



## Brussels Policy Briefing no. 35

### Revolutionising finance for agri-value chains

5 March 2014, ACP Secretariat, ACP Secretariat, 451 Avenue Georges Henri, 1200 Brussels  
<http://brusselsbriefings.net>

Organised by CTA, the EC/DEVCO, the ACP Secretariat and Concord

**8h15-9h00** Registration

**9h00-9h15** Introduction of the Briefing: *Isolina Boto, Manager, CTA Brussels Office*

**Introductory remarks:** *Alhaji Muhammad Mumuni, Secretary General, ACP Secretariat; Denis Salord, Head of Unit, Regional Programmes Sub-Saharan Africa & ACP-wide, DG DEVCO, European Commission; Michael Hailu, Director, CTA*

#### **9h15-11h00 Panel 1: Finance: a key driver for value chain development**

This panel will discuss the concept of agricultural value chain finance, new opportunities for financiers, and the new context of value chain finance in Africa – including the development of ICTs which support innovative applications.

Chair: *H.E. Frédéric Assomption Korsaga, Ambassador of Burkina Faso*

Panellists:

- The concept of agricultural value chain finance and types of vc business models  
*Calvin Miller, Group Leader FAO Agribusiness and Finance Group*
- New opportunities in value chain finance  
*Lamon Rutten, Programme Manager, Policies, Markets & ICTs, CTA*
- Agribusiness advisory services: new context in Africa  
*Saleh Usman Gashua, Secretary General, Afraca*
- New opportunities for African Trade Finance  
*Kanayo Awani, Director Trade Finance and Branches, Afreximbank, Egypt*
- Strategic benefits of and approaches to agricultural mobile finance  
*Lee H. Babcock, Expert on mobile finance for agriculture, USA*

#### **11h00-11h15 Coffee Break**

#### **11h15-13h00 Panel 2: Innovations in financial instruments and services**

This panel will present concrete examples of more current applications on the ground which demonstrates the potential of value chain finance for shaping African agriculture.

Chair: *H.E. Brave Ndisale, Ambassador of Malawi*

Panellists:

- Financing agri-processing projects in emerging markets: lessons learned  
*Hans Bogaard, Head of the agribusiness advisory activities, Rabo Bank*
- Linking rural entrepreneurs to financial services  
*Hans Balyamujura, Co-Founder and CEO of ZED Group Limited*
- Experience from farmer in Southern Africa in use of innovative financial instruments  
*Theo De Jager, President, SACAU*
- Kenyan Experience in Agri-value Chain Financing  
*Priscilla Wambui Muiruri, Agribusiness Specialist, KAPAP*
- Finance innovations combining ICT's and warehouse receipts  
*David Ruchiu, Africa Director, Farm Concern International, Kenya*
- Commodity exchange development  
*Adam Gross, Investments and Capital Markets Advisor, Nepad Business Foundation*

#### **Concluding remarks**

**13h00** Networking Lunch