

# THE ATLANTIC DIALOGUES

September 28, 2012

## Opening Address by

**Mostafa Terrab, President and CEO, OCP Group and OCP Foundation**

Rabat, Morocco



**Mostafa Terrab, President and CEO of the OCP Group and OCP Foundation, greets Craig Kennedy, President of the German Marshall Fund, which partnered with the OCP Foundation to convene “The Atlantic Dialogues.”**

**Edited summary of remarks:** “It is indeed, with tremendous pleasure, that I welcome you to Morocco and to Rabat and to the Atlantic Dialogues. We’re very grateful that you accepted [our invitation] in difficult times for the region.

“We’re also extremely happy to see the community growing. Last year was no comparison in terms of size and quality, so we’re happy to see that this event is being established as a yearly event and indeed very fortunate to work with you, the whole GMF team. And your leadership is a very gratifying experience, a learning experience for not only the OCP Foundation but OCP as a whole.

“I think the [first point I want to make is] why Morocco, why is this the right place for a broader Atlantic dialogue? Why OCP? Our business is fertilizer, our business really is agriculture and food security and in our every day dealing with the global markets, what came across to us is really a huge gap in perception and, indeed, in vision. And I have to say it as such, between North and South, when it comes to the Atlantic and the potential and the vision.

“And I think the best way to illustrate this is through the two sectors that we really deal with as a fertilizer company, agriculture but also energy because we compete with the energy sector in terms of natural resources when it comes to gas and oil. I’m sure you’ve all seen the map of electric or energy consumption of the world. And I think it is a very striking map. If we put in the dots for the consumption of fertilizer, we would have precisely the same pattern.

“Our clients are all over the world, except in Africa. Ironically, most of the natural resources that go to make fertilizers come from Africa, whether it be gas, phosphate, and other things. If we look at the other map, I think it’s even more striking. You know, this is where the population of less than 15 years old exists and it is really extremely striking. It is forecast that more than 1.5 billion youth of working age in 2014 will be in Africa.



“But the reason I wanted to show this, is that, there are two ways to look at this. And this is the gap we saw that really drove us to want to do this dialogue. There are two ways to view this. Either as Africa as the locus of problems, that is where food security problems are the most persistent. So when we look at energy in Africa, we think in terms of security of supply. We know where the center of gravity of energy is. It’s moving strongly in the South Atlantic. Well, the way we view this, even as a company, is, that Africa has a huge opportunity for the global economy over the next decades.

“Both this food security reality and this energy reality can be viewed this way. Wherever we go, we see exactly the same vision gap. You know, if you look at this, I think it is compelling. The next growth area is Africa, and yet, policies and business strategies conceived in the north consider Africa as a problem, not as an opportunity. And really, this is the major impetus that drove us to look at it the same way.

“One way to see this--and this is probably one of the most attractive feature of this initiative that I really would like to strengthen, is to include the young future leaders in the Atlantic Basin into what we’re doing next. I think this is a wonderful opportunity, I know that some of them are here, but this is really something dear to our heart as OCP.

“So, the other way to look at this is, when I say policies and business strategies, none of the forecast that we come across, whether in international development agencies or financial institutions, in terms of consumption of fertilizers over the next 30 years, take Africa into account. Just imagine, in terms of the pressure and even geopolitics of natural resources, what will happen when Africa starts consuming its own natural resources. Again, I haven’t seen any policy being formulated based on the assumption that Africa could become a growth area in agriculture and industry, not withstanding lip service here and there, frankly.

“So we’re very grateful to embark on this with you. We’re very grateful that this is being established.”

