



3rd PAFO Continental Briefing

**Advancing African agriculture through
agribusiness development**

<http://brusselsbriefings.net/>

Durban, 28-29 November 2015



Objectives of the PAFO Briefing

- (i) highlight the key opportunities in agribusiness development favourable to the farmer's organisations
- (ii) promote sustainable and inclusive PPPs in support of agribusiness development
- (iii) identify new opportunities in data and ICTs in support of agribusiness and agricultural development in the continent



15h15-17h30 Session: Successes from farmer's-led business

Chair: *Theo de Jager, President, PAFO*

This session will present some of the cases of farmer's led business which have been documented by the FOs since the last PAFO Briefing held in Nairobi in July 2014. In some cases, linkages have been made with the financial institutions.

The session will also identify new opportunities on agribusiness development and the actions needed to seize them.



Successes from farmer's-led business : Documented cases

East Africa

- Oromia Coffee Farmers Cooperative Union, Ethiopia
- Nucafe Coffee and Igara Tea, Uganda
- Tandahimba Newala Cooperative Union (TANECU), Tanzania
Cashewnut, Kernel, Cassava and cassava starch, Sesame, Groundnuts.
- Nyakyera–Rukoni Area Cooperative Enterprise (NRACE)
Maize processing, milk and coffee.



Successes from farmer's-led business : Documented cases

West Africa

- Fédération des Professionnels Agricoles,(FEPA-B),maize, Burkina
- Fédération des unions des coopératives des producteurs du Niger (FUCOPRI), rice

Central Africa

- FNEC, Central Africa, livestock
- ABBON, Congo, soya
- Soopmata, Cameroon, cassava



Agribusiness development

- Main opportunities in agribusiness
- Examples
- Actions needed to seize opportunities



Session: New opportunities for Agribusiness development

Chair: EAFF

- Agricultural trade, regional integration and new opportunities for agribusiness, *Mmatlou Kalaba, International Trade Economist, Pretoria University*
- Successes from the African private sector in the development of agribusiness, *Daniel Gad, Managing Director, Omega Farms & Ethiopian Horticulture Co-operative*
- Regional trade and agribusiness development: the experience in the COMESA region, *George Magai Director of Trade and Markets for ACTESA, COMESA*
- The perspective of input suppliers, *Erick Rajaonary, CEO, Guanomad*



Session: New opportunities for Agribusiness development

Chair: ROPPA

- Opportunities in the EU Market for agrifood products and PPPs, *Francis Fay, Head of Unit for ACP Policy, European Commission/DG Agriculture and Rural Development, ACP Countries and Development Issues*
- Financing agribusiness: new trends and opportunities, *Elias Masilela, CEO, Director, Member of Investment Committee, and Member of REAM Committee*
- Innovative funding for agribusiness SMEs, *Francois Stepman, Platform for African - European Partnership in ARD*



Session: Data-driven farming, Big data and Precision Agriculture

Chair: PAFO

- Open data for agriculture: new opportunities for farmers, *Andre Laperriere, Director, Global Open Data for Agriculture and Nutrition (GODAN)*
- Precision agriculture: a reality for Smallholder farmers?, *Chris Addison, Senior Coordinator, Knowledge management*
- Agriconnexions: A new ICT approach to supporting Farmers Organisation services, *Getaw Tadesse, Researcher, IFPRI*
- Data for farmers: overview of current data and further needs, *Summer Allen, Research Coordinator, Markets, Trends and Institutions, International Food Policy Research Institute (IFPRI)*



Session: The way forward

Chair: PAFO

- Action plan to promote Agribusiness and PPPs favourable to farmers organisations.

Policy environment

Improving market access

Data

Capacity building