Workshop on Investment in Agribusiness and Agriculture in Central and Eastern Europe and the CIS

Budapest, 20/21 March 2002

Agenda

Wednesday 20 March 2002 (morning)

**MAIN SESSION** (09:00-12:30)

09:00 Arrival of Participants

09:15 Welcoming note by FAO

**David Forbes Watt**, Director, Investment Centre, FAO

**Jaroslav Suchman**, Subregional Representative for Central Europe and Eastern Europe, FAO

Opening note by Chairman

**David Hexter**, Vice-President, Banking, EBRD

09:25 **Major Trends and Developments in the Agribusiness and Agricultural Sectors in the Region**

**Prof. Johan Swinnen**, Professor of Agricultural Economics and Food Policy, Katholieke Universiteit Leuven, Belgium

10:10 **Impact of EU Agricultural Policies in the Region**

**Corrado Pirzio-Biroli**, Head of Cabinet, Cabinet of Franz Fischler, EU Commissioner for Agriculture

10:30 **Coffee Break**

10:45 **Presentation on FAO Investment Centre and Outlook of Official Development Aid Data in the Region**

**David Forbes Watt**, Director, FAO Investment Centre

11:00 **Tour de Table: Individual Presentations on IFI Agricultural/Agribusiness Operations in the Region (15-20’ each)**

**Abdelmajid Slama**, Director, Near East and North Africa, IFAD

**Macodou Ndaw**, Credit/Portfolio Manager, Agribusiness, IFC

**Csaba Csaki**, Senior Advisor, Rural Development, World Bank

**Hans Christian Jacobsen**, Director, Agribusiness, EBRD

12:45 **Lunch**
ROUND TABLES (14:30-17:30, held in parallel, coffee break at 15h30)

Round Table on Investment Climate

Moderator: Gilles Mettetal, Deputy Director, Agribusiness, EBRD

Presentations:
- **Investment Climate in the Region**
  - Rika Ishii, Economist, Chief Economist Office, EBRD
  - Vanessa Mitchell-Thomson, Economist, Chief Economist Office, EBRD

- **Development of Investment-Friendly Legal Environments**
  - Lawrence Christy, Chief, Development Law Service, FAO

- **Example of Private-Public Policy Dialogue in Poland: Development of Policy Options for the Rapeseed Sector**
  - Tomasz Lonc, Policy Officer, Subregional Office, FAO

- **DEG’s Lessons Learned and Future Strategy for the Food Industry in CEE**
  - Karl Weinfurtner, Head of Department Agribusiness, Forestry & Food, DEG

- **Institutional Issues for Financing Agriculture in Bulgaria**
  - Krassen Stanchev, Director, IME, Bulgaria

Round Table on Sector-Specific Financial Instruments

Moderator: Macodou N'Daw, Credit/Portfolio Manager, Agribusiness, IFC

Presentations:
- **Warehouse Receipts Financing in Russia**
  - Dimitri Rylko, General Director, Institute for Agricultural Market Studies

- **Rabobank's Agricultural Trade & Commodity Finance Products / Cooperation with Domestic Financial Institutions**
  - Guus Rozendaal, Global Structured Trade Finance and Financial Institutions, Rabobank International

- **Agricultural Leasing**
  - Anton Straka, Vice President, Raiffeisen Leasing International GmbH

Round Table on Rural Credit Infrastructure

Moderator: Csaba Csaki, Senior Advisor, Rural Development, World Bank

Presentations:
- **Development of Rural Credit Infrastructure and Institutions: the Case of the Agricultural Cooperative Bank of Armenia**
  - Yves Péju, Managing Director, Crédit Agricole Consultants, Crédit Agricole SA

EBRD Micro-Bank Programme
Peter Conklin, Small Business Group, EBRD

CABFIN Initiative, Capacity Building in Rural Finance

Richard Roberts, Chief, Marketing and Rural Credit Service, FAO

Agriculture Finance and Rural Credit Infrastructure in Transition Countries

Alexandra Trzeciak-Duval, Head of Division, Agricultural Policies in Non-member Economies, OECD

Wednesday 20 March 2002 (evening)

19:30 Dinner at the Hungarian Academy of Sciences (guests are kindly requested to confirm their participation before 12:30).

Thursday 21 March 2002 (morning)

MAIN SESSION – cont’ed (09:30-11:45)

09:30 Tour de Table: Individual Presentations of IFIs and Private Banks Agricultural/Agribusiness Operations in the Region (15-20’ each)

Dr Harald Jahn, Head, Economics Division, Projects Directorate, EIB
Yves Péju, Managing Director, Crédit Agricole Consultants, Crédit Agricole SA
Rob van Zadelhoff, General Manager, Rabobank Hungary

10:30 Coffee Break

10:45 Steven Beck, Trade Manager, Banking Department, BSTDB
Berndt Heymanns, Vice President, DEG Invest

11:15 Closing Remarks: Discussions and Recommendations on Coordinated Approaches among IFI and Private Banks to enhance Agricultural/Agribusiness Investment in the Region.

Hans Christian Jacobsen, Director, Agribusiness, EBRD

12:00 Closing Lunch