

investment days
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Rome, 17-18 December 2013



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Programme

17 DECEMBER 2013

08:15	Welcome coffee (Turkish Lounge Floor -1)		
08:30	Opening – Introduction - (Italian Room Floor -1) Laurent Thomas, ADG, TC / Kevin Cleaver, Associate Vice President, Programme, Management Department, IFAD / Gustavo Merino, Director, TCI		
09:30	Coffee break (Turkish Lounge Floor -1) SIDE EVENT - LEARNING about Social Analysis		
THEME 1: EXPLORING WAYS TO ENHANCE PARTNERSHIPS FOR INVESTMENT IN AGRICULTURE AND FOOD SECURITY PLENARY SESSION I - (Italian Room Floor -1)			
	Organizers/Moderators	Themes	Speakers
10:00 / 12:00	Gustavo Merino, TCID Benoist Veillerette, TCIB Mohamed Manssouri, TCID	Status of FAO Investment Centre partnerships with IFAD, EBRD and World Bank, and ways to enhance collaboration	<ul style="list-style-type: none"> • Kevin Cleaver, Associate Vice President, Programme, Management Department, IFAD • Laurent Msellati, Sector Manager Latin America and the Caribbean Region (LAC), World Bank • Victoria Zinchuk, Technical Cooperation Policy Dialogue and Business Advisory, SME, EBRD • Gustavo Merino, TCI Director • Bradford Robert, Senior Operations Officer- GAFSP, Sustainable Business Advisory, IFC
12:00	Lunch (Turkish Lounge Floor -1)		

THEME 2: INVEST IN AGRICULTURE ADAPTATION TO AND MITIGATION OF CLIMATE CHANGE

	Title	Organizers/Moderators	Themes	Speakers
PARALLEL SESSIONS	1. Climate Smart Agriculture in practice: Examples of Conservation Agriculture and SRI (Oval Room Floor -1)	1. Turi Fileccia, TCIC Zhijun Chen, TCIB /Claudio Gregorio, TCIC	1a. TCI and conservation agriculture: Kazakhstan and Ukraine. 1b. FAO activities on adoption and promotion of CA in Central Asia 1c. System of Rice Intensification (SRI)	1a. Maurizio Guadagni, Sr. Rural Dev. Specialist, World Bank Turi Fileccia, TCIC 1b. Hafiz Muminjanov, Plant Production and Protection Officer, FAOSEC 1c. Selvaraju Ramasamy, NRC
	2. Climate Smart Agriculture (CSA) - Policy and economic analysis as a basis for investment decisions (Italian Room Floor -1)	2. Astrid Agostini, TCID Bjorn Conrad, TCIB	2a. Presentation of the Economics and Policy Innovations for Climate-Smart Agriculture (EPIC) program; using in-depth policy and economic analysis of CSA as a basis for investment project design and decision-making 2b. Zoom into carbon tools (ex-ante calculation of carbon benefits)	2a. Romina Cavatassi, ESA Bjorn Conrad, TCIB 2b. Uwe Grever, ESA
	3. Financial instruments for adaptation and mitigation (C600 Floor 6 Building C)	3. Barbara Cooney, TCID /Leslie Lipper, ESA	3a. Financing under Global Environmental Facility (GEF) including Least Developed Countries Fund (LDCF) and Special Climate. Change Fund (SCCF), looking at the challenges for the next replenishment 3b. IFAD Adaptation for Smallholder Agriculture Programme (ASAP)	3a. Barbara Cooney, TCID 3b. Gernot Laganda, Adaptation specialist, IFAD
15:00	Coffee break (Turkish Lounge Floor -1)			
SIDE EVENT – EastAgri & MedAgri: Where networking matters				
PLENARY SESSION II - (Italian Room Floor -1)				
	Organizers/Moderators	Themes	Speakers	
15:30 / 17:00	Bjorn Conrad, TCIB Astrid Agostini, TCID Zhijun Chen, TCIB	Climate Smart Agriculture: “Window-dressing, icing on the cake, or a fundamental transformation for agricultural investment?”	<ul style="list-style-type: none"> • Ding Ping, Deputy Director, China State Office of Agricultural Comprehensive Development, Ministry of Finance, China • Elwyn Grainger-Jones, Director of Climate and Environment Division, IFAD • Leslie Lipper, ESA 	

THEME 3: INVEST IN SMALLHOLDER FARMERS AND THEIR ORGANIZATIONS

8:30 / 10:00	Title	Organizers/ Moderators	Themes	Speakers
PARALLEL SESSIONS	1. Smallholder-based Organizations in markets (C300 Room Floor 3 Building C)	1. Vincenzo Galastro, IFAD Yamina Cherrou, TCIA	1a. Market-oriented smallholder agriculture in a challenging context: IFAD's experience in Niger 1b. Empowering small farmers and their organizations through economic intelligence: Côte d'Ivoire, Burkina Faso and Senegal experiences	1a. Thierry Lassalle, Consultant, IFAD / Boubacar Dan Marafa, Secretary General, Regional Chamber of Agriculture, Maradi, Niger Hassane Issa, Marketing Specialist, Niger 1b. Pierre Ricau, Agro Markets Analyst at RONGEAD, Côte D'Ivoire
	2. Partnership with Smallholder-based organizations (Italian Room Floor -1)	2. Roberto Longo, IFAD Florentina Williamson-Noble, TCIB	2a. Building a national farmers' organization (FO) network in Bangladesh 2b. Approaches to working with FOs in the design and implementation of investment strategies and programmes	2a. Florentina Williamson-Noble, TCIB Imanun Nabi Khan, Institutional Development Expert, FAOBD 2b. Roberto Longo, IFAD
	3. Policies and strategies to enable Smallholder-based agricultural development (Oval Room Floor -1)	3. Mohamed Mannouri, TCID Abdoulaye Mbaye, TCIA Nora Ourabah, OCP	3a. (Re)building genuine farmer leadership in Togo 3b. Policies for promoting farm-level investment 3c. Critical features of enabling policies for smallholder-based agricultural development	3a. Lazare Hotton, TCIA Oury Diallo, TCIA 3b. Saifullah Syed, TCID 3c. Pierre Marie Bosc, CIRAD

10:00 Coffee Break (Turkish Lounge Floor -1)

PLENARY SESSION III - (Italian Room Floor -1)

	Organizers/ Moderators	Themes	Speakers
10:30 / 12:00	Jean-Philippe Audinet, IFAD Mohamed Manssouri, TCID Yamina Cherrou, TCIA	Investing in smallholder-based agriculture: Unleashing smallholder farmers' potential (innovation, investments, human, social and political capital)	<ul style="list-style-type: none"> • Pierre Marie Bosc, CIRAD • Mohamed Cissokho, ROPPA • Esther Penunia, AFA • Francesco Pierri, OCP (2014 International Year of Family Farming)

12:00 Lunch - (Turkish Lounge Floor -1)

THEME 4: INVEST IN EFFECTIVE FOOD VALUE CHAINS

13.30 / 15:00	Title	Organizer/Moderator	Themes	Speakers
PARALLEL SESSIONS	1. How to overcome the curse of smallness? Effective business models from Central America and Central Asia (Italian Room Floor -1)	1. Inna Punda, TCIC Mario Castejón, TCIC	1a. Linking remote yak herders to the markets experience from Tajikistan 1b. Forging greater market access for small-scale/ family farmers- experience from Honduras	1a. Abdilaziz Gulomaydarov, Zenghi-Baba, LLC, Yak Herders' Group Farid Shirinjonov, HORECA sector partner, Segafredo restaurant 1b. Edward Bresnyan Jr., Senior Rural Development Specialist, Task Team Leader, World Bank Raúl Alemán, Technical Director, Rural Competitiveness Project, Honduras
	2. Loss and waste reduction (C300 Room Floor 3 Building C)	2. Divine Njie, AGS Eugenia Serova, AGS	2. Investing in food losses and waste reduction programs	2. Nuhu H. Hatibu, CEO - Kilimu Trust, East Africa Vijay Bhatia, Retired Director, Indian Agricultural Statistics Research Institute (IASRI) Robert Van Otterdijk, FAO
	3. Leveraging Private Investments (Oval Room Floor -1)	3. Nuno Santos, TCIC Alessandro Marini, IFAD	3a. Leveraging private investment – Challenges and opportunities in promoting public-private policy dialogue 3b. Public-private-producers partnerships for efficient and inclusive value-chains – The case of oil palm in Uganda (IFAD-supported project)	3a. Andriy Dykun, President of Ukrainian Dairy Farmers' Association Iride Ceccacci, Food Security - Office of the Chief Economist, EBRD Emmanuel Hidier, TCIC Dmitry Prikhodko, TCIC Andriy Yarmak, TCIC Nuno Santos, TCIC 3b. Alessandro Marini, IFAD Nelson Basaalidde, General Manager, Kalangala Oil Palm Growers Trust, KOPGT
	4. From Farm to Fork: Agri benchmark based analysis for beef and rice (C600 Room Floor 6 Building C)	4. Gunther Feiler, TCID	4a. Retail outlets selling meat in Indonesia 4b. Sustainable rice storage and processing industry in Vietnam, Laos and Cambodia	4a. Yelto Zimmer, Coordinator Agri Benchmark Cash Crop, Thünen Institute, Germany 4b. Claus Deblitz, Agricultural Economist, Thünen Institute, Germany
15:00	Coffee Break - (Turkish Lounge Floor -1)			
PLENARY SESSION IV - (Italian Room Floor -1)				
	Organizer/ Moderator	Themes	Speakers	
15:00 / 16:30	Eugenia Serova, AGS Gunther Feiler, TCID Guy Evers, TCID	Investing in efficient and effective food value chains	<ul style="list-style-type: none"> • Joost Gorter, Senior Consultant, NewForesight, Global Value Chains • Nuhu H. Hatibu, CEO Kilimu Trust, East Africa • Joost Guijt, Coordinator "Seas of Change" initiative at Wageningen UR 	
16:30 / 18:00	Concluding Remarks (Italian Room Floor -1) Daniel Gustafson, DDG / Kevin Cleaver, Associate Vice President, Programme, Management Department, IFAD / Gustavo Merino, Director, TCI Cocktail (Turkish Lounge Floor -1) / TCI Awards / TCI Art Contest Winners			

LEARNING about Social Analysis

The new e-learning course on Social Analysis for Agriculture and Rural Investment Projects/Programmes will be presented in this side event. The course is available for free on the web and on CD-Rom. It is an interactive course organized into 14 lessons, for a total of about 11 hours of self-paced learning. The e-learning course offers a wealth of examples, exercises and case studies based on best practices. It also provides useful job aids such as checklists, templates and "field tools flashcards" for mission work.

EastAgri & MedAgri: Where networking matters

EastAgri and MedAgri are informal networks composed of IFIs, international development organizations and private entities active in agriculture and agribusiness investment. EastAgri focuses on the EBRD's transition region while the newly-developed MedAgri concentrates on the Southern and Eastern Mediterranean (SEMED) region. Both networks are managed by TCI through dedicated websites, ad hoc thematic and country-focused workshops, study tours, and bi-annual meetings. Since its founding in 2002, EastAgri has proven to be an effective communication channel for its key member institutions and the website is recognized as a valuable reference for agricultural investment information in EBRD countries of operation. Now MedAgri will lead the way in the SEMED region. If you would like to learn more about the networks, lessons learned and best practices in agri-food investment, please join us for a coffee break.

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TCI Investment Days 2013

17 December 2013

08:15	Welcome coffee (Turkish Lounge Floor -1)
08:45	Opening – Introduction - (Italian Room Floor -1) Laurent Thomas, ADG, TC / Kevin Cleaver, Associate Vice President, Programme, Management Department, IFAD / Gustavo Merino, Director, TCI
09:30	Coffee break (Turkish Lounge Floor -1) – SIDE EVENT: “LEARNING about Social Analysis”
THEME 1: EXPLORING WAYS TO ENHANCE PARTNERSHIPS FOR INVESTMENT IN AGRICULTURE AND FOOD SECURITY	

PLENARY SESSION I

10:00 Status of FAO Investment Centre partnerships with IFAD, EBRD and World Bank, and ways to enhance collaboration	
Room	Italian Room (Floor -1)
Organizers	Gustavo Merino, TCID Benoist Veillerette, TCIB Mohamed Manssouri, TCID
Abstract	<p>The purpose of this session is to discuss means for enhancing the partnership between TCI and its four main partner International Financial Institutions (IFIs) and to deliver better services to member countries and intended target groups. The World Bank (WB), the International Fund for Agricultural Development (IFAD) and the European Bank for Reconstruction and Development (EBRD) are long-standing partners of the Investment Centre (TCI) since 85% of TCI’s work is delivered in collaboration with them. Since 2012, collaboration with the International Finance Corporation (IFC) has also emerged as a promising venture.</p> <p>The session will begin with a brief presentation of the status of each partnership (World Bank, IFAD, EBRD and IFC), emphasizing the main strengths, a concise assessment of the instruments used, and most salient trends and experiences. This introduction may reveal interesting or innovative collaborative arrangements that could be further scaled up. The presentation will be followed by a facilitated discussion between the representatives of the five partners in “Talk Show” format and a dialogue with all participants. Issues to be discussed will include: emerging trends in investments in agriculture, food security and nutrition; IFI respective strengths and where they can make a difference; challenges for delivering better quality work; partners’ expectations to respond better to country needs; and main recommendations for TCI and IFIs to collaborate more effectively and efficiently.</p>

Moderators	Mohamed Manssouri, TCID
Speakers	Kevin Cleaver, Associate Vice President, Programme, Management Department, IFAD Laurent Msellati, Sector Manager Latin America and the Caribbean Region (LAC), WB Victoria Zinchuk, Technical Cooperation Policy Dialogue and Business Advisory, SME, EBRD Gustavo Merino, TCI Director Bradford Robert, Senior Operations Officer- GAFSP, Sustainable Business Advisory, IFC
12:00	Lunch (Turkish Lounge Floor -1)
13:30/15:00	THEME 2: INVEST IN AGRICULTURE ADAPTATION TO AND MITIGATION OF CLIMATE CHANGE

PARALLEL SESSIONS

Parallel 1: CSA in practice: Examples of Conservation Agriculture and SRI

Room	Oval Room (Floor -1)
Organizers	Turi Fileccia, TCIC Zhijun Chen, TCIB
Abstract	This session will provide a brief introduction on conservation agriculture (CA) and its global adoption. Specifics will be exemplified by a World Bank project in Kazakhstan that has contributed to the advancement of CA in the country and a study with World Bank support to verify the potential of CA adoption in Ukraine. The session will also include a brief introduction of the concepts and key management practices of System of Rice Intensification. Examples will highlight the opportunities and practical issues for yield enhancement, and adaptation to and mitigation of climate change. Discussions will follow regarding the advantages of this technology in the country.
Moderators	Claudio Gregorio, TCIC
	Presentation 1a: TCI support to conservation agriculture in Kazakhstan and Ukraine
Speakers	Maurizio Guadagni, Senior Rural Development Specialist, World Bank Turi Fileccia, TCIC
	Presentation 1b: FAO activities on adoption and promotion of CA in Central Asia
Speakers	Hafiz Muminjanov, Plant Production and Protection Officer, FAOSEC
	Presentation 1c: Systems for Rice Intensification (SRI)
Speakers	Selvaraju Ramasamy, NRC

Parallel 2 : Climate Smart Agriculture (CSA) - Policy and economic analysis as a basis for investment decisions

Room	Italian Room (Floor -1)
Organizers	Astrid Agostini, TCID Bjorn Conrad, TCIB

Abstract	The Economics and Policy Innovations for Climate-Smart Agriculture (EPIC) program will emphasize the use of in-depth policy and economic analysis of Climate Smart Agriculture (CSA) as a basis for investment project design and decision-making. The session will then zoom in on one particular aspect of analysis: carbon tools (ex-ante calculation of carbon benefits).
Moderators	Astrid Agostini, TCID Bjorn Conrad, TCIB
	Presentation 2a: Presentation of the Economics and Policy Innovations for Climate-Smart Agriculture (EPIC) program; using in-depth policy and economic analysis of CSA as a basis for investment project design and decision-making
Speakers	Romina Cavatassi, ESA Bjorn Conrad, TCIB
	Presentation 2b: Zoom into carbon tools (ex-ante calculation of carbon benefits)
Speakers	Uwe Grewer, ESA
Parallel 3: Financial instruments for adaptation and mitigation	
Room	C600 Room (Floor 6 Building C)
Organizers	Barbara Cooney, TCID Leslie Lipper, ESA
Abstract	This session will focus on how to access the Global Environmental Facility (GEF), Least Developed Countries Fund (LDCF), and the Special Climate Change Fund (SCCF) (as financing mechanisms for climate change mitigation (GEF) and climate change adaptation (LDCF and SCCF)). Firstly, the history and role of the three funds in the overall climate change financing framework will be introduced. Participants will then learn about strategies, eligibility criteria, and examples of approved projects for each fund. The session will also benefit from an IFAD contribution which will generally present the Adaptation for Smallholder Agriculture Programme (ASAP). ASAP is a new financing window within IFAD to make climate finance work for smallholder farmers. ASAP is a grant co-financing program with US\$ 320 million in contributions and pledges from the governments of the UK, Netherlands, Canada, Sweden, Norway and Belgium. Its objective is to improve the resilience and adaptive capacity of at least 8 million smallholder farmers by blending climate risk management and climate change adaptation actions with IFAD-supported investment programmes. In the assigned session, IFAD will reflect on experiences from the first year of ASAP programming and share some lessons learned on how the programme is helping IFAD to internalize and mainstream climate change issues.
Moderators	Leslie Lipper, ESA
	Presentation 3a: Financing under Global Environmental Facility (GEF) including Least Developed Countries Fund (LDCF) and Special Climate Change Fund (SCCF), looking at the challenges for the next replenishment
Speakers	Barbara Cooney, GEF unit, TCID
	Presentation 3b: IFAD Adaptation for Smallholder Agriculture Programme (ASAP)
Speakers	Gernot Laganda, Adaptation Specialist, IFAD
15:00	Coffee break (Turkish Lounge Floor -1) - SIDE EVENT: "EastAgri & MedAgri: Where networking matters"

PLENARY SESSION II

15:30/17:00 CLIMATE SMART AGRICULTURE: "WINDOW DRESSING, ICING ON THE CAKE, OR A FUNDAMENTAL TRANSFORMATION FOR AGRICULTURAL INVESTMENT?"	
Room	Italian Room (Floor -1)
Organizers	Bjorn Conrad, TCIB Astrid Agostini, TCID Zhijun Chen, TCIB
Abstract	<p>The session will draw on the outcomes of the three parallel sessions and address the overarching topic, "Climate Smart Agriculture: Window-dressing, icing on the cake, or fundamental transformation of agricultural investments?", including implications for TCI and its efforts to mainstream Climate Change (CC) into agricultural investments.</p> <p>Three complementary interventions are proposed: a keynote speech that reviews and draws upon CC and agricultural policies/strategies of key players (i.e. countries, IFIs); a review of key players' points of concurrence regarding the CC agenda; and a move towards a streamlined focus for implementation. This last point may require a discussion of how similar terms are used by key players in different ways, in order to define these terms for the audience and to underline disharmony. The speaker should highlight how closely "real action" has followed statements of intent in these policies. Drawing upon this review, the intervention should aim to present an "answer" to the plenary lead question.</p>
Moderators	Bjorn Conrad, TCIB Astrid Agostini, TCID
Speakers	Ding Ping, Deputy Director, China State Office of Agricultural Comprehensive Development, Ministry of Finance, China Elwyn Grainger-Jones, Director of Climate and Environment Division, IFAD Leslie Lipper, ESA

PARALLEL SESSIONS

08:30/10:00 **THEME 3: INVEST IN SMALLHOLDER FARMERS AND THEIR ORGANIZATIONS**

Parallel 1: Smallholder-based Organizations in markets

Room C300 Room (Floor 3 Building C)

Organizers Vincenzo Galastro, IFAD
Yamina Cherrou, TCIA

Abstract This parallel session will address market-oriented smallholder agriculture in a challenging context, through two examples. First, IFAD's experience in Niger, highlighting the contributions of the Regional Chamber of Agriculture (CRA) in the emergence of rural agricultural commodity markets in Niger. Second, producer-oriented market information systems in West Africa will be discussed through practical examples in Burkina Faso, Cote d'Ivoire and Senegal.

Moderators Yamina Cherrou, TCIA

Presentation 1a: Market-oriented smallholder agriculture in a challenging context: IFAD's experience in Niger

Speakers Thierry Lassalle, Consultant, IFAD
Boubacar Dan Marafa, Secretary General, Regional Chamber of Agriculture, Maradi, Niger
Hassane Issa, Marketing Specialist, Niger

Presentation 1b: Empowering small farmers and their organizations through economic intelligence: Cote D'Ivoire, Burkina Faso and Senegal experiences

Speakers Pierre Ricau, Agro Markets Analyst at RONGEAD, Cote D'Ivoire

Parallel 2: Partnership with Smallholder-based organizations

Room Italian Room (Floor -1)

Organizers Roberto Longo, IFAD
Florentina Williamson-Noble, TCIB

Abstract This session will explore different ways farmers' organizations (FOs) of smallholders can be included as partners in our investment work. This will include a review of how FOs can be partners both in the design stage of development projects (involving FOs as members of the design team, holding special consultations to gather their views, validating the approach proposed with FO representatives, etc.) and how projects can be articulated in support of FOs. The latter will be demonstrated through three different cases: Liberia with export crops and cooperatives, Guinea with support in partnership with the National Confederation of FOs, and Côte d'Ivoire in support of regional FOs. The specific case of Bangladesh will highlight how FO networks can be developed in order to become stronger partners in investment programming. Come ready to exchange ideas and perspectives on how TCI can become more inclusive of "non-traditional partners" in its work.

Moderators Pamela Pozarny, TCIA

	Presentation 2a: Building a national farmers' organization (FO) network in Bangladesh
Speakers	Florentina Williamson-Noble, TCIB Imanun Nabi Khan, Institutional Development Expert, FAOBD
	Presentation 2b: Approaches to working with FOs in the design and implementation of investment strategies and programmes
Speakers	Roberto Longo, IFAD
Parallel 3: Policies and strategies to enable Smallholder-based agricultural development	
Room	Oval Room (Floor -1)
Organizers	Mohamed Manssouri, TCID Abdoulaye Mbaye, TCIA Nora Ourabah, OCP
Abstract	<p>The main purpose of this session is to discuss and reflect on policies that enable smallholder-based agricultural development and investment. Three presentations will be made to give concrete examples. The first example will draw from experience encouraging farmer leadership in Togo. After more than 20 years of political instability, Togo resumed its development path in 2010. An agricultural development strategy supported by several investment programmes was then elaborated. Farmers' organizations in Togo have participated in all phases of these developments. As a result, they effectively used the policy space, acquired better capacities, and ultimately became indispensable partners by participating in policy dialogue and investment programmes.</p> <p>The second presentation will address policies for promoting farm-level investments. While the global development debate concentrates on the mobilization of public investments on the one side, and the promotion of the corporate private sector on the other, a large proportion of investments in agriculture are made by farmers, mostly smallholders. Considering the specific economic and social context of smallholders, the presentation will discuss the critical policies for fostering farm-level investments, which in return will contribute to increasing other investments along the agricultural and food value chains.</p> <p>The third presentation will highlight critical features of enabling policies for smallholder-based agricultural development. Building on the work of the High-Level Panel of Experts of the Committee on Food Security on smallholder agriculture, the presentation will address key policy features for developing and implementing an agricultural policy that enables smallholder-based agricultural development.</p>
Moderators	Abdoulaye Mbaye, TCIA Nora Ourabah, OCP
	Presentation 3a: (Re)building genuine farmer leadership in Togo
Speakers	Lazare Hoton, TCIA Oury Diallo, TCIA
	Presentation 3b: Policies for promoting farm-level investment
Speakers	Saifullah Syed, TCID
	Presentation 3c: Critical features of enabling policies for smallholder-based agricultural development
Speakers	Pierre Marie Bosc, CIRAD
10:00	Coffee break (Turkish Lounge Floor -1)

PLENARY SESSION III

10:30/12:00	Investing in smallholder-based agriculture: Unleashing smallholder farmers' potential (innovation, investments, human, social and political capital)	
Room	Italian Room (Floor -1)	
Organizers	Jean-Philippe Audinet, IFAD Mohamed Manssouri, TCID Yamina Cherrou, TCIA	
Abstract	<p>This session will discuss how to unleash the potential of smallholder farmers in terms of innovation, investments, and human, social and political capital development. It strongly builds on the work of the High-Level Panel of Experts of the Committee on Food Security on investing in smallholder agriculture, calling for a New Deal for Smallholders, who constitute the large majority of farms in the world. Leaders of farmers' organizations will participate in the session to provide their perspectives on how public and private investments could be shaped for the promotion and the development of smallholder-based agriculture. The speakers will also discuss how to overcome constraints to investment, including farm-level investment by smallholder farmers themselves, which represents the largest part of total investment in agriculture.</p> <p>The speakers will also discuss means for fostering policy dialogue and partnerships at national, regional and global levels, including through the Global Farmers' Forum, which is a process for consultation and dialogue between small farmers' and rural producers' organizations, IFAD, and governments that focuses on rural development and poverty reduction. FAO will also present the 2014 International Year of Family Farming (IYFF) as a way to raise the profile of family farming and smallholder agriculture by focusing world attention on its significant role in eradicating hunger and poverty, managing natural resources, protecting the environment, and achieving sustainable development.</p>	
Moderators	Jean-Philippe Audinet, IFAD	
Speakers	Pierre Marie Bosc, CIRAD Mamadou Cissokho, ROPPA Esther Penunia, AFA Francesco Pierri, OCP (2014 International Year of Family Farming)	
12:00	Lunch (Turkish Lounge Floor -1)	
13:00/14:30	THEME 4: INVEST IN EFFECTIVE FOOD VALUE CHAINS	

PARALLEL SESSIONS

Parallel 1: How to overcome the curse of smallness? Effective business models from the Central America and Central Asia		
Room	Italian Room (Floor -1)	
Organizers	Inna Punda, TCIC Mario Castejon, TCIC	

Abstract	Two scales and types of interventions from different regions and cultural backdrops will be showcased during this session. Firstly, a public-private partnership (PPP) business model used in a World Bank-financed project in Honduras will be presented. The government provided matching grants and technical and business development assistance for this project, coupled with financing from private banks. Alliances between farmer groups and established market partners has been generating positive results with respect to market access and leveraging private investment in selected value chains. Secondly, the experience of organized yak herders in the remote highlands of Tajikistan will be presented. The project is an FAO-funded technical assistance project implemented under the REU Regional Initiative on Agrarian Structures. The early results show that market intelligence and technology adoption are key elements to sustainable value chain development.
Moderators	Inna Punda, TCIC Mario Castejon, TCIC
Presentation 1a: Linking remote yak herders to the markets: experience from Tajikistan	
Speakers	Abdilaziz Gulomaydarov, Zenghi-Baba, LLC, Yak Herders' group Farid Shirinjonov, HORECA sector partner, Segafredo restaurant
Presentation 1b: Forging greater market access for small-scale/family farmers- experience from Honduras	
Speakers	Edward Bresnayan Jr., Senior Rural Development Specialist, Task Team Leader, World Bank Raúl Alemán, Technical Director, Rural Competitiveness Project, Honduras
Parallel 2: Loss and waste reduction	
Room	C300 Room (Floor 3 Building C)
Organizers	Divine Njie, AGS Eugenia Serova, AGS
Abstract	It is estimated that nearly one billion people in the world are chronically hungry and as many as two billion are malnourished. At the same time, roughly one-third of the food produced in the world for human consumption is lost or wasted. This session will highlight key intervention areas for reducing food losses and waste, distinguishing between the needs in programmes targeting losses from those targeting waste reduction. Changes in approaches addressing food losses which prioritize systemic interventions will be discussed and the related implications in the investment programmes will be highlighted. The different roles of the private and public sector will be explored, drawing on country experiences and lessons from the Save Food Initiative. The expected outcome is that TCI can be better informed about on-going work in food loss and waste reduction, which can in turn be mainstreamed into its investment work. The session will begin with brief presentations by three speakers, followed by open discussions involving the audience.
Moderators	Divine Njie, AGS
Presentation 2: Investing in food losses and waste reduction programs	
Speakers	Nuhu H. Hatibu, CEO - Kilimo Trust, East Africa Vijay Bhatia, Retired Director, Indian Agricultural Statistics Research Institute (IASRI) Robert Van Otterdijk, AGSD

Parallel 3: Leveraging Private Investments

Room	Oval Room (Floor -1)
Organizers	Nuno Santos, TCIC Alessandro Marini, IFAD
Abstract	The key objective of the session is to assess alternative models of leveraging private investments for improved food value chain efficiency and inclusiveness and, in particular, to identify possible entry points for IFIs. More specifically, two main approaches will be presented for discussion: (i) public-private dialogue processes in support of private investment and food value chain efficiency – the experience of FAO/EBRD collaboration, and; (ii) facilitation of commercial partnerships between smallholder farmers and private sector investors in the context of public sector projects – the experience of IFAD-supported projects.
Moderators	Nuno Santos, TCIC
	Presentation 3a: Leveraging private investment – Challenges and opportunities in promoting public-private policy dialogue
Speakers	Andriy Dykun, President of Ukrainian Dairy Farmers' Association Iride Ceccacci, Food Security - Office of the Chief Economist, EBRD Emmanuel Hidier, TCIC Dmitry Prikhodko, TCIC Andriy Yarmak, TCIC Nuno Santos, TCIC
	Presentation 3b: Public-private-producers partnerships for efficient and inclusive value-chains – The case of oil palm in Uganda (IFAD-supported project)
Speakers	Alessandro Marini, IFAD Nelson Basaalidde, General Manager, Kalangala Oil Palm Growers Trust, KOPGT

Parallel 4: From Farm to Fork - Agri Benchmark-based analysis for beef and rice

Room	C600 Room (Floor 6 Building C)
Organizers	Gunther Feiler, TCID
Abstract	The purpose of this session is to demonstrate the importance of production costs and production system information for value chain development. Realizing a high technical performance on-farm and obtaining high farm gate prices is key for the economic success of farmers. On-farm investments and efficient value chains are both prerequisites for achieving these goals. In this parallel session, two examples from Asia are discussed using the Agri Benchmark approach for analysis. In the first example of Indonesia, key questions will include: Which investments help traditional Indonesian markets to transform and meet consumer demands in terms of hygiene, quality, environmental, and animal welfare standards? What are possible points of entry for investments to reduce losses, improve quality and increase prices and revenue for producers? In the second example, poor quality of rice is one of the main reasons for low rice prices generated by farmers in countries such as Cambodia, Laos and Vietnam. Comparing different rice producers with world standards raises the question: what kind of investments and organizational design is needed to improve productivity at the farm level and to create a sustainable rice storage and processing industry in the countries mentioned?

Abstract	Both case studies use the Agri Benchmark approach, applying internationally standardized methods to analyze farms, production systems, and their profitability. Together with a strong, global network of researchers and practitioners, it is possible to compare data across countries.
Moderators	Gunther Feiler, TCID
	Presentation 4a: Retail outlets selling meat in Indonesia
Speakers	Yelto Zimmer, Coordinator Agri Benchmark Cash Crop, Thünen Institute, Germany
	Presentation 4b: Sustainable rice storage and processing industry in Vietnam, Laos and Cambodia
Speakers	Claus Deblitz, Agricultural Economist, Thünen Institute, Germany
14:30	Coffee Break (Turkish Lounge Floor -1)

PLENARY SESSION IV

15:00/16:30	Investing in efficient and effective food value chains
Room	Italian Room (Floor -1)
Organizers	Eugenia Serova, AGS Gunther Feiler, TCID Guy Evers, TCID
Abstract	This session aims to provide broad and diverse perspectives on ways for enhancing the effectiveness of food value chains. The following key points will be discussed: the need for sustainable intensification of smallholder farmers as a result of market transformation in global value chains; investments to reduce food waste and losses; and investments in inclusive business model linkages.
Moderators	Eugenia Serova, AGS Guy Evers, TCID
Speakers	Joost Gorter, Senior Consultant, NewForesight, Global Value Chains Nuhu H. Hatibu, CEO, Kilimo Trust, East Africa Joost Guijt, Coordinator "Seas of Change" initiative at Wageningen UR
16:30/18:00	Concluding Remarks (Italian Room Floor -1) Daniel Gustafson, DDG / Kevin Cleaver, Associate Vice President, Programme, Management Department, IFAD / Gustavo Merino, Director, TCI Cocktail (Turkish Lounge Floor -1) / TCI Awards / TCI Art Contest Winners

Speakers



Alemán Raúl

Raúl Alemán has experience in rural business development under the approach of building alliances in the context of value chains. He also has experience in establishing systems of participatory planning based on management by results, establishing monitoring and evaluation systems with participation of grassroots organizations and project preparation with international cooperation. Raul has participated in the design and development of knowledge management systems. He has been a FAO Consultant since 2001 with the Access to Land and Rural Competitiveness Project in Honduras. He has also been a consultant with international organizations in areas such as systematization of experiences, capacity building in organic farming and project evaluation. Raul is an Agronomist from the National University of Agriculture (UNA) in Honduras, Bachelor of Science in Agribusiness from Iowa State University, USA. He holds an MSc in Management of Local Development, Institute of Education and Development (ISEAD and Complutense University of Madrid).



Audinet Jean-Philippe

Jean-Philippe Audinet has been working in agricultural and rural development for 28 years. After field experiences in Haiti and Chad, he joined IFAD in 1990, where he served for 10 years as Evaluation Officer with a main focus on sub-Saharan Africa before joining the Policy Division, which he managed from 2005 to 2009. Jean-Philippe is currently Senior Technical Advisor in the Policy and Technical Advisory Division in the Programme Management Department of IFAD. His main areas of focus are smallholder agriculture development, land issues and peoples' empowerment in market relations and policy making. As coordinator of the Farmers' Forum at IFAD, he has been promoting a strong partnership with Farmers' Organizations in investment projects and policy dialogue. Jean-Philippe is an Economist by training and holds a Masters from Sorbonne University Paris.



Basaalidde Nelson

Nelson joined KOPGT in June 2006 as a pioneer Manager to start the implementation of a public-private partnership in oil palm plantation development among smallholder farmers. The target for the project is to develop a total of 40,000 ha of oil palm plantation on the Island District of Kalangala. During his 7 years at KOPGT, Nelson has gained useful experience from working with smallholders in the implementation of the oil palm component of the IFAD and Government of Uganda-funded Vegetable Oil Development Project (VODP). VODP has supported over 1,600 households to engage in profitable production of oil palm fruits through advance financing and by availing agricultural extension advice and marketing services to the smallholder farmers. Before joining KOPGT, Nelson worked with British American Tobacco Uganda (BATU) starting from a junior level and working up to the position of Leaf Export Manager.



Bhatia Vijay

Vijay Bhatia was the Director of the Indian Agricultural Statistics Research Institute (IASRI) from 2008-2013. From 1976 to 2003, he worked as a Scientist, Senior Scientist, and Principal Scientist, then In-charge (RCMU) from 2003-2008. While working as Director of IASRI, he was also a Professor of Agricultural Statistics from 2008-2011. In addition to his many honors and awards, Vijay is a member of the United Nations/FAO Steering Group for Agricultural Statistics and a member of the Scientific Advisory Committee for the FAO Global Strategy for Improvement of Agricultural and Rural Statistics. His research areas are agricultural statistics, statistical genetics and applied statistics. Vijay attended Hindu College, Delhi University, from 1967-70; Indian Agricultural Research Institute, 1970-72, 1985; Indian Agricultural Statistics Research Institute, New Delhi, 1972-73; B.Sc. 1970; M.Sc. 1972; PG Diploma (Agricultural Statistics) 1973; Ph.D. 1985.



Bosc Pierre-Marie

Pierre-Marie Bosc is a Senior Researcher and Agro-Economist at the Centre de Coopération Internationale en Recherche Agronomique pour le Développement (CIRAD) in Montpellier (France), UMR Moisa. After coordinating several collective reviews on the contribution of agronomic research to innovation and development processes in Sub-Saharan Africa, his research aimed at a better understanding of the nature and roles of Rural Producers' Organizations in development. In 1998 he conceived a research program in CIRAD called "Family agriculture and globalization", which he directed from 2002-2005. He initiated and is now fully involved as Scientific Coordinator of the World Agriculture Watch (WAW) International Initiative (FAO, IFAD, France), hosted by FAO to monitor the structural transformations of agriculture in order to feed policy debates. In 2012-13, he coordinated, as team leader, the preparation of the HLPE Report "Investing in smallholder agriculture" that was presented and discussed in CSA in October 2012.



Bresnayan Jr. Edward W.

Edward W. Bresnayan, Jr. is a Senior Rural Development Specialist at the World Bank, where he has worked since 1997 on agricultural and rural sector operations throughout Latin America, primarily in Brazil and Central America, and more recently in India. Edward's main areas of interest are community-driven development, particularly in Northeast Brazil, and market access for smallholder producers. Edward also served as a Peace Corps Volunteer to Honduras from 1985-1988, where he worked with rural artisans to build stronger, more financially viable businesses. Edward has a Ph.D. in Food and Resource Economics from the University of Florida (USA).



Ceccacci Iride

Iride Ceccacci is an expert in Agriculture and Food Security. She currently works for the European Bank for Reconstruction and Development (EBRD), where she is in charge of policy dialogue under the EBRD Private Sector for Food Security Initiative. Prior to this assignment, she worked in the Strategy and Policy Unit of the World Bank, Agriculture Department in Washington DC. She started her career at the UN World Food Program about 7 years ago. Her work brought her to Eastern European countries, Africa, the Middle East, Latin America and East Asia. Iride holds an MA from Johns Hopkins University School of Advanced International Studies (SAIS) in International Economics.



Cleaver Kevin

Kevin Cleaver, Associate Vice President, Programme Management Department, International Fund for Agriculture Development (IFAD), started his career as an Economist in Zaire's Ministry of Finance while completing research for his PhD in Economics at the Fletcher School of Law and Diplomacy. He worked with the World Bank from 1976 until 2006; and in September 2006, he joined IFAD, where he was head of the Programme Management Department. He manages the staff and programmes involved in IFAD's lending and grant operations with country clients and with organizations that receive grants from IFAD. Kevin manages five Regional Directors, a Policy and Technical Advisory Director, and a Director for Environment and Climate, as well as a front office of eight staff supporting the department. Since joining IFAD, he has worked in-country on projects and country strategies in Brazil, Mali, Nigeria, Sudan, Peru, Viet Nam, Guatemala, El Salvador, India and Egypt.



Dan Marafa Boubacar

Boubacar Dan Marafa was appointed General Secretary of the Maradi Regional Chamber of Agriculture (CRA) in 2012. Under the control of the CRA Executive Board, he coordinates all CRA activities. From 2008 to 2012, he was Programme Officer in charge of the agricultural market information system within the Network of Regional Chambers of Agriculture (RECA) in Niger. His main tasks were to compute and analyse data collected by informants posted in village information spots, to write up information notes on price trends, to train informants on data collection, and to provide technical support to farmers' organizations and regional Chambers of Agriculture. Boubacar graduated as Ingénieur des Techniques Agricoles (MSc Agriculture equivalent with a specialization in plant production).



Deblitz Claus

Dr. Claus Deblitz is an Agricultural Economist and works with the Thünen Institute of Farm Economics in Braunschweig, Germany. Claus is a specialist in the analysis of beef and sheep production systems, their economics, drivers and perspectives worldwide. In this context, he has been the coordinator of the global research network Agri benchmark Beef and Sheep for more than 10 years. Claus has more than 20 years of professional experience in international production systems analysis, benchmarking and policy analysis. He has long-term research experience in South America, USA, New Zealand and Australia. Claus is a co-founder of Agri Benchmark.



Dykun Andriy

Andriy Dykun is the President of the Association of Dairy Producers (ADP) in Ukraine. In 2003, he founded the agroconsulting company DYKUN, which helps Ukrainian farmers to learn best worldwide practices and apply them in Ukraine. The company also provides exchange programs for farmers from abroad to become acquainted with the experiences of Ukrainian farmers and leading agricultural enterprises. ADP was founded in 2009. The main aim of the Association is to help farmers to gain the best results and standards in milk production and to provide every citizen of Ukraine with natural, high-quality milk. ADP currently consists of more than 100 dairy farms all over the country. The average annual yield of the Association's enterprises is more than 1.5 times higher than average indexes in Ukraine.



Galastro Vincenzo

Vincenzo Galastro started his career as a Junior Forestry Officer in Brazil in 1981. He joined FAO in 1990 and until 1994 was outposted in Senegal and Burkina Faso as Forestry Officer assigned to the regional Programme “Forestry and Food Security in the Sahel Region”. He then spent a few years as a freelance consultant on Natural Resource/Environmental Management, during which time he collaborated with the World Bank, UNDP, and the European Commission on different NRM projects in Asia, Africa and Latin America. In 1997 he was appointed for a four year assignment as Senior Technical Advisor in Gabon, where he was responsible for the technical management and the supervision of the World Bank/GEF “Congo Basin Environmental Program”, which involved Gabon, Congo, RDC, Equatorial Guinea, CAR, Cameroon, Sao Tome and Principe. Vincenzo joined the IFAD Headquarters in Rome in 2001 as a Resource Mobilisation Officer and supervised

and co-ordinated the development of strategic and operational partnerships with donors members (Italy, France, Spain, Belgium, Luxembourg) and multilateral institutions (EU, laDB, World Bank, etc.). In May 2010, he joined the West and Central Africa division in IFAD’s Programme Management Department as Country Programme Manager for Niger. Vincenzo holds a Masters degree in Forestry Science.



Gorter Joost

Joost Gorter is a consultant with NewForesight, where he manages market transformation projects, helping coalitions of multinationals develop comprehensive programs that will make agricultural sectors sustainable. His experience is primarily in the coffee and cocoa sector. Currently he is developing a national roadmap towards cocoa sustainability in Indonesia and working with the seven largest cocoa companies (through the Senior Leadership Council) in West Africa. He is also one of the lead authors of a forthcoming IFC study on sustainability in agro-commodities. Before joining NewForesight, Joost worked for the World Bank in Washington, DC and for the United Nations Industrial Development Organization (UNIDO) in China. He also worked as a consultant in Afghanistan, spending one year and a half advising various organizations on economic growth programs. He has an MA in History from the University of Amsterdam, studied Business Economics at the University of Hong Kong,

American Studies at Smith College, and holds an MA in International Relations and Economics from the Johns Hopkins University School of Advanced International Studies (SAIS).



Grainger-Jones Elwyn

Elwyn Grainger-Jones joined IFAD in September 2009 where he set up and now leads the new Environment and Climate Division and the created the innovative new Adaptation for Smallholder Agriculture Programme (ASAP). Before that, Elwyn set up and led the Climate and Environment Department in the UK's Department for International Development (DFID), which included managing UK's efforts to help design the Climate Investment Funds ('CIFs'). Other positions held include working in EBRD on the development of its energy efficiency portfolio and poverty impact assessment tools, working in the World Bank as their trade representative in Geneva, leading a World Bank report on export diversification and agriculture in Botswana, working as a DFID economist in South East Asia, and leading DFID's trade negotiations policy team. Elwyn started his career as an Overseas Development Institute fellow in Guyana in 1993, having studied economics at the London School of Economics and the University of Warwick.



Guadagni Maurizio

Maurizio Guadagni is a Senior Agricultural Specialist in the Europe and Central Asia region of the World Bank. He has more than 23 years of operational and analytical experience on agriculture, rural development, agribusiness, and natural resources management. His career spans over three regions: Europe and Central Asia, Latin America, and Africa, including field experience in Turkey, Kazakhstan, and Zambia. Maurizio worked on agricultural research and its links with technology adaptation and adoption. Recently he is focusing on the nexus between agriculture and climate change, trying to identify pragmatic examples of climate smart agriculture. He is the co-chair of the Sustainable Agriculture Systems, Knowledge, and Institutions Thematic Group of the World Bank.



Guijt Joost

Joost Guijt has more than 20 years of international experience with sustainable agriculture. Currently Joost works at the Centre of Development Innovation, Wageningen University and Research Centre, as Senior Advisor Inclusive agrimarkets. His work focuses on developing more inclusive ways of doing agribusiness, much of it done in collaboration with the Sustainable Food Lab under the "Seas of Change" program. This brings together businesses, knowledge institutes, NGO's and producer organisations to tackle issues around 'scaling inclusive agrimarkets'.



Gulomaydarov Abdilaziz

Abdulaziz Gulaymadarov is a yak herder from the Eastern Pamirs of Tajikistan. He lives in a small village called Kuna-Kurgan ("old fortress" in Kyrgyz). With a Bachelor degree equivalent in Economics, he has been a livestock farmer for the last 18 years. In 2000, fellow herders elected Abdulaziz the Chairman of the local Association of Livestock Farmers, an entity whose key function is to manage access to pastures. In May 2013, during an FAO mobilization workshop, district herders agreed that they must unite to overcome regional isolation and take advantage of the growing meat market in the capital. Recognized by district herders for his leadership qualities, and in particular for his sense of entrepreneurship, deep knowledge of livestock farming, reputation and communication skills, Abdulaziz was elected as the leader of the future Livestock Producers' Group Zenghi-Baba, LLC.



Hatibu Nuhu

Nuhu Hatibu is the CEO of Kilimo Trust, a not-for-profit organization with the mission to catalyze the growth and competitiveness of strategic agricultural sectors for the benefit of a large number of people in the East Africa Community (EAC) Region. The Trust focuses on making markets work to reduce poverty through the development of agricultural value chains to effectively link smallholders to markets. Before joining Kilimo Trust in October 2007, Nuhu was the founding regional coordinator of the Soil and Water Management Network for East, Central, and Southern Africa (SWMnet). With the support of IFAD, SWMnet accelerated the development and adoption of policy, institutional and technological innovations for holistic management of water for agriculture in the region. From 1983 to 2003, Nuhu was a Professor with the Sokoine University of Agriculture in Tanzania where he was the Dean of the Faculty of Agriculture from 1997 to 1998. Nuhu is experienced in the development and management of

agricultural value chains, knowledge management, strategy formulation, and in capacity building. Since joining Kilimo Trust, he has developed skills and approaches for working with the private sector, especially agribusinesses and commercial banks. He has experience working with officials including Parliamentary Committees, Ministers, and Permanent Secretaries, and has organized and facilitated policy dialogues sessions of ministers and made key addresses to Summit Meetings of Presidents in East Africa. Nuhu holds a PhD in Agricultural Engineering.



Issa Hassane

Hassane Issa is an Agronomist trained in the protection of the environment and the improvement of Sahelian farming systems. He was appointed as Research Assistant in the inter-university program between University of Niamey and University of Lausanne in Switzerland from 1995 to 1999 in the Western regions of Niger. He studied and contributed to several publications on practical farmer skills and the population's inner capacities to innovate. Since 2002, he has been working in IFAD co-financed projects in the Maradi region of Niger that promote farmers' initiatives and innovations. He currently works within the Project to Support Food Security and Development in Maradi region (PASADEM), as officer in charge of strengthening capacities of farmers' organizations and facilitating social engineering processes within economic development clusters to enhance rural populations' food security and incomes.



Laganda Gernot

Gernot Laganda is coordinator of the Adaptation for Smallholder Agriculture Programme (ASAP) at the International Fund for Agricultural Development (IFAD). For the past 15 years, he has managed projects and programmes at the interface between rural development and disaster management, holding posts with NGOs (Afghanistan, Tajikistan, Chechnya), bilateral Development Agencies (Austria), and UN agencies (South Africa, Thailand). For the past 5 years, Gernot served as UNDP's Regional Technical Advisor for Climate Change Adaptation in Asia and the Pacific, providing advisory services to more than 20 countries on how to access, sequence and combine different sources of climate finance for the effective management of climate risks in a changing environment. Gernot has technical expertise in climate change adaptation, disaster risk management, vulnerability and capacity analysis, natural resource management and



Lassalle Thierry

Thierry Lassalle has been involved in supporting rural development processes in African countries for the last 25 years. At first posted in Higher Education Institutions in Eastern and Southern Africa (Tanzania and South Africa), he contributed to strengthening rural civil society organizations at local, national and sub-regional levels. Since the mid-1990s, he has advised the Tanzanian farmers' movement (MVIWATA) in various key sectors: institutional development, networking, rural bulk markets development. For 10 years, he worked for GRET, an international French NGO, where he was supporting organized actors of social transformation in Eastern and Southern Africa. As consultant, he is currently collaborating with various African governments (Niger, Rwanda) and multilateral agencies (IFAD, FAO, WB) to advise and promote a market-oriented family farming-based agriculture to better feed urban centres.



Longo Roberto

Roberto Longo is an Economist with 15 years of experience in Agricultural and Rural Development (ARD) and rural poverty reduction. He has extensive experience providing advisory support on ARD issues from the global level, providing support to the international policy debate at the national and grassroots level, and providing advisory support to agriculture and rural development projects. His thematic expertise is at the crossroads between trade and market development, from trade to value chain development. Roberto has supported the development of rural people institutions (cooperatives, Farmer Organizations) and over the last 7 years, he provided support to the development of IFAD corporate partnerships with Farmer Organizations in the context of the Farmers' Forum process. He has extensive knowledge of the African context and field knowledge of 20 countries, namely Burkina Faso, Burundi, Côte d'Ivoire, DR

Congo, Republic of Congo, Equatorial Guinea, Guinea, Kenya, Madagascar, Morocco, Mozambique, Namibia, Nigeria, Rwanda, Senegal, South Africa, Swaziland, Tanzania, Tunisia, Uganda and Zimbabwe.



Marini Alessandro

Alessandro Marini is a development economist with more than 15 years of professional experience in rural economic development with non-governmental organizations, public sector agencies in developing countries, and international organizations, including the United Nations. He has considerable experience in designing, implementing, and supervising investment projects in addition to formulating policies and facilitating policy dialogue. Since 2007 he has been a Country Programme Manager with the International Fund for Agricultural Development (IFAD), where he has been in charge of IFAD operations initially in Mozambique and currently in Uganda. He has worked in different geographic areas for both long and short-term assignments, primarily, though not exclusively, in Sub-Saharan Africa. Alessandro holds an MA in Development Economics from the University of Sussex in Brighton, UK and a Diploma di Laurea in Economics from Luigi Bocconi University in Milan, Italy.



Msellati Laurent

Laurent Msellati is the Sector Manager for Agriculture and Rural Development in the Latin America and the Caribbean Region (LCSAR) at the World Bank. Previously, Laurent, a French national, held various positions with the World Bank in the Middle East and North Africa (MNA), East Asia and the Pacific (EAP) and Latin America (LAC), including field assignments in Morocco between 1998-2001 as Senior Operations Officer, and in Vietnam between 2003-2008 as Portfolio and Operations Manager. Laurent's pre-Bank experience includes work in a veterinary practice in France; in the private sector in Argentina; for the European Union in Bolivia; and in agriculture research in France (CIRAD). He has also collaborated extensively with FAO and the World Organization of Animal Health (OIE). Most recently, he served as the editor for a "special issue" of the Scientific and Technical Review of OIE on "Good Governance and Financing of Efficient Veterinary Services" (August 2012). Laurent has an MBA in Finance and Economics

from the Università Commerciale Luigi Bocconi (Italy), and a Doctorate degree in Veterinary Medicine from the École Nationale Vétérinaire de Nantes (France).



Penunia Esther

Ms. Ma. Estrella Penunia, or Esther, is Secretary General of the Asian Farmers' Association (AFA), a regional alliance of national farmers' organizations (FOs) in Asia. Established in 2002, AFA is currently composed of 13 national FOs in 10 countries, representing around 11 million small-scale men and women farmers. AFA carries out programs on policy advocacy, knowledge management, enterprise development and governance. It conducts activities related to policy information, analyses and campaigns as well as dialogues with decision makers, both at national and regional levels. It also provides technical and managerial support to members' initiatives on farmers' organizing and empowerment, organizational development and management, access to natural and production resources, sustainable agriculture, equity-led marketing, and trading. Finally, AFA develops projects along these areas that are implemented in selected countries. As a social development worker, Esther



Ding Ping

Ding Ping is the Deputy Director of the China State Office of Agricultural Comprehensive Development in the Chinese Ministry of Finance. He was previously a research assistant at the Chinese Academy of Agricultural Science under the Ministry of Agriculture. In 2001, he was transferred to the State Office of Comprehensive Agriculture Development under the Ministry of Finance. He is responsible for the management of the Integrated Modern Agricultural Development Project financed by the World Bank. He also managed the implementation of the Irrigated Agriculture Intensification III Project (IAIL3) financed by the World Bank and the Mainstreaming Climate Change Adaptation in Irrigated Agriculture Project financed by GEF, which both closed in 2011. Ding has a Masters' degree in Agricultural Economic Management from the Huazhong Agriculture University in China.



Ricau Pierre

Pierre Ricau has worked at the French NGO RONGEAD since 2010. With RONGEAD and its partners, Pierre has participated in the building and improvement of a Market Information Service, N'Kalô, which provides information and advice on market strategies to farmers, farmers' organizations, traders and processors. N'Kalô is currently implemented in Côte d'Ivoire, Burkina Faso, Mali, Sénégal and Tchad. It has published weekly market reports on cashew nut, sesame seed, shea, maize and onion to market stakeholders. Pierre is an Agro-Economist and graduated from Science-Po and Sorbonne University with a specialization in agricultural markets.



Shirinjonov Farid

Farid Shirinjonov works for a private company in Dushanbe, Tajikistan, as Manager of its two projects: Italian Café "Segafredo Zanetti Espresso" and a Water Park "Delphin". With a University degree in Foreign Languages and a diploma from a Moscow Business School in Restaurant Management, he's devoted eight years of his fast-grown career to the development of the local HORECA sector. Segafredo was the first restaurant in the capital to offer premium cuisine and foreign coffee brands and is the most popular café among the foreigners today. At Segafredo, Farid supervises a team of over 100 people and is responsible for restaurant operations. He is particularly dedicated to developing the company's marketing strategy, compliance with food safety and quality standards, relations with contractors, and professional staff development. Before delving into the restaurant business, Farid worked as a Sales Manager in Tcell, the largest Mobile



Company in the country. Prior to this, he was a French teacher. Farid also works as a volunteer at the Ismaili Center of Dushanbe where he is responsible for Human Resources.

Zimmer Yelto

Since 2004 Yelto Zimmer has been a Senior Economist at the Thünen Institute of Farm Economics. He manages the global non-profit network of agricultural economists Agri Benchmark Cash Crop, which is based on a public-private partnership. The network comprises leading economists from all major crop-producing countries. Its main purpose is to analyze production systems and their economics and perspectives. Yelto has a proven track record of analyzing major trends in global crop production and disseminating reliable information for decision makers. His most recent work focuses on competitiveness of EU isoglucose vs. sugar, the economics of specialty crops in Kazakhstan, and corn production in the Russian Federation. He is the supervisor of a research project on the competitiveness of agro holdings in Ukraine and on the economic perspectives of rice production in South-East Asia, which is funded by FAO. As a co-author of a comprehensive report to the German Federal Ministry of Agricultural, he

has in-depth insights in the economic evaluation of biofuel policies. Yelto holds a PhD in agricultural economics from the University of Göttingen. He is a member of the Editorial Board of the “International Journal of Agricultural Management” and he is an honorary professor at the Beijing University of Agriculture, China.’



Zinchuk Victoria

Victoria Zinchuk is Head of SMEs, Technical Cooperation and Advisory Services at the Agribusiness Department of the European Bank for Reconstruction and Development (EBRD). She supervises the implementation of SME investment projects in the agribusiness sector and manages stakeholder relationships with private investors, government officials and financial institutions. Victoria has been contributing to the work of the EBRD for 12 years. As a Senior Banker she led debt and equity transactions, monitored investments and advised on project structuring in the agribusiness sector in CEE and CIS countries. Victoria holds a Master’s degree in Banking and Finance from the Kiev State University of Economics, Ukraine and the University of Central England, Birmingham.

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