



Briefing n°39: Global food systems, local impact: the role of agribusiness and development partnerships in advancing African agriculture

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Concord, AUC/CAADP, BMZ/GIZ*

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<http://brusselsbriefings.net/>

BIODATA OF THE SPEAKERS

Achille Bassilekin– Assistant Secretary General, ACP Secretariat

Achille Bassilekin III is Assistant Secretary General in charge of Sustainable Economic Development and Trade. As a career diplomat, Mr Bassilekin III joined the Ministry of External Relations of the Republic of Cameroon in 1993 as Desk Officer in the United Nations and Multilateral Cooperation Department and was appointed Service Head in the Department of Asian Affairs in 1997. Prior to his appointment, he was Deputy-Head of the Permanent Delegation of the ACP Secretariat Office in Geneva (2008-2010). His work is focused on multilateral trade, commodities, agricultural development, environment and climate change as well as trade related issues such as customs cooperation and market access. He also coordinates activities with the ACP Geneva Office. Mr. Bassilekin graduated with a Bachelor's degree in Law from the University of Yaoundé. He is a graduate of the International Relations Institute of Cameroon, from where he earned Master's degree as well as a Doctorate in international relations. He also holds a Master's in International Trade from the International Studies Institute at Complutense University in Madrid. A respected international trade specialist, he is the author of several articles and research papers. Before joining the ACP Secretariat, Mr. Bassilekin was working with the UNDP, UNECA and civil society organisations.

Isolina Boto – Manager, CTA Brussels Office

Isolina Boto is the Manager of the CTA Brussels Office. Isolina has more than 20 years of experience in development. She worked for the European Commission, various ACP embassies and NGOs in areas related to food security, rural development and trade. Within CTA, she worked in various positions at headquarters, in the Netherlands, especially on co-funded technical programmes implemented at regional level. Since 2004 she heads the CTA Brussels Office, dealing with policy issues related to the ACP-EU cooperation in the field of agricultural and rural development and leads CTA policy group on regional trade. She coordinates and organizes the regular Brussels Development Briefings on topical development policy issues (<http://brusselsbriefings.net>). The office produces a daily news service on key policy areas of ACP-EU cooperation on trade, fisheries, climate change, food security and development policy (<http://brussels.cta.int>).

Theo de Jager – President, SACAU

Theo de Jager received his D. Phil from the University of Pretoria in 1988 and has nearly twenty years experience in organized agriculture. He has farmed in the Tzaneen district since 1997, and currently is President of the Southern African Confederation of Agricultural Unions (SACAU), Vice President of Pan African Farmers' Forum Organisation (PAFFO) and also serves as Deputy President of Agri SA. Prior to this, Dr. de Jager spent 12 years with the South African National Intelligence Service (1984-1996) and two years as Chief Information Co-ordinator in the office of the State President 1987 – 1989. Dr. de Jager

is also actively involved in education and has served as a visiting lecturer at the SA National Defence College in Conflict Studies since 1991. He has published a Book of verse: two solo volumes and contributions to eleven volumes. He is Married to his wife Karin and they have three children: LT, Rachel and Kristi.

Wilhelm Elfring – Consultant to “EU-Working Group on Private Sector Development in Agriculture” (PSDA)

Wilhelm Elfring works as free-lance consultant for various international Donor organizations and private sector in the field of economic cooperation. His professional career started with a university degree in horticultural economics at the University of Hanover, in Germany, and he added a PhD-degree marketing. From 1982 until 1993 he worked in the Ministry of Agriculture, Kenya, coordinating the German funded investments in the green sector. Since 1993 he has been involved in multiple national, regional and global initiatives and programs liaising with the private sector in Africa, East- Europe, Middle East and Asia. He has been responsible for concept design of various multiple donor and stakeholder programs in agriculture, trade, economic development and quality infrastructure. As a short-term consultant he currently supports the PSDA working group.

Daniel Gad – Managing Director, Omega Farms

Daniel Gad is the owner and Managing Director of Omega Farms Plc. a leading vegetable production farm in Ethiopia. Omega Farms is engaged in the production and export sales of pre-packed exotic high value vegetables to the EU & UK markets. Prior to returning to Ethiopia his homeland, Daniel Gad had a career in the telecom industry with AT&T for 18 years. In his last assignment as Vice-President and Client Partner, he steered the development of AT&T Solutions and secured a \$1.6 billion outsourcing contract with JP Morgan. In 2003, Daniel Gad returned to Ethiopia where he was born and raised and established MetroLux Flowers, a company that produced and exported large T-Hybrid roses to direct high value markets in the EU, Russia, and the Middle East. Most recently Daniel Gad led the national project funded by PepsiCo aimed at improving smallholder productivity in the production of Chickpeas. Currently Mr. Gad is working on the development of a large scale PPP project with several hundred small holder farmers in Ethiopia in collaboration with and assistance of development partners of Ethiopia as well as the development of an Aquaculture business. Mr. Gad serves as a board member of the Ethiopian Horticulture Cooperative, as well as being an active member of the World Farmers Organization (WFO) and is the Treasurer and Board Member of the Ethiopian Post Harvest Network Organization. Just recently Mr. Gad was appointed by the EU Parliament as a member of the ACP-EESC (Africa Caribbean & Pacific-European Economic & Social Committee) for a three year term.

Michael Hailu - Director, Technical Centre for Agricultural and Rural Cooperation (CTA)

Michael Hailu, an Ethiopian national, is the Director of the Technical Centre for Agricultural and Rural Cooperation (CTA) based in the Netherlands. CTA is a joint institution of the African, Caribbean and Pacific Group of States and the European Union working under the Cotonou Partnership Agreement. Mr. Hailu has over 25 years of professional experience in agricultural research and development in Africa and Asia. Prior to joining CTA in mid-2010, he held senior leadership positions at the World Agroforestry Centre (ICRAF) based in Nairobi, Kenya and at the Centre for International Forestry Research (CIFOR) in Indonesia. Mr. Hailu has led the development and implementation of CTA's 2011-2015 strategic plan refocusing the Centre's work on three priority themes—supporting agricultural policies and strategies; enhancing inclusive value chains; and strengthening capacities of ARD institutions and networks in knowledge management and ICTs.

He has degrees from the University of Pittsburgh and Addis Ababa University. He has also been trained in strategic leadership at the Stanford University Graduate School of Business.

Jean-Pierre Halkin - Head of Unit DEVCO/C1, EuropeAid, European Commission

Jean-Pierre Halkin joined the DG Development of Commission in 1986. From 1992 to 1997, he went to Côte d'Ivoire as Economic Adviser where he dealt with a broad portfolio including rural development

programmes, value chains, regional trade, and access to market. He was also in charge of the coordination of a vast food security intervention mitigating the impact of the Liberian war in four countries (Liberia, Ivory Coast, Guinea, and Sierra Leone).

Since then, Jean-Pierre has been working in Brussels, in the field of external relations where he took various posts. In 2006, Jean-Pierre Halkin was appointed Head of the Unit in EuropeAid in charge of Food Security and Nutrition, Rural Development and Agriculture, Environment and Climate Change. Since 2011, Jean-Pierre has been in charge of the Unit in EuropeAid which is responsible for Rural Development, Food Security and Nutrition. The Unit is responsible for policy development, technical support and the management of financial instruments notably the Food Security Thematic Programme, the Accompanying Measures accompanying the Sugar Protocol, the Food Facility (1000M€).

H.E. Frédéric Assomption Korsaga, – Ambassador of Burkina Faso

Economist and banker by training, Ambassador Korsaga took office as Chief of the Diplomatic Mission of Burkina Faso in Brussels in July 2012 and represents his country at the Benelux countries, the UK and Ireland as well as with the European Union and other international institutions including the Organization for the Prohibition of Chemical Weapons (OPCW). Ambassador Korsaga has extensive diplomatic experience, having in the past served as Ambassador to Côte d'Ivoire and France. Before his current position, Ambassador Korsaga has held senior positions in banking institutions in Burkina Faso, and served several times as Minister in charge of economic departments (transport, environment, tourism, trade, finance and plan). With his experience in governmental economic governance, he was given the post of Commissioner for Economic Policy in the Economic and Monetary Union of West Africa (UEMOA), an institution of integration involving eight countries of West Africa, where for ten years he has worked with Member States to create the conditions for better convergence of economic policies. In this capacity, he chaired the Committee for Franc Zone Convergence, the Steering Committee of the Regional Economic Programme (REP) of the UEMOA, and for several years the Association "Investing in the Franc Zone". After his tenure in the UEMOA, Mr. Korsaga joined the African Development Bank (ADB) as a director representing nine countries in West Africa, Central and Indian Ocean for three years. His last position before joining Brussels was as advisor to the President of Burkina Faso in charge of economic issues. Ambassador Korsaga holds a master's degree in economics from the University of Montpellier in France and a Masters in Business Administration from the Institute of Business Administration of Montpellier. He also holds several bank certificates of Institut Technique de Banque in Paris.

Martin Märkl - Senior Manager for Sustainable Development, Bayer CropScience AG

Born in 1961, Dr. Martin Märkl studied at the University of Würzburg and gained a Ph. D. in Chemistry in 1989, followed by postdoc fellowship at the University of California at Berkeley.

Martin joined Hoechst AG in Frankfurt, Germany in 1991 to lead a laboratory for chemical research in crop protection. He moved via various positions in research and development in Frankfurt and Lyon, France. In 2003 he joined Bayer CropScience. Since then he held positions in Regulatory Affairs in the European - and the Global Development Organization.

In 2008 he was given the opportunity to establish a sustainable development department at Bayer CropScience Headquarter in Monheim, Germany. Today this department is part of the operational marketing organization. Martin is responsible for public private partnerships e.g. with the GIZ or the Bill & Melinda Gates Foundation, establishing agricultural projects in emerging markets with a focus on food security and rural development. Strategic platforms to develop new projects include the GFP (German Food Partnership) and the New Vision for Agriculture by the WEF (World Economic Forum).

Henri Minnaar - NEPAD Business Foundation

Henri Minnaar has been trained as an agricultural economist and worked in this field for a number of years in both public and private sector. He also gained experience in international marketing, exports and international trade in private and public sector and has gained experience over the past 33 years. He is currently the Senior Programme Advisor at the NEPAD Business Foundation's programme: "Removing the Barriers in Agriculture". The programme develops ways in which private sector can collaborate amongst themselves and with governments, donors and development partners to remove barriers for

private sector investment and trade barriers in Southern Africa. Before joining the NBF he worked at the African Development Bank in Tunisia on projects in West Africa and was a portfolio manager of five agricultural projects in Ghana and Nigeria for more than two years. He also worked for about three years in the NEPAD, Regional Integration and Trade Department on Aid for Trade issues and represented the Bank on the Aid for Trade committee of the World Trade Organisation in Geneva. He travelled and worked widely in both Africa as well as South East Asia where he was doing export and investment promotion in Malaysia, the Philippines and Brunei. He worked as an agricultural and management consultant in private sector and was a marketing and general manager of private firm that exported agricultural equipment into Zambia and other markets in southern Africa. He also worked as an agricultural economist in development and finance institutions in South Africa. He holds an MSc in agricultural economics and an MBA, both from the University of Pretoria as well as a Diploma in Export Management from the Institute for Marketing Management in Johannesburg. He is married and has a daughter of twelve.

Hafiz Mirza - Chief, Investment Issues Section, UNCTAD

Hafiz Mirza is Professor at Bradford University School of Management. He is currently on secondment with the United Nations Conference on Trade and Development (UNCTAD) as Chief of Investment Issues Research. His research on the Principles for Responsible Agricultural Investment has been adopted by the Group of 20 (G20) Finance Ministers and Central Bank Governors and is currently in use to determine relevant national policies aiming to attract investment in agriculture in Africa and South East Asia. His research on the Indicators for Measuring and Maximising Economic Value Added and Job Creation from Private Investment in Specific Value Chains is used to support the Development Pillar of G20 and is currently implemented in developing countries in Asia, Africa and the Americas.

In addition to his research and teaching and his work with UNCTAD, Hafiz has conducted advisory and consultancy work for organisations including the European Commission, UK Trade & Invest, the United Nations Economic Commission for Africa (UNECA), the UN Staff Training College, the Japan Bank for International Co-operation (JBIC), the BBC, the Osaka Prefectural Government, the Asian Development Bank and the ASEAN Secretariat.

Monique Pariat - Deputy Director-General, DG Agriculture & Rural Development, EC

Monique Pariat was appointed Deputy Director-General in DG "Agriculture and Rural Development" of the European Commission in April 2014. She is responsible for EU international and trade relations in the area of agriculture and rural development, and for further developing EU agricultural quality policies.

Prior to this post, she was Director for the Mediterranean and the Black Sea in DG "Fisheries and Maritime Policy", Director for General Affairs in DG "Justice, Freedom and Security" and Director for Resources in DG "Agriculture and Rural development".

She has been an official at the European Commission since 1987. She graduated from the Institute of Political Studies of Strasbourg and holds a degree from the College of Europe in Bruges.

Heike Rüttgers – Head of Division Portfolio Management & Policy ACP, Investment Facility, EIB

Head of Division of the Portfolio Management and Policy Division in the ACP Department (Africa, Caribbean and Pacific) at the European Investment Bank (EIB in Luxembourg, dealing with non-operational matters such as the management of the ACP Investment Facility, the business plan and any other policy or strategy matters and institutional relationships with stakeholders.

Prior to becoming Head of Division at the European Investment Bank, Heike worked 16 years for the Operational Department for lending outside the EU as a loan officer in the West Africa, Northern Africa and Indian Ocean regions at the European Investment Bank. Heike also worked as a Consultant for SME Promotion and Entrepreneurial training at LUSO CONSULT GMBH in Germany.

Eugenia Serova – Director, Rural Infrastructure and Agro-Industries Division, FAO

A Russian national, Ms Serova holds a Bachelor's degree and Master of Science in Economics and Mathematics, and a PhD in Economics from Moscow State University. Prior to joining the Investment

Centre of FAO in September 2007, she served as adviser to the Russian Federation's Minister of Agriculture and from 1994, as a team leader at the Institute for Economy in Transition. She was also President of the Analytical Centre on Agri-Food Economics and acted as Professor and Chair of Agricultural Economics at the Moscow Higher School of Economics. Ms Serova specializes in agricultural economics, agri-food policy and trade, farm cooperatives and land tenure. She participated in the work of many international organizations, such as the World Bank, OECD and IFPRI. Ms Serova was involved in agricultural policy formulation and advice in Russia, Ukraine, Kazakhstan, Belarus and Kyrgyzstan. Since 2013 she has been the Director of the Rural Infrastructure and Agro-Industries Division of FAO and the coordinator of Strategic Objective one of the five strategic objectives of FAO.

Professor Eric Tollens – Chair of the CTA Executive Board

Eric Tollens is an internationally renowned agricultural engineer, economist and agricultural engineer. He is a professor of agricultural and food economy at the Catholic University of Leuven (K.U.Leuven). He is a specialist in agricultural marketing, agricultural markets, agricultural policies and food security. He has above all worked in sub-Saharan Africa. He is currently a member of the Board of Directors of the World Agroforestry Centre (ICRAF), a member of the Scientific and Technical Committee of AGRHYMET (Niamey), ISRA (Dakar), PRASAC-ARDESAC (N'djamena) and Chairman of the Scientific and Technical Committee for the FAO-EC project to stimulate agricultural and forestry research in the DRC. He was a member of the FAO external independent evaluation (EIE) technical team in 2006-2007 for all aspects relating to food security, technical assistance and agricultural support systems. He has more than 30 years experience in the domain of agricultural economics. He has participated in numerous missions as expert (FAO, IFAD, African Development Bank, UNCTAD, the European Commission, CGIAR, World Bank, etc.). He has above all worked in Central Africa and West Africa. He has been a member of the jury for the King Baudouin Development Prize. He has published numerous articles and several books on agricultural development. He has been a member of the CTA Board since 2008.