



BUSINESS MATCH-MAKING EVENT AGRICULTURE & AGRO-PROCESSING

PIGA – Partnership for Investment and Growth in Africa

CHANGCHUN, JILIN PROVINCE, CHINA
4 SEPTEMBER 2017

INFORMATION NOTE

The International Trade Centre (ITC) and the China Council for the Promotion of International Trade (CCPIT) are organizing a Business-to-Business (B2B) partnership event in Changchun, Jilin Province, China on the side lines of the China-Northeast Asia Expo. The meeting will focus on agriculture and agro-processing opportunities in selected African countries and will bring together companies and investment promotion officers from Ethiopia, Kenya, Mozambique and Zambia and Chinese investors who have strong interests in investing in Africa.

The event will build direct business linkages with companies from four African countries and Chinese investors and to initiate discussions on future investment projects in these countries.

WHICH COMPANIES CAN PARTICIPATE?

Farmers, producers, manufacturers, exporters and investors interested in business partnership in the following technologies and agricultural products:

AGRICULTURAL PRODUCTS AND TECHNOLOGIES		
	Crops	Livestock
Production	<ul style="list-style-type: none"> • Pulses (i.e. soya, chickpeas, beans, lentils) • Oil crops (i.e. sunflower, sesame, canola, groundnuts) • Cereal crops (i.e. wheat, corn, rice, maize, millet, sorghum) • Root & Tuber crops (i.e. cassava, potatoes) • Fruits • Vegetables • Cotton 	<ul style="list-style-type: none"> • Fish • Cattle • Cattle for dairy • Pork • Small ruminant • Poultry

	<ul style="list-style-type: none"> • Coffee, tea, mate and spices • Sugar and sugar related products (incl. bagasse & cane) • Nuts (i.e. cashew) • Honey 	
Transformation / Processing	<ul style="list-style-type: none"> • Machinery for soil preparation • Machinery for seeding • Machinery for fertilizing and pest control • Irrigation systems and machinery • Machinery for harvesting • Machinery for hay making • Machinery for oilseed processing • Management systems (i.e. accounting software) • Packaging machinery for agricultural products • Edible oil processing • Brewery and wine making • Agricultural inputs (chemicals, fertilizer, vaccine, etc.) • Agricultural bio-technologies • Storage system and warehousing 	<ul style="list-style-type: none"> • Meat processing (incl. halal slaughtering) • Leather processing and manufacturing • Dairy processing • Poultry processing • Fish farming and processing • Inspection and quarantine systems • Storage system and warehousing (incl. cold chain logistics)

HOW WILL B2B MEETINGS BE ORGANIZED?

Individual agendas of appointments between African companies and Chinese investors will be facilitated by ITC for each company based on their business interests and complementarities. ITC will provide each company with a list of potential business partners

Each company will have the opportunity to meet with approximately 10 potential business partners through pre-arranged meetings and request for additional appointments that can be organized on the spot by the B2B team.

The 30-minute-business meetings will be scheduled on September 4 from 13:30 to 18h00.

Companies will collect their badges and appointment schedules on 4 September during registration from 8:30 and 9:00 prior to their participation.

HOW TO PARTICIPATE

Participation in Business Match-Making event is subject to confirmation by the organizers and is free of charge.

Interested companies are required to fill the [Company Profile form](#), attached herewith.

Please note that each profile form will be included in a profile book that will be distributed to all the companies participating in the B2B event.

WHAT CAN B2B PARTICIPANTS EXPECT?

Companies participating in the B2B meeting will have the opportunity to:

- Meet face-to-face with new business partners
- Explore new investment opportunities and business partnerships
- Obtain in-depth information on investment opportunities in Ethiopia, Kenya, Mozambique and Zambia.
- Visit The China-Northeast Asia Expo.