



International
Trade
Centre



4-5 September 2018, Lusaka, Zambia

World Export Development Forum 2018

Scaling up through trade: Skill - Innovate - Connect

Business-to-Business Meetings



Meet in Zambia to Do Business with Africa



Join us at Business-to-Business (B2B) meetings, an integral part of the [World Export Development Forum](#). This unique global conference brings together business leaders, policymakers and trade experts to talk business and to do business.

The B2B event will gather companies of all sizes from across the globe engaged in the agricultural sector, linking producers and buyers, exporters and importers, commercial farmers and manufacturers.

Business matchmaking will focus on crops and oilseeds, as well as their processed products, honey; agricultural technologies and storage systems; packaging solutions.

The WEDF programme supports this focus with topics such as reducing risk in agricultural supply chains, packaging solutions, green finance options, improving border transit times, and more.



Agribusiness, machinery, packaging companies

Expect a **small investment with high returns**. Past experience shows that B2B participants save time and money in expanding their business networks and finding new business partners from around the globe. Companies typically find new suppliers and expand their distribution channels.

Find or sell **cutting-edge machinery** for crop farming and processing, storage and packaging solutions for a variety of agricultural products.

The type of companies that are encouraged to participate include commercial farmers, manufacturers, exporters, importers, wholesalers, retailers and investors.

If your company is active in these areas, join us at the WEDF B2B event to do business. ITC business matchmaking platform will allow each company to **connect with up to 15 potential business partners** through pre-arranged meetings, based on a preliminary identification of business complementarities. Companies can also request additional appointments to be organized on the spot, during the B2B event.

This year’s B2B event welcomes commercial farmers, manufacturers, exporters, importers, wholesalers, retailers and investors interested in selling, buying or investing in the following products:

Agricultural crops and oilseeds

Crops

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| <ul style="list-style-type: none">• Edible vegetables and certain roots and tubers (HS 07)• Edible fruit and nuts; peels of citrus fruit or melons (HS 08) | <ul style="list-style-type: none">• Coffee, tea, mate and spices (HS 09)• Cereals (HS 10) |
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Oilseeds

- | | |
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| <ul style="list-style-type: none">• Oilseeds (HS 12)• Oleaginous fruits• Miscellaneous grains | <ul style="list-style-type: none">• Seeds and fruits• Industrial or medicinal plants• Straw and fodder |
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Preparations of cereals, fruits, vegetables and oilseeds

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| <ul style="list-style-type: none">• Products of the milling industry; malt; starches; inulin; gluten (HS 11)• Edible vegetable oils (HS 15) | <ul style="list-style-type: none">• Preparations of vegetables, fruit, nuts (HS 20)• Vegetable waxes, residues and waste from food industries |
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Honey and honey by- products

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| <ul style="list-style-type: none">• Natural honey• Bee pollen | <ul style="list-style-type: none">• Royal jelly• Bee propolis |
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Packaging solutions

Packaging for agricultural products

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| <ul style="list-style-type: none">• Primary packaging• Secondary packaging | <ul style="list-style-type: none">• Packaging machinery |
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Storage systems

Post harvest storage

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| <ul style="list-style-type: none">• For crops | <ul style="list-style-type: none">• For grains and oilseeds |
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Agricultural technologies

Machinery for crop farming

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|---|--|
| <ul style="list-style-type: none">• Machinery for soil cultivation• Machinery for planting• Machinery for fertilizing and pest control• Irrigation systems | <ul style="list-style-type: none">• Machinery for harvesting• Machinery for hay making• Machinery for oil processing |
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Machinery for fruit and vegetable processing

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| <ul style="list-style-type: none">• Grading equipment• Dehydration equipment• Canning equipment• Juice and pulp extraction equipment• Fruit juice and pulp processing equipment | <ul style="list-style-type: none">• Paste-making equipment• Fruit-crashing equipment• Homogenizer equipment• Bottle-related equipment |
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Machinery for oilseed processing

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|--|---|
| <ul style="list-style-type: none">• Oil-milling plants• Oilseed-processing plants• Solvent extraction plants | <ul style="list-style-type: none">• Vegetable oil refining plants• Continuous deodorizing plants• Oil expellers |
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Business-to-Business Matchmaking Platform

ITC will conduct a preliminary identification of business complementarities and will facilitate appointments among producers, manufacturers, importers, wholesalers, retailers and investors.

Using ITC's online-business matching platform, each company participating in the Business-to-Business (B2B) event will be able to consult the profile of other companies and request appointments in advance with those they would like to meet with.

Each company will receive a list of potential business partners based on identified business complementarities.

In the course of two days, each company will have the opportunity to meet with over 15 potential business partners during 30-minute meetings, as well as request additional appointments organized on the spot.

Upon arrival, each company will receive a profile book including the company profiles of all other B2B participants and its own personalized schedule of appointments with potential partners.

ITC will monitor the activity on the platform to ensure that companies are actively requesting and accepting appointments and will provide support whenever required.



B2B calendar

at the World Export Development Forum

4 September

B2B meetings:

10:30 to 13:00 and
14:00 to 18:00

5 September

B2B meetings:

12:00 to 13:30 and
14:30 to 17:30

6 September

WEDF plenary sessions:

Agriculture to Agribusiness: reducing risks, increasing returns
Going green: who will finance SMES
Reducing the risks for investors in Africa

Companies are also welcome to join special sessions on packaging organized by ITC-FAO-IMA on 4 September.

Register at: <https://wedf-registration.org/>

Tick the B2B box to download and complete the B2B company profile form and be part of the company profile book that is distributed to participating companies at the B2B event.

Contact: B2B-WEDF@intracen.org Phone: +41 22 730 0591

More information on WEDF 2018: www.intracen.org/wedf

B2B WEDF co-hosts: ITC, the joint agency of the United Nations and the World Trade Organization
Zambia Development Agency (ZDA)