

Workshop 1 – 1st Session

- Prof. Myres: - Who the people are in the room that don't have their cameras on, but all entrepreneurs, please keep your cameras on all the time.
- Speaker 1: Prof. Myres, I'm sorry. May I interrupt?
- Prof. Myres: Of course.
- Speaker 1: Four of the Japanese participants in Kudosan have got a different link, and they're trying to back into this -
- Prof. Myres: - Ok...
- Speaker 1: - Link, so just give them a few minutes please.
- Prof. Myres: Few minutes – Ok. There we are, some more people coming in now.
- Prof. Myres: Good morning.
- Speaker 2: Good morning, Prof.
- Rabelani: Morning, morning.
- Prof. Myres: We just waiting for everyone to join, so it will just be a couple more minutes.
- Prof. Myres: There's a few technical glitches. Noel, I see you're on twice – Oh? Did you mean that to happen?
- Noel: No...
- Prof. Myres: Sorry everyone, we just waiting for a few more people to join. I have a very bright and sunny day in Johannesburg, so feeling good. How's the weather where you are? Yuichiro San? Is it winter? No, I can't hear you. You're still on mute... Maybe I can unmute you?
- Mitsuki: Ok... I'm sorry, we have a problem right now with Japanese side so I (inaudible) us like five minutes?
- Prof. Myres: Thank you, thank you. Ok, we need five minutes for some of the participants to join. Let's talk about the weather and we can practice muting and unmuting. Yuichiro San, you're still on mute. There you are, we can hear you now!
- Yuichiro: Yeah, here in Japan it's four –
- Prof. Myres: Four?!
- Yuichiro: Yeah, awesome. It is very, very comfortable.
- Prof. Myres: Very cold. Wow! And Noel? Where are you?
- Noel: I'm in the Western Cape. In the southern tip of Africa at the moment.
- Prof Myres: And what's the weather like there?
- Noel: Yeah, we're going into summer now. We had a large rain last night, but it's all good. It's about twenty, thirty degrees – Between twenty and thirty degrees.

Prof. Myres: Wonderful. And Yoshitaka San? I'm practicing my pronunciation.

Yoshitaka: Yip, Yoshitaka – That's right.

Prof. Myres: Thank you.

Yoshitaka: I'm in Japan as well, I'm in the northern part of Japan which is Hakitara. It's 4pm here and the temperature is around five to six. The nice, the beginning of winter. Outside is sunny, it's a sunny day today, it's nice.

Prof. Myres: Ah, lovely – Thank you. And what about you, Bright? Where are you?

Bright: I'm in Pretoria and it's a beautiful, bright, and sunny morning.

Prof. Myres: Hot in Pretoria, as always.

Bright: It is hot.

Prof. Myres: Thank you, Bright. And Renate, where are you?

Renate: I'm in between Pretoria and Joburg, so I'm Midrand and I think I'm having a in between the hot – The less hot, sunny Johannesburg and the very hot Pretoria. So, ya.

Prof. Myres: That's wonderful. And Phakiso?

Phakiso: Good morning colleagues. I am in the east of Pretoria; the temperatures are going for twenty-six climbing up to thirty-two later on.

Prof. Myres: Wow!

Phakiso: Yes.

Prof. Myres: Hot, hot, hot! Ok, how about you Rabelani?

Rabelani: Ya, I'm this side of Northwest. It's very hot.

Prof. Myres: Very, very hot. What's the temperature about? What's it gonna be today, Rabelani?

Rabelani: In the late (inaudible).

Prof. Myres: It will be? Thirty-eight?

Rabelani: No! Thirty-three degrees.

Prof. Myres: (Laughing) Not so bad. But it can get that hot, Rabelani.

Rabelani: Pardon?

Prof. Myres: It can get that hot there.

Rabelani: Ya, it sure can. I mean, with my (inaudible) I'm from that side (inaudible).

Prof. Myres: Aaand what about... Taka San? Where are you? Tell us where your weather.

Taka: Hi everybody. I'm in Tokyo. It's, I think it's about fourteen degrees, but I'm used to usually living in Thailand where it's really warm every day, so.

Prof. Myres: Oh, really? So, you're feeling the cold, are you?

- Taka: Yeah, I am.
- Prof. Myres: Ok. Wonderful to see you all. I think we probably have everyone here. Mirriam? Mirriam, do we have everybody now?
- Nokukanya: Hi (inaudible). So apparently, we're supposed to have about eighteen delegates. There's fourteen of us in the room, so I don't know if you want to wait it out a bit or –
- Rabelani: No.
- Prof. Myres: Do you think we must wait a little bit? Mirriam?
- Mirriam: Prof. I think we can proceed. I just want Kita to confirm, I think we have everybody because we currently have twenty-nine, so I think we have everybody in the room.
- Prof. Myres: Ok.
- Mirriam: Ya. Mitsuki, if you can just confirm?
- Mitsuki: I just check and (inaudible) everybody's here.
- Prof. Myres: Ah, thank you so much.
- Mirriam: And prof. SA side everyone is here, so we can start.
- Prof. Myres: Ok, Yay! Thank you everybody! I'm starting again. So those of you who were here from the beginning, I'm going to repeat myself – I'm terribly sorry. My name is Professor Kerry Myres. I'm a researcher and faculty member at the Gordons Institute of Business Science University of Pretoria. So, we will – Everybody will get a chance to introduce themselves. First up, a couple of things that I just want to ask everybody. The entrepreneurial – There are two groups of people in the room, there are entrepreneurs and there are researchers. So, I will introduce the researchers to you first – They will put their cameras on and introduce themselves, and then they will put their cameras off and their mics off and we will not be seeing them again because their job is to observe and not participate. The entrepreneurs, which are made up of the Japanese group, the (inaudible) group, I want to please ask you to have your cameras on at all times and you'll see why in a minute. And to make this process work, we need you to be able to see each other and talk to each other, case that's what it's all about. To also (inaudible) that every session that we have in this programme will be recorded and they are recorded for the researchers, but also for the entrepreneurs so that you can read through the transcriptions and kind of refresh yourselves if there's anything that you didn't hear or didn't quite understand while it (inaudible) you'll be able to see it in writing after this session. So, (inaudible) any questions (inaudible) at this point? Is everybody ok? You can hear, can see, it's all working fine? Let's just hope it continues in that way. Just for the Japanese participants – Here in South Africa we are having very severe electricity problems, so if somebody suddenly goes blank that is why – It's because our power's off. It should usually be back quite soon. So, there's nothing too much we can do about that, but hopefully everybody else will be able to... In fact, we just have to accept that technology has limitations and we'll come in and out.

Prof. Myres: So, let me start by saying I hope that all of you received the programme outline and you've had a chance to look at it. The whole purpose of this project is to bring together entrepreneurs from Japan and across South Africa to learn from each other to all become agricultural associated seller, and we really want you to learn from each other. We think that you can learn an enormous amount from each other, and we want to create opportunities for you to innovate and elaborate. This whole programme, so the (inaudible) foundation and it involves four universities from around the world – Well three (inaudible). It's the University of Pretoria here in South Africa, it is the Akita International University from Japan and Michigan State University from the United States of America. Now, you will not be seeing any researchers (inaudible) from Michigan University. That's because for them, it is night or something strange so we could only accommodate (inaudible) Japan, that's why you won't see them. Nevertheless, they are definitely part of the team, and they are helping in the process. So, I'd like to start off by asking researchers to introduce themselves, explain who they are and that will be quite brief. They will switch off their microphones and cameras and you won't really see them again. During the events today, we'll be having (inaudible) rooms – Small group where you're going to discuss things more deeply with your entrepreneurial colleagues. Sometimes the researchers will be there and be observing your discussion as well. They really won't be there to do anything expect observe, and hopefully we'll very soon forget they're there. Cause really that's what – We don't want them to interfere with your collaboration and your learning from each other. So, to start off with, can I start with the research team and the first person I'm going to ask to introduce themselves is Negao San.

Negao: Thank you, my name is – Yes. My name is Masehumi Negao. I am with the International Development Centre of Japan, one of the organizers. I'm also visiting professor for the moment with the University of Pretoria. I am coordinating the activities of this team, and for the South African participants when, if you come to Japan, I'll be organizing the programme for you. I look forward to working with you. Thank you.

Prof. Myres: Ok. (Inaudible)

Farai: Good morning, everybody, my name is Farai Kapfudzaruwa. I'm based at the University of Pretoria. Likewise, I'll be working together with the team at the Gordon Institute of Business Science together with Prof. Myres in (inaudible) and coordinating the programme for you from the backend side. So, I look forward to working with you and travelling with you (inaudible) and I believe this is going to be a very cool exercise for you and great opportunity for you guys to collaborate. Thanks so much.

Prof. Myres: Prof. Anastacia.

Prof. Anastacia: Alright, can you see me and hear me, Prof? Good morning, everybody, and afternoon to those of you who are in Japan. First of all, congratulations on your acceptance to be part of this innovative and exciting programme. We are delighted to be part of the research team observing your learning process. I am an associate professor at the Gordon Institute of Business Science which is part of the University of Pretoria and I teach Agri entrepreneurship and (inaudible) research designs. Thank you, Prof.

- Prof. Myres: Thank you. Who else do we have? *Gasps* Kudo San? Are you here?
- Kudo: Yes, I'm here - Very much so. My name is Shogo Kudo and I'm working at (inaudible) International. I'll be your host (inaudible) – And I'm very excited to be hosting you, physically. (Inaudible).
- Prof. Myres: (Inaudible) San. Mitsuki San?
- Mitsuki: Thank you. I'm Mitsuki Yasuda from International Development Centre in Japan and we're one of the research member of this side.
- Prof. Myres: And Yasuda, the other people on your team, would you invite them to introduce themselves cause we haven't met yet?
- Mitsuki: Ok. Utsugi San, you can introduce yourself.
- Kai: Hello? (Inaudible) – Can you hear me? Sorry. Good morning and nice to meet you all. My name is Kai Utsugi, I'm involved with the University of Pretoria. I've been working as a consultant and actually I've been learning from (inaudible). My main field is Africa and I have been in governance projects in agriculture like brining and (inaudible) operation in some eastern and southern African countries, but nothing in South Africa –
- Prof. Myres: - Yet!
- Kai: So, ya. It is a pleasure to meet you all and I'm looking forward to work with you very much.
- Prof. Myres: Thank you. Ok, is there anybody on the research team that I forgot about?
- Farai: Maybe Mirriam and Deidre?
- Prof. Myres: Mirriam and Deidre please – Deidre first then Mirriam then Khanya.
- Deidre: Morning, my name's Deidre Steeneveld. I'm with the Entrepreneurship Development Academy at Gordon Institute of Business Sciences and we're managing the programme on the South African end.
- Prof. Myres: Ok, Miriam the Magnificent.
- Mirriam: Prof. good morning, my name is Mirriam Mashego. I'm the programme manager within the ADA and I'm managing the programme, so you will be hearing more from me. All the time pushing, pressurizing, and doing all the admin work. Thank you so much, Prof.
- Prof. Myres: Thank you Mirriam. Khanya?
- Nokukanya: Good morning, everyone. My name is Khanya, and I'm also on the ADA team as the programme coordinator. I work together with Mirriam and DJ. I'm also on admin based and I was there with interviews. So, yes, we will be doing the same thing. We'll be pressurising you all, and we will basically be your golden people. So, thank you.
- Prof. Myres: That's very important to know if you need – If you have any problems or if you need anything, Mirriam and Khanya are the ones who will be there to assist you. Ok,

anybody else left out? No? So, I'm gonna start with the Japanese entrepreneurs is the South Africans are fine with that. You may have noticed that I am trying to say to each Japanese entrepreneur "Khadua" and then their name and it has "San" at the end. And that's how you greet people in Japan, so when you introduce yourself, the South Africans, if you could please tell the group how you would prefer to be addressed – How people greet in your culture. That could be a great way to start. So, I'm going to start off actually with Yoshitaka San.

Yoshitaka: Konichiwa.

Prof. Myres: Konichiwa Yoshitaka San. I can hear you very well.

Yoshitaka: So, my name is Yoshitaka Ohara. I'm running my own company, our name is Konahashi Otaku. So, I've been working in (inaudible) field, I've been (inaudible) entrepreneurial training programme for Japanese enterprises and also university students. At the same time, recently I started new business to develop new materials. The resources which we use is mycelium and saw dust. We combine this biowaste materials into an alternative for plastic. We are going to develop a product from this development. Anyway, I'm very happy to be here.

Prof. Myres: That sounds very exciting hearing all that (inaudible). Yuichiro San?

Yuichiro: Hi. My name is Yuichiro Yamanoha. (Inaudible) here.

Prof. Myres: We can hear you, Yuichiro, but we can't see you for some reason, I don't know why. Ah there you are.

Yuichiro: Ok, hi! Konichiwa, my name is Yuichiro Yamanoha. I'm from two companies. I do solar and renewable energy, and I'm forty-five years old. And, well, twenty years ago a big earthquake hit north-east Japan and a nuclear plant explode, and because of this and because I've become interested in the energy issues and started business expanding renewable energy from my hometown, Tokyo, community based. That is (inaudible) empire, that is my energy company. About three years ago I had the opportunity to meet landowners in the neighbourhood town, this is a mountain area, that I started a coal-solar sharing. This, it's a combined programme it's a solar panel and the farming. Yeah, solar farming it's now spreading in Japan. It's an initiative to do the solar panel on farmland. But yeah, it perform solar panel farm generation agriculture at the same time. And then, I have the, you know – I do the solar energy and then also I have company it's the blueberry farming, it's we grow thousands and thirty-seven kinds of blueberries with a hydroponics system and under the solar panel. We are often a tourist farm, a tourist blueberry farm in June next year, so now we are in the start up phase of business. So, I hope that we can see the possibility of our business through the initiative the worker's programme. Thank you all.

Prof. Myres: Thank you, Yuichiro San. Shohei San?

Shohei: Konichiwa everyone. So, I'm Shohei – Shohei Naito, founder and CEO of Nehao Agri. Nehao Agri is a start-up establishing five years now after the foundation. And what we are doing is we are blowing up the (inaudible) of (inaudible). And we have the product basis in Japan, and also in Thailand and also have the sales panel in Japan,

Thailand, Indonesia, etcetera. So, usually our thing is what we invest in the farmland we sale (inaudible) and what we have invested in was apple in Japan, and kiwi fruits in Japan, and sweet apple in Japan, and we have invested in strawberry farm in Thailand (inaudible name), so I think on some of you have produced same product, you know, as me and I think it's a good (inaudible) etcetera. And, one more thing is (inaudible name) from my company who is in charge of (inaudible) my business is also (inaudible).

Prof. Myres: Fantastic. Taka San, can you introduce yourself next?(27:45)

Taka: Thank you very much for the introduction. I'm Taka Itsuka. I'm with the Nehao Agri with Shohei. I was gonna greet as South African local language, if any, but I couldn't fine anything other than "hello" so (inaudible). So, as Shohei has said, I'm in charge of strawberry business in Tamai. We brought (inaudible) varieties into (inaudible) along with (inaudible) and construct greenhouse ourselves and start to produce several varieties including white varieties and wide varieties. We also start producing sweet potatoes in Thailand, so yeah, I'm very excited to be participating in this part and looking forward to discussing each and everyone of you. Thank you.

Prof. Myres: Thank you, Taka San. Ro Inoue San?

Inoue: Hi. Konichiwa. My name is Ro Inoue. I am owner of (Inaudible Name) Flour Farm. (Inaudible Name) is my grandfather's name. Now I have three business (inaudible). I produce strawberries in Nagano, (inaudible) in Nagano. Nagano is a (inaudible) but produce vegetables and fruits. (Inaudible) agri (inaudible) so, if farmer have some problem always, they can as us (inaudible). Now, I want to (inaudible) business in (inaudible). Starch – Starch (inaudible) every day. So much, yeah.

Prof. Myres: Wonderful, thank you Inoue San. Next is Naoi San.

Naoi: Hello, konichiwa!

Prof. Myres: Hi Naoi San.

Naoi: My name is Naoi Hinata, so please can me "No" – N O, No. I work for Myfarm – M-y-f-a-r-m, Myfarm. Before Myfarm, I started a growery, especially growing rice, porridge. And graduating, going to jail, all overseas operation (inaudible). So, I provide skill how to grow rice for people and management for their field work in Namibia to sell crop to South Africa –

Prof. Myres: Wow, wow, wow!

Naoi: I do –

Prof. Myres: Wow, rice in Namibia. Wow!

Naoi: I work for Myfarm, and the three other one, we stay in this workshop. So (inaudible Name), she's manage project from Mitsano Agriculture and support Japanese agriculture companies (inaudible), and finally it's Mizori Katzimita – She work agriculture as a consession. (Inaudible name) is the minister officer of our operation, and Youshia Kato, she is managing the agri-education service and project manager of

our programme. Then they have other jobs, so can't join the workshop. They are in production and workshop.

Prof. Myres: Ok. Thank you very much, and hopefully next time we will see them.

Naoi: Yup –

Prof. Myres: Awesome.

Naoi: And Myfarm, we have a vision, and we create society with self-production with self-conservation, which means all people plant vegetable, crops and fruits and feel (inaudible). So, they are for our visions, so give farms to our people, give agriculture educations to the school, and produce vegetable and many plants in various way cause under the (inaudible) and consulting farmers. And last, we have internet system. We selling vegetable, meat, fish on the internet, so through this business we trying to create virtually rich society.

Prof. Myres: I love your vision, No, it sounds very African actually I have to say. Thank you so much. And last but not least, I think - Raitoro San? No?

Inoue: Raitoro is me, so I don't know –

Prof. Myres: Oh, different names! Sorry! It's ok. Brilliant, ok thank you. Now, the South African entrepreneurs. I'm gonna start with Rabelani cause I can see him right now. Rabelani.

Rabelani: Matseloni –

Prof. Myres: Rabelani, we can't hear you well.

Rabelani: Can you hear me?

Prof. Myres: Yes, we can hear you now.

Rabelani: Ok, my name is Rabelani, and I am a farmer and consultant here in South Africa. I am a farmer and CEO of a company called (Inaudible) Brands. (Name) Brands is a member of (inaudible) and we (inaudible) Agri where we farm in Limpopo and Northwest province and consulting. On farming, we farm the high volume crops like (inaudible). We have another division called (inaudible) where we do agricultural processing. We buy vegetables from local farmers, we (inaudible) each of them and (inaudible) our target market (inaudible) cereals and households when it's ready (inaudible). (Inaudible) is also our division where we invented a fertilizer from eggshells, it's only organic calcium and is calcium rich compared to fertilizers from other companies – Fifteen percent more. So, hopefully it will be on the shelf by March. We also have division of selling fruits in bulk supplies and (inaudible), it's called Linfruit. So, I hope our contribution will add value to this project. Thank you.

Prof. Myres: Rabelani, we can't hear you very well cause your sound breaking up. Is there anything you can do about that for the introduction? Ok, Bright? Could you introduce yourself next please?

Bright: Good morning, everyone, good morning Prof. Just a quick one my Prof, I am in an alumni of Yuki.

Prof. Myres: Yeah.

Bright: So, my name is Bright Lakam. So, you are more than welcome to address me as Bright, just as that. So, so, so naturally I am the founder and CEO of The Development Alliance Group (inaudible). What we do in (inaudible) is to occupy prime (inaudible). One very services send it for development and the (inaudible) at a (inaudible) as well as markets.

Prof. Myres: Wow.

Bright: Ya. So, essentially what we are doing is that we are promoting agri (inaudible) within mineral areas of Africa, but not only limited to Africa but also the world across us, beyond Africa. I mean, ok yeah (inaudible). So that's what we primarily and the reason why we do it is simply because the appropriation of land in Africa – Part of the communities where sitting with either nothing, (inaudible) doesn't last or number two it's not to last at all and we thought there's a gap that actually, you know, take advantage of whilst we are circling communities (inaudible) communities as well as (inaudible), that was number one. Number two is a farmer and a member of our water deck, so he's an (inaudible) harvesting and processing facility. So, essentially, we just met from what life made him meat, call it either as dry meat or wet meats largely for your private hotel and lodges. So, reason for that is that we try and introduce the products into mass meetings, largely in South Africa built into the market (inaudible).

Prof. Myres: Thank you, Bright. I've noticed something already – That almost all of you have more than one business. Isn't that interesting? Amazing. Ok, so the next person I am going to ask to hear from is Renate.

Renate: Thank you so much. Morning everybody, or good afternoon. I actually (inaudible) my profile I don't know if I can share it, is it ok if I can share my screen with you?

Prof. Myres: I don't know if you can, Renate. Can you just talk it cause I'm scared we gonna slow the process.

Renate: Ya, ok. Just give me two seconds. So, the main point that I want to share with you is just that I am a director of a company called Poly Organics. It is a composting business. We really originated cause there's a need for a few recycled organic waste in a more eco-friendly manner. Carbon comes out of the soil and there's a few processes that put it back in the soil and composting is one of the processes where we take carbon out of the atmosphere and putting it back in the soil, which is the reason why our business exists. We predominantly recycle horse manure waste local community – Equestrian community. We have been expanding now to local restaurants and we have recently contacted Pikitup to see if there's any – Pikitup being our government rubbishing service, to see if we can expand to the broader community. So that's the one arm of our business. The other arm of our business, it came from putting compost into soil. We have a small piece of land, about twenty-one hectares where we started growing vegetables, leafy greens, and maize. Background on myself – I am, apart from running the composting business, I also consult for a company called IQ Business which is a management consulting firm. I study industrial engineering at the University of Pretoria, and I have recently finished my post-graduate, and I have also recently

joined the Institute for Industrial Engineering and I'm living – I'm working towards becoming a professional engineer. And, yeah. That's it from my side.

Prof. Myres: Thank you, Renate. That was wonderful. Kgaladi, can I ask you to introduce yourself next?

Kgaladi: Good morning everyone, my name is Kgaladi. You can call me Ladi.

Prof. Myres: Ladi – Ok, thank you.

Kgaladi: Yes. So, I am a farmer and I studied at (inaudible). I studied food science, and I worked for a research company here in South Africa, CSIR – Council for Scientific and Industrial Research for twelve years and there I learned to value add in indigenous plants, and my company manufactures tea – It's a tea brand. This is my tea.

Prof. Myres: Yay! Wonderful!

Kgaladi: And, I also manufacture (inaudible) – This is one of my brands.

Prof. Myres: Wow, Ladi.

Kgaladi: You can Google my company, it's called House of Indiza, I'll be here. Thank you. My challenges are distribution channels.

Prof. Myres: Are we gonna talk about those in a moment, Ladi, thank you. Thank you for your wonderful introduction. Mbali?

Mbali: Good morning, everybody, and good afternoon to (inaudible). My name is Mbali Noko, I'm a commercial vegetable farmer. I farm sweet peppers hydroponically in Johannesburg and so I (inaudible) retailers, fruit processors and wholesalers across South Africa. Thank you.

Prof. Myres: Wonderful, Mbali. Thank you. Motlatsi?

Motlatsi: Thank you, hi everyone, my name is Motlatsi Tolo, but you may call me Mo. I am the manager at a family-owned business called Rasito Agricultural Enterprise and we are situated in the Northwest. Our main production unit is in the broiler production and (inaudible) we are looking (inaudible) in regards to solar panels for the current production unit, including our (inaudible) and (inaudible) how the poultry industry can reduce our carbon interest. I have a background in environmental science (inaudible), I have just started in (inaudible) project management. I'm also managing director for business development (inaudible) for a company called (inaudible), so we are learning about shipment about importing exporting for this type of commodity, so we have largely interacted to see how to get the flow of movement within (inaudible). Thank you.

Prof. Myres: Motlatsi, can we ask you to put your camera on only for a moment just so we can see you?

Motlatsi: (Inaudible).

Prof. Myres: Oh, ok. Ok. Well hopefully we can see you next time. We know you're real though cause we can hear you.

Motlatsi: (Laughing) Indeed.

Prof. Myres: Ok. Jovi Chen – There you are.

Jovi: Morning everyone. Can you see me, can you hear me?

Prof. Myres: I can see you, hi Jovi.

Jovi: Hi, konichiwa to South Africa and Miss (inaudible) as well. My name is Jovi Chen. I must say I'm super excited about this programme because just listen to everybody's interaction, I can already see there's a lots of collaboration opportunities, you know? And a lots of opportunities unleashed (inaudible). Just give your opportunity (inaudible) run, right. So, I spent twenty years in investment banking, you know, predominantly in (inaudible). So, my last corporate job I was actually, you know, having (inaudible) African country (inaudible) so part of my portfolio. Through that, and that's when I realized lots of farming opportunity and that's how I see myself. I'm actually the ex-corporate executive turning to the social engineers and that's how people call me as well. And I'm currently the CEO for the company called Zenconsotian. So, Zenconsotian like pro – Like first of all you were mentioning, like everybody here like a multi-hat (inaudible), I'm one of those as well. So, if I look at Zenconsotian, we actually focus on displaying multiple agriculture, first one being we are actively into the agri-tech space. Not only are we in South Africa, but also across the border. Just to give you an example, right, so we recently did the pilot in Rwanda, you know, from the drone. You know, you flash drone to actually drive the whole efficiency on the farm, what you call, managers point of view and with the technology we're piloting the managing to actually save the water resource almost close to ninety percent, which is really low, you know?

Prof. Myres: Wow!

Jovi: Especially in African continent when water is as scarce as it is at the moment.

Prof. Myres: Very Scarce.

Jovi: And so that is from the agri-tech group. The second thing we do from the from the Zenconsotian, we do lots of intercontinental (inaudible) between Africa and Asia. So, I'll give you a quick example – From South Africa we export tomato and also South African wine into Asia, into like Taiwan and China. And in the moment, we also start to invest, because I mean in Asia there's a huge demand, you know, from the biodegradable pill out of a material which can we can recycle into the (inaudible) which can (inaudible). So, what they did, they used build, you know, to manufacture something like reusable, you know, the fork, the reusable chopstick, etcetera. Then was big demand on their side, so one we currently busy with at the moment. So, there's from the (inaudible), right. And thirdly is we also have huge, you know, incubation acceleration programme we run to actually (inaudible) number one, community farming, number two, the farmers in the semi space, number three, also try to help them get into Asian market. It make sense, so I think, you know, one of the biggest achievement we have done of the past twelve months – We managed to assist three SME farmers in South Africa to actually become part of supply chain into fruit and vegetable, you know. One of the – For those colleagues from Japan, the fruit and

veg is actually one of the biggest, the farming-retail store in South Africa. Ok, so we help to actually supply the product into the (inaudible).

Prof. Myres: Awesome!

Jovi: So, I think that's me from my side. Yeah.

Prof. Myres: Thank you, Jovi! One for all – Sounds exciting! Noel?

Noel: Morning to my South African colleagues and Konichiwa to (inaudible). Thank you for the opportunity. My name is Noel (inaudible). I do not (inaudible).

Prof. Myres: Argh!

Noel: But I love Pretoria, I was based in Pretoria for about six years. I'm based in the western Cape now, which is the southern – The most southern tip of Africa, actually. It's currently harvesting time here, so we're very busy with the harvesting. Winter season harvesting. We're currently harvesting wheat and oats. I'm the founder of Four Farmers Group South Africa. We been involved in the agricultural space since 2010. We started specializing in specific commodities, being more specialized in grains, and from 2013 we've been doing out growing programmes for the local market, as well as export markets for maize, sorkom soya, ground nuts in the summer and then in the winter we do wheat and oats. In 2018 we restructured our business whereby we gave organized farmers into regional structures – Gave them ownership in these regional structures. We currently have a hundred-and-fifty-three shareholders within our group, all for active farmers in four provinces in South Africa, namely the Western Cape, Mpumalanga, KwaZulu Natal and also Northwest and a portion of the Northern Cape as well. So, we produce on these shareholders that we have organized into the regional entities, the purpose of these entities is to create agricultural hubs of excellence, and so to create an incubation support structure to support his farmers to become commercial. We have been supplying the local and the international markets. We've opted to be part of this collaboration and discussion with Japanese counterparts to learn and to experience and to also potentially add value with regards to the discussions that we will have. And then our key business from a support point of view is to raise funding. We've raised funding for these farmers to produce these specific crops and we've facilitated markets; we provide technical support and business and administrative support services as well. I'm a social entrepreneur and I'm very glad to be part of this discussion.

Prof. Myres: Thank you, Noel. Wonderful. Now we going to Ntakeni.

Ntakeni: Morning, Prof. And afternoon to our Japanese colleagues and morning to our South African colleagues. Prof. very good to see you on this side as well having met you on the conceiver side.

Prof. Myres: Yes. Ntakeni, we can't see you. Can you put a light on or something? You're in the dark.

Ntakeni: This is as much light as –

Prof. Myres: Oh, is it! Are you in loadshedding?

- Ntakeni: No, I'm not. I'm on my cell and the signal here is very temperamental so if I make a slight movement, you lose me completely.
- Prof. Myres: Ok, no fine (inaudible).
- Ntakeni: So, I have to sit still.
- Proof. Myres: Ok.
- Ntakeni: Unfortunately, this is the best spot for signal, but it's got the worst light.
- Prof. Myres: Ok. Well then turn off your camera then take, Ntakeni, we'll give you the, some leave then.
- Ntakeni: Just a little bit about myself. I am an ex-corporate animal. I was in corporate for almost twenty years having worked in different industries – Mining, telecoms, banking. I jilted that just a little under two years ago, now I'm focusing on really building the farming business. The farming business is a family-owned business. I am the managing director, come CEO. We are involved in beef production. We currently busy with crossing our Ngunis, which is an indigenous breed with wagyu which our Japanese colleagues would be quite familiar with actually.
- Prof. Myres: Wow!
- Ntakeni: Yes. And then on the – We also have a crop side and the main focus on the crop side is sweet peppers, but we also produce watermelon because the area that we find ourselves in is very good for watermelon, although we have everything that eats around here, so when you produce your watermelon, you need to really go big because you must also factor in your animals. They are either going to come and have a bit of their share from your field as well. We also produce chillies as well. So, ya, we produce these under net houses. We have just a little over two hectares of net houses where we produce a high value crops, and that's basically it about us.
- Prof. Myres: So exciting, Ntakeni. Lovely to see you again. Phakiso?
- Phakiso: Good morning, Prof. Good afternoon to my colleagues in Japan – Let me attempt to say Ohaio. I hope that's the correct way.
- Prof. Myres: Are you reading from Google Translate?
- Phakiso: (Laughs) Colleagues, my name is Phakiso. I'm the managing director of Phalang Eggs. My background is in (inaudible) consulting, customer service, indigenous knowledge management systems. Phalang Eggs was formed and established in response to the need to provide quality, affordably eggs to communities at a lower price through a system that involves the community themselves through a system that capitalizes at a leverages on the indigenous agricultural way of making food and providing sustainable food. So, that's the way our company originated. We supply tuckshops and we supply schools with eggs, we supply stores, we supply supermarkets that's where we play in. At the current moment, we are running at a capacity of three-thousand-four-hundred layers, maybe let me take a moment to distinguish layers from broilers. Broilers is a focus or a growing chicken for primarily meat, and layers it's really focussed on growing – Producing eggs from birds. So, we playing in the space

of egg production. So, we are pushing at a rate of eighty-five percent production per day, that give you, you can give and take three-thousand eggs per day. It's a small growing enterprise. The objective going forward is really to scale up, open avenues for bigger markets, and in a way that ensures environmental and natural sustainability cause I'm very big, we're very big on ensuring protection of nature and while we grow but protect and keep the community involved and maximize the indigenous systems of making agriculture to thrive into the future. And that way we believe that we'll secure sustainability for future generations and create more jobs for our future future future kids and children. Thank you.

Prof. Myres: Thank you, Phakiso for worrying about my great-grandchildren, I'm very grateful. Thank you. Great, now we have Sinelizwi. There you are.

Sinelizwi: Hello. Excellent. Sinelizwi Fakade is my (inaudible) name. In my language when you greet, you say "Moloweni". I am Xhosa – Yes, I'm from the Eastern Cape, the province of opportunity and I'm a commercial farmer. I've got a – I own a two-thousand-hectare farm of which I've got one-thousand-four-hundred hectares under production. I'm a grain farmer in particular; maize, soya, sawgum, and some oats, and this farm only started in 2019. I was employed in the agricultural sector in an organization called Grand South Africa where I did a lot of development work, which is my stick and cap. I'm heavily involved in rural development work and commercialization of other grain farmers in the province. I'm the founder of an NPO called Ukhanyo Farmer Development, UFD which obviously is the wing of development that I do over and above my farming, and I mentor and guide through team of thirty-six young agricultural graduates. A database of two-thousand farmers in the Eastern Cape province and we pretty much, you know, unlocking the agricultural potential of rural areas and really bringing to the forefront the potential of communal land and we doing commercialized grain production in these communal areas of Eastern Cape. So, my farming in terms of the operations is called Rocky Park Farming Group and it's a family operation of which I'm the founder and CEO, and we are a young family, a small family that is running the third largest grain production farm in the Eastern Cape province. So, ya, that makes Sinelizwi Fakade. Thanks.

Prof. Myres: Sinelizwi, that was very inspiring. Thank you so much. And last but not least, we have Nchape.

Paul: Dumela – That's Tswana for (inaudible)

Bright: For Bright!

Paul: My name is Paul Nthsabele. I studied agronomy at the University of Pretoria. I run a company called PHJ Group. PHJ Group is a local partner with Japanese seed company called Sato from Yokohama. We've got exclusivity on their genetics to distribute and incubate and grow the market, so we do business development. We work with government, we work with NGO, we work with all of the farmers throughout the programmes where we introduce them to varieties which are suitable for their area, for their climate, for their season, and we do incubation for buyers. We work with the retailers; we work with the processor where we introduce them to the cultivars that are suitable for the markets. So, we also do facilitate access to the markets to small

holder farmers that we're working with, and we work with other government institutions like Land Bank. We've worked with the Agricultural Research Council; we've worked with the Department of Agriculture where we worked with the extension officers where we introduced best practices and economic practices. We've done projects for JICA, for the Japanese International Cooperation Agency. We've worked with a JSP system, Japanese Smallholder Programme, with the Ministry of Agriculture and Forestry and Fishery for Japan. We also running a product, a unique fertilizer product where we work with ESKOM where we use the fly ash from ESKOM and we mix it with soy sludge and we've created an organic fertilizer. We working with the Department of Environmental Affairs to lead a (inaudible) presidency initiative, then we work with the University of Pretoria as a partner to PHJ group with the house of mentionable traditional leaders. The House of Mentionable Traditional Leaders represents hundred-and-eighty tribal leaders in the country, that is fifteen percent of the country's total surface, with over twenty-hundred people that live on it. We've been tasked by the presidency together with the University of Pretoria to come up with a commercial plan to productively use the one-million hectare we've been placed by traditional leaders. Thank you.

Prof. Myres: Thank you all! Anybody on call and hasn't yet introduced themselves? I hope I've covered everybody.

Andile: Hi, hello, hello Prof.

Prof. Myres: Andile!

Andile: I must be lucky.

Prof. Myres: Sorry, Andile. My mistake.

Andile: I hope can see me.

Prof. Myres: We can see you.

Andile: Yeah, so, my name is Andile and (inaudible). I mainly produce seedling starts and we basically focus on (inaudible) and hydroponics and we've been doing this for the past three, four years and we are currently expending out to farmers that are on land. So, basically for us it's about realizing (inaudible) input.

Prof. Myres: Thank you, Andile! Now I really do think I have everybody. Anybody I've forgotten? Great! I don't know about you, but I'm really excited and inspired by the amazing people that we have on this programme, and I'm really excited to be getting to know you a little bit better. What are we, what we are going to do in the next section before we have a short break is to put you into breakout rooms – You don't have to do anything, our delightful Khanya will do organizing and what we are going to do in these breakout rooms is put you into smaller groups of three or four where you can more easily discuss what it is one has been doing - Over and over and over again in this programme we'll be putting you into these smaller groups so that you can more easily discuss issues with each other, and so there will be four groups of four and one group of three, that's who we have in room now. Each section you will be in a different group, you'll meet different people. So, don't worry if the people you meet are

farmers and you do fruit, we'll actually make sure that everybody meets everybody in the group. What I'd like you to discuss this first group is for each person in the group to talk about two opportunities that they have at the moment – Two opportunities, two new opportunities that they are thinking about pursuing, two opportunities that they are in the process of pursuing, two opportunities that are exciting at the moment, and at the same time to talk about two challenges – Two challenges that you are currently facing in your business. So, two opportunities and two challenges, and you might want to start with the challenges and end with the opportunities because it's always nice to end your conversation on a high note. I know this is very tiring. We're going to break into those groups and have that conversation in round about forty to forty-five minutes, but I will come in and check on everybody. So, that means if there's four of you in the group that each person should not talk for more than ten minutes other wise you won't all get a chance. So, somebody in the group keep an eye on the time, and somebody in the group take notes if you're not all taking notes. Later on in the session we're gonna come back to those opportunities and challenges, so we just want somebody to remember in your group what the opportunities and challenges are for each person. Does anybody have any questions at this point? And after that we will have the unit break, have a (inaudible). Everybody ok with what I'm saying? Yes? Give me a thumbs up? I don't know, is thumbs up a right thing to do in Japan or is there – Is it not polite?

Shohei: That's ok, that's a thing to do in Japan as well.

Prof. Myres: Ok, great. Thank you. Ok, so, everybody's happy. Now I'm going to ask Kanya to please put you in your groups – and Khanya has done very well, she's actually typed all this in the platform so you can read as well. Two opportunities, two challenges.

Khanya: Excuse my spelling.

Prof. Myres: It's ok, Khanya. Thank you, we'll forgive you. If any of – If any colleagues at all are unclear because of the English, please don't hesitate to put up your hand and we'll make sure somebody can explain it to you, ok? So, actually in Japan and South Africa English is a problem, so please don't hesitate –

Miriam: Noel, are you not assigned in any room?

Noel: (Inaudible)

Miriam: I've assign you to a room, I think you – Ok?

Khanya: (Inaudible) I think he might just be off.

Miriam: Oh, ok. So, Yoshitaka San are you not assigned to any room?

Yoshitaka: Yes, I am inside the room now. Hello?

Miriam: (Inaudible) I am going to try and assign you.

Yoshitaka: Yes, please. Ok, so who is this now?

Andile: It's Andile.

Miriam: Andile, I've assigned you now – I've reassigned you. Ok, so Yoshitaka I'm going to try and assign you now.

Yoshitaka: Ok. Sorry let me –

(Inaudible chatter)

Andile: Hello? Is this (inaudible)? Mirriam could you please assist me? I think I'm having challenges with my Teams, it just drops me.

Khanya: Hi Andile.

Andile: Hello, hello.

Khanya: Hi, sorry.

Andile: I'm, I'm – Yes.

Khanya: It probably looks like when you drop off it kicks you out of the group. I may have just sorted that out now.

Andile: Yes, also if someone can maybe just send me the group link maybe I can just regain access from the group link.

Khanya: Ok, ok.

Andile: Yes, maybe I don't know, maybe I drop my work maybe here on the net and marking is going to be easier (inaudible).

Khanya: Let me just ask how Mirriam will sort it out on her side.

Prof. Myres: Just hold on for me please. Yuichiro? Yuichiro San? Can you hear me?

Yuichiro: Yes, I can hear you.

Prof. Myres: I don't know how you did this, but you're supposed to be in your group. In your group you're on hold but here you are in the main group.

Khanya: Ya.

Prof. Myres: So, Khanya can you help Yuichiro?

Khanya: Ok, so Mirriam is just sorting it out hold on.

Prof. Myres: (Inaudible) Thank you. And now Kai? Where's Kai supposed to be?

Kai: Hello, professor Myres? I seem to be remaining –

Prof. Myres: Kai?

Kai: Yes?

Prof. Myres: Kai, we need – We need to allocate you to a group and observe, so Khanya can you do that? Kai we didn't have you on the list so sorry that's why. But we'll fix it now.

Kai: Ok. So, am I supposed to look around the similar groups?

Prof. Myres: You're just supposed to go in to one to observe what they're doing.

Kai: Ok, so I'm supposed to (inaudible)

Prof. Myres: No, not to look but to observe.

Khanya: Kai – Kai, Mirriam is just going to reassign you just now.

Prof. Myres: Just hang on a second.

Kai: Ok, figured it out.

Prof. Myres: And Andile – Andile is also being reassigned, Khanya?

Khanya: Sorry, Kerrin (inaudible) works from (inaudible). There we are.

Prof. Myres: No!

Khanya: And we also need to reassign Noel Bastiaan, he just came back.

Noel: (Inaudible)

Khanya: Just a moment, Noel. Mirriam is going to reassign you now to a group.

Noel: I was in group three with Mbali and (inaudible Name).

Khanya: Ok. Noel was in group three with Mbali and –

Prof. Myres: Mirriam's gone. She's now on hold. Does she know she's on hold?

Noel: Got some internet challenges down in the (inaudible).

Prof. Myres: Noel, that's what happens when you live in Cape Town. Ah – Mirriam... Hey? This technology is stressful. Khanya, does Mirriam know she's on hold?

Khanya: So, she's in another group – She's actually in another group where she's trying to reassign Kai and Noel.

Prof. Myres: Oh, she's not gonna be able to do it (inaudible) out.

Khanya: Ya, ya, ya – Ok.

Prof. Myres: And Khanya, we really need to know what's happening here.

Khanya: Yes, ok.

Prof. Myres: It doesn't matter, it doesn't matter if we can't do anything. (Inaudible) but it's not.

Noel: I'm just gonna switch off my camera and see if I move to a better space in (inaudible).

Prof. Myres: Thanks. Noel. Please don't check out.

Mirriam: Hi, Prof.

Prof. Myres: Mirriam you back?

Mirriam: Ya, where are you? You in the main platform, right?

Prof. Myres: I'm in the main platform. Kai and Noel need to go to a group.

Miriam: I need to reassign them and it looks like I'm battling. Ok, let me try it because on the main breakaway rooms it says "all delegates are assigned" so it don't look like they're floating.

Prof. Myres: Oh –

Miriam: And yes.

Prof. Myres: Can you just add them, add them manually?

Miriam: Ok –

Prof. Myres: Like, rather than –

Miriam: Yeah, let me add them. Ok.

Khanya: Hi Miriam, I've asked for (inaudible) Paul, he will just control your screen and just everything for it, so –

Miriam: Ok.

Khanya: In the meantime, could you please pause the recording?

Miriam: Ok... So, Kai was in which group?

Prof. Myres: So, Kai wasn't assigned, Miriam. So, we didn't have her on the original list, so.

Miriam: Ok.

Kai: (Inaudible) participate in the (inaudible) maybe that's why?

Prof. Myres: Oh, no. It's just cause we've lost track of however many people are joining. Sorry about this.

Kai: No, not at all. Thank you very much (inaudible).

Prof. Myres: We're very happy to have you, though!

Kai: Thank you very much, professor Myres! The connection here is also –

END OF TRANSCRIPTION