

Beira Agricultural Growth Corridor (BAGC)

Maputo, 20 January 2010



Agenda

- Introduction**
- 9.30 – 9.45
- Welcome and objectives for the meeting: John Rocha (NBF)
 - Background on BAGC initiative: Sean de Cleene (Yara International)
- Session 1: The Investment Blueprint**
- 9.45 – 10.45
- Mozambique's Green Revolution Strategy: Roberto Albino (CepAgri)
 - Preview of the BAGC Investment Blueprint: Chris Isaac & Kilara Suit (InfraCo)
 - Comments/ discussion
- Session 2: The BAGC Partnership**
- 10.45 – 11.30
- The BAGC Partnership and Secretariat: Patrick Guyver (Prorustica)
 - Better Business Together: Carrie Davies (ACIS)
 - Comments/ discussion
- BREAK**
- Session 3: Investment Opportunities**
- 11.45 – 12.30
- Fast-track projects: Han Derksen (InfraCo)
 - Comments/ discussion
- Close**
- 12.30 – 12.45
- Next steps: Chris Isaac (InfraCo)
 - BAGC Statement: John Rocha (NBF)

LUNCH – FOLLOWED BY “MARKET PLACE” SESSION

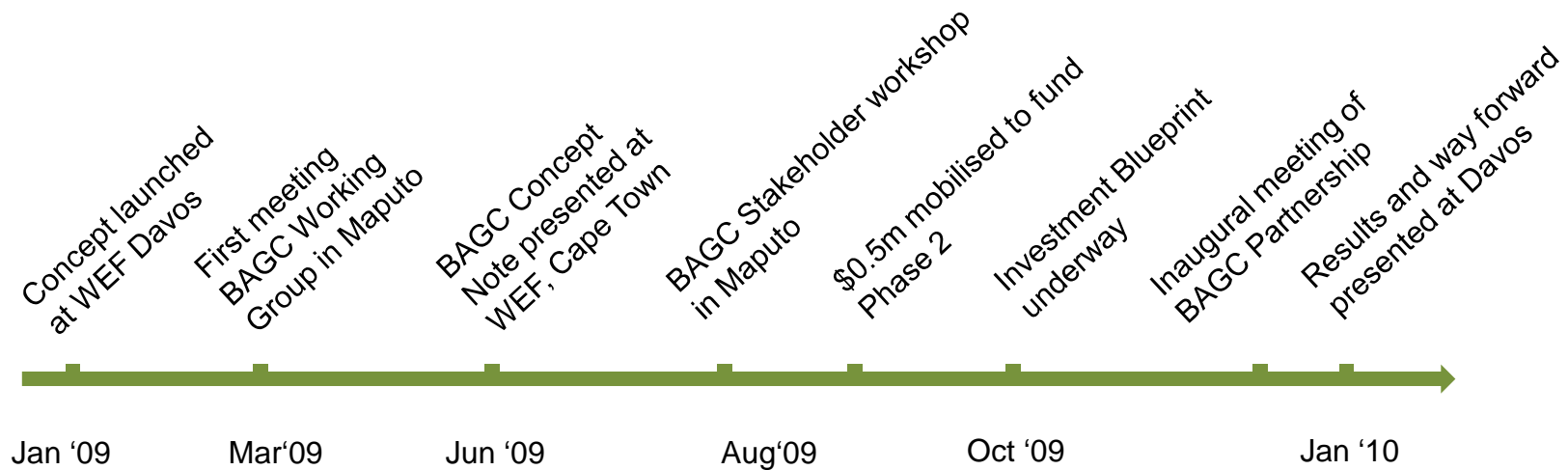


Objectives

- Share the results and recommendations of the **Investment Blueprint**, including specific investment opportunities
- Seek endorsement of the proposed approach, including the need for the international community to provide **new financing mechanisms** to support the agriculture sector
- Seek funding commitments from supporters to maintain momentum, including to progress the “**fast track**” **investment opportunities**



Progress to date



PHASE 1

- High-level review of agricultural potential of the Beira corridor
- Interviews with farmers and private investors involved in agriculture
- Analysis of donor programmes to support infrastructure and agriculture

PHASE 2

- Detailed mapping and forecasting of agricultural potential
- Develop proposals for a BAGC Partnership
- Identify 5-6 “priority” investment opportunities in agriculture and infrastructure
- Propose new financing/ project development mechanisms



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Mozambique's Green Revolution

CepAgri



Preview of the BAGC Investment Blueprint

Chris Isaac and Kilara Suit, InfraCo



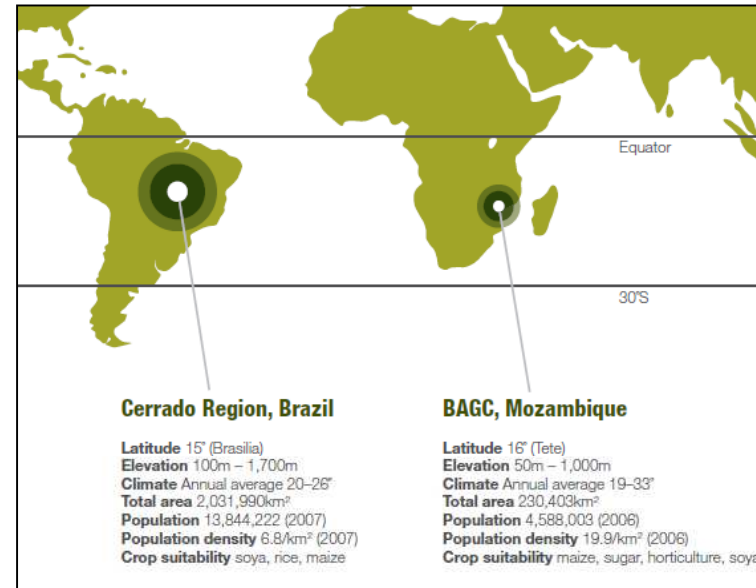
Contents

- The next Cerrado?
- Current status of agriculture in BAGC
- Agricultural potential by 2030
- Infrastructure requirements
- Smallholder and local community links
- Investment Blueprint 2010 – 2030
- Making it happen

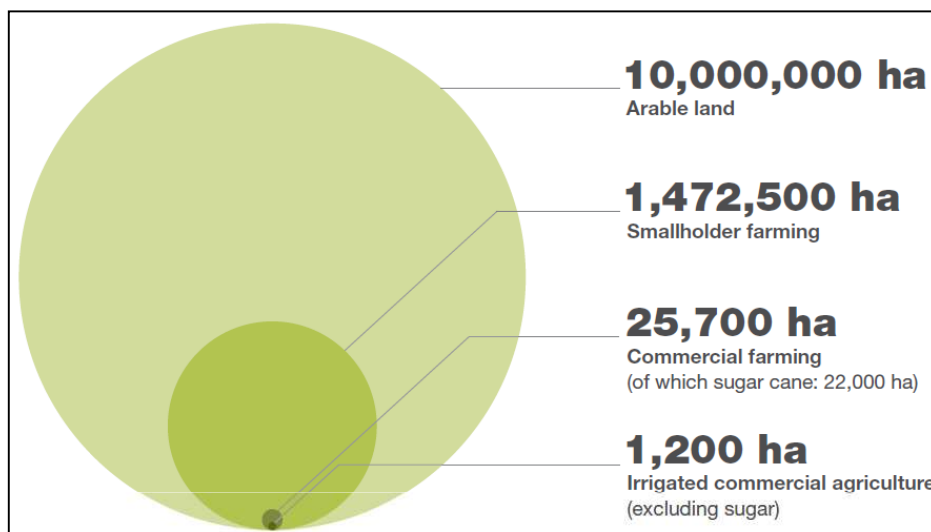


Beira corridor: the next Cerrado?

- Beira Corridor is the gateway to South East Africa. Also a large area with huge agricultural potential
- Fascinating similarities between the Beira Corridor and the Cerrado region of Brazil in the 1970s
- A combination of public (research, infrastructure) and private (agribusiness) investments led to rapid agricultural growth
- Within 20 years, the Cerrado became a major agricultural producer and exporter; BAGC has the potential to achieve the same
- Major “anchor investments” (e.g. mining sector) strengthen the platform for rapid agricultural growth



Current status of agriculture in BAGC



- There is currently very little commercial agriculture in the Beira Corridor
- Of the 1.5m ha under production, >98% is farmed by smallholders – primarily for subsistence

Smallholder production	Hectares (ha)	Estimated total production (tonnes)
Tobacco	80,000	20,000 - 30,000
Cotton	20,000	5,000 - 10,000
Maize	645,000	500,000 - 600,000
Beans & groundnut	212,000	N/A
Sorghum & millet	207,000	N/A
Vegetables & spices	140,000	N/A
Rice	40,000	20,000 – 30,000
Livestock	5.2m chickens; 1.9m goats; 0.6m cattle; 0.6m swine	

Commercial production	Estate Farming (ha)	Medium-Sized Farms (ha)	Estimated total production volumes in BAGC (tonnes)
Horticulture (babycorn, chillies, mangoes)	No activity	1,250	1,500 – 2,000
Sugar	22,000, of which 17,500 irrigated	N/A	200,000 tonnes processed sugar
Jatropha	No activity	1,250 not irrigated	N/A
Livestock	No activity	1,000 dairy cows; 3.6m broilers	N/A

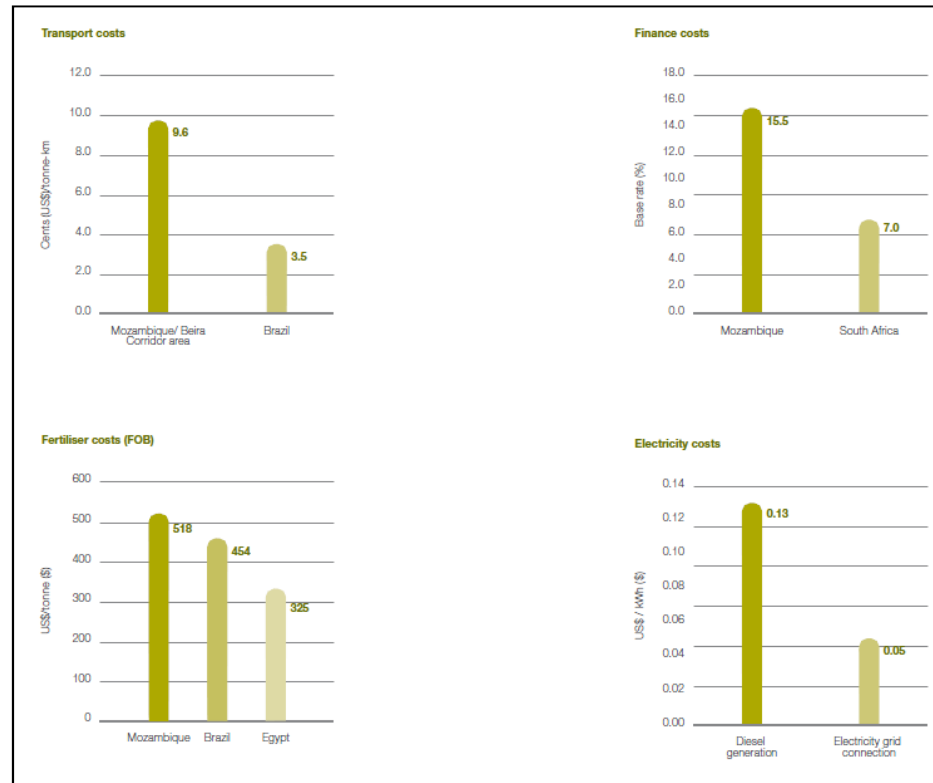


Current status of agriculture in BAGC



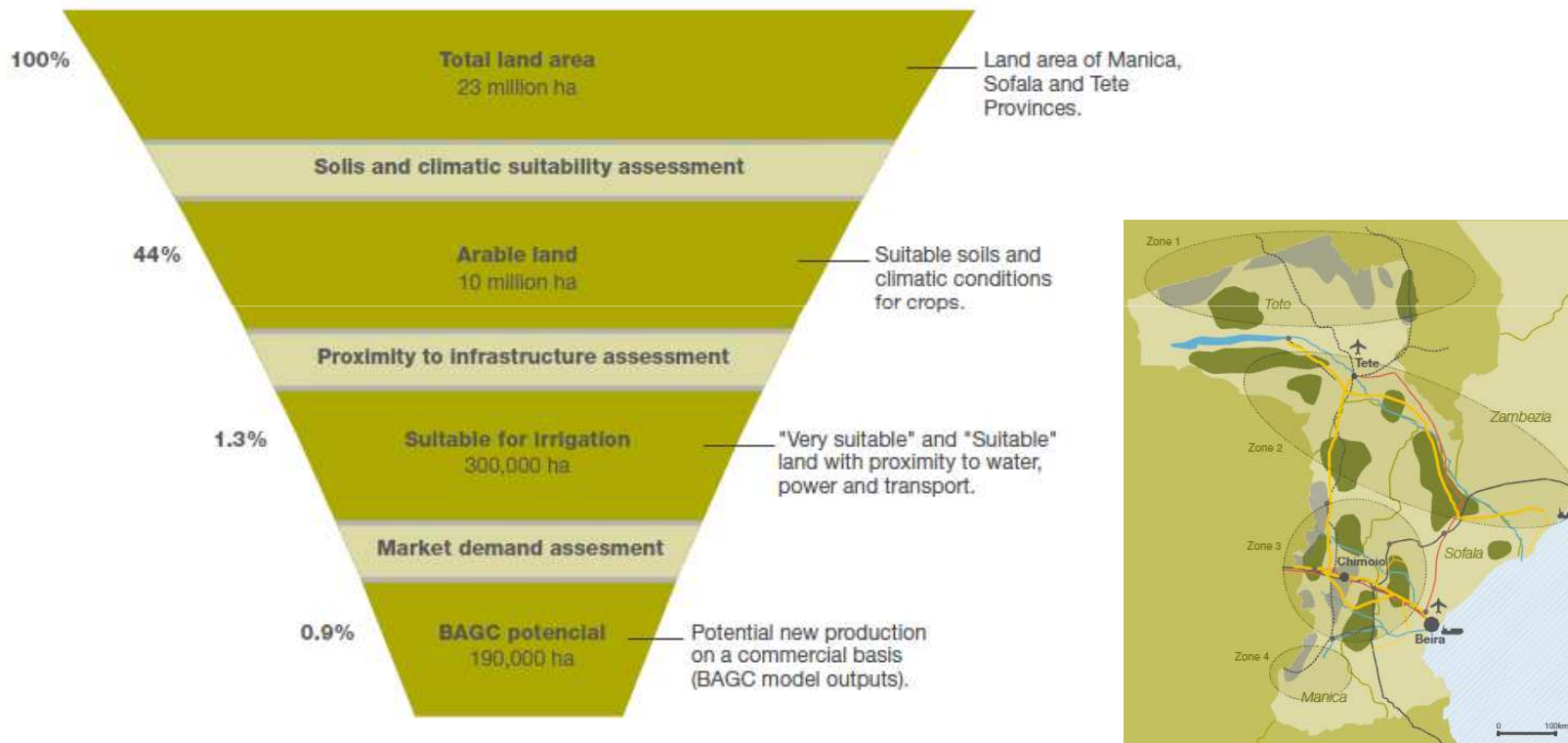
- Very little of the commercial agriculture in the Beira Corridor is currently profitable, other than sugarcane

- High transport costs
- High input costs
- Lack of access to affordable infrastructure services
- High finance costs



Agricultural potential by 2030

- If financing and infrastructure constraints can be addressed, there is potential for at least 190,000 hectares of new irrigated crop production



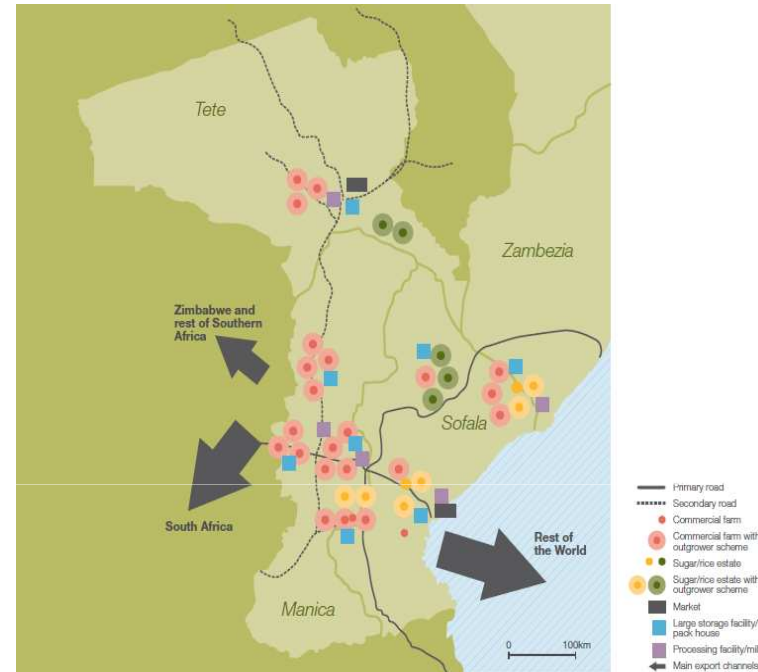
Agricultural potential by 2030

2010



- <20,000 ha irrigated commercial agriculture
- Smallholders almost exclusively subsistence production
- High production and marketing costs

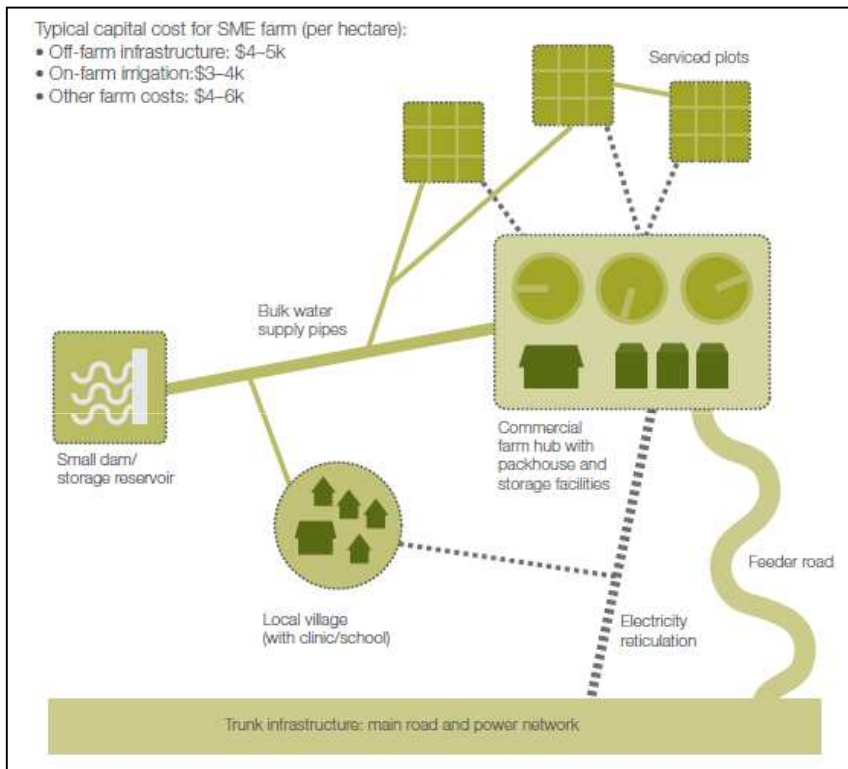
2030



- >210,000 ha irrigated commercial agriculture
- Smallholders have access to irrigation infrastructure and markets
- Economies of scale → increased competitiveness



Infrastructure requirements



- Significant investment in agriculture-supporting infrastructure is required, particularly irrigation
 - **On-farm** (pivots, drainage etc)
 - **Off-farm** (bulk water supply, feeder roads, electricity)

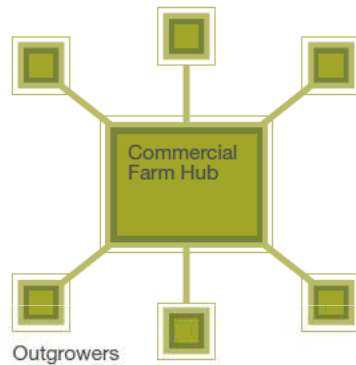
Category	Units
<i>Backbone infrastructure</i>	
Electrification East of Dombe	50 km
<i>On-farm infrastructure</i>	
In-field irrigation (ha)	192,000 ha
<i>Off-farm infrastructure</i>	
Electricity reticulation (km)	2,520 km
Storage reservoirs and bulk water supply systems – number of farms and outgrower schemes	150
Feeder roads (km)	1,670 km
<i>Other agriculture supporting infrastructure</i>	
Wholesale markets	2
Storage facilities	4
Mills/ processing facilities	2
<i>Community infrastructure</i>	
Villages served with water and power connections	150



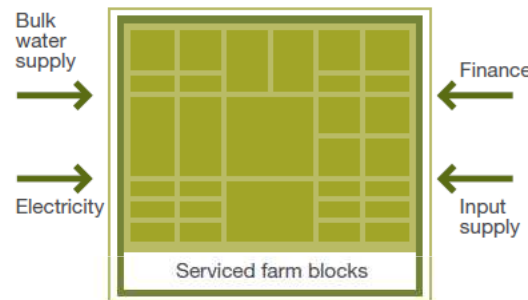
Smallholder & Local Community Links



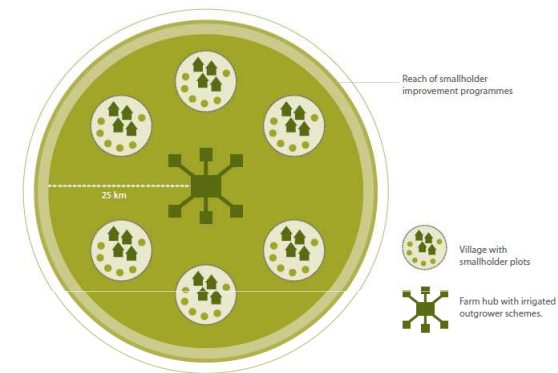
- It is essential that the smallholder farmers in the corridor benefit from the growth of commercial agriculture



Hub and outgrower scheme



Serviced farm blocks



Extension support programmes

“The Green Revolution in Mozambique has the principal objective of inducing an increase in production and productivity of small producers by encouraging food production in a competitive and sustainable way.”



Investment Blueprint 2010 - 2030

- Objective is to “kick-start” a virtuous cycle of agriculture investment and growth
- High upfront costs and risks of agriculture investing mean this will not happen spontaneously



Investment Blueprint 2010 - 2030

- BAGC model describes an ambitious but realistic scenario of what is commercially feasible, based on detailed project-level analysis
- Total investment cost 2010 – 2030 is c. **\$1.74 billion**
 - large sugar estates including related infrastructure \$788m
 - other farms: agriculture-supporting infrastructure, principally irrigation \$606m
 - additional on-farm investment inc working capital \$349m

2010 - 2030	Sugar estates	Rice farms	Livestock and crops farms	Mixed crops farms	ISCs	Total (\$m)
In-field irrigation (\$m)	386	-	-	-	353	739
Off-farm infrastructure (\$m)	127	-	-	-	253	380
Working capital (\$m)	30	11	21	46	-	107
Other farm capex (\$m)	244	65	149	57	-	516
	788	76	170	103	606	1,743
	Sugar estates	Rice farms	Livestock and crops farms	Mixed crops farms	ISCs	Total / Avg
Number of new farms (#)	10	7	41	92	N/A	150
Total hectares (ha)	102,500	21,000	41,000	27,600	89,600	192,100
Infield irrigation cost/ ha (\$)	3,768	-	-	-	3,936	3,852
Off-farm infrastructure cost/ ha (\$)	1,241	-	-	-	2,823	2,032



Investment Blueprint 2010 - 2030



- This level of investment would deliver major social and economic benefits, for a broad section of the population . . .

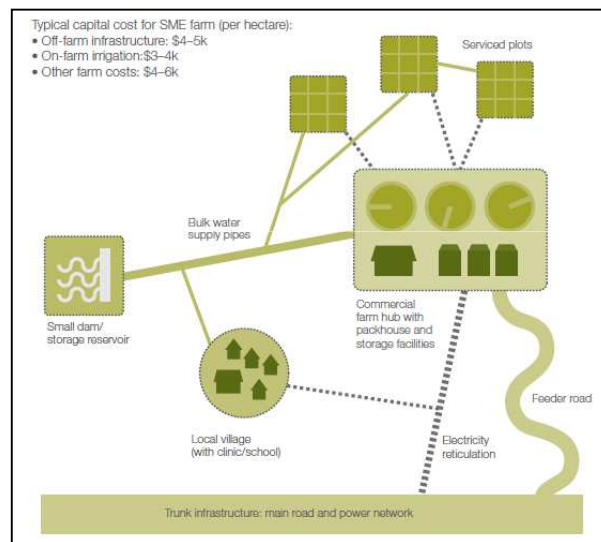
- 350,000 jobs
- \$1 billion farming revenues pa
- Additional revenues c\$750m in supply chain and associated industries (e.g. Services)
- \$50m taxes to government pa
- 150 villages benefit from electricity and water supply
- 13,000 smallholder farmers have affordable access to irrigation services => net incomes increase 4-5 times
- Improved access to inputs, finance and markets for up to 200,000 smallholder households (1 million people)

- . . . but how to make this happen on the ground?



Making it happen

- Lack of access to affordable infrastructure ➔ **Infrastructure Service Companies (ISCs)**
- Access to affordable irrigation services (funded by long-term, low-cost capital) allows medium-sized farms to raise commercial finance



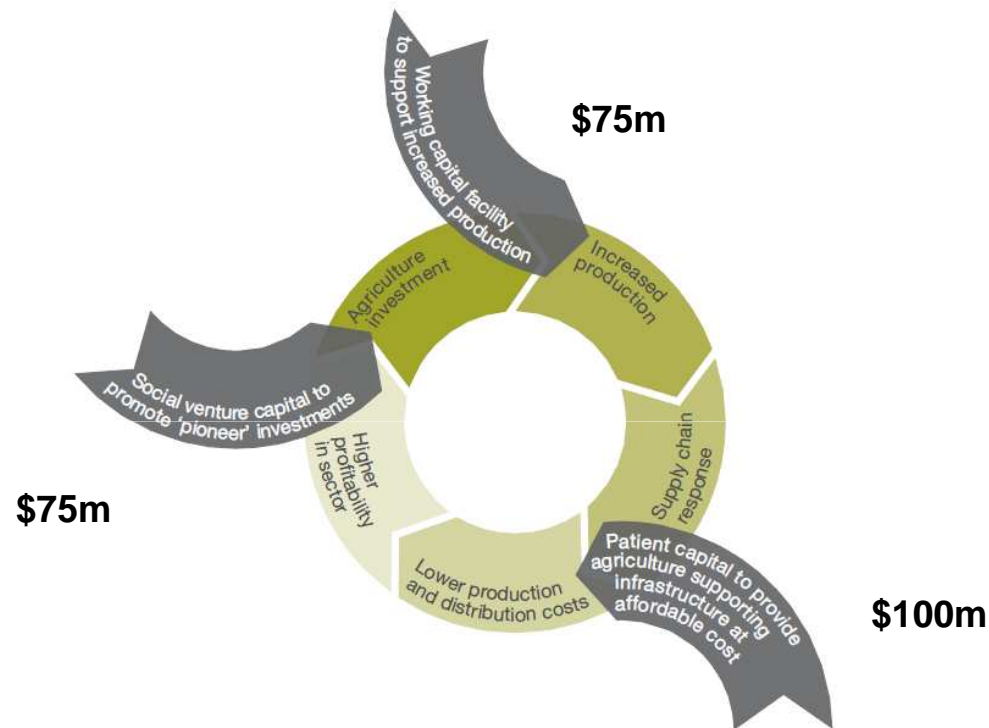
ISCs lease agriculture-supporting infrastructure to medium sized farms, and outgrower schemes, potentially including on-farm irrigation

InfraCo could play a role in establishing ISCs as public private partnerships



Making it happen

- Lack of access to finance → catalytic financing facilities supported by government/ donors



N.B. without access to early-stage, affordable finance, most investments will not take place



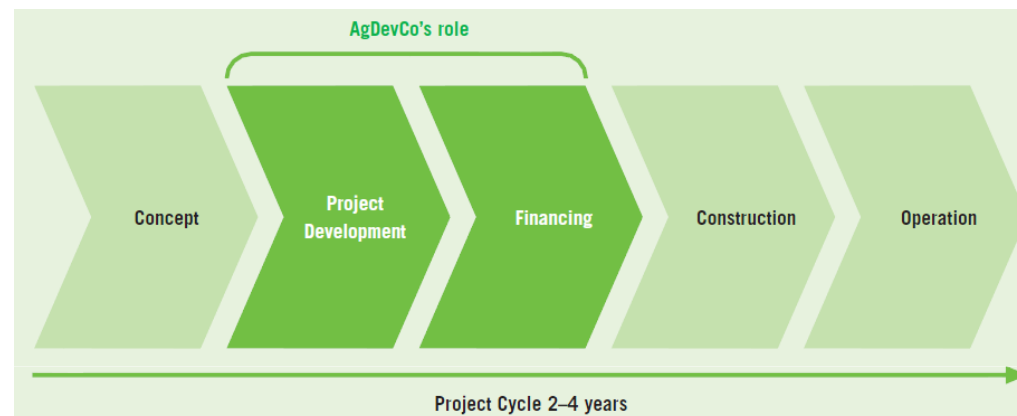
Making it happen

- Lack of coordination between private sector, government and donors → BAGIC Partnership



Making it happen

- Lack of “on the ground” implementation capacity → Agricultural Development Company

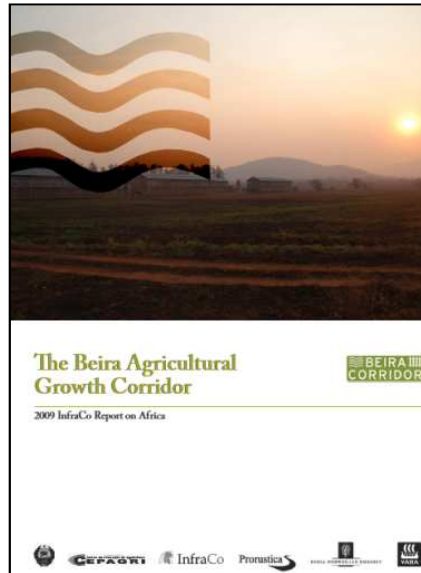


- AgDevCo designs and structure farming and agriprocessing projects at its own cost and risk
- All AgDevCo projects have strong and direct smallholder links
- Once projects get to a bankable stage, AgDevCo sells them to private investors
- All proceeds from sales are recycled into developing new projects

AgDevCo could play this role



Investment Blueprint launch



Agricultural potential of BAGC (cont.)

Crop	Area available or very suitable	Area infrastructure*	Area available for planting†	Land classification
Corn	210,000	46,000 (22%)	23,000	Subsidiary
Cocoa	178,000	0 (0%)	0	Very suitable
Mango	178,000	0 (0%)	0	Very suitable
Wheat, maize, soy	1,370,000	90,000 (7%)	84,000	Subsidiary
Pine	70,000	8,000 (11%)	23,000	Subsidiary
Equivalents	2,100,000	207,000 (10%)	133,000	Subsidiary
Total			300,000	

*Based on 100% barefields that have no irrigation (100% barefields)

Crop	Harvestable	Yields (t/ha/yr)	Production (t/ha/yr)
Cocoa	6,000	40	240,000
Cocoa	6,000	40	240,000
Mango	6,000	20	120,000
Wheat, maize, soy	50,000	5	250,000
Pine	50,000	6	300,000
Equivalents	100,000	100	10,000,000
Total	100,000		10,000,000

†Based on 100% barefields

Infrastructure requirements

If this agricultural potential is to be realised there will be a requirement for significant investment in agriculture-supporting infrastructure particularly irrigation.

The assessment considered what investment in infrastructure would be needed to put 100,000 ha under irrigated production by 2020.

Off-farm infrastructure
Much of the off-farm requirements for greenfield farming projects lies in the off-farm infrastructure. This includes the costs of bringing power, water and road access to the farm gate. Off-farm water investments include small dams and storage reservoirs to hold water during the dry season, pump systems and pipes.

Other agriculture supporting infrastructure
Providing improved opportunities for value addition and access to markets will require investment in processing, grading facilities, cold storage and wholesale markets, including in Chimoio, Tete and Beira.

Community infrastructure
Once water and power has been extended to the farm-site, extensions to local drainage can be provided at low marginal cost.

On-farm infrastructure
To grow irrigated crops on 'greenfield' land, farmers need to be drilled, levelled and properly drained. There is also a need to install a suitable in-field irrigation system (pivot, drip/line or drip).

Backbone infrastructure
The backbone infrastructure in the corridor is largely adequate to support a substantial increase in commercial agriculture, ensuring that improvements to the roads, roads and port go ahead as planned. One exception is the need to extend the power grid to serve the high agricultural potential areas west of Dombas which could be achieved at an estimated cost of less than \$2 million.

Figure 16: Agriculture supporting infrastructure

Figure 17: Infrastructure requirements summary

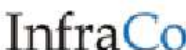
Category	Details
Backbone infrastructure	Electricity (cost of Dombas)
On-farm infrastructure	To farm irrigated (ha)
Off-farm infrastructure	Electricity requirements
	Storage reservoirs and bulkwater supply systems (number of dams and engineer solutions)
	Tractor sales (ha)
Other agriculture supporting infrastructure	
	Processing facilities
	Storage facilities
	Wholesaling facilities
Community infrastructure	Villages served with water and power connections

If the production models described in the Investment Blueprint were adopted, of the approximately 190,000 ha under irrigated production, 60,000 ha would be farmed by up to 50,000 smallholder farmers on irrigated plots ranging in size from 5 ha to 50 ha. The remainder would be a mix of large estates (10,000 ha) and medium-sized farms (20,000 - 50,000 ha).

There is also considerable potential for commercial livestock farming, principally beef and/or pig, on an estimated 80,000 ha of land, alongside production of food crops such as rice, maize and soy. This could generate an additional \$50 - \$100 million in revenues bringing total commercial farming revenues to \$1 billion per year.

Although this represents major growth in commercial agriculture compared to the present situation the new land area under irrigation by 2020 would still account for less than 2% of the available land area in the Beira Corridor region of Mozambique. Moreover it takes no account of the potential for on-farm agriculture since infrastructure and supply chains improve. None of the potential to expand agriculture supporting infrastructure to new areas once the platform is laid.

- Report launch on 27th January 2010, World Economic Forum, Davos (Switzerland)
- Full report and annexes will be available on www.beiracorridor.com



Thank You

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InfraCo



TransFarm
Africa
Routes to prosperity



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LUNCH – FOLLOWED BY “MARKET PLACE” SESSION



BAGC: Defining the Partnership

Patrick Guyver (Prorustica)



Public Private Partnerships

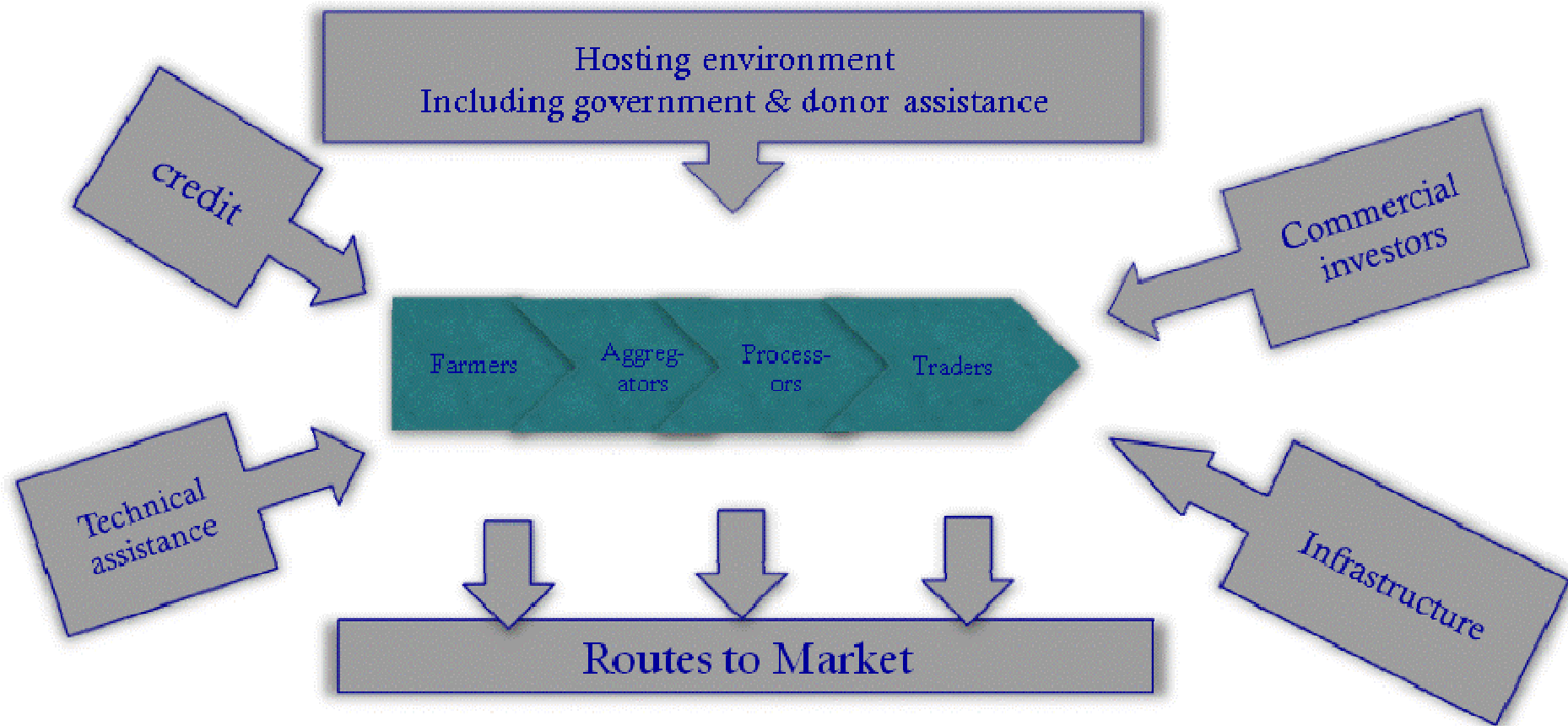
Principles:

- **Promote and encourage participation and dialogue among partners**
- **Share ownership, risk and benefits**
- **Identify Partners common objectives and priority activities**
- **Harnesses synergies between the “enabling environment” factors with value chain programmes**

Lessons from other Partnerships

- **Malawi and Tanzania Agriculture Partnerships and Ghana Grains Partnership**
- **Gain momentum - Build on existing initiatives**
- **Investment needs must balance the prime goals of commercial, Government, donor interests**
- **Use a value chain approach – acts as a partnership design and planning tool based around specific commodities**
- **Set up a Secretariat to coordinate and implement the above**
- **Ensure that the secretariat is neutral and an honest broker serving the wishes of all Partners**

BAGC - Fostering Partnerships



Using a **value chain** partnership concept – practical tested model to tackle issues from both economic and social perspectives.



Linking partner roles to practical initiatives

BAGC Partnership Aims

- **Private sector championed initiative**
- **Work with the Government of Mozambique (CEPAGRI/CPI) to assist and complement the development of the corridor**
- **Harmonise donors, concessional and commercial finance into joint force with maximum impact on developing agriculture**
- **Improve efficiencies of agricultural value chains within the corridor**
- **Enhance communication and coordination between investors and other stakeholders**
- **Focus with SADC and COMESA to support a regional approach to agricultural development to catalyse trade and development across borders**

Structure of BAGC Partnership and Potential Members





Membership

- **Open to wide group with an interest in the Beira Corridor development**
- **Have sufficient flexibility to incorporate new ideas and partners and to expand activities as opportunities arise**
- **Build on skills and experience of members that are already available**
- **Working groups of members formed on an ad hoc basis to address specific issues and disbanded once the objective is met**
- **In the first instance a mix of membership contributions with donor funding is seen as necessary to support the Secretariat**

The BAGC Secretariat



- **The Secretariat acts on behalf of its members**
- **Coordinates activities of partners around specific commodity value chain issues in the corridor**
- **Brokers additional private sector investors and public sector organisations into the Partnership**
- **Undertakes research and data gathering, and analysis and disseminates relevant information through website and Partnership meetings**
- **Develops promotional materials to build support for the initiative**
- **Monitoring progress and impact: keeps Partners informed on the overall impact of partnership activities within the Corridor**
- **Represents Partnership at conferences**

Next Steps

- **Business plan and budget proposal developed for initial Secretariat activities**
- **Identification/recruitment of Secretariat Director with small set of staff**
- **Seek approval for the creation of the Partnership through the Mozambican Council of Ministers**
- **Develop a dedicated link with the farming and agri-business community within Southern Africa, seeking to invest in the region**
- **Assist mining and other concession holders to fulfill their wider economic and social obligations**
- **Secretariat arrangements under development with ACIS**

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Better Business Together

Carrie Davies (ACIS)



ACIS Background

- A-political, autonomous, private, non-profit association
- Created in 2000
- Aimed to promote and develop business by strengthening local companies, contributing to the development of an economy based on private sector participation
- Formed by 10 companies
- Initially Sofala only
- Expanded to national association
- Fully self-funded based on members fees and sale of services – therefore independent

ACIS in Numbers

- 205 members
- 10 billion \$ investment
- 50,000 workers
- 450,000 outgrowers
- Companies range from 7 – 7,000 employees
- All sectors except fisheries

Statutory Aims

- Vision – Creation of a strong, ethically sound private sector working in a healthy business environment, contributing to the economic development of Mozambique
- Mission - Promote, support and protect the interests of business; Provide information, support and training; lobby and advocate on behalf of the private sector

Core Values

- Transparency
- Integrity
- Legality
- Responsibility
- Values supported by – democratic internal processes, responsive and continually improving management modeled on ISO 9001 system, membership requirements, open and legally compliant financial reporting

Services

- 3 key areas:
- Information & support
- Advocacy
- Networking, linkages, advertising

Information & Support

- Regular mailouts of news, data, statistics, reminders and other relevant information
- Free access to Legal Framework series
- Free access to HIV/AIDS Workplace Toolkit
- The right to present questions and concerns and receive individual help and support
- Free access to translations of key legislation into English where these are available
- Access to electronic library

Advocacy

- Complex area with limited successes - Focus on information and ensuring companies are legally compliant thus have strong basis for advocating rights
- Minimum wage / CCT
- Work with CTA
- Localised / company specific issues
- Tax/accounting, labour and sectoral issues

Networking, Linkages & Advertising

- Listing on database and web-based member directory
- Advertising on web-based notice-board
- ACIS events
- Sponsorship of events, products and services
- Investor Focus articles

Strategic Plan 2010

- Promotion of the association locally and regionally, to increase brand recognition;
- Attraction of members, to ensure the representative nature of the organization and guarantee income;
- Continuous improvement of services to members, including improved ability to lobby, and improved internal management

Synergies with BAGC

- Detailed understanding of local conditions
- Geographic location
- Existing, well-established infrastructure
- Similar aims and objectives
- Proven track-record of working in areas of interest to BAGC
- Added value for joint members

Added Value to Members

- Existing ACIS members - BAGC assisting in sourcing funding for expansion and investment; due diligence for expansion or new investment;
- New investors attracted by BAGC – ACIS assisting with information and support for set-up and operation of business, facilitation of business linkages with existing companies

Thank you



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Introducing the Investment Opportunities

Han Derksen



InfraCo

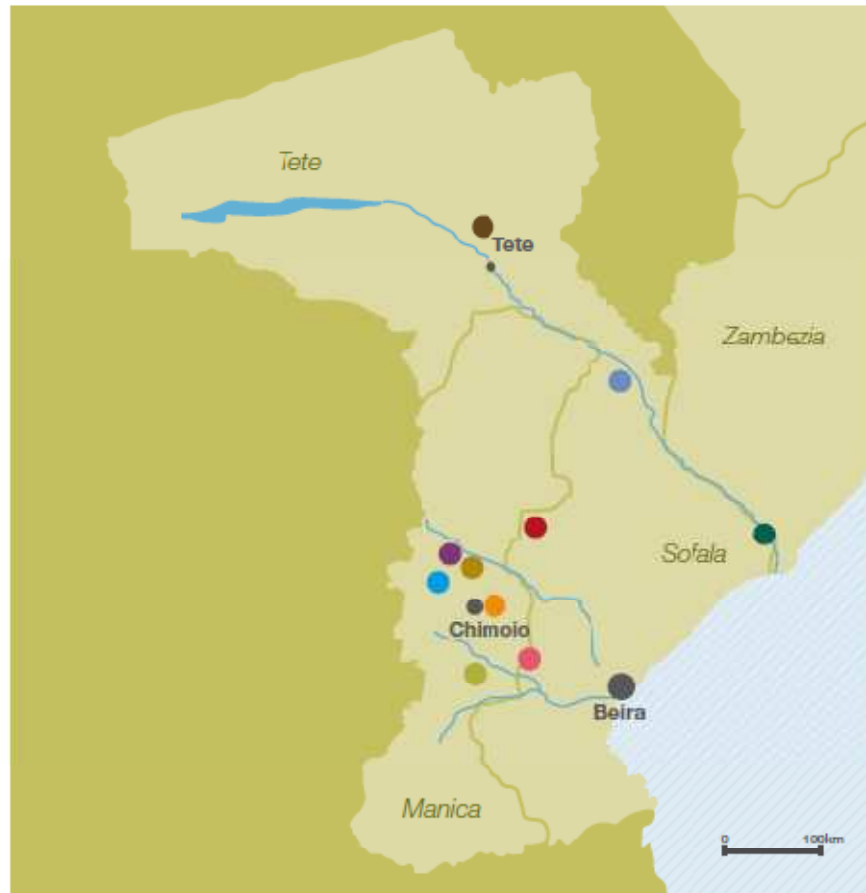


TransFarm
Africa
Routes to prosperity

Prorustica



Project locations



- Headquarters of family sector commercialisation programme, Floralta and progama seeds, Chimoió
- Central point of mango/lychee plantation zone
- Central point of banana plantation area
- Central point of citrus plantation area
- Central point of the honey production and collection project, it covers the majority of the corridor region
- Bonga fresh produce supply venture
- Envalor limitada
- Chemaz valley farm block
- Crown energy Zambesia
- Munda munda flood control/irrigation and planato smallholder rice storage/milling/marketing project

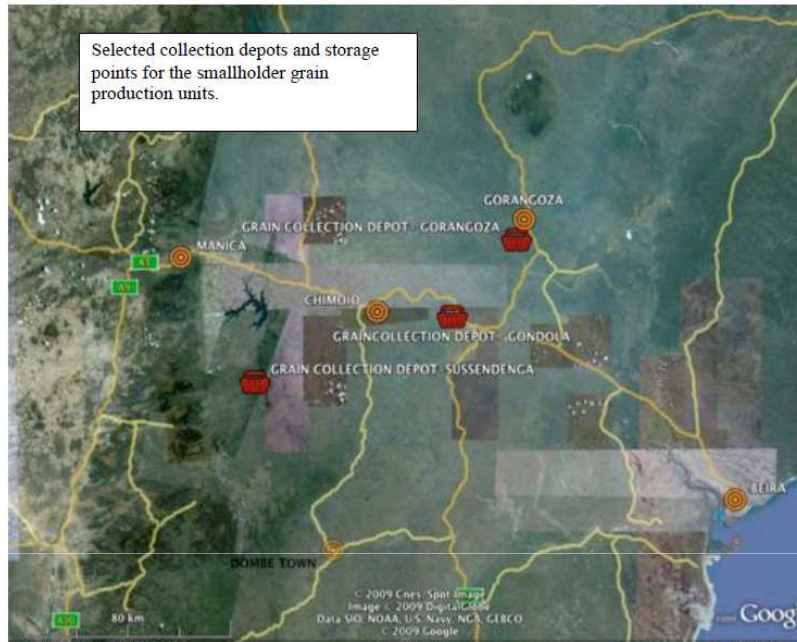


Food crops



<p>1. Family sector commercialization</p>	<p>Smallholder extension/ marketing programme</p> <ul style="list-style-type: none"> - Provision of input supplies and finance to 4,800 farmers - Manica/Sofala province with headquarters in Chimoio - Project IRR over 10 years is 15% - Crops: maize, soya, cow peas and sugar beans
<p>2. Planalto maize storage, milling and marketing</p>	<p>Smallholder extension/ marketing programme</p> <ul style="list-style-type: none"> - Collection, storage and value-addition of smallholder produce at three sites in proximity to production centres. - Manica/Sofala provinces - Smallholder IRR of 11% and Milling and marketing function IRR of 25% - 29,000 smallholder farming families to be supported on 83,000 ha.
<p>3. Progene seed growing and distribution</p>	<p>Medium sized farming and extension programme</p> <ul style="list-style-type: none"> - Growing and distribution of improved seeds for 44,000 ha of maize, 6,000 ha of soy and 12, 000 ha of assorted beans. - Manica province with Chimoio headquarters - Project IRR of 24%



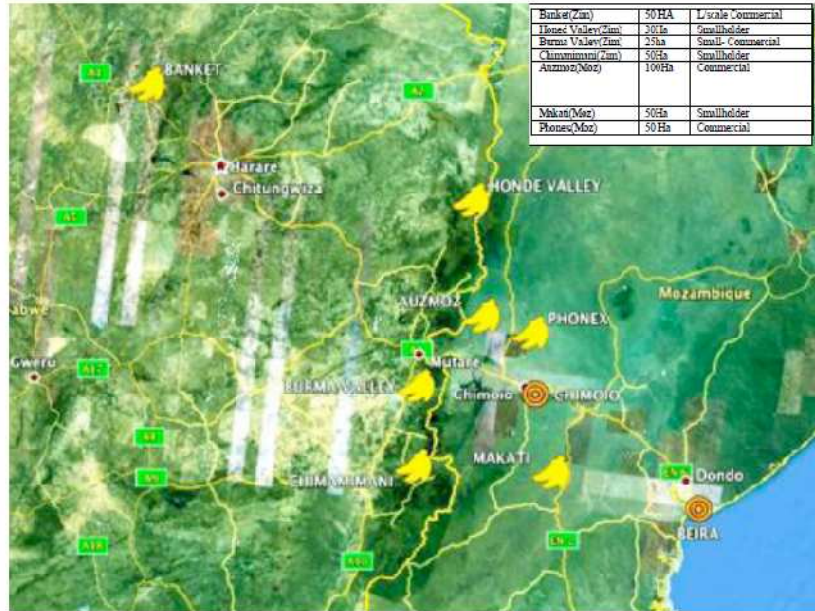


Horticultural crops

4. Mango & litchi farm	<p>Medium sized farming with (irrigated) outgrower schemes</p> <ul style="list-style-type: none"> - 200-600ha mango and litchis plantation with outgrower scheme - Manica province – Dombe and Lower Revue River - Project IRR of 15.5% - Value addition through packhouses and cold storage from commercial producers. - Up to 35km of electrification needed for the plantation.
5. Banana farm	<p>Medium sized farming with (irrigated) outgrower schemes</p> <ul style="list-style-type: none"> - A minimum of 600 ha to of commercial banana production to be started. Expansion of up to 200ha planned with a 40ha outgrower scheme. - Manica province – Manica - Project IRR of 15.5% - Electricity for irrigation is needed.
6. Citrus farm	<p>Serviced farm blocks for outgrowers</p> <ul style="list-style-type: none"> - 4 citrus outgrower schemes farming up to 50 hectares each. - Manica province – potentially in association with Vanduzi - Project IRR of 15.5% - Electrification is required.



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Specialty projects

<p>7. Honey collection and marketing</p>	<p>Smallholder extension/ marketing programme</p> <ul style="list-style-type: none"> - Collection and export of organic honey eventually involving as many as 25,000 families. - Manica/Sofala/Lower Zambezi Provinces with headquarters in Chimoio. - Overall project IRR of 28% - 10,000 farmers will be trained and 500 tons of honey collected.
<p>8. Benga fresh produce</p>	<p>Medium sized farming with outgrower schemes</p> <ul style="list-style-type: none"> - 300ha of fresh produce and grains to supply the mining industry in the Lower Zambezi Valley - More than 2,000 jobs in the next 5 years will be created and up to 500 associate producers will be contracted to supply the pack house.





Large projects

<p>9. Envalor sugar to ethanol</p>	<p>Large estate with outgrower scheme, including for food crops</p> <ul style="list-style-type: none"> - 25,000 ha of sugar cane, sweet sorghum and dry beans. - Sugarcane and sweet sorghum will be processed into 150 million litres of fuel grade ethanol and 32 MWh of electricity through high-pressure bagasse. - Food production of 10,000 tonnes of beans. - 1,800 jobs to be created
<p>10. Chemez Valley Mixed farm</p>	<p>Medium sized farming with (irrigated) outgrower schemes</p> <ul style="list-style-type: none"> - 450ha commercial and 450ha smallholder production of horticulture and field crops. - Manica province – 15-20km north-east of Manica - Project IRR is 17%-25% for the commercial farm and 14%-20% for the smallholder. - Simple packhouses located near commercial productions areas. - 400 farm families to be supported and 550 labourers



Large projects (cont'd)

<p>11. Grown Energy Sugarcane Outgrower Scheme</p>	<p>Outgrower scheme for large sugar estate</p> <ul style="list-style-type: none"> - 3,000 ha for sugarcane outgrower scheme and offtake agreement with up to 200 families with farming areas of 15 has each. - 600-700 ha for food production: rice in the summer and dry beans in the winter in Upper Zambeze province - Project cashflow IRR between 12%-17% - 110 million litres per annum of anhydrous fuel grade ethanol from sugar cane and sweet sorghum. - 15,000 tonnes of vegetable protein, 200 tonnes of meat and 2-3 MW of excess electricity along with 115,000 annual emission reductions credits. - Around 2,000 full time jobs to be created
<p>12. Munda Munda Rice irrigation Scheme</p>	<p>Serviced farm blocks for outgrowers with extension & marketing programme</p> <ul style="list-style-type: none"> - 3,000 ha irrigated land for smallholder rice production; plus a storage, milling and marketing company - Lower Zambeze province - Storage, milling and marketing investment returns 12%-17% (the irrigation scheme requires subsidy unless there is a partnership with a commercial rice grower) - Construction will bring about 1,500 jobs and spin-off to create 300 jobs. - Includes 32,491 coop members organised in 4 coops.



Thank You



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Agenda

- 9.30 – 9.45 **Introduction**
- Welcome and objectives for the meeting: John Rocha (NBF)
 - Background on BAGC initiative: Sean de Cleene (Yara International)

- 9.45 – 10.45 **Session 1: The Investment Blueprint**
- Mozambique's Green Revolution Strategy: Roberto Albino (CepAgri)
 - Preview of the BAGC Investment Blueprint: Chris Isaac (InfraCo)
 - Comments/ discussion

- 10.45 – 11.30 **Session 2: The BAGC Partnership**
- The BAGC Partnership and Secretariat: Patrick Guyver (Prorustica)
 - Better Business Together: Carrie Davies (ACIS)
 - Comments/ discussion

BREAK

- 11.45 – 12.30 **Session 3: Investment Opportunities**
- Fast-track projects: Han Derksen (InfraCo)
 - Comments/ discussion

- 12.30 – 12.45 **Close**
- Next steps: Chris Isaac (InfraCo)
 - BAGC Statement: John Rocha (NBF)

LUNCH – FOLLOWED BY “MARKET PLACE” SESSION



Next steps

- Share the results of the analysis with the government, the Beira corridor partnership and the international community and seek their support for the approach outlined here
- Seek agreement with government and the international community about the **funding mechanisms** identified here and commitments from international partners to participate in funding these mechanisms
- Seek agreement on **BAGC Partnership** and appropriate mechanisms to strengthen **on-the-ground implementation capacity**
- Secure **short-term funding** to establish the BAGC Partnership secretariat, continue the work that has been started to accelerate 'fast track' investments, and to provide seed capital for a **Catalytic Financing Facility** that will provide Social Venture Capital to some of the Fast Track opportunities



BAGC Draft Statement



“Support to commercial agriculture with strong links to smallholder farmers is critical to promote sustainable opportunities for wealth creation and development in rural Africa.

*The BAGC Partnership endorses **coordinated efforts** by the public and private sectors to promote socially responsible agriculture; and calls on the international community to provide the necessary **catalytic financing** to unlock the agricultural potential of the Beira corridor region.”*

