



NIABI 2011

Global Agri-Business Incubation Conference

8-10 March 2011, ICRISAT, Hyderabad, INDIA



NIABI Network of
Indian Agri-Business
Incubators

An Initiative of ICAR - NAIP



More than 60 percent of the Indian and 70 percent of the African population is dependent on agriculture and allied sectors. A majority of this section belong to the rural hinterlands of the region and have small and marginal land holdings, thereby, increasing the dependency on agriculture and allied activities for their livelihood and upliftment in the society.

Agribusiness is one of the approaches to creation of wealth at the bottom of the pyramid. However, without adequate support and guidance, these startup ventures may not survive competitive and aggressive market conditions; statistics show that over 80 percent of the small and medium startups do not survive after their third year of inception. Agribusiness incubators can support these startups and help them till they become self sustainable. However, agribusiness incubation is in its evolutionary stages and requires a different set of approach to business incubation unlike the traditional ICT-related incubators.

ABI-ICRISAT, through the Network of Indian Agri-Business Incubators (NIABI), is organizing the first annual, three-day global conference for highlighting the issues that affect the business incubators and incubatees (agribusiness ventures) with respect to different critical aspects of the business.

This conference will act as a platform for bringing together scientists, agripreneurs, policy makers, practitioners, incubator managers and funding bodies so as to understand more about the evolving field of agribusiness and agribusiness incubation. It will make improvements for more efficient transfer of technology, enable further cross functional

linkages and integrate all of them. This will enable an ecosystem for the creation of more such agribusiness ventures and incubators that can ultimately help in improving the lives of the farmers and the rural community.

Objectives

- To create awareness and building a brand for agribusiness incubation among the entrepreneurs, community and policy makers and achieve wider participation.
- To act as a platform for outlining the process and sharing the experiences in incubation of agribusiness ventures for agricultural development.
- To create a platform for promoting the agripreneurs, innovations and incubators through partnership, technology exchange, business development and funding.
- To develop a road map to promote agribusiness incubation globally through partnerships.

Who all can participate?

- Agripreneurs
- Agribusiness incubators
- Agricultural Research Institutions
- Funding agencies and venture capitalists
- Entrepreneurship development organizations
- Government Agencies

Event Dates

March 8-10, 2011 at ICRISAT headquarters in Patancheru near Hyderabad in Andhra Pradesh, India





Highlights of the Conference

- **Panel discussions** by eminent speakers, experts, agripreneurs and investors on:

Institutional stream

- Addressing the challenges in agriculture through business incubation
- Emerging areas in agribusiness
- PPP platform for agricultural development
- Access to funding and scaling up the incubator initiative

Entrepreneur stream

- NextGen agribusiness opportunities
- Starting up the business: issues, challenges and solutions
- Women entrepreneurship in agriculture
- Social entrepreneurship for agriculture development

- **Investor forum** for linking potential agripreneurs and funding agencies.
- **Innovation fair** for highlighting various technologies, innovations and services offered by the agribusiness incubators across the country.
- **NIABI Awards** to recognize and appreciate the agribusiness ventures that have helped in the transformation of the agricultural sector and the rural society.
- **B2B and scaling up** of technologies that is ready for transfer and execution of new business developments.
- Networking opportunities with the global leaders in agribusiness incubators and funding agencies.



Tuesday, March 8	Wednesday, March 9	Thursday, March 10
Opening Session 10.00-11.00	Keys to success in Agribusiness 09.00-10.00	Concurrent Sessions 09.00-11.30
Evergreen Revolution through Agribusiness 11.15-12.45	Concurrent Sessions 10.30-13.00	Funding the establishment of Incubator
Networking Lunch with Expo Visit 12.45-14.00	Seeding the incubator for impacts	Funding opportunities for Startups
Investor-Startup Forum		
Addressing the challenges in agriculture through agribusiness incubation 14.00-15.30	Networking Lunch with Expo Visit 13.00-14.00	Valedictory Session 12.00-13.00
NextGen Agribusiness Opportunities 16.00-17.30	Smart Startups 14.00-15.00	Closing lunch 13.00-14.00
Networking Dinner 19.00 onwards	Women Entrepreneurship in Agriculture 15.15-16.15	
	Social Entrepreneurship for Agriculture Development 16.30-17.30	Concurrent Sessions 14.00-19.00
	Awards Nite 18.30-19.30	CGIAR Leadership forum
	Networking Dinner 19.30 onwards	Hyderabad City Tour

Expected Outcomes

- Initiate the Global AgriBusiness Incubator network (GABI) which will be spearheaded by ICRISAT, ICAR-NAIP, *infoDev* and others.
- Enlighten the policy makers and funding agencies on road map for funding and supporting the GABI network.
- Sensitize the CGIAR and NARS to set the stage to promote 100 incubators and finalize at least 10 agribusiness incubator signups inclusive of two Co-business incubators with CGIAR centres.
- Mid-term review of the Hyderabad Declaration of *infoDev*.
- Enhance the capacity of at least 60 incubator managers and leaders.
- Capacity building for 100 agripreneurs in NIABI.
- Create a platform for agri-business for funding and mentorship, and business development through B2B and B2C.
- Promote and publicize the concept of agribusiness incubator to the new agribusiness entrepreneurs at national and global arena through print and electronic media publicity to generate at least 1000 leads.
- Recognize the successful incubator managers, entrepreneurs and mentors through the NIABI Awards.



Organised by

NIABI Network of
Indian Agri-Business
Incubators

An Initiative of ICAR - NAIP

Facilitated by



Event Partners



*Ministry of Agriculture



*Dept. of
Industries & Commerce



*Proposed

JOIN US FOR THE FIRST GLOBAL CONFERENCE ON AGRIBUSINESS INCUBATION

CONFERENCE REGISTRATION

- ◆ Entry to conference with prior registration only.
- ◆ Use the enclosed conference registration form or visit www.niabi.in to register for the conference.
- ◆ Registration for the conference will be complete only if accompanied with your payment.
- ◆ Registration fee ₹5000/\$150 per delegate includes cost of conference meals and conference kit, session materials, opening and closing sessions and field visits.
- ◆ Registration fee excludes travel and accommodation.
- ◆ For accommodation details, please visit www.niabi.in for list of hotels/service apartments.

EXHIBITION

Use our exhibition arena to showcase your startup venture. Use the opportunity to network, build connections and go global!!

- ✓ Stall charge ₹50,000
- ✓ Size of stall : 9 sqm area
- ✓ Standard Prefabricated stall
- ✓ Display panel on all three sides
- ✓ One table and two chairs
- ✓ Name board on fascia
- ✓ 3 spotlights
- ✓ Round-the-clock security
- ✓ One complimentary pass for opening/closing session
- ✓ Early bird offer: Register now and get ₹500 off per sqm.

* Register before February 20, 2011 to claim the Early Bird offer!!

Hurry!! Register before February 15, 2011 and save ₹1000/\$25 through our Early Bird Offer.

Hurry!! Limited Space only. Use the enclosed Exhibition Registration form to reserve your space.

**Promote your Organization
through our Souvenir***



Full page colour ad : ₹50,000
Half page colour ad : ₹25,000
Quarter page colour ad : ₹10,000

*Content to be provided by Organization

SPONSORSHIP TARIFF & ENTITLEMENTS

Category	Platinum	Gold	Silver	Session	Lunch	Dinner
Amount (₹ Lakhs)	10	5	2.5	1	1	2.5
Entitlements						
Logo with link on website	✓	✓	✓	✓	✓	✓
Logo on all PR material	✓	✓	✓	✓	✓	✓
Invitation to Opening session (No.)	10	8	6	4	4	4
AV presentation	5 Min in the Inaugural session/10 Min at the start of one session	5min at start of one session/ 5min at closing session	5min at start of one session	Exclusive 5min at sponsored session	X	X
Complimentary full conference pass	5	3	2	1	1	1
Organization profile in souvenir	✓	✓	✓	✓	✓	✓
Colour ad in souvenir	✓ (Inside Cover page)	✓ (1 page)	✓ (1/2 page)	X	X	X
Organization profile in kit	✓	✓	✓	✓	✓	✓
Invitation to Networking dinner (No.)	5	3	2	1	1	1
Exclusive Branding at venue	All promotional materials & backdrops. Exclusive standees in the walkthrough.	All promotional materials &	All promotional materials & backdrops.	All promotional materials & backdrops at Session.	Banners in the Lunch Area.	Banners in the Dinner Area.
Conference Kit (No.)	5	3	2	1	1	1

- ✓ Ensure that correct form is used.
- ✓ Ensure that all fields of the form have been filled and required details attached.
- ✓ Ensure that payment instrument is attached with the form, in case it is send by post.
- ✓ In case of any query, call on +91-40-3071 3446/3450 or email to j.philroy@cgiar.org

PAYMENT OPTIONS

For International Participants

- Use your Credit Card at our secure online payment gateway while registering for the conference. We accept MasterCard and Visa.

For Domestic Participants

- Pay Online: Use your Credit/Debit Card at our secure online payment gateway.
- Net banking: IDBI Net-banking facility is available.
- Cheque/Demand Draft: To be drawn in favour of ICRISAT and payable at Hyderabad. Send the instrument to the address given in the registration form/flap.

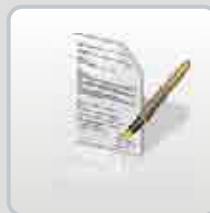
REGISTRATION

Three Easy Ways to Register



GO ONLINE

Visit **www.niabi.in** to register with the conference



BY MAIL

Send the enclosed form alongwith your payment to the following address

NIABI 2011
Agri-Business Incubation Program,
ICRISAT, Patancheru,
Andhra Pradesh 502324



BY EMAIL / FAX

Send the details to
Fax # 91-40-3071 3074/3075
Email: j.philroy@cgiar.org

A gateway for
agribusiness ventures
to take off...

NIABI Network of
Indian Agri-Business
Incubators

An Initiative of ICAR - NAIP



Network of Indian Agri-Business Incubators (NIABI) aims at creating a synergy among the 10 Business Planning and Development (BPDs) units spread across the country, facilitating the commercialization of the innovative agro-technologies through agri-business development and thereby benefitting the farmers. The BPDs are setup by the National Agricultural Innovation Project (NAIP) of the Indian Council for Agricultural Research (ICAR) and coordinated by the Agri-Business Incubation Program of the Agri-Business and Innovation Platform (AIP) at ICRISAT.

Lead Centre

- Agri-Business Incubation Program, ICRISAT, Hyderabad

Northern Region

1. Indian Agricultural Research Institute (IARI), New Delhi
2. Indian Veterinary Research Institute (IVRI), Izatnagar
3. CCS Haryana Agricultural University (CCSHAU), Hisar

Southern Region

4. Tamil Nadu Agricultural University (TNAU), Coimbatore
5. Central Institute of Fisheries Technology (CIFT), Cochin

Central Region

6. Jawaharlal Nehru Krishi Vishwa Vidyalaya, (JNKVV), Jabalpur
7. Birsa Agricultural University (BAU), Ranchi

Eastern Region

8. National Institute of Research on Jute & Allied Fibre Technology (NIRJAFT), Kolkata

Western Region

9. Central Institute for Research on Cotton Technology (CIRCOT), Mumbai
10. Anand Agricultural University (AAU), Anand