

AGENDA

Day 1

8:00 **Registration - continental breakfast**

8:45 **PEI welcome & chairman's introduction**

9:00 **Keynote presentation**

9:30 **The "agri investor nexus"- LP and GP perspectives**

The number of global investment funds in food and agriculture assets jumped from 38 to 446 from 2005-2017; currently, assets are in excess of \$73 billion. This can be very likely attributed to the increasing investor demand for alternative ways of investing and enhancing returns.

- What are some of the tangible strategies, investment models and drivers that can impact investor interest in Agri and bring about the greatest ROI?
- What are some of the implications of AgTech on the fund selection and fundraising process?
- Where specifically are LPs and GPs alike turning their attention towards in the Ag space?
- How are LPs navigating the vast Agri landscape given the numerous funds and investment opportunities that currently exist and continue to emerge?

10:20 **Special presentation**

10:40 **Networking break**

11:00 **AgTech- disruption and digitalization in an antiquated industry dating back to "B.C."**

Agriculture has notoriously been seen as the "last frontier" of digitalization, yet it is responsible for food production, population sustainability and environmental impact. AgTech however, has evolved exponentially, and will continue to evolve- now it's a matter of implementation.

- What does this AgTech boom mean for those on the investment side of things and what specifically in AgTech can offer both innovation and strong returns?
- As AgTech continues to evolve, can it truly disrupt the current Agri system to the point where urban farms being ran by millennials becomes the norm?
- What are some of the challenges that inhibit these technologies from getting into the hands of both small farmers and Big Food alike?
- What are the latest developments in Precision AgTech, and how are these various forms of robotics, sensors, drones, etc., currently being put into practice at the farm level?

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11:50 **GP perspectives- why agri and why now?**

For a relatively “niche” area of investments, the Agri fund space is quite vast, and with this comes increased opportunity, curiosity, as well as uncertainty. One thing is for sure, private equity firms and GPs across the spectrum are, nonetheless, turning their attention towards agri.

- What subsectors of Agri are appealing to GPs in both the short and long-term?
- What are return expectations for investments in Agri, and what are some of the variables that affect these trajectories accordingly?
- What are some of the do’s and don’ts of deals in the market today?
- What are the current fund demographics across the Agri space and what role does this play in considering whether or not to expand Agri platforms?
- What is the current “risk appetite” of those in the Agri investment space?

12:40 **Networking lunch**

2:00 **Breakout session I**

Track A: the real “green new deal”- exploring all things cannabis, CBD and hemp

Cannabis, hemp and CBD tend to be polarizing when it comes to investor interest, but given hemp’s recent regulatory win under the 2018 Farm Bill, coupled with cannabis sales projections being estimated to be a whopping \$23.4 billion by 2022, motivation to invest will continue to rise.

- What specific opportunities in cannabis can yield the greatest ROI, while best avoiding risk and regulatory complexities?
- Are CBD and hemp trends that are here to stay, or just buzz words of the moment?

- What are some of the lesser known risk factors that those entering the space should be aware of?
- How can those interested in investing, but with conservative principals or institutions, reconcile the balance between potential reward and firm ideologies?

Track B: “Fruitful returns”- opportunities in food and organics

Food is always something that is in demand and is growing as an industry at about 3 percent per year. Organic foods in particular, are becoming exponentially more popular because of their nutritional and environmental benefits. The challenge however lies in navigating this vast space.

- How can investors capitalize on the food industry’s many emerging trends?
- What are some of the potential roadblocks and regulatory obstacles across investments in the food industry to be aware of?
- What areas of organics can still be profitable, despite the increased cost factors involved at the production level?
- How does the move towards urban farms impact the food industry as a whole?
- What opportunities are GPs considering in the food space and what are ways to decipher food trends from the many fleeting fads?

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2:50 **Breakout session II**

Timber investing- because “money does grow on trees”

Timber is always in the Agri conversation, but it is oftentimes met with a lot of skepticism given the risks associated and lackluster performance as of late. However, there are certain timber investing opportunities that, on the contrary, can offer high returns that far outweigh the risk.

- What opportunities in timber investing are on the horizon and what regions should investors look to for these opportunities accordingly?
- How are firms deciphering what areas of timber will offer more reward than risk?
- What are some of the variables in the market to look out for that can affect overall timber performance?
- How is the timber market evolving and how should timber allocation evolve accordingly?

Aquaculture- since when did Silicon Valley start caring about fish?

Aquaculture, yes “fish farming” believe it or not, is huge with Silicon Valley venture capitalists these days. This however is with good reason- the global human population is projected to eat 30 million tons of fish by 2030, yet the industry is still decades behind all other livestock industries.

- How can investors access some of the emerging opportunities in aquaculture and what are overall return expectations?
- What are some of the regulatory challenges to be aware of when considering entering the aquaculture space?

- What opportunities in aquaculture are appealing to VCs, in terms of both investment potential and innovation?
- Given the increasing demand for fish, when can we see aquaculture go from being a niche area of Agri, to a staple in fish acquisition worldwide?

3:40 **Networking break**

4:00 **LP perspectives - all things agri allocation**

Agri investments are plentiful, but the complex and nuanced regulations can leave most investors feeling a bit trepidatious. There are however some investors that are up for the challenge, and have been able to, in turn, reap the returns of this typically overlooked asset.

- What exactly goes into an investment committee’s decision to incorporate Agri investments into their portfolio, and what are some areas in this space they are specifically looking to for increased returns, in both the short and long-term?
- What is involved in the investment research and return monitoring process, and what are ways to most effectively assess the numerous Agri funds and investment opportunities out there?
- What are some of the risk factors future investors should be wary of when it comes to Agri and how are current investors mitigating some of those risks accordingly?
- Do current investors, both on the private wealth and institutional side of investing, foresee their overall allocation to Agri expanding and, if so, in what subsectors?

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4:50 **"Food-for-thought" networking reception**

To all of you foodies, it's your lucky day! Food is the driving force for Agri, so what better way to explore trends in food than to have a tasting of some of the most innovative (and delicious) foods taking the Ag world by storm. In addition to having our traditional post-event cocktails, make sure you save your appetite, and come and join us for some tasty treats. We will also be crowning a winner, so don't get too full and make sure to vote for your favorite!

Day 2

8:00 **Registration - continental breakfast**

8:45 **PEI welcome**

8:50 **Keynote interview- the government's perspective on agri investing**

9:20 **"The goldilocks period" of farmland investing**

Farmland globally, is an almost \$9 trillion dollar industry, and has yielded returns of over 10% in the U.S. alone over the past 47 years. Not to mention, farmland is a contra-cyclical, inflation-resistant investment with an overall low volatility level.

- Are the claims by experts saying that we are in the "Goldilocks period" of farmland investing opportunities right now truly accurate?
- What are some of the emerging opportunities in farmland across domestic and international markets?
- What are some of the barriers, misconceptions and risks to pay heed to along the way to maximize returns?

10:10 **Networking break**

10:30 **The "environmental asset"- How to get the greatest ROI from agri ESG**

The current industrial food system is a significant producer of global greenhouse gas emissions, but despite the damage that has already been done, there are some emerging forms of Agri innovation that scientists say can actually help in the reversal of climate change.

- What are areas in Agri that can create "impactful" returns, both financially and environmentally speaking?
- How can these socially responsible investments in Agri be measured both quantitatively and qualitatively?
- Is regenerative and vertical farming truly the next wave of Agri, and, if so, what are some of the specific investments in this space to consider?

11:20 **Global markets- where in the world are the best agri investments?**

Agriculture represents 15% of global GDP, and employs nearly 40% of the world's workforce, so it goes without saying that there is no shortage of investment opportunities in this space across international markets. However, the competition for natural resources and complex national and international governance policies, can be a roadblock to investor accessibility.

- What are some of the specific international opportunities and trends in the Agri space to consider in the short as well as long-term?
- What subsectors internationally are producing high returns?
- What are some strategies to mitigate the risks and complexities that can come about along the way?

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12:10 **Water investing- what opportunities actually
"hold water"?**

There is a plethora of investment opportunities in the water space, and despite the inherent volatility, the returns are projected to rise quite significantly in 2019.

- What specific types of investment opportunities in the water space can offer substantial returns?
- What are some international hot beds for water investing and what can allocators do to take advantage of the gains, while minimizing the room for loss?
- What are some of the regulatory complexities that come about in the wake of tariff changes and future trade uncertainties?

1:00 **Networking lunch**

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