



# Nepal Agriculture Investment Meeting

8 December 2022, 09:30 – 15:30 (GMT+5:45)

Hotel Yak & Yeti, Kathmandu, Nepal

(Invite only – transferable only by agreement with CASA)

## About this meeting

This one-day action orientated meeting seeks to enhance the enabling agriculture investment environment in Nepal. It will lead to concrete action points for each stakeholder. It will comprise of facilitated conversations, panel discussion and breakout sessions involving policymakers, investors, and donors able to invest in agriculture in Nepal.

The goal of these breakout sessions is to develop an action plan (including issues, timeframes and potential responsibilities) addressing the underlying issues limiting agriculture investment in the country.

## Goal of the meeting

To facilitate discussions between investors, investment stakeholders, intermediaries and policymakers around the key challenges and bottlenecks faced for investing in climate positive agriculture in Nepal. These discussions should lead to a call for action to address some of the underlying issues. The meeting will happen right before a series of investor tourism events, which seek to directly broker investment into businesses that have been capacity built by CASA Nepal.

## About CASA

CASA aims to drive global investment in climate-resilient agri-food systems that increases smallholder incomes. The programme makes the case for increased agribusiness investment by demonstrating the commercial and development potential of sourcing models involving empowered smallholder producers and by tackling the information and evidence gaps holding back investment.

CASA's national agriculture investment meetings are core to the programme's stakeholder engagement strategy. They offer an opportunity to deep dive into specific investment constraints and opportunities in a particular country. They also promote additionality between investors and other in-country stakeholders.

The CASA Value Chain team in Nepal supports agri-small and medium sized enterprises with significant smallholder supply chains to prepare for, and secure, investment.

## Expected outcomes

- Nepal will be promoted as a global destination for agriculture investments
- Development of synergies across the agriculture investor community in Nepal
- Pilot testing a model for conducting annual agri-investment meetings in Nepal



[www.casaprogramme.com](http://www.casaprogramme.com)

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## Agenda

### Welcome and registration of participants | 09:30 – 10:00

Attendees will receive a welcome pack, will be encouraged to state their goals for the event and confirm the breakout session in which they would like to participate.

### Initial panel discussion | 10:00 – 11:00

Timing (NPT)	Speaker	Comment
10:00 – 10:05	<b>Shivane Thapa</b> Moderator	Introduction to the Nepal Agriculture Investment Meeting
10:05 – 10:15	<b>Heidi Tavakoli</b> FCDO Nepal	Opening remarks
10:15 – 10:20	<b>Alvaro Valverde</b> CASA	Introduction to CASA and how the programme is supporting investment in Nepal
10:20 – 10:25	<b>Siddarth Khadka</b> CASA	Introduction to CASA in Nepal, ongoing and planned activities
10:25 – 10:35	<b>Niraj Kumar Basnet</b> Nabil Bank	Perspective from national agriculture investor in Nepal. What needs to happen to attract more investments in the sector?
10:35 – 10:45	<b>Chandra Prasad Dhakal</b> FNCCI	Priority issues and value chains. Opportunities for agricultural investment in Nepal
10:45 – 10:55	<b>Dr. Govinda Prasad Sharma</b> Secretary, MoALD	How is the government promoting growth and investment in the agriculture sector in Nepal?
10:55 – 11:00	<b>Shivane Thapa</b> Moderator	Main takeaways from the panel and explanation of the breakout sessions

### Networking coffee break | 11:00 – 11:30

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## Breakout sessions | 11:30 – 13:00

These breakout sessions aim to develop an action plan (including issues, timeframes, and potential responsibilities) for addressing the underlying issues limiting agriculture investment in the country. The champions will report back the main outcomes of the discussions.

### Theme 1 – Enabling environment

**Moderators:** Kristina Mastroianni & Sijan Mainali (CASA)

**Champion:** Niraj Kumar Basnet (Nabil Bank)

- Are the current regulations supportive of foreign investment in agriculture processing?
- Are the current government rules around interest rates for agriculture finance (capped at 2% with no loan processing fee) supporting a commercial proposition?
- What can be done to ensure that support is properly targeted at, and reaches the farmers who need it the most?
- Are there any government incentives to promote investment in agriculture adaptation technologies against climate change?
- Are there any measures being taken by the government to mitigate the impact of the Ukrainian war on the availability and affordability of inorganic fertilizers?
- What can drive better coordination of finance across the whole value chain (farmers, processors, distributors, retail) so that it is more integrated, rather than being delivered piecemeal by different organizations?

### Theme 2 – Investment opportunities and forms of capital

**Moderators:** Alvaro Valverde & Anuradha Bhattarai (CASA)

**Champion:** Dinesh Dulal (NMB Bank)

- What are the key value chains that have the potential to attract national and foreign investment?
- Are there any alternatives to enabling collateral in agriculture? E.g. – grants for purchasing capex or invoice factoring
- Where are the investment opportunities in the key value chains identified – e.g. waste reduction, value addition and distribution?
- What are the key incentives needed to promote investment in the agriculture sector in Nepal (e.g. de-risking scheme or first loss)?
- Are there any promising climate smart agriculture technologies that can attract investment while promoting resilience of food systems in Nepal?
- How is the war in Ukraine affecting existing and projected investments in agriculture in the country?

### Theme 3 – Technical assistance needs

**Moderators:** Manish Bikram Shah & Jai Shende (CASA)

**Champion:** Vijay Kumar Gurung (Muktinath Bank)

- What can be done to increase the pipeline of investment ready agri-SMEs?
- Does agribusiness incubation and innovation receive enough levels of financing in Nepal?
- Can more be done to showcase examples of where farmers have succeeded?
- What are key types of pre and post investment technical assistance that should be prioritized for farmers?
- What technical assistance best supports women in the agricultural value chain?
- What technical assistance do MFIs themselves need, to enable a greater focus on financial sustainability?
- Is climate change technical assistance available, accessible and affordable for agri-SMEs in Nepal?
- How should the supply and demand for agronomic technical assistance shift to cope with the impact of the war in Ukraine on the availability and accessibility of inorganic fertilizers?



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**Networking lunch | 13:00 – 14:00**

**Final panel discussion | 14:00 – 15:30**

Timing (NPT)	Speaker	Comment
14:00 – 14:05	<b>Shivane Thapa</b> Moderator	Introduction to the final panel discussion
14:05 – 14:30	<b>Champions from each of the breakout sessions</b>	Feedback from the breakout sessions (8 minutes each)
14:30 – 14:40	<b>Shivane Thapa</b> Moderator	Poll of key recommendations from the breakout sessions to determine level of importance for the broader group
14:40 – 15:20		Questions from the audience and panel discussion with champions and panelists from first session
15:20 – 15:25	<b>Paul Kalu</b> CASA	Wrap up of conclusions and relevance of the agreed steps to incentivize investment in Nepal
15:25 – 15:30	<b>Arun Raj Sumargi</b> Agro Enterprise Centre	Thanks and closing remarks

**Networking High Tea | 15:30 – 16:30**

