



AGRO-INDUSTRY 2008

HARVESTING BUSINESS & INVESTMENT OPPORTUNITIES IN SOUTHERN AFRICA

Dar-Es-Salaam, Tanzania, 6-8 May 2008

What is Agro-Industry 2008?

The EU-SADC Agro-Industry 2008 Sector Partnership Meeting is a forum where promoters and entrepreneurs from the Southern African region will represent a carefully selected range of new and high quality business development projects in the agriculture, food and agri-related sectors to interested European and other international and Southern African businesses.

EU business and other international firms will have the opportunity to meet in one place with potential agro-industry partners from all 14 countries of the SADC region. The main focus of Agro-Industry 2008 will be the facilitation of one-to-one business meetings between European, international and Southern African enterprises.

Agro-Industry 2008 is the fifth in a series of investment promotion meetings funded by the EU-Southern Africa Investment Promotion Programme (ESIPP), and focuses on the agriculture, food and agri-related sectors in the 14 countries of the Southern African Development Community (SADC) region by encouraging international financial, technical and commercial partnerships.

Are you seeking an excellent agro-industry business or investment opportunity in Southern Africa?

Have you an agro-industry project in Southern Africa seeking investment or business opportunities?

Agro-Industry 2008 will match the owners of SADC agro-industry projects, who are seeking investment and/or knowledge, with potential investors who are seeking agro-industry projects of excellence in the Southern African Development Community (SADC) region, a market of 200m+ people.



What Benefits Can Participants Expect At Agro-Industry 2008?

Participants can benefit in many ways from participation in Agro-Industry 2008, but principally, as follows:

- A venue to make the right business contacts with companies from European, international and Southern African countries interested in investing and/or establishing partnerships with SADC-based companies and enterprises;
- An unique opportunity for companies from SADC, EU and other international countries to meet each other in one place, over a 3-day period, at low cost and in a professionally facilitated business-friendly environment;
- Preferred access to financial and development institutions (such as the European Investment Bank (EIB), the Centre for Development Enterprise (CDE) etc.), and contact with high-ranking representatives of Government Ministries and intermediary organisations;
- A comprehensive analysis and report on the Agro-Industry Sector in Southern Africa, highlighting selected and relevant business and investment opportunities in the SADC region;
- Round-table discussions, workshops and other organised networking opportunities providing all participants with a focused platform to discuss and debate topical business issues;
- Following the event, certain business ventures demonstrating sound commercial and/or investment potential may be eligible for additional assistance from other European Community programmes.



What Sectors Are Targeted?

Agro-Industry 2008 incorporates a diverse and attractive range of business and product sectors, including the following:

Agriculture (Food)

- Cereals, Beans/Pulses, Oilseeds and Nuts
- Fisheries and Aquaculture
- Fruits and Vegetables
- Herbs and Spices
- Livestock and Dairy
- Sugarcane, Coffee, Tea and Cocoa

Agriculture (Non-Food)

- Cotton and Sisal
- Flowers
- Tobacco

Agro-Industry & Value-Adding (Food)

- Fish Processing
- Fresh Packing
- Fruit and Vegetable Processing
- Meat and Dairy Processing
- Oil Seed and Nut Processing
- Sugar Processing
- Wheat and Maize Milling

Agro-Industry & Value-Adding (Non-Food)

- Bio-fuel Processing
- Natural Textiles and Dyes Processing

Agro-Industry Input Supply & Services

- Agricultural Tools and Machinery
- Crop Protection and Fertilizers
- Irrigation Equipment
- Livestock Genetics
- Logistics and Transport
- Packaging and Labelling
- Quality Assurance Schemes and Certification
- Seeds and Seedlings

All stages of project development will be considered (i.e. from primary production through to agri-processing/value-adding to marketing and distribution), provided established criteria are met. Particular emphasis will be given to identifying and promoting value-adding business and investment opportunities.



Who Should Apply?

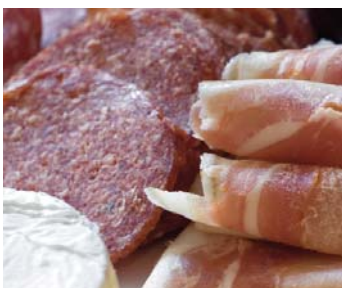
Every agri-business enterprise interested in investing, establishing and/or assisting the development of the Agro-Industry Sector in the SADC region is invited to apply to participate.

If you are a Southern African enterprise owning or promoting agro-industry projects you are encouraged to apply. You should be registered in any of the SADC countries, and you should have developed proposals that would benefit from co-operation with European or international enterprises through financial, technical and/or commercial partnerships.

If you are a European or International enterprise interested in developing business partnerships in agriculture, food or agri-related sectors, and you are interested in establishing and/or investing in their development in the SADC region, then you are encouraged to apply.

Potential Southern African entrepreneurs and/or co-operation partners are also invited to apply. Selection will be based on the level of compatibility with identified projects in the Southern African region, with preferences given to enterprises interested in developing long-term co-operation agreements with Southern African partners. A restricted number of consultancy firms may attend.

Interested Ministries and Intermediary Organisations are encouraged to actively participate. Although the event will mainly focus on business development, their participation will serve to facilitate dialogue and discussion on agro-industry policy, trade and investment aspects.



How to Apply

In the first instance, you should contact us:

Southern African Enterprises

Consultants in charge of the promotion of Agro-Industry 2008 in the SADC region will search for, and make contact with, potential participants to identify suitable and viable business co-operation proposals.

Contact can however, be made directly with the Consultants through the Agro-Industry 2008 website at www.agro-ind2008.com

Southern African enterprises will be required to complete a Project Profile Form, giving background details of their enterprise and specific information on their proposed project.

European and International Enterprises

For further information, or to express an interest in participating in Agro-Industry 2008, please visit the Agro-Industry 2008 website at www.agro-ind2008.com

Interested participants will be required to complete an Enterprise Profile Form, which will enable the event organisers to match potential investors from the EU and other economic regions with investment proposals submitted by enterprises located in the SADC region.



Programme of Events

Agro-Industry 2008 is a 3-day event designed to provide all participants with opportunities to meet, network and negotiate in a professionally managed and business-oriented environment.

Outline Programme of Events

Date	Morning	Afternoon	Evening
Monday 5th May 2008		Pre-registration	Welcome Drinks
Tuesday 6th May 2008	Registration Opening Session - Presentation Of Agro-Industry Sector Study Round Table Discussion	One-to-One Business Meetings	Dinner & Social Event
Wednesday 7th May 2008	One-to-One Business Meetings	One-to-One Business Meetings Technical Workshops	Networking
Thursday 8th May 2008	One-to-One Business Meetings Finance Workshops	One-to-One Business Meetings	Networking Follow-up to 'Letters of Intent'

The Outline Programme of Events will be updated in due course.

You can also visit the Agro-Industry 2008 website at www.agro-ind2008.com for more details and for any updates and news.

Selection Procedure

A list of Southern African business co-operation proposals will be sent to interested European and International enterprises. Those enterprises interested in progressing their interest further are then invited to confirm their intention in attending Agro-Industry 2008. A final decision on enterprises eligible to attend the event will be made by the conference organisers on the basis of matching interests and profiles of the European and International enterprises with those of the selected Southern African participants.

Attendance Fee

There will be a nominal attendance fee, which will be finalised shortly.



Organising & Supporting Bodies



ESIPP
The EU-SADC Investment
Promotion Programme
www.esipp.org

ESIPP is a joint programme of the European Union and the Southern African Development Community designed to attract foreign investment into the SADC region and promote long-term investment co-operation agreements in specific key sectors on a structured, continuous and sustainable basis. This will serve to boost the economic growth and development of the SADC region as a whole. ESIPP is managed by the Programme Management Unit based in Gaborone, Botswana. A key aspect of ESIPP's mandate is the facilitation of Business-to-Business Co-Operation Meetings to bring together enterprises from Europe, selected international countries and Southern African countries.



CDE
The Centre for the Development
of Enterprise
www.cde.int

CDE is an institution of the ACP Group of States and the European Union in the framework of the Cotonou Agreement. It forms part of the general system of support created by the European Commission for promoting the private sector. The CDE provides effective support to assist the creation, expansion, diversification and restructuring of ACP enterprises, with a perspective of profitability and development impact and strengthening the capacity of intermediary organisations.



EIB
The European Investment Bank
www.eib.org

EIB is the European Union's development finance institution and has been a partner supporting capital investment in the African, Caribbean and Pacific countries for almost 40 years. The EIB was established to finance capital investment, furthering EU policy objectives, and finances projects outside Europe within the framework of the EU's development co-operation and aid policies. Between 2003 and 2008, the EIB is expected to provide nearly €4billion refundable aid to projects in ACP states. It gives a special focus to promoting private or commercially-run projects in the public sector.

Southern African Development Community (SADC)

There are 14 Member Countries in the SADC region, comprising Angola, Botswana, the Democratic Republic of Congo, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, South Africa, Swaziland, Tanzania, Zambia and Zimbabwe.



Application Forms & Further Information

For further information on Agro-Industry 2008 or to download or request an Application Form, please visit:

www.agro-ind2008.com

or contact:

Southern African Enterprises

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European or International Enterprises

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