



THE AGRIBUSINESS DEAL ROOM



**AGRF
SUMMIT 2020**

8-11 SEPTEMBER
KIGALI, RWANDA

www.agrf.org

The objective of the Agribusiness Deal Room is to drive “New business deals and commitments” that grow the continent.

The AGRF Summit 2020

The AGRF is considered the world’s premier forum for African agriculture, bringing together stakeholders in the agricultural landscape to take practical actions and share lessons that will move African agriculture forward. The AGRF is championed by a Partners Group that is made up of a coalition of leading actors in African agriculture all focused on putting farmers at the center of the continent’s growing economies. The AGRF Secretariat is hosted by AGRA on behalf of the partners, itself an African institution working across the continent. The Government of Rwanda serves as the long-term host of the Forum, championing its agenda throughout the year.

The Forum consists of an annual Summit and many thematic platforms and activities through the year. It brings together partners to energize political will and advance the programs, investments, and policies required to counter the major challenges affecting the agriculture sector and achieve an inclusive and sustainable agricultural transformation across the continent.

Under the leadership of H.E. Paul Kagame, President of the Republic of Rwanda, the AGRF Summit 2020 will be held from September 8-11, 2020 in Kigali, Rwanda. The Summit will be attended by more than 4,000 delegates, including Heads of State and Government; Ministers; leaders of development institutions; top industry captains from the national, regional, and global private sector; investors; technical specialists, trade and logistics companies; entrepreneurs; and lead representatives of farmer organizations and key non-governmental implementing partners.

The specific outcomes expected from the AGRF Summit 2020 include:

- ▶ New business deals and commitments
- ▶ Political and Policy Leadership from African governments
- ▶ Political and financial support from development partners and private sector
- ▶ Progress towards achieving the continent’s goals and targets as laid out in the Malabo Declaration and the African Agriculture Transformation Scorecard

Achieving new business deals and commitments through the Agribusiness Deal Room

To achieve the “new business deals and commitments” outcome, the AGRF Partners Group are promoting an AGRF Summit 2020 “Deal Room” among investors, preparing entrepreneurs and governments for the event, facilitating connections between investors, entrepreneurs and governments during the AGRF and helping ensure that transactions emerge from these interactions.

The Agribusiness Deal Room will provide companies in the agriculture and agribusiness sectors with access to finance, mentorship, and market entry solutions to support their growth objectives. It will achieve these through a combination of project preparation, pipeline development, project bankability, investment promotion, and enabling policy environment. The Agribusiness Deal Room aspires to be the prime platform to drive deal origination and access to finance for a pool of critical agribusiness and SMEs in the coming years. It also creates opportunities for governments to present investment opportunities, promote investment incentives and engage with interested investors.



The Deal Room will facilitate substantive dialogue and connections among the four key stakeholders: Enterprises, Investors, Governments, AGRF Partners

This will be achieved through eight underlying components that will be implemented in collaboration with these stakeholders. The components include:

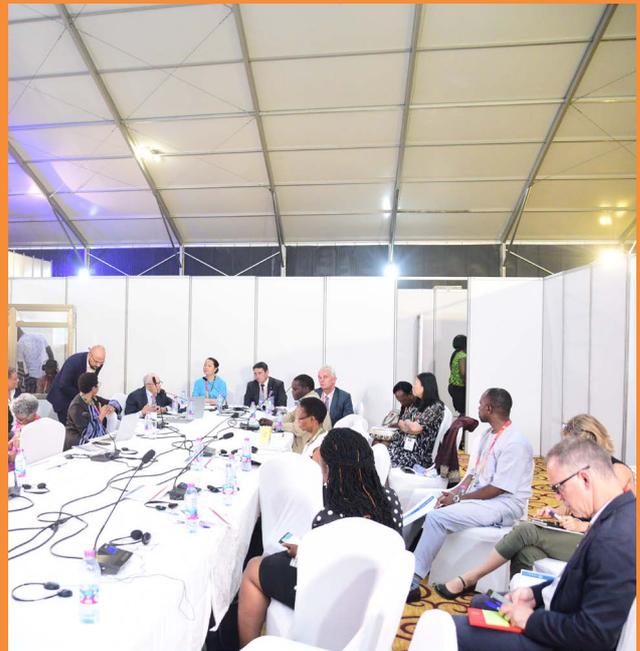
1. **SME Matchmaking:** Meetings between SMEs and investors seeking a wide range of capital needs (from US\$500k to US\$50m).
2. **Country Presentations:** Opportunities for governments to generate investor interest and engage with key stakeholders.
3. **Sourcing in Africa:** Platform for enterprises and farmer organizations to connect with anchor buyers and traders.
4. **Knowledge Program:** Expert presentations and panels, knowledge sharing sessions and pitches.
5. **Enabling Environment and Investment Dialogues:** public-private problem-solving sessions to address bottlenecks for selected deals.
6. **Platform of Partners:** AGRF and technical partners supporting design and delivery of the Deal Room.
7. **Virtual Platform:** A year round tool enabling stakeholders exchange contacts and identify common interests.
8. **Post-AGRF Portfolio Management:** A mechanism that will follow up on transactions post-AGRF and potentially offer transaction advisory services.

How to engage?

The Partners Management Support for the Agribusiness Deal Room is managed by AGRA on behalf of two dozen partners, all bringing complementary capabilities, resources, and networks to the Summit and year-round platform.

If you are an entrepreneur looking for investors, please email dealroom@agra.org to receive the submission template.

If you are a government institution, the Agribusiness Deal Room is designed to help you attract new investors and engage with key stakeholders on your country's investment climate. For further information please email our head of partnerships Jennifer Baarn on jbaarn@agra.org.



OUTCOME OF THE DEAL ROOM AT THE AGRF SUMMIT 2019

Hosted 117 African enterprises (40% Women owned) seeking circa \$ 800m of investments.

- Matched enterprises with 40+ investors and financial institutions through 350 scheduled meetings.
- Sixteen governments presented investment opportunities totaling \$ 2bn.
- Grow Africa Term sheets totaling \$ 200m were signed for investments in Malawi, Nigeria, Uganda, Eswatini and Ivory Coast.

The Deal Room 2019 was delivered by the following core partners AECF, AfDB, CrossBoundary, GAIN, GrowAfrica, IDH, IFAD, IFC, SAFIN, TBI, USAID, and WEF.

AGRF Co-Hosts



AGRF Partners



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