INTRODUCTION

Each year, EAGC hosts physical annual Agribusiness Expos (ABF) in Eastern Africa through which agribusiness stakeholders including farmers, inputs providers, machinery and equipment, banking, insurance, telecommunication, among others interact with prospective clients thus unlocking business opportunities.

This year, due to the COVID-19 pandemic restrictions, EAGC redesigned its ABF to host it through a mix of both live and virtual components instead of the conventional physical ABF events. The Expo featured exhibitors at their locations and reached thousands of agribusiness stakeholders across the globe, resulting to demand driven products and services to meet consumer requirements and to boost company sales.

The Virtual ABF allowed attendance irrespective of travel restrictions and enabled EAGC to even reach a wider audience than traditional live ABF events.

A cross section of various exhibitors presenting their products and services during the Virtual EAGC Regional Agribusiness Expo and Symposium, held on 24 - 25th November, 2020 on Microsoft Teams
The objectives of the Agribusiness Expo and Symposium were to:

i. Facilitate players in agri-industry to create business contacts and explore new business opportunities

ii. Empower farmers and other stakeholders through capacity building and training on new innovations, technologies and access to new knowledge

iii. Provide opportunities for exhibitors to showcase and sell their products and or services to a wide range of stakeholders

iv. Enable stakeholders to engage with County and National Governments on policy issues

PREAMBLE

The Eastern Africa Grain Council (EAGC), on the 24th -25th November, 2020, hosted the first ever Virtual Agribusiness Expo and Symposium. The virtual event was informed by the cancellation of physical gatherings that have hosted agricultural and trade shows and other business events across the globe. The virtual expo was conducted in adherence to the World Health Organization (WHO) guidelines on the management of COVID-19 and as a precautionary measure to reduce the risk of spreading the disease.

The Expo was attended by participants from 7 countries; Kenya, Uganda, Rwanda, Tanzania, Malawi, South Africa and Turkey. The organizations represented in the Expo include: Farmers, Seed and fertilizer companies, Agric-equipment manufacturers, Traders/exporters, Processors, Warehouse operators, Government, Machinery Companies, Financial institutions, Agribusiness Insurance Companies, Agricultural researchers, media, consultants, international organizations operating in the Eastern Africa Region and members of the general public.

About EAGC Agribusiness Expo

EAGC agribusiness Expos (ABFs) are events that bring together stakeholders from several sectors including agribusiness, financial, insurance, agricultural inputs, machinery and equipment, capacity building and training telecommunication among others to engage in dialogue with their clients resulting in demand driven products that address the need of their clients. The event attracts exhibitors and members of the public with the key highlights being:

a. An exhibition arena: Where the exhibitors get to display their wares and interact with their clients resulting into sales at this arena.

b. Machinery Display Section: Where Machinery companies display all types of implements, equipment and machines that are used in the agricultural value chain.

c. Crop demonstration units: Which provides the seed companies an opportunity to plant their varieties in advance and showcase the mature crop during the expo.

d. Livestock demonstration Unit: Where livestock exhibitors display their various breeds of animals and showcase the best practices in livestock production.

e. A stakeholder networking Dinner: This is usually done on the first day of the expo and it provides an opportunity for the top management of the exhibitors and sponsors to network and create new business contacts and partnerships.
Remarks by Key Dignitaries

Remarks by the EAGC Executive Director, Mr. Gerald Masila

EAGC Executive Director, Mr. Gerald Masila welcomed stakeholders to the first ever EAGC Virtual Agribusiness Expo and Symposium and appreciated them for honoring EAGC’s invite in leveraging on technology to deliver services that have previously been delivered through physical exhibitions.

Mr. Masila thanked the Council’s members for participating in the Expo, particularly the Associate Members who were the crucial Expo participants who showcased the current innovative solutions in the agricultural industry that pass information to stakeholders, in alignment to EAGC’s core function of structuring grain trade. He noted that the Council anchors itself in a trade facilitation model that incorporates the Grain Trade Business Hub (G-Hub) and G Soko trade platforms that form the pillars of structured trade.

He pointed out that the G Hub model is an integrated trade facilitation service that is owned by farmers to centrally meet all farmer needs. The G Hub profiles and registers the farmers in a digital database, farmers then consolidate all their input requirements which are delivered by EAGC in partnership with service providers guided by the G Hub Partnership agreement (GPA). On the other hand, Mr. Masila pointed out that the G SOKO trade facilitation service as a service that eliminates trade performance risks by protecting grain buyers and sellers. EAGC plays a central role in commodity verification from the supplier and ensures payment by the buyer, managed through an efficient and transparent escrow process. A supplier is guaranteed payment provided that the commodities meet the specified quality and quantity requirements, while a buyer is guaranteed to receive the specified goods.

Mr. Masila called upon stakeholders to make maximum use of the expo by acquiring knowledge and contacts and further urge the stakeholders to continually and closely engage EAGC in providing solutions to the existing agricultural challenges through the EAGC service delivery platforms.
Remarks by Petkus Euro Asia Limited - Turkey, Office Manager, Sebnem Ozbalkan

Ms. Sebnem Ozbalkan, the Manager, Petkus Euro Asia Limited - Turkey, a Gold Sponsor of the Expo, introduced Petkus as a globally renown seed and grain technology company, providing continuous improvement and development to seed and grain technological progress.

Ms. Sebnem thanked EAGC for the partnership opportunity to provide a platform for local, regional and international service providers to showcase their innovative solutions and promote knowledge sharing among stakeholders in the agricultural industry.

She highlighted Petkus key products as Cleaners, Conveyers, Silos, Dyers and Structures with the key services being:

✓ Petkus Technologie – seed conditioning and enhanced grain technology
✓ Petkus Engineering – Grain storage terminal, grain port terminal, dry milling & turn key
✓ Petkus Process Control – Development of control systems for grain storage and grain port terminals
✓ Simeza – 360 degrees solution for grain storage

Ms. Sebnem noted that Petkus Engineering GmbH is a member of the Petkus Group that provides holistic solutions in technology, engineering and consulting services in grain and seed industry. The member designs and supplies large plants for grain logistics and steel structures for processing plants with storing and dosing silos as well as dry milling plants.

She invited stakeholders to work with Petkus in the creation and delivery of specific solutions to promote strong seed and healthy grain.
EAGC Strategic Pillars

EAGC presented the Council’s key interventions which are anchored on four strategic pillars namely:

- **EAGC invests significantly in policy advocacy at international, regional and national levels to push for appropriate policy reforms at all these levels to support grain trade. EAGC conducts its policy advocacy work under the auspices of the Agricultural Trade Advisory Forum for Eastern and Southern Africa (ATPAF-ESA) which is a network of public and non-state institutions for informing policy processes in agricultural trade.**

  The policy desk hosts a biannual conference, the [Grain Trade Summit](http://www.ratin.net) which is an internationally-recognized, high-level, policy conference that attracts high level policymakers, influential industry practitioners and leading researchers in the grain sector from across Africa and beyond for discussions on key grain industry issues and developing trends in grain trade on the continent and beyond.

- **Market Information and Communication System which is EAGC’s web-based system dubbed the Regional Agricultural Trade Intelligence Network (RATIN: [http://www.ratin.net](http://www.ratin.net)) that provides Grain sector news update on Market Prices and Cross Border Trade.**

  EAGC also facilitates capacity building and training through its Grain Business Institute ([www.grain.institute](http://www.grain.institute)) which is a specialized capacity building and training division of the Eastern Africa Grain Council whose mandate is to develop expertise of the grain value chain stakeholders within the Eastern Africa region, both through its commercial courses and program-sponsored interventions.

- **Structured Trading System which is involved with development of markets for grains through support of aggregation systems, improved post-harvest handling and management of grains, compliance with staple foods standards, and market linkages and trade facilitation through access to finance. The EAGC G Soko grain trading system ([www.g-soko.com](http://www.g-soko.com)) is the main channel through which EAGC supports structured grain trade.**
EAGC Inter Field Testing Lab

Ms. Nancy Kariuki, the Technical Sales and Marketing Manager, Inter Field Testing Lab, introduced Interfield Food Testing Lab (IFTL) as a food quality and food safety analysis laboratory, jointly co-owned by EAGC and Soy Afric Ltd, that offers specialized quality testing services to grain stakeholders, as well as other food stakeholders.

Ms. Nancy noted that the laboratory is equipped to provide complete analysis for grading of grains and pulses, chemical analysis for contaminants, microbiological analysis of various harmful microorganism/pathogens and nutritional analysis. She pointed out that the lab offers capacity building in quality assurance systems Hazard Analysis and Critical Control point (HACCP), good management practices and quality control system. The lab also offers technical support to clients to meet standards, delivered with short turnaround times, putting into consideration quality, accuracy, relevance, and feedback and at value pricing.

Ms. Nancy informed the stakeholders that the lab is set for accreditation having made a milestone in seeking the ISO 17025 accreditation by Kenya Accreditation Service (KENAS) and called upon stakeholders to collaborate with IFTL in achieving their quality assurance objectives on their products.

Lab technician at the Inter Field Testing Lab, at Soy Afric Limited, demonstrates the process of grain testing at the Ruiru based lab

   Elite Innovations offers post-harvest management solutions through innovative and improved storage bags to farmers in Kenya and East Africa at large. Elite Innovations has supported farmers to reduce post-harvest losses to become a market leader in the supply of the Kenya-manufactured hermetic storage bags.

   The following are the company’s products:

   1. **Elite Heavy-Duty Bags 105 kg:**
      - Clean and Organic hermetic grain bags that allow safe storage of cereals for several years without use of chemicals. The bag keeps the cereals in pristine condition, without insect damage, and can be reused for up to 5 seasons.

   2. **Elite 50 kg bags**
      - Smaller bags ideal for high value crops, or where regulation is required.

   3. **Elite Silage Bags**
      - Silage making bags are ideal for storage of chopped maize and grasses which can be stored all year. Elite silage bags are popular among dairy farmers.

2. **Kenya Animal Genetic Resources Centre - [www.kagrc.go.ke](http://www.kagrc.go.ke)**

   The Kenya Animal Genetic Resources Centre (KAGRC) formerly Central Artificial Insemination Station (CAIS) is an Animal Breeding and production organization specializing in the production of Livestock Breeding and A.I services, with an objective of controlling breeding diseases and genetic improvement of the national cattle population.

   The Centre’s key products are:
   - ✓ Semen
   - ✓ Liquid nitrogen
   - ✓ Artificial Insemination (A.I.) equipment

   Key services:
   - ✓ Own- farm semen collection and storage
   - ✓ Testing of liquid nitrogen containers
   - ✓ Extension services to farmers
   - ✓ A.I refresher trainings for inseminators on safe handling of A.I products
   - ✓ Supporting counties to revive the A.I programs

   The Centre has devolved A.I. services to farming communities through substations in Kirinyaga, Sotik, Eldoret, Tharaka Nithi and Nyahururu counties; and appointed distribution agents in over 40 counties.
KAGRC is finalizing on the construction of the 1st Dairy Goat Centre in Africa; which is set to produce and distribute dairy goat germplasm for improved productivity of dairy goats in the country to an average of 4-6 litres per day per goat.

The Centre is capacity building on embryo transfer and other upcoming breeding technologies avail embryos to farmers at affordable prices a move that will enable the Centre to upscale its operations for ultimate improvement of the livestock industry.

3. **Syngenta East Africa Ltd - [www.syngenta.com](http://www.syngenta.com)**

   Syngenta is a global market leader in crop protection, supporting farmers to counter crop threats and ensure enough safe, nutritious and affordable food while minimizing the use of land and other agricultural inputs. Syngenta is committed to rescuing land from degradation, enhancing biodiversity and revitalizing rural communities.

   Syngenta has commitment to support farmers in the fight against climate change and biodiversity loss through [The Good Growth plan](http://www.syngenta.com). The company has committed to:

   1) Accelerate innovation
   2) Reduce agriculture’s carbon footprint
   3) Help people stay safe and healthy
   4) Partnering for impact

4. **Ikonic Limited [www.ikonicltd.co.ke](http://www.ikonicltd.co.ke)**

   Ikonic Limited specializes in importing, assembling, marketing, training and promoting modern farm machinery, mainly targeting small holder farmers with up to 20 acres of land. Ikonic’s farm machinery make farmers work easier and effective in tilling, planting, weeding, pest control and harvesting processes, cutting across dairy, beef, poultry and horticultural value chains.

   Key products:

   a. Multi-function Power tillers – Suitable for ploughing, tilling and harrowing, efficiently tills 3-4 acres a day.
   b. Backpack Mechanized Weeder – Eases the task of eradicating weeds in farms and gardens.
   c. Motorized Power sprayers – Applies pesticides, fertilized and herbicides in a highly efficient dispersed form.
   d. Motorized Brush cutter – Used to trim weeds, shrubs and other foliage with a variety of blades attachable to the machine for specific applications.
   e. Water pumps – Efficiently moves water from its source to the fields and crops and can be used with many forms of irrigation, such as drip, sprinklers or with a hose.
f. Earth Augers – Used to manipulate the soil away from the ground when making planting and fencing holes efficiently with a speed of 2 holes a minute.
g. Feed Choppers – This is an animal feed making machine that grinds maize, soyabean, silver cyprinid (omena), wheat, cassava and all other grains. It also shreds Napier grass, hay and silage and can be used to mix animal feeds as you shred e.g. Napier grass with silver cyprinid (omena).
h. Cassava Chippers – This is a machine mainly used to cut the fresh cassava roots, banana plantain and other fresh root plants into chips.

Besides the main branch located in Utawala, Nairobi, and sub-branch located at Ngara, Nairobi, the company is set to open two branches along the coastal region, in Voi and in Malindi towns with the aim of increasingly promoting sustainable agriculture across the country.

5. F & S Scientific - https://fnscientific.com

F&S Scientific provides laboratory equipment and consumables in Kenya and East Africa. The company’s lab solutions cut across numerous industries and sectors; from life science research and medical laboratories to manufacturing and petroleum industry. F & S Scientific partners with leading scientific brands to provide solutions for testing & analysis. The products include:

➢ Neogen aflatoxin test kits
➢ Biorad culture media for microbiology
➢ Biorad Quality control
➢ Testo data logger 174H

6. Pest Control Products Board (PCPB)  http://pcpb.go.ke/

Pest Control Products Board (PCPB) is a statutory organization of the Kenyan government enacted to regulate the importation, exportation, manufacture, distribution and use of Pest Control Products (PCPs). The PCPs covered under this law include those used in the management of pests and diseases in crops, agro forestry, public health, paints, and post-harvest storage.

The regulatory service ensures availability of safe, high quality and efficacious PCPC for increasing productivity. PCPB also enforces the standards and guidelines established under the PCP Act for proper use and disposal of empty PCPs to ensure production of safe food for consumption, while mitigating potential harmful effects on the environment.

PCPB has embraced post-harvest losses interventions by registering PCPs that control post-harvest pests as well as technologies that improve storage at the farm level (insecticide treated hermetic bags).
PCPB creates awareness and disseminates technical information through its Education & Awareness Creation Division on the various types of PCPs available in the market in order to promote **sustainable use**. PCPB implements its activities through the five regional offices; Coast (Mombasa), Mt Kenya (Embu), Western (Kisumu), South Rift (Nakuru) and Nairobi region (located at the HQs).

7. **Synergy Lubricant Solutions Ltd**  [www.slusollubes.com](http://www.slusollubes.com)

Synergy Lubricant Solutions Ltd is an Engineering and Formulations Lubricant Company providing Automotive and Industrial lubricant solutions that reduce lubrication and maintenance costs. The firm supplies agricultural lubricants that maintain a high quality of agricultural motors and are environmentally friendly.

Some of the agricultural lubricants include:
- Delstar Super Tractor Oil
- Delstar Tractor Transmission and Hydraulic Fluid among many others

8. **Africa Improved Foods -Rwanda**  [https://africaimprovedfoods.com/](https://africaimprovedfoods.com/)

Africa Improved Foods (AIF) is a public-private partnership that makes local nutritious fortified foods in the fight against malnutrition, particularly in pregnant and breastfeeding mothers, through a malnutrition prevention program, Maize and soy bean are AIFs key raw materials. Key products are:

- Nutri toto
- Nutri mama
- Nutri family

AIF supports farmers by implementing a Value Chain approach to develop local maize and soy bean farming to higher quality standards.

AIF has expanded its market into the East African region, in Kenya and Uganda and is set to open a new production facility in Ethiopia.
9. Private Agricultural Sector Support (PASS) TRUST - https://www.pass.or.tz/

PASS Trust is an innovative Agri finance development institution established to stimulate investment and growth in commercial agriculture and related sectors, by facilitating access to financial and business development services for agribusiness entrepreneurs.

PASS established the Agricultural Business Innovation Center (AIC) which is a department that aims to increase efficiency and productivity to promote competitiveness in local, regional and international markets. The Centre provides professional and specialized business development services to modern agricultural farmers and agro-processors businesses further.

The Centre also builds the capacity of startup businesses, facilitates access to capital, technology, provides market linkage and promotes access to markets.

Product Launch – Modern Moisture Meter Agratronix

Agratronix is the leading manufacturer-supplier of digital hay, grain and wood moisture sensing instrumentation. Agratronix offers a wide range of high-quality, competitively-priced products and is renowned world-wide as the industry standard for grain, hay and wood moisture testers. The new moisture tests the moisture content levels of 10 products:

Sesame, soy bean, millet, cowpeas, maize, beans, coffee, sorghum, rice, groundnuts

EAGC has partnered with Agratronix to test the products in the East Africa region. The Council will carry out practical demonstrations of testing grain moisture levels with farmers and compare with the conventional moisture meters to ascertain the accuracy of the new moisture meter, and thereafter support the entry of the product into the market.
Testimonials

A Kenyan, Nakuru based Member, Bora Foods and Supplies Limited, shared a testimonial on benefits gained from EAGC’s support in the continuity of his maize milling business. In his testimonial, the Director Bora Foods and Supplies Limited, Mr. George Ngugi, was grateful that his milling business has immensely benefitted from the EAGC Grain Trade Financial Solutions that are embedded in Collateral Management System (CMS), which have enhanced his financial liquidity.

Mr. George stated that in his two years of membership in EAGC, he has gained from the CMS service in the following ways:

- Market linkage to the EAGC Grain Trade Business Hubs for grain offtake
- Ability to timely purchase raw materials of good quality and in bulk
- Supported farmers to enhance grain aggregation through prompt payments through the CMS, upon grain delivery. Farmers have consequently cut off middlemen and sold maize at good prices
- Grain Trade Facilitation, that has made the purchase of raw materials cheaper and convenient
- Access to a certified warehouse to store grain commodity bought in bulk, which maintains the quality of the raw material
- Ability to meet the Hazard Analysis and Critical Control point (HACCP) Certificate to support regulatory compliance
- Gained competitive edge on quality over competitors in the locality
- Market expansion to other regions among them Nyanza, Western, Nairobi, and Mt. Kenya Regions
The Member urged other stakeholders particularly upcoming millers to seize the CMS opportunity offered by EAGC to boost their financial muscles which will stabilize their enterprises and enhance their competitiveness in the market.

**Event Partners**

1. **Climate Knowledge Development Network (CKDN)**

EAGC has partnered with the Climate Knowledge Development Network (CKDN) in a project to mitigate the effects of climate change on grain quality and Post-Harvest Losses, in Kenya and Uganda. The project aims at increasing the use and understanding of co-produced reliable weather and climate services to inform decision making in the context of post harvesting, food security and market access planning, practices and policies.

The partnership has so far achieved the following:

- Developed a database of climate information service providers
- Conducted a value chain analysis of Post-Harvest Management
- Developed a policy paper on climate change and submitted to relevant authorities
- Developed a Climate Information for Grains portal (CI4G) that was recently launched

Mr. Guy Rudolph, the Project Manager for the CDKN group, thanked EAGC for the invitation to the Expo, whose innovations he noted already portrayed potential for adaptation by farmers. Mr. Guy noted that CDKN is working towards building climate resilient community of grain stakeholders, who will use climate information to increase grain production, reduce post-harvest losses and improve market access for improved security and improved livelihoods.

He further noted that CDKN is working to bridge the existing gap between the producers of climate information and the consumers, pointing out that the provision of such information in a friendly format greatly increases likelihood of the information being put to practical use by the consumers.

Mr. Guy highlighted that the provision of weather and climate services is increasingly taking a more user centered approach to address the need of farmers. This shift in service provision prompted CDKN in partnership with EAGC to conduct a user needs assessment to understand needs and preferences of users and resulted to the development of the Climate Information for Grains (CI4G) tool that allows farmers to better plan their activities in the short term, informed by the expected weather conditions. Mr. Guy expressed optimism that in the future the recently launched tool will promote better use of short- and long-term weather and climate information for grains, improve grain trade and contribute to food security.
Mr. Allan Kiprop, the lead Ci4G tool developer, highlighted and presented the Ci4G tool to the stakeholders.

The Ci4G portal collates and disseminates region specific Climate Information for Grains to provide climate advisories to farmers on selected locations. Crop advisories are relayed based on the stage of the crop ranging from land preparation to crop harvesting and post-harvest. Crop advisories are three in nature:

- Agronomical
- Logistical and trade
- Post-harvest management

The tool is a web and short message service-based platform. Short Message Services (SMS) are broadcast on a weekly basis to the G Hubs, sending broadcast messages to users based on the tool directory.

2. **AGRA in Rwanda**

EAGC in partnership with the Alliance for a Green revolution in Africa (AGRA) in Rwanda is implementing a project on combating aflatoxin through capacity building of farmers on post-harvest handling, as well as linking small holder farmers to markets.

The expo largely contributed to AGRA’s objectives and interventions of market linkage to post harvest handling equipment providers and exposing value chain stakeholders particularly Small Holder Farmers to various opportunities such as access to finance, farm inputs and wider markets.
3. **MEDA**

EAGC with the support of MEDA seeks to improve the business, environmental and gender performance of SMEs and Small Enterprises in the grain value chain. The partnership seeks to maintain consistent production and to sustain quality production. To achieve this, the partnership is establishing and building business partnerships to support access to sustainable market opportunities and favorable prices as well as enable access to agricultural inputs, technology and financing to adapt to the impact of climate change.

MEDA also facilitates access to business support services, capacity building on financing and gender equalities that enable women to tackle existing trade challenges.

4. **Indo Global SME Chamber**

Indo Global SME Chamber is a chamber of commerce that provides a dynamic link for the promotion of business relations between SMEs in India and different countries across the globe.

The Indo Global SME Chamber collaborates with EAGC to bring together global SMES to identify new areas of cooperation and ensure smooth flow of trade between various stakeholders. The Chamber partnered with EAGC to promote trade facilitation and market linkages which presents trade opportunities between Eastern Africa agribusiness value chain stakeholders and their counterparts in India.

5. **GIZ**

GIZ through EAGC is enhancing women participation in cross-border grain trade between Kenya and Uganda, to strengthen grain markets integration in East Africa. The trade will improve access and participation of women in intra-regional grain market in East Africa, given that women are the key grain producers.

Some of the key objectives of the program are to facilitate trade linkages and access to Kenyan grain market through Business to Business forums (B2Bs) and link Uganda women SMEs to financial institutions for access to finance.
Farmers’ live sessions

Farmer through their various farmer groups, logged in live from their various locations with support from EAGC field officers. The farmers keenly followed the online proceedings and presented their concerns as follows:

1. **Majengo Irrigation Scheme Farmers Group in Kitovu Sub county, Taita Taveta County**
   The group farms sorghum and millet.
   - Invasion of desert locusts in the coastal region leading to food deficit
   - Occurrence of floods leading to destruction of crops
   - Human-animal conflicts where birds invade crops
   - Lack of access to farm machinery
   - Lack of adequate and effective crop protection products

2. **Mathanguta’s Smart Farmers, Njoro Sub County, Nakuru County**
   The group farms groundnuts, wheat, barley, maize, beans and potatoes
   - Pest / herbicides not working as expected – cold
   - Lack of access to certified seed inputs
   - Lack of timely access to agricultural inputs
   - Lack of effective crop protection products where crops have developed resistance to crop protection chemicals especially potato blight

3. **Amoka Self Help Group, Makoene Sub County, Makueni County**
   The group farms maize, beans, cow peas, pigeon peas, green grams and dolichos
   - Frequent and more intense change of weather patterns
   - New breed of pest and diseases that are resistance to crop protection products
   - Lack of access to adequate Climate Smart Technologies necessary for conservation agriculture tools - shallow weeder, and jump ladder

Various farmer groups’ live participation in the EAGC Virtual Agribusiness Expo and Symposium from various locations across the country - Kenya, with the help of EAGC field Officers.
✓ Lack of adequate Post Harvest Management equipment - tarpaulins and hermetic bags
✓ Need for agroforestry enabled agriculture

4. **Mwangaza CBO, Maara Subcounty, Tharaka Nithi County**
   ✓ Lack of adequate finances which limits farmers from best farming practices
   ✓ Climate change presented through alternating floods and droughts
   ✓ Aflatoxin contamination that leads to rejection of grain by buyers
   ✓ Lack of quality inputs – seeds and fertilizers that match the farmers agroecological zones
   ✓ Ignorance on good farming practices and proper grain storage leading to poor harvests and storage losses respectively

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### Summary of the Virtual Agribusiness Expo

The virtual expo presented the opportunity for various stakeholders in the agricultural industry across the globe to interact and showcase their innovative products and services. The expo covered a vast range of thematic topics, presenting theoretical and practical challenges experienced across the industry and their solutions. Below is a summary of the agricultural themes covered during the expo and subsequent solutions showcased in the expo:

1. Animal breeding and genetics
2. Farm inputs and machinery
3. Post-harvest management solutions
4. Lab testing services
5. Farm agricultural machinery lubricants
6. Trade Finance
7. Food products - whose raw products are grains
8. Farmers Input/Concerns:
   - Climate risks
   - Access to markets
   - Challenges of mechanization
   - Aflatoxin contamination
   - Human-animal conflicts
   - Extension and advisory services
   - Access to agroecologically suitable inputs

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### The Way Forward

The Expo proposed the following next steps:

1. EAGC to continually engage with exhibitors and partners for further deliberations and feedback on the expo, and channeling back the expo traffic to exhibitors
2. EAGC to conduct Business to Business linkages between farmers and service providers for the provision of farmer needs through the Grain Trade Business Hubs (G Hubs)
3. EAGC to explore the possibility of holding the expo on a quarterly basis
4. EAGC to explore on increased online farmer participation through the Grain Trade Business Hubs (G Hubs)
5. EAGC to develop more partnerships with media house for wider coverage to accommodate a larger audience
About the Eastern Africa Grain Council

The Eastern Africa Grain Council (EAGC) is a membership-based organization representing the grain sector in Eastern and Southern Africa. The Council exists to facilitate efficient, structured, profitable and inclusive grain trade in its 10 mandate countries, namely Kenya (Regional Headquarters), Uganda, Tanzania, South Sudan, Ethiopia, Burundi, Rwanda, Zambia, Malawi and the Democratic Republic of Congo. EAGC draws its membership from grain sector value chain actors in its Member States, which include farmers, traders and processors. Support service providers and complimentary sectors such as agro-input suppliers, financial services and animal feed manufacturers also form part of the Membership.

In facilitating structured grain trade in the Eastern Africa region, EAGC provides trade facilitation services through the EAGC G-Soko Grain Trading System; market and cross-border trade information through the Regional Agricultural Trade Intelligence Network (RATIN – www.ratin.net); pursuing appropriate policy reforms to support growth of structured grain trade through the Agricultural Trade Policy Advisory Forum for Eastern and Southern Africa (ATPAF-ESA); and capacity building of grain industry stakeholders through the Grain Business Institute (GBI).

For more information, please feel free to contact the EAGC Secretariat through the addresses below:

EASTERN AFRICA GRAIN COUNCIL

REGIONAL OFFICE
Mbaazi Avenue, off Kingara Road, Lavington,
P.O. Box 218-00606, NAIROBI, KENYA
Tel: +254 20 374 5840/733 444 035/710 607 313
Email: grains@eagc.org Web: www.eagc.org/www.ratin.net