



Nutrition Africa Investor Forum

16 & 17 October, Radisson Blu Hotel, Nairobi Upper Hill

Concept Note

Nutrition is emerging as a promising new investment area – connect with experts, investors and high impact businesses in a first-of-a-kind marketplace in Africa.

The Nutrition Africa Investor Forum marks an important milestone in the roadmap towards reframing the dialogue around nutrition, raising the profile of nutrition as an impact investment opportunity and showcasing businesses that can improve access to nutritious foods. The event will offer a comprehensive overview of investments in nutrition as well as current financing models and identify the major investment gaps and hurdles.

Background

The UN General Assembly declared 2016-2025 as a Decade of Action on Nutrition. Ending malnutrition in all its forms will catalyse improved outcomes across the United Nations Sustainable Development Goals. However, progress is proving to be slow globally and across Africa. The WHO African Nutrition Report 2017 revealed that high levels of malnutrition persist across the continent and the number of stunted children increased. This underscores findings from the 2017 Global Nutrition Report which urges the scaling up of efforts to tackle nutrition through a more integrated approach to investing in nutrition, including sustainable and nutritious food production.

High impact agri-food businesses have huge opportunities to be part of the solution and take advantage of the positive trends in the region. Looking at the wider food and beverage outlook, Euromonitor International have reported growth as being particularly strong in emerging and developing markets where sales of packaged foods increased at ten times the rate of high-income countries between 2008 and 2013.

Lack of access to capital, however, often inhibits innovation and prevents the scale-up of promising market-based approaches to addressing food and nutrition security. A GAIN-commissioned study in Kenya and Tanzania completed in June 2018 among 500 agri-food companies revealed that 52 of these companies or roughly 10% met the criteria for nutrition-sensitive investments.

They represent an aggregate investment demand of USD 44 million, with a simple average of USD 850,000 per company. But accessing this capital remained a significant barrier to their growth. GAIN is now working with a range of financial institutions— including not-for-profit global venture funds and venture capital firms— to set up financing structures that support local businesses in developing new products, distribution channels and marketing approaches.

GAIN is working with 1000+ companies at different stages of growth and operations. The marketplace will provide an opportunity for carefully selecting businesses from this network to showcase how their activities, services and products can contribute to the fight against malnutrition in a financially viable way. These will be summarised to investors at the Forum.

The Forum is part of GAIN's ongoing programme to bridge this financing gap, leverage private sector knowledge, technology and financial resources across the entire food system to make nutritious foods more accessible across Africa. This includes creating more opportunities to raise nutrition-themed investment funds for companies working to increase access to more nutritious foods. This gives such businesses both access to capital but also key sector expertise to introduce and scale up their products or services.

Co-hosts



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Focus

The 2-day Nutrition Africa Investor Forum focuses on businesses as being essential to drive food system reform, especially to help improve nutrition in a sustainable and scalable way. The Forum aims to attract investment for high impact agri-food businesses through a focused programme and a dedicated marketplace at the Forum to connect investors with small, medium and large companies that help promote nutrition within healthy and diverse diets. These include scalable, high-impact businesses seeking investment within the \$100k-\$1.5m range. They will include businesses covering inputs, primary production, processing, manufacturing and distribution.

Objectives

- Identify specific opportunities and challenges to scale up finance for nutrition.
- Open new commercial opportunities through private sector investment to address investment needs in nutrition.
- Showcase innovative and replicable business cases on the contribution of quality private sector investments in nutrition.
- Establish a dynamic network of nutrition-related businesses and key players in the investment community together with leading actors to unlock the potential of investment in nutrition.

Outcomes

- **Investees** – gain critical understanding of how to unlock investments, both debt and equity, to facilitate the production and marketing of nutritious food.
- **Investors** – obtain an overview of selected investment opportunities across the value chain and identify proposed opportunities presented in the deal room.
- **Development Partners** – understand how to align nutrition-related development programmes with private sector investment plans for commercial products and services linked to nutrition.
- **Government** – further insights to support private sector investment to develop businesses that increase access to food products to enhance dietary diversity and quality.
- **Key Actors** – a stronger understanding of private sector investment in nutrition.

Target Audience

The Forum will be limited to 200 participants to ensure impact and meaningful interactions. These will include high-impact nutrition businesses working across the value chain, key players in the investment community, private sector leaders providing services to the farming / agribusiness sector (e.g. banking and financial institutions), development partners supporting the agribusiness sector – especially nutrition and decision makers, analysts and policy actors from government, civil society and international organisations.

Organisers

The Global Alliance for Improved Nutrition is partnering with the highest quality institutions that share its ambition to generate investments that can improve nutrition in Africa. The Forum is organised by GAIN in partnership with Royal DSM, SUN Business Network and the African Business magazine.

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.

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.

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