Official Opening of the Summit by His Excellency, The President of the Republic of Zambia Mr. Hakainde Hichilema (subject to availability) and or Minister of Agriculture, Reuben Mtolo Phiri;
	2. Business to Business Meetings and Deal Making Sessions;
	3. Projects Showcase Presentations in Between Plenary Sessions;
	4. Dialogue and Technical Exchanges Between Stakeholders On Key Themes and Investment Focus Areas;
	5. Panel Discussions On Key Topics Around Agri Finance & Investment in Zambia, the challenges, opportunities and possible solutions;
	6. Debate Sessions on Agri Financing and Investment Issues, also on Agri Policy;
	7. Masterclass on Agriculture As A Business: Preparing Small to Medium Scale Farmers/Agribusiness to Attract Venture Capital; and
	8. Presentation of the ZIAFIS 2023/24 Monitoring & Evaluating Committee that Will Produce Quarterly Progress Reports Post ZIAFIS 2023



ZIAFIS 2023 AGENDA IN DETAIL

Wednesday, 04th October 2023				
0730hrs – 1700hrs	 Summit Registration & Check-In Open The Whole Day. Mini Indoor Exhibition Open the whole day. Business to Business Meetings will take place in designated booths throughout the day parallel to main summit sessions Interviews from different Media Stakeholders ongoing throughout the day. Agriculture As A Business MASTERCLASS 			
Welcome Tea/Coffee Break 0730hrshrs – 0830hrs				
0830hrs – 0845hrs	Introduction of Summit by the Master of Ceremony – Ms Amina Kaunda			
0845hrs – 0900hrs	Speech By Summit Chairperson • Speaker: Dr. David Kombe	 ZIAFIS 2023 - Summit Brief Profile: This is a high-level summit that will highlight critical issues and also promote investments inherent to the development of Agriculture and Food Systemsin Zambia. ZIAFIS 2023 will offer a platform for conversations among investors, producers, manufacturers, processors, policymakers, government officials, and non-governmental organizations, both foreign and domestic. 		



0900hrs – 0915hrs	ABSA Zambia Limited Company Presentation (Lead Sponsor Track)	ABSA Zambia Limited Brief Profile:
	(Lead Sponsor Track) Sponsor Limelight (Video Advert) • Speaker: Ms Mizinga Melu, CEO, ABSA Zambia Limited	Absa Bank Zambia PLC is part of Absa Group Limited, an African financial services group that aims to be the pride of the continent. Absa Group Limited is listed on the JSE in South Africa and is one of Africa's largest diversified financial services groups with a presence in 12 countries across the continent and around 42, 000 employees. We're committed to finding local solutions to uniquely local challenges and everything we do is focused on adding value. To this end, we offer our clients a range of retail, business, corporate and investment, and wealth management solutions. We also ensure a positive impact in all the countries where we operate.
0915hrs - 0930hrs	World Bank Speech(Development Finance Partners)	World Bank Brief Profile:
	• Speaker: Mr. Ackim Fock, Zambia Country Director, World Bank	The World Bank has partnered with Zambia since 1955 to support the country's development projects, including mining, infrastructure and health. The World Bank Group's strategy adheres to the principles agreed with other partners supporting Zambia development efforts, as articulated in the Joint Assistance Strategy for Zambia (JASZ) and comprises highly selective targeted interventions that maximize the impact of the government's development efforts.



0930hrs – 0945hrs	 Zambia Development Agency Speech(Summit Support Partners) Speaker: Mr. Albert Halwampa, Director General, Zambia Development Agency (ZDA) 	Zambia Development Agency Brief Profile: The Zambia Development Agency (ZDA) is Zambia's premier economic development Agency with a multifaceted mandate of promoting and facilitating trade, investment and enterprise development in the country. The Agency is also responsible for building and enhancing the country's investment profile for increased capital inflows, capital formation, employment creation and growth of the Medium Small and Micro Enterprise (MSME) Sector.
0945hrs - 1015hrs	OFFICIAL SUMMIT OPENING - By Zambia Minister of Agriculture/His Excellency, The President, Mr. Hakainde Hichilema. • Speaker: Hon. Reuben Phiri Mtolo	 Ministry of Agriculture Mandate: To provide policy and institutional framework that would contribute to sustainable industrial development To effectively plan, monitor and evaluate agricultural sector programmes To promote agricultural production by providing policy guidelines to action programmes To facilitate the policies that would ensure national and regional food security through dependable annual production of adequate supplies basic food stuffs at competitive prices;



Refreshment Break 1015hrs – 1030hrs							
1030hrs	ABSA Sponsor Partner Video Advert (1min)						
1030hrs – 1110hrs	Ministry of Agriculture & Zambia Development Agency – Joint Project Showcase Presentation (10mins)	Ministry of Agriculture and Zambia Development Agency joint presentation.					
MINISTERIAL SESSION	*This is a projectshowcase track where the Ministry of Agriculture presents key priority investment opportunities in their sector, promote investment incentives and engage with interested investors						
	 Speaker: Mr. Jones Zulu, Multi Facility Economic Zones, Zambia Development Agency 						
	Ministry of Fisheries & Livestock – Project Showcase Presentation	Ministry of Fisheries & Livestock Mandate					
	 (10mins) *This is a projectshowcase track where the Ministry of Fisheries &Livestock presents key priority investment opportunities in their sector, promote investment incentives and engage with interested investors. Speaker: TBA 	MFL is responsible for the development and management of fisheries and livestock subsector in Zambia and is the following are the specific responsibilities: policy and legal development promotion of production and productivity, animal health research and development, agribusiness and export, extension and advisory services, vocation, technical, and life learning skill development.					
	 Ministry of Green Economy & Environment – Project Showcase Presentation (10mins) *This is a project showcase track where the Ministry of Green Economy & Environment presents key priority investment opportunities in their sector, promote investment incentives and engage with interested investors. Speaker: TBA 	Ministry of Green Economy & Environment Mandate Department of Green Economy and Climate Chang formulates and reviews policies and legislation on Gree Economyand Climate Change.It is also responsible fo programmes and projects that to promote investment in economic activities that are low carbon, resource efficient and socially inclusive.					
	 Ministry of Small Medium Enterprises Development - Project Showcase Presentation (10mins) *This is a projectshowcase track where the Zambia Development Agency presents key priority investment opportunities in their sector, promote investment incentives and engage with interested investors. Speaker: TBA 	Ministry of Small Medium Enterprises Development Ministry of Small and Medium Enterprise Development was created in September 2021 to promote the Development and Growth of Cooperatives, Small and Medium Enterprises in order to create jobs and wealth across the country.					
1110hrs	Platinum Sponsor Partner Video Advert (1 min)	L					



1110hrs - 1200hrs	KEYNOTE PANEL SESSION1:	PANELLISTS			
	 Closing in On The Capital Gap for Agri-SMEs BUT How Do We de-Risk Smallholder Farmer Financing Players in the Agri financial services and products will convene and reflect on the barriersand opportunities to financing agricultural SMEs. Panellists will discuss how their organizations are approaching this market while identifying areas of growth and opportunity across both capitalsupply and addressable demand. The panel will shed more light on latest trends in the agri- SME finance market and reinforce this progress with a call to collaborate among the key actors and develop much needed enabling policies. What de-risking instruments are available in the market that may be used as part solution to this elephant in theroom. 	 ABSA Zambia Limited, Representative to Be Confirmed Mrs. Sylvia Nguluwe, Acting Managing Director, ZSCI General Insurance, Mr Boniface Cheembe, Cluster Chairperson Economic Affairs, AU ECOSOCC Ms Chilufya Mutale, CEO, Premier Credit Mr. Peter Nuamah – Senior Private Sector Specialist, IFC MODERATOR: Mr Ndanji Duncan Simwanza 			
1200hrs - 1215hrs	PANEL 1 AudienceFeedback Question & Answer, Comments Session	*Here the Panel discussion is opened up to the Audience for Questions, Answers, Comments & Suggestions			
1215hrs - 1230hrs	IFC Company Presentation	IFC Company Brief Profile			
	• Speaker: Ms Madalo Minofu, Regional Country Director (Zambia, Malawi, Ethiopia), IFC	International Finance Corporation (IFC)- a member the World Bank Group is the largest glo development institution focused on the priva sector in developing countries. By encouraging growth, IFC advances econor development, creates jobs and improves the lives people			



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1230hrs - 1245hrs	Zambia Association of Manufacturers (ZAM) Company Presentation	Zambia Association of Manufacturers Brief Profile			
	Speaker: Ms. Muntanga Lindunda	ZAMBIA ASSOCIATION OF MANUFACTURERS (ZAM), a registered organisation in the Republic of Zambia, is a business association which represents the interests of the entire manufacturing sector and other related economic and/or production sectors in Zambia.			
1245brs 1200brs	Zambeef Products Plc – A Case Study of A Fully	Zambeef Brief Profile			
1245hrs – 1300hrs	Integrated Agribusiness Speaker: To Be Announced Soon 	The Group is principally involved in the production, processing, distribution and retailing of beef, chicken, milk, dairy products, stock feed and flour. The Group also has one of the larged row cropping operations in Zambia, growing maize, soybeans and wheat. Zambeef plant nearly 21,000 hectares (ha) annually, with most the resulting crops being used in the Zambee animal feed and flour milling businesses.			
	<mark>Networking Lunch B</mark> 1300hrs – 1400hr				
1400hrs - 1415hrs	Monter Capital Partnership Limited - Company	Monter Capital Partnership Limited Brief Profile			
	 Speaker: Dr. Brian Malambo, CEO, Monter Capital Partnership Limited 	Monter Capital are a diversified global alternative assets investment firm with interests in various sectors including, but not limited to, Financial Services, Clean Energy and Agri-business with a secondary asset class in Real Estate, Tourism & Hospitality and IT.			
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1415hrs - 1500hrs	KEYNOTE PANEL SESSION 2:	PANELLISTS
	 Invest in Zambia Agro: Unlocking Zambia's Agrinvestment Opportunities Unlocking agriculture investment opportunities will require a holistic and systemic approach that addresses multiplebottlenecks around a single investment or a portfolio of investments. This session will be discussing how a joint effort and streamlined approach by critical stakeholders, including Zambian Government, Development Partners, Private sector, and other value chain actors, can build and promote a nationwide pipelineof inclusive investable agribusiness opportunities. The Panel will also touch on the latest developments in Zambia's Agro Policy and the country's generalinvestment policies, tax incentives, land tenure, expatriation of funds etc 	 Dr Brian Malambo, CEO, Monter Capital Partnership Limited Mr Brian Nalishuwa, Acting Chief Investment Officer, IDC Mr Derrick Mwiinga, CEO, Simalaha IFC Ms Muntanga Lindunda, CEO, Zambia Association of Manufacturers Ms. Senaite Ayele, Resident Representative for Zambia and Malawi, IFC MODERATOR: Ms. Maureen Nkandu
1500hrs - 1515hrs	PANEL 2 Audience Feedback Question & Answer, Comments Session	*Here the Panel discussion is opened up to the Audience for Questions, Answers, Comments & Suggestions
1515hrs - 1530hrs	SYLVA Food Solutions Case Study Presentation	SYLVA Food Solutions Company Brief Profile
	Speaker: Ms Sylva Banda, CEO, Sylva Food Solutions	The solar dryer invented by Sylva Food has empowered many small-scale farmers who previously suffered losses due to food waste. The innovator also buys farmers' processed products and uses the inputs in their agro-processing business. In respect of creating a sustainable profitable market for traditional Zambian foods, Sylva Foods now offers low cost but highly nutritious products to satisfy both low-income and high-income populations. Their products are indigenous and organic without artificial additives; the current portfolio includes moringa soup, moringa cereal, moringa teabags, assorted dried local vegetables and fruits, and canned, free- range chicken and goat meat.



1530hrs - 1615hrs	MASTERCLASS: Agriculture As A Business (AAAB)	PRESENTER: Ms Musanchi Simbeye
	How To Prepare Small to Medium Agribusinesses to Attract Venture Capital Venture capital – or VC – is a form of equity financing. It involves private investors providing finance to start-up companies and existing SMEs with a view to gaining a return on that investment. There are many small to medium scale agri-businesses scrambling for the attentionof investors. At the same time, investorsare understandably risk-averse. This Masterclass will help smallholder farmers (women and youth) to appreciate the business side of Agriculture. If done well, with expertisethat will be imparted by our Masterclass Venture Capital Guru, Agriculture will not only contribute towards food security but also become a source of great incomeand wealth creating venture.	PROFESSIONAL PROFILE Musanchi Simbeye is Finance Consultant with over 15 years' experience providing consultancy and advisory services to local and international companies in various sectors (agribusiness, construction, logistics and microfinance institutions). She's worked mostly in the Zambian private sector with liaison and sound understanding of public processes and policies for application of funds from financial institutions within Africa, Asia, USA & Europe. Musanchi's skillsets are in strategic management, leadership and technical oversight for projects in agribusiness, capital raising, supply chain advisory and green economy investment opportunities that lean towards climate change mitigation and adaptation.
1615hrs – 1630hrs	MASTERCLASS Audience Feedback Question & Answer,Comments Session	*Here the Masterclass is opened up to the Audience for Questions, Answers, Comments
1630hrs - 1645hrs	 RAFFLE DRAW *The session is closed by a Business Card Raffle draw. * Gadgets to be won will be announced soon. 	SPONSORED BY PUNGWE Agri Group PRESENTER Mr. Richard Makukula, Country Director, PUNGWE Zambia Limited
	DAY 1 Closing Remarks BY M.C	
	1645hrs – 1700hrs Business to BusinessNetworking Cont	inues

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Thursday, 05th October 2023						
Welcome Tea/Coffee Break 0800hrs – 0830hrs						
0830hrs – 0845hrs	 JICA – Company Presentation Topic: Balanced Economy, beyond Mining – Promoting Agri-Development in Zambia Speaker: Matsui Hayao 	JICA Brief Company Brief Profile Japan International Cooperation Agency (JICA) is the executing agency of Japanese Official Development Assistance (ODA) which assists and supports developing countries to resolve various issues they are facing. Funds that are used in Japanese ODA are supported by the taxes paid by Japanese people. JICA is in charge of implementing the majority of bilateral Finance and Investment Cooperation including Technical Cooperation, Finance and Investment Cooperation, and Grant Aid in an integrated manner. JICA is currently working in over 150 countries and				
0845hrs - 0900hrs	WWF Zambia – Company Presentation	regions and having nearly 100 Overseas Offices WWF Zambia Company Presentation				
	 SPEAKER: Ms Nachilala Nkombo, Country Director, WWF Zambia Topic: Partnering for Sustainable Productivity How can stakeholders collaborate to enable Zambia to produce nutritious food in a sustainable manner. While agriculture is a critical contributor to rural development and job creation and the GDP, the environmental impacts of farming are high. We need to promote responsible farming as well as responsible consumption. 	We promote sustainable agriculture and sustainable fisheries. We support best practice solutions on farms and along the supply chain.				

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0900hrs – 0915hrs	ETG Company Presentation/CASE STUDY	ETG Company Brief Profile
	 Speaker: Mr. Rajendran Ganapathi 	ETG set foot in Zambia in 2003 and since then has structured a business operation that addresses the whole agricultural value chain. This has been made possible through specialized companies within the ETG group from agricultural inputs supply, commodity buying and processing into finished products.
0915hrs – 1000hrs	KEYNOTE PANEL SESSION 3:	PANELISTS
	 Investment Focus On Post-Harvest Technologies & Agro processing. It will be an incomplete mission to promote agri-development, access to alternative financing for smallholder farmers etc if we do not address some of the challenges facedafter production. With crop losses of between 30 to 40 percent in Zambia, and up to 50 percent across Africa, access to adequate food in many smallholder farming households is an unforgiving challenge, and income losses inevitable. This is especially so as smallholder farmers hardly produce enough surplus, and any loss or waste impacts not only their food security but also their incomes. The session will deliberate on investments on post-harvest technologies, including training programmes to smallholder farmers on how to reduce post-harvest losses. Some of the issues to be explored includeinvesting in storageand agro- processing hubs, it may even just be for semi-processing to preserve produce shelf life. Is the Government doing enough to achieve this, if not, what are Private Sectoragri stakeholders doing about it? This Session is a call for financiers, local, regional and global agri-finance players to support and avail resources for such post-harvest developments, storage, technology, processing. 	 Ms Slyva Banda, CEO, Sylva Food Solutions/Absa Hon. Given Mungomba, National Technical Advisor, Farmers Development Cooperative Union (FDCU) Ministry of Agriculture, Representative To Be Advised Zambia Association of Manufactures (ZAM) David Chikoye, Country Convener - Zambia, International Institute of Tropical Agriculture (IITA) MODERATOR: Mr Sandy Chiluba, Managing Director, Hype FM



1000hrs – 1015hrs	PANEL 3 Audience Feedback Question & Answer,Comments Session	*Here the Panel discussion is opened up to the Audience for Questions, Answers, Comments & Suggestions	
Networking Tea/Coffee Break 1015hrs – 1045hrs			
1045hrs – 1145hrs	 LIVE DEBATE SESSION TOPICS: For many years we have been talking about Africa's agri potential, what can be done at country level towards converting this potential to yield results; We all agree that smallholder farmers play a key role in contributing towards local food security, but going forward how do we mitigate the risks involved by helping them financially; African countries whine and complain about high level of unemployment, what has Zambia done as far as educating the Young Generation about the business side of Agriculture, the potential million dollar empire that can be built across the Agribusiness value chain. 	 PANELISTS 1. Absa Zambia Ltd, Representative to be announced soon. 2. Rex Chita, Managing Director, Corporate Meista 3. Ministry of Agriculture, Representative to be announced soon. 4. PWC/EY /Christabel Ngongola 5. Alexander Lawrence, President, Lusaka Chamber of Commerce MODERATOR: Ndanji Simwanza 	
1145hrs - 1200hrs	LIVE DEBATE Audience Feedback Question & Answer,Comments Session	*Here the DEBATE is opened up to the Audience for Questions, Answers, Comments & Suggestions	
1200hrs - 1245hrs	 INSIGHT TRACK – WHERE DO WE GO FROM HERE Many years conferences are sat to discuss the same issue Agriculture development; from here till the next Summit, what must be done differentby all stakeholders involved so we can measure the progress from the commitments and promises made at the Summit. 	PRESENTER: 1.Mr Alexander Lawrence, President, Lusaka Chamber of Mines	



1245hrs - 1300hrs	INTRODUCTION OF MONITORING & EVALUATION MEMBERS	NOMINATED MEMBERS OF THE 2023/2024 M&E ZIAFIS COMMITTEE	
	 To do things different and not just convene in vain, the ZIAFIS Organising committeehas ensured that a Monitoring & Evaluation Committeeis set. This committee, together with ZIAFIS Producers, PUNGWE Agri-Group, shall produce Quarterly Reports that will be shared with attendees and related Agri- Stakeholders. These reportswill give feedbackon milestones achieved, challenges being faced and possible solutions for the successful development of Zambia's Agriculture industry. 	 Edith Chuma, Head Agribusiness, Stanbic Bank Zambia ZDA, Representative to be announced soon. MoA, Representative to be announced soon. Absa, Representative to be announced soon. Dr David Kombe, Chairman of ZIAFIS Tinashe N Tafira, Group CEO, PUNGWE Agri-Group 	
1300hrs - 1315hrs		SPONSORED BY:	
	RAFFLE DRAW		
	* The session is closed by a Business Card Raffle draw.	PUNGWE Agri Group PRESENTER:	
		Mr Tinashe N Tafira, Group CEO, PUNGWE Agri Group	
END OF ZIAFIS2023			
CLOSING REMARKS & VOTE OF THANKS BY Summit Chairperson			
Dr. David Kombe			
<mark>Networking Lunch Break</mark> 1330hrs – 1430hrs			
 Optional Site Visits and Projects ShowcaseTour Business to Business Meetingswill also continueat the Main Summit Hall at this time. Group Photo-shoots and Media Interviews will also take place duringthis period. 			
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