



The Grow Africa Initiative

a partnership platform to catalyse and accelerate investments into African agriculture

Meeting

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Why Grow Africa





The Grow Africa Partnership was established in May 2011 as a joint AUC, NEPAD Agency and WEF initiative with a goal to attract and leverage increased investment financing in African agriculture

Grow Africa seeks to contribute to economic growth, food and nutrition security and environmental sustainability.













Grow Africa is:

- Africa owned
- Responding to country-led initiatives
- Smallholder focused
- Investment driven
- Fast paced



Grow Africa: a great opportunity to be a partner in shaping regional and national transformations – The Context

Many African govts have made strides in agricultural development	Bilateral, multilateral and private donors have increased support	However, private sector investment faces several barriers
<ul style="list-style-type: none"> ▪ Agriculture has become a priority as it represents ~25% of Sub-Saharan Africa's GDP and directly impacts ~70% of the population ▪ Many African countries have increased their agricultural spending towards a CAADP target of 10% of budget ▪ Several countries have set-up delivery units and special initiatives to spark regional agricultural development <div style="text-align: center; margin-top: 10px;">    </div>	<ul style="list-style-type: none"> ▪ \$20B increase pledged in G8/G20 funding, including €3 billion from the EU and \$3.5B from USAID's Feed the Future ▪ China actively supporting agriculture-related investments throughout Africa ▪ World Bank Agriculture and Food Security initiative increased funding by \$1B+ ▪ Gates Foundation has granted \$1.5B+ to agriculture <div style="text-align: center; margin-top: 10px;">     </div>	<ul style="list-style-type: none"> ▪ MNCs increasingly focused on Africa but investment levels inadequate to meet expert projections of need ▪ Various levels of political and economic stability throughout the continent increase risk levels ▪ Africa continues to lag behind other investor hot spots in terms of vital infrastructure: BRIC countries have 5x more road density and 2.5x more electricity ▪ Transportation & logistics challenges increase the costs of doing business while also increasing levels of food waste <div style="text-align: center; margin-top: 10px;">   </div>
<p>A multi-stakeholder approach that “de-risks” potential projects can demonstrate that private investment at scale is possible; focus on an initial subset of African countries that can serve as a model</p>		

Grow Africa: Specific purpose and value addition

Grow Africa's primary goal is to accelerate private sector investment for sustainable and inclusive growth in African agriculture. These investments should contribute to transformative change in African agriculture and through CAADP based on national agricultural priorities

Grow Africa will fulfil this goal by undertaking the following roles:

- Leveraging NEPAD and technical teams to supporting countries in defining investment priorities, and enabling policy actions through increased coordination of stakeholders;
- Facilitating inclusive investment by aligning private sector interests, donor
- Catalysing a network of African country governments and global, regional and local companies through a series of forums;
- Building capacity of national and regional entities for agricultural transformation delivery and management by offering technical support for transformative multistakeholder partnerships for investment;
- Supporting the achievement of investment targets and policy priorities by setting and tracking metrics and progress on milestones related to private sector investments; and
- Contributing to global efforts to understand and replicate transformative models.

Key Grow Africa activities include:

- Help countries clarify and prioritize their policy and investment support activities
- Serve as “ a clearing mechanism” for investment by aligning private sector and donor plans with country priorities
- Facilitate a network of African country governments and companies
- Build capacity of national and regional agricultural transformation delivery/management entities by offering technical support
- Support the achievement of investment targets and policy priorities by setting and tracking metrics and progress on milestones

The Grow Africa Partnership plays a key role in advancing Africa's agriculture transformation agenda

Grow Africa Founding principles

- **African-led and country-owned:** Engage global partners with African leaders, in support of national agriculture investment strategies (aligned with the CAADP process). Complement existing structures/processes.
- **Market-based:** Prioritize market-based solutions
- **Sustainable:** Increase economic opportunity & food security in an environmentally sustainable manner
- **Multi-stakeholder:** Promote multi-stakeholder collaboration, including engagement of farmer and civil-society leaders
- **Inclusive:** Enable opportunities for small-scale farmers and entrepreneurs as well as facilitating sustainable large scale investment
- **Transparent:** Practice transparency and share information, experience and learnings widely

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Objectives going forward

- **Support countries in defining investment priorities and enabling policy actions** through increased coordination of stakeholders and support of NEPAD and technical teams.
- **Serve as a "clearing mechanism" for investment** by aligning private sector investment plans and donor approaches with country investment priorities
- **Facilitate a network** of African country governments and global / regional / local companies through a series of forums
- **Build capacity** of national and regional agricultural transformation delivery/ management entities (eg, ATA, SAGCOT) by offering technical support
- **Support the achievement of investment targets and policy priorities** by setting and tracking metrics and progress on milestones

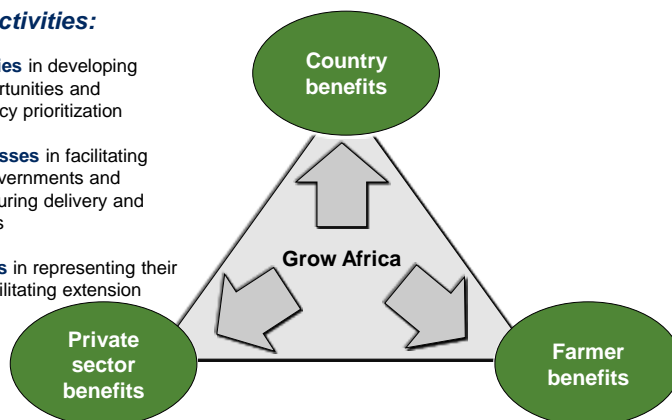
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Grow Africa strengthens multi-stakeholder coordination to catalyze "win-win" investments in support of countries' CAADP plans

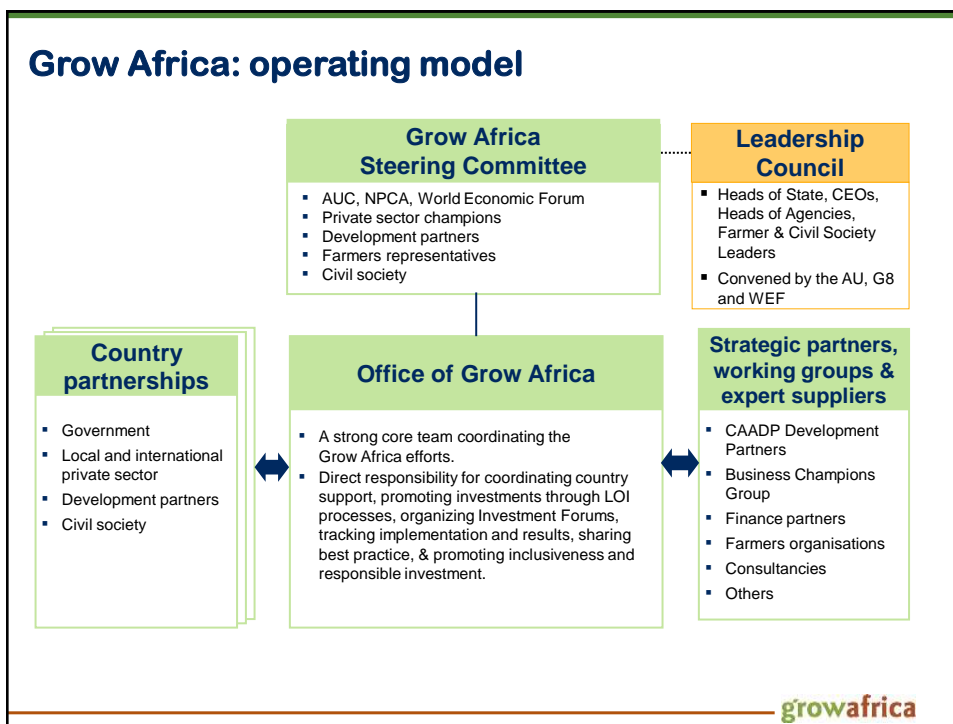
Grow Africa contributes to the agendas of all stakeholders

Grow Africa activities:

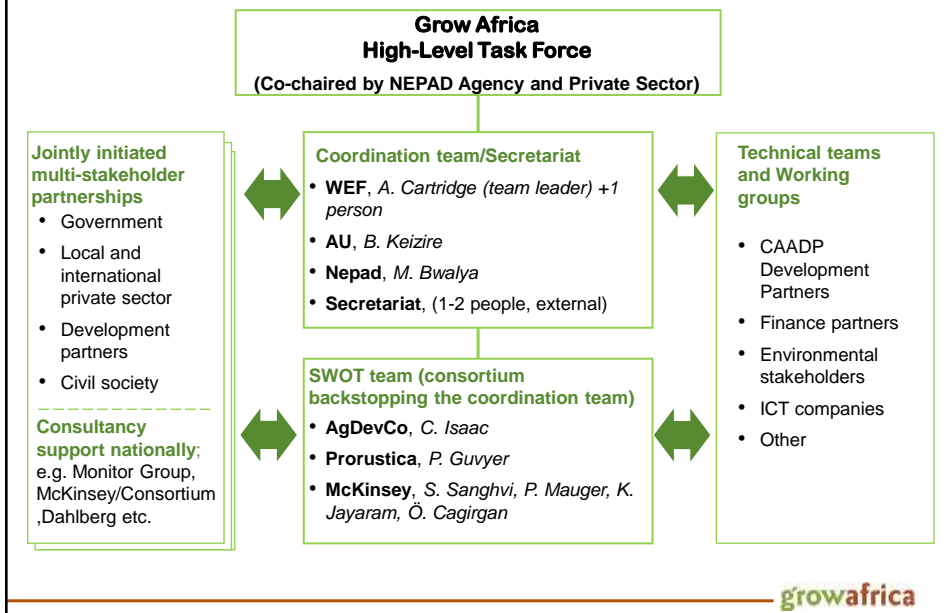
- **Support countries** in developing investment opportunities and encouraging policy prioritization
- **Support businesses** in facilitating dialogue with governments and farmers and ensuring delivery and program success
- **Support farmers** in representing their interests and facilitating extension



- New market entry or expanded business presence
- Opportunity to influence enabling policies
- Greater opportunities to partner with local businesses and/or other multi-nationals
- Better connection to markets through investments (e.g. guaranteed purchasers, better infrastructure)
- Improved income and productivity
- Better nutrition and availability of food



Current project organization to drive the process



Partners & Stakeholders participating in Grow Africa

Government Partners (initial set of countries)	World Economic Forum – New Vision for Agriculture	
<ul style="list-style-type: none"> • Tanzania • Kenya • Mozambique • Ghana 	<ul style="list-style-type: none"> • Rwanda • Ethiopia • Burkina Faso 	<ul style="list-style-type: none"> • AGCO • Archer Daniels Midland • BASF • Bayer • Bunge Limited • The Coca-Cola Company • Diageo • DSM • DuPont • General Mills • Heineken • Kraft Foods • Maersk • Metro AG
Development partners		
USAID	World Bank	
DFID	Norway	
FAO	IFAD	
Convening Partners		
<ul style="list-style-type: none"> African Union Commission The Nepad Agency World Economic Forum 		



Grow Africa partner countries at different stages (1/2)

Nigeria **1. On-boarding**
 Observation status or newly joined
 Preparing for full engagement in Grow Africa Partnership
 Facilitate knowledge sharing network

Ghana
Kenya **2. Tier Two**
 Exploring options for implementation unit
 Single, consistent platform to engage agricultural private sector not in place/agreed
 Strategic guidance to determine optimal option/path for implementation unit
 Facilitate prioritization of investment/pipeline priorities
 Facilitate knowledge sharing network

Burkina Faso
Rwanda
Mozambique **3. Tier One**
 High level support for implementation unit but not yet operational
 Efforts focused on establishing mandate, strategy, operational plan of implementation unit
 Ad hoc engagement and relationship management with private sector
 Developing priorities for private sector investments qualifying for highest levels of support
 Design support for implementation unit
 Facilitate prioritization of investment/pipeline priorities
 Strategic support to develop action plan to consist



















































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Grow Africa partner countries at different stages (2/2)

- Ethiopia**
Tanzania
- 4. Advanced**
Implementation unit supported by key leadership and operational
Still require strategic guidance and support, but operational plans in place
Offering clear and consistent engagement and relationship/pipeline management with private sector
Transparent priorities for private sector investments qualifying for highest levels of support
Capacity and capability support to implementation unit
Support capturing progress, highlighting success, identifying and unlocking bottlenecks
Facilitate knowledge sharing network in which these countries serve as leading examples
- NA**
- 5. Graduated**
Established capacity, networks and platforms for catalyzing investment
Self-managing
- Forging regional linkages
Light touch facilitation of relationships with international companies

63 Letters of Intent (LoI) already prepared to invest in 6 countries

		Lols							
Tanzania									19
Ethiopia									14
Ghana									11
Mozambique									6
Burkina Faso									4
Cote d'Ivoire									2
Cross country Lols written for several countries									7

GHANA case - New Agricultural Investment Opportunities



Bui
Irrigated farm block for field crops and agri-processing

Tono
Extension of irrigation scheme for rice, soya, vegetables

Bamboi
Rice scheme

Branham
Large-scale soya and maize plus animal feed processing

Lower Volta
Irrigated rice farming blocks and milling

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The 2013 Thrust

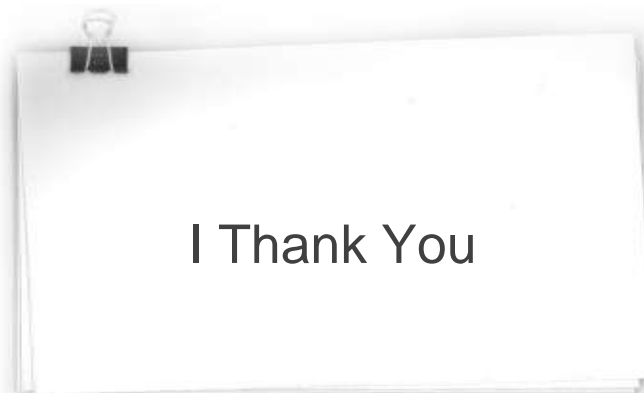
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Grow Africa Thrust for 2013 and beyond

1. **Create and enhance Grow Africa's institutional arrangements** and capacity to facilitate private sector investment in African Agriculture. This includes establishing an Africa-based Office of Grow Africa and strengthening the partnership as a whole.
2. **Build capacity of country systems in priority countries** to promote private-sector investment in agriculture. This includes strengthening priority countries' institutional capacity to stimulate private-sector investment in agriculture and promoting the formation of inclusive national partnership platforms.
3. **Increase near-term private sector investments** in agriculture in priority countries. This includes advancing the implementation of Letters of Intent (LOIs), securing new LOIs, ensuring environmental and social responsibility and increasing accountability related to LOI investments.
4. **Support the Leadership Council** an accountability platform at high international level



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