6th National Agribusiness Summit

FROM POLICY TO PROSPERITY

Fixing Kenya's Agribusiness Ecosystem for Investment, Innovation and Inclusive Growth



Summit Proceedings Synthesis Report

SEPTEMBER 2026 ©

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6th National Agribusiness Summit

3rd Edition FOODTEC AFRICA EXPO

SUMMIT | AWARD | EXPO

FROM POLICY TO PROSPERITY:

Fixing Kenya's Agribusiness Ecosystem for Investment, Innovation and Inclusive Growth

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BACKGROUND

The 6th National Agribusiness Summit and 3rd Foodtec Africa & Dairytech Africa Expo took place from September 9–11, 2026 at the Kenyatta International Convention Centre (KICC), Nairobi. Convened by the Agriculture Sector Network (ASNET) in collaboration with Radeecal Communications and the Ministry of Agriculture & Livestock Development, the event brought together over 300 delegates and more than 1,500 exhibitors and visitors from across the agricultural value chain.

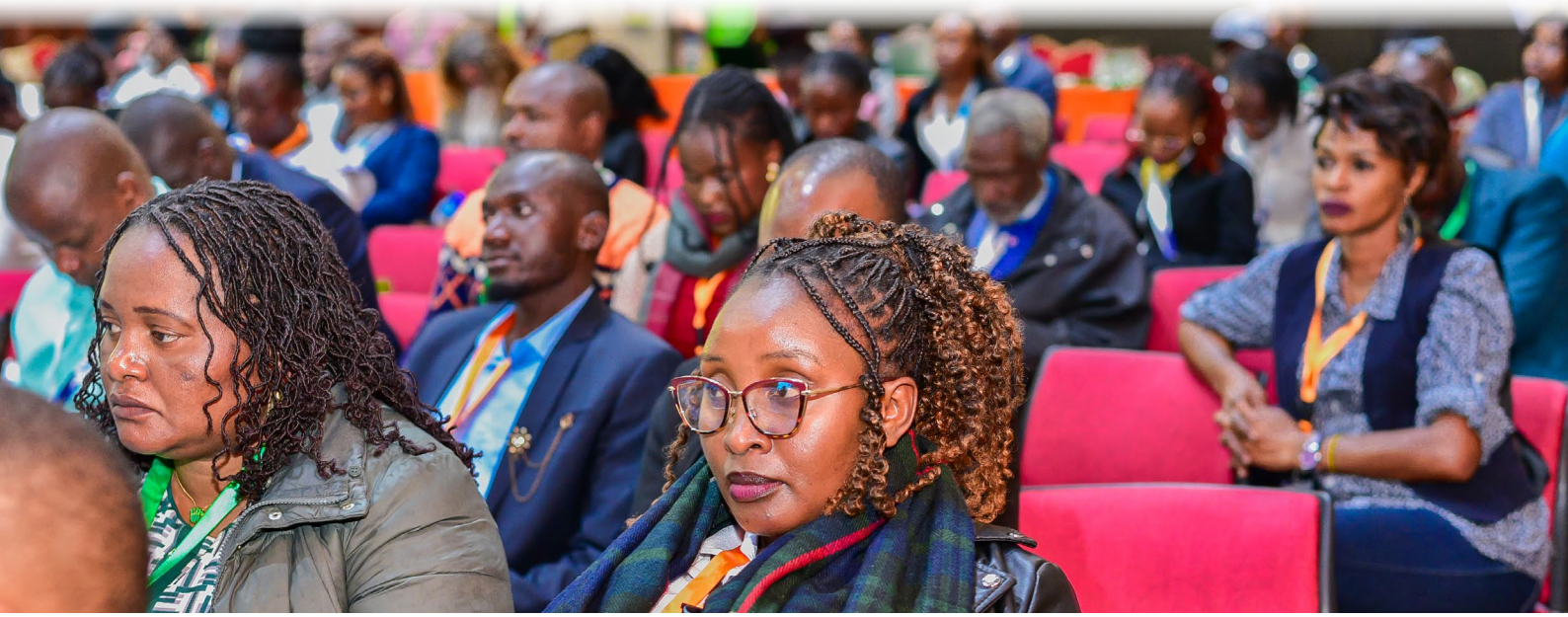
The summit theme, "From Policy to Prosperity: Fixing Kenya's Agribusiness Ecosystem for Investment, Innovation and Inclusive Growth", underscored the urgency of addressing structural challenges in Kenya's agriculture sector. Agriculture contributes 22% directly to GDP and supports 75% of the population, yet food insecurity remains a pressing issue, with 36.8% of citizens undernourished due to droughts, rising food prices, and policy gaps.

Key objectives highlighted during the summit included mobilizing collective action, empowering women and youth, accelerating adoption of digital and climate-smart technologies, strengthening public-private partnerships, and showcasing innovations in food processing, packaging, and dairy technologies.

Discussions focused on policy reforms, agribusiness competitiveness, financing mechanisms, industry-academia linkages, and dairy sector development. Expected outcomes emphasized stronger dialogue, identification of priority reforms, enhanced collaboration, and increased uptake of innovative technologies.

Running concurrently, the Foodtec Africa and Dairytech Africa Expos provided a dynamic B2B marketplace for technology transfer, investment, and networking. Exhibitors showcased cutting-edge machinery, processing solutions, and packaging innovations, bridging policy dialogue with practical solutions.

"Kenya does not lack policies, ideas or agricultural potential; the priority is implementation."



ACRONYMS

AGRA	Alliance for a Green Revolution in Africa
AU-IBAR	African Union Inter-African Bureau for Animal Resources
CAADP	Comprehensive Africa Agriculture Development Programme
CECM	County Executive Committee Member
CEO	Chief Executive Officer
COG	Council of Governors
FINAS	Financing Agri-Food Systems Sustainably
KADIC	Kenya Agricultural Digital Information Centre
KALRO	Kenya Agricultural and Livestock Research Organization
KALRO	Kenya Agricultural and Livestock Research Organization
KASA	Kenya Agricultural Students Association
KASA	Kenya Agricultural Students Association
KDB	Kenya Dairy Board
KEFAAS	Kenya Federation of Alternative Agricultural Services
KeFAAS	Kenya Forum for Agricultural Advisory Services
KEPSA	Kenya Private Sector Alliance
KSh / KES	Kenyan Shilling(s)
Ltd.	Limited
MBS	Moran of the Order of the Burning Spear
MEDA	Mennonite Economic Development Associates
MEDA	Mennonite Economic Development Associates
MESPT	Micro Enterprises Support Programme Trust
MSME	Micro, Small and Medium Enterprise
NASIP	National Agri-food Systems Investment Plan
NDMA	National Drought Management Authority
NDMA	National Drought Management Authority
OGW	Order of the Grand Warrior
PM	Post Meridiem
PS	Principal Secretary
Rtd.	Retired
SMLEs	Small, Medium and Large Enterprises
SNV	SNV Netherlands Development Organisation
SoCAA	Society of Crop Agribusiness Advisors of Kenya



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DAY ONE – WEDNESDAY, 9 SEPTEMBER 2026

SUMMARY OF THE DAY'S SESSIONS

Convergence was around one central message: "Kenya does not lack policies, ideas or agricultural potential; the priority is implementation." Speakers repeatedly called for an agribusiness ecosystem that connects farmers, markets, finance, technology, processing, logistics, research, government and development partners, with measurable improvements in farmer incomes, enterprise growth, jobs and investment.

The areas of discussion centred around the following highlights:

- Move from policy formulation to disciplined implementation, with clear ownership, timelines and follow-up.
- Treat agriculture as a commercial and investment proposition—not only as a social or production sector.
- Reduce fragmentation across national and county government, regulators, research, extension and value-chain actors.
- De-risk agricultural finance and strengthen enterprise readiness, working capital, structured/blended finance and price-risk solutions.
- Improve productivity, quality, food safety, processing, storage, logistics and market access while reducing post-harvest losses.
- Create a predictable business environment through coordinated regulation, simpler licensing and lower transaction costs.
- Strengthen public–private–development partner collaboration and use the Summit to generate practical partnerships and deals.
- Prioritise women, youth and smallholder farmers in finance, markets, technology and enterprise development.
- Track commitments after the Summit through an action matrix rather than allowing dialogue to end with the event.

Welcome Note

By Agatha Thuo, CEO ASNET



The opening welcome framed the Summit and Expo as an ecosystem platform designed to reduce fragmentation in agriculture. Participants were challenged to use the three days to identify a concrete problem, find a partner and agree on a solution or commitment. The speaker emphasised that partnership is no longer optional; it is the business model required to transform the sector. The Summit was positioned as a meeting point for farmers, processors, financiers, academia, innovators, government and development partners, with a deliberate focus on policy gaps, investment opportunities, scalable technologies and stronger private-sector coordination.

Each participant was challenged to:

- Identify at least one priority problem and one potential partner.
- Convert discussions into specific commitments rather than general networking.
- Identify policy gaps, investment opportunities and technologies that can be advanced after the Summit.

STRATEGIC SUMMIT REMARKS



Radeecal Communications

Sanyal Desai, Chief Executive Officer

The speaker described the partnership between the Summit organiser and Radeecal Communications as a deliberate combination of conference dialogue and practical exhibition. Participants were encouraged to visit the Expo and engage directly with technologies and suppliers from multiple countries. The intervention stressed that exhibitions should translate ideas into practical exposure to machinery, products and solutions, and announced an intention to further strengthen and co-locate related agribusiness technology exhibitions.

Kenya Private Sector Alliance (KEPSA)

Carole Kariuki, Chief Executive Officer



The speaker argued that Kenya already had many policies; the urgent gap is implementation. Agriculture should be approached as a business requiring capital allocation, risk management, supply-chain integration and return on investment. She highlighted key constraints, including land fragmentation, climate vulnerability, limited irrigation, inadequate agricultural finance, weak research-to-extension linkages, post-harvest losses, and difficulty translating trade agreements into market access for farmers. Development partners were challenged to help de-risk the sector, while government and private-sector actors were urged to simplify the path from policy to commercial opportunity.

Kenya Dairy Board

Mr Paul Ndung'u, Director of Regulatory Services



KDB's representative reported progress in milk production and processing while emphasising that farmer profitability remained the foundation of the industry. The speaker highlighted the opportunity to raise per-cow productivity through better feeding and husbandry, improve technology adoption, strengthen quality and food-safety systems, and use surplus production to serve regional export markets. He urged participants to visit the Expo, which offered a practical opportunity for farmers and industry actors to engage with technologies relevant to production, processing, and distribution. He urged industry stakeholders to adopt techniques that will increase dairy productivity through feeding, husbandry and appropriate technology. It was also crucial to strengthen compliance with quality and food-safety requirements for domestic and export markets. He reiterated the importance of connecting farmers and processors with relevant technologies and market opportunities.

Alliance for a Green Revolution in Africa (AGRA)

Andrews Ahiaku, Head of Inclusive Finance



Using the example of a woman farmer with produce but without reliable storage, contracts or affordable finance, the speaker argued that smallholders should be viewed as businesses waiting for an enabling system—not merely as beneficiaries. He called for commercially viable aggregation, reliable markets, finance, technology and value addition. He stressed that capital alone is insufficient: enterprise readiness, records, governance, risk management and bankability must precede investment. The speaker's central challenge was to make markets work better for firms, capital work better for agriculture and policy work better on the ground. This practical should involve building enterprise readiness before deploying capital and expanding working-capital and risk-sharing instruments for agribusiness SMEs. He also proposed designing finance around viable enterprises, markets and value chains. It would also be prudent to measure transformation through enterprise growth, jobs, reduced losses and shared prosperity.

The Embassy of the Kingdom of the Netherlands

Ms Rose Makenzi, Policy Advisor, Water and Food Security



The speaker situated agribusiness within the long-standing Kenya–Netherlands relationship and highlighted a partnership model connecting government, private sector, non-governmental actors, knowledge institutions and research. She described Kenya as a regional gateway to East Africa, while Dutch engagement links trade and investment with development cooperation in areas including food security, water and health. She said that the Summit was a welcome platform for action-oriented conversations, stronger partnerships, investment and innovation for inclusive growth. She urged the participants to use the Summit to strengthen multi-actor partnerships, link trade and investment opportunities to sustainable development outcomes and move discussions toward action-oriented cooperation and investable opportunities.

Embassy of the Federal Republic of Germany

Maren Kneller, Head of Development Cooperation



The speech urged stakeholders "to develop and strengthen the ecosystem." Drawing on Germany's Mittelstand experience, the speaker argued that successful private sectors are ecosystems built on specialisation, skills, innovation and competitiveness. Kenya should not copy Germany, but can build on its own strengths in sectors such as horticulture, dairy and tea. Government was asked to provide predictability; the private sector to organise and co-design solutions; and development partners to remove constraints that markets cannot solve alone without replacing private enterprise. The desired outcome is an agribusiness economy where capital moves, technology is adopted, value is added locally, and young people see agriculture as a serious career and business opportunity. She proposed the following steps: i) Improve policy and regulatory predictability for investors; ii) Strengthen organised private-sector participation in solution design; and Target development cooperation at systemic market constraints; and prioritise productive deals and decisions, not dialogue alone.

Agriculture Sector Network (ASNET)

Dr Bimal Kantaria, Chairman



The Chairman thanked the government and development partners and stressed the value of bringing the public sector, private sector, and development agencies into one room to align objectives. He recognised recent gains in agriculture and market access, while calling for further deregulation, reduced paperwork, coordinated fees and levies, lower business costs and stronger private-sector participation in input distribution. The central message was commercial: agriculture must generate income, trade and investment rather than remain primarily subsistence-oriented. The stakeholders were challenged to pursue coordinated regulation and simpler fee/licensing arrangements; continue opening regional and international markets; and find mechanisms to reduce the cost of doing business across agricultural value chains.

Principal Secretary, State Department for Trade

Ms Regina Akoth Ombam, PS, State Department for Trade



The Principal Secretary emphasized that ease of doing business is central to economic growth, investment, and job creation. She noted Kenya's progress but highlighted persistent fragmentation between national and county governments. Stronger collaboration, harmonized licensing, and a whole-of-government approach are needed to streamline trade functions and reduce duplication. Counties should be recognized as drivers of enterprise, value addition, and market development, supported by infrastructure and industrial parks. She called for coordinated regulation, digital government-to-business services, and private sector participation, urging clear mechanisms for accountability, measurable outcomes, and strengthened county value chains.

Council of Governors

Mr. Kizito Wangalwa, Director, Committees & Programmes



The speaker argued that agricultural transformation was constrained less by a shortage of ideas than by structural coordination failures. Of particular concern were unclear interfaces between national and county functions, weak research-to-extension pathways, financing that does not always align with devolved responsibilities, duplication among agencies, and inconsistent value-chain priorities across agriculture, trade and industry. The speaker called for clearer roles, stronger county–national coordination and a whole-of-government approach to priority value chains. Therefore, there is a need to clarify national and county responsibilities and reduce duplication; strengthen the research–county extension–farmer pathway; align financing with the level of government responsible for delivery; coordinate priority value chains across agriculture, trade and industry; and, in addition, strengthen county-level private-sector engagement and youth participation.

Ministry of Agriculture & Livestock Development (MoALD)

Dr Christopher Wanga, Director, Livestock Policy Research & Regulations, State Department for Livestock



Speaking on behalf of the Principal Secretary, the speaker cited the livestock-policy intervention, emphasising that policy only matters when decisions are converted into action. Thus, there is a need to translate livestock policy decisions into practical implementation, improve investor information and targeted investment guidance, and maintain structured public–private engagement to identify and resolve constraints. He highlighted the importance of livestock value chains, investment information, continuous improvement and constructive public–private engagement. He framed the Government's role as enabling farmers and businesses to make informed investment choices and benefit from the sector, with dialogue used to identify constraints and improve service delivery.

Speech of the Official Guest

Hezbon Gikang'a, Technical Advisor, Office of the Cabinet Secretary, Ministry of Agriculture & Livestock Development (MoALD)



Making the official remarks, the speaker reinforced the Summit's shift from dialogue to implementation. He said that success was defined not by attendance or speeches, but by whether farmers receive better prices, SMEs access finance, investors face a more predictable environment, processors obtain consistent quality supply, food loss falls and public programmes deliver on time. Agriculture should be framed as an economy in itself, requiring finance, technology, processing, trade, logistics, climate resilience and investment to work as one system. He stressed inclusion of women and youth, climate-smart agriculture, research uptake, market access and disciplined follow-through on commitments. There is a need to audit the previous public–private action matrix and report progress, track Summit commitments with responsible institutions and succinct timelines, improve policy predictability, finance, logistics and raw-material supply, move research from the shelf to farms and scale climate-smart solutions and strengthen women's and youth access to ownership, finance and decision-making.

OFFICIAL SUMMIT OPENING CEREMONY

The ribbon-cutting ceremony was deliberately designed to symbolise partnership. Representatives of government, development partners, the private sector, the diplomatic community, farmers—including a smallholder representative—and students and event partners were invited to open the Summit together. The symbolism reinforced the day's core message: transformation of the agribusiness ecosystem requires collective action rather than isolated institutional effort. The challenge is to maintain balanced representation of farmers, government, private sector and development partners in implementation structures; and to use partnership as a working mechanism, not only an event message.





HIGH-LEVEL POLICY DIALOGUE

Policy and Partnerships

Strengthening National–County–Private Sector Collaboration to Improve Ease of Doing Business

Moderator: Mr Antony Mwangi – Founder & CEO, Visible Industries Ltd
Panellists:

i. Mr Kizito Wangalwa, Chief Executive, Council of Governors
ii. Dr Bimal Kantaria, Chairman, ASNET
iii. Ms Regina Akoth Ombam,Principal Secretary, State Department for Trade
iii. Stella Clara Massawe, Senior Regional Policy & State Capability Expert, AGRA
v. Edward Agaba, County Programs Lead, AGRA

Dialogue Highlights

Kenya has made progress in simplifying company registration and permits through online platforms, yet significant ease-of-doing-business challenges persist at the operational level. Businesses, particularly exporters and agribusinesses, face burdensome paperwork, levies, and duplicative compliance requirements across counties. These inefficiencies hinder trade, especially for perishable goods, underscoring the need to streamline inter-county trade while maintaining legitimate standards.

The licensing challenge stems from historical practices that counties inherited without adequate national guidance. Revenue incentives encouraged expansion of licensing regimes, creating duplication and unpredictability. A clearer national–county regulatory framework is needed, with national institutions setting standards and oversight, while counties implement devolved trade functions uniformly. Financing and mandates of regulatory agencies must also be reviewed to reduce reliance on levies.

Structured engagement between the State Department for Trade and the Council of Governors has improved coordination, but further harmonisation of licensing and reduced duplication are needed. From a food-systems perspective, production must be linked to trade, processing, and post-harvest management. Partnerships among government, the private sector, farmers, and civil society are essential and should align with regional frameworks.

AGRA's work on warehouse-receipt systems and certified warehouses highlights opportunities in structured trade, though constraints remain in finance, adoption, post-harvest technologies, and digital platforms. Kenya's production challenges—rainfall variability, limited irrigation, land fragmentation, and global competition—require coordinated value-chain prioritisation. Counties should actively shape input and production decisions, supported by intergovernmental structures.

Programmes must begin with market demand, ensuring farmers respond to real signals rather than isolated targets. Institutional capacity for implementation remains uneven and requires technical assistance. Regional trade regimes, infrastructure, and youth participation are also critical. Instruments such as warehouse receipts and commodity exchanges can formalise trade, but trust and market connectivity must be strengthened. Ultimately, inclusive dialogue and coordinated reform are vital to unlock agribusiness potential.

Core Messages

i. Ease of doing business should be treated as an investment, growth and jobs agenda—not only an administrative reform agenda.
ii. Businesses need to experience national and county government as a coordinated system, with fewer duplicative licences, inspections, levies and procedures.
iii. County governments are central to local enterprise, aggregation, processing, infrastructure, market development and implementation of devolved trade functions.
iv. Policy reform must be linked to implementation mechanisms that identify issues, assign responsibility, set timelines, monitor resolution and report measurable outcomes.
v. Agricultural programmes should increasingly start from market demand and work backwards to production, finance, technology and farmer support.
vi. Structured trade—including warehouse-receipt systems and commodity exchanges—offers potential, but requires trust, finance, offtake, technology and private-sector participation.
vii. National production targets require a coordinated package of acreage, farmer incentives, inputs, finance, market commitments and county-level implementation.
viii. Regional trade, cross-border infrastructure and data systems are integral to Kenya's food security and agribusiness competitiveness



PANEL DIALOGUE 1

Roadmap to Achieving the Country Goals (NAFSIP)

A roadmap to achieving country goals through Kenya's National Agri-food Systems Investment Plan (NAFSIP 2026–2030) and the AU's Kampala CAADP Declaration (2026–2035).

Clarifying roles for government and private sector

Moderator: Prof. Paul Gamba – Agriculture & Rural Development Policy Expert
Panellists:
i. Ms Agatha Thuo – Chief Executive Officer
ii. James Wanjohi – Agriculture Secretary, State Department for Agriculture
iii. Dr Jedidah Wanjagi – Public Financial Management Specialist, Expertise Global
iv. Dr Sophia Baumert – Programme Manager, GIZ Kenya

Dialogue Highlights

The dialogue positioned the National Agriculture and Food Systems Investment Plan (NAFSIP) as an investment and implementation instrument, not another policy document. Its central message was the need to move decisively from policy formulation to coordinated investment, implementation and measurable results.

NAFSIP adopts a whole agri-food systems approach, linking production with markets, finance, processing, infrastructure, data, resilience and institutional capacity. Its investment architecture is organised around nine flagship areas covering productivity, market development and agro-industrialisation, resilience, digital systems, finance, capacity and governance.

A significant shift is the need to complement smallholder agriculture with greater investment in medium- and large-scale commercial production, including mechanisation, irrigation, infrastructure and agro-industrialisation. This presents opportunities for private investment in processing, logistics, insurance, digital aggregation, financial services, climate action, innovation and data systems.

The financing model envisages complementary contributions from government, private investors and development partners, while recognising farmers themselves as first-line investors in the agri-food system. Investment should therefore translate into tangible benefits for producers, including better markets, incomes, productivity and resilience.

"NAFSIP must not become a document that sits on a shelf."

Given the devolved nature of agriculture, county-level implementation, investment compacts, coordination and accountability were identified as critical. Stakeholders were urged to align around a common investment architecture and reduce fragmented interventions.

The panel discussion focused on how to mobilise greater investment by addressing financing constraints, reducing agricultural investment risks and improving private-sector readiness. Speakers highlighted the limited flow of private capital into agriculture and called for scarce public resources to be used strategically to de-risk investment and leverage commercial finance.

Government was encouraged to develop guarantees, insurance and financing products that reflect agricultural production and cash-flow cycles rather than relying solely on conventional repayment models. Development partners, meanwhile, were encouraged to provide catalytic rather than substitute financing, focusing on climate resilience, water and natural-resource management, concessional finance and other system-building investments.

The private-sector perspective highlighted the need for better mapping and coordination of businesses, producer organisations and value-chain actors at county and regional economic-bloc levels. Participants also called for direct engagement with farmers, youth, SMEs and county actors, stronger regional aggregation and shared infrastructure, and more accessible platforms for youth participation.

Core Messages

i. NAFSIP must drive investment and implementation, not become another policy document.
ii. Adopt a whole agri-food systems approach, linking production, markets, finance, processing, infrastructure, data, resilience and governance.
iii. Use public resources strategically to de-risk investment and leverage greater volumes of private and commercial finance.
iv. Design agricultural finance around real production and cash-flow cycles, including appropriate guarantees, insurance and risk-sharing instruments.
v. Position development partners as catalytic investors, supporting system-building, climate resilience, public goods and long-term investment rather than fragmented stand-alone projects.
vi. Strengthen private-sector and producer readiness by mapping actors, improving coordination and making NAFSIP investment opportunities accessible at county and regional levels.
vii. Make county implementation central to NAFSIP delivery, supported by investment compacts, clear responsibilities, coordination and accountability.
viii. Ensure farmers remain central to investment decisions and benefits, with financing assessed not only by capital mobilised but also by who benefits and what outcomes are achieved.
ix. Create stronger pathways for youth, SMEs and local enterprises to participate in investment, innovation, value addition and job creation.
x. Move from fragmented interventions to coordinated delivery, with government, private sector, farmers and development partners aligned around a common investment architecture and measurable results.

Overall Message

The dialogue underscored that NAFSIP's success will depend less on the quality of the document itself and more on how effectively it mobilises investment, reduces risk, coordinates actors and delivers results at the point where farmers and businesses operate. The agenda has therefore shifted from policy formulation to implementation, investment and measurable prosperity.



PANEL DIALOGUE 2

Role of the Private Sector in Food & Feed Safety

Moderator: Dr Wilson Songa, ASNET

Panellists

i. Mr Leonard Kimutai, Technical Officer, Food & Safety, Kenya National Public Health Institute (KNHPI)
ii. Ms Paloma Fernandes – Chief Executive Officer, Cereal Millers Association
iii. Dr Wilfred Kamau, Secretary General – AKEFEMA
iv. Godfrey Nyangori, Programme Manager – MESPT
v. Newton Nyaga, Head of Animal Feeds & Nutrition, State Department, Livestock Development

Dialogue Highlights

The discussion focused on translating Kenya's food and feed safety policies into coordinated, practical implementation across the entire value chain. Participants emphasised that food safety is a shared responsibility involving national and county governments, regulators, farmers, businesses, consumers and development partners. The panel identified fragmented regulatory systems as contributing to duplicated inspections, multiple fees, inconsistent enforcement, and oversight gaps.

Industry self-regulation and shared responsibility emerged as an important complement to government oversight. The Cereal Millers Association highlighted industry investments in internal controls, independent assessments and technical capacity, while stressing that self-regulation should strengthen—not replace—government regulation.

The panel discussed aflatoxin control as a whole-value-chain responsibility. Contamination can occur from production and harvesting through aggregation, transport and storage. The panel therefore called for early testing, proper segregation and disposal of contaminated materials, and consistent safety requirements for both formal and informal operators.

The panel also highlighted feed safety as a public-health issue. Unsafe raw materials rejected for human consumption should not be diverted into livestock feed, as contaminated feed can affect milk, meat and eggs and contribute to animal disease and antimicrobial resistance. Good agricultural practices, responsible agrochemical use, appropriate withdrawal periods, safe storage and proper handling were identified as critical controls.

County-level implementation and regulatory coordination were identified as critical under devolution. Experience from food-safety programmes in 18 counties demonstrated the importance of coordinated national and county mechanisms, harmonised inspection approaches, professional training and stronger sector ownership.

Core Messages

i. **Move from policy to implementation:** Existing food and feed safety laws and frameworks must translate into practical, coordinated and enforceable systems.
ii. **Adopt a whole-value-chain approach:** Safety controls should begin at farm level and extend through aggregation, processing, transport, storage, retail and consumption.
iii. **Strengthen industry ownership:** Industry self-regulation, internal controls and independent assessment should complement government oversight and enforcement.
iv. **Prioritise prevention and early detection:** Aflatoxins and other hazards should be identified and controlled as close to the source as possible.
v. **Harmonise regulatory functions:** Better coordination among national and county regulators is needed to reduce duplication, inconsistent enforcement and unnecessary compliance burdens.
vi. **Strengthen county capacity:** Counties require appropriate skills, resources, coordination mechanisms and practical systems to implement food and feed safety measures effectively.

vii. **Protect the integrity of the feed chain:** Materials rejected as unsafe for human consumption should not be allowed to re-enter food or feed channels through alternative routes.
viii. **Invest in skills and professionalisation:** Food safety should be integrated into agricultural training and supported through competent farmers, enterprises, inspectors, trainers and other value-chain actors.
ix. **Increase consumer awareness and transparency:** Consumers need accessible information and practical mechanisms for identifying safe, compliant and properly handled products.
x. **Link food safety to public health and economic performance:** Strong food and feed safety systems protect human and animal health while supporting productivity, market access, competitiveness and economic growth.

Overall Message

The discussion underscored that Kenya's food and feed safety agenda requires shared accountability, preventive action and coordinated implementation rather than isolated interventions. Stronger national–county coordination, harmonised regulation, accessible testing, industry compliance, professional capacity and consumer awareness are essential to translate existing frameworks into safer food systems and stronger agricultural markets.

DAY 1 TAKE HOME ACTIONS

These are the Key Actions that emerged from the deliberations and presentations:

1. Finalize commitments – Consolidate and validate all commitments with clear owners and timelines
2. Operationalize NAFSIP – Translate the plans into sequenced programmes, budgets and county commitments
3. Unlock Finance – De-risk investment and channel capital to viable market-linked agribusiness
4. Simplify systems – Create a predictable digitized and harmonized business environment across national and county levels
5. Scale solutions – Turn proven innovations into scalable models across value chains and counties
6. Measure progress – Track delivery, share results and keep accountability at the centre.






DAY TWO – THURSDAY, 10 SEPTEMBER 2026



FIRESIDE CHAT 1

Building Kenya's Competitive Agribusiness Ecosystem

Moderator: Jane Musindi, Chair, Technical Advisory Group, ASNET

Panellists

i. Agatha Thuo – Chief Executive Officer, ASNET
ii. Patrice Ngenga, Technical Standards & Compliance Officer – FPEAK
iii. Dr. Lilian Wanjiru, Fertilizer Association of Kenya (FA-K)
iv. Kennedy Okech - Senior Advisor -GIZ

Dialogue Highlights

The fireside chat examined how Kenya can translate agricultural policies and strategies into a competitive, investment-driven and market-oriented agribusiness sector. The discussion highlighted the persistent gap between policy formulation and implementation, with competitiveness affected by regulation, infrastructure, finance, technology, market access, data and farmer organisation.

Implementation emerged as the central concern. Panellists noted that Kenya has numerous policies and strategies, but changing priorities, institutional fragmentation and differing national–county capacities can weaken delivery. Rather than developing more policies, the emphasis was on implementing existing commitments, clarifying responsibilities and focusing government, counties and industry on shared priorities.

The discussion also stressed that policy development should be partnership-driven and evidence-based. Private-sector actors should be engaged from the outset, while better use of data is needed to understand markets, production costs, competitiveness, compliance requirements and changing regional and global conditions.

Regulatory predictability and infrastructure were identified as important determinants of investment. Multiple taxes, levies and compliance requirements can increase business costs, while transport inefficiencies, weighbridge delays and inadequate use of irrigation and water infrastructure can undermine agricultural value chains.

On finance and investment, the panel emphasised the need for affordable, appropriate financing and a stable policy and taxation environment. Investment in finance, technology, irrigation, processing and incentives should be aligned with the specific needs of priority value chains.

A strong call was made for a shift from production-led to market-led agriculture. Farmers and businesses need clearer information on who will buy, required volumes, quality specifications and commercial returns before production and investment decisions are made. Market diversification—including domestic, regional and international opportunities—was also highlighted.

The panel further highlighted the importance of organised farmers, appropriate technology and value addition. Cooperatives, producer groups and contract farming can help overcome smallholder fragmentation, while mechanisation, irrigation, storage, cooling, processing and other post-harvest technologies can lower costs, reduce losses and retain more value within Kenya.

Finally, growing market requirements around standards, traceability, residue limits, packaging and environmental compliance were identified as important considerations for exporters and producers. The audience also called for better agricultural data systems, support for local machinery fabricators, improved extension, stronger logistics and more meaningful farmer participation in policy development.

Core Messages

i. **Implement rather than proliferate policies:** Kenya's priority should be consistent implementation of existing policies, with clear roles, accountability and coordination.
ii. **Build an integrated competitiveness ecosystem:** Regulation, finance, infrastructure, technology, markets, farmer organisation, logistics and skills must work together rather than being addressed in isolation.
iii. **Put markets at the centre of production and investment:** Production decisions should respond to identifiable demand, volumes, quality requirements and viable commercial returns.
iv. **Make the business environment predictable:** Simplified and harmonised taxes, levies, licensing and compliance requirements can reduce costs and provide businesses with greater certainty for investment.
v. **Target investment by value chain:** Finance, irrigation, infrastructure, technology and public support should be aligned with the specific requirements and commercial potential of priority value chains.
vi. **Strengthen farmer organisations:** Cooperatives, producer groups and contract-farming arrangements can help smallholders to aggregate volumes, improve quality and consistency, strengthen bargaining power and access commercial markets.
vii. **Treat technology and post-harvest systems as productive investments:** Affordable mechanisation, irrigation, storage, cooling, handling and processing can reduce costs, minimise losses and improve farmer returns.
viii. **Turn data into an economic asset:** Kenya needs stronger systems for sharing, integrating and analysing agricultural data so that evidence informs policy, investment and business decisions.
ix. **Strengthen market access and compliance:** Standards, traceability, certification and changing buyer requirements must be incorporated into production and market strategies.
x. **Align public and private action:** Government, counties, private-sector organisations, farmers, financiers and development partners need to work around clearly defined priorities and complementary roles.

Overall Message

The discussion pointed to a fundamental shift from policy formulation to disciplined implementation and from production-led agriculture to market- and investment-driven agribusiness. Kenya's competitiveness will depend on creating an environment where predictable policies enable investment, investment responds to market demand, technology reduces costs, organised farmers deliver consistent quality, and reliable data supports better decisions.

KEY NOTE PRESENTATION 1

Climate Action

Shifting Focus Towards Regenerative Agriculture, Carbon Markets and Green Finance Opportunities

By Mr Geoffrey Rono, Leverage Pathway Lead, Power for Food Partnership - Kenya, SNV.



The presenter emphasised Kenya's need to increase agricultural production and prosperity while protecting the natural resources that underpin food systems. He called for a systems approach, recognizing the interconnections between food, energy, water, agriculture, markets, finance and land, and urged stakeholders to move beyond institutional silos.

He presented regenerative agriculture as an investment in productive infrastructure, highlighting its benefits for soil health, water retention, biodiversity and long-term productivity. However, regenerative practices must deliver clear economic value to farmers through lower costs, higher productivity, improved market access, and higher incomes.

Mr Rono advocated for a circular bio-economy, where crop residues, manure, and other resources are converted into feed, fertiliser, and energy. He also highlighted renewable energy solutions to improve irrigation, storage, processing and rural enterprises.

On carbon markets and green finance, he stressed integrity, transparency and measurable climate benefits, while emphasizing that carbon revenues should complement—not replace—a profitable farming business. He concluded by calling for partnerships among government, farmers, the private sector, financiers, researchers, development partners, youth, and women to translate climate policy into productive, resilient, and investable agricultural systems.



PANEL DIALOGUE 3

Circular Bio-Economy and Off-grid Farming Systems

Transforming vulnerable agricultural systems into resilient, self-sustaining, and zero-waste models.

Moderator: Jane Musindi, Chair, Technical Advisory Group, ASNET
Panellists:

i. Rikki Agudah - Power for Food Project Lead, SoCAA
ii. Ms Mary Nyale – Country Director, Farm Africa
iii. Prof. Miriam Kinyua – Eldoret University
iv. N. K. Bhatnagar, Chief Executive Officer, Everest Instruments
v. Prof. Miriam Kinyua, Eldoret University
vi. Mr Geoffrey Rono, Leverage Pathway Lead, Power for Food Partnership - Kenya, SNV

Dialogue Highlights

The panel, moderated by Jane Musindi, Chair of the ASNET Technical Advisory Group, explored how Kenya can transform agricultural waste and by-products into energy, organic inputs, animal feed and marketable products. The discussion focused on moving beyond pilots and demonstrations towards commercially viable, farmer-owned systems that reduce production costs, create income opportunities and strengthen resilience.

From waste to productive resources: Rikki Agudah of SoCAA emphasised the need to rethink agricultural residues and by-products as valuable resources. Technologies such as black soldier fly systems, composting and biochar can recycle nutrients, improve soil health, reduce dependence on purchased inputs and create additional income opportunities. Cooperatives and organised farmer groups can help achieve economies of scale.

From pilots to viable businesses: Mary Nyale of Farm Africa highlighted the need to equip farmers with practical knowledge and technical capacity to convert organic resources into useful inputs and energy. Renewable energy, regenerative agriculture and productive-use-of-energy solutions can reduce input dependence, improve soil fertility and address post-harvest losses. However, scaling requires viable business models, finance, market linkages and stronger coordination. Farmers should be treated as economic actors and business partners, not beneficiaries.

Technology, renewable energy and local manufacturing: N. K. Bhatnagar of Everest Instruments emphasised that sustainable technology adoption depends on local manufacturing, technical expertise and after-sales support. Greater attention should be given to energy efficiency and appropriate system design. Solar cooperatives could support collective investment in decentralised energy, while cooperative and industry partnerships could help expand commercial applications of biogas.

Policy coherence and enabling systems: Prof. Miriam Kinyua noted that circular bio-economy development cuts across agriculture, energy, water, trade, health, environment, infrastructure and finance. The priority is therefore not simply more policies, but greater coherence and effective implementation. Regulators should also facilitate compliance and innovation alongside enforcement.

Research, inclusion and farmer ownership: The panel stressed that circular systems should be designed with farmers, government, businesses, researchers and technology providers from the outset. Farmers need to participate in investment, decision-making and value creation. Collective approaches can help share technology costs, aggregate resources and improve access to markets.

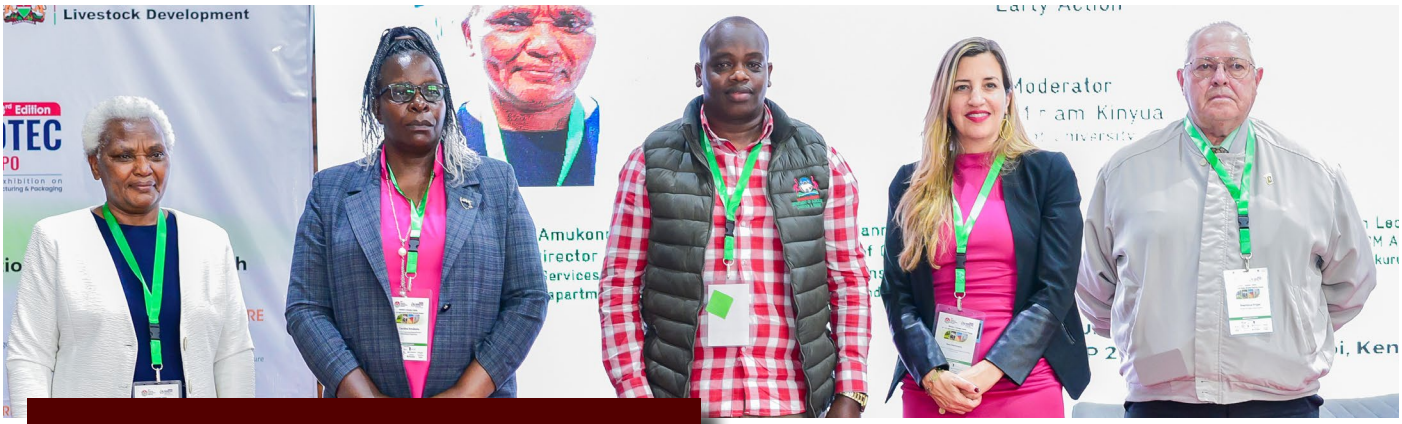
The closing discussion challenged participants to envision agricultural systems designed around zero waste, reduced dependence on external inputs and the generation of food, energy and income from locally available resources. This requires bottom-up design, renewable energy, digital technologies, extension, research, local manufacturing and cross-sector partnerships.

Core Messages

i. **Treat waste as a resource:** Agricultural residues, manure and other by-products can generate energy, organic inputs, animal feed and commercial products.
ii. **Move from pilots to commercial scale:** Scaling requires viable business models, appropriate finance, reliable markets, technical support and long-term sustainability.
iii. **Position farmers as economic actors:** Farmers should participate as owners, investors and entrepreneurs, with a stake in the value created from circular systems.
iv. **Strengthen local manufacturing and technical capacity:** Sustainable technology adoption requires locally available equipment, maintenance, skills and after-sales services.
v. **Leverage collective action:** Cooperatives and other farmer organisations can enable shared investment, resource aggregation, technology adoption and market access.
vi. **Improve policy coherence:** Circular bio-economy initiatives require coordinated policies and implementation across agriculture, energy, environment, water, trade and finance.
vii. **Use renewable energy as an economic enabler:** Solar, biogas and other decentralised energy solutions can reduce costs, improve productivity and create rural enterprises.
viii. **Put research and innovation into practice:** Technologies and business models should respond to real farmer needs, market opportunities and locally available resources.
ix. **Build cross-sector partnerships:** Government, private sector, research institutions, development partners and farmer organisations need to collaborate around shared commercial and sustainability objectives.
x. **Design for resilience and resource efficiency:** Circular systems can reduce input dependence, minimise waste and losses, create multiple income streams and strengthen resilience to climate and market shocks.

Overall Message

Kenya has significant potential to develop circular agricultural systems that convert waste into economic value. Realising this potential requires moving beyond isolated, donor-supported demonstrations to farmer-owned, commercially viable, locally supported enterprises. Success will depend on appropriate finance, strong business models, market linkages, policy coherence, local manufacturing, technical capacity and effective partnerships. Ultimately, circularity should be approached as an integrated economic system that enables farmers, businesses and communities to create and retain greater value from locally available resources.



PANEL DIALOGUE 4

Bridging the Early Action Gap

From Early Warning to Early Action

Moderator: Prof. Miriam Kinyua, Eldoret University
Panellists:
i. Ms Caroline Amukono, Assistant Director, Agrometeorological Services, Kenya Meteorological Department
ii. Ms Yael Hartmann, Senior Director of Global Government Relations & Policy, One Acre Fund
iii. Stephanus Kruger, Chairman, Cereal Growers Association (CGA)
iv. Hon Leonard Bor – CECM Agriculture, Nakuru County

Introduction

The session examined the persistent gap between the availability of climate and weather information and farmers' and institutions' ability to translate that information into timely action. Perspectives from county government, meteorological

services, farmers and private-sector agricultural service providers highlighted the need to connect early warning with early action through better coordination, predictable financing, localised information, digital technologies, insurance, extension, inputs and markets.

Dialogue Highlights

i) Strengthening National–County Coordination

Hon. Leonard Bor emphasised the importance of clearly defined and complementary roles between national and county governments across policy, regulation, research, standards, extension, markets and implementation. Counties, being closest to farmers, require adequate and predictable resources to respond effectively.

Core message: A warning without the resources and institutional capacity to act on it cannot deliver early action.

ii) Moving from forecasts to impact-based information

Ms Caroline Amukono noted that the Kenya Meteorological Department is increasingly providing location-specific forecasts, including county- and, where possible, ward-level information. The shift towards impact-based forecasting focuses on what weather conditions mean for practical decisions such as planting dates, crop choice and livestock management.

The discussion identified weak last-mile communication, unverified information sources and limited links between warnings and institutional responses as continuing challenges. APIs, predefined thresholds and automated triggers could help convert forecasts into timely institutional action. The co-production of climate information by meteorologists, sector specialists, counties, and users was highlighted as essential.

Core message: The value of a forecast lies in how effectively it informs a decision.

iii) Farmer adaptation and responsible use of AI

Stephanus Kruger described agriculture's transition from an analogue to a digital environment, with AI increasingly supporting machinery diagnostics, technical troubleshooting, budgeting, information gathering and farm decision-making. AI could also help improve crop-protection decisions and reduce inappropriate chemical use.

However, he cautioned that AI-generated information may assume ideal conditions and therefore needs to be interpreted against local realities. Farmers must combine digital tools with observation, experience and ecological knowledge, while adapting planting dates and production practices as climate patterns change.

Core message: Technology should strengthen, not replace, farmer knowledge and judgement.

iv) Linking early warning with inputs, finance and insurance

Ms Yael Hartmann stressed that climate information has limited value when farmers lack the means to respond. Smallholders often navigate fragmented systems for weather information, inputs, extension, finance, insurance and markets.

The One Acre Fund model was cited as an example of an integrated approach combining inputs, extension, last-mile delivery, insurance and market access. The panel proposed pre-agreed triggers based on indicators such as rainfall, vegetation or yield conditions, which could activate coordinated responses across extension, inputs, credit and insurance.

Core message: Early warning becomes meaningful when it automatically connects farmers to the resources required to respond.

v) Preparedness as a coordinated system

The panel emphasised that climate shocks should be treated as coordinated system events rather than isolated emergencies. National and county governments, insurers, input suppliers, development partners and farmer organisations should prepare jointly before each production season.

Preparedness should bring together climate information, agronomic advice, finance, insurance, inputs, extension and markets, with counties playing a central role in coordinating local responses.

Audience Contributions

Audience interventions expanded the discussion to practical challenges including last-mile fertiliser distribution, commercialising circular-economy solutions, incentives affecting agro-vet product sales and antimicrobial resistance, continuity of county programmes across political transitions, digital agricultural marketing, preparedness for precision agriculture and AI, and preventing unsafe fish from re-entering the food chain.

Panel responses emphasised multi-agency preparedness, vulnerability mapping, infrastructure readiness and inter-ministerial coordination. Nakuru County's use of cooperatives to strengthen last-mile fertiliser distribution was highlighted as a potentially sustainable model. Participants also stressed the importance of institutionalising programmes so that they survive changes in political and administrative leadership.

Key Emerging Themes

i. **From early warning to early action:** Information must trigger specific, timely and adequately resourced responses.
ii. **Localised and actionable information:** Forecasts must be translated into practical advice relevant to specific locations and livelihoods.

iii. **Predictable financing:** Counties need reliable resources to act when warning thresholds are reached.
iv. **Integrated service delivery:** Climate information should connect directly to extension, inputs, finance, insurance and markets.
v. **Pre-agreed triggers:** Clearly defined thresholds can accelerate and automate coordinated responses.
vi. **Farmer adaptability:** Production calendars and practices must evolve as climate patterns change.
vii. **Responsible digital and AI adoption:** Technology should be supported by verified data, local context and human judgement.
viii. **Multi-stakeholder coordination:** Climate resilience requires shared roles among government, farmers, private sector, insurers, researchers and development partners.
ix. **Institutional sustainability:** Programmes should be embedded in systems rather than dependent on individuals or political administrations.
x. **Stronger last-mile systems:** Cooperatives and other local structures can help translate national programmes into practical farmer-level services.

Conclusion

The discussion established that Kenya's challenge is increasingly not the availability of climate information, but the ability to convert information into timely, coordinated and adequately resourced action. This requires stronger national–county coordination, localised and impact-based forecasting, predefined response triggers, predictable financing and integrated access to extension, inputs, finance, insurance and markets.

The growing use of AI and digital technologies presents additional opportunities for agricultural decision-making, but these tools must complement, not replace, farmer experience and local knowledge. Ultimately, climate resilience will depend on systems that connect warnings, decisions, resources and services before a shock occurs, rather than responding only after losses have been incurred.



KEY NOTE PRESENTATION 2

Developing Productive Partnerships for Kenya Agriculture

Towards implementation of Kenya's AgriConnect Compact to create jobs and improve food and nutrition security

By World Bank Group / IFC
Presenters:
i. Mwombeki Barugu, Investment Officer, IFC
ii. Jacqueline Njonjo, Operations Officer, Agribusiness, IFC
iii. Robert Peck, Senior Operations Officer, Agribusiness East Africa Hub Lead, IFC

Introduction

The presentation on Developing Productive Partnerships for Kenya Agriculture situates the AgriConnect mission at the heart of Kenya's jobs and food security agenda. It outlines ambitious national targets to be achieved by 2025, including the creation of 2.34 million new and better jobs, halving the population facing food insecurity, reducing the country's food import bill by 50 percent, and increasing export earnings from tea, coffee, and fruits by 60 percent. These goals reflect a deliberate effort to transform agriculture into a driver of inclusive growth and resilience.

To achieve these outcomes, the strategy identifies priority value chains that align with Kenya's diverse agro-ecological zones. Maize, potatoes, and livestock are emphasized for their role in food security and job creation, while edible oils and rice are targeted for import substitution. High-value exports such as tea, coffee, and fruits—including avocado and mango—are positioned to boost foreign exchange earnings. This clustering approach underscores the importance of tailoring interventions to regional strengths and market opportunities.

At the core of the presentation is the Productive Partnerships model, which seeks to strengthen the relationships among farmers, agribusinesses, and financial institutions. Farmers produce commodities demanded by markets, agribusinesses act as aggregators and market creators, and financial institutions provide the financing needed to enable production and trade. However, these relationships remain fragmented, limiting agriculture's potential to deliver on national priorities.

The International Finance Corporation (IFC) is presented as a key partner in bridging these gaps. Its upstream and advisory services focus on building farmers' capacity through the Agribusiness Leadership Program; supporting investment readiness and operational needs for agribusinesses; strengthening AgTechs to improve services and linkages; and training financial institutions to expand outreach and lending to agricultural value chains. This holistic support is designed to make productive partnerships commercially viable and sustainable.

The presentation also introduces a theory of change, which posits that if farmers, cooperatives, and Agri-SMEs improve their business management capabilities, they will be better positioned to access markets and financing. Structured assessments track progress from baseline to endline, with outcomes such as supplier contracts, inventory financing, and the adoption of sustainable practices.

Finally, the capacity-building content is highlighted as a cornerstone of the approach. Farmers are trained in cooperative spirit, financial literacy, and farming as a business; Agri-enterprises receive support in business management and last-mile retail; cooperatives are strengthened through foundational and advanced management training; and trainers are equipped with facilitation skills, coaching fundamentals, and gender-sensitive approaches.

Taken together, these elements position the Productive Alliance approach as a policy instrument to strengthen farmer–agribusiness–finance linkages, embed anchor-buyer driven models in national strategies, and promote digital, climate-smart, and inclusive practices. The vision is clear: to transform Kenya's agriculture into a dynamic sector that creates jobs, reduces dependency on imports, and enhances food and nutrition security.

The session's deliberations highlighted the following themes:

i. **Youth Inclusion**

The Agribusiness Leadership Program (ALP) will deliberately include youth as a target group. Many farmer groups already have young producers, and the ASNET partnership is expected to expand opportunities for youth through training-of-trainers and scale-up models. The initiative invites ASNET members to explore where the approach can add value, particularly in cooperatives, smallholder supply chains, and agribusiness anchor firms.

ii. **Scope of Intervention**

The model is not a stand-alone training project but is designed to strengthen existing commercial relationships. It emphasises an anchor-led approach: starting with identifying buyers, their demand, and priority value chains, then working backwards to producer organisations and farmers.

iii. **Capacity Building and Finance Linkages**

Support extends beyond farmers to agribusinesses, which may need help with sourcing, management information systems, and supply-chain performance. Financial institutions are integral to the model. IFC works with banks and finance providers to strengthen their capacity through risk-sharing mechanisms, sector knowledge, product development, and training.

IFC itself is not a direct lender to small farmers; its role is to strengthen the ecosystem and connect capable producer groups and agribusinesses with financial institutions that can finance them.

Key Highlights

The main highlights from the presentation are distilled as follows:

i. **Kenya's agricultural ambition:** The Productive Alliance approach is aligned with national priorities to transform agriculture, create jobs, reduce food losses, and strengthen food security.
ii. **Core problem:** Weak or incomplete relationships among farmers, agribusinesses, and financial institutions hinder market functionality.
iii. **Farmer challenges:** Difficulty accessing reliable markets.
iv. **Agribusiness challenges:** Struggles to secure sufficient, quality raw materials.
v. **Financial institution challenges:** Difficulty assessing and financing agricultural clients.
vi. **Productive Alliance solution:** Creates structured, commercially functional relationships among the three actors.
vii. **Advisory support scope:** Works across the chain, not just with farmers — includes farmer capacity building, agribusiness investment-readiness, supply-chain support, strengthening associations, and tailored financial products.
viii. **Anchor buyer focus:** Market demand from buyers is the starting point; interventions then work backwards through the supply chain.
ix. **Backward integration:** Strengthening producer organisations, farmer capabilities, sourcing systems, and finance based on buyer needs.

Conclusion

This session reinforced that the Productive Alliance model is youth-inclusive, demand-driven, and ecosystem-oriented, with a strong emphasis on linking capacity building to finance and strengthening commercial relationships across the value chain.



PANEL DIALOGUE 5

Digital Agriculture – From Farmer Capability to Digital Market Power

Digital extension and supply chain transparency: Adoption of precision farming, blockchain, and data-driven value chains using artificial intelligence, drones, IoT, and automated systems for crop monitoring and smart irrigation.

Moderator: Dr Josephine Songa, Executive Director, Kaizen Topmark Enterprises

Panellists

i. Almut Van Casteren – COO, eProd Solutions Limited
ii. Betty Cheroigin – Director, Kenya Agricultural Digital Information Centre (KADIC)
iii. Sriram Bharatam – Kuza Biashara
iv. Peter Gikonyo – Chairman, Kenya Coffee Producers Association

Introduction

The session, moderated by Dr Josephine Songa, positioned digital agriculture as a practical reality rather than a futuristic concept. Discussions focused on how technologies such as artificial intelligence, drones, IoT, precision farming, and blockchain can strengthen value chains, improve farmer decision-making, and build a transparent, resilient agricultural sector. Kenya's integrated agriculture data systems and coffee traceability for EU deforestation compliance were highlighted as examples of ongoing digital integration.

Key Issues and Discussion Points

i. **Farmer-centric digital tools:**

Peter Gikonyo emphasized that technology must solve real farmer problems, with mobile phones as the most universal asset. Farmers should organize collectively to achieve scale, quality, and bargaining power rather than competing destructively.

ii. **Human interface in digital agriculture:**

Sriram Bharatam argued that trust and local relationships remain essential. Kuza Biashara trains rural youth as service providers who contextualize digital tools for farmers. Agriculture is hyper-local, requiring hybrid models that combine digital systems with human delivery.

iii. **Supply-chain digitization**

Almut Van Casteren presented eProd's supply-chain management software, showing how simple Android devices with offline functionality can register farmers, manage operations, and support traceability, finance, and compliance.

iv. **Farmer data as value creation**

Data should not be collected for compliance alone but must deliver tangible benefits such as direct payments, transaction histories, input access, and financing opportunities. Examples included dairy supply chains improving quality and coffee cooperatives meeting EU deforestation compliance.

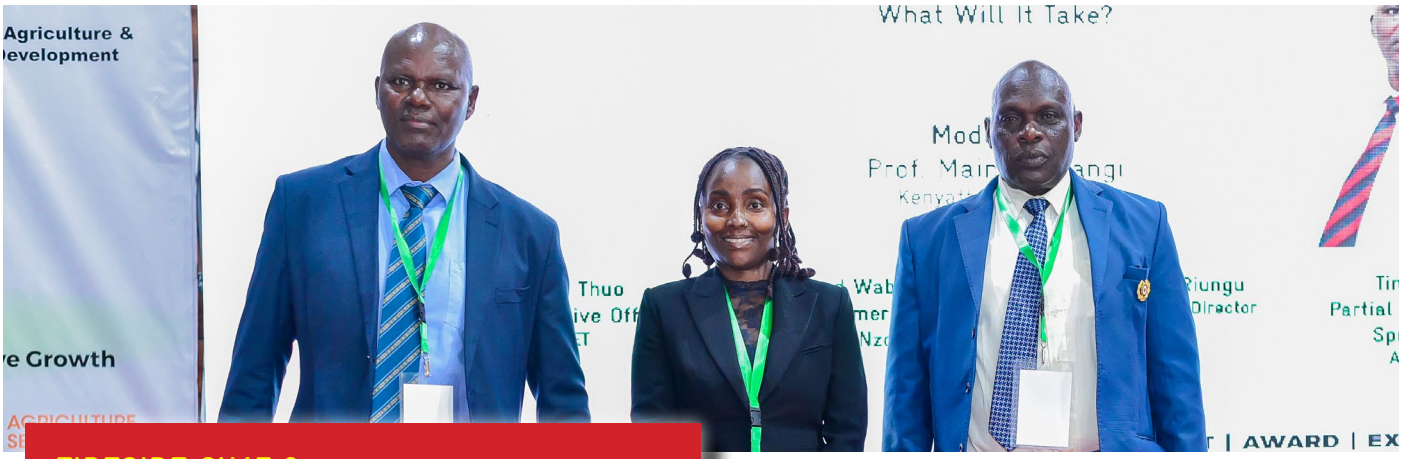
Key Emerging Themes

i. **Anchor-led models:** Interventions should begin with buyer demand, then work backwards to strengthen producer organisations, farmers, and finance systems.
ii. **Farmer identity and data integrity:** Reliable farmer registration, plot mapping, and traceability are foundational for compliance, market access, and value creation.
iii. **Commercial sustainability of digital extension:** Rural youth service networks must transition from donor dependence to revenue-generating models by aggregating farmers and negotiating better terms with input and finance providers.

iv. **Interoperability and public infrastructure:** Harmonized farmer data systems are needed to avoid fragmentation and contradictory advice from multiple platforms.
v. **Market differentiation through traceability:** Digital systems can connect farmer stories to consumers, enabling access to speciality markets and strengthening farmer visibility.

Conclusion

The session concluded with consensus that digital agriculture is most effective when technology, trusted human relationships, farmer organization, interoperable data, and market incentives are integrated into one system. Digital tools alone are insufficient; they must be embedded in farmer-centric, commercially viable models that deliver real value at the farm level. The recurring message was clear: trust, farmer identity, and market-driven design are the backbone of digital agriculture's success in Kenya.



FIRESIDE CHAT 2

Financing Africa's Agrifood Systems

What will it take?

Theme: "Making Agribusiness Investable"

Moderator: Professor Maina Mwangi, Kenyatta University

Panellists:

i. Pamela Gakii Riungu, Founder, Managing Director, Ecoagriven
ii. Bernard Wabuge, Farmer, Trans Nzoia County
iii. Tim Njagi, Partial Equilibrium Specialist, ANAPRI

Introduction

The session addressed a recurring frustration: although agricultural financing instruments exist, many farmers and agribusinesses remain excluded. The discussion was framed around two practical questions:

1. Why do segments of the agrifood system remain excluded from available finance?
2. What must farmers or enterprises do to become credible and attractive to investors and lenders?

Key Issues and Discussion Points

i. **Investability as the gateway to finance**

Pamela Gakii Riungu emphasised that capital exists, but agriculture is often seen as fragmented and high-risk. Enterprises must demonstrate governance, management discipline, reliable data, financial records, market evidence, and buyer contracts. Business planning and leadership programmes can reduce perceived risk and strengthen credibility. For youth entrepreneurs, pathways include market research, incubation, pitching practice, and building networks.

ii. **Linking finance to production systems**

Bernard Wabuge stressed that finance must connect to irrigation, technology, extension, market access, and value addition. Reducing reliance on rainfall is critical for predictable cash flows. Aggregation and organized value chains are necessary to achieve economic scale. Risk reduction requires investors who understand agricultural cycles and mechanisms that lower exposure for both producers and financiers.

iii. **Documentation and demand-driven financing**

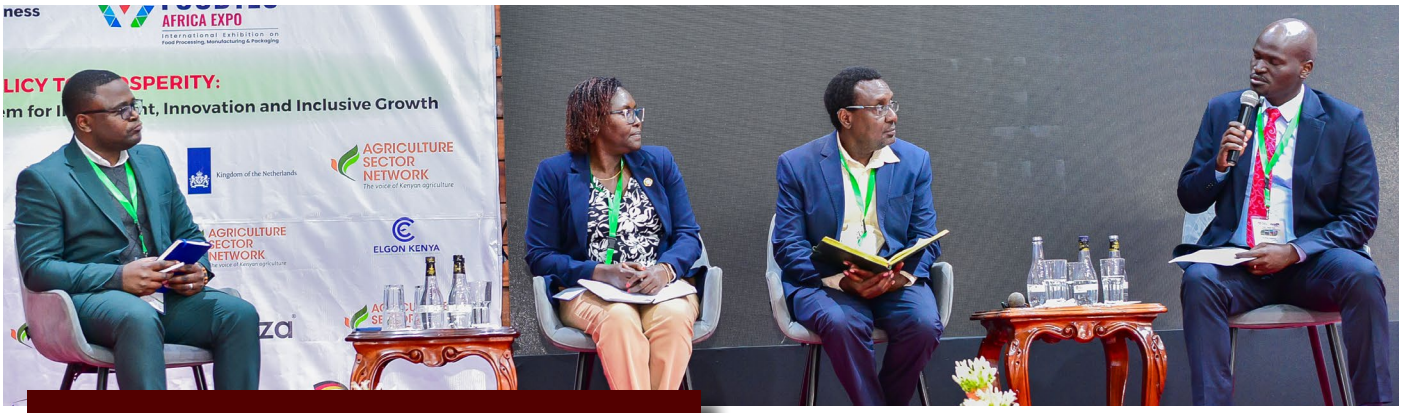
Tim Njagi reinforced the importance of financial records, business plans, and clarity on revenue, costs, and repayment. Enterprises should deliberately build markets to strengthen internal revenue streams. Risk management tools, including insurance, are essential before seeking investment.

Key Emerging Themes

i. Finance exists, but investability—through governance, documentation, and credible planning—is the entry point.
ii. Agricultural risk must be structurally reduced via irrigation, aggregation, insurance, reliable markets, and value addition.
iii. Capacity building for farmers and SMEs should be integrated into financing architecture, not treated as separate training.
iv. Youth entrepreneurs need staged pathways into finance—research, incubation, pitching, and networks.
v. The strongest financing proposition begins with a viable market, then works backwards to production, organisation, and capital needs.

Conclusion

The session concluded that making agribusiness investable requires more than access to capital—it demands credible enterprises, reduced risk, and strong market linkages. Finance is available, but only those who demonstrate governance, discipline, and market readiness can attract it. For Kenya's farmers, cooperatives, and youth entrepreneurs, the pathway to investment lies in building solid foundations, organizing collectively, and aligning production with market demand.



PANEL DIALOGUE 6

Finance & Investment – Bridging Funding Gaps and De-risking Value Chains

Blended Finance, Risk-sharing Models, Green Bonds and Impact Investing to smoothen agribusiness MSME access to capital

Moderator: Geofrey Nyamao, Country Manager, Kenya & GSL Lead, ACELI Africa
Panellists:
i. Mary Achini – Agricultural Co-operatives Department, Cooperative Bank of Kenya
ii. Jotham Wadongo – Expertise Global
iii. Peter Mwangi Gitika – Forum for Agricultural Advisory Services – Kenya (KeFAAS)

Dialogue Highlights

The session examined how Kenya can close persistent agricultural financing gaps by reducing risk, strengthening enterprise readiness and creating conditions that attract longer-term private capital.

Mary Achini, Cooperative Bank of Kenya, highlighted the barriers lenders face, including high financing costs, policy uncertainty, inadequate collateral, limited credit histories and weak financial records. She stressed the importance of improving the information available to lenders so that agricultural risk can be assessed more effectively.

Peter Mwangi Gitika emphasised that smallholders must build bankability. Farmers need continuous advisory support to improve record-keeping, understand production economics, develop business plans, access markets and manage credit responsibly.

The panel identified guarantees and technical assistance as important blended-finance tools. Guarantees can reduce lender exposure, while technical assistance can strengthen enterprises and lower the cost of serving dispersed rural clients.

Jotham Wadongo argued that African climate finance should pay more attention to adaptation and resilience, including irrigation, drought and flood preparedness, storage, cooling, roads, value addition, and other infrastructure that reduces losses and improves market access.

The panel called for greater coordination among development partners, noting that fragmented financing facilities and short project cycles can limit the development of sustainable investment pipelines.

Infrastructure was recognised as a prerequisite for bankability. Roads, electricity, water, irrigation, storage, cooling and processing facilities can transform fragmented agricultural activities into more viable and investable enterprises.

The discussion strongly supported organising farmers around commodities and value chains. Cooperatives and producer organisations can aggregate farmers, reduce transaction costs and connect them more efficiently to finance, inputs, extension and markets.

In responding to participants, the panel advocated a market-led approach: start with the buyer and market opportunity, determine production and input requirements, organise farmers and services, and then structure financing around the resulting business model.

Core Messages

i. **De-risk agricultural finance:** Guarantees, technical assistance and other risk-sharing instruments can encourage greater lending to agriculture.
ii. **Build bankability:** Farmers and agribusinesses need continuous support in financial literacy, bookkeeping, business planning, production economics and market development.
iii. **Finance the whole value chain:** Finance should be linked to production, inputs, infrastructure, markets, insurance and risk management rather than treated as a stand-alone intervention.
iv. **Organise farmers for scale:** Cooperatives and commodity-based producer organisations can reduce transaction costs and improve access to finance, extension, inputs and markets.
v. **Prioritise climate adaptation:** Climate finance should support practical resilience investments such as irrigation, storage, cooling, roads, processing and early-warning systems.
vi. **Invest in enabling infrastructure:** Reliable water, energy, roads, land systems, storage and processing facilities are fundamental to creating investment-ready agricultural enterprises.
vii. **Coordinate financing pipelines:** Government, financial institutions and development partners need stronger alignment of financing facilities, standards and project-development pipelines.
viii. **Move beyond short-term projects:** Sustainable agricultural finance requires longer-term capital and predictable public investment to maintain institutional and support systems.
ix. **Make financial capability continuous:** Financial literacy, advisory services and business development should be ongoing components of agricultural finance, not one-off training activities.
x. **Treat farmers as economic actors:** Smallholders, women and youth should be integrated into commercially viable value chains with clear pathways to markets, finance and enterprise growth.

Conclusion

The panel concluded that agriculture should be financed as an interconnected business system rather than as an isolated farm activity. Blended finance can reduce risk, but sustained investment also requires bankable enterprises, organised farmers, reliable markets, appropriate infrastructure, climate resilience and strong advisory services.

A market-led and coordinated financing approach, supported by guarantees, technical assistance, long-term capital and predictable public investment, can strengthen the conditions for increased private-sector participation and a more competitive and resilient agricultural sector.

> "Kenya's agricultural transformation requires a fundamental shift from isolated production and processing investments towards integrated, commercially viable supply chains."

DAY THREE – FRIDAY, 11 SEPTEMBER 2026



PANEL DIALOGUE 7

Climate-Smart Dairy Production

Reducing Production Costs Through Sustainable Feed, Fodder & Climate-Resilient Technologies

Moderator: Zipporah Maina, Business Development Lead, ACTS

Panellists

i. Peris Chege, Nutritionist & Technical Advisor, Unga Farmcare Ltd.
ii. Elkana Nyambati, Assistant Director, KALRO
iii. Dr Ignatius Gathigi Kahiu, Livestock Agribusiness & ASAL Resources Expert
iv. Mr Silas Maosa, Head of Business, Perfometer

Dialogue Highlights

The panel, moderated by Zipporah Maina, examined the high cost of livestock production in Kenya and explored how affordable feed and fodder, climate-resilient technologies and stronger public-private collaboration can improve productivity and farmer returns.

- Feed and fodder costs were identified as major drivers of livestock production costs. The panel called for increased local production of quality fodder and feed ingredients, alongside improved farmer skills in fodder establishment, conservation and ration formulation.
- Research and technology adoption emerged as a critical gap. Institutions such as KALRO are developing improved forage and feed technologies, but stronger links between research, extension, digital platforms and farmers are needed to translate innovations into practical farm-level adoption.
- The panel highlighted the decline in practical extension services. While private companies and cooperatives are helping fill the gap, the private sector cannot fully substitute for a well-resourced public extension system.
- End-to-end value-chain planning was emphasised. Production, fodder supply, processing and markets must develop together. As one core principle, production should not be expanded without a market, and processing capacity should not be developed without reliable raw material supplies.
- Water and land resources were viewed as productive economic assets. Water harvesting, storage, irrigation, and infrastructure rehabilitation should support livestock production beyond emergency drought responses.
- Participants stressed the importance of reliable sector data on livestock populations, feed requirements, production levels and geographical distribution to guide investment and planning.
- The panel advocated moving from short-term projects to commercially sustainable models, including commercial fodder enterprises linked to identified buyers and efficient logistics.
- Mechanisation-as-a-service was proposed as an alternative to individual ownership of expensive equipment. Cooperatives, aggregated demand, check-off systems and digital hire platforms could make machinery more accessible and financially viable.
- On youth participation, participants noted that Kenya has land, skills and young people interested in agriculture, but stronger mechanisms are needed to connect them with technology, finance, markets and productive opportunities.

Core Messages

i. **Affordable quality feed is fundamental:** Reducing livestock production costs requires increased availability of affordable, nutritious and locally produced feed and fodder.
ii. **Localise feed production:** Greater use of locally available feed ingredients can reduce exposure to imported inputs and price volatility.

iii. **Close the research-to-farm gap:** Research must be connected to extension, digital information, demonstration and farmer training to drive adoption.
iv. **Rebuild practical extension:** Public extension services need stronger capacity and should complement, rather than be replaced by, private-sector initiatives.
v. **Develop complete value chains:** Farmers, fodder producers, processors, financiers and buyers need to be connected through coordinated, market-led systems.
vi. **Invest in productive infrastructure:** Water, irrigation, land development, storage and other infrastructure should be treated as long-term economic investments.
vii. **Use data to guide decisions:** Reliable information on livestock, feed demand, production and resource availability is essential for effective planning and investment.
viii. **Build commercially sustainable models:** Agricultural interventions should be designed to remain viable beyond donor-funded project cycles.
ix. **Promote shared access to machinery:** Mechanisation-as-a-service can reduce the financial burden of individual equipment ownership and improve utilisation.
x. **Create pathways for youth:** Young people need practical routes linking land, skills, technology, finance and markets to viable livestock value chains.

Conclusion

The panel concluded that reducing livestock production costs requires transformation of the entire value chain, not simply cheaper commercial feed. Affordable fodder, local feed production, farmer knowledge, research and technology, water and land resources, extension, finance, processing and reliable markets must function as an interconnected system.

The overarching priority is therefore implementation and coordination—bringing government, research institutions, private-sector actors, farmers and financiers together around measurable outcomes and commercially sustainable solutions that improve productivity and farmer returns.

KEY NOTE PRESENTATION 3

Food Sovereignty & Localized Food Systems

Exploring National approaches to transition towards local production, regional markets, and short supply chains to strengthen local economies and reduce dependency on global imports



Presenter: Lucy Kioko, Regional Director, East & Southern Africa, MEDA

Overview

The presentation, themed around Building Food Sovereignty through Local Production, Regional Trade and Efficient Supply Chains, examined structural weaknesses limiting the efficiency and scalability of Kenya's agricultural and agro-processing systems. It challenged the assumption that increasing production or building processing facilities alone will automatically create prosperity. Instead, it called for integrated, market-led supply chains that connect production, aggregation, processing, logistics, finance and markets.

The presenter also framed Kenya's dependence on distant supply chains and global price movements as a strategic vulnerability. Rather than choosing between domestic production and international trade, Kenya should strengthen domestic and regional capacity while using global markets to complement—not substitute for—local production.

Key Highlights

i. **Build competitive domestic production:** Farmers need reliable access to quality inputs, technology, mechanisation, finance, infrastructure, knowledge and markets. Aggregation is critical for connecting fragmented smallholder production to commercial demand.
ii. **Pursue strategic import substitution:** Reduce import dependence by focusing on commodities where Kenya has production potential, supported by coordinated inputs, irrigation, extension, processing, infrastructure, and markets.
iii. **Treat water as productive infrastructure:** Irrigation, water storage and rehabilitation of existing schemes should be viewed as long-term economic investments that enable predictable, climate-resilient production.
iv. **Strengthen regional trade:** Regional markets provide an important resilience layer where domestic supply is insufficient. This requires effective standards, customs coordination, logistics, market information and trade facilitation.
v. **Improve supply-chain efficiency:** Production, storage, cold chains, processing, packaging, logistics, quality assurance, finance and retail need to function as connected components rather than isolated investments.

vi. **Design production around real demand:** Before scaling production, stakeholders should establish who will buy, required quality and volumes, the sustainability of demand and how products will reach the market.
vii. **Ensure intermediaries add value:** Aggregators and other intermediaries can provide essential services, but their role should be transparent and value-adding rather than unnecessarily increasing costs.
viii. **Clarify institutional roles:** Government should provide enabling policy and infrastructure; private investors should drive commercially viable enterprises; financial institutions should provide appropriate capital; research institutions should support technology adoption; and development partners should strengthen national systems.
ix. **Leverage institutional procurement:** Schools, hospitals, hotels and development organisations can create significant local and regional demand if procurement systems prioritise suitable domestic and regional suppliers and ensure timely payment.
x. **Shift from capacity to throughput:** The key issue is not simply whether Kenya has farms, factories, infrastructure and technologies, but whether these assets are connected and sufficiently utilised to generate sustained economic value.

Core Messages

- **Production must follow the market:** Scaling production without confirmed demand, processing capacity and offtake arrangements can create further inefficiencies and losses.
- **Processing requires reliable supply:** Agro-processing facilities create value only when connected to consistent volumes of quality raw materials.
- **Integration matters more than isolated investments:** Production, aggregation, storage, processing, logistics, finance and markets must operate as one connected system.
- **Water is an economic asset:** Investment in irrigation and water systems can support productivity, reduce climate risks and improve supply reliability.
- **Regional trade strengthens resilience:** Domestic, regional and global markets should operate as complementary layers of Kenya's food system.
- **Aggregation is central to commercialisation:** Organised producers and capable aggregators can bridge the gap between fragmented smallholder production and large-scale market requirements.
- **Institutional procurement can drive local value chains:** Large buyers can provide predictable demand, provided they pay suppliers promptly.
- **Known solutions need implementation at scale:** Kenya's challenge is increasingly one of coordination, utilisation and execution rather than a lack of potential solutions.

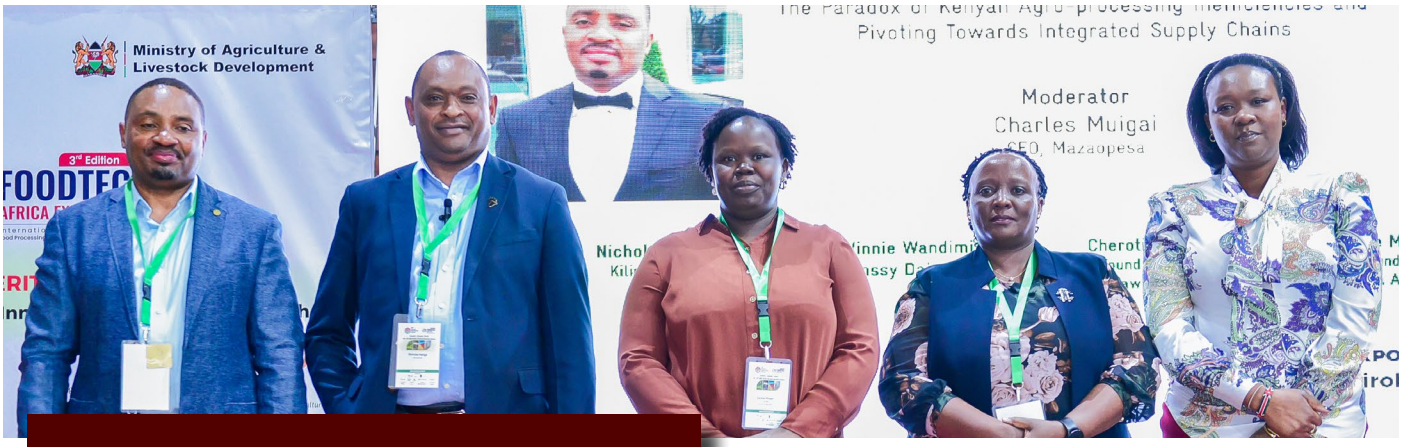
Conclusion

The presentation concluded that Kenya's agricultural transformation requires a shift from isolated production and processing projects to integrated, commercially viable supply chains. Domestic production, regional trade and global markets should be treated as complementary elements of a resilient food system.

The central task is to convert existing capacity into sustained throughput and economic value by aligning production with real demand, connecting farmers to processors and buyers, investing in productive infrastructure, improving logistics and finance, and clarifying institutional responsibilities.

Central Takeaway: Kenya's objective should be to participate in regional and global markets from a position of productive strength, supported by efficient domestic systems, rather than vulnerability created by fragmented supply chains and underutilised capacity.

> "Smallholders should be viewed as businesses waiting for an enabling system—not merely as beneficiaries."



PANEL DIALOGUE 8

Capacity Without Throughput

The Paradox of Kenyan Agro-processing Inefficiencies and Pivoting Towards Integrated Supply Chains

Moderator: Charles Muigai, Chief Executive Officer, Mazaopesa
Panellists:

i. Nicholas Kahiga, Director, Kilimo AgroPro
ii. Winnie Wandimi, Founder & CEO, Wimsy Dairy Ltd.
iii. Cherotich Rutto, Founder & CEO, Tawi Fresh
iv. Davine Minayo, Founder, Rejesha Agrihub

Dialogue Highlights

The session examined Kenya's "capacity without throughput" challenge: significant investments have been made in agro-processing machinery and facilities, yet many plants operate below potential because the wider value chains needed to supply and sustain them remain weak.

- **Capacity alone does not guarantee utilisation.** Processors often face inconsistent raw-material supply, variable quality, limited working capital and weak market coordination. The discussion stressed that processing facilities need reliable supply systems.
- **Market demand should drive investment.** Cherotich Rutto emphasised the importance of matching machinery and processing capacity to actual market requirements. Investments should be based on credible information about customers, volumes, quality specifications and available raw materials.
- **Backward integration is critical.** Nicholas Kahiga highlighted the need for processors to work with farmers and producer organisations before production begins. Extension, production planning and supply coordination can help processors secure the volumes and quality they require.
- **Seasonality reduces utilisation.** The dairy sector illustrates how fluctuations between periods of surplus and scarcity can leave processing facilities underutilised. Improving farm productivity and using existing processing capacity more effectively can help address this challenge.
- **Shared processing offers a practical alternative.** Contract manufacturing and shared facilities can enable SMEs to test products, develop markets and build demand before committing to expensive infrastructure. This can also reduce duplication and improve utilisation of existing assets.
- **Aggregators can be strategic value-chain partners.** Rather than operating only at harvest, professional aggregators can coordinate inputs, storage, mechanisation, quality management, production information, logistics and market intelligence.
- **Post-harvest losses undermine throughput.** Better storage, handling, aggregation and logistics can increase the quantity and quality of produce reaching processors. A cited estimate of 30–40% losses in some value chains was identified as a speaker claim requiring verification before publication.
- **Data should guide investment.** Decisions on new processing facilities should consider market demand, production volumes, raw-material availability, expected throughput, cash-flow cycles and routes to market.
- **Producer organisations are essential to reliable supply.** Cooperatives and organised producer groups can aggregate volumes, improve quality management and provide the consistency processors require.

Core Messages

- **Capacity must match throughput:** Processing facilities create economic value only when supplied consistently with adequate volumes and quality.
- **Invest in the "software" of value chains:** Coordination, aggregation, market intelligence, data, quality systems, working capital and producer organisation are as important as physical infrastructure.

- **Let markets drive investment:** Establish demand and understand customer requirements before committing to new processing capacity.
- **Strengthen processor–farmer linkages:** Backward integration can improve production planning, supply reliability and quality while reducing competition for raw materials at the factory gate.
- **Use existing capacity more efficiently:** Shared processing and contract manufacturing can reduce duplication, improve utilisation and lower entry barriers for SMEs.
- **Professionalise aggregation:** Aggregators can provide critical services that connect fragmented farmers with processors and markets.
- **Use data to determine investment needs:** New factories and expansion should be justified by credible production, market and throughput data.
- **Strengthen producer organisations:** Cooperatives and farmer groups can provide the scale, consistency and quality required for viable agro-processing.
- **Reduce losses between farm and factory:** Improved storage, handling and logistics can increase usable supply and improve overall value-chain efficiency.
- **Prioritise integration over additional isolated capacity:** Building more factories without addressing supply, markets, finance and coordination risks creating further underutilised assets.

Conclusion

The session concluded that Kenya's agro-processing challenge is not simply a shortage of factories and machinery, but a shortage of coordinated throughput. Additional infrastructure will have limited impact if farmers cannot consistently supply the required volumes and quality, markets remain uncertain, working capital is inadequate, and value chains remain fragmented.

The priority should therefore be to build integrated, market-led supply chains that connect farmers, producer organisations, aggregators, processors, financiers, and buyers. Better use of existing facilities, professional aggregation, backward integration, shared processing, reliable data and market-first investment can improve utilisation while reducing unnecessary duplication.

Central Takeaway: Kenya needs to invest not only in the "hardware" of agro-processing—factories and machinery—but also in the "software" that makes them work: markets, supply coordination, data, finance, quality systems, aggregation and strong producer organisations.



PANEL DIALOGUE 9

Beyond Production

Building Professional Cooperatives as the Anchor for Kenya's Agribusiness SMLEs

Moderator: Patrick Kigathi, Program Manager, IDH
Panellists:

i. Cees van Rij, Director, AgriGrade
ii. Anne Mutinda, Deputy Commissioner for Cooperatives Development
iii. Kenneth Gitonga, Chief Executive Officer, Meru Central Dairy Cooperatives Union

Dialogue Highlights

The session examined how professionally managed cooperatives can strengthen Kenya's predominantly smallholder agricultural system by aggregating production, reducing transaction costs, improving access to services and finance, and strengthening farmers' bargaining power in markets.

i. **Professionalisation requires a common definition.** The panel proposed assessing cooperatives against governance, management, member services, transparency, digitalisation, market relationships and financial performance, while recognising differences in cooperative maturity.
ii. **Move beyond generic training.** Participants highlighted "capacity-building fatigue" caused by repeated, fragmented training programmes. A common assessment and segmentation framework was proposed to identify specific institutional and commercial gaps and tailor support accordingly.
iii. **Connect organisation, markets and finance.** A professional cooperative should convert effective member organisation into stronger commercial relationships and improved access to appropriate finance.
iv. **Member value must remain central.** Kenneth Gitonga emphasised that cooperatives need a clear economic proposition—better prices, lower costs, reliable markets and access to useful services—to sustain member participation.
v. **Governance and trust are fundamental.** Transparent records, accountable leadership, effective communication and reliable member information are essential. Digital tools can strengthen these systems when matched to the cooperative's maturity level.
vi. **Collaboration and consolidation can create economies of scale.** Shared collection, processing and administrative services can reduce costs, but amalgamation should be based on demonstrated member benefits rather than size for its own sake.
vii. **Anne Mutinda stressed member ownership and choice.** Cooperatives are privately owned, member-driven enterprises; government can create enabling frameworks and incentives but should not simply impose mergers.
viii. **International experience offers useful lessons.** Cees van Rij highlighted how Dutch agricultural cooperatives gradually consolidated around demonstrated economic value, trust and improved services to members.
ix. **A harmonised national framework could improve support.** The proposed common assessment methodology could give government, private-sector actors, and development partners a shared basis for assessing cooperative maturity and targeting interventions.
x. **Youth participation is part of sustainability.** Young people should have meaningful pathways into cooperative leadership, enterprise development, assessment and succession.

Core Messages

- **Define professionalisation clearly:** Governance, management, member services, transparency, digitalisation, markets and finance should form part of a measurable professional-cooperative framework.
- **Differentiate support:** Cooperatives at different stages of maturity require different forms of institutional and commercial support.
- **Put member value first:** Sustainable cooperatives must deliver tangible economic benefits through better prices, lower costs, reliable markets and useful services.
- **Link organisation to markets and finance:** Strong internal systems should translate into stronger commercial relationships and access to appropriate capital.
- **Strengthen governance and trust:** Transparency, accountability, reliable records and effective communication are foundations of cooperative sustainability.
- **Replace generic training with institutional upgrading:** Support should address identified governance, operational and commercial gaps and be linked to measurable outcomes.
- **Pursue consolidation where it adds value:** Shared services and voluntary amalgamation can create economies of scale when they demonstrably improve member benefits.
- **Develop a common national assessment framework:** A harmonised system can help government, financiers, private actors and development partners coordinate support and track progress consistently.
- **Use digitalisation strategically:** Digital systems should strengthen records, communication, transparency and member services while reflecting each cooperative's capacity and maturity.
- **Build the next generation:** Youth participation in leadership, enterprise development and succession is essential to maintaining relevant and sustainable cooperatives.

Conclusion

The session concluded that professional cooperatives can serve as an important anchor for Kenya's smallholder-driven agribusiness sector, but their effectiveness depends on competent management, strong governance, member trust and a clear economic proposition.

The priority is to shift from fragmented capacity-building towards a structured professionalisation pathway: assess cooperative maturity, identify specific gaps, provide targeted support and strengthen connections to markets and finance. Shared services and voluntary consolidation can further improve efficiency where they create demonstrable member value.

A harmonised Kenyan professional-cooperative framework could provide a common basis for government, industry, financiers and development partners to coordinate support.

Central Takeaway: Cooperative professionalisation should be measured not by the size of an organisation or the number of trainings delivered, but by its ability to provide trusted services, sustainable economic value and stronger market opportunities for its members.



LIGHTNING TALK

Youth in Agribusiness

Barriers, Finance, Markets and Sustainable Support

Moderator: Rose Wangithi, East Africa Coordinator
Panellists:

i. Millicent Okumu, Founder, Agriflex Ltd.com
ii. Urther Kimani, Chairman, Wingfarm Organization
iii. Kamau Njoroge, CEO, AgriJibu
iv. Aisha Lang'at, Sulma Whole Foods
v. Lila Mwaniki, Agricultural Policy Advisor, GIZ

Dialogue Highlights

The session examined what happens after young people receive training, grants or other support, shifting attention from beneficiary numbers to enterprise survival, growth, employment and sustainability.

i. **Beyond training numbers:** The panel called for youth programmes to measure enterprise survival, revenue growth, jobs created, access to markets and finance, and progression from micro to larger businesses.
ii. **Finance that fits agriculture:** Young enterprises often struggle with financial products that do not reflect seasonal production cycles, delayed payments and high working-capital requirements.
iii. **Working-capital constraints:** Businesses may need to pay farmers and suppliers immediately while waiting 60–90 days for buyers to pay, limiting their ability to accept orders or expand.
iv. **Mentorship beyond the classroom:** One-off training was considered insufficient. Young entrepreneurs need sustained practical accompaniment in pricing, cost management, marketing, finance and business growth.
v. **Markets and productive resources:** Finance alone cannot overcome barriers involving equipment, infrastructure, technology, aggregation, information and reliable markets.
vi. **Space for innovation:** Young entrepreneurs need appropriate risk capital to test, refine and adapt products, technologies and business models before reaching full commercial scale.
vii. **Strengthening existing ecosystems:** The panel encouraged government, development partners, financial institutions and youth organisations to strengthen functional institutions rather than create temporary parallel systems.
viii. **Youth voice and leadership:** Stronger youth networks can improve representation in policy, finance and market discussions, while mentorship and succession planning can build future leadership.
ix. **Accessible information:** Financing, business opportunities and support programmes should be easier to find and navigate through centralised, practical and digitally accessible platforms.

Core Messages

- **Measure enterprise outcomes, not activities** – Track survival, revenue, employment, market access, finance and business growth beyond training or grant disbursement.
- **Make finance fit the business cycle** – Financing terms, repayment schedules and working-capital products should reflect agricultural cash flows.
- **Move from training to accompaniment** – Sustained mentorship is essential for applying knowledge and addressing real business challenges.
- **Treat enterprise barriers as interconnected** – Finance, markets, skills, technology, infrastructure, equipment and information must work together.
- **Prioritise market access alongside finance** – Young businesses need reliable buyers and support to meet market requirements.
- **Create space for experimentation** – Innovation requires financing that allows entrepreneurs to test and refine ideas before scaling.

- **Strengthen existing support systems** – Build on functional institutions, networks and programmes to ensure support continues beyond individual projects.
- **Improve access to information** – Centralised and user-friendly digital platforms can make opportunities easier for young entrepreneurs to identify and access.
- **Strengthen youth collective voice** – Collaboration among youth organisations can improve their participation in policy, finance and market dialogue.
- **Build leadership and succession pipelines** – Developing the next generation of enterprise and institutional leaders is essential for long-term sustainability.

Conclusion

The session underscored the need to shift from counting young people trained to measuring sustainable enterprises created and grown. Youth agribusiness requires an ecosystem that connects skills with appropriate finance, markets, productive resources, mentorship, information and institutional support. Long-term, coordinated approaches are needed to help young entrepreneurs survive early challenges, innovate, scale their businesses and create sustainable employment.









"The Summit's value should not be measured by the number of speeches or sessions, but by what changes after the event."

SUMMIT ACTION POINTS

Priority Actions & Implementation Commitments Emerging from the Summit

The following ten priorities synthesise the key issues and proposed actions emerging across the Summit. They are intended to translate the dialogue and recommendations into concrete implementation priorities, providing a practical framework for follow-up and accountability over the year ahead.

1. Operationalise NASIP through Sequenced National–County Delivery Compacts

Given agriculture's devolved structure, national investment priorities must translate into clear, implementable county-level pathways. Within the first 90 days, establish practical national–county delivery arrangements, clarify institutional responsibilities, agree priority actions and develop sequenced implementation pathways that connect national objectives with county-level delivery.

2. Harmonise Agribusiness Licensing, Levies, Inspections and Digital Government-to-Business Services

The Summit highlighted the burden created by multiple licences, levies, inspections and compliance requirements across national and county systems. Harmonisation should reduce duplication, simplify regulatory processes and lower the cost and administrative burden of doing business. Digital government-to-business services should be integrated to provide simpler, more transparent and predictable compliance processes.

3. Operationalise the Food and Feed Safety Control Coordination Framework

The Food and Feed Safety Control Coordination Framework should be finalised and implemented, with clearly defined institutional mandates, responsibilities, and inter-agency protocols. The objective should be to establish a coordinated system in which food and feed safety controls are consistent, efficient and effective across the value chain.

4. Build Agricultural Finance Around Investability, Risk-Sharing and Real Production Cash Flows

Agricultural finance should move beyond conventional lending models that may not reflect the realities of agricultural enterprises. Financial products should be designed around enterprise readiness, seasonal production cycles, agricultural cash flows, risk-sharing mechanisms and the timing of revenues. Greater emphasis should also be placed on strengthening the investability and bankability of farmers, producer organisations and agribusinesses.

5. Establish Integrated Early-Warning-to-Early-Action Systems

Climate and early-warning information should connect directly to pre-agreed actions, extension services, inputs, finance, insurance, and county response mechanisms. The objective is to ensure forecasts and warnings trigger timely interventions rather than ending with information dissemination. Early-warning systems should therefore be designed around the decisions that farmers, businesses and institutions need to make.

6. Commercialise Climate-Smart and Circular Productive-Use Technologies Through Viable Business Models

Many climate-smart and circular-economy technologies are already available, but limited adoption and scale constrain their impact. The priority should be to move high-potential solutions from pilots and demonstrations into commercially viable business models, supported by appropriate finance, local manufacturing and service capacity, technical support, markets and clear pathways for adoption and scale.

7. Institutionalise Market-Led Productive Alliances and Farmer Professionalisation Through ASNET Networks

Capacity development should be anchored in real market demand and commercial relationships. Productive Alliances and ASNET networks should support stronger links between farmers, producer organisations, agribusinesses, buyers and financial institutions. Farmer organisations should be professionalised around actual market opportunities, while capacity-building efforts should be linked to measurable commercial outcomes.

8. Develop an Integrated Farmer Identity, Data and Traceability System

Existing farmer registration, digital information and traceability initiatives should be better connected and operationalised into an integrated system. Reliable farmer data should support service delivery, regulatory compliance, access to finance, market participation, traceability and value-chain transparency. Prioritise interoperability and practical use of existing systems over creating disconnected platforms.

9. Scale Market-Led Structured Trade and Convert Market Access into Actual Transactions

Measure market access not simply by the existence of market linkages or agreements, but by verified transactions, reliable buyer relationships, timely farmer payments, and repeat demand. Structured trade mechanisms should therefore be expanded alongside reliable buyers, aggregation systems, quality assurance, logistics and practical transaction pathways that enable farmers and agribusinesses to convert market opportunities into actual sales.

10. Establish a Summit Delivery and Accountability Mechanism

Establish a dedicated delivery and accountability mechanism to track implementation of Summit commitments. Each priority should have clearly identified owners, timelines, resources, milestones and evidence of completion. Review progress periodically and report it transparently.

The value of the Summit should ultimately be measured not by the strength of the discussions alone, but by what changes, what is implemented and what measurable results are achieved between this Summit and the next.

CLOSING SESSION & NATIONAL AGRIBUSINESS EXCELLENCE AWARDS

Session's Highlights

The closing session brought together reflections from the National Agribusiness Excellence Awards, ASNET, development partners and government, consolidating the Summit's central message of moving "From Policy to Prosperity."

i. **Youth innovation and entrepreneurship:** More than 760 applications from 38 counties demonstrated the breadth of youth-led innovation in climate-smart agriculture, digital technology, farmer services, community finance, value addition and alternative livelihoods. The closing presentations highlighted the need to move viable ideas from innovation to validation, financing and scale.
ii. **From recognition to growth:** The Excellence Awards were positioned as a starting point for further enterprise development. Promising businesses require investment readiness, mentorship, market and buyer linkages, procurement opportunities, county partnerships and appropriate finance.
iii. **Agribusiness as an economic system:** Agriculture was framed as an interconnected system linking farmers, processors, investors, markets, technology providers, logistics operators and consumers. The challenge is to translate this understanding into coordinated implementation.
iv. **Finance and productive alliances:** Development partners emphasised commercially grounded partnerships connecting farmers, agribusinesses, financiers and off-takers. Such alliances can strengthen value chains, improve access to finance and support enterprise growth, jobs and incomes.
v. **Commercialisation and technology:** Government emphasised commercialisation, value addition, mechanisation, market access and technology adoption. Innovation needs a clear pathway from concept to prototype, prototype to enterprise and enterprise to scale.
vi. **Digital systems and coordination:** The closing reflections highlighted the potential of integrated digital farmer information systems to improve planning and service delivery, alongside the need for stronger national–county coordination, predictable compliance systems, infrastructure, connectivity and market information.
vii. **Public-private partnerships:** Government, the private sector, farmers, researchers, financiers and development partners were identified as having complementary roles in delivering agricultural transformation, particularly in processing, technology, logistics, climate-smart agriculture and export development.
viii. **Farmer-centred transformation:** The farmer remains the ultimate reference point for transformation, with progress reflected in improved markets, incomes, resilience, access to services and economic opportunities.

Core Messages

- **Youth innovation needs pathways to scale** – Recognition must be followed by finance, mentorship, markets, procurement and business development support.
- **Finance must reflect agricultural realities** – Financing models should accommodate production cycles, working capital, processing investments and sector-specific risks.
- **Innovation must connect to markets** – Ideas create economic value when they can be adopted, financed, commercialised and scaled.
- **Productive alliances can strengthen value chains** – Connecting farmers, businesses, financiers and buyers can create commercially viable relationships.
- **Commercialisation should drive transformation** – Agriculture must increasingly generate value through processing, technology, mechanisation and market-oriented enterprise.
- **Partnerships must focus on delivery** – Government, private sector, farmers, financiers, researchers and development partners should organise collaboration around measurable outcomes.
- **Digital systems can improve service delivery** – Better farmer information and digital connectivity can strengthen planning, targeting and access to agricultural services.
- **National and county coordination is essential** – Effective implementation requires coherent policies, infrastructure, compliance systems and service delivery across levels of government.
- **The farmer remains the central measure of progress** – Transformation should ultimately deliver better incomes, markets, resilience and services for farmers while benefiting consumers.
- **The Summit's value lies in implementation** – The central challenge is to translate dialogue into partnerships, partnerships into investment, and investment into measurable results.

Conclusion

The closing session reaffirmed that "From Policy to Prosperity" requires a deliberate shift from dialogue and isolated interventions towards implementation, commercialisation and measurable outcomes. Kenya's agribusiness transformation will depend on connecting innovation and investment to markets, strengthening productive alliances and aligning public and private capabilities.

The National Agribusiness Excellence Awards demonstrated the potential already emerging among young entrepreneurs and other innovators. The next step is to create practical pathways that enable viable enterprises to access finance, technology, markets, mentorship and institutional support. Ultimately, the Summit's success will be reflected not in the discussions held, but in the enterprises strengthened, investments mobilised, partnerships sustained, and improvements experienced by farmers and consumers.



National Agribusiness Excellence Awards Entrants

The awards provided a practical demonstration of the breadth of Kenya's emerging agribusiness ecosystem, spanning enterprise development, climate-smart solutions, women's participation, agricultural services, student entrepreneurship and community-based enterprises.

The table below presents the Top Two entrants in each category:

CATEGORY	TOP ENTRANT	SECOND ENTRANT
Agripreneur of the Year	Ecorich Solutions Limited	Kieru Limited
Climate Smart Champion	Zuphifarm Limited	Comfort Worms and Insects
Women in Agriculture	Agriflex Limited	Tumbe Seaweed Farmers Self Help Group
Agri Service Provider	BUMAMU Rice Farmers Cooperative Society Limited	UkulimaModern Seedlings & Agro-based Consultancy
Student Agripreneur	Ekyan Kuza Organizations	Attila Chicken House
People's Choice	LOMALA Farm Enterprises Samburu	Ntumot Yeeseriack SHG

Closure

The closing session brought the Summit's central message into sharp focus: Kenya's agricultural transformation requires a transition from policy commitments and dialogue to commercially grounded implementation and measurable results. The National Agribusiness Excellence Awards demonstrated that innovative enterprises, particularly among young people, are already emerging across the agricultural ecosystem.

The next phase is to create the conditions for these enterprises and the wider sector to grow through appropriate finance, market access, productive alliances, digital systems, infrastructure, technology adoption and coordinated public-private partnerships. Ultimately, the Summit's success will be demonstrated not by the event itself, but by the partnerships formed, investments mobilised, enterprises scaled, and improvements realised in farmer incomes, markets, resilience, and consumer outcomes.

ANNEXES

ANNEX 1: SUMMIT PROGRAMME

DAY 1 – WEDNESDAY, 9 SEPTEMBER 2026		
TIME	**ACTIVITY**	**FACILITATOR**
07:00 – 08:30 am	Registration	ASNET Secretariat
9.00 am	EXPO Tour by the Chief Guest and other delegates	
9.20 am	Welcome Remarks – ASNET CEO	Ms Agatha Thuo, CEO, ASNET
	Remarks from Radeecal Communications	Mr Sanyal Desai, CEO, Radeecal Communications
09:10 – 11:00 am	Opening Keynote: National Agribusiness Investments, Policy & Institutional Alignment	Ms Carole Kariuki, Chief Executive Officer, Kenya Private Sector Alliance (KEPSA)
	Remarks from KDB	Mr Paul Ndung'u, Kenya Dairy Board (KDB)
	Remarks from AGRA	Andrews Ahiaku, Head of Inclusive Finance, AGRA
	Remarks from The Embassy of the Netherlands	Ms Rose Makenzi, Policy Advisor, Water and Food Security
	Remarks from GIZ	Maren Kneller, Head of Development Cooperation, Embassy of the Federal Republic of Germany
	Remarks from ASNET Chairman	Dr Bimal Kantaria, EBS OGW - Chair ASNET
	Remarks from State Department for Livestock Development	Dr Christopher Wanga, Dir Livestock Policy Research & Regulations, MoALD
	Remarks from the Council of Governors	Mr Kizito Wangalwa, Director, Committees & Programmes, Council of Governors
	Official Speech for Opening of the 6th National Agribusiness Summit | 3rd FoodTec Africa Expo& Dairytech Africa Expo | 9–11 September 2026 | KICC, Nairobi, Kenya	Hezbon Gikang'a, Technical Advisor, Ministry of Agriculture
11:00 - 11:30 am	**TEA BREAK**	
11:30 - 12:10 pm	**HIGH-LEVEL POLICY DIALOGUE**	
	Policy and Partnerships Strengthening National–County–Private Sector Collaboration to Improve Ease of Doing Business	
	Moderator: Mr Antony Mwangi - Founder & CEO, Visible Industries Ltd	
	PANELLISTS	
	1. Ms Regina Ombam, Principal Secretary, State Department for Trade	
	2. Mr Kizito Wangalwa, Director, Committees & Programmes, Council of Governors	
	3. Dr Bimal Kantaria, Chairman, ASNET	
	4. Edward Agaba, Country Programs Lead, AGRA	
	5. Stella Clara Massawe, Senior Regional Policy & State Capability Expert (ESA), AGRA	
12:10 – 13:00 pm	**PANEL DIALOGUE 1**	
	A roadmap to achieving country goals through Kenya's National Agri-food Systems Investment Plan (NASIP 2026–2030) and the AU's Kampala CAADP Declaration (2026–2035). – Clarifying roles for government and private sector	
	Moderator: Prof. Paul Gamba, Agriculture & Rural Development Policy Expert	

	PANELLISTS	
	1. Agatha Thuo - Chief Executive Officer, ASNET	
	2. James Wanjohi - Agriculture Secretary, State Department for Agriculture	
	3. Dr Jedidah Wanjagi - Public Financial Management Specialist, Expertise Global	
	4. Dr. Sophia Baumert - Program Manager, GIZ Kenya	
13:00 - 14:00	**NETWORKING LUNCH**	
14:00 – 14:20 pm	**KEYNOTE**	
	Food and Feed Safety Control Coordination Act, 2026 and the One Health Approach	
	Mr Leonard Kimutai, Technical Officer, Food & Feed Safety, Kenya National Public Health Institute	
14:20 – 15:20 pm	**PANEL DIALOGUE 2**	
	Role of the Private Sector in Food and Feed Safety	
	Moderator: Dr Wilson Songa, Director, ASNET	
	PANELLISTS	
	1. Ms Paloma Fernandes – Chief Executive Officer, Cereal Millers Association	
	2. Dr Wilfred Kamau – Secretary General, AKEFEMA	
	3. Godfrey Nyang'ori - Programme Manager, MESPT	
	4. Newton Nyaga, Head of Animal Feeds & Nutrition, State Department for Livestock Development	
16:20 – 16:30 pm	Day One Reflections & Key Action Points	Rapporteurs

DAY 2 – THURSDAY, 10 SEPTEMBER 2026		
TIME	**ACTIVITY**	**FACILITATOR**
9:00 – 10:00 am	**FIRESIDE CHAT**	
	From Policy to Prosperity: Building Kenya's Competitive Agribusiness Ecosystem	
	Moderator: Jane Musindi, Chair, Technical Advisory Group, ASNET	
	PANELLISTS	
	1. Agatha Thuo - Chief Executive Officer, ASNET	
	2. Hosea Machuki – Chief Executive Officer, FPEAK	
	3. Dr Lilian Wanjiru – Fertilizer Association of Kenya	
	4. Kennedy Okech - Senior Advisor, GIZ Kenya	
10:00-10:30 am	**TEA BREAK**	
10:30 – 13:00 pm	**KEYNOTE PRESENTATION 1**	
	Climate Action: Shifting Focus Towards Regenerative Agriculture, Carbon Markets and Green Finance Opportunities	Mr Geoffrey Rono, Leverage Pathway Lead, Power for Food Partnership - Kenya, SNV

	PANEL DIALOGUE 3
	Circular Bio-Economy & Off-Grid Farming Systems – Transforming vulnerable agricultural systems into resilient, self-sustaining, and zero-waste models.
	Moderator: Jane Musindi, Chair, Technical Advisory Group, ASNET
	PANELLISTS
	1. Rikki Agudah, Power for Food Project Lead, SoCAA
	2. Ms Mary Nyale, Country Director, Farm Africa
	3. N. K. Bhatnagar, CEO, Everest Equipment
	4. Prof. Miriam Kinyua, Eldoret University
	5. Mr Geoffrey Rono, Leverage Pathway Lead, Power for Food Partnership - Kenya, SNV
	PANEL DIALOGUE 4
	Bridging the Early Action Gap From Early Warning to Early Action
	Moderator: Prof. Miriam Kinyua, Eldoret University
	PANELLISTS
	1. Ms Caroline Amukono, Assistant Director, Agrometeorological Services, Kenya Meteorological Department
	2. Yael Hartman, Senior Director of Global Government Relations & Policy, One Acre Farm
	3. Stephanus Kruger, Chairman, Cereal Growers Association (CGA)
	4. Hon Leonard Bor, CECM Agriculture, Nakuru County
13:00 - 14:00 pm	**NETWORKING LUNCH**
14:00 – 17:00 pm	**KEYNOTE PRESENTATION 2**
	Developing Productive Partnerships for Kenya Agriculture - Towards implementation of Kenya's AgriConnect Compact to create jobs and improve food and nutrition security – By World Bank Group / IFC
	Presenter: Mwombeki Barugu, Investment Officer, IFC
	PANEL DIALOGUE 5
	Digital Agriculture - From Farmer Capability to Digital Market Power
	Moderator: Dr Josephine Songa, Executive Director, Kaizen Topmark Enterprises
	PANELLISTS
	1. Almut Van Casteren, COO, eProd Solutions Ltd
	2. Betty Cheroigin, Director, Kenya Agricultural Digital Information Centre (KADIC)
	3. Sriram Bharatam, CEO, Kuza Biashara
	4. Peter Gikonyo, Chairman, Kenya Coffee Producers Association (KPCA)
	FIRESIDE CHAT 2
	Financing Africa's Agrifood Systems - What will it take? - Theme: "Making Agribusiness Investable"
	Moderator: Professor Maina Mwangi, Kenyatta University

	PANELLISTS
	1. Bernard Wabuge, Farmer, Trans Nzoia
	2. Pamela Gakii Riungu, Founder and Managing Director, Ecogriven
	3. Tim Njagi, Partial Equilibrium Specialist, ANAPRI
	PANEL DIALOGUE 6
	FINANCE & INVESTMENT
	Bridging Funding Gaps and De-risking Value Chains – Blended Finance, Risk-sharing Models, Green Bonds and Impact Investing to smoothen agribusiness MSME access to capital
	Moderator: Geofrey Nyamao, Country Manager, Kenya & GSL Lead, ACELI Africa
	PANELLISTS
	1. Mary Achini, Agricultural Co-operatives Department, Cooperative Bank of Kenya
	2. Jotham Wadongo, Expertise Global
	3. Peter Mwangi Gitika, Forum for Agricultural Advisory Services – Kenya (KeFAAS)

DAY 3 – FRIDAY, 11 SEPTEMBER 2026

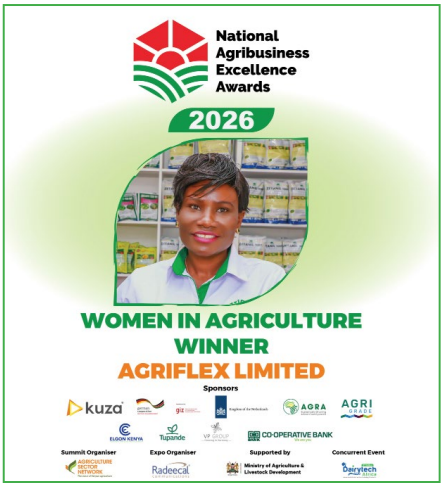
TIME	ACTIVITY	FACILITATOR
9:00 am -12:50 pm	**PANEL DIALOGUE 7**	
	CLIMATE-SMART DAIRY PRODUCTION Reducing Production Costs Through Sustainable Feed, Fodder & Climate-Resilient Technologies	
	Moderator: Zipporah Maina, Business Development Lead, ACTS	
	PANNELISTS	
	1. Peris Chege, Nutritionist & Technical Advisor, Unga Farm Care Ltd	
	2. Elkana Nyambati, Assistant Director, KALRO	
	3. Dr Ignatius Gathigi Kahiu, Livestock Agribusiness & ASAL Resources Expert	
	4. Mr Silas Maosa, Head of Business, Performeter	
	KEYNOTE PRESENTATION 3	
	Food Sovereignty & Localized Food Systems Exploring National approaches to transition towards local production, regional markets, and short supply chains to strengthen local economies and reduce dependency on global imports	
	Presenter: Lucy Kioko, Regional Director, East & Southern Africa, MEDA	
	PANEL DIALOGUE 8	
	Capacity Without Throughput	
	The Paradox of Kenyan Agro-processing Inefficiencies and Pivoting Towards Integrated Supply Chains	
	Moderator: Charles Muigai, Chief Executive Officer, Mazaopesa	
	PANELLISTS	
	1. Nicholas Kahiga, Director, Kiliom Agropro	
	2. Winnie Wandimi, Founder & CEO, Wimssy Dairy Ltd	
	3. Cherotich Rutto, Founder & CEO, Tawi Fresh	
	4. Davine Minayo, Founder, Rejesha Agrihub	

	PANEL DIALOGUE 9	
	BEYOND PRODUCTION Building Professional Cooperatives as the Anchor for Kenya's Agribusiness SMLEs	
	Theme: "Professionalising Cooperatives as an Anchor for Kenya's Agribusiness Sector"	
	Moderator: Patrick Kigathi, Program Manager, IDH	
	PANELLISTS	
	1. Cess van Rij, Director, AgriGrade	
	2. Anne Mutinda, Deputy Commissioner for Cooperatives Development, State Department for Co-operatives, Ministry of Co-operatives and Micro, Small and Medium Enterprises (MSME) Development	
	3. Mr Kenneth Gitonga, Chief Executive Officer, Meru Central Dairy Cooperative Union	
	LIGHTNING TALK	
	Youth In Agribusiness Barriers, Finance, Markets and Sustainable Support	
	Moderator: Rose Wangithi, East Africa Coordinator, CAYACC	
	PANELLISTS	
	1. Millicent Okumu, Founder, Agriflex Ltd.com	
	2. Urther Kimani, Chairman, Wingfarm Organization	
	3. Kamau Njoroge, Chief Executive Officer, AgriJibu	
	4. Aisha Lang'at Sulma Whole Foods	
	5. Lila Mwaniki, Agricultural Policy Advisor, GIZ	
13:00 – 14:00 pm	NETWORKING LUNCH	
14:00 – 16:00 pm	Welcome Remarks	Ms Agatha Thuo, Chief Executive Officer, ASNET
	Presentation of the 10 Summit Actions	Ms Jane Musindi, Chair TAG, ASNET
	World Bank Group	Sarah Ockman, Manager Upstream & Advisory, World Bank Group
	Remarks from Kuza Biashara, Founder and CEO	Sriram Bharatam, Founder & Chief Mentor, Kuza
	Business Pitching by 2026 Winners	**Pitchers**
		1. Millicent Okumu - Siaya, Nakuru, Nairobi - Access to certified inputs and machinery (AgriFlex)
		2. Faith Mutisya - Mswambweni, Kwale - Tumbe Seaweed Farmers (SHG)
		3. Nakayo Lomala Koone - Samburu - LOMALA Farm Enterprises Samburu Share-out of capital
	Remarks from ASNET Chairman	Dr Bimal Kantaria, Chairman, ASNET
	Remarks by IFC	Gillian Rodgers, Principal Country Officer for Kenya, IFC
	Remarks on behalf of Dr Paul Kipronoh Ronoh (CBS), PS State Department for Agriculture, Ministry of Agriculture and Livestock Development	Eng. Morris Makau, Chief Engineer, Ministry of Agriculture, Livestock & Fisheries Development
	Remarks on behalf of PCS - for the Chief Guest Address	Ms Juliana Yiapan MBS, Principal Administrative Secretary in the Office of the Prime Cabinet Secretary (OPCS)
	Presentation of the National Agribusiness Awards	Done by all invited Guests
	Vote of Thanks & Official Close	Moderator

ANNEX 2: 2026 NATIONAL AGRIBUSINESS EXCELLENCE AWARDS WINNERS





















ANNEX 3: PANEL DIALOGUE MODERATORS PROFILES



Mr. Antony Mwangi | Founder & CEO, Visible Industries Ltd

Mr Antony Mwangi has more than 20 years of experience in public policy, government relations, stakeholder engagement, communications, and business development, with professional experience spanning the transportation, ICT, aviation, and oil and gas industries. Mr. Mwangi holds a Master's degree in Public Policy and Management from Strathmore Business School, a Bachelor's degree from the University of Nairobi, and a Certificate in Public Policy from New York University (NYU).



Prof. Paul Gamba | Agriculture & Rural Development Policy Expert

Prof. Paul Gamba specialises in empirical and applied agricultural and rural development policy. He has provided advice and support to government technical taskforces and private-sector organisations, including in the preparation, facilitation, and oversight of international and national policy and strategy documents. He has extensive experience in the formulation of overarching strategies and specific policy documents in Kenya, the region, and at continental level. He has conducted numerous studies and contributed to refereed journal articles, and has served as a senior adviser to global, regional, and national producer organisations.

Prof. Gamba has contributed to initiatives aimed at strengthening capacity for the alignment of agri-food systems transformation with African economies, including the African Union's CAADP Biennial Review reporting process and AU-IBAR's RAFFS and APMD projects. He is currently the Team Lead for the review of Kenya's first National Agricultural Investment Plan (NAIP I: 2019–2024) and the development of the National Agri-Food System Investment Plan (NASIP: 2025–2029), under the Kampala CAADP Declaration endorsed in 2025. He was also a contributing author on agro-industrialisation.



Ms Jane Musindi | Chair, ASNET Technical Advisory Group (TAG)

Ms. Jane Musindi is a horticulturist and business development practitioner with extensive experience in Kenya's horticultural export industry. She has more than 20 years of experience in senior management positions within agricultural companies in Kenya, Uganda, Tanzania, and Ghana, where she has worked to empower agricultural MSMEs through agronomy support, market linkages, and business and technical systems support. She is actively involved in policy advocacy within Kenya's agriculture sector, with a focus on improving the business environment for smallholder farmers and agricultural MSMEs.

Ms. Musindi is the Board Chairperson of the Society of Crop Agribusiness Advisors of Kenya (SoCAA) and heads the Technical and Compliance Department at Six Square Ltd. She also chairs the Technical Advisory Group (TAG) of the Agriculture Sector Network (ASNET), the umbrella body for Kenya's agricultural private sector. She advocates for private-sector industry self-regulation and supports efforts to strengthen food safety systems in Kenya's domestic market. She is a member of the National SPS Committee, the KS 1758 Standard Implementation Committee, and the Technical Committee for Horticulture Standards at the Kenya Bureau of Standards (KEBS).



Mr. Geoffrey Rono | Leverage Pathway Lead, Power for Food Partnership – Kenya, SNV

Mr. Geoffrey Rono is an agricultural development professional with more than 15 years of experience leading donor-funded initiatives that advance resilient, inclusive, and sustainable food systems in Kenya. He currently serves as Leverage Pathway Lead for the Power for Food Partnership at SNV, where he provides strategic leadership to advance policy reforms, shape market incentives, and scale the integration of Regenerative Agriculture and Productive Use of Renewable Energy (RA–PURE) within food systems and governance frameworks.

Geoffrey brings extensive expertise in regenerative and climate-smart agriculture, soil health, food systems, market systems development, financial inclusion, and multi-stakeholder partnerships. His work focuses on translating evidence, innovation, and policy into scalable solutions that strengthen agricultural resilience, improve smallholder livelihoods, and unlock investment opportunities for regenerative, renewable-energy-enabled, and climate-resilient agribusiness. At the 6th National Agribusiness Summit 2026, Geoffrey will deliver the keynote address, "Climate Action: Shifting Focus Towards Regenerative Agriculture, Carbon Markets and Green Finance Opportunities."



Prof. Miriam Kinyua | Agriculture Research Expert, Eldoret University

Prof. Miriam Kinyua is committed to contributing to global food security and improving human welfare through agricultural research, teaching, extension, crop improvement, and biotechnology. She has been awarded more than 20 projects and received the Presidential Award of the Order of the Grand Warrior (OGW) for her contribution to agricultural production through research. She has also received an International Award for Women in Mutation Breeding from the joint FAO/IAEA programme in recognition of her work in mutation breeding and food security.

Prof. Kinyua has undertaken scientific consultancies and expert missions in several African and Asian countries, as well as the Americas. She also served for six months as a Technical Consultant in the Agriculture Division of the International Atomic Energy Agency (IAEA) in Vienna, Austria. Her other consultancy engagements have included private companies, the Pest Control Products Board (PCPB), and the Agriculture Sector Network (ASNET), where she chairs the Technical Advisory Group on Research, Innovation and Strategic Value Chains (TAG-RISC). She is also a convenor of the Agriculture Deans of Universities in Kenya. At the University of Eldoret (UoE), Prof. Kinyua serves as Chair of the Institutional Biosafety Committee and Chair of the School Research and Extension Committee. She is strongly committed to transferring agricultural knowledge and technologies to young people and farming communities.

Prof. Kinyua holds more than 15 patents, including mutant wheat varieties Eldo Mavuno and Eldo Baraka; mutant potato varieties Eldo-Amani, Eldo Bidii, and Eldo Fanaka; three mutant cassava lines approved for release; and four dolichos varieties—Eldo KT Black, Eldo KT Cream, and Eldo KT Maridadi, among those listed in the source material. She has also contributed to the breeding and release of four pyrethrum varieties: Kent 1, Kent 2, Kent 3, and Kent 4.

She has more than 100 publications, including three books and numerous journal papers in international journals, many of which document research findings and extension work. She holds a PhD in Plant Breeding, an MSc in Plant Breeding and Genetics, and a BSc in Agriculture, all from the University of Nairobi.



Dr Josephine Songa | Director of Policy & Institutional Capacity Building – RTI International

Dr. Josephine Songa is a food systems and policy expert with extensive experience in agricultural transformation, research and innovation, institutional reform, and market systems development. She is the Founder and Executive Director of Kaizen Top Mark, an organisation focused primarily on agricultural policy, regulatory reform, agribusiness growth, and partnership development.

Previously, Dr. Songa served as Director of Policy and Institutional Capacity Building at RTI International, where she led the development of more than 90 policy instruments at national and county levels in Kenya. Through this work, she supported county governments to attract agribusiness investment and strengthen market systems by aligning public initiatives with the private sector and development partners.

Dr. Songa has led more than 20 agricultural projects across 21 African countries and has developed more than 100 publications. She has served on high-level governance bodies, including the Africa Enterprise Challenge Fund, KESREF, and PCPB. Her work is driven by a commitment to inclusive growth, particularly for young people and women.



Prof. Maina Mwangi | Executive Dean, School of Agriculture and Environmental Sciences, Kenyatta University

Prof. Maina Mwangi is a distinguished agricultural scientist, academic leader, and researcher with more than 20 years of research and development experience spanning more than 25 countries. He currently serves as Executive Dean of the School of Agriculture and Environmental Sciences at Kenyatta University, where he leads high-impact regional initiatives that bridge scientific innovation and commercial application. A PhD graduate in Plant Pathology from the University of Bonn, Germany, Prof. Mwangi combines scientific expertise with institutional leadership and holds an MBA in Leadership and Sustainability from the University of Cumbria, UK. He has extensive experience in donor fund management and institutional financing, having previously served as Kenyatta University's Director of Grant Writing and Management and Director for Innovation, Incubation and University–Industry Linkages. He has successfully managed large development projects supported by global institutions such as the European Union and USAID and has led numerous consultancy assignments across Africa. Prof. Mwangi works at the intersection of academic research, climate-smart technologies, and financial sustainability. He brings practical insight into de-risking agri-food systems, catalysing public–private investment, and scaling sustainable financing for smallholder value chains.



Ms Zipporah Maina | Business Development Lead, Sustainable Cold Chain, African Centre for Technology Studies (ACTS)

Ms Zipporah Maina serves as Business Development Lead for Sustainable Cold Chain at ACTS, where she drives innovation and financing strategies that strengthen the resilience of agri-food systems across Africa. Her work focuses on climate-smart technologies, post-harvest management, and enterprise financing models that reduce losses, enhance market access, and improve farmer livelihoods. She has contributed to agri-food systems financing policy briefs through the AgriBridge network, developed cold-chain business models and readiness roadmaps for ACTS programmes, and supported cooperative financing proposals for ACTS leadership. With expertise in budget structuring, process-flow design, and farmer-group capacity building, she brings a distinctive perspective on how technology and finance can converge to lower production costs and expand access to nutritious foods. Zipporah has moderated and spoken at high-level forums, including the Africa Food Systems Forum (AFSF). She is well positioned to guide discussions on climate-smart dairy production, sustainable feed and fodder systems, and innovations that reduce production costs while enhancing resilience and profitability.



Ms Lucy Kioko | Regional Director, East & Southern Africa, MEDA

Ms Lucy Kioko is the Regional Director for East and Southern Africa at MEDA (Mennonite Economic Development Associates), where she leads the organisation's strategic direction, partnerships, and implementation of inclusive economic development programmes across the region. With more than 20 years of experience in sustainable agriculture, agricultural market systems, climate-smart innovation, and rural enterprise development, she has built a distinguished career advancing opportunities for smallholder farmers and agribusinesses across Africa. Before joining MEDA, Lucy served as Executive Director of Sustainable Agriculture Foundation Africa (SAF Africa) and held senior leadership roles with the Syngenta Foundation for Sustainable Agriculture, Mercy Corps' AgriFin Accelerate Program, Gatsby Africa, TechnoServe, FARM Africa, and Kenya Cooperative Coffee Exporters Limited. Her work has focused on developing and scaling innovations that strengthen agricultural value chains, improve financial inclusion, and increase resilience among farming communities.



Mr. Charles Muigai | CEO, Mazaopesa Ltd

Mr. Charles Muigai is the CEO of Mazaopesa Ltd, an agribusiness consulting firm. He has more than 20 years of senior programme management and consulting experience in agribusiness research and development across Africa. He specialises in agribusiness consulting, export support, and business advisory services. Charles has built extensive networks and partnerships while supporting clients in trade development and partnership building. He served as Industry Consultant for the Nut Processors Association of Kenya from 2009 to 2023 and has served on several boards, including the Africa Cashew Alliance (2011–2018) and the World Macadamia Organization (2018–2023). Charles holds a Master's degree in International Studies, a Diploma in Human Resources Management, and a Bachelor's degree in Education, all from the University of Nairobi.



Ms Rose Wangithi | East Africa Coordinator, CAYACC

Ms Rose Wangithi is a communications and policy advocacy specialist with a background in agricultural economics and a strong commitment to advancing youth participation in Africa's agri-food systems. She works at the intersection of policy, advocacy, communications, and youth engagement, supporting initiatives that create opportunities for young people to influence policies and drive meaningful change.

Rose is actively engaged in the African agri-food systems and climate space, including through the Consortium of African Youth in Agriculture and Climate Change (CAYACC), where she serves as the East Africa Regional Coordinator.

ANNEX 4: PANEL PRESENTATION SLIDES

















6th National Agribusiness Summit

FROM POLICY TO PROSPERITY
Fixing Kenya's Agribusiness Ecosystem for Investment, Innovation & Inclusive Growth

1st Edition FOODTEC AFRICA EXPO





Food Sovereignty & Localized Food Systems

Exploring National approaches to transition towards local production, regional markets, and short supply chains to strengthen local economies and reduce dependency on global imports

Lucy Kioko
Regional Director, East & Southern Africa, MEDA

SUMMIT | AWARD | EXPO
9th - 11th SEP 2026 | @ KICC Nairobi, Kenya

SUMMIT ORGANIZER: Agriculture Sector Network
EXPO ORGANIZER: Radeecal Communications
SUPPORTED BY: German Cooperation, giz, Ministry of Agriculture & Livestock Development
CONCURRENT EVENT: Dairytech Africa

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HIGH-LEVEL POLICY DIALOGUE

Policy and Partnerships: Strengthening National-County-Private Sector Collaboration to Improve Ease of Doing Business



Moderator
Mr. Antony Mwangi - Founder & CEO, Visible Industries Ltd.

Ms. Regina Ombam, Principal Secretary State Dept. of Trade	Mr. Kizito Wangalwa - Director Committees & Programmes Council of Governors	Dr. Bimal Kantaria - Chairman, ASNET	Edward Agaba Country Programs Lead AGRA	Stella Clara Massawe, Senior Regional Policy & State Capability Expert (ESA) - AGRA

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PANEL DIALOGUE 1

Roadmap to achieving country goals through NASIP 2026-2030 & AU's Kampala CAADP Declaration (2026-2035)



Moderator
Prof. Paul Gamba, Agriculture & Rural Development Policy Expert

Agatha Thuo - Chief Executive Officer ASNET	James Wanjohi - Agriculture Secretary State Department for Agriculture	Dr Jedidah Wanjagi - Public Financial Management Specialist, Expertise Global	Dr. Sophia Baumert - Program Manager GIZ Kenya

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PANEL DIALOGUE 2

Role of the Private Sector in Food and Feed Safety



Moderator
Dr. Wilson Songa, Director, ASNET

Mr. Leonard Kimutai, Technical Officer, Food & Safety, Kenya National Public Health Institute (KNPHI)	Ms. Paloma Fernandes - Chief Executive Officer Cereal Millers Association	Dr. Wilfred Kamau - Secretary General AKEFEMA	Godfrey Nyang'ori - Programme Manager MESPT	Newton Nyaga Head of Animal Feeds and Nutrition State Department, Livestock Developmmet

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FIRESIDE CHAT

Building Kenya's Competitive Agribusiness Ecosystem



Moderator
Jane Musindi,
Chair, ASNET - TAG

Agatha Thuo Chief Executive Officer ASNET	Patrice Ngenga Technical Standards & Compliance Officer, FPEAK	Dr. Lilian Wanjiru Fertilizer Association of Kenya (FA-K)	Kennedy Okech Senior Advisor GIZ

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PANEL DIALOGUE 3

Circular Bio-economy and Off-grid Farming Systems

Transforming vulnerable agricultural systems into resilient, self-sustaining, and zero-waste models



Moderator
Jane Musindi,
Chair, ASNET - TAG

Rikki Agudah Power For Food Project Lead SoCAA	Ms. Mary Nyale Country Director Farm Africa	N.K. Bhatnagar CEO Everest Equipments	Prof. Miriam Kinyua Eldoret University	Mr. Geoffrey Rono Leverage Pathway Lead SNV

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PANEL DIALOGUE 4

Bridging the Early Action Gap: From Early Warning to Early Action

Moderator
Prof. Miriam Kinyua
Eldoret University

Ms. Caroline Amukono Assistant Director Agrometeorological Services, Kenya Meteorological Department	Yael Hartmann Senior Director of Global Government Relations & Policy One Acre Fund	Stephanus Kruger Chairman Cereal Growers Association (CGA)	Hon Leonard Bor CECM Agriculture Nakuru County

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PANEL DIALOGUE 6

FINANCE & INVESTMENT

Bridging Funding Gaps and De-risking Value Chains

Moderator
Geoffrey Nyamao
Country Manager,
Kenya & GSL Lead,
ACELI Africa

Mary Achini Agricultural Co-operatives Department Cooperative Bank of Kenya	Jotham Wadongo Expertise Global	Peter Mwangi Gitika Forum for Agricultural Advisory Services-Kenya (KeFAAS)

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Fixing Kenya's Agribusiness Ecosystem for Investment, Innovation & Inclusive Growth

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PANEL DIALOGUE 5

DIGITAL AGRICULTURE

Digital extension and supply chain transparency



Moderator
Dr. Josephine Songa
Executive Director
Kaizen Topmark Enterprises

Almut Van Casteren COO eProd Solutions Limited	Betty Cheroigin Director Kenya Agricultural Digital Information Centre (KADIC)	Sriram Bharatam CEO Kuza Biashara	Peter Gikonyo Chairman Kenya Coffee Producers Association

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FIRESIDE CHAT

Financing Africa's Agrifood Systems
What Will It Take?



Moderator
Prof. Maina Mwangi
Kenyatta University

Benard Wabuge Farmer Trans Nzoia	Pamela Gakii Riungu Founder Managing Director Ecoagriven	Tim Njagi Partial Equilibrium Specialist ANAPRI

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PANEL DIALOGUE 7

Climate-Smart Dairy Production

Reducing Cost of Production through Sustainable Feed, Fodder and Climate Technologies



Moderator
Zipporah Maina
Business Development Lead
ACTS

Peris Chege Nutritionist & Technical Advisor Unga Farmcare Ltd	Elkana Nyambati Assistant Director KALRO	Dr. Ignatius Gathigi Kahiu Livestock Agribusiness & ASAL Resources Expert	Mr. Silas Maosa Head of Business Perfometer

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PANEL DIALOGUE 8

Capacity without Throughput

The Paradox of Kenyan Agro-processing Inefficiencies and Pivoting Towards Integrated Supply Chains



Moderator
Charles Muigai
CEO, Mazaopesa

Nicholas Kahiga Director Kilimo Agropro	Winnie Wandimi Founder & CEO Wimssy Dairy Ltd	Cherotich Rutto Founder & CEO Tawi Fresh	Davine Minayo Founder Rejesha Agrihub

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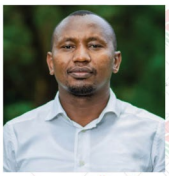

PANEL DIALOGUE 9

BEYOND PRODUCTION

Building Professional Cooperatives as the Anchor for Kenya's Agribusiness SMLEs

Moderator
Patrick Kigathi
Programme Manager, IDH

Cees van Rij Director AgriGRADE	Anne Mutinda Deputy Commissioner for Co-operatives Development	Mr. Kenneth Gitonga CEO Meru Central Dairy Cooperative Union

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6th National Agribusiness Summit

FROM POLICY TO PROSPERITY
Fixing Kenya's Agribusiness Ecosystem for Investment, Innovation & Inclusive Growth

7th Edition FOODTEC AFRICA EXPO



LIGHTING TALK

Youth Agri-food Agenda

Removing Barriers That Prevent Young People From Entering, Surviving And Growing In Agrifood Enterprises

Moderator
Rose Wangithi
East Africa Coordinator CAYACC

Millicent Okumu Founder Agriflex Ltd.com	Urther Kimani Chairman Wingfarm Organization	Kamau Njoroge CEO AgriJibu	Aisha Lang'at Sulma Whole Foods	Lila Mwaniki - Agricultural Policy Advisor GIZ

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CONCURRENT EVENT: Dairytech Africa

National Agribusiness Summit

AGRICULTURE SECTOR NETWORK
The voice of Kenyan agriculture

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