



**AGRF  
SUMMIT 2020**  
8-11 SEPTEMBER  
KIGALI, RWANDA

## Partner Event Report - Bridging the Gap between Investors and Governments

### Partner Event Number, Date and Time:

Monday Sept 7th, 1300-1400 CAT

### Partner Event Title and Organizers:

Bridging the Gap between Investors and Governments  
Organized by the Tony Blair Institute for Global Change (TBI)

### Key speakers/presenters:

Host:

**Mrs. Awo Ablo**, TBI Executive Director for External Affairs

Moderator:

**Mr Michael Strain**, Partner, Clyde & Co Law Firm (UK and East Africa)

Keynote speech:

**Rt. Hon. Tony Blair**, former Prime Minister of the UK and TBI Chairman

Panel:

**Rt. Hon. Tony Blair**, former Prime Minister of the UK and TBI Chairman

**Hon. Amadou Hott**, Minister of Economy, Planning and International Cooperation, Senegal

**Hon. Clare Akamanzi**, CEO of the Rwanda Development Board

**Mr Ibrahim Gourouza-Magagi**, Chief Operating Officer of Grow Africa.

**Mr Sami Khan**, Director of Food & Agriculture Strategy at CDC Group, PLC

Closing remarks:

**Sir Gordon Conway**, Senior Advisor Malabo Montpellier Panel, Professor for International Development at Imperial College London

### Main themes/issues discussed

- **Private investments as key to drive Africa's agriculture-led industrialisation** (the green revolution): to add value and create jobs locally, ensuring inclusive growth
- **The role of the State to attract and support these investments** in agriculture, with examples from Senegal and Rwanda
- **Public Private Partnership models**, like the Gabiro project in Rwanda and Agropoles in Senegal, and the lessons to make them work for governments and for the private sector
- Importance of public and **private investment in infrastructure and other catalytic projects** that support attraction of greenfield investments



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- **What is needed in government to make this happen:** importance of cross-government vision and coordination, bringing all stakeholders to the table
- **Role of DFIs and other partners in supporting this ecosystem:** flexibility, long-term outlook, potential for scale, multi-stakeholder approach

## Summary of key points

It is urgent for the African agriculture revolution to happen as the continent will need to **feed and provide livelihoods to 2 billion people by 2050**. But while governments are prioritising specific value chains, agro-poles, and growth corridors for development, investors in these same value chains are **struggling to develop and find enough bankable projects. Trust between government and the private sector is key**, and so is constant coordination and collaboration.

For the **Agropole Sud project in Senegal**, government has invested heavily in catalytic infrastructure like irrigation, and has supported linkages with smallholder farmers, including on land issues. It is now **looking for private partners** to invest in the Agropole through its sovereign wealth fund (FONSIS).

The **Gabiro project in Rwanda** is an example of a PPP in irrigation where the private partner also brings the needed technical knowledge. For this investment to be successful, it was key to have all relevant stakeholders at the table, creating **a steering committee** with local governments, private actors, partners and key government agencies.

**Strong partnerships are needed to scale investments.** To support this, DFIs should provide flexible, country-specific financing that sticks for the longer term and takes more risks.

## Call to Action Key Points

Rt. Hon. Tony Blair encouraged development partners to provide **investment facilitation support to governments**, so they are better prepared to design and pitch bankable projects in agriculture.

Hon. Minister Amadou Hott called for **DFIs and partner to provide longer term financing** to private projects, more appropriate to agriculture initiatives which have a longer rentability span.

CEO Clare Akamanzi suggested to governments that they bring all stakeholders to the table, insisting that **coordination cross-government, with the private sector and with partners** is crucial for investment projects to succeed.



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Mr Ibrahim Gourouza encouraged governments and their partners to think about **regional value chains and how regional investment projects** can be both attractive to investment and beneficial to countries.

Mr Sami Khan called for governments to provide a **better enabling environment and ecosystem** for agri-investment projects, including investing in soft skills.

Sir Gordon Conway called for a **better understanding of the complex impact** of different sizes of investment in the sector, their origin, but also of the numerous stakeholders that are needed to make them work.