

Workshop 1 – 2nd Session

- Speaker 1: Well, now (Name) and everyone else. So, yes, we did have time. We talked about our challenges and our opportunities, and we could see synergies where we could help, you know, others and also give input and to certain areas that, they are not necessarily looking into just to say: “Have you thought about this, have you checked, have you done this?” And to say how can – If a Japanese company want to land in South Africa, who they can interact with and such, and I (inaudible).
- Speaker 2: You dropped ahead, that was supposed to be the next session, but anyway that’s totally fine.
- Speaker 1: We are all visiting well in Cape Town, he’s hosting us and he’s bringing wine.
- Speaker 2: Ah, that’s good. But you know, they have very internet in Cape Town. You mustn’t go to Cape Town; you must come to Johannesburg. (Laughs) Ok, anybody from another group? I’m sorry, I can’t see who was in which group, so unfortunately - Anybody in another group? Just wanna say something about their experience? Was it – How did it go?
- Speaker 3: I’m – I’ll go. I was in room four with (Names), I’m sorry if I’m butchering your names, (Names). What was interesting was in our group I also identified a lot of common opportunities and common challenges although we in different areas. For example, the location, so (Name) is located in a Mountainous area, so he has an opportunity for a tourist experience, whereas myself and (Names), sorry if I’m pronouncing it weirdly, are located close to, so (Name), the Western Cape guys are located close to the harbour and I’m located quite close to an airport which means that there’s also an opportunity for export development, so it was interesting to see how there are commonalities although there’s a lot of differences between our businesses, that there are commonalities within our businesses as well.
- Speaker 2: Awesome, that’s very, very, very exciting. Anybody else wanna share what happened in their group?
- Speaker 1: (Name)?
- Speaker 4: Hi Prof. I –
- Speaker 2: Hi (Name).
- Speaker 4: This is (Name) here. My group and I, which was (Names) very interestingly the three of us prey in an agri space where we are very much on the informal to semi-formal with the common struggle or challenge of how to commercialize, how to grow our businesses to make sure that we can compete on a much more competitive basis with the more formal side of our different businesses and such as. So –
- Speaker 2: Interesting.
- Speaker 4: Ya, so it’s a – It’s that common challenge that, and these two and also the common future opportunity of finding ways in which we can in our case as a agri-producer, and try to produce eggs in a, that are of high quality using production systems that are sustainable, high quality – Using feeds that is of high quality so that the hens are not compromised health-wise and the product, and product is of high quality that can

compete toe-to-toe with similar product from more established commercial producers. So, the guys –

Speaker 2: Wow...

Speaker 4: - That those challenges of how do we use technology, take advantage of technology to actually get our product much more visible to the market and how you offset some of the unavoidable challenges of costs because our businesses attract a huge input hike, input cost to produce our products, but how do you still not compromise on the quality input for your production and also make sure that you, what do you call... Harvest your investment, you return on your investment so that you don't die as it will so (inaudible) –

Speaker 2: Fantastic! That sounds amazing. So, I want to hear two – One last group needs to share how their discussion went and then we going to have a break. Who said the...?

Speaker 5: Here. So that group was only me and (Name), but we discussed a lot and, you know, as other groups said, we had, we saw a lot of similarity. So, first of all, we had no agricultural background and got into the industry in 2016, so that was exactly the same.

Speaker 2: Wow!

Speaker 5: And when it comes to the challenge and current stage, I would say it's more or less kind of similar, so we have a certain size of farmland and had an operation, and the challenge – Challenge and opportunity obviously we'd like to scale all the business and when it comes to the challenge (Name) said land is one of the problem, and us, the operation we had more problem because we start the business from exporter – As exporter, so we are not that strong at production. So more or less, you know, similar but different and we, you know, understand the difference between South African and Japanese agriculture industry. It was so exciting.

Speaker 2: *Laughs* That's wonderful, that's really amazing how many similarities there are as well as differences – That's really exciting. Ok, so it's been a really intense short time. Can we have a fifteen-minute break? I suggest you don't log off but just switch off your camera and your microphone and please come back in fifteen minutes, which will make it twenty-five-to-twelve South African time. But fifteen minutes for the break. I'm not thinking in Japanese time yet, but I will get there. Thank you very much, colleagues, I look forward to seeing you after the break and then we'll go back into the groups to discuss more. See you soon. Can the program team just –

END OF TRANSCRIPT