



Nutrition Africa Investor Forum

16-17 OCTOBER

RADISSON BLU HOTEL
NAIROBI, KENYA





WELCOME



Join the Scaling Up Nutrition (SUN) Movement

As the Scaling Up Nutrition Movement Coordinator, I am really proud that our SUN Business Network (SBN) and very committed SUN partners GAIN and Royal DSM have convened this first-of-a-kind Nutrition Africa Investor Forum (NAIF). There is enormous potential for innovative finance to unlock the potential of small and medium enterprises to address malnutrition across the food value chain in many African countries. Entrepreneurs can be enabled to support their country to transform agriculture and food production into a nutrition-sensitive, sustainable and innovative food system.

I hope that this valuable dialogue and interaction over the two days will encourage more investors and SMEs to invest responsibly in nutrition. I am delighted that so many SMEs applied to the Scaling Up Nutrition Pitch Competition. The winner will stand shoulder to shoulder with me and all other SUN Movement members, proudly championing greater investment in SMEs and the SUN Movement as we work to increase access to nutritious food. I encourage all participants at the Forum to sign up to the SUN Movement as we continue to explore innovative ways of working collaboratively with different actors, including Governments working alongside us to end all forms of malnutrition in our lifetime.

Gerda Verburg,

United Nations Assistant Secretary General
Coordinator of the SUN Movement

It is a delight to welcome you to the Nutrition Africa Investor Forum (NAIF), the first event of its kind on the African continent, and to the vibrant capital city of Kenya. The Forum marks an important milestone in the roadmap towards reframing the dialogue around nutrition, raising the profile of nutrition as an investment opportunity and showcasing businesses that can improve access to nutritious foods.

This two-day Forum will feature a highly-focused, interactive programme encouraging dialogue, networking and knowledge exchange. An exciting range of expert speakers will offer market analysis and commercial insights into current trends in the African food industry; overviews of how the value chain is responding to the nutrition challenge; together with future deal flows and opportunities.

NAIF is part of GAIN's and DSM's ongoing commitment to leverage private sector knowledge, technology and financial resources across the entire food system and make nutritious foods more accessible across Africa. The Forum is a highly focused event encouraging nutrition investment decisions while promoting strong institutions and mechanisms to deliver them.

GAIN is co-hosting with the highest quality institutions that share its ambition to generating investments that can improve nutrition in Africa, including Royal DSM, the SUN Business Network and *African Business* magazine. We look forward to working with you all to create a dynamic network of nutrition-related businesses and key players in the investment community together with leading actors in the area of nutrition.

Lawrence Haddad,

Executive Director, GAIN

The Nutrition Africa Investor Forum (NAIF) aims to energise the momentum and focus on nutrition across Africa by opening new commercial opportunities through private sector investment. It is my pleasure to welcome you to this Forum, which is built upon a collaborative approach to building sustainable and nutrition-enhancing food systems that end hunger and all forms of malnutrition. This local approach enables Africa to be more self-sufficient, by investing on the continent to produce high quality nutritious food, which is central to economic and human development.

Royal DSM, as a purpose-led global science-based company in nutrition, health and sustainable living, is co-hosting, with GAIN, this drive to generate greater investments to improve nutrition in Africa. We particularly welcome the opportunity to support this Forum's ambitions that will make a valuable contribution to stimulating private sector investment to improve access to nutritious food across the continent.

NAIF offers investors the chance to obtain an overview of selected investment opportunities across the value chain and identify proposed opportunities presented in the Forum's deal room. In addition, the final of the SUN Business Network's Africa Pitch Competition will help build a pipeline of quality 'nutrition investments' with a focus on SMEs that can respond to pressing local nutrition priorities and improve access to nutritious and safe foods for low-income consumers.

I hope all participants will seize the opportunity presented at NAIF to obtain a critical understanding on how to find and successfully unlock investments, both debt and equity, to scale up aspirational, affordable nutritious food, through small and medium enterprises, for the benefit of Africa's consumers.

Fokko Wientjes,

Vice-President Nutrition in
Emerging Markets & Food
Systems Transformation,
Royal DSM

Nutrition Africa Investor Forum Programme Day One Tuesday 16th October

0800-0900	Registration
0900-0930	<p>OPENING SESSION Introduction: Henry Bonsu, Moderator</p> <p>OFFICIAL INVITE FOR THE WELCOME ADDRESS Leah Kagwara, Country Director, GAIN</p> <p>WELCOME ADDRESS Hon. Peter Munya, Cabinet Secretary, Ministry of Industry, Trade and Co-operatives, Kenya (invited) Hon. Sicily Kariuki, Cabinet Secretary, Ministry of Health, Kenya (invited)</p>
0930-0935	<p>WELCOME VIDEO Lawrence Haddad, Executive Director, GAIN</p>
0935-0955	<p>KEYNOTE ADDRESS H.E. Jakaya Kikwete, Former President of Tanzania and Chairman of the Jakaya Mrisho Kikwete Foundation</p>
0955-1100	<p>What will the African food industry look like in 2030 – will it deliver safe and nutritious foods for all? This session will identify the main trends and vectors of change in the agri-food business of the future. From new foods to data analytics and trade liberalisation to fintech, what impact will these disruptive trends have on agri-businesses scaling up nutrition impacts in Africa?</p> <p>Moderator: Henry Bonsu</p> <ul style="list-style-type: none"> • Shereen Tromp, Senior Consultant Specialised in Sub-Saharan African Research, Euromonitor • Jennifer Baarn, Head of Partnerships, AGRA • Myriam Sidibe, Senior Fellow, MRCBG, Harvard University – Marketing for Public Health and Africa Social Mission Director, Unilever • Rachel Kabuyah, Grants and Partnership, Manager, Twiga Foods • Fokko Wientjes, Vice President, Nutrition in Emerging Markets, Royal DSM <p>Concluding remarks: Saul Morris, Director of Programmes, GAIN</p>
1100-1130	Refreshments
1130-1300	<p>How can we finance the African food industry of the future to deliver safe and nutritious foods for all? A cross-section of experts will build the case for investment in nutrition across the agri-food business chain and identify strategies to finance the scale-up the availability of African-produced nutritious foods. The session will also discuss whether the appropriate finance instruments, both from public and private sources, are available to support Africa’s missing middle SMEs across the food value chain.</p> <p>Moderator: Henry Bonsu Opening Remarks: Niraj Shah, Head of the Private Sector Window of the Global Agriculture and Food Security Program, IFC</p> <p>Panel 1 (investors):</p> <ul style="list-style-type: none"> • Madeleine Onclin, Head of Sector – Nutrition, European Commission • Jordyan Corcoran, Chief Strategy Officer, 4G Capital • Randiana Tantely Rakotomalala, Impact Investment Adviser, Acacia Sustainable Business Advisors • Tom Adlam, Director, AgDevCo Rwanda • Clarisse Aduma, Senior Agribusiness Development Manager, KCB <p>Panel 2 (companies seeking investment):</p> <ul style="list-style-type: none"> • Rachel Chinku, Finance Manager, Java Foods • Eric Muthomi, Chief Executive Officer, Stawi Foods • Amar Ali, Chief Executive Officer, Africa Improved Foods
1300-1445	Networking lunch
1445-1555	<p>Scaling Up Nutrition Pitch Competition Entrepreneurs pitch new agri-food ideas that could have a positive impact on nutrition in Africa. As part of the SUN Business Network’s efforts to build a pipeline of quality ‘nutrition investments’, 21 companies will explain how they are improving access to nutritious and safe food for low income consumers.</p> <p>Judging panel:</p> <ul style="list-style-type: none"> • Fokko Wientjes, Vice President, Sustainability and Public Private Partnerships, DSM Venture Fund • CJ Jones, Chief of Staff, Growth Africa • Andia Chakava, Investment Director, Graça Machel Trust • Fred Kiteng’e, General Manager, Root Capital • Saul Morris, Director of Programmes, GAIN (adviser to the judges)
1555-1615	Refreshments
1615-1725	Scaling Up Nutrition Pitch Competition (continued) followed by a brief SUMMARY and CLOSE OF DAY 1
1830	World Food Day Gala Dinner sponsored by Global Citizen and SDG2 Advocacy Hub (by invitation only)

Nutrition Africa Investor Forum Programme Day Two Wednesday 17th October

0900-1000	<p>Lessons from the Renewable Energy Sector: Expert insights for scaling up a new investment area Renewable energy has emerged as a significant investment sector over the last few years. Are there lessons from this process that can guide the establishment of nutrition as a new investment space? Experts will offer critical reflections on the rise of the sector, such as how ‘alliances’ of public and private actors can play a crucial role in accelerating investment for the private sector, especially SMEs in Africa.</p> <p>Moderator: Dominic Schofield, President, GAIN Canada and Senior Technical Advisor, GAIN</p> <ul style="list-style-type: none"> • Joseph Nganga, Regional Director Africa, responsAbility • Heleen Goussard, Head of Unlisted Investment Services, RisCura • Martin Poulsen, Managing Director, Acacia Sustainable Business Advisors • Kyle Denning, CEO, Kentaste
1000-1100	<p>White Paper Launch – Fuelling the Business of Nutrition: What will it take to unlock the investment opportunity in nutritious food value chains? To mark the launch of the White Paper, the findings of the in-depth report from Harvard Kennedy School. This will frame a discussion on the report’s recommendations including how donors, development organizations and government agencies can help uncover and de-risk investments and improve investment flows from private investors.</p> <p>Introduction: Greg S. Garrett, Director of Food Policy and Financing, GAIN</p> <ul style="list-style-type: none"> • Jane Nelson, Director, Corporate Social Responsibility Initiative at the Kennedy School of Government, Harvard University • Patrick Elmer, Founder, iGravity • Anne Njuki, Investment Manager, DOB Equity • Sandrine Henton, Investment Director, Educate Global Fund • Mathias Hague, MEL Manager, AECF
1100-1130	Refreshments
1130-1230	<p>Success Stories: Lessons from high-impact business leaders Business presentations showcasing a variety of successful investments across the food value chain featuring companies improving access to nutritious foods on the continent. Four businesses/organisations will introduce their enterprises. They will explain what kind of finance they required, what did or did not work and what recommendations they have to inspire investors, public sector agencies and businesses to engage in this space. A panel discussion will then analyse their performance and how to increase the flow of money into businesses offering products and services improving access to nutrition.</p> <p>Moderator: Henry Bonsu</p> <ul style="list-style-type: none"> • Amar Ali, CEO, Africa Improved Foods, Rwanda • Rose Mutuku, Founder and CEO, Smart Logistics Solutions • Daniel Amanquah, Food Fortification Specialist, Sight and Life Foundation • Jeanine Milly Cooper, Founder, Fabrar • Felix Samora, CEO, Rumah Kelor, Indonesia, Winner of the SUN Pitch Competition Indonesia
1230-1330	Networking Lunch
1330-1430	<p>Ask the Experts: How to grow the African nutrition businesses of the future An interactive session where experts offer insights into the common challenges faced by agri-food entrepreneurs. The session will enable delegates to understand how enterprises improving nutrition in Africa can become investment ready.</p> <p>Moderator: Henry Bonsu</p> <p>Panel:</p> <ul style="list-style-type: none"> • Nutrition: Dominic Schofield, President, GAIN Canada and Senior Technical Advisor, GAIN • Business Development: Fred Ogana, Managing Partner, East Africa Market Development Associates Ltd. • Investments: Gonçalo Neves-Correia, CEO, ThirdWay Africa • Investments: Andia Chakava, Investment Director, Graça Machel Trust • Innovative Partnerships: Adrian Van Der Knaap, Deputy Regional Director, East Africa, World Food Programme
1430-1530	<p>Closing plenary The presentation ceremony for the Scaling Up Nutrition Pitch Competition winners will be followed by a high-level panel discussion to determine how the insights shared at the Forum can be translated into concrete next steps and actionable plans.</p> <ul style="list-style-type: none"> • Saul Morris, Director of Programmes, GAIN • Fokko Wientjes, Vice-President, Nutrition in Emerging Markets & Food Systems Transformation, Royal DSM • Uduak Igbeka, Senior Associate and Team Lead, SUN Business Network, Nigeria • Babatunde Omilola, Division Manager for Public Health, Security and Nutrition Division, AfDB

SPEAKERS/PANELLISTS



Amar Ali

Amar Ali, Chief Executive Officer, Africa Improved Foods, oversees the creation, planning, implementation and integration of the strategic direction of the company in Rwanda and Ethiopia. He ensures that the organisation's leadership maintains awareness of both the external and internal competitive landscape, opportunities for expansion, markets, new industry development

and standards. Mr. Ali has more than 20 years of global experience in a variety of startup and corporate roles, the last seven years focused on developing new agri-food business models in Africa.



Daniel Amanquah

Daniel Amanquah, Food Fortification Specialist, Sight and Life, has advised a range of companies on product development and fortification in Ghana. Mr. Amanquah is presently advising the Obaasima social enterprise project launched in partnership with the German Development Cooperation, Bill and Melinda Gates Foundation, the Association of Ghana Industries (AGI) and

the Ghana Standards Authority. The project is designed to aid consumers make healthy food choices through identifiable seals attached to approved fortified foods. Since the scheme's inception, it has launched a cereal-legume mix, a milk biscuit and a pepper sauce condiment.



Henry Bonsu

Henry Bonsu, Journalist and Broadcaster, works as an international MC specialising in global economic development. Mr. Bonsu began his career as a print journalist writing for specialist publications and national newspapers in the UK and later worked as a producer on Radio 4's *Today* show, Britain's biggest current affairs radio programme. He has also presented shows on

satellite TV channels including Vox Africa, BET International and Press TV.



Jennifer Baarn

Jennifer Baarn, Head of Partnerships, AGRA, is responsible for managing the institution's strategic partnerships with public and private institutions. Ms. Baarn is an experienced professional in the development and facilitation of international Public-Private Partnerships with a particular focus on agriculture. Prior to joining AGRA, Jennifer was the Deputy CEO of the

Southern Agriculture Growth Corridor (Tanzania) and Associate Director at the World Economic Forum (WEF) in Geneva, Switzerland, where she helped develop the New Vision for Agriculture initiative.



Andia Laura Chakava

Andia Laura Chakava, Investment Director, Graça Machel Trust, co-leads the organisation's gender lens investing initiative through the creation of a special purpose investment vehicle. Ms. Chakava is the current Chairperson of New Faces New Voices Kenya (women in finance network), and is passionate about facilitating intra-Africa investment, investor education and is a thought

leader in gender lens investing. She is one of the first female fund managers in the region and has been instrumental in founding two fund management companies from scratch in Kenya (Old Mutual Investment Services and Alpha Africa Asset Managers) where she served in each as Managing Director.

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Rachel Chinku

Rachel Chinku, Finance Manager, Java Foods, is responsible for implementing the adoption of a new accounting system as well as supervising the updating and accurate preparation of accounts and audited financial statements. Ms Chinku has optimized costs and efficiencies in company operations, improved the internal control framework and ensured compliance on

statutory obligations. She has been instrumental in negotiating short-term financing from local lenders for working capital requirements. Previously she was the Management Accountant at Paramalat Zambia and Country Finance Coordinator at Nestle Zambia.



Jeanine Cooper

Jeanine Cooper, Senior Managing Partner, FABRAR Liberia Incorporated, is working to promote innovative solutions to the problems facing Liberian smallholder rice farmers. As Liberia's largest commercial rice producer, FABRAR is making local produce marketable and combining commercial business with socio-economic development objectives to more effectively

address the challenges facing rice farmers. Ms. Cooper retired from a 26-year career as an international civil servant, including 14 years with the United Nations Office for the Coordination of Humanitarian Affairs. Her last posting was as the UN-OCHA Permanent Observer to the African Union, where she was involved with continental policy-making on food security and livelihoods.



Jordyan Corcoran

Jordyan Corcoran, Chief Strategy Officer, 4G Capital, focuses on the creation of innovative new products and partnerships, such as providing much needed credit to support aggregated value chains of manufacturers, suppliers, and payment providers working alongside micro-businesses across Africa. Ms. Corcoran, an angel investor, is a specialist in financial inclusion and impact

investment who has worked in Asia, Africa, Europe and North America. A former investment banker with JP Morgan, Ms. Corcoran subsequently worked with peer-to-peer lender Kiva to support microfinance clients across Asia. Prior to moving to her current role with 4G Capital, she worked with InfraCo Africa, a DfID-backed impact investor into Sub-Saharan African energy projects.



Kyle Denning

Kyle Denning, Chief Executive Officer, Kentaste, is responsible for an enterprise producing organic, natural coconut products sourced from Kenyan smallholders. Kentaste provides farmers with legal and fair opportunities to market their produce. Mr. Denning has commercial experience across East Africa in energy, agriculture, water and finance. His project leadership roles have

included providing consulting and management for environmental sustainability projects and business developments for carbon industries.



Patrick Elmer

Patrick Elmer, Founder and Managing Director, iGravity, works at the intersection of finance and global development, focusing on innovative solutions and partnerships that create opportunities for underprivileged people and protect our planet. Mr. Elmer founded iGravity in 2017 to support disruptive ideas, entrepreneurs, visionaries and institutions in their impact

investment [ad]ventures. The company specialises in innovative finance and impact investment solutions. He previously worked with BlueOrchard, Credit Suisse and spent several years in Mozambique, Tanzania and Madagascar assisting the Swiss government and microfinance banks.

SPEAKERS/PANELLISTS



Greg S. Garrett

Greg S. Garrett, Director of Food Policy & Financing, GAIN, oversees an innovative financing, food fortification and urban nutrition portfolio supporting governments and over 1,000 agri-food businesses improve access to nutritious foods in sub-Saharan Africa and South Asia. Before joining GAIN in 2011, Greg spent a decade in management roles at for-profit agencies, designing and

delivering public health and nutrition initiatives in Asia and Africa. Greg is on the Board of the Iodine Global Network and on the Executive Management Team of the Food Fortification Initiative.



Heleen Goussard

Heleen Goussard, Head of Unlisted Investment Services, RisCura, heads up the team which provides independent valuations for clients across all alternative asset classes such as (but not limited to) Private Equity, Infrastructure and Private Debt. Ms. Goussard provides assurance to investors in alternative assets and alternative asset funds that their assets are priced correctly.

She joined RisCura in 2012 and has performed and reviewed over 150 valuations since then. She previously worked as a corporate finance partner at PKF Inc.



Mathias Hague

Mathias Hague, Monitoring, Evaluation and Learning Manager at Africa Enterprise Challenge Fund, is an agricultural economist with more than 20 years' experience in the design and implementation of monitoring and evaluation systems in the field of international development assistance. He has been the MEL Manager at AECF for almost three years, providing methodological

guidance on results measurement to the 265 investments in the portfolio and establishing a learning agenda for the organisation. AECF invests in almost 200 agribusinesses of which 60 have a strong focus on making available nutritious foods. Improving access to nutrition at the household level is an increasingly important result for AECF across its investment portfolio.



Sandrine Henton

Sandrine Henton, Chief Executive Officer, Educate Global, founded the fund management company to invest in education and its ancillary sectors with an initial focus on East Africa. Educate Global invests in local businesses across sectors, including nutrition, which directly impact educational outcomes for children and young people. The fund was a recipient of the SDG

Partnership Platform 2 award for investments in early-childhood nutrition, administered by UNDP Kenya. Ms. Henton has over a decade of professional experience in strategy consulting and finance, including private equity commercial due diligence for businesses in emerging markets.



Uduak Igbeka

Uduak Igbeka, Senior Associate and Team Lead, SUN Business Network, Nigeria, plays a key coordinating role with the Network in Nigeria where the organisation works to identify and raise awareness of nutrition issues in the private sector and has supported business through leveraging technical or financial support. She is responsible for overseeing a three to five year strategic

business plan in partnership with Accenture Development. Ms. Igbeka has an academic background in agricultural economics.

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C J Jones

C J Jones, Chief of Staff, GrowthAfrica, is an experienced strategic thinker, business leader and entrepreneur with highly developed analytical, programme management and team leadership skills. Ms. Jones has extensive experience in African agricultural and business forums, leading market entry, acquisition, due diligence and business structuring assignments both in the

private and development sector. She previously served as CEO of ACRE Africa and Senior Regional Manager, Private Sector Engagement at GAIN.



Rachel Kabuyah

Rachel Kabuyah is Head of Grants and Partnerships at Twiga Foods, a business-to-business food supply platform which uses technology to consolidate the fragmented purchasing power of urban retailers. Ms. Kabuyah is responsible for end-to-end management of public funding portfolio, from origination of funding opportunities to managing grants and

overseeing reporting. She is responsible for managing donor relationships with bilateral and multilateral agencies, as well as private organisations. Prior to joining Twiga, she was a lecturer at Kenyatta University's School of Environmental Studies.



Leah Kaguara

Leah Kaguara, Country Director, GAIN Kenya, has over 20 years of experience in building and leading dynamic teams to create harmonious organizational work environments. Before joining GAIN, Ms. Kaguara was Africa Regional Director for Energy 4 Impact, providing leadership to teams in five sub-Saharan African countries working to support SMEs and micro businesses provide

energy access to off-grid communities. Prior to that she was Country Director for Vétérinaires Sans Frontières in Kenya.



Sicily Kariuki

Sicily Kariuki, MBS, is Cabinet Secretary, Ministry of Health, Kenya. She was appointed to the post in 2018 having previously served as the Cabinet Secretary for Public Service, Youth and Gender Affairs from December 2015. She enjoyed a wide-ranging career in the business world, including as an officer of the Kenya Investment Authority, CEO of the Fresh Produce Exporters

Association of Kenya and CEO of the Tea Board of Kenya.



H.E. Jakaya Kikwete

H.E. Jakaya Kikwete was first elected as the Fourth President of the United Republic of Tanzania in 2005 and re-elected in 2010. He is now chairman of The Jakaya Mrisho Kikwete Foundation, established in 2017 with the vision of transforming lives through innovative, effective, sustainable, and value-added solutions. President Kikwete serves as a member of the SUN Lead

Group which plays key role in the promotion of the nutrition agenda worldwide.

SPEAKERS/PANELLISTS



Fred Kiteng'e

Fred Kiteng'e, General Manager, East Africa, Root Capital, oversees lead generation, loan application processing and client relationship management in East and Southern Africa. Previously, Mr. Kiteng'e worked at GroFin as a senior business development manager and at Standard Chartered Bank as a small and medium enterprise manager.



Saul Morris

Saul Morris, Director of Programmes, GAIN, oversees the quality of programmes designed to improve nutrition outcomes in Africa and Asia. Dr. Morris previously spent three years at the Children's Investment Fund Foundation where he oversaw a \$200m grant portfolio including all of the organisation's investments in combating chronic malnutrition and anaemia. He has

more than 25 years' experience in international nutrition, having worked in research at the International Food Policy Research Institute and as Head of the Public Health Nutrition Unit at the London School of Hygiene & Tropical Medicine, as a funder at Department for International Development and at the Bill & Melinda Gates Foundation.



Peter Munya

Peter Munya, Kenyan Cabinet Secretary for Industry, Trade and Cooperatives, served as the Member of Parliament for Tigania East Constituency (2002-13) before successfully contesting for the Meru County Gubernatorial seat. He was also the first Governor of Meru County. He was later appointed the Assistant Minister for East Africa Community and Assistant

Minister for Internal Security and Provincial Administration.



Eric Muthomi

Eric Muthomi is the Founder and CEO of Stawi Foods, the award-winning food processing company based in Nairobi, Kenya. The founding idea behind Stawi was to be a market place for small-scale farmers in Kenya who need fair buyers for their produce. Mr. Muthomi has been listed in Forbes Africa's Top 30 Under 30 list and was made a YALI Fellow in 2014. Most recently he received

the Young Entrepreneur of the Year Award at the 2018 Africa Food Manufacturing and Safety Summit.



Rose Mutuku

Rose Mutuku, Founder and CEO of Smart Logistics Solutions, makes and markets pre-cooked, dehydrated beans. The company creates partnerships with farmers, providing them with, not just a market for their produce, but also technical support. Ms. Mutuku has previously worked for the Ministry of Finance in Kenya and East Africa Breweries. She has also

represented Kenya in the Board of the Eastern Africa Grain Council.

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Jane Nelson

Jane Nelson is Director, Corporate Responsibility Initiative, Kennedy School of Government, Harvard University, and a non-resident senior fellow at the Brookings Institution. Ms. Nelson was a Director at the International Business Leaders Forum from 1993 to 2012, and has been a senior associate with the Institute for Sustainability Leadership at Cambridge University.

She has also worked with the U.N. Global Compact in the office of the UN Secretary-General, the World Business Council for Sustainable Development in Africa, FUNDES in Latin America and as a Vice-President at Citibank.



Gonçalo Neves-Correia

Gonçalo Neves-Correia is Founder and Chief Executive Officer of ThirdWay Africa, an impact-focused merchant bank with the mission to converge the worlds of development and finance to promote inclusive and sustainable businesses in Africa. Previously, Mr. Neves-Correia worked in London as an Executive Director for JP Morgan, where he led the IB Strategic Investments team

in Europe. Before that he was an Engagement Manager for McKinsey and an analyst for Goldman Sachs.



Joseph Nganga

Joseph Nganga, Regional Director Africa, responsAbility, has both investment banking and consulting experience for international development organizations, including the World Bank and DANIDA on renewable energy. Mr. Nganga has 17 years of experience in starting and building businesses in Africa. He is a board member of Carolina for Kibera and a Steering

Committee member of the Africa Renewable Energy Alliance.



Anne Njuki

Anne Njuki is an Investment Manager at DOB Equity. She is based in Nairobi Kenya, and focuses on sourcing and structuring potential investments for DOB, and working closely with DOB's portfolio companies to support senior management achieve their strategic, operational and impact objectives. Prior to joining DOB, Anne was a Senior Engagement Manager with McKinsey & Company,

where she served the leadership of Africa's top private and public sector institutions. She began her career as a process engineer in the US and Asia, and decided to move back home to contribute to growth and development in Africa. Anne is passionate about developing companies and people to unlock value and drive lasting impact.



Fred Ogana

Fred Ogana is Founder and Managing Partner of East Africa Market Development Associates, an enterprise-development consulting firm that undertakes both short-term and long-term implementation projects. He is a business development practitioner with over 20 years' experience working with SMEs in service, manufacturing and agribusiness sectors with

expertise in setting up farmer-owned rural enterprises across Easter Africa. He formerly served as the Country Director of TechnoServe Inc. (Kenya).

SPEAKERS/PANELLISTS



Babatunde Omilola

Babatunde Omilola is Division Manager of the Public Health, Security and Nutrition Division at the African Development Bank. Dr. Omilola previously served as the Head of Development Planning and Inclusive Sustainable Growth Team with the UN Development Programme. In this position, he led a policy and programme team responsible for UNDP's global work on development planning,

social protection, poverty and inequality reduction, food and nutrition security, Least Developed Countries (LDCs) and the implementation of the Sustainable Development Goals (SDGs). Dr. Omilola also served as Co-Chair of the UN Inter-Agency Task Team on National Monitoring of the SDGs and Co-Chair of the UN Secretary-General's High-Level Task Force on Global Food and Nutrition Security (HLTF) and Zero Hunger Challenge Group Technical Team.



Madeleine Onclin

Madeleine Onclin, Head of the Nutrition Section at the European Commission, works to implement the organisation's Action Plan for Nutrition with all partners involved in the fight against malnutrition. Ms. Onclin graduated as a veterinarian and spent 11 years working on a programme to eradicate several contagious diseases in livestock. She then worked in the

humanitarian field for 15 years in sub-Saharan Africa. In 2009, Ms. Onclin joined the European Commission where she has continued her involvement in Africa and Central America. Among her responsibilities, she manages rural development programmes in countries in fragile situations and is actively involved in food and nutrition security.



Martin Poulsen

Martin Poulsen, Managing Director, Acacia Business Advisors, provides advisory and fund-raising services to fund managers and SMEs. Mr. Poulsen is also a founder of the Moringa Partnership, an investment fund which targets agroforestry projects in Latin America and sub-Saharan Africa. From 2009-2011 Mr. Poulsen served as Chief Private Equity Officer at the

African Development Bank. Between 2003 and 2009, he led the European Investment Bank Private Equity investment activities in sub-Saharan Africa and in European renewable energy. Mr. Poulsen has been active in Private Equity, SME finance and emerging markets for 20+ years, working on both the GP and LP sides to raise capital from both public and private sources.



Randiana Rakotomalala

Randiana Rakotomalala, Impact Investment Advisor, Acacia Sustainable Business Advisors, works to strengthen the team advising GAIN on innovative financing and structuring options in the nutrition investment space. Ms Rakotomalala previously worked at Siemens Financial Services, where she was responsible for Pension Asset and Liability management in Europe and Africa. She

was the group lead of the Private Equity team focusing on Industry and Services, targeting generic or thematic funds active in Agriculture and Food and Health at the African Development Bank and a market specialist for the SME focused African Enterprise Fund of the IFC. She also founded and operated her own digital marketing startup company in Côte d'Ivoire.



Dominic Schofield

Dominic Schofield, President of GAIN Canada and Senior Technical Advisor for Policy and Programs at GAIN. Advises governments and businesses on evidence-based policies and blended finance approaches that take innovations with social impact to scale. His career spans over 25 years in the field of international development serving in leadership positions with the private and

not-for-profit sectors, and the United Nations; with assignments in Africa, Latin America, the Caribbean plus South and Southeast Asia. Mr. Schofield's work in public health over the past 15 years has focused on addressing malnutrition in developing countries through global initiatives and building multi-sectoral alliances that combine the strengths of government, private sector and civil society.

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Niraj Shah

Niraj Shah, Programme Manager, Private Sector Window, Global Agriculture and Food Security Programme, leads an initiative that co-invests alongside the IFC, directly or indirectly, in agribusiness and agri-finance projects impacting smallholders in the agriculture value chain. As of June 2018, the programme had supported 61 investment projects in 27 countries for an

investment amount of \$311 million, and 67 advisory projects in 30 countries for \$21m. Between 2007 and 2013, Niraj was the IFC Sector Lead for Agribusiness and Tourism, Retail and Property for South Asia and later for the Caribbean.



Myriam Sidibe

Myriam Sidibe is Senior Fellow, Mossavar Rahmani Center for Business and Government, Harvard Kennedy, where she is on sabbatical from her work as Global Social Mission Director at Unilever. She works to drive health outcomes through mass behavioural change. Dr. Sidibe has created a movement to change the handwashing behaviours of one billion people, the single biggest hygiene

behaviour change programme in the world. Over the past 20 years, she has worked in over 20 countries for the public and private sectors, arguing for a more transparent relationship between the for-profit and not-for-profit sectors. She is currently researching how brands with public health ambitions can be better supported to enhance their social impact.



Shereen Tromp

Shereen Tromp, Senior Consultant on Sub-Saharan African Research, Euromonitor, is responsible for building data sets for previously unresearched (Tier 3) markets in sub-Saharan Africa. This includes Angola, Ghana, Côte d'Ivoire, Ethiopia, Tanzania and Uganda. Ms. Tromp project manages and oversees analysts in each of these markets to deliver quality data and insight into FMCG

industries within these countries. She has 13 years research experience across sub-Saharan African FMCG and services markets and has a special interest in FMCG industries with a focus on Packaged Food.



Adrian Van Der Knaap

Adrian Van Der Knaap, Deputy Regional Director for East Africa, World Food Programme, is in charge of regional supply chain and support services. Mr. Van Der Knaap has wide-ranging experience with the organisation across Africa. From 2002 to 2006, he helped set up and led the United Nations Joint Logistics Centre in Rome with postings in Afghanistan and Iraq. He has also

worked for the Primary Health Care Programme of the Sudan Council of Churches in Khartoum, for Norwegian People's Aid as Relief and Agricultural Rehabilitation Project Manager in South Sudan as well as Chief of UNHCR's Civil-Military Liaison Group in Zaire.



Fokko Wientjes

Fokko Wientjes, Vice-President of Nutrition in Emerging Markets and Public-Private Partnerships, Royal DSM, has a particular focus on the World Food Programme and UNICEF partnerships on nutrition. He is also a member of the SUN Business Network Executive Committee; Sustainability Advisory Board, SNS Reaal; Advisory Board, Business and Economics School, University

of Maastricht; Steering Board; and the World Economic Forum New Vision on Agriculture.

SCALING UP NUTRITION PITCH COMPETITION



Pitch Competition

Congratulations to our 2018 Scaling Up Nutrition (SUN) Pitch Competition finalists! Out of more than 450 outstanding entries that were submitted to pitch competitions across Africa, 21 entrepreneurs have been selected to compete in the final during the Nutrition Africa Investor Forum.

Through a series of local pitch competitions held over July and August in Ethiopia, Kenya, Malawi, Mozambique, Nigeria, Tanzania and Zambia, a cohort of applicants was shortlisted by a local selection panel against four main criteria: (1) Nutrition Impact (2) Commercial Viability (3) Scale and (4) Innovation. In September, shortlisted applicants were offered technical assistance and business development support through a series of local boot camps.

The 21 finalists represent the top entrepreneurs tackling what can be argued is one of the biggest challenges Africa faces: addressing malnutrition in all its forms. Through showcasing how these SMEs are working to improve access to nutritious food along the agri-food value chain, the competition aims to establish the commercial viability of nutrition sensitive businesses, highlight innovation and position entrepreneurs for growth and scale.

Over the course of the afternoon, each entrepreneur will have 3 minutes to deliver their pitch for a specific investment opportunity that their business offers to a panel of judges comprising a mix of investors and industry experts. The judges will then have 2 minutes to ask follow-up questions.

The judges, with support from one of GAIN's technical advisors, will select the overall winner who will be awarded with the title of SBN Nutrition Champion, which includes a travel and technical assistance prize. In addition, other top performing finalists stand a chance to win cash and technical assistance awards generously contributed by our partners.

Why have we organised the SUN Pitch Competition?

As the largest providers of food in Africa, SMEs are critical in shaping the nutritional outcomes of local food systems. SMEs occupy critical positions along agri-food value chains: as input suppliers, off-takers, processors, distributors or otherwise. They constitute a pull factor, aggregating smallholder farmers into the value chain and upgrading the quality and efficiency of farming, leading to a more sustainable food system. Yet agri-food SMEs remain largely untapped for developing and scaling up market-based solutions that can improve the consumption of safe and nutritious food. This is largely due to the critical barriers faced by agri-food SMEs in accessing finance.

Building on eight years of experience in mobilising business to address malnutrition in all its forms, the SUN Business Network, co-convened by WFP and GAIN, is looking to work with the broader investment community to address this critical investment gap and ensure the sustainability and predictability of finance available to agri-food SMEs. Specifically, SBN and its partners are developing a portfolio of commercially viable nutrition-related SME investments that provide a demonstration case for investors seeking new themes for investment that provide superior financial returns and strengthen development outcomes. The SUN Pitch Competition aims to showcase a deal flow of SME investments that can catalyse innovation in local food systems and improve access to nutritious and safe foods for low income consumers across Africa.

www.sunpitchcompetition.com



JUDGES



Andia Chakava

● Andia Chakava, Investment Director, Graça Machel Trust, co-leads the organisation's gender lens investing initiative through the creation of a special purpose investment vehicle. Ms. Chakava is the current Chairperson of New Faces New Voices Kenya (women in finance network) and is passionate about facilitating intra-Africa investment, investor education and is a thought leader in gender lens investing. She is one of the first female fund managers in the region and has been instrumental in establishing two fund management companies from scratch in Kenya, where she served in each as Managing Director. She has over 15 years' experience in fund management.



CJ Jones

● CJ Jones, Chief of Staff, GrowthAfrica, has built relationships and delivered strategy at executive level across a range of sectors and in challenging markets. Ms. Jones has extensive experience in African agricultural and business forums, including leading market entry, acquisition, due diligence and business structuring assignments. As CEO for ACRE Africa she was responsible for reshaping the organisation to become the premier micro-insurance product developer in Africa. She has also served as Senior Regional Manager, Private Sector Engagement at GAIN.



Fred Kiteng'e

● Fred Kiteng'e, General Manager, Root Capital, oversees lead generation, loan application processing, and client relationship management in East and Southern Africa. Mr. Kiteng'e's work is aimed at improving the lives of rural farmers by connecting them to markets and helping develop their farming practices. Previously, he worked at GroFin as a senior business development manager and at Standard Chartered Bank as a small and medium enterprise manager.



Fokko Wientjes

● Fokko Wientjes is the Vice-President of Nutrition in Emerging Markets and Public-Private Partnerships, Royal DSM, with a particular focus on the World Food Programme and UNICEF partnerships on nutrition. Mr. Wientjes is also a member of the SUN Business Network Executive Committee; Sustainability Advisory Board, SNS Reaal; Advisory Board, Business and Economics School, University of Maastricht; and the Steering Board, World Economic Forum New Vision on Agriculture. He has been with DSM since 1988.





A Casa do Peixe

● Located in Beira, Sofala Province (Mozambique), A Casa do Peixe was founded in 2008 for the acquisition, processing, packaging, storage, sales and distribution of fresh and frozen seafood in different provinces across the country. The seafood is acquired from an array of producers, from the small-scale informal sector to the semi-industrial and industrialised sources. Over 20 different types of Indian Ocean seafood are sourced as well as fresh water tilapia from the Zambezi river. The company currently distributes approximately 106 tons of seafood (0.5 tons of 1st grade fish, 45 tons of 2nd grade fish and 60 tons of 3rd grade fish).

Owner: **Elizabeth Areta Costa Loureiro Cavadias**
Presenter: **Miguel Cavadias**

August Secrets

● Located in Lagos (Nigeria), August Secrets is a food manufacturing company working to reduce child malnutrition through the production of infant complementary cereals made using locally-sourced ingredients. Products are made for children aged from 6 months to five years. The company shares easy-to-make and affordable recipes for busy parents online linked to their child-friendly cereals made from everyday vegetables, fruit and grains. Today, the founder has over 64,000 followers on Instagram and the company reaches over 100,000 customers across Africa, the US and the UK.

Owner/Presenter:
Oluwatoyin Onigbanjo
www.augustsecrets.com

Aviário Paula

● Located in Tete (Mozambique) Aviário Paula is dedicated to the production, slaughtering, processing and marketing of broilers. Presently the company has the capacity to produce approximately 54,000 chickens per cycle from 10 coops and processes approximately 2,000 chickens per day through its slaughter house. The company has its own feed processing unit. Clients of the company can buy either live or processed broilers.

Owner: **Dr. Fátima Mária de Sousa Carvalho**
Presenter: **Vinicius Navaia**

Binga Serviços

● Located in Chimoio Manica province (Mozambique), Binga Serviços is principally focused on processing enriched peanut biscuits as well as providing technical consulting services to local, small food processing companies. Its team can research and develop new food products in addition to assisting with accounting support and food quality control services.

Owner/Presenter:
Tania Gomes

eMsika

● Located in Lusaka (Zambia), eMsika is the country's first and largest e-commerce company to trade in agricultural inputs. The company currently works with 12 suppliers, delivering more than 500 products to 150 districts in Zambia. It was established to provide real time viewing for the purchase and delivery of agriculture farming inputs to farms across the country in an easy, affordable and convenient way. eMsika provides technical information to farmers through their call centre, including information on the nutritional benefits of particular crops.

Co-founder:
Gilbert Mwale
www.emsika.com

Finana

● Located in Manhica, Maputo Province (Mozambique), Finana is a banana flour processing company that also produces banana as raw material and processes banana peel for animal feed. The processing unit is located within an 8 hectare site. The company has won awards from the NEPAD Southern Africa Network for Biosciences; the World Invention and Innovation Forum; and Gapi, Mozambique's Development Finance Institution.

Owner/Presenter:
Filomena Matimbe

AFCO Investment Co

● Located in Mbagala, Dar es Salaam (Tanzania), AFCO Investment Co was founded in 2015 to supply nutritious foods for targeted groups in the community. The company is currently processing, packaging and marketing cereal and bio-fortified food products. These include PVA maize, Iron-rich beans, dried OFSP flour and fresh OFSP roots. AFCO distributes an average of 4.8 tons of food produce per month to the market. The company employs eight permanent staff and four casual labourers.

Owner/Presenter:
Fortunatha Mmari
www.afcogroup.in

AVIPRO

● Located in Tete (Mozambique), AVIPRO focuses on the production of eggs, the rearing of chickens, production of chicken feed and selling raw cooking oil.

Owner: **Mabhikwani, Simbarashe**
Presenter: **Kenneth Chida**

BeNu Foods

● Located in Addis Ababa (Ethiopia), BeNu Foods is a startup biscuit company. The social enterprise aims to produce a healthy, nutritional, affordable locally-made products. BeNu is now developing its minimum viable product: a highly nutritious biscuit aimed at children and made from locally-produced grains and nuts. In addition the company plan to provide biscuits targeted to other age categories and customer segments. For every packet of BeNu biscuits sold, one package is donated to children aged 2 to 5 years from low income families as part of a partnership with NGOs.

Co-owner/Presenter:
Betelhem Lakew

Crop Bioscience Solutions

● Located in Arusha (Tanzania), Crop Bioscience Solutions is the country's first commercial crop biotech company applying bio-tech techniques for the mass multiplication of disease-free, true to type elite clones of vegetative propagated crops. The company has been championing the production of High Iron Beans. Crop Bioscience Solutions also offers molecular plant disease diagnostics using advanced tools; R&D facilities; and the production of microbial fertilisers. The Company has a modern biotech lab facility plus hardening facilities and nurseries on a 2-acre plot.

Owner/Presenter:
Wilfred Mushobozi
www.cropbioscience.co.tz

East Africa Fruits

● Located in the Kilimanjaro region (Tanzania), with a processing facility in Bunju (Dar es Salaam), East Africa Fruits aggregates fruit and vegetable produce from smallholder farmers and processes them through a cold logistics chain. The company owns a 15,000 sq. feet processing facility for the cleaning, sorting, drying and packaging of produce.

Owner: **Elia Timothe**
Presenter: **Mariam Luhambati**
www.eafreshproduce.com

Healthy Maisha

● Located in Dar es Salaam (Tanzania), Healthy Maisha is a company which responds to the call for healthy eating by providing consumers with a range of healthy and nutritious cold pressed juices. The company has segmented their clientele into three main groups in Dar es Salaam; anemic children, overweight women and anemic women (including pregnant women) in the city. 'Healthy Maisha' means 'healthy living' in Swahili.

Owner/Presenter:
Neema Lugangira
www.healthymaisha.com





Kennie-O Cold Chain Logistics

● Located in Lagos (Nigeria), Kennie-O Cold Chain Logistics was established to provide dedicated and reliable cold chain solutions for the country's food industry, thereby reducing post-harvest losses and promoting an increase in the consumption of fresh food among consumers. The enterprise aims to improve the transit of perishable crops that can face lengthy journeys travelling from the farm to the market that can lead to high post-harvest losses.

Owner/Presenter: **Ope Olanrewaju**
www.augustsecrets.com

Live Once Healthy Juices

● Located in Mchinji Kapiri (Malawi), Live One Healthy Juices produces natural juices made from fruit and vegetables. Currently it supplies a wide range of fruit and vegetable juices. The company is one of the few enterprises in Malawi working to providing juice made from locally-sourced fruit and vegetable with minimal processing at affordable prices throughout the year.

Owner/Presenter:
Mtisunge Banda

Soupah Kitchen

● Located in Oyo State (Nigeria), Soupah Kitchen is a food processing company that off-takes fresh vegetables from local farmers and transforms them into soup products that are enriched with Vitamin C and fortified iron to nourish consumers. The company takes pride in using the highest-quality produce, sourcing from certified local farmers, to make ingredients that are hygienically and delicately processed to capture and retain highest quality of nutrients. The products are made with no artificial colours, flavours or preservatives.

Owner/Presenter: **Ifoluwa Olatayo**
www.soupah.ng

Veggie Naija

● Located in Lagos (Nigeria), Veggie Naija was founded by VeggieVictory, the country's first vegan and vegetarian restaurant. This food manufacturing startup sends its plant-based, meat alternative produce (Vegetarian Chunks) to 12 states in Nigeria as well as the UK and US through a network of distributors.

Owner/Presenter:
Hakeem Jimo
www.veggievictory.com

Full Spoon

● Located in Busia Country (Kenya), Full Spoon sources peanuts from women's groups operating across small-scale farms in the west of the country. The company processes them into peanut butter under the brand name Tamuu Nut. The products are sold in sachet sizes of 40g low income consumers via kiosks and small shops in urban areas.

Owner/Presenter:
Lincoln Mbogo

Kibaigwa Flour Supplies

● Located in Kibaigwa, Dodoma (Tanzania), Kibaigwa Flour Supplies works within the maize and sorghum value chain. The company makes fortified maize flour, sifted maize and donna whole maize flour for industrial uses (such as brewing). Kibaigwa Flour Supplies work with 7,000+ small holders farmers in Dodoma and Singida regions. It is also a buyer of contracted maize under the Farm to Market Alliance programme under the WFP.

Owner: **Sebastian Msola**
Presenter: **Kelvin Msola**

Prothrive Astute Height

● Located in Lagos (Nigeria), Prothrive Astute Height is a food processing company established to manufacture Grandios Pap (Ogi, Akamu, Koko), a fermented dry maize flour product widely eaten in Nigeria and other West African countries. The company aims to provide their customers with convenient and hygienic products of exceptional quality and competitive pricing all hinged on fast turnaround and unparalleled customer service.

Founder/Presenter: **Olujemisi Obe**
www.prothriveltd.com

Sylva Foods Solutions

● Located in Lusaka (Zambia), Sylva Foods Solutions was founded in 2010 as an agro-based company that trains smallholder farmers how to professionally dry traditional vegetables. The final products are then packaged, exported and commercialised to leading supermarkets. To date, 20,900 smallholder farmers have been trained, including participants from Mozambique and Tanzania. Training is undertaken in where the farming communities are located.

Owner/Presenter:
Sylvia Banda

Kulamawe Poultry Industries

● Located in Isiolo County (Kenya), Kulamawe Poultry Industries operates a chicken processing plant in northern Kenya. The company, founded in 2014, originally opened a poultry farm with the Poultry Industries business being incorporated in 2016. The plant has the capacity to process between 500 and 1000 chickens per day. There are plans to scale up production to 10,000 birds per day in the next two years.

Owner/Presenter:
Denis Marangu





OUR SPONSORS



Global Alliance for Improved Nutrition

The organisation was launched at the UN in 2002 to tackle the human suffering caused by malnutrition. Working with partners, GAIN aims at making healthier food choices more affordable, more available and more desirable. Its purpose is to improve nutrition outcomes by improving the consumption of nutritious and safe food for all people, especially the most vulnerable. GAIN and the UN World Food Programme co-convene the Scaling Up Nutrition (SUN) Business Network, which supports businesses across Africa to scale up their actions and investments in nutrition.



Royal DSM – Bright Science Brighter Living.

Royal DSM is a purpose-led, global science-based company active in nutrition, health and sustainable living. DSM is driving economic prosperity, environmental progress and social advances to create sustainable value for all stakeholders. DSM delivers innovative business solutions for human nutrition, animal nutrition, personal care and aroma, medical devices, green products and applications, and new mobility and connectivity. DSM and its associated companies deliver annual net sales of about €10 billion with approximately 23,000 employees. The company is listed on Euronext Amsterdam.



The SUN Business Network

Hosted by GAIN and the UN World Food Programme (WFP), the SBN mobilises business to support the Scaling Up Nutrition (SUN) Movement. At the heart of the Movement are 60 country governments across Africa, Asia and Latin America, committed to developing a multi-stakeholder approach to ending malnutrition through national action plans – including business. The SBN supports business at a global and national level to act and invest responsibly in improving nutrition with partners from government, civil society, donors and the United Nations.



Africa Business magazine

African Business provides the all-important tools to maintain a critical edge in a continent that is changing the world. The award-winning team is widely respected for its editorial excellence, offering special reports profiling a wide range of sectors and industries including energy, infrastructure, aviation, agriculture, finance, oil and gas.