

RISKS IN AGRICULTURE EMERGING MARKETS 2013 SUMMIT

West Africa

www.risksinagriculture.com

26-27 November 2013 // Accra, Ghana



Endorsed by:



Ministry of Agriculture and
Food Security of Burkina Faso



Ministry of Agriculture
Ivory Coast



Ministry of Agriculture,
Forestry and Food
Security of Sierra Leone

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...For producers and plantation owners wanting to get the most out of their crops and mitigate the risk attached to growing cocoa, coffee, rubber, palm trees and cotton

...For trading houses working in West Africa or looking to start operations there, and manufacturers using cocoa, coffee, rubber, palm oil and cotton, to learn more about managing and reducing risk across their supply chain

...For West African Governments who are eager to promote their work around policies and legal framework to facilitate cooperation with the industry and NGOs

*The **Risks in Agriculture: Emerging Markets 2013 Summit** is a senior level meeting that will provide a comprehensive platform with high level discussions for practitioners involved in the growth, trade, transportation, storage and processing of **cocoa, coffee, cotton, palm oil** and **rubber** in the West Africa Region*

Focus Areas

- 1 Plantation Risk**
Specific case studies on how to manage variability in farm inputs and yields in a more efficient manner
- 2 Commodity Risk**
More clarity on how to better deal with price volatility from both production and trading perspectives, and how to manage variations of interest and currency
- 3 Geopolitical Risk**
Understand the geopolitical context for growing, trading and processing commodities in West Africa. Gauge the implications of the legal framework and what the governments are doing to facilitate cooperation between producers and buyers
- 4 Supply Chain Risk**
Examine best practices in terms of transportation, storage and delivery risk management, looking at challenges such as on-time delivery, integrity of products and changing custom policies.
- 5 Risk Mitigation Techniques / Business Models**
Focus on specific risk mitigation techniques that can be used to reduce risk across the supply chain, including sustainability and customer loyalty schemes

... it's an iron Summit.

Risks in Agriculture: Emerging Markets 2013 Summit West Africa

We are pleased to bring you the first edition of the **Risks in Agriculture: Emerging Markets 2013 Summit** that focuses on agriculture in Africa with a specific emphasis on West Africa. With economic performances among the highest in the world in terms of annual growth, and given the major contribution that agriculture has on their economies, the West African countries are almost naturally our first stop on the emerging countries journey.

Countries such as **Ghana, Nigeria, Gabon, Côte d'Ivoire** and **Liberia**, large producers of **cocoa, coffee, cotton, rubber** and **palm oil**, have seen tremendous development in the last few years, that has started to transform their businesses and the way they export and deal with buyers. They are eager to establish long-lasting relationships with Europe and worldwide to make sure their development continues and is of benefit to the entire population. But there are still challenges to overcome around legal frameworks, export capacities, trade infrastructure, and farmers' education. Solutions can only come from increased cooperation with trading houses and manufacturers who are eager to protect their supply in commodities. Securing supply has become a crucial issue affecting all commodities, and supply chain professionals need to ensure commodities are grown in sufficient quantities to sustain the growth of the world population and the shift in consumption in developing countries, as well as know how to manage price volatility, secure transportation operations and reduce the risk of supply disruption.

This senior level Summit is specifically designed for **producers, plantation owners, commodity trading houses, transportation companies, manufacturers** and **West-African Governmental Officials** and will facilitate discussions and debate around risk management in agriculture. From plantation risk, currency and interest rate risks to geopolitical risk and supply chain risk, we will thoroughly examine **best practices** and **specific regional case studies** presented by **senior-level risk management professionals** and **agriculture experts** from the major plantation and trading companies globally, to help all players involved in the supply chain assess where there is room for improvement and where value can be added. We will also provide space to discuss risk mitigation techniques, including sustainability and customer loyalty schemes with practical examples.

You will get insights on how your operations in West Africa can be boosted and how your risk across the supply chain more efficiently managed thanks to the two days of sessions, panel discussions, case studies the Summit will provide.

You will also be able to network with all the West African governments attending, the major trading houses, the leading plantation companies and manufacturers using rubber, palm oil, cotton, coffee and cocoa.

Governmental Officials

-  **Hon. Clement Kofi Humado**, Minister, **Ministry of Food & Agriculture of Ghana**
-  **Hon. Dr. J. Sam Sesay**, Minister, **Ministry of Agriculture, Food Security & Forestry of Sierra Leone**
-  **Dr. Brédoumy Soumaïla Traoré Kouassi**, Director General of Productions and Food Security, **Ministry of Agriculture, Ivory Coast**
-  **Moussa Kaboré**, Secretary General, **Ministry of Agriculture & Food Security of Burkina Faso**
-  **Peter Aikpokpodion**, Senior Scientist & Cocoa Value Chain Manager – Agricultural Transformation Agenda, **Federal Ministry of Agriculture & Rural Development, Nigeria**

Our Expert Speaker Panel

- **Julie Greene**, Business Head for Cotton, **Olam International**
- **Arouna Lawani**, First VP, **Chamber of Agriculture, Bénin**
- **Pierre Brunache Jr.**, West Africa Regional Director, **African Fertilizer and Agribusiness Partnership (AFAP)**
- **Rahul Gopinath Nair**, Head of Africa, **Armajaro**
- **Olaf Kula**, West Africa Program Manager, **ACDI/VOCA**
- **Michiel Hendriksz**, Director of Sustainability, **ADM Cocoa**
- **Joseph Desiré Biley**, CEO, **Tropical Rubber Côte d'Ivoire**, and Chairman of the Board, **Fonds du Développement de l'Hévéa (FDH – Fund for Rubber Tree Development, Ivory Coast)**
- **Dr. N V Krishna Prasad**, Head of Agronomy – Cotton (Africa), **Olam Ivoire**
- **André Yao**, Director, **Agropolis**
- **Robert Dovlo**, West Africa CEO, **Louis Dreyfus Commodities**
- **Lionel Barre**, Managing Director, **Ghana Rubber Estates Limited**
- **Pierre Bois d'Enghien**, Head of Sustainability, **Socfinco**
- **Jude C. Uzonwanne**, Director of Implementation, **NIRSAL (Nigeria Incentive-Based Risk-Sharing System for Agricultural Lending)**
- **Marie-Laure Akin-Olugbade**, Resident Representative, **African Development Bank**
- **Xavier Muron**, Senior Investment Officer, **Agence Française de Développement**
- **Godfrey Mwindare**, West Africa Director, **Acumen West Africa**

Why RIAEM 2013 is a 'MUST ATTEND' Summit for you and your team

- A **senior level faculty** including experts in agronomy, risk management and sourcing
- Meet Government Officials from the West African countries involved in the growth and export of commodities such as cotton, cocoa, coffee, rubber and palm oil, as well as senior level practitioners across the leading trading houses and manufacturers
- A very focused agenda that breaks down into **five key sections** including Plantation Risk, Commodity Risk, Geopolitical Risk, Supply Chain Risk and Risk Mitigation Techniques
- **Keynote addresses** from Government Officials, as well as case studies, panel discussions, presentations, led by practitioners from key plantation companies and trading houses, NGOs and associations involved in the sector
- Many **networking opportunities**, including a Drinks Reception and Gala Dinner in the luxurious setting of a 5* Hotel

You will be able to:

- Get **exclusive insights** on what the **governments** are doing to facilitate cooperation and encourage the growth of agriculture in West Africa to see where there is room for involvement
- Understand how **PPPs** can help develop the right network locally to **secure your operations and guarantee a high ROI**
- Hear from **top agronomists** about how **plantation risk can be managed efficiently**
- Gauge the risk involved with **farm inputs**, their **availability** and **price volatility**
- Learn more about how **trading houses manage their risk across transportation and delivery** and how they work closely with both suppliers and customers to ensure there is **no disruption in supply**
- Discuss **best strategies in place to manage commodity price volatility** from the farmers' perspective as well as the traders'
- Hear about **specific case studies** in the region that will give you a better understanding of **how to operate** and **how risk can be reduced**
- Assess **where value can be created** along the supply chain by hearing from **heads of procurement and sourcing** from leading trading companies, **heads of plantations** and **manufacturers**
- Get a clearer idea of how to build a **sustainable supply chain** hearing from those who have successfully put such programmes in place
- Come back to your office knowing what is expected from you in terms of **risk mitigation and the techniques that you can use to reduce risk and strengthen security across the supply chain in a cost-effective manner**

What past attendees say about our summits

"Speakers content was more relevant than most conferences I have been to, and the conference size was right"

US Commodities-AgMotion

"Once again a great Conference. This year's agenda was very well balanced"

Gavilon Group, LLC

"It was my pleasure to be the chairman and participate in this summit. Congratulations to you and your team for the successful event!"

Olam International Ltd

"Overall a very insightful and useful insight into the current commodities market and its participants' practises. Certainly, I will be taking away 4 or 5 ideas to consider for my company, so very useful"

Trafigura

"Thanks again for organizing such a valuable and interesting event for meetings and networking. Looking forward for the next one"

Paul Reinhart

"A very impressive event giving us all food for thought on how to simplify operational processes throughout this industry"

Reed Smith

"The event was well organised and the high level of speakers, participants and attendees was a valuable and profitable experience for my business"

Alya Trading (Dubai & Brazil)

"The organisation was absolutely fantastic and the venue was well chosen"

DHL Forwarding

"Very nice environment, good organization, very good speakers, wonderful business contacts, fun"

Technical University of Crete, Greece



Your experience

IRN is specialized in hosting very high profile summits in the areas of commodity trading, Oil & Gas, Infrastructure & Construction and Security. Among our portfolio the Annual Energy Trading Operations and Technology Summit and the Cypriot Greek Oil & Gas Summit, Lebanon Oil & Gas Summit and Balkans Infrastructure & Construction Summit benefit from a strong place in the market as they feature leading companies in the sector and benefit from governmental endorsements.

We already have a foothold in the agricultural commodities market through hosting our annual Soft Commodities Trading Summit in Geneva. With excellent speakers from Olam, Cargill, Louis Dreyfus, Gavilon, Noble group and Ecom Trading just to name a few, the platform attracts around 100 senior-level practitioners across the leading trading houses in Europe and globally each year.

The **Risks in Agriculture: Emerging Markets 2013 Summit** will bring a wider spectrum as we look at all the phases of the supply chain, with a specific focus on risk management across growth, trade and transport of the tropical commodities most exported by West African countries.

Who is it for?

The Summit is specifically designed for senior-level professionals involved in the growth, trade, transportation and consumption of cocoa, coffee, cotton, palm oil, rubber, and will be most useful to:

Heads, Directors, SVPs, VPs of:

- Commodity Procurement
- Risk Management
- Logistics
- Supply Chain
- Origination
- Procurement
- Corporate Responsibility
- Sustainability
- Quality Insurance and Regulation
- Strategic Sourcing
- Raw Material Purchasing
- Agricultural Operations

As well as:

- Directors of Programmes
- Initiatives Managers

From:

NGOs within the field of food and agribusiness development

- Ministers
- Deputy Ministers
- Heads of Cabinet
- Senior Advisors

From:

**Ministry of Agriculture
Ministry of Economy
Ministry of Planning and Rural Development**

From:

**Commodity trading houses
Rubber/cocoa/coffee/palm oil/
cotton consumers
Plantation holdings
Producers associations**

You will meet:

**Crop insurers
Logistics insurers
Banks
Fertilizers supplier
Pesticides supplier
Transportation companies
Supply chain service providers**

**Agri-Technology supplier
Consultants in agronomy
Market risk management
consultancies
Commodity risk management
specialists**



DAY 1: TUESDAY 26TH NOVEMBER 2013

08.10	Registration and Coffee
08.55	Welcome from Pooja Samani, Director, IRN
09.00	Opening comments from the Chairman
09.10	Keynote Address from Hon. Clement Kofi Humado, Minister, Ministry of Food & Agriculture of Ghana
09.20	Keynote Address from Hon. Dr. J. Sam Sesay, Minister, Ministry of Agriculture, Food Security & Forestry of Sierra Leone
09.30	Keynote Address from Dr. Brédoumy Soumaïla Traoré Kouassi, Director General of Productions and Food Security, Ministry of Agriculture, Ivory Coast
09.40	Keynote Address from Moussa Kaboré, Secretary General, Ministry of Agriculture & Food Security of Burkina Faso
PLANTATION RISK <i>This section of the Summit will focus on plantation risk, analysing what can be done to improve yields and better manage import of agri-products such as fertilizers and pesticides. Outgrower risks will also be addressed</i>	
09.50	<p>Presentation: Methods to increase yield and lower production cost within the cotton sector</p> <ul style="list-style-type: none"> Increasing the net farm results with less risk for farming practices Developing more and improved varieties of cotton Stimulating seed recovery from lint to optimize planting costs Getting the best prices for agri goods to reduce production costs Making sure cotton is an effective business for the future and for the farmers of Africa <p>Dr. N V Krishna Prasad, Head of Agronomy – Cotton (Africa), Olam Ivoire</p>
10.30	<p>Case Study: Managing the farm input variable cost and availability risk</p> <ul style="list-style-type: none"> Determining the impact of variable cost of both chemical products and seeds Customs: What is the legal framework on pesticides and fertilizers import? Assessing possible disruptions in availability Discussing the importance of post-harvest management on risks in agriculture <p>Pierre Brunache Jr., West Africa Regional Director, African Fertilizer and Agribusiness Partnership (AFAP)</p>
11.10	Morning break
11.40	<p>Working towards sustainable oil palm trees plantations – SOCFIN's strategy</p> <ul style="list-style-type: none"> Implementing an appropriate certification scheme for the group's African plantations Promoting proactivity vs. reactivity Liaising with the people on the ground and making sure they have the right tools to comply with certification requirements Certification: What does it entail in terms of training, use of chemicals, and technical requirements? <p>Pierre Bois d'Enghien, Head of Sustainability, Socfinco</p>
12.20	<p>Presentation: Managing outgrower risks using credit guarantees</p> <p>Jude C. Uzonwanne, Director of Implementation, NIRSAL (Nigeria Incentive-Based Risk-Sharing System for Agricultural Lending)</p>
12.50	<p>Presentation: Developing the right infrastructures to reinforce small businesses to support farmers' growth and avoid supply discontinuity</p> <ul style="list-style-type: none"> Developing water management and irrigation systems to gain in productivity Working on value-chain development Enhancing storage, handling and retail infrastructure to ensure quality and integrity of products Improving farmers' access to markets with improved local infrastructure and trade-related interventions Facilitating access to credit for farmers Encouraging farmers to invest in their own businesses with clean seeds, fertilizers, sustainable practices Educating programmes and training: How they can help building sustainable businesses and bring knowledge and technology to farms <p>Marie-Laure Akin-Olugbade, Resident Representative, African Development Bank</p>
13.20	Lunch break
14.20	<p>Presentation: Strengthening weak ties for productivity and reduced risk</p> <p>Olaf Kula, West Africa Program Manager, ACIDI/VOCA</p>
COMMODITY RISK <i>Within this section, presentations and case studies will cover the economic side of the risk being discussed giving you more clarity on how to better deal with price volatility from both production and trading perspectives, and best practices around how to manage variations of interest rates and currency</i>	

DAY 1: TUESDAY 26TH NOVEMBER 2013 (CONTINUED)

15.00	<p>Presentation: Commodity volatility and price risk – Managing the impact of commodity markets on growth and trading activities</p> <ul style="list-style-type: none"> • Developing forecasting instruments locally and globally • Reducing costs in transactions • Developing a new range of products and limiting the impact of price volatility
15.30	<p>Case study: Currency and interest rates risks – Is hedging the right tool?</p> <ul style="list-style-type: none"> • Assessing your company's tolerance for risk and the macroeconomic situation • Finding the right timing to hedge • Identifying the right instrument • Establishing the right hedging strategy to protect your company's assets
16.00	Afternoon break
16.30	<p>Case study: Absorbing a sudden decrease or increase in demand – The dynamics of palm oil</p> <ul style="list-style-type: none"> • Assessing palm oil competition and determining the factors that can influence demand to make long term forecasts • Controversy around palm tree plantations: What impact on demand? • Is supply also a challenge for the palm oil industry? <p>Arouna Lawani, First VP, Chamber of Agriculture, Bénin</p>
17.00	<p>Case study: Exploring West Africa's great potential to respond to an increased demand for natural rubber</p> <ul style="list-style-type: none"> • Adapting to the increasing demand from Asian markets • Developing rubber plantations in West Africa to bring more alternatives to the market: What stops West Africa from producing and exporting rubber? • Need for investment: Who can step in? Which companies are looking to invest in the region to develop the rubber sector? <p>Joseph Desiré Biley, CEO, Tropical Rubber Côte d'Ivoire, and Chairman of the Board, Fonds du Développement de l'Hévéa (FDH – Fund for Rubber Tree Development, Ivory Coast)</p>
<p>GEOPOLITICAL RISK <i>The geopolitical context is crucial when it comes to growth of commodities as well effective trading and processing. This part of the programme will raise a number of questions such as: What is the legal framework? What is the role of Governments? What can be done to facilitate cooperation between producers, buyers and Governments? Expert speakers will discuss answers in each of the presentations</i></p>	
17.40	<p>Case study: How moving towards a PPP based model can help the cocoa sector grow and encourage farmers and traders to invest</p> <ul style="list-style-type: none"> • Examining Public-Private Partnerships within the cocoa business in Nigeria • Establishing the legal framework for PPPs in cocoa: Role of the Nigerian Federal Ministry of Agriculture • What is the Nigerian Government implementing to facilitate industry's involvement and revive the cocoa sector in the country? • Coordinating the cocoa sector through a PPP platform: What are the requirements for all the parties involved? • What is the outcome of such partnerships for both cocoa buyers and producers? <p>Peter Aikpokpodion, Senior Scientist & Cocoa Value Chain Manager – Agricultural Transformation Agenda, Federal Ministry of Agriculture & Rural Development, Nigeria</p>
18.10	<p>Panel discussion: How can governments, producers, associations and corporations work together to ensure supply chain effectiveness</p> <ul style="list-style-type: none"> • Fighting corruption in all elements of the supply chain • Encouraging Governments and key players of the supply chain to meet and partner-up through PPPs • Example of successful cooperation between governments and industries <p>André Yao, Director, Agripolis Peter Aikpokpodion, Senior Scientist & Cocoa Value Chain Manager – Agricultural Transformation Agenda, Federal Ministry of Agriculture & Rural Development, Nigeria Xavier Muron, Senior Investment Officer, Agence Française de Développement</p>
18.50	Closing remarks from Chairman
19.00	Networking Reception
19.40	Gala Dinner

DAY 2: WEDNESDAY 27TH NOVEMBER 2013

08.30	Registration and Coffee
09.10	Opening comments from the Chairman
SUPPLY CHAIN RISK <i>Supply chain risk is an important part of risk management in the commodity sector. With a lot of different product origins, varying quality, numerous and changing customs policies, getting products delivered on time and preserving product integrity can often be a challenge. Presentations in this section are designed to provide best practices in terms of transportation, storage and delivery risk management</i>	
09.20	Presentation: Managing physical risks across transportation, storage and delivery <ul style="list-style-type: none"> • Understanding and quantifying transport risks • Maintaining product quality along the supply chain to minimize rejection risk • Establishing check lists for documentation and inspection processes • Making sure product traceability can be established at all times
10.00	Case study: Transportation cost – The example of the Lomé-Ouagadougou corridor used for export of cashew nuts <ul style="list-style-type: none"> • Increasingly high cost of fuel: What is the impact on road transportation? • Is there a cost attached to going through customs? What are the main related risks and how can they be mitigated? • Checkpoints and bribery • What are the costs involved in export clearance? • Avoiding delay-induced losses
10.40	Morning break
11.10	Case study: Gauging the operational impact of disruptions in the supply chain <ul style="list-style-type: none"> • What kind of contingency plan can you have in place? • Crisis management on regional, corporate and sectorial levels • How frequently should stress testing scenario be organized? • Sharing of data and information: Bringing all the players together
RISK MITIGATION TECHNIQUES / BUSINESS MODELS <i>This section of the Summit will focus on specific risk mitigation techniques that can be used to try and reduce risk across the supply chain, including sustainability and customer loyalty schemes</i>	
11.50	Case study: Armajaro's approach across West Africa – Developing a long-term business model <ul style="list-style-type: none"> • Sustainability model: Commercializing the concept of the Farmer Development Centre • Linking farmer to brand through a long term contract • Ensuring the model is viable in the long-term by making it more profit-centric Rahul Gopinath Nair, Head of Africa, Armajaro
12.30	Lunch break
13.40	Presentation: Using sustainability as a tool to mitigate risk across the supply chain <ul style="list-style-type: none"> • Implications on corporate management: Transparency, audit, overall philosophy, making sure everybody is on-board • Social engagement: Adapting contracts, labour policies and asset training engagement to sustainability standards and working closely with producers to ensure policies are being followed • Commitment to environmental standards: Pest treatment, forest protection, parasite control
14.20	Case study: Sustainability and risk management in the cotton business in West Africa – Olam's approach <ul style="list-style-type: none"> • What is "sustainability" in the context of agricultural supply chain businesses? What is Olam's approach to sustainability? • Increasing supply of raw agricultural products through support to farmer livelihoods using PPPs • Reducing environment and supply risks • Dealing with resource competition and socio-political instability • Reducing demand-side risk through responsible policies and certification schemes • Managing reputation risk, consumer pressure and trends • How are companies, investors, and development agencies measuring sustainability? Assessing Global Reporting Initiative (GRI) and Sustainable Development Goals (SDG) Julie Greene, Business Head for Cotton, Olam International
15.00	Afternoon break

DAY 2: WEDNESDAY 27TH NOVEMBER 2013 (CONTINUED)

15.30	Case study: Strengthening the link between trading houses and manufacturers <ul style="list-style-type: none">• Understanding customer psychology and the variety of cultures• Ensuring customer loyalty through appropriate schemes• Implementing strong Customer Feedback Systems (CFS)• Making sure the customer loyalty strategy is understood and followed by all employees
<i>The Summit will conclude with a discussion allowing several experts to share their views on operating in Africa to determine future drivers of progress and assess exactly where and how it is possible to create more value in the supply chain</i>	
16.10	Panel discussion: Opportunities in emerging countries – Africa <ul style="list-style-type: none">• Building a strong presence all along the value chain• Creating value along the supply chain• What kind of partnerships must be put in place in agriculture? For what result?• Assessing the return on investment you can realistically expect Robert Dovlo, West Africa CEO, Louis Dreyfus Commodities Godfrey Mwindare, West Africa Director, Acumen West Africa More panelists to be confirmed soon
16.50	Closing comments from the Chairman
17.00	Thank you from IRN – End of Summit

