



AGRIBUSINESS TRADE AND INVESTMENT MISSION TO NIGERIA (ATIM2024)

THEME

Connecting Deals Seeding Growth
August 5th - 9th, 2024 | Nigeria



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ABOUT

Capitalizing on Nigeria's burgeoning agribusiness landscape and promising trade outlook, Welcome2Africa International presents a focused 5-day agribusiness trade and investment mission to Nigeria, from April 22-26, 2024. This strategic mission fosters connections and unlocks opportunities for partnership, investment, and trade between Nigeria and the global community.



Target Agro-commodities

- Cocoa
- Cashew
- Ginger
- Oil palm
- Wheat
- Rice



MISSION OPPORTUNITIES TO PARTICIPANT

- **Targeted B2B meetings:** Match with over 30 top producers, processors, and investors around selected commodity value chains.
- **Business visits:** Explore strategic visits to leading processing facilities, and farms across key states like Lagos, Cross River, and Ondo, Abuja.
- **Market Entry:** Gain market entry insight, and meet leading trade partners, investment partners government agencies, and industry associations.
- **Investment support:** Access land resources, data, technical expertise, and local partnerships.
- **Strategic networking:** Attend the prestigious Agri-Investment & Capital Market Conference (AICM2024) with over 300 agribusiness producers and financiers.



AGENDA - Day One

Authorities and Regulatory Meeting (Abuja, FCT Nigeria)

Regulatory and partnership meeting with The Apex Bank of Nigeria, Ministry Departments and Agencies of Government responsible for supporting investments and trade including:

- Office of the Vice Presidents of Nigeria
- Federal Ministry of Agricultural and Food Security (FMAFS)
- Federal Ministry of Industry Trade and Investment (FMITI)
- Central bank of Nigeria (CBN)
- Nigeria Export Promotion Commission (NEPC)
- Nigeria Investment Promotion Commission (NIPC)



Opportunities

Round Table Meeting: Gain insights into government policies and regulations supporting production, and trade - Identify potential incentives and support programs for investors.

Sites Visit and Business Meetings: Day Two - Three

Participants would be divided into groups in accordance to sector of interest and business needs.

AGENDA - Day Two - Five

Site Visits and Business Meetings - Cocoa

ORGANIZATION AND LOCATION

Johnvent (Ondo State, Nigeria)

A wholly indigenous-owned agribusiness with a Cocoa processing factory is a 15,000 tonnes automated plant. Presently, the database currently has over 5,000 farmers.

SAO Agro (Ondo State, Nigeria)

The company's solar-powered commercial farm estate, spanning over 20,000 Hectares, is poised to empower over 100,000 farmers by 2025

AFEX (Oyo State, Nigeria)

Nigeria's leading commodities market player, support over 5,000 farmers enabling them to transition to sustainable cocoa farming production with immersive training on best agronomic techniques, access to finance, structured markets, and secure commodity **storage.**

FTN cocoa Processor (Oyo State, Nigeria)

The Company has been operation in Nigeria for the past 13 years. it has established strong relations with overseas cocoa product buyers all over the world.



Cocoa Opportunities

Connect with key stakeholders: Network with Niger's top cocoa producers and dealers Exporters, and service providers to unlock the \$5 billion market.

Trade: Get access to competitive price for cocoa buying directly from major producers.

·Cocoa Processing: Drive the development of cocoa-based products and value-added derivatives such as chocolate for Nigerian market.

AGENDA - Day Two - Five

Site Visits and Business Meetings - Cashew

ORGANIZATION AND LOCATION

Valency International (Lagos State, Nigeria)

The company's footprint in Nigeria extends to 21 product categories across agricultural commodities, processed Agri products, Agri Inputs, Industrial Chemicals and FMCG food products.

Julius Berger (Lagos State, Nigeria)

Operates a semi-automated cashew processing plant in Epe, Lagos and is partnering with farmers, employing over 300 employees with a target of zero-waste policy at the production plant.

Olam Nigeria (Lagos State, Nigeria)

A major food and agri-business company, operating in 60 countries and supplying food and industrial raw materials to over 20,900 customers worldwide.

FoodPro (Lagos State, Nigeria)

An agro allied establishment with FoodPro supports over 400 hardworking rural women to earn a sustainable income, support their families and impact their immediate communities.



Cashew Opportunities

- Connect with key players: Network with Nigeria's top 20+ cashew producers, processors, exporters, and service providers to tap into the \$4 billion market.
- Technology leapfrogs: Partner with international processing experts to introduce advanced technologies and best practices, propelling Nigerian processors to the forefront.
- Cashew innovation: Drive the development of new cashew-based products and value-added derivatives, catering to a diversifying market.

AGENDA - Day Two - Five

Site Visits and Business Meetings - Ginger

ORGANIZATION AND LOCATION

Agricorp (Lagos State, Nigeria)

A fully integrated agro allied establishment, Agricorp work and support 80,000 local farmers to fully maximize crop cultivation potentials and consistently deliver on global market demands for indigenous spices

Truvis Agro (Lagos State, Nigeria)

Has over 2000 hectares of farmland across four states in Nigeria, signed production contracts and guaranteed off take agreements for 2000 tons of processed herbs and spices per quarter.

Olam Nigeria (Lagos State, Nigeria)

Tiger Foods (Anambra State, Nigeria)

With a capacity to deliver full range of bulk spices and food ingredients to its consumers, Tiger Foods have a processing capacity of 10,000 metric tons of raw materials annually.

AFEX (Lagos State, Nigeria)

Nigeria's first licensed private commodities exchange, AFEX's infrastructure and platforms drive capital to build a trust economy in Africa's commodity markets. They provide solutions to smallholder farmers to boost their yields.

AACE Foods (Ogun State, Nigeria)

The company sources its products from over 10,000 smallholder farmers in rural communities across Nigeria and West Africa in value chains that include maize, ginger, chili, turmeric, onions, soybeans, cowpea, and peanut among others.



Ginger Opportunities

- Connect with key stakeholders: Network with Nigeria's top 20+ ginger producers, processors, exporters, and service providers to tap into the \$1 billion domestic and export market.
- Technology infusion: Partner with international ginger experts to introduce advanced processing technologies and best practices, enhancing efficiency and product quality.
- Product diversification: Drive the development of new ginger-based products and value-added derivatives, capitalizing on diverse consumer preferences and market trends.

AGENDA - Day Two - Five

Site Visits and Business Meetings - Wheat and Rice

ORGANIZATION AND LOCATION

Flour Mills of Nigeria (FMN) (Lagos State, Nigeria)

FMN is a Nigerian diversified agribusiness company, it was founded in 1960. It is one of the leading FMCG in Nigeria. FMN employs over 12,000 people and provide access to input, finance and training for smallholder farmers.

Olam Agri (Lagos State, Nigeria)

The company operates a farms span 13,500 hectares and partially feed the integrated mill where we employ around 1500 staff and 1000 seasonal workers from the surrounding communities. Olam have a milling capacity of 215,000mts that produce for local markets under brands such as Mama's Pride and Mama Choice.

WACOT Rice (Lagos State, Nigeria)

Their Milling is built on approximately 10 hectares of land, and has an annual milling capacity of 120,000 MT, with silos for storing 30,000 tonnes of paddy, warehouses for storing an additional 12,000 tonnes of paddy and a robust procurement network reaching out to thousands of farmers.

Dufil (Lagos State, Nigeria)

The home to Nigeria's most loved noodle brand, Indomie Instant Noodles. Through consistent backward integration efforts over the past decade.

Stallion (Lagos State, Nigeria)

The company has established world-class rice mills at strategic locations, to promote milling and bagging locally. This provides the necessary motivation for increased local production of paddy to build sufficiency in rice.



Opportunities

- Connect with stakeholders: Network with Nigeria's top wheat and rice producers, millers, bakers, and service providers to tap into the domestic and regional market.
- Technology infusion: Introduce advanced milling, bakery, and storage, and rice processing technologies to enhance efficiency and product quality.
- Product diversification: Drive the development of products and value-added derivatives, catering to evolving consumer preferences.

AGENDA - Day Two - Five

Site Visits and Business Meetings - Oil Palm

ORGANIZATION AND LOCATION

Ellah Lakes plc (Edo State, Nigeria)

A fully integrated staple crop and edible oils processing company with a combined 14,000+ Hectares of land, for the production and processing of staple crops including Oil palm.

Okomu (Calabar State, Nigeria)

One of the leading agro allied companies in Nigeria. Okomu's crude palm oil production reached 54 091 tons, palm kernel oil 660 tons, and palm kernel 10 353.

Raedral Farms (Rivers State, Nigeria)

An indigenous integrated livestock and edible oils processing company with combined 5,000+ Hectares of land, for poultry farming, goat farming, snail farming and oil palm processing. processing 60MT kernel/day.

Presco (Rivers State, Nigeria)

A fully integrated agro-industrial establishment comprising of oil palm plantations spanning 23,628 hectares, with 22,684 hectares in a mature state. With a refinery plant with a daily capacity of 500 tonnes and a refinery fractionation plant capable of handling 105 tonnes per day.

Oil Palm Opportunities

- Spark 20+ value chain partnerships: Connect foreign players with Nigeria's top 20+
- oil palm producers and value chain actors to unlock a USD10 billion market through
- synergetic collaborations.
- Facilitate technology adoption and knowledge transfer through partnerships with
- foreign oil palm service providers and Nigerian producers.
- Foster innovation and development of new products and processes within the
- Nigerian oil palm industry.
- Drive strategic foreign investment in oil-rich states like Edo, Cross Rivers State, and
- Ondo – generate 500,000 + new jobs across the value chain.



PARTICIPATION FEES



USD 6,500

- Local Accommodation for 5 days
- Local flight and ground transportation within Nigeria
- Site visit/ Tour
- Meals and refreshments (excluding dinners)
- Dedicated mission coordinator
- Access to AICM2024 Participation
- ▶ Branding materials and gears
- Pre-partnership engagement facilitation
- Security
- All local travel expenses



PHOTO GALLERY



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