



### Break out session round 1

#### Horticulture/Fruit

*Moderator: Bram Wits, Agricultural Attaché for West Africa (Ghana, Nigeria, Ivory Coast)*

*Speakers: Wim Spieringhs (SNV, Horticultural Advisor), Rutger Groot (East West Seeds)*

The horticulture (fruits and vegetables) sector in West Africa at large presents great opportunities. In many West African countries the sector has seen an significant annual growth rate (up to 5%) both in domestic and export markets. With the high-end segment of the domestic vegetable market usually doubling its overall turnover between 2014-2017. Despite these achievements and developments in the sector the region still imports significant amount of carrots, onions and tomatoes just to name a few products that could be grown locally. Given that West Africa represent countries moving from aid to trade, it is important to increase productivity, sustain and improve the growth and competitiveness of the sector to enable it serve the domestic market and to export regionally and to the EU market. This, offers trade and investment opportunities for the Dutch horticulture to sector, these opportunities spans from and not limited to inputs i.e. mainly quality and affordable seeds, fertilizer, soil analysis, pest control, greenhouse technology to value addition, packaging, agro logistics, marketing, certification, knowledge & skills, technology, machinery and food safety.

During this session SNV, who runs the HortiFresh program in Ghana and Ivory Coast, will give an overview of the challenges and opportunities for the sector in West Africa. After this overview two companies will share their experiences of doing business in the region. The seed company East West Seeds is active in Nigeria on (vegetable) seeds.

#### Maritime/port/logistics

*Moderator: Roel van der Schueren (Port of Amsterdam) and Raïssa Marteaux (NL Embassy Ivory Coast)*

*Speakers: Mark Hoolwerf (Port of Amsterdam), Frederik Mabesoone (Royal Haskoning)*

Ports are an essential part of a nation's economy. To enhance their regional and global competitive position and increase trade, West African countries are investing heavily in port expansion and logistical infrastructure.

Aim of this session is to look at the trends and opportunities in sustainable port development and infrastructure in West Africa. Executed studies and project have shown possibilities for improvement, which in turn offers various opportunities for Dutch companies to assist in the further development of West African ports.

After a general introduction looking at regional trends several individual countries and/or cases will be highlighted. The discussion will focus on (but not be limited to) opportunities in: Redevelopment (infrastructure) and further development; Human capital; Sustainability; IT.

## (Renewable) Energy

*Sonia Odije (Netherlands Embassy Nigeria)*

*Speakers: Bernhard van Meeteren (FMO) and Maaïke Friedeman (Rensource Energy)*

The region is known for oil producer Nigeria, being the sixth largest producer of crude oil in the world. With a growing population there is a larger demand for energy and still many people in the region lack access to electricity. There are business opportunities for solar energy (off grid/mini-grid solutions), biogas and biomass. In Nigeria the market for mini-grid is currently being developed with policies and incentives to lure commercial investors to bridge the deficit in electricity supply. The power sector is currently classified as one of the priority sectors of Nigeria.

In this session Bernhard van Meeteren from FMO will give an overview on the developments of (renewable) energy in the region. After that, Maaïke Friedeman from Rensource Energy will share her experiences as an entrepreneur in Nigeria on the opportunities and the challenges. After that there will be a Q&A session.

## Break out sessions round 2

### Agrologistics

*Moderator: Elise Antoine (NL Embassy Senegal)*

*Speakers: Monique Calon (Ministry of Foreign Affairs, DDE), Bennett Médard (Agro Expedition Senegal), Alex Isong (Alyx Limited Nigeria)*

High population growth, urbanization and an increasingly large middle class lead to more complex and longer agricultural value chains. Agricultural trade is not confined by borders between countries, agricultural inputs and commodities travel long distances, often across borders to reach their final destination within the region or to the rest of the world.

Efficient and effective agro-logistics are crucial to meet consumer demand and contribute towards improved nutrition and higher incomes. During this Session Monique Calon working at the Sustainable Economic Development Department at the Ministry of Foreign Affairs will present an overview of the situation and explain the critical issues regarding West African context. After this overview two local companies will share their experiences of doing business in the region with a focus on Senegal and Nigeria.

### Smart Agriculture & Food Innovation

*Moderator: Annelies van den Berg (NL Embassy Benin)*

*Speakers: Peter Meijer (Single Spark) and other companies with experience in region (tbc)*

One of the biggest challenges the world is facing now, is rapid population growth. The largest population growth is predicted in Nigeria, which will become the third largest country in the world by 2050. Overall, population size in Africa alone is expected to double by 2050. A population that

requires safe and affordable food that meets their (changing) diet preferences. This is particularly a challenge in the Sahel region.

How can West African cities develop a food system that gives access to sufficient and nutritious food, that is affordable and safe for its population? Two possible solutions are suggested, which may also offer interesting business opportunities for the innovative Dutch agro- and food sector:

**Smart-Farming** – How can ICT-solutions contribute to improve the productivity of farmers?

The digital revolution brings benefits to the farmers in terms of improved knowledge and information sharing, as well as increased efficiency in production, processing and logistics. Innovations where information is communicated through apps from sensors, drones or satellite data have the potential to improve the overall food system, create efficiency-gains and make the entire process less labor-intensive.

**Food Innovation** - Which high tech innovations have the potential to contribute to a sustainable food system?

New food production systems show potential for the future such as vertical farming, where the entire production takes place within buildings ensuring optimal growth conditions and less food waste due to its proximity to the consumers. Interesting examples are : vertical and/or urban farming, cradle to cradle, circular economy, food of the future: algae / cultured meat / insects

## Irrigation

*Moderator: Bram Wits (Regional Agricultural Attache)*

*Speakers: NWP, Delphy, Fred Smiet (Water Advisor MoFA)*

The Sahel and West-Africa is a focus area in the current policy note by minister Kaag. The northern parts of coastal countries like Ghana, Benin, Ivory Coast and Nigeria face similar challenges of climate change, drought and rough terrains. This is even more true for Senegal and Mali. The need to produce food and feed in these particular areas is huge however. Climate variability, geographical location, human activity along water bodies, lack of technology and know-how pose huge challenges to sustainable agriculture in West Africa. The main issues on the blue side with irrigation is water productivity. Private investments in dams or big water storages when building up irrigation systems is needed. When this is not done it puts a lot of pressure on the water resource in the dry season when it is mostly needed. The water resources commission therefore refuses a lot of permits on this basis. Secondly, appropriate technology is usually not used so water is often wasted. During the session we want to explore the challenges and opportunities of this theme in West Africa, the possibilities for PPP constructions and the possibilities for Dutch private sector involvement. NWP will give a regional overview and there will be a panel discussion with Delphy and Fred Smiet.