



Brussels Policy Briefing no. 35

Revolutionising finance for agri-value chains

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

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

Biodata of speakers

Kanayo Awani – Director Trade Finance and Branches, Afreximbank

Mrs. Kanayo Awani holds a Master of Public Administration Degree (specializing in International Trade and Finance) from Harvard University (Kennedy School of Government), Cambridge, Massachusetts, United States of America. She also holds the Edward S. Mason Fellowship in Public Policy and Management from the same University. Mrs. Awani has extensive banking experience having worked for Citigroup for many years in various functions, the last being Vice President and Head of Industrial and Commercial Corporates in Nigeria.

She joined the African Export Import Bank (Afreximbank) in 2009 and is currently involved in leading the bank's business development efforts in trade finance across Africa as well as having oversight of the Bank's regional branches. As part of Afreximbank's current strategic initiatives, Awani is involved in the championing of key products in supply chain financing such as factoring as well as agri-business especially the Bank's Africa Cocoa Initiative (Africoin) and other non-equity modes of Financing.

Lee H. Babcock – Expert on mobile finance for agriculture, USA

Dr. Babcock created the Mobile Strategy unit for ACDI/VOCA (mobile money and mobile data). Previously with the Financial Services portfolio, Dr. Babcock worked to integrate mobile strategy and implementation throughout all of ACDI/VOCA's programming in Food Security, Agribusiness, Financial Services, Enterprise Development and Community Development. He conceptualized, secured funding and project managed three of the six agriculture mobile finance initiatives worldwide. His PhD specialization is in E-Business and he also serves as an adjunct faculty for online business courses one of which he designed to examine BoP business models including mobile money. Prior to ACDI/VOCA he gained extensive experience in private sector development that includes two of his own business startups. In Indonesia he was the Senior Advisor to the \$60 billion Indonesian Bank Restructuring Agency; in Bosnia he was the manager of the largest office of the \$250 million USAID-funded Business Development Program (BDP) that was designed to rapidly invigorate SME growth after the war. In Latvia he provided SME and privatization policy advisory to the Prime Minister's office. Dr. Babcock is experienced at training upper and middle management on such topics as action planning, SME development, business planning, financial performance, business valuation, and numerous other topics.

Dr. Babcock is a published author of books on commercial lending and business planning as well as a comparison of national level electronic-readiness and policy performances in developing countries.

Hans Balyamujura – Co-Founder and CEO, ZED Group Limited

Hans is a South African citizen and holds a PhD in Agricultural Economics (Marketing Tea for Uganda's Smallholder Sector) obtained from the University of the Free State and a Master of Science Degree in Agricultural Economics from the University of Pretoria having obtained a Bachelor of Science Degree in Agriculture from Makerere University, Uganda.

Hans is currently CEO of ZED Group Limited. He is an Entrepreneur and consultant in African agriculture with a special interest in smallholder value chain related investments and the development of the missing middle in the smallholder operations and finance. Until recently, Hans was General Manager: Absa AgriBusiness – Africa which he joined in June 2008. Prior to Absa, Hans was the General Manager: Agriculture at TSB Sugar managing 12,500 ha of sugar cane under irrigation.

Hans Bogaard – Head of the agribusiness advisory activities, Rabo Bank

Hans studied Agricultural Economics at the University of Wageningen and started his career with Rabobank in 1994 working for the Agri-Project Finance Team (APFT) as Senior Project Manager. Subsequently, he spent several years with M&A of Rabobank London and the EBRD Agribusiness Team in London. From 2004 onwards he was responsible for the agri-commodity finance activities of Rabobank in the CEE/CIS region. In 2009, Hans took responsibility for the agribusiness advisory activities within Rabo Development called RIAS. Next to Advisory Services, RD comprises the investments of Rabobank in rural banks in developing markets. Its mission is to improve access to finance in currently underserved rural markets (with a focus on high potential agri markets in Africa). An important part of RD's mission is the strengthening of the internal agri finance organisation of partner banks and at the same time improving the "bankability" of the agri-sector in Africa. In this respect, much focus is put on cooperative capacity building, out grower schemes, Warehouse Receipts financing and other supply chain related financing initiatives. In addition to its partner banks, RD advises the core agribusiness clients of Rabobank on supply chain financing issues in developing markets. In addition to Rabo Development, Hans is a member of the Investment Committee of the Rabobank Rural Fund, a trade finance fund focused on exporting cooperatives in developing markets.

Isolina Boto – Manager, CTA Brussels Office

Isolina Boto is the Manager of the CTA Brussels Office. CTA is a joint ACP-EU organisation, part of the Cotonou Agreement, providing access to information and knowledge, facilitating policy dialogue and strengthening the capacity of agricultural and rural development. Isolina has more than 20 years of experience in development working for the European Commission, various ACP embassies and NGOs in areas related to food security, rural development and trade. Within CTA, she worked in various positions at headquarters, especially on co-funded technical programmes implemented at regional level. Since 2004 she heads the CTA Brussels Office, dealing with policy issues related to the ACP-EU cooperation in the field of agricultural and rural development and part of CTA policy group dealing with regional trade. She coordinates and organizes the regular Brussels Development Briefings on topical development policy issues (<http://brusselsbriefings.net>). The office produces a daily news service highlighting key policy areas of ACP-EU cooperation on trade, fisheries, climate change, food security and development policy (<http://brussels.cta.int>).

Saleh Usman Gashua – Secretary General, Afraca

Mr. Saleh Usman Gashua holds Master's Degree (1981) in Plant and Soil Science from Tuskegee University, Alabama, U.S.A. Mr. Gashua has a wealth of experience in rural and agricultural finance. He joined the service of the former Nigerian Agricultural and Cooperative Bank (NACB) Limited in December 1982 as Operations Officer and rose in 2009 to the rank of Deputy General Manager and Head of Credit, Bank of Agriculture (BOA) limited, Nigeria. The post he held until his election as the AFRACA Secretary General in November 2010. Mr. Gashua has gained considerable practical/hands-on experience in development finance by participating and organizing many workshops and conferences across the Continent on rural and agricultural finance. Mr. Gashua has travelled widely within and outside the African continent. He is an active member of many Government and non-Governmental Committees and Networks. He is a lead partner in the newly formed Africa wide Agricultural finance Stakeholders working group (AFSWG) under the auspices of AFRACA and the Making Finance Work for Africa (MFW4A) partnership. Mr. Gashua's aspiration is to see greater collaboration and more congenial working relationships in rural and agricultural financial inclusion campaign in Africa, especially in an effort to take workshop/conference recommendations to a practical level.

Adam Gross – Investment and Capital Markets Advisor, NEPAD Business Foundation

Adam is a multi-sector strategist, thought leader and manager who has enjoyed a broad-ranging career working across private, public and international sectors in Africa, Europe and Asia.

Graduating from Hertford College, University of Oxford (UK) with a degree in Philosophy, Politics and Economics, Adam also holds a Masters in Development Studies from the University of Leeds (UK) and a Diploma in Conflict Prevention, Crisis Management and Post-Conflict Rehabilitation from Complutense University (Spain). As a corporate strategy consultant at Oliver Wyman (formerly Mercer Management Consulting), Adam engaged with organisations across a range of industry sectors, managing large client teams across developed and emerging markets, building an advanced skills toolkit for corporate strategy and project implementation. He served as a member of the UN Secretariat at the United Nations Conference on Trade and Development (UNCTAD) where he achieved rapid recognition as a thought leader on commodity finance and risk management, with specialised focus on exchanges, derivatives, clearing and warehouse receipt systems. Having previously consulted on strategy to the Managing Director of the Multi Commodity Exchange of India (MCX), Adam joined Bourse Africa as its founding Director of Strategy, responsible for the regulation and licensing, business model development, corporate financing, and implementation of a pan-African Derivative and Commodities Exchange, backed by Warehouse Receipt System. Adam currently acts as the Investments and Capital Markets Advisor to the NEPAD Business Foundation, and as Project Consultant to the Southern Africa Trade Hub with responsibility for Agricultural Infrastructure Investment, as well as undertaking consulting assignments for the Darhei Noam Emerging Markets Advisory.

Michael Hailu – Director, CTA

Michael Hailu, an Ethiopian national, is the Director of the Technical Centre for Agricultural and Rural Cooperation (CTA). Mr. Hailu has over 25 years of professional experience working in Africa and Asia in communications and knowledge management in agriculture and related areas. Prior to joining CTA at the end of May 2010, Mr. Hailu was Director of Communications and a member of the Senior Leadership Team of the World Agroforestry Centre based in Nairobi, Kenya. From 1999-2007, Mr. Hailu lived and worked in Indonesia as Director of Information at the Centre for International Forestry Research (CIFOR). Mr. Hailu has degrees in Information Sciences and Economics from the University of Pittsburgh in the United States and Addis Ababa University in Ethiopia. He has also been trained in strategic leadership at the Stanford University Graduate School of Business.

Theo De Jager – President, SACAU

Theo de Jager received his D. Phil from the University of Pretoria in 1988 and has nearly twenty years experience in organized agriculture. He has farmed in the Tzaneen district since 1997, and currently is President of the Southern African Confederation of Agricultural Unions (SACAU), Vice President of Pan African Farmers' Forum Organisation (PAFFO) and also serves as Deputy President of Agri SA. Prior to this, Mr. De Jager spent 12 years with the South African National Intelligence Service (1984-1996) and two years as Chief Information Co-ordinator in the office of the State President 1987 – 1989. Mr. De Jager is also actively involved in education and has served as a visiting lecturer at the SA National Defence College in Conflict Studies since 1991. He has published a Book of verse: two solo volumes and contributions to eleven volumes. He is Married to his wife Karin and they have three children: LT, Rachel and Kristi.

H.E. Frédéric Assomption Korsaga, – Ambassador of Burkina Faso

Economist and banker by training, Ambassador Korsaga took office as Chief of the Diplomatic Mission of Burkina Faso in Brussels in July 2012 and represents his country at the Benelux countries, the UK and Ireland as well as with the European Union and other international institutions including the Organization for the Prohibition of Chemical Weapons (OPCW). Ambassador Korsaga has extensive diplomatic experience, having in the past served as Ambassador to Côte d'Ivoire and France. Before his current position, Ambassador Korsaga has held senior positions in banking institutions in Burkina Faso, and

served several times as Minister in charge of economic departments (transport, environment, tourism, trade, finance and plan). With his experience in governmental economic governance, he was given the post of Commissioner for Economic Policy in the Economic and Monetary Union of West Africa (UEMOA), an institution of integration involving eight countries of West Africa, where for ten years he has worked with Member States to create the conditions for better convergence of economic policies. In this capacity, he chaired the Committee for Franc Zone Convergence, the Steering Committee of the Regional Economic Programme (REP) of the UEMOA, and for several years the Association "Investing in the Franc Zone". After his tenure in the UEMOA, Mr. Korsaga joined the African Development Bank (ADB) as a director representing nine countries in West Africa, Central and Indian Ocean for three years. His last position before joining Brussels was as advisor to the President of Burkina Faso in charge of economic issues. Ambassador Korsaga holds a master's degree in economics from the University of Montpellier in France and a Masters in Business Administration from the Institute of Business Administration of Montpellier. He also holds several bank certificates of Institut Technique de Banque in Paris.

Calvin Miller – Senior Officer and Group Leader, Agribusiness and Finance Group, FAO

Is an Agricultural Economist and finance specialist with significant field and global experience in agricultural finance, microfinance and investment as well as agricultural economic development. It includes work as Country Manager of MEDA in Bolivia, Director of Economic Development in CARE, and consulting with numerous development agencies. While leading MEDA Bolivia he led in the development of rural and agricultural finance programs, producer organizations and cooperatives and an agricultural marketing company. In CARE he led the global technical team which provided the overall strategic direction, leadership, technical support and key training for over 200 CARE micro and small enterprise, and agriculture and natural resource projects in over 50 countries. In FAO, the agribusiness and finance group he leads works on all issues related to agricultural and rural finance and investment together with agribusiness and value chain development. He was founder of and is active in MicroVest, a \$200 million dollar, global, socially responsive, family of microfinance investment funds financed by private sector investors and also on the Board of FairTrade Access Investment Fund. In FAO he represents FAO on agricultural investment under the African Agribusiness and Agro-Industry Development initiative, He is the author of numerous publications, including a book on *Agricultural Value Chain Finance: Tools and Lessons* and publications on *Agricultural Investment Funds for Developing Countries* and *Agricultural Guarantee Schemes*.

Priscilla Muiruri – Agribusiness Specialist, KAPAP

Ms Muiruri has spent 20 years working in the agricultural sector in Kenya. Since 2006, she has held various positions at the Kenyan Ministry of Agriculture and is currently involved with the Kenya Agricultural Productivity and Agribusiness Project (KAPAP) as an Agribusiness Specialist. Prior to this, Ms Muiruri has spent five years working for the Kenyan Ministry of Agriculture as Head of Market Intelligence. She has also served in the Agricultural Sector Coordination Unit (ASCU) as a Programme Officer for Agribusiness, Marketing and Value Addition. Ms Muiruri has also worked as a part-time consultant for the Food and Agriculture Organization of the United Nations (FAO) National Coordinator of the Capacity building programme FNNPP/GLO/001/NET – Kenya capacity building programme on Ex-Ante Socio-Economic Impact Analysis of Policies. Ms Muiruri is also involved in community work and is a member of the Kenya Society for Agricultural Professionals, Kenya Institute of Management and the Kenya Professional Women in Agriculture and Environment (KEPAWAE). She holds a Bachelor of Science in Agriculture (Hons) from the university of Nairobi and is conducting her masters studies in Agriculture and Rural Development at Kenya Methodist University.

Honorable Alhaji Muhammad Mumuni – Secretary General, ACP Group

The Honorable Mumuni is a distinguished African statesman and politician. He entered the University of Ghana in 1969 where he completed his LL.B and continued at the Ghana Law School to do his postgraduate degree in law (LL.M). In October 1975, he obtained a BL qualification from the Ghana School of Law. He was elected Member of Parliament for Kumbungu Constituency for two consecutive

terms (1996-2000; 2000-2004), and was elected for a third time in December 2012 before he resigned to take up office as ACP Secretary General in March 2013. While in Parliament, he served on various Parliamentary Select and Standing Committees. He was a member of the Standing Order Committee and a Ranking Member on the Legal Committee. He was appointed the Presidential Running Mate to the Presidential Candidate, Prof J.E.A. Mills, on the ticket of the National Democratic Congress (NDC), in the 2004 Presidential Elections. Alhaji Muhammad Mumuni has also been a member of the Governing Body of the International Labour Organization (ILO) in Geneva, Switzerland (1999-2001).

Under the first term of the Presidency of H.E. Ft. Lt. J.J. Rawlings, Mr Mumuni was appointed to the Ministry of Employment and Social Welfare as a Minister of State (Cabinet Rank. He was sworn in as the Minister for Foreign Affairs and Regional Integration by the President of the Republic of Ghana, H. E Professor J. E. A Mills, in February 2009, a position he held until January 2013. He was Chairman of the transition Team that overaw the transition of Government in January 2013.

The ACP Council of Ministers met during a special session in Brussels, Belgium on 26th March 2013 and appointed Alhaji Muhammad Mumuni as the Secretary-General of the ACP Group in replacement of Dr Mohamed Ibn CHAMBAS, his compatriot, who was recently nominated as the UN and AU Joint Special Envoy to Darfur.

H.E. Brave Rona Ndisale – Ambassador of Malawi

Ambassadors H.E. Brave Rona Ndisale, Ambassador of Malawi in Brussels, and Chair of the ACP Committee of Ambassadors, holds an MS in Food and Resource Economics from the University of Florida and a PhD on Agricultural and Applied Economics from the University of Minnesota and a strong experience in the Agricultural field: with the national agricultural research system, in agricultural policy analysis, formulation and implementation, and with the international research at IFPRI. Her Excellency has also a wide institutional experience with FAO, the African development Bank and with many non governmental organisations. Her work at the Commission of African Union has strengthened her network with key stakeholders such as governments, Parliamentarians, Regional Economic Communities, international agencies and development partners. Ambassador Ndisale has also worked on policy advocacy to keep agriculture high on the agenda within the framework of the NEPAD/CAADP.

David T. Ruchiu – Africa Director, Farm Concern International (FCI)

Is based in Nairobi and oversees the African FCI portfolio besides being the Chief Technical Advisor on Agricultural Finance & Rural Economics at FCI. Previously David worked as the Executive Director/CEO Vision Fund Kenya, an MFI affiliate of World Vision. He too worked for World Vision in Kenya as the Economic Development Advisor. David had joined World Vision from being a Team Leader & Micro Credit Specialist with the UNDP/ILO joint programme for Kenya. He too previously had worked for Pride Africa a cross country MFI investment in various positions. David studied Executive MBA at Moi University in Kenya and has his undergraduate training in Agricultural Economics from Egerton University. He too has had extensive exposure and training in various African countries, Europe and Asia. He has numerous civic responsibilities and sits in various boards and served in the Association of Micro Finance Institutions in Kenya (AMFI) where he was the national vice chairman. David was born 45 years ago in Eastern Kenya and is married and resides in Nairobi, Kenya.

Lamon Rutten – Manager of the Policies, Markets and ICT Programmes CTA

Since July 2012, Lamon Rutten is Manager of the Policies, Markets and ICT programme of CTA, an international organization in Wageningen. Until June 2012, he was the Managing Director and Chief Executive Officer of the Multi Commodity Exchange of India (MCX). Under his management, MCX became the world's second largest commodity exchange, with in 2011 a notional trading value of 2.9 trillion US\$ (as compared to US 1.24 trillion in 2009), a corporate valuation of well over US\$ 1 billion, and over 280 staff. Before joining MCX in June 2006, Lamon was Chief, Finance, Risk Management and Information in the Commodities Branch of the United Nations Conference on Trade and Development (UNCTAD), Geneva. He joined UNCTAD in 1990, after working on grain trade and collateralized grain finance in Mali. He initiated and then managed UNCTAD's work on commodity risk management and structured finance; except for an interruption in 2000-2001, when he worked as Senior Advisor with the

International Task Force on Commodity Price Risk Management of the World Bank. He has been on the Board or Advisory Board of organizations in Africa, Asia, Europe and the Americas; taught for five years at the Institute of Banking and Financial Management of the École des Hautes Études Commerciales, Lausanne, Switzerland; was one of the main drivers for the creation of the Global Network of Export-Import Banks and Development Finance Institutions, G-NEXID; and in 2010, was elected among 'The World's Most Influential People in International Financial Centres'. Lamon holds a M.A. degree, with honours, in International Economic Management from Tilburg University, The Netherlands.

Denis Salord – Head of Unit, Regional Programmes Sub-Saharan Africa & ACP-wide, EC/DG EVCO

Denis Salord is Head of the Unit, “Regional Programmes Sub-Saharan Africa and ACP-wide”, within the European Commission (Directorate General Development and Cooperation).

Denis Salord is a graduate from the Paris Institute of Politics and holds a postgraduate diploma in Public Law and a degree in History. He joined the European Commission in 1980 as an administrator within the General Secretariat, where he completed the first part of his career. He was in charge of the Customs Union and taxation for the French Commissioner for four years during the establishment of the internal market and then continued his career within the Directorate Generals of the European Commission, responsible for external relations, cooperation and development – initially as an assistant to the Director General, then as head of several units and operational and legal services.

He is now responsible for the cooperation with ACP countries, as Head of Unit for the Regional Programmes Sub-Saharan Africa and ACP-wide within the Directorate General for Development and Cooperation, EuropeAid.