



# Cooperation Framework to Support the New Alliance for Food Security & Nutrition in Nigeria



**NEW ALLIANCE**  
for Food Security & Nutrition

## **New Alliance Cooperation Framework Agreement**

Four years after the G8 Summit at L'Aquila, Italy, the international community recognizes the importance of food security to development, inclusive economic growth, and the dignity of all women and men. In that spirit, we welcome the success of the Comprehensive African Agricultural Development Program (CAADP) in demonstrating African ownership and leadership, its call for expanded public and private investment in agriculture, and desire to build on the progress African governments have made in advancing a vision for agricultural development in Africa.

Nigeria believes that agriculture is a business and that the role of government is to provide an environment that enables the private sector to succeed. Together, the Government of Nigeria and the G8 members commit to the New Alliance for Food Security and Nutrition and to working together to generate greater private investment in the agricultural sector, scale innovation, achieve sustainable food security outcomes, increase income especially of smallholder farmers, and end hunger. As partners, we commit ourselves to the following principles and actions:

### **Support of CAADP Country Compacts**

The G8 members, consistent with commitments made at L'Aquila, reaffirm their intention to align their agricultural financial and technical support with key priorities of Nigeria's Agricultural Transformation Agenda (ATA) in such a manner as to accelerate implementation of the key priorities of the ATA and in conjunction with commitments made by the Government of Nigeria. The ATA is the Government of Nigeria's agenda to implement the Comprehensive African Agriculture Development Programme (CAADP). Consistent with the foregoing, the G8 members recognize the value of predictability of donor activities including financial and technical support over a sustained period of time, as set out in Annex 2.

The G8 members intend to provide support within the agriculture sector to accelerate implementation of key priorities of the ATA, including through the Grow Africa platform with the overall goal of facilitating increases in private investment and scaling innovation. The G8 members intend to engage the relevant agencies of their member governments and also to bring to bear appropriate enabling actions to accelerate progress in the areas of finance and markets, science and technology, and risk management. To address the underlying causes of food insecurity, the G8 members intend to focus key resources and other contributions on high-priority, high-impact investments within the ATA, including the development of the Government of Nigeria's priority area of the Staple Crop Processing Zones (SCPZs).

### **Key Policy Commitments**

The Government of Nigeria intends to pursue the policy goals set out below in order to build the confidence of domestic and international private sector to significantly increase agricultural investments. The overall goal being to increase food and nutrition security, create employment for millions, and generate increased income for Nigeria's smallholder farmers.

The Government of Nigeria intends to focus its efforts on increasing private sector involvement in production and distribution of inputs; increasing farmer and agro-businesses access to private sector financial services, improving food security and nutrition, and improving the business environment for private sector investment. (See Annex 1)

The Government of Nigeria reaffirms its intention to provide the human and financial resources, and the mechanisms for dialogue with the private sector, farmers and other stakeholders, and across government ministries that are required for the achievement of tangible and sustainable outcomes, the acceleration of Nigeria's transformation, and the delivery of tangible benefits to smallholder farmers, including women.

The Government of Nigeria reaffirms its commitment to mainstream nutrition in all food security and agriculture-related programmes.

### **Private Sector Engagement**

Private sector representatives have communicated that they intend to invest in the agriculture sector in Nigeria in support of the ATA, through Letters of Intent that they will prepare and execute, and intend to advise, shape, and participate in broad, inclusive and sustained private sector consultative mechanisms with the host government (see Annex 3).

### **Shared Responsibilities**

The G8 members, other bilateral development partners, the Government of Nigeria and the private sector, confirm their intention to take account of the Voluntary Guidelines on the Responsible Governance of Tenure of Land, Fisheries and Forests in the Context of National Food Security ("the Voluntary Guidelines") adopted by the Committee on World Food Security in May 2012 as well as the Principles for responsible agricultural investment (rai) which are currently undergoing a consultative process through the Committee on World Food Security. In addition, they intend to work together specifically to develop pilot implementation programs for the Voluntary Guidelines and the rai in Nigeria.

### **Coordination and Collaboration**

Recognizing existing arrangements for division of labor between the Government of Nigeria and development partners, the G8 members intend to coordinate their efforts with the aim of attaining greater effectiveness. The co-chair of the Nigeria agriculture sector working group (currently the Government of the United Kingdom) intends to serve as a lead interlocutor with the host country, private sector, and other stakeholders on behalf of the G8, working through existing in-country consultation groups and structures without setting up parallel or duplicative structures. The G8 and the Government of Nigeria welcome the participation of other countries and partners.

### **Results**

Consistent with the New Alliance goal of improving food security and nutrition by helping 50 million people in sub-Saharan Africa emerge from poverty by 2022, the participants intend for their combined actions in Nigeria to help create 3.5 million new jobs and provide 10 million farmers with accelerated farm inputs and markets support by 2015. Nigeria anticipates that 50 million people will experience increased food security and increased wealth during this time period.

### **Mutual Accountability**

The G8 members, the Government of Nigeria, and the private sector intend to review their collective performance under this document through an annual review process to be conducted jointly. These participants intend, in particular, to review progress toward jointly determined objectives on the basis of jointly determined benchmarks in contributing to the fulfillment of Nigeria's Agricultural Transformation Agenda. Agreed upon objectives include: (1) progress towards achieving wealth creation target through job creation; (2) G8 member commitments to align their agricultural investments to the Government of Nigeria's ATA; (3) Government of Nigeria's progress in implementing its policy commitments and consulting with private-sector investors; and (4) the investment commitments of private-sector investors. The review will also take account of the shared responsibilities related to the Voluntary Guidelines and the rai.

## Annex 1. Government of Nigeria Key Policy Commitments

This policy matrix encompasses four policy domains---(a) agricultural inputs (seed and fertilizer), (b) agricultural finance, (c) food security and nutrition and (d) enabling environment to attract private investment--- that provide an enabling environment to stimulate private sector investment in agriculture. . The document should be viewed within the context of recent FGN policy pronouncements that include:<sup>1</sup> (i) Zero percent duty on agricultural machinery and equipment imports, (ii) Removal of restrictions on areas of investment and maximum equity ownership by foreign investors (iii) free repatriation of capital and returns, (iv) Constitutional guarantees against nationalization/expropriation, (v) Pioneer Tax Holiday for agricultural investments and (vi) Infrastructure support, with special focus on Staple Crop Processing Zones. The following matrix summarizes the proposed policy domains, actions, targets and time frames.

<b>Policy Indicators</b>		
<ul style="list-style-type: none"> <li>❖ Improved score on Doing Business Index</li> <li>❖ Increased \$ value of new private-sector investment in the agricultural sector</li> <li>❖ % increase in private investment in commercial production and sale of seeds</li> </ul>		
<b>Objective</b>	<b>Framework Policy Actions</b>	<b>Timeline</b>
<i>Increase private sector participation in the production &amp; distribution of seed and fertilizer</i>	1. Pass and Implement seed law that reflects the role of the private sector in technology (certified and foundation seed) development, seed multiplication, and marketing, and reflecting the regulatory role of the public sector, consistent with ECOWAS seed law	
	a. Cabinet, National Assembly, and President approval of seed law	December 2013
	b. Review and revise regulations for the implementation of the seed law	October 2014
	c. Implement seed law	December 2014
	2. Develop institutional capacity for seed and fertilizer certification and provide funding to ensure quality seed and fertilizer	November 2013
	3. Improve transparency and private sector participation in fertilizer distribution system	
	a. Agro-dealers registered in national database to develop private sector input market	December 2014
	b. Register farmers to improve transparency of Growth Enhancement Scheme (GES)	December 2014
	c. Develop a strategy to increase the participation of women in the GES	November 2013
	d. Make data accessible to all farmers and agro-dealers	January 2014
<i>Increase farmers', agro-dealers and agro-businesses' access to private financial services</i>	4. Nigeria Incentive-Based Risk Sharing System for Agricultural Lending (NIRSAL), Fund for Agricultural Financing in Nigeria (FAFIN) and other agencies develop instruments for greater lending to agriculture	
	a. Restructure and capitalize the Bank of Agriculture	December 2014

<sup>1</sup> Akinwumi Adesina (2012) "Investing in Nigeria's Agricultural Value Chains" Paper Presented at the Bank of Industry's Nigerian Investment Forum, London. July 30.

	b. Secure co-investment in the Bank of Agriculture	December 2014
	c. Credit instruments developed for the agriculture sector	December 2014
	5. Liberalize agricultural insurance market and link it with the credit market	
	a. Legislation drafted to allow private sector participation in this market.	December 2014
	b. Insurance Commission develops guidelines for the agricultural insurance market	December 2014
<i>Improved food security and nutrition</i>	6. Extend existing legislation on fortification and bio-fortification to other important food staples not covered by existing policies and regulations.	December 2015
	7. Develop a fully costed, National Nutrition Plan under the Ministry of Health 'Saving One Million Lives Initiative' and update the National Policy on Food and Nutrition	December 2013
	8. Economic Management Team and National Council of States provide funding to expand school feeding program with 25% of food purchased from local farmers	January 2014
	a. Pilot implemented in 2 states by Dec 2014 and 5 additional states by 2015	December 2014
<i>Improve business environment to enhance private sector investment</i>	9. Based on the recommendation of the Presidential Technical Committee on Land Reform, adopt a Systematic Land Titling and Registration (SLTR) process that respects FAO Voluntary Guidelines on the Responsible Governance of Tenure of Land, Fisheries and Forests	
	a. Acquire consent and agreement of the National Council of States on the recommended regulatory framework for SLTR	December 2013
	b. Fast track SLTR in Staple Crop Processing Zones	June 2014
	c. Facilitate the extension of SLTR to all states, including information campaign	December 2016
	10. Establish mechanism to fast track registration of agricultural enterprises	December 2014
	11. Implement Staple Crop Processing Zones (SCPZs)	
	a. Agreements implemented with 6 states for staple crop processing zones	December 2014
	b. FMARD develops and approves master plan for staple crop processing zones to stimulate private sector investment	March 2014
	c. Draft SCPZ Act approved by National Assembly and SCPZ become operational	April 2014
	12. Private sector led and managed agricultural commodity exchange established	
	a. Standards established for storage/warehousing, regulation, and management of warehouse receipt system	March 2015
	b. Expand warehouse operations to 4 major cities besides Lagos	December 2015
	13. Complete the sale of the power generation and distribution companies split out from the old power monopoly during the course of this year.	2013

## **Annex 2: G8 Members' and Others' Funding Intentions**

G8 Members and others express their intentions in support of country investment plans and the goals of the New Alliance for Food Security and Nutrition in a flexible manner.

### **UNITED STATES OF AMERICA**

Annual funding tranche in the sector of Agriculture:

- 2012: \$10 million

Subject to the availability of funds,

- 2013: \$12 million
- 2014: \$25 million

### **GERMANY**

Agricultural related financial support amounts to:

- Ongoing programs: EUR 1 million (Technical Cooperation)
- Planned funding: up to EUR 27.5 million (Financial Cooperation).
- Total commitment through to end 2014: EUR 28.5 million.

### **FRANCE**

Contributions in the sectors of agriculture, food security, rural development and nutrition are subject to availability of funding, demand by the governments as well as private firms concerned and confirmation of their commitments by all relevant stakeholders and could reach the following amount.

2013 – 2015 : 123 million EUR (162 million USD).

### **JAPAN**

Expected disbursement for supporting agriculture, nutrition and agricultural-related areas over the period of the Japanese fiscal year:

2013-2016: at least 369 million JPY (4 million USD)

This includes support to improve regional food market through capacity building on marketing and business management, and support for nutrition on maternal, new born and child health in Lagos State.

## **EUROPEAN UNION**

### On-going programs

- 16.6 million EUR (including 10.3 million EUR ECHO interventions on nutrition, food security and post-flood livelihood restoration)

### Planned funding

- 8.5 million EUR (excluding ECHO interventions)

### Total commitment through end 2016

- 25.1 million EUR

## **UNITED KINGDOM**

### Financial years:

2013-2014     GBP 19.8 million

2014-2015     GBP 23.7 million

2015-2016     GBP 24.1 million

2016-2017     GBP 20.8 million

2017-2018     GBP 35.1 million

Total multi-year funding GBP 123.5 million, subject to funding availability.

UK commitments include support to market development programmes in agriculture and livestock; support to specific policy actions supporting agricultural investment and land reform; nutrition programming.

Separate to the above, the UK will provide support to regional staple food markets in West Africa from 2013 to 2018. This programme will include Nigeria, Niger, Ghana and Burkina Faso and is aligned with the deepening impact theme of regional food markets.

### **Non G8 Country Commitments**

Nigeria is pursuing a number of partnerships with other non G8 members, which will be focused on technical co-operation and investment to improve food security and nutrition. These partnerships are likely to be formalized over the next 6-12 months.



### Annex 3: Private Sector Letters of Intent overview

As of June 3<sup>rd</sup>, 2013, 28 “Letters of Intent” have been prepared that describe companies’ investment intentions in Nigeria under the New Alliance for Food Security and Nutrition. The private sector investment plans will support the Federal Ministry of Agriculture and Rural Development’s Agricultural Transformation Agenda. Other companies are welcome to prepare and sign Letters of Intent on the same basis.

<b>Nigerian Companies</b>	<b>International Companies</b>
<ul style="list-style-type: none"><li>• Asset &amp; Resource Management (ARM) Company Ltd</li><li>• Cardinal Stone Partners (Crest Agro Products Ltd)</li><li>• Dansa Holdings Ltd</li><li>• Doreo Partners</li><li>• Dufil Prima Foods Plc.</li><li>• Eastern Premier Feed Mills Ltd</li><li>• Ebony Agro Industries Ltd</li><li>• Food Concepts</li><li>• Free Range Farms Ltd</li><li>• Premium Syrups Ltd</li><li>• ROM Oil Mills Ltd</li><li>• Sunti Farms Ltd</li><li>• TeraGro Commodities Ltd</li><li>• Thai Farms International Ltd</li><li>• Tropical General Investments (CHI Ltd &amp; Chi Farms Ltd)</li><li>• Umza International Farms Ltd</li><li>• West African Cotton Company Ltd</li></ul>	<ul style="list-style-type: none"><li>• AGCO</li><li>• Belstar Capital</li><li>• Cargill</li><li>• Dominion Farms</li><li>• Ecobank</li><li>• Export Trading Group</li><li>• International Development Group (IDG)</li><li>• PZ Wilmar Ltd</li><li>• Sunbird Bioenergy</li><li>• Syngenta</li><li>• Unilever</li></ul>

#### Summaries of Private Sector Letters of Intent:

##### Nigerian Companies

**Asset & Resource Management (ARM) Company Ltd** has evolved into one of the most respected financial services brands in Nigeria. It is a diversified and integrated, non-bank financial services institution with 18 years investment management expertise. The business

comprises non-pension asset management, pension fund administration, trust services, real estate management and development, infrastructure finance and development, investment banking and financial advisory services. ARM plans to make the following investment:

- Selected agribusiness value chain projects which may include, but not limited to, components of the supply chains, such as pre-farm, on-farm, post-harvest, processing, etc.
- Potential investment of \$20 million
- The fund's first close projected on or before Q4 2014 and the project will run for at least 10 years from start-up
- Commercial agribusiness value chain projects to provide direct impact through the employment of suitably well qualified local people and support smallholders through off take agreements combined with inputs, technical, training, commodity storage and processing services etc. at corporate rates and indirectly through the significant multiplier effect in the rural areas of Nigeria

**Crest Agro Products Ltd** is a new company established by Cardinal Stone Partners, an investment firm which provides financial advisory, fundraising, and investment management services to a diverse base of investors and business owners with interests in Nigeria and the broader West African region.

- Crest Agro Products is planning to establish a fully mechanized cassava plantation covering up to 15,000 hectares of land and a processing operation with an installed capacity to produce up to 75,000-100,000 tons of high grade cassava starch annually
- This investment will take place over 7 years in the newly designated Cassava Staple Crop Processing Zone in Kogi state. This investment will be executed in 3 phases:
  - 2013-2016: 50,000 ton/annum starch processing capacity and 10,000 hectare cassava farming and outgrower capacity; total capital requirement for this phase is estimated at \$30-36 million
  - 2016-2018: 25,000 ton/annum starch processing capacity and 5,000 hectare cassava farming and outgrower capacity; total capital requirement for this phase is estimated at \$15-18 million
  - 2018-2020: 25,000 ton/annum starch processing capacity and 5,000 hectare cassava farmer and outgrower capacity; total capital requirement for this phase is estimated at \$15-18 million
- The project is anticipated to create 3,500 jobs directly and an additional 1,500 ancillary jobs across both farming and processing functions which will affect small-holder, medium and large scale farmers and entrepreneurs

**Dansa Holdings Ltd** has been involved in the agriculture industry for the last 20 years namely in the areas of processing and trading. Dansa Holdings Ltd is part of the Dangote Group, the largest manufacturing conglomerate in Nigeria. Dansa Holdings is currently planning the following investments:

- Pineapple Plantation and Pineapple Processing: \$14 million in a pineapple plantation in Cross River State over 1-2 years and \$61 million in pineapple processing into concentrate in Cross River
- Tomato Production and Processing: \$18.75 million in production of high yield tomato seedlings in Kano State (Kadawa Valley), \$6.25 million in a tomato greenhouse seedling project, and \$15.625 million in a 1,200 MT capacity plant for processing of tomatoes into tomato paste
- Oil Palm: \$84.375 million in large scale commercial farming of oil palm and \$115.625 million in oil palm processing into palm oil to reach 500,000 metric tons per annum
- Dairy, Citrus, and Rubber Processing: \$199.375 million in pre-farm stage in Cross River state

**Doreo Partners** is an impact investment firm with a proven track record of exclusively investing in profitable, high growth, early stage businesses that improve the livelihoods of Nigerian smallholder farmers. Currently, Doreo Partners has established an entity called Babban Gona, an agricultural franchise striving to lift Nigerian smallholder farmers out of poverty.

- Doreo Partners plans to investment \$50 million by 2015 in order to expand operations of Babban Gona in the Kaduna region and progressing southwards towards other states such as Nassarawa
- By 2015, Babban Gona expects to be working with 4,000 Trust Groups on 20,000 Hectares of land
- There is anticipated to be significant positive impact of this investment, lifting 16,000 smallholder farmers out of poverty through tripling their yields and the price they receive for their end product.
- In addition, through the training and development services provided as part of Babban Gona, Trust Groups would have graduated from subsistence farmers to business minded farmers who practice best practice approaches in farming and are cognizant of their farming enterprises as commercial businesses

**Dufil Prima Foods Plc.** is a Lagos-based conglomerate with 18 years of experience in Nigeria and an array of businesses in noodles and pasta manufacturing, palm oil, flour mills, and food packaging.

- Dufil is establishing a 500 tons per day vegetable oil refinery and a 350 tons per day fractionation and bottling plant in the Lagos Free Trade Zone

- The total investment is anticipated to be \$25 million and construction is already in progress
- The project is anticipated to help generate employment to 2,000 smallholder farmers, either directly or indirectly

**Eastern Premier Feed Mills Ltd** is a subsidiary of Premier Feed Mills Company Ltd, and was acquired by Flour Mills PLC in 2008. Premier Feed Mills is the top animal feed manufacturer in Nigeria, and has a complete range of products covering all aspects of animal feed requirements in Nigeria and neighboring countries. Eastern Feed Mills Ltd plans the following investments:

- Building a new 1,000 MT feed mill factory in Calabar, Cross River State catering to the increased demand for poultry farmers in the southern part of Nigeria
- The mill plant will use 300,000 MT annually of local crops including maize, soya beans, and others
- Total investment is estimated to be \$28 million over the next 12 – 18 months
- Eastern Premier Feed Mills plans to source soya beans and maize from Kaboji Farms Ltd in Niger State and partner with ROM Oil Ltd in Oyo State to process the soya beans
- Out grower programs will be designed and implemented to engage local farmers in the cultivation of soya bean and oil palm

**Ebony Agro Industries Ltd** is an indigenous PPP enterprise that recently established an integrated rice mill in Ebonyi state with an annual capacity of 30,000 metric tons per annum worth \$8 million. Ebony Agro is planning several investments to expand operations:

- Ebony Agro is currently implementing a \$0.5 million expansion program and quality upgrade of its existing rice mill that will improve its market penetration and provide market access to small holder farmers
- Ebony Agro is investing \$6 million to collaborate with UNIDO, Bank of Industry and the Ebonyi state government to establish a 5 megawatt rice-husk fired power plant in Ebonyi State that will provide constant electricity to the Ekpa Omaka community
- The company plans a \$15 million investment to establish a 3,000 hectare demonstration farm in Enugu state; an existing MOU with USAID MARKETS on developing and coordinating an out-growers scheme with over 4,5000 farmers will support this investment

Tara Agro Industries Ltd, a subsidiary of Ebony Agro, is currently investing \$12.5 million to construct a rice mill in Enugu state with a total output capacity of 45,000 metric tons per annum

- Ebony Agro has also obtained approval from the Federal Ministry of Agriculture and Rural Development to use the federal grain silo infrastructure in Ebonyi state for the storage and handling of grain; the takeover and operation of the grain silo will require a \$3 million investment
- Alongside the Federal University of Technology – Owerri and the University of Port Harcourt, Ebony Agro plans to develop training and capacity building programs to support its investments
- The total amount of planned investments is estimated at \$37 million

**Food Concepts** is based in Nigeria and is a leader in the West African food sector. The company operates several quick service restaurant chains. The company is planning investments of \$60 million over the next 24 months:

- Investment in expanding the number of locations for their flag ship brand, Chicken Republic
- Investment in modernizing and increasing the capacity of their Butterfield bread bakeries
- Development of a cassava flour mill for the production of 15 tons of cassava flour per month
- It is anticipated that these projects will employ 800 people and create an additional 2,000 indirect employment opportunities

**Free Range Farms Ltd** is a wholly owned subsidiary of Food Concepts. The company is currently in the first phase of developing an integrated poultry farm comprising broiler houses, processing plant, feed mill and hatchery. In particular, Free Range Farms Ltd is looking to progress the following projects and investments of approximately \$50 million in Nigeria over the next 18-30 months:

- Broiler chicken farming for the production of 1,000,000 birds per month
- Hatchery for the production of 1,000,000 day old chicks per month
- Parent farming for the production of 350,000 hatching eggs weekly
- Feedmill for the production of 8,000 tons of feed per month
- Processing plant for the slaughtering and processing of 1,000,000 birds per month
- It is expected that these projects would employ up to 800 people directly and 2,500 indirectly and would contribute to the development of rural infrastructure, as all of the investments are to be situated in rural communities due to the land requirements

**Premium Syrups Ltd**, a starch and glucose processing company, is planning to build an integrated starch and glucose plant as a joint venture partnership with Flour Mills of Nigeria and Nigerian Breweries. The company is planning the following investment:

- Building a fully integrated 72,000 MT per annum starch plant and 58,000 MT per annum glucose plant in the Kwara State Staple Crop Processing Zone (SCPZ)
- The total project investment is estimated at \$80 million over the next 18 – 24 months
- Premium Syrups has an off-take agreement with Nigerian Breweries for glucose, and will be working with Dadtco on mobile cassava processing technology
- The Kwara plantation will provide a 10,000-hectare cassava plantation
- Out grower programs will be designed and implemented to engage local farmers in the cultivation of cassava

**ROM Oil Mills Ltd**, a subsidiary of Flour Mills of Nigeria PLC, is a mid-sized edible oil and refining company based in Oyo State. The plant crushes soya beans to extract oil and the remaining meal is supplied to feed mills where it is converted to poultry feed. ROM Oil Mills plans to make the following investment:

- Constructing a crushing and oil refinery at Alomaja, Ibadan, Oyo State
- Installing a plant with a palm kernel crushing capacity of 300 tonnes per day (tpd), a solvent extraction plant with a capacity of 500 tpd and an oil refinery with a capacity of 400 tpd
- Total investment will be \$84 million over 12 – 18 months
- ROM Oil Mills Ltd will source soya beans from Kaboji Farms Ltd, crude palm oil and palm kernel from Agri Palm Nig Ltd and Premier Feeds Ltd will purchase the by-products
- Out grower programs will be designed and implemented to engage local farmers in the cultivation of soya bean and oil palm

**Sunti Farms Ltd**, a subsidiary of Flour Mills of Nigeria, is developing a 10,000-hectare sugar cane plantation and estate as a joint venture with the Golden Sugar Company. Sunti Farms is planning the following investment:

- 10,000-hectare sugar estate on the Niger River that will produce 100,000 MT of raw sugar per annum
- The total project cost is estimated at \$185 million over the next 18 – 24 months
- Sunti Farms will partner with Golden Sugar Company to refine the sugar and other multinational sugar businesses to bring technical knowledge
- Out grower programs will be designed and implemented to engage local farmers in the cultivation and on-site processing of sugar cane

**TeraGro Commodities Ltd** is the agribusiness subsidiary of the Transcorp Corporation of Nigeria. The company plans to expand its investment and operations in the fruit concentrate, cassava, and rice sectors.

- TeraGro is planning a \$15 million investment over the next 12 months to develop its juice concentrate factory in Benue state, processing oranges, pineapples and mangoes into concentrates with a total processing capacity in excess of 75 000 metric tons of fruit annually
- The investment will have a direct impact on over 2000 small holder farmers as well as training opportunities for indigenes, employees, transporters and marketing and distribution agents.
- In addition, TeraGro is interested in collaborating and partnering with other investors to integrate further up the value chain in other products such as rice cultivation and processing

**Thai Farms International Ltd**, a subsidiary of Flour Mills PLC, operates Nigerian cassava tuber farming and a high quality cassava flour (HQCF) processing plant. The company's by-product of cassava "siftings" is used by a local animal feed company, mainly for chicken feed. Thai Farms International is planning to make the following investment:

- Constructing a new HQCF factory in Ososa, Ogun State that will use 120,000 MT of cassava per annum
- The total investment will be \$4 million over the next 12 – 18 months
- Thai Farms International plans to source cassava from Kaboji Farms Ltd in Niger State, sell the by-products to Premier Feed Ltd in Oyo State, and has a planned off-take agreement with Flour Mills of Nigeria PLC for the HQCF Out grower programs will be designed and implemented to engage local farmers in the cultivation of cassava

**Tropical General Investments (TGI)** is an international investment and holding company with interests in agriculture, manufacturing and trading operations in Nigeria, Ghana, and the Republic of Benin as well as other emerging markets around the world. The company is planning several investments through its various subsidiaries:

- Chi Ltd has a planned investment of \$125 million in fruit plantations, a fruit juice concentrate factory for tropical fruits, dairy farming, and quick service restaurants/fast food outlets
- Chi Farms Ltd has a planned investment of \$30 million in cattle rearing, cattle fattening, and meat processing
- TGI Ltd has a planned investment of \$20 million in tomato farming and tomato paste processing

**Umza International Farms** is a rice production and processing company. Umza is currently planning the following investments:

- \$21.5 million in the next 4 years to develop 5,000 hectares of land for corporate paddy farming
- \$1.64 million in the next 3 years to build a husk fired power plant
- \$3.985 million in the next 3 years to build a state of the art paddy processing facility
- The total investment of \$27.125 million will create at least 2,000 direct jobs and 1MW of electricity for its own consumption
- Umza Farms has an interest in partnering with other investors to integrate further up the value chain, in the investments listed above

**West African Cotton Company Ltd (WACOT)** is one of the largest producers and exporters of cotton in the region and is a subsidiary company of Tropical General Investments Ltd. WACOT plans the following investments:

- Soybean crushing factory: Planned investment of \$40 million over 3 years in a soybean crushing plant in Katsina to produce refined edible oil. The proposed plant will have a crushing capacity of 300mt/day and provide direct employment to 300 people
- Rice milling: \$15 million - \$20 million in a rice mill in Kano or Katsina that will cover 3,000 hectares and 1,500 outgrower farmers. WACOT is pursuing a Rice Seed Multiplication Program and will source foundation seeds from research institutes and supply the seeds to outgrower farmers. WACOT also plans to partner with commercial banks to provide input credit to the farmers. Extension services and training will also be provided to farmers.
- Cassava processing: Expected investment of \$15 - \$20 million in a cassava processing plant to provide employment of 100 – 150 people. Feasibility studies are already underway to be completed within the next year.
- Sesame seed: Investment of \$20 - \$25 million to double the capacity of current sesame seed hulling plant from 12,000 MT to 24,000MT. To strengthen supply sources, WACOT is promoting sesame seed outgrower programs in Katsina and Gombe States

### **International Companies**

**AGCO** is a US-based global leader for farm equipment with plans to invest \$100 million in the next 3 – 5 years in Africa. AGCO will contribute an appropriate portion of these planned investments to Nigeria as well as the corresponding human capital, technical expertise, equipment and technology. These planned investments include:



- AGCO “Future Farms” and Training Centers: Investing and building a demonstration farm with technical, service and farm training facilities, mechanization and farm equipment managed jointly with global and local partners
- The estimated investment for AGCO Future Farms and training centers in Nigeria is between \$6 million - \$8 million
- Farming solutions and services: Establishing infrastructure and technical support with mechanization and replacement services for smallholders and mid- to large-scale commercial farmers
- “People’s Tractor Program”: Providing a finance solution and developing lease models for tractors to small scale farmers / landowners with little to no working capital

**Belstar Capital** is a structured trade and export finance institution that is wholly owned by a group of US investors.

- Belstar is planning to develop halal-certified meat processing and packaging centers in Nigeria
- This is a transformative project to facilitate the development of the beef value chain in Nigeria to produce certified products for domestic and export markets
- This investment will include 10 feedlots to fatten cattle, 5 end-to-end integrated meat units (feed, ranch, fatten, process and package), and 5 intensive combined dairy meat farms
- The company is also looking to develop basic infrastructure to support these projects such as power, clean water, and wastewater treatment facilities as well as roads in the proposed Staple Crop Processing Zones under the ATA
- The total amount of these investments is estimated at \$600 million

**Cargill** is an international producer and marketer of food, agricultural, financial and industrial products and services. Founded in 1865, it is a privately held company and employs 142,000 people in 65 countries.

- Cargill is pursuing a starch and sweeteners investment in Nigeria
- Cargill plans to use its expertise in processing, origination, and commodity trading to realize the huge potential that cassava represents for Nigeria, both as feedstock for starch, sweeteners, and animal feed for local and export markets, and as a source for income earners for rural communities
- The company is also planning to liaise with Brazilian farmers to discuss mutual interests in the Cassava supply chain in Agbadu (Kogi State) and work with the donor community on land clearing and supply chain development issues

- As part of this investment, Cargill is a designated anchor investor in Kogi State Staple Crop Processing (SCPZ) for cassava by the federal government Ministry of Agriculture and Rural Development. The SCPZ standard package offers 250 hectares of land for processing and 15,000 ha for cassava production through outgrower schemes and contract farming
- Cargill is moving as practically as possible to collaborate with federal and state governments and donor organizations to secure the land for SCPZ and to build a robust cassava supply chain, and conduct a location-specific feasibility study on the starch plant

**Dominion Farms**, a subsidiary of Dominion Group of Companies, is a diversified farming operation in Western Kenya that produces long grain rice, fish, and other agricultural products under the Prime Harvest brand.

- Dominion Farms is planning a PPP investment plan for \$40 million in Taraba State
- The investment is for growing and processing rice on 30,000 hectares of land, and 3,000 hectares of nucleus farm owned by Dominion and others for outgrower farming by youth and community farmers
- Milling capacity is 15,000 MT
- Training will be provided for of 50 Nigerian Youths (50) for six months in Kenya completed in 2012. Youth are currently training others and doing rice farming

**Ecobank** is a regional commercial bank operating in more than 30 African countries.

- Ecobank plans to lend \$30 million in the agriculture sector over the next year, and increase lending of more than \$100 million over the next 4 years
- The investments will focus on primary production, processors, and marketers, with an average loan size of \$100K
- Ecobank expects loan terms to be favorable based on interest drawback and other programs of the FMARD
- Ecobank will also provide the technical assistance in the form of training and capacity building programs to small and medium enterprise customers

**Export Trading Group (ETG)** is a supply chain management company operating in over 30 African countries specializing in procurement, processing, distribution, merchandising and warehousing

- ETG plans to invest in setting up a plant for the processing of mango, pineapple and citrus fruits with a 50,000 MT per annum capacity located in Enugu-Makurdi Region in the south-east part of Nigeria

- ETG seeks to partner and develop farmers' associations and has begun discussions with Coca-Cola for procurement of fruit pulp and concentrate so that imports of pulp will be avoided
- ETG has also begun discussions with a Florida based technology company for the transfer of world class technology to Nigeria
- ETG's fruit processing project is likely to directly impact the lives of over 5,000 farmers in a positive way by procuring their produce and linking them to a world class supply chain
- The total amount of this investment is estimated at \$50 million and will take place over the next three years

**Industrial Development Group (IDG)** is an industry development and project management company engaged in the start-up or expansion of commercial and industrial enterprises in Africa and Latin America.

- IDG is looking to establish a leading green food & fuel player out of Nigeria through implementation of an oil palm and sugar cane production and processing program
- IDG plans to invest a total of \$246 million for developing the two target value-added chains over the first 5 years
- The supply chains will be capable of delivering up to 500,000 MT of Crude Palm Oil per annum (p.a.) and up to 300 million liters of Ethanol from sugar cane p.a. by 2030
- The scale of the operations of up to 200,000 hectares of land in combination with the unique food & fuel diversification will allow IDG to support Nigeria in meeting the growing local demand for palm oil & sugar and providing the necessary feedstock for future bio-fuel initiatives
- In order to ensure long-term business sustainability, IDG will put a special emphasis on advanced agricultural and social concepts around bio-farming, bio-energy and community empowerment
- In order to ensure long-term competitiveness, IDG agreed with the Nigerian Institute for Palm Oil (NIFOR) to set-up a strategic research & development partnership in the areas of seed improvement and certification, yield improvement technologies and waste utilization
- IDG has signed a Memorandum of Understanding with the Federal Ministry of Agriculture and Rural Development to investment road shows and fund raising for the projects

**PZ Wilmar** is a joint venture between PZ Cussons PLC, a FTSE 250 listed consumer products group based in the UK and Wilmar International, Asia's leading agribusiness group based in Singapore. PZ Cussons is looking to invest in following:

- Developing 50,000 hectares of oil palm plantations and establishing palm oil processing mills in Cross River State. This investment was initiated in 2011, and will be completed in 10 years for a total investment of \$550 million
- Building a brand new oil palm refinery and packaging facilities at Ikorodu, Lagos State. This investment was initiated in 2011 and was completed in March 2012. The total investment was \$62 million
- PZ Wilmar is committed to partnerships across the value chain, including creating small holder and outgrower partnerships which will enable farmers providing fruits to the crushing mills, developing the right fertilizer with the producers in Nigeria, and developing close relationships with logistics providers to move fruits and processed oil within the country
- Investments are expected to have a significant impact on job creation with an estimated 12,000 direct and 33,000 indirect employment especially in the rural parts of Nigeria
- The company is also investing in capacity building for its own employees through training school, overseas training programs and support to small holder farmers through education on best management practices
- The company's Corporate Social Responsibility activities positively impact the host communities in the areas of healthcare, education, access to potable drinking water and housing

**Sunbird Bioenergy** is a company that was specifically incorporated to develop and operate vertically integrated agriculture and bioenergy projects in Sub-Saharan Africa, and has an exclusive agreement with China New Energy Limited (CNE) to install and operate biorefinery technology within the region

- Sunbird plans to invest in a biorefinery which will convert cassava into bioethanol and other high-value products
- The biorefinery will create fuel-grade ethanol, edible alcohols, surgical spirit for use in hospitals, bioethanol for clean burning cooking stoves and waste pulp to be converted into animal feed
- Sunbird will negotiate annual production contracts with outgrowers, giving farmers confidence that cassava will be sold
- Sunbird intends to work with the New Alliance for Food Security and Nutrition and FMARD to develop and offer financial packages with local banks to facilitate local farmers buying new equipment, especially tractors and automated cassava planting machinery
- Sunbird will build local infrastructure including water treatment and electricity generation plants
- Sunbird has committed to commercializing advanced second generation bioenergy technology in Nigeria that converts waste agricultural products including cassava stalks into biobutanol by 2016
- Sunbird is committed to working with international organizations, including the International Institute of Tropical agriculture (IITA) in Oyo State to cultivate and deploy

new varieties of cassava that both increase the yield per Ha and the starch content of tuber

- The total amount of these investments is estimated at \$30 - \$50 million in the pilot phase located in Ogun State, and an additional \$300 - \$500 million over the 10 projects located in Lagos, Ogun, Oyo, Osun, Kwara, Benue, Delta and Cross River States

**Syngenta** is one of the world's leading seeds and crop protection companies with more than 27,000 employees in some 90 countries. Syngenta is committed to sustainable agriculture through innovative research and technology.

- The company plans to open a legal entity in Nigeria in the next several months and is progressing in its investment plans by engaging a law firm to help facilitate this process
- In addition, the company has begun trials for various key crops in Nigeria as part of its investment

**Unilever** is one of the world's leading suppliers of fast moving consumer goods with operations in over 100 countries and sales in 190.

- Unilever plans to encourage investment in a starch complex for the processing of cassava into starch or sorbitol in Nigeria
- The investment is expected to involve the sustainable sourcing of upwards of 100,000 tons of cassava to produce around 20,000 tons of sorbitol to use in the manufacture of oral care products.
- Unilever intends to help facilitate this value chain partnership, leverage investment and bring expertise as well as stimulate the supply side by creating market demand for high quality cassava
- The final partnership will involve a mix of private sector, civil society, donor and government players matched to the training, investment and development needs identified in the feasibility study