



Report of the

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# 19<sup>TH</sup> NIGERIAN ECONOMIC SUMMIT

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*Growing Agriculture as a Business to Diversify  
Nigeria's Economy*

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Report on the

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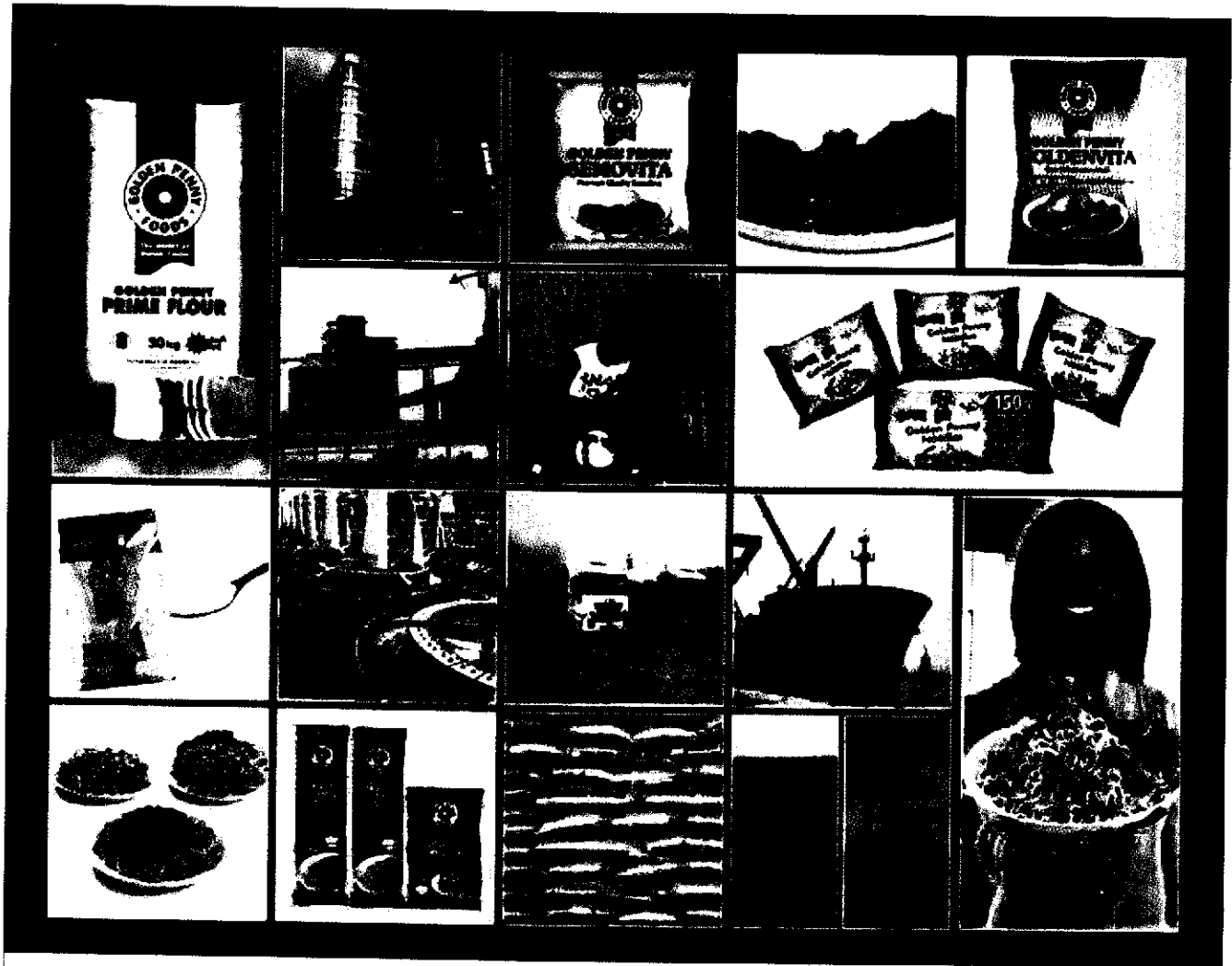
# 19<sup>TH</sup> NIGERIAN ECONOMIC SUMMIT\*

*Growing Agriculture as a Business to Diversify  
Nigeria's Economy.*

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\*The 19<sup>th</sup> Nigerian Economic Summit (NES 19) took place from 3 to 5 September 2013, at the Congress Hall of the Transcorp Hilton, Abuja. NES 19 was jointly organised by the Nigerian Economic Summit Group (NESG), the Federal Ministry of Agriculture and Rural Development (FMARD), and the National Planning Commission (NPC).



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## Executive Summary

The 19th Nigerian Economic Summit (NES 19) was held from September 3-5, 2013 at the Transcorp Hilton, Abuja. In attendance was the President of the Federal Republic of Nigeria, Dr. Goodluck Ebele Jonathan, GCFR, and the Vice President, Arc. Namadi Sambo, as well as several cabinet ministers. In attendance were also top CEOs and key players in telecommunications, oil and gas, manufacturing, financial markets, food & beverages, media, insurance, education and research. Of particular significance was the participation of the next generation of Nigerian farmers, nicknamed "Nagropreneurs."

The theme of NES 19 was "Growing Agriculture as a Business to Diversify Nigeria's economy". The Summit was intended to bring together major domestic and global leaders to discuss the on-going reforms in Nigeria's agricultural sector, in relation to areas critical to the agricultural value chain that are unlocking significant investment opportunities in Nigeria's economy such as, Infrastructure Development, Innovative Finance and Enabling Government Policy.

The Summit was structured into plenary and breakout sessions, which elucidated high-level and in-depth discussion and debate between the participants. NES 19 emphasized the rationale for having a virile agricultural sector, which is essential to attain food security, income and investment growth and creation of jobs through value addition. The Summit also identified key policy and institutional reforms necessary to increase and sustain youth participation in agriculture in Nigeria. Policy measures to increase access to affordable micro credit; ensure mentorship of young farmers; deliver specific infrastructure projects and re-orientate young Nigerians to view agriculture as a business were discussed and given priority at the Summit.

Activities of state governments with regard to growing agriculture in their respective states were also discussed. Governors in attendance gave a brief overview of various policy initiatives and incentives executed by their governments to develop the agricultural sector in their states, in line with the objectives of the Agricultural Transformation Agenda (ATA).

The need for Nigeria to have a functioning and private sector-driven agricultural commodity exchange was also extensively deliberated. Panelists noted that the commodity exchange would serve as a mechanism to ensure price stability, improve access to markets of agricultural products and increase the productivity of farmers in the sector.

Frequent changes in political leadership were identified as a major setback to the realisation of agricultural reform initiatives. The Summit therefore revealed specific measures to ensure the sustainability of the ATA, including investment in research and development; increased budgetary allocation to the agricultural sector; review of Nigeria's land tenure system; connecting rural farmers and farm estates to markets; infrastructure to support agro-exports, sustainable agriculture financing; among others.

In conclusion, the Summit underscored the importance of a holistic approach to agriculture by connecting the existing developments in ICT, infrastructure, finance, commodities exchange,

industry linkages, government partnership, and so on, in order to sustain the ATA and agriculture development in Nigeria.

## NES 19 Recommendations

### Next Generation in Agriculture

- Agro-mentorship.
- One-stop Agro resource centres.
- Celebrate Nagropreneurs through media, schools and entertainment.
- Expand extension services at Federal and State level.
- Reserve portion of state agricultural funding for Nagropreneurs and women.
- Technical and vocational training at state and local government levels.

### Finance

- Tap capital markets for long-term funding and securitize agricultural risks.
- Growth Enhancement Scheme (GES)- standardise lending approval process to seed companies.
- Accelerate implementation of FAFIN.
- Expand the size of the Commercial Agriculture Credit Scheme and make it a revolving Fund.
- Provide innovative long-term financing (partial credit guarantee).
- Develop cost effective agro-specific insurance products
- Encourage access to funding from banks through women co-operatives.

### Markets/Commodities Exchange

- Develop institutionalized agro markets.
- Develop logistics infrastructure (storage, transportation, etc.).
- Expand the capacity of Securities and Exchange Commission to regulate commodities exchange.
- Finalize draft regulatory policy on Warehouse Receipts.
- Fast track privatisation of existing commodities exchange.

### Government Partnership at all Tiers

- Access to agricultural land by small holders (especially women and youth) in agriculture.
- Introduction of price support on agriculture output on the condition that direct benefits must get to farmers.
- Collaboration with the federal government in agricultural extension.
- Implement NEPAD/CADAP recommendation on 10% budgetary allocation to agriculture.
- State Governments and Private Sector partnership in land clearing for smallholder farmers.
- GES should be backed by federal and state legislation.

### Infrastructure

- Accelerate rural broadband deployment by the Universal Service Provision Fund (USPF)
- Upgrade air and seaports infrastructure to support Agro exports.
- Improve rural farmers' access to electricity infrastructure.
- Improve water resource usage - channelling dams and rivers towards irrigation.
- Provide effective road and rail networks, connecting rural farmers and farm estates to markets.



## NES 19 Recommendations (cont'd.)

### Industry Linkages

- Fast track implementation of Staple Crop Processing Zones (SCPZs).
- Fast track the establishment of technology-enabled warehouse receipt system, to improve efficiency and transparency.
- Create visible infrastructure within Agricultural communities to elicit interest in Agribusiness.
- Standardisation and quality control for agricultural products across the value chain.

### Knowledge/Research and Development

- Align educational curriculum with national Agricultural aspirations.
- Collaboration between research institutes and the private sector.
- Scholarships / Grants targeted at encouraging enrolment in Agricultural courses.
- Investment promotion and royalties to incentivise investment in market relevant research.
- Fiscal incentives to encourage private sector research and development in Agriculture.

### Environment and Climate Change

- Disseminate geospatial data for climate-smart agricultural investment
- Utilize renewable energy sources for farm and household use
- Develop climate index for farm insurance purposes
- Synergy & collaboration of Ministries of Environment, Agriculture and Rural Development, Water Resources, as well as Industry, Trade and Investment.

### Sustaining the Agricultural Transformation Agenda

#### Institutions

- Building capacity of MDAs to understand, own and implement ATA.
- Complete change management process to cascade ownership for ATA across the FMARD organisation.

#### Enabling

- Provide legislative backing for key components of ATA.

#### Private

- Management of infrastructure through PPPs (management contract, privatisation, etc.).
- Expand innovative financing strategies e.g. partial risk guarantees.
- Increase investment across agriculture value-chain.
- Management of Commodities Exchange.

#### Monitoring

- Set up a monitoring and evaluation process to measure the progress of the ATA.

#### Ownership

- Promote citizen ownership of ATA through 'Buy Naija' campaign.

## NES 19 Actionable Priorities

1. Building capacity of MDAs to understand, own and implement ATA.
2. Implement change management process to cascade ownership for ATA across FMARD.
3. Accelerate implementation of Staple Crops Processing Zones.
4. Continued partnership between all tiers of Government and private sector.
5. Legislation of GES.
6. Expand the capacity of Securities and Exchange Commission to regulate commodities exchanges.
7. Privatize existing commodities exchange.
8. Expand size and make Commercial Agriculture Credit Scheme a revolving Fund.
9. Federal Ministry of Agriculture and Rural Development renamed Federal Ministry of Agriculture and Agribusiness.

Tuesday, 3 September 2013.

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## Welcome Address



**Foluso Phillips**  
Chairman, Board of the NESG.

*“Agriculture holds the key to the economic transformation and diversification of the Nigerian economy.”*

The Chairman began by lauding the 20<sup>th</sup> year of the creation of the Nigerian Economic Summit Group (NESG) and the 19<sup>th</sup> Nigerian Economic Summit (NES 19) as two tremendous achievements for the institution, given the policies and decisions taken as result of its collaboration with numerous partners including the private sector, as well as Nigerian and non-Nigerian policy makers.

Mr. Phillips noted that the previous year's summit demonstrated NESG's consistency in its clamour for deregulation of various sectors of the economy where government previously played major role. He, however, emphasized the importance of regulation even in a deregulated economy.

In addition, the Chairman underscored the urgent need to reduce the cost of governance, as the size of the Nigerian government is larger than the economy it manages. He also called on government to complete the passage of the Petroleum Industry Bill (PIB) into law. He also identified transmission as the weakest link within the power sector, and cautioned on the need to address this quickly in order to unlock the potentials within the sector.

Regarding NES 19, the NESG Chairman stated that this year's summit is aptly focused on agri-business. Agriculture, he noted, needs attractive economic incentives and funding, land reforms, and improved access to markets. He further said that investment in infrastructure and policy changes are also required to stimulate the agricultural sector.

Mr. Phillips congratulated the President on his re-discovery of agriculture as Nigeria's national value proposition stating that oil was never to be the nation's value proposition. He posited that agriculture, which holds the key to job creation is a major scorecard of Mr. President and must come to the limelight.

## Update on the Agricultural Transformation Agenda



**Akinwunmi Adesina**  
Honourable Minister of Agriculture and Rural  
Development.

*"The journey to make Nigeria a global powerhouse in food is a long journey, but I am confident that Nigeria will get to the goal."*

The Minister started his presentation by reiterating the importance of agricultural sector to the diversification of the Nigerian economy, adding that the sector has a great potential in contributing to job creation and economy development.

Making a brief call back, he noted that in the 1960s Nigeria used to be a market to be reckoned with in the area of agriculture. However, the discovery of oil has made Nigeria neglect agriculture and the nation has become a net importer of food. As the future of earning from oil export is not bright, we must free ourselves from dependence on crude oil and concentrate on agriculture as it has enormous opportunities to increase the country's GDP.

According to him, Nigeria is blessed with 84 million hectares of arable land, of which only 40% is cultivated. It also has the two of the largest rivers in Africa in addition to availability of cheap labour and a huge market population of 167 million people.

Recognizing this great potential, the Minister explained that there is need to stop being a market for other countries and focus on creating opportunities for Nigerian farmers so as to unlock the potential of the agricultural sector. In this respect, the Agriculture Transformation Agenda (ATA) was embarked on with an objective of turning agriculture into a moneymaking business and away from being a development project.

He highlighted the goals of ATA to include:

- Stimulating 3.5 million jobs across the agricultural value chain; and
- Adding an additional 20 million MT of food to the domestic food supply by 2015.

The Honourable Minister then set out the recent achievements of ATA as follows:

a) **Growth Enhancement Scheme (GES)**, which is aimed at providing farm inputs for farmers. This also comes with the development of the Electronic Wallet System (to improve farmers' access to subsidized seeds and fertilizers) and Registration of farmers (to improve the reach to targeted farmers).

The Minister emphasized that Nigeria is the first country to implement this kind of programme in the world. The system has recorded remarkable success to the extent that, other African countries, as well as Brazil, India and China, have expressed interest in adopting the same system. Some of the achievements highlighted include:

- About 1.5 million smallholder farmers received subsidized seeds and fertilizers through this scheme;
- So far in 2013, over 3.5 million farmers have received their subsidized inputs through the Electronic Wallet Scheme; and
- 10 million farmers are already registered in the database.

b) **Rice self-sufficiency by 2015**. This is aimed at extricating Nigeria from its dependency on rice imports. According to the Minister, the policy is yielding expected results, some of which are:

- In 2012 alone, Nigeria produced over 1 million metric tons of paddy rice, which is about one third of the additional rice needed to meet the target for rice production. This has created booming economy in rural areas to the extent that villagers have devised new means (such as camels) to transport their farm produce to the markets.

- In two years, the private sectors have established 14 large-scale integrated rice mills producing international quality long-grained parboiled rice.

c) **Cassava flour substitution policy** aimed at reducing import bill on wheat, by replacing some of the wheat flour used in bread and confectionaries. Incorporation of 20% high quality flour has been introduced to corporate and major bakers.

As the commercialization of cassava bread reaches its peak, it will reduce wheat import bill by at least ₦127 billion and put this back in the pockets of Nigerian farmers, processors and bakers. The government is also helping the private sector to access funds to build processing plants and also released funds, which will foster cassava bread production.

He gave examples that in Kogi State, about 15,000ha of land is being developed by Cargill to produce cassava starch. In Kwara State, the Flour Mills of Nigeria has established plants to turn cassava starch into sweeteners to reduce sugar imports. Nigeria has secured a deal to export 3.2 million MT of cassava chips to China. When concluded this will earn farmers and processors over \$800 million.

d) **New tropical wheat varieties** that are heat tolerant are being released and when planted would produce at least 2.5 million MT of wheat.

e) **The horticulture sector** is not left behind in this transformation. As the largest producer of citrus in Africa, Nigeria still imports juices and concentrates. There are private sector initiatives like Teragro which has established a \$6 million plant in Makurdi to process oranges into concentrate.

In Kano, Dansa Foods is investing \$35 million in the establishment of a tomato processing plant. The company is also investing \$45 million to set up a 6,000ha pineapple plantation and processing plant in Cross River State. This has helped develop a market for fresh produce in Nigeria to be exported to other countries in collaboration with the aviation ministry.

f) **Cotton and Palm Oil production** is being restored. 9 million oil palm seedling and 75,000ha of cotton were planted and cultivated all over the country through farmers and plantation estates. These were provided free of charge by the government. Farmers produced 240,000 tons of seed cotton. Eight of the ginneries that had gone moribund for years were revamped.

g) **3.5 million pods of high yielding cocoa hybrids** were distributed to farmers free of charge - in addition to support for production inputs. Last year, cocoa sector earned \$900 million in foreign exchange. Private sector cocoa processors have expanded their processing capacity for value addition to cocoa beans.

h) **Our Halal-certified beef system** is now poised to go international under the livestock industry. Efforts are being made to make Nigeria self sufficient within four years.

i) **A total of 10 new silos for strategic food storage** were completed by the government within 1 year. This has expanded our silos capacity from 260,000 MT in 2011 to 1.3 million metric tons by 2012 (a 400% increase). These silos are now being provided under concessions to the private sector, for the establishment of world-class agricultural commodity exchanges.

j) **Funding of agriculture, irrigation and water resources** development has attracted \$4 million in private sector commitments of and \$2 million in DFI commitments.

k) **Banks are now lending more than before.** Total bank lending to the agricultural sector rose from ₦3.5 billion in 2012 to ₦25 billion this year.

In conclusion, he said the impact of the agricultural transformation agenda has been significant for the country. Food imports have decreased by ₦857 billion by 2012, import bill also declined by \$3million in 2012. Exports expanded by 822,000MT in 2012 and have contributed to non-oil exports expanded by ₦759billion. Over 2.7 million farm-jobs were created, which is 77% of the target of 3.5 million jobs by 2015. The journey to make Nigeria a global powerhouse in food is still long, but the Minister is confident that Nigeria will get to the goal.

# The Evolution of Nigeria's Agricultural Policies



**Shamsudeen Usman**  
Former Minister/Deputy Chairman, National  
Planning Commission.

*“Successive governments have identified agriculture as a critical sector which was aptly highlighted in the medium and long term plans of government.”*

Dr. Usman identified and reviewed the different eras and phases of Nigeria's agricultural development. He started from 1861 when agricultural policies were developed on an ad-hoc basis, through to the 1970s and 80s when agriculture was seen more as a regional affair up to the present day when government has different policy initiatives on agriculture such as the Green Revolution, Operation Feed the Nation, DFRRI, FADAMA, River Basin Development, among others.

Due to the discovery of oil in commercial quantities in the 1970s, there was a noticeable decline in agricultural production. However, successive governments have identified agriculture as a critical sector, which was aptly highlighted in the medium and long term plans of government.

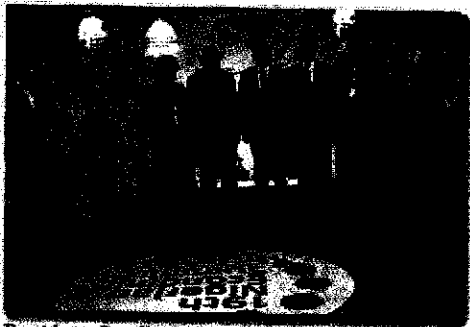
He identified that the challenges Nigeria is facing today in agriculture are not peculiar to her, as countries like India, China and Brazil experienced such during their drive for transformation in agriculture. He posited that Nigeria could learn a lot from Brazil, which cultivates only 12% of her arable land, yet remains one of the largest net exporters of agro products in the world.

Dr. Usman strongly believes that with the momentum gathered, the ATA will deliver on its objectives because the process is led by a strong and committed leadership of the President with a process that is technocrat-driven. Furthermore, the ATA initiative also concentrates on the full value chain that is based on a well-articulated plan that is anchored on a robust National Monitoring and Evaluation framework.

Dr. Usman decried inherent contradiction of the WTO free trade policy and complications from other global policies, which pose some challenges in achieving the ATA objectives.



## Plenary I – Presidential Policy Dialogue



President Goodluck Jonathan [middle] in a group photograph after the Presidential Policy Dialogue.

*"The nation is going back to agriculture for several reasons, to enable Nigerians to earn a decent living, doing what traditionally they know how to do best."*

### Moderator:

- Komla Dumor, British Broadcasting Corporation (BBC)

### Panellists:

- Goodluck Ebele Jonathan GCFR – President, Federal Republic of Nigeria.
- Donald Kaberuka – President, African Development Bank Group (ADB).
- Jacques Diouf – former Director-General, Food and Agricultural Organisation (FAO).
- Mrs. Yemisi Iranloye – MD, Psaltry International
- Alhaji Isa Tafida – MD, Famag Jal Farms

### THE DIALOGUE:

*During the dialogue session, the following questions were asked by the Moderator, Komla Dumor of the British Broadcasting Corporation (BBC), and answered by the different Panellists. For ease of reference, we have grouped the questions and answers as they pertain to each Panellist.*

*Dr. Goodluck Ebele Jonathan, GCFR – President Federal Republic of Nigeria.*

**Question:** The moderator asked Mr. President how he came to the determination that agriculture should take precedence over others considering the fact that when he took office he had a number of priorities to deal with.

**Response:** President Jonathan answered by stating that Nigeria definitely earns more money from oil business but that agriculture has huge potentials. He said that the nation is going back to agriculture for several reasons, including:

- a) To create jobs;
- b) To feed the nation; and
- c) To create a rural economy that would enable Nigerians to earn a decent living doing what traditionally they know how to do best.

**Question:** The Moderator stated that it is well known that one of the biggest problems facing Nigeria is power generation. He added that there are huge power requirements for the development of the agricultural sector. He then asked how the President has been able to link the provision of power with the development of agribusinesses.

**Response:** Mr. President responded by acknowledging the fact that Nigeria's laws have impeded the growth of the power sector, particularly because they have prohibited states from generating their own power. He stated that the Nigerian government is committed to ensuring that generation and distribution of power are entirely in the hands of the private sector, while the government works closely with private sector on transmission.

**Question:** Mr. Dumor stated that by 2050, there would be more Nigerians than Americans. He asked Mr. President, what assurance he could give Nigerians and the viewers that truly under his administration Nigeria will see a unique and transparent transformation in the agricultural sector.

**Response:** President Jonathan answered by first noting that Nigeria is a fairly large country and that to move goods from Kano to Lagos is more expensive than moving goods from Lagos to Europe. He went on to say that this affects inter-African trade but that his government is working with ADB and ECOWAS to improve infrastructure such as railways, power, roads and others.

**Question:** President Jonathan was also asked about the urgency of developing the agricultural sector.

**Response:** The President recognized the urgency of planning to feed an even larger population in Nigeria. He however does not

believe that Nigeria's population will explode as predicted. He said that identification of farmers has begun through the biometric systems, which will allow easy identification and access of loans from financial institutions.

**Question:** Lastly, the moderator asked President Jonathan, after appointing such a good Minister of Agriculture, how would he ensure that the policies would continue after he had left government?

**Response:** President Goodluck posited that nobody could guarantee that his successor will continue with the policies of his predecessor. However, he added that to ensure continuity his *government has placed emphasis on building institutions, not just people*. He said that the policies are presently being institutionalized in the departments and agencies of government.

He noted that one of the challenges in Nigeria or Africa is the frequency of change in leadership and key political actors. He added that there needs to be stability for political office holders and that some of the good policies will surely endure if there is the development of the institutions sufficiently to ensure that even if there is a change in government, they will not be affected.



President Goodluck Jonathan [2<sup>nd</sup> left] during the Presidential Policy Dialogue.

Donald Kaberuka – President, African Development Bank Group

**Question:** How important is it for the rest of the African continent that Nigeria gets it right in agriculture?

**Response:** Dr. Kaberuka expressed his belief that because of Nigeria's demographic importance, and the multiplier effect it will have in the African continent, *if Nigeria succeeds in her ATA, Africa would have succeeded*, because it will be easier to replicate the success in other African countries. He stated that Africa must not only be able to feed her teeming population but must use agriculture as a fulcrum to launch herself into the world economy. Therefore, proactive leadership is required to achieve ATA, and on that note, he commended the efforts of President Goodluck Jonathan in championing the cause.

**Question:** What is the ADB doing in terms of financing infrastructure related to agriculture in Africa?

**Response:** Dr. Kaberuka stated that the ADB is concentrating 60% of its funds to infrastructure development, which cuts across various sectors including infrastructure that supports growth in the agriculture sector. He also identified the need for more collaborative efforts between the ADB and the various governments of African States. He emphasised that the market is indeed in Africa and not elsewhere as people may believe.

**Question:** What is urgent in agriculture?

**Response:** Although I believe in free market economy, I also recognise the need for government to intervene between lenders and borrowers in this all-important agricultural sector.

Jacques Diop – former Director-General, Food and Agricultural Organisation.

**Question:** What was running through your mind when the Minister was highlighting the plans and achievements of ATA? Are you optimistic about the plans highlighted by the Minister?

**Response:** "Yes, I am very optimistic. *The key factor is the quality of the leadership provided by the government.*" Making example of the green revolution programmes in India, Indonesia, Malaysia and Brazil Mr. Jacques Diop asserted that the leaders in the respective countries are critical to the achievement in the agricultural sector.

"In Nigeria, President Goodluck Jonathan has provided the right leadership. The other elements are almost classical in nature. We should focus on how to increase production and productivity by using high yielding crop varieties along the value chain and also, by developing good irrigation systems infrastructure, storage facilities etc. In addition to that, fiscal policy, trade policies and tariff measures should be improved to aid trading between countries. There should be equal approach to policy framework."

**Question:** During his presentation, the Minister mentioned that trade policies posed a significant challenge for export. Is there an approach that should run side by side with the present changes in agricultural sector?

**Response:** We have solutions for ourselves in Africa. The market is here. For instance, Nigeria has 20% of Africa's population. By 2050, Africa will have 20% of world population. I just hope by then we will be exporters of food as a continent. We can use the present possibilities that are available to us within the framework of WTO.

*Alhaji Isa Tafida – MD, Famag Jal Farms*

**Question:** As a person who is in the meat business, what are the things that need to happen so that meat can reach all?

**Response:** We need to make sure that we comply with international standards of meat production and processing; provide venture capital to support farmers. *All stakeholders (federal, state and local governments) should come together and dialogue on how to establish hygienically operated abattoirs.*

**Question:** What are the things that need to happen urgently in the agricultural sector?

**Response:** There is need to dialogue properly with relevant stakeholders so as to establish the best way meat can come to the market and also establish a standardized scale in meat processing from start to finish. Taking Egypt as a case study, Alhaji Tafida stated that every cow that goes into slaughterhouse is examined properly. We need to call state commissioners for agriculture and health to meet and discuss how best to replicate standards across the meat value chains.

*Mrs. Yemisi Iranloye – MD, Psaltry International*

**Question:** Mrs. Iranloye was asked how power generation affects her business.

**Response:** Running on generator power, adversely affects cost of production. Recently, the Federal Government upgraded the electricity for the area closest to my factory, which made me hopeful for connection. Despite these challenges, I still benefit from the low cost of raw materials and easy access to farm personnel.

**Question:** Mrs. Iranloye was later asked how difficult it had been to get financing for her agribusiness.

**Response:** She responded that there are difficulties in accessing loans from financial institutions. However, she was able to secure a loan at 9% interest from First Bank for some farmers who were organized in clusters and also under NAIC insurance cover. She noted, however, that the loan was currently available only to a privileged group of farmers, and needed to be extended to others.

**Question:** Lastly, she was asked what were the things that needed to happen urgently in the agricultural sector from the perspective of someone working in the frontline of agriculture.

**Response:** She pointed out that one of the greatest challenges was lack of mechanisation, which she said primarily affects the rural, and small-scale farmers thereby preventing them from scaling up.

She went further to say that *it is important to provide funds at a single digit interest rate*, as the current c.22% interest rate is difficult to service. She posited that government ought to intervene a little bit more to get the interest rates somewhere between 1% and 5%.

She stated that the best interest rates available for farmers was 9%, which was only available for privileged farmers while peasant farmers however got 22%. She concluded by speaking on the difficulty in bank account opening for rural farmers. She said that banks should reduce their strictness in account-opening requirements and make it more practical and convenient.

## **KEYPOINTS FROM THE PRESEIDENTIAL POLICY DIALOGUE**

### **Issues Raised on Agricultural Development in Nigeria.**

- a) Importance of agriculture to Nigeria's development as well as Africa.
- b) Power generation as it affects agribusiness.
- c) Improving infrastructure within Nigeria and Africa.
- d) Providing more financial support to farmers.
- e) Sustainable government policy, despite change in government.
- f) Greater collaboration between ADB and African governments.
- g) Inadequate government intervention in agricultural financing.
- h) Improving fiscal policies, trade policies and tariff measures between countries.
- i) Addressing non-tariff issues as well.
- j) Non-compliance with international standards of meat production and processing by many butchers.
- k) High interest rates on loans makes borrowing very difficult for most farmers.
- l) Difficulties faced by farmers in opening bank accounts.

### **Promised Benefits of Agricultural Development in Nigeria.**

- a) Job creation and reduction in unemployment.
- b) Feeding the nation.
- c) Boosting intra-African trade.
- d) Africa could become a major exporter of food.
- e) Better quality and safer meat for national consumption and possible exports.
- f) Sustainable growth of the agricultural sector, which will in turn drive national development.

### **Recommendations for Agricultural Development in Nigeria.**

- a) Emphasis on building institutions for sustainability.
- b) Address the funding gap in the agricultural sector through single digit interest rates and so on.
- c) Banks should ease their account opening requirements.
- d) Provide venture capital to support farmers.
- e) Improve power supply and infrastructure to rural areas.
- f) Improve farmers' access to high quality irrigation systems.
- g) Provide adequate storage facilities for farm produce.
- h) More support for fertilizer, crop and meat value chains.

## Plenary II – NAGROPRENEURS: Nurturing the Successor Generation of Nigerian Farmers and Agricultural Enterprises



[LR]: Adeniyi Adedeji (CEO, Tepebo Farms), Nnaemeka Ikegwuonu (The Smallholders Foundation), Mosunmola Umoru (Abira Agribusiness Support Initiative), Francis Okpani (Otu's Brown Rice Ltd.), Ndid Nwuneli (AACE Foods), Eliel Sam (Giel Ventures), Manfida Isa Tafida (Famag Jal Farms) and Kofo Adegoke (Koop Global Farms Ltd.)

*“Majority of young persons are not encouraged to get involved in agriculture”*

### Moderator:

- Ndid Nwuneli – Coordinator, AACE Foods

### Panellists:

- Mosunmola Umoru – Abira Agribusiness Support Initiative
- Kofo Adegoke – Koop Global Farms Ltd.
- Nnaemeka Ikegwuonu – The Smallholders Foundation
- Eliel Sam – Giel Ventures
- Manfidi Isa Tafida – Famag Jal Farms
- Francis Okpani – Otu's Brown Rice Ltd.
- Adeniyi Adedeji – Tepebo Farms

### KEY POLICIES AND INSTITUTIONAL FRAMEWORK

a) **Review agricultural science curriculum for primary, secondary, and tertiary institutions.** It was agreed that the current curriculum in Nigeria's educational system does not portray agriculture as a business capable of creating wealth and providing employment. Consequently majority of young persons are not encouraged to get involved in agriculture. It was therefore recommended that agricultural science curriculum, beginning at the primary school level should be reviewed to include value propositions that will stimulate and promote interest of young persons in agriculture.

b) **Create agricultural technical and vocational training centres across the nation.** The panelists expressed concern about the dearth of practical, technical and entrepreneurial skills among youths in the agricultural sector. They said that people should be made to understand that tertiary institutions qualifications are not the only pathway to securing a job or earning good living. Youths need to be encouraged to attend these training centres, with a view to acquiring the various technical skills that are necessary for successful participation in agriculture.

In addition, young persons need to learn business skills, such as, preparation of business plans, developing value proposition and adopting cost-benefit analysis. This would assist them in developing the necessary skills required to manage business, processing loans from commercial banks, participating in government/private sector driven initiatives and so on.

**c) Develop policies towards enhancing the export mechanism of specific agricultural products.** As part of the overall goal of developing interest in agriculture as a wealth creating option, there is need for government to provide incentives to encourage exportation of agricultural produce. Panelists noted that some farmers find it difficult to access foreign markets which can be a major source of revenue to them. The process of obtaining relevant regulatory approvals for exportation of agricultural products should be simplified. Also capacity development should be provided in respect of how to produce, process and package agricultural products to meet international standards.

**d) Review microfinance policies for Nagropreneurs targeting easy access to affordable finance.** One of the key issues identified during the session was the difficulty being experienced by farmers in accessing easy and affordable credit facilities. Therefore, panelists noted that *there is need for government to assist the farmers to have easy access to finance at an affordable rate.* This would serve as incentives and encourage the young people to participate in agriculture. They also advocated for the establishment of a well-designed micro-insurance system to mitigate risks in the sector.

**e) Establish mentorship programs to engender interaction between Nagropreneurs and successful farmers.** Panelist noted that it is essential that young people are mentored by successful farmers who will act as role models; thereby providing a platform through which their interest in agricultural sector (complete value chain) will be promoted and nurtured. They stressed the need for the creation of apprenticeship programs to engender interaction between Nagropreneurs and the successful farmers.

**f) Provide incentives to the private sector to elicit their full support for agriculture and Nagropreneurs.** Government should incentivize the private sector to support the agricultural sector and Nagropreneurs as part of their corporate social responsibility through various initiatives, such as provision of agricultural implements, highly improved and parasite resistant seedlings, capacity building and so on.

#### SPECIFIC REQUIREMENTS FOR THE YOUNGER GENERATION OF NIGERIAN FARMERS TO SUSTAIN THEIR CONTINUED INTEREST/ INVESTMENT AND EMPLOYMENT IN AGRICULTURE

**a) Simplify access to affordable funding for agricultural initiatives.** Difficulty in accessing affordable finance was identified as one of the major problems facing farmers. There is a dearth of information about availability of such funding, and conditions for accessing them are usually prohibitive.

The panellists recommended that government should establish a well designed and thought through microfinance scheme or programme for Nagropreneurs and should use its relevant ministries,

departments and agencies (Ministry of Agriculture, Finance, CBN, BOA etc.) to assist Nagropreneurs easily access fund made available through such microfinance scheme. Commercial banks should be encouraged to revise their credit requirements to enable young farmers easily access credit.

**b) Enable Collaboration between the government and private sector with tertiary institutions to domesticate technology for agriculture.** The panelists advocated collaboration between government, the private sector and tertiary institutions in exploiting research findings with the aim of developing of the Nigerian agricultural sector. All necessary support required by our tertiary institutions to domesticate technology for agriculture should be provided.

**c) Deliver specific infrastructural projects to target Nagropreneurs.** Successful implementation of the Nagropreneurs' program depends on the availability of the requisite agricultural infrastructure to drive the initiative. These include roads, power, water, irrigation facilities, storage facilities etc. Government in collaboration with the private sector should make a deliberate effort in providing some basic infrastructure to target Nagropreneurs.

**d) Facilitate national re-orientation focusing on agriculture as a business creating wealth and employment opportunities.** There was a general consensus that the orientation of young people towards agriculture needs to change. In order to general their interest in agriculture, young persons need to be enlightened on the opportunities in the agricultural sector. They need to be encouraged to see agriculture as a business and as a credible alternative option of creating wealth and generating employment. It should be made attractive to them.

**e) Promote collaboration between relevant government ministries, departments and agencies (MDAs) at federal and states levels (Agriculture, Water Resources, Ministry of Works, Ministry of Power, Central Bank, Bank of Agriculture, Nigeria Export Promotion Council, Ministry of Trade and Investment, etc.) to promote Nagropreneurs programs in Nigeria.**

**f) Engage the movie industry (Nollywood, Kannywood, and others) as a medium to promote agriculture as a business (as means for wealth creation).** Panelists observed that the Nigerian movie industry has a key role to play in the proposed re-orientation of the youths and promotion of the agricultural sector. It was observed that farmers are often portrayed in Nollywood movies as poor individuals, with little or no future potential. Stakeholders therefore need to engage the movie industry as a medium of changing the mindset of youths about the agricultural sector. The movie industry should be encouraged to adopt and present the new picture that government want people to have about Nagropreneurs. It must start preaching the message that agriculture is a business, a medium for creating wealth and employment opportunities.



President Goodluck Jonathan [middle] and other dignitaries in a photo session with Nagropeneur panellists.



## Plenary III - Financing Agribusiness to Guarantee a Successful Industry Transformation



[L-R]: Mohammed Santuraki (Managing Director/CEO, Bank of Agriculture), Phillips Oduoza (Group Managing Director/CEO, UBA Group), Foluso Phillips, (Chairman, NESG), Bisi Onasanya (Group Managing Director/CEO, First Bank of Nigeria Limited) Akinwunmi Adesina, (Minister of Agriculture and Rural Development), Arunma Oteh (Director General/Chief Executive Officer, Securities and Exchange Commission), Mezuo O. Nwuneli (Managing Director/Partner, SAHEL Capital Partners and Advisory Limited), Frank Nweke II, (DG, NESG), Andreas Voss (Head, West Africa DEG)

### Moderator:

- Akinwunmi Adesina - Minister of Agriculture and Rural Development

### Panelists:

- Arunma Oteh - Director General/Chief Executive Officer, Securities and Exchange Commission
- Phillips Oduoza - Group Managing Director/CEO, UBA Group
- Bisi Onasanya - Group Managing Director/CEO, First Bank of Nigeria Limited
- Mohammed Santuraki - Managing Director/CEO, Bank of Agriculture
- Mezuo O. Nwuneli - Managing Director/Partner, SAHEL Capital Partners and Advisory Limited
- Andreas Voss - Head, West Africa DEG

### INTRODUCTION

*The discourse centered around the most effective and strategic means of financing agro-business enterprises in Nigeria, particularly on a commercialized scale. The pivotal role of the government in this was reiterated by highlighting of the current administration's Agricultural Transformation Agenda in context of the Transformation Agenda of Mr. President.*

### CORE ISSUES IN THE EXISTING AND NEW FUNDING INITIATIVES

The Fund for Agricultural Finance in Nigeria (FAFIN), which is a \$100million private equity fund focused on agriculture in Nigeria, is a collaboration between the Nigerian and German governments through the Federal Ministry of Agriculture and Rural Development (FMARD) and KfW. The fund is focused on SMEs that operate in the agricultural value chains in the country, with investments ranging from \$1-5 million. It provides equity and quasi-equity to eligible entities, which would complement the financing provided by financial institutions.

The fund aims at wide geographical spread that reaches beyond the branch network of the commercial banks.

The following have been put in place to ensure the success of this initiative:

- a) Professional team with experience in both agribusiness and SME investing.
- b) Support for agricultural companies with long-term financing.
- c) Technical assistance, which other donors will provide in support of the initial capital provided by the German government through KfW.
- d) There will also be additional fund sourcing from the pension sector and other third party donors to invest into the sector.

*Financial institutions with the capacity to support agricultural businesses must be sensitised to view agriculture as a sustainable and viable means of wealth creation, particularly as a large proportion of the Nigerian farming population is still in rural clusters. It is important for bankers to understand that oil and gas potentially poses a higher investment risk than agriculture.*

## CHALLENGES OF FUNDING AGRICULTURE

a) Many financial institutions turn down agricultural loan requests, not because agribusiness is not viable, but simply because the requests are poorly packaged. First Bank of Nigeria Limited (FBN) was used to illustrate this, as it provides internal resources to assist its customers in profiling their projects and putting them into formats that are bankable.

This has enabled the bank to meet customers' expectations, while not compromising its risk acceptance standards.

b) Most banks have problem with agrolending because the credit facilities are not tailored to suit farmers. Banks need to understand the transaction dynamics and match these to their risk acceptance criteria.

Agricultural businesses are different from other businesses and require the banks to be flexible in applying their risk acceptance criteria.

c) Where accessible, agricultural bank loans are obtained at double-digit interest rates. A comparative analysis was made with the United States of America (USA), where there is sustained 4% interest rate on agricultural loans and the financial markets as well as the government-sponsored Farm Service Agency provide direct loans or guarantees to farmers who are unable to access funds for agriculture. It is necessary to combine socio-economic objectives and wealth creation.

d) The possibility of single-digit interest rate and long-term loans are far-fetched in an environment where the monetary policy rate (MPR), inflation rate and Treasury bill rate are all double digit. This challenge is economy-wide, but more so for the agricultural sector.

e) The institutional framework for financing of the agricultural sector is weak. The specific issues in this include institutional sustainability, private sector discipline, new technologies, delivery channels as well as following through the value chain.



[L-R]: Mohammed Santuraki, Phillips Oduoza, Bisi Onasanya, Akinwunmi Adesina, Arunma Oteh, Mezuo O. Nwuneli, Andreas Voss

## IMPROVING SUFFICIENCY AND EFFECTIVENESS OF AGRICULTURAL FUNDING

The financial sector is critical to funding of the agricultural sector and as such, the Central Bank of Nigeria (CBN) must play a pivotal role in policy formulation, regulation and funding.

**Question:** The Moderator asked if the lending scheme of the CBN has stimulated Banks to lend out of their own balance sheet.

### Responses:

▪ **Mr. Bisi Onasanya (First Bank)** stated that though the CBN put in about ₦200 billion in the Commercial Agricultural Credit Scheme (CACCS), which brought some level of transformation in the sector, the benchmarked outcome could not measure up to that of advanced countries.

Definitely, there must be government intervention, in order to provide comfort for banks to lend to the agricultural sector. The government needs to establish an intervention fund to enable banks lend at a low rate to farmers. This structure would be comparable to the Common Economic Policy of the EU. Risk sharing arrangements are necessary and the interest drawback programme should be institutionalised.

▪ **Ms. Arunma Oteh (SEC)** canvassed for the establishment of credit facilitating structures that include agricultural insurance (partial risk guarantee), expanded bond market, harnessing the pension asset pool with appropriate products, commodity exchanges, listing of more companies on the stock exchange and loans monitoring.

In addition to risk sharing between the government and the banks, there is need for credit enhancement instruments like

index insurance, which covers weather-related risks and adapting a structure similar to the housing credit model for the insurance policy. The leveraging potential of the capital market can be explored for credit guarantee, securitisation of agricultural risks and government bonds tailored to agricultural financing with its typical tax exemption.

*There must be a tripartite approach to funding agriculture, with the government, private sector and development partners collaborating actively to grow agriculture in Nigeria.*

The financial institutions and the corporate sector in general may not have the patience required to provide the long-term enablement, support and technical assistance required to advance the agricultural sector on their own. Also, loans from banks evidently, cannot fund investments in agriculture to the point where these investments become completely sustainable and sufficiently strengthen the value chains. This is the crucial role that the government and development partners will play.

▪ **Mr. Andreas Voss (DEG)** reiterated the role of technical assistance, advice and consultancy, which the banks can also provide to aid positive and effective result in agricultural investments. He cited that in addition, following the example of First Bank's specialised credit department, loans monitoring is critical to prevent credit failure. The Nigerian government should complement the funding provided by the financial sector by facilitating short and long-term infrastructural development.

▪ **Dr. Santuraki (Bank of Agriculture)** suggested that microfinance banks drive both sides of their balance sheets, growing both deposits and loans alike can be met.

Financial institutions need to refocus their strategy of lending for agriculture by providing a support network for agriculture through the establishment of a special fund that is separate from their core business.

A revolution in insurance in this respect is necessary as there is currently a lack of clarity on the position of the Nigerian insurance industry and other related policies affecting the sector.

#### CONTRIBUTIONS AND OBSERVATIONS BY DELEGATES

**Question:** Why is land not used as collateral?

**Response:** The Land Use Act makes it difficult to use land as collateral. However, a committee has been set up to review the Act. Also, financial institutions prefer developed land as collateral.

**Question:** Why are Agricultural loans not tax-free?

**Response:** Agricultural loans are tax-free.

**Question:** If there is 7% interest loan to the power sector as priority, why is there no single digit interest rate to the agricultural sector as priority?

**Response:** The essence of this Summit is to generate ideas towards such agriculture-centric policies.

**Comment:** Women make up 80% of the farmers in Nigeria, but they are not clustered, majority of them live in rural areas and have no bank accounts. They would like to be recognised so that their specific needs can be met.

#### CONCLUSION

a) Government intervention is crucial in agriculture.

b) Single digit lending rate on agricultural loans is critical.

c) Women should be empowered in agricultural asset procurement.

## Breakout Session I – Women in Agriculture

### Moderator:

- Orode Doherty - Country Director, Africare

### Panellists:

- Sola David-Borha – Chief Executive Officer, Stanbic IBTC Zainab Shariff – Managing Director, Nigeria Medical Plant Company
- Ndidì Nwuneli – Co-Founder, AACE Foods
- Hajia Baraka Sani – Commissioner of Agriculture, Kano State
- Stella Williams – Former Chair, African Women in Agricultural Research and Development (AWARD)

▪ The purpose of this session was to discuss and debate some of the challenges women face in the agricultural sector, which includes issues such as access to land, livestock, education, financial services, extension, technology and rural unemployment. The session highlighted some of the difficulties facing women in agriculture and, at the end, various recommendations were made on how these issues could be resolved.

▪ Dr. Orode Doherty (Moderator) kicked off the session by asking the panellists to give a summary of their personal experiences in the course of working in the agricultural sector. The recurrent issue spoken about across the table was the lack of financing for female farmers. The attendees who were predominantly female farmers were disheartened to hear that this gender group who represent an estimated 70% of the total amount of farmers in Nigeria lack adequate funding in comparison to their male counterparts who supposedly makeup the remaining 30%. For instance one of the panellists, Sola David Borha (CEO, Stanbic IBTC) shed light on the fact that only 38% of all the beneficiaries of the Commercial Agricultural Credit Scheme (CACS) were women. And a lesser number of women receive loans from banks compared to their male counterparts.

▪ In addition, panellists also discussed the marginalization of women in the land allocation process by the federal and state governments. One of the panellists was quick to draw a quote from the International Development Research Centre – which says, “Women in Africa own only 1 percent of the land”. The panellists also blamed some of our norms and traditions, which see women as “housewives” rather than entrepreneurs as one of the major reasons for this marginalization.

▪ Hajia Baraka Sani (Kano State Commissioner for Agriculture) went further to discuss some of the challenges she faced as the first female agriculture commissioner of the state and how she realized that fewer women were allocated land by her ministry. She was of the opinion that this was possible as a result of the lack of empowerment of women in all tiers of government.

■ Panellists pointed out that the high level of female illiteracy amongst female farmers in rural settlement made them more vulnerable to the men, thus not giving them the opportunity to take a stand in the economic development of their immediate homes and the country at large. According to the Commissioner "if women receive the same level of education, experience and farm inputs as men they can increase production of some crops substantially." She also stressed that given the key role of women in the agricultural sector, improving their situation means progress for the sector and the economy as a whole.

■ Ndidi Nwuneli founder of AACE Foods also stated the fact that women have been less innovative by not taking control of the middle-woman role in the agricultural supply chain. She was able to describe to the audience the role her company plays in the agricultural supply chain. She suggested that rather than be the farmer at end of the chain, women could take the role of obtaining raw materials for farmers and processing the products for sale to the end consumer. She also went ahead to point out that it would be easier for women to achieve better success in the agricultural sector if they are in groups/clusters rather than as individuals and stated that her organization helped women to identify the cluster they belong to and ensured that they and other women come together as a unit.

■ Zainab Shariff (MD, Nigeria Medical Plant Company) highlighted the fact that an estimated 8,000 species of medicinal plants were yet to be tapped. Thus opening the minds of the audience to the other avenues women could explore to make profit in the sector.

■ Panellists also discussed financial inclusion of women in rural settlements; a lot of these women can barely read and write and therefore do not have bank accounts or any form of savings, thus hindering them from accessing loans and grants. Furthermore the panellists in an open discussion spoke about the importance of the natural nutrients gotten from some of these crops, stressing the importance of changing diet plans, which could increase patronage and sales of indigenous crops being cultivated by our women.

■ Develop gender-friendly agricultural policies and integrate into the broader strategy framework for rural development across the states.

■ Reform of agricultural, trade and tariff policies to strengthen the sector.

■ Direct government funding toward resources for female farmers in order to address the issue of gender inequality. Well-targeted expenditures will help female farmers increase their productivity; thus providing more food for their families and the nation as a whole (in terms of reduction of imports).

■ Ministry of Agriculture in partnership with the Ministry of Education should provide a training scheme for capacity building among female farmers.

■ Creation of more female farmer cooperatives, to absorb the shocks in accessing loans and grants, since it is easier for cooperatives to access loans.

## Breakout Session II – Environmental Sustainability and Climate Change in Agricultural Development

### Moderator:

- Mrs. Dupe Akindele – Former Group General Manager, Renewable Energy, NNPC

### Panellists:

- Hadiza Ibrahim Mailafia – Honourable Minister of Environment
- Marie Françoise Marie-Nelly – Country Director, World Bank
- Christine K. – Country Director (Nigeria), Heinrich Boell Foundation
- Shrikant Jagtap – Global Climate Technology for Development, USA

■ Marie-Nelly stated that climate change could reduce productivity of plants and livestock, and thus affect food security and the GDP of any country. There is need for better land management practices and adequate planning of the planting season, as recently done for FADAMA. This requires the collaboration of the government and the private sector.

■ Mailafia reiterated the importance of the “3Es” in developing countries, namely: Education, Energy and the Environment. Most farmers are uneducated and unable to fully grasp the issues in climate change. In 2012, the National Policy on Environment and a framework for its implementation were developed and approved. Some of the problems identified by the Federal Government included water shortage, land degradation and deforestation. These are all linked to climate change.

■ As part of care for the environment, the government discourages the slashing of land and bush burning in land preparation and disposal of waste because of carbon dioxide emissions. In 2011, the government launched the Presidential Initiative on Afforestation (PIA), which is a tree-planting project in which eleven northern states have been involved. Renewable energy is also being promoted, and the government recognizes the works of several organizations in the likes of Wonder bags, Clean Cooking stoves, etc.

■ There is need for the Federal Ministry of Agriculture and Rural Development to collaborate with the Ministry of Environment and Water Resources, ensuring that there are policies to take care of environmental issues in the pursuit of the ATA. One of the challenges in this is that environment is on the concurrent list of government.

- Christine K. stated that the more greenhouse emissions we put out, the greater the environmental challenge. There are alternative growth paths, which other countries utilize and are environment friendly, which Nigeria should borrow from. One of such initiatives of Heinrich Boell is the use of solar power as alternative to diesel in Jigawa State, which in the long run will also save them a lot of money.
- Shrinkat Jagtap recognized that NIMET has been giving rainfall predictions (seasonal rain and dry periods) yearly and made them available to the public, which should help farmers in decision-making. Also, there is technology which does not require internet or power, but runs on batteries which can give daily weather forecasts so farmers can make informed decisions on whether or not to plant that day. This will reduce losses and increase productivity tremendously if provided to Nigerian farmers. This technology comes at a cheaper price than most mobile phones, and it is useful in not applying fertilizer or spraying pesticides on crops until the heavy rain is over. There is need for the governments to further improve on the irrigation system so that farming can go on all year round regardless of season. With forecasting, farmers can make informed decisions about when to take advantage of the season.
- Mrs. Mailafia observed that the active engagement of youth in agriculture in Kebbi, Sokoto and Zamfara states, unlike other states in North-Eastern Nigeria, is possibly why they are not involved in prevailing acts of terrorism. She encouraged Nigeria to learn from Niger, where the youth have done a re-greening of the lands on their own, not waiting for the government. Ethiopia is also a very good example, which embarked on greening the land after the civil war. One major reason for the success in Ethiopia is that in each village, there are three experts mentoring the farmers.
- Insurance for farmers needs to be revamped by focusing it on weather forecasts, to ensure that underwriters make informed decisions on seasonal weather forecasting as it is done in developed countries, rather than physical farm visits to determine crop loss.
- Greening the land in the North is crucial to ensure that a large part of the 84 million hectares of land in Nigeria is not lost.
- Architect Daramola Aliyu advised that Nigeria has to look into the negative impact of fish farming waste to the environment, as many fish farmers dispose of the water from their ponds into gutters, which are usually blocked and serve as breeding ground for mosquitoes that bear malaria parasites.
- Ademola Adeyemo, a town planner and geo-scientist, suggested that the government guides its decision-making using the geo-spatial data, which is available. It is a sort of economic atlas, which can also be useful to potential foreign investors.
- Richard Nzekwu of the Department of Agricultural Land Resources recommended climate smart agriculture practices which deal with increased crop productivity, climate resilience and soil wealth. Assisting the communities to set up good governance on land use in addition to multi-sectoral MDA collaborations is necessary in the implementation of programmes.



- Use of alternative energy sources like wind and solar energy, and recycling were recommended as solutions to minimizing damage to the environment while developing the agricultural economy.
- The Nigerian Government is actively pursuing the diversification of the economy to meet its Vision 20:2020 through agriculture, but also recognizes the adverse effects of this on the environment. It is putting strategies in place to limit at the very least, if not eliminate them.
- Also mentioned was the fact that the Ministry of Agriculture and Rural Development is aware of the rising waste issues as the agricultural economy grows. Plans are being made to convert the waste to use in other areas, especially renewable energy and recycling.

## Breakout Session III – Advancing Information and Communication Technology for Agriculture

### Background Presentation:

- Omobola Johnson – Minister for Information and Communication Technology

### Moderator:

- Ibukun Odusote – Permanent Secretary, Federal Ministry of Agriculture and Rural Development

### Panellists:

- Hadiza Ibrahim Mailafia – Honourable Minister of Environment
- Segun Ogunsanya – CEO, Airtel Nigeria
- Wonuola Adetayo – CEO, Softskills Management Consultants
- Bolaji Akinboro – Co-founder, Cellulant Nigeria
- John Obaro – SystemSpecs Limited

■ **Background Presentation:** The information intensive nature of agriculture shows the importance of ICT application, with the benefits of increase in the output of farm produce, creation of many jobs and wealth generation. The strong leverage of ICT will enhance the capacity and capability of agriculture at every point in the agricultural value chain. Synergies between ICT and agriculture in Nigeria are ongoing, but there are opportunities to expand the scale and scope. These applications include the biometric information in the identity (ID) cards issued to farmers in 2012, the e-Wallet programme and Nokia Life programme which is a knowledge sharing platform providing soil and weather information to farmers. More specific opportunities for ICT in agriculture occur at the pre-cultivation, crop cultivation, harvesting and post-harvest stages. These include processes like crop and land selection, land preparation and sowing, input, water and pest management, marketing, packaging and food processing. These processes are all carried out on ICT platforms.

■ **Connectivity gap in telecommunications:** One half of the Nigerian population resides in rural areas and agriculture is practiced for the most part in these areas. Therefore, it is important to deploy base stations, fibre and internet access to the rural areas in order to encourage mobile phone usage and to support the growth of the rural economy. To close this gap, the Federal Government of Nigeria (FGN) is currently implementing a number of programmes that incentivize operators to build networks in rural areas. Such include the AMPE-BTS project to install 1,000 more base stations in 2013, the RUBI which provides wholesale internet bandwidth to ISPs operating in rural areas and the current construction of 500 kilometre of fibre deployment with 3,000 kilometre targeted for 2013/2014. Mrs. Adetayo emphasized the need for ICT in transferring knowledge from where it is to where it is needed, as a fast track to improving innovation and hence productivity.

- **Economic viability:** The economical viability and affordability of connectivity are yet to be properly evaluated. Mr. Ogunsanya of Airtel Nigeria stated that the installation of one base station costs about US\$100,000, while maintenance costs an additional US\$5,000 that is partly due to vandalism. This high cost makes it close to impossible to fully realize the goal set in the rural areas.
- **Innovation gap:** This results from insufficient tools required by agricultural stakeholders (traders, agro-preneurs, policy makers, and so on) to transform information and knowledge needed in the main phases of the agricultural sector in a relevant and useful manner into what they need for their businesses. Although, government has developed ICT incubation programmes to help ICT entrepreneurs create successful businesses through innovation centres, the technology launch pad and the IT innovation fund, there is still a predominant knowledge gap in the agricultural sector which limits innovative capability.
- **Market Gap:** The ability to efficiently identify what, where and when to sell or buy can only be achieved through market intelligence, which leads to enterprise diversification and produces the biggest gain in income. This market intelligence can be created through ICTs, which allow for effective coordination of prices through commodities exchanges.
- Christine K. stated that the more greenhouse emissions we put out, the greater the environmental challenge. There are alternative growth paths, which other countries utilize and are environment friendly, which Nigeria should borrow from. One of such initiatives of Heinrich Boell is the use of solar power as alternative to diesel in Jigawa State, which in the long run will also save them a lot of money.
- Shrinkat Jagtap recognized that NIMET has been giving rainfall predictions (seasonal rain and dry periods) yearly and made them available to the public, which should help farmers in decision-making. Also, there is technology which does not require internet or power, but runs on batteries which can give daily weather forecasts so farmers can make informed decisions on whether or not to plant that day. This will reduce losses and increase productivity tremendously if provided to Nigerian farmers. This technology comes at a cheaper price than most mobile phones, and it is useful in not applying fertilizer or spraying pesticides on crops until the heavy rain is over. There is need for the governments to further improve on the irrigation system so that farming can go on all year round regardless of season. With forecasting, farmers can make informed decisions about when to take advantage of the season.
- Mrs. Mailafia observed that the active engagement of youth in agriculture in Kebbi, Sokoto and Zamfara states, unlike in some states in North-Eastern Nigeria, is possibly why they are not involved in prevailing acts of terrorism. She encouraged Nigeria to learn from Niger, where the youth have done a re-greening of the lands on their own, not waiting for the government. Ethiopia is also a very good example, which embarked on greening the land after the civil war. One major reason for the success in Ethiopia is that in each village, there are three experts mentoring the farmers.

## Policy Recommendations

- Insurance for farmers needs to be revamped by focusing it on weather forecasts, to ensure that underwriters make informed decisions on seasonal weather forecasting as it is done in developed countries, rather than physical farm visits to determine crop loss.
- Greening the land in the North is crucial to ensure that a large part of the 84 million hectares of land in Nigeria is not lost.
- Architect Daramola Aliyu advised that Nigeria has to look into the negative impact of fish farming waste to the environment, as many fish farmers dispose of the water from their ponds into gutters, which are usually blocked and serve as breeding ground for mosquitoes that bear malaria parasites.
- Ademola Adeyemo, a town planner and geo-scientist, suggested that the government to guide its decision-making is not using the geo-spatial data, which is available. It is a sort of economic atlas, which can also be useful to potential foreign investors.
- Richard Nzekwu of the Department of Agricultural Land Resources recommended climate smart agriculture practices which deal with increased crop productivity, climate resilience and soil wealth. Assisting the communities to set up good governance on land use in addition to multi-sectoral MDA collaborations is necessary in the implementation of programmes.
- Use of alternative energy sources like wind and solar energy, and recycling were recommended as solutions to minimizing damage to the environment while developing the agricultural economy.
- The Nigerian Government is actively pursuing the diversification of the economy to meet its Vision 20:2020 through agriculture, but also recognizes the adverse effects of this on the environment. It is putting strategies in place to limit at the very least, if not eliminate them.
- Also mentioned was the fact that the Ministry of Agriculture and Rural Development is aware of the rising waste issues as the agricultural economy grows. Plans are being made to convert the waste to use in other areas, especially renewable energy and recycling.

#### Actionable Priorities

- The FG in collaboration with the SEC, and Ministries of ICT and Finance is currently developing an online trading platform/commodity exchange, as an intervention to fix the market. This will eventually be handed over to the private sector.
- Local phone manufacturers in the country will drive the provision of affordable devices to farmers ~ MyPhone in Ogun State and Rlg from Ghana.
- An enabling environment provided by government will make Nigeria an innovative hub. Interventions in the form of incubators and accelerators (e.g. Innovation Centre Network) will be handed over to the private sector.
- NIPOST will play a role in the financial inclusion of the CBN by acting as an agent for mobile money and a platform of exchange in the rural areas.

## Breakout Session IV – Science, Research and Development

### Moderator:

- Professor Anya O. Anya

### Panellists:

- Baba Yusuf Abubakar – Agricultural Research Council of Nigeria
- Hilary Odo Edeoga – Vice Chancellor, Federal University of Agriculture Umudike
- Gloria Elemo – DG, Federal Institute of Industrial Research
- Shachi Sharma – Director, Syngenta Nigeria Limited
- Bamidele Ogbe Solomon – DG, National Biotechnology Development Agency
- Adiel Mbabu – Deputy Regional Representative CIP
- O.G Olabanji – Lake Chad Research Institute
- Eli Jidere Bala – DG, Nigeria Energy Commission
- Carl Moyo – Regional Director Africa, Dupont.

▪ **Opening Remarks:** In his opening remarks, Prof Anya set the scene for discussions by stating that the basis for development is science and that science is only active and living when driven by research. He noted that science is necessary to drive Nigeria in the right direction towards the attainment of its development goals. He further noted that funding of research and development is also critical and that while most developed countries expend about 1.5 – 2.5% of their GDP on research and development, Nigeria only spends about 0.04% of its GDP on research and development. He further noted that some of the challenges to a successful research and development system in the country include:

- Lack of adequate manpower and poor quality of research
- Failure of Nigerian scientists to conduct research the right way. Motivation for R&D is to address needs other than meeting the needs of the farmers.
- Mr. Adiel Mbabu presented a case study on Orange Fleshed Sweet Potato (“OFSP”) programme, which was sponsored by the Bill and Melinda Gates Foundation. He stated that the OFSP is rich in Vitamin A, a micro nutrient found in food and needed mainly by children of 6-8years and pregnant women. Deficiency in vitamin A can lead to increased rate of infection, death, high rate of malnutrition.

- A root/tuber of 100 -125 grams will provide the recommended daily amount of Vitamin A. He explained further that about 163 million children under 5years suffer for Vitamin A deficiency. 40% of that number can be found in Africa while another 40% is in south and central Asia. The challenges to the programme, according to Mr Mbadu, include availability of limited varieties; need for seed production; unstructured seed distribution pattern; lack of investment and incentives for investment in production and insufficiency policy and institutional support.
- Dr. Gloria Elemo commenced her presentation by asserting that there was a need to look inwards in the area of science, research and development in Nigeria and Africa as a whole, in order to sustain food security and development. She noted that unemployment rate in Nigeria stands at 24% and agro business can reduce this figure substantially. She stated that Agriculture accounts for 39% of African GDP and that its importance lies, not only in food security, but also as a source of wealth and job creation. She also stated that the processing and development of agricultural products into finished and shelf durable products have been neglected in the country and that there was an urgent need to develop the policy for moving research findings by the universities and research institutes from the bookshelves to the market.
- She explained further that reports in 1950 indicated that Nigeria was underdeveloped because its R&D was not coordinated. Therefore, FIIRO was established to conduct research in the field of agricultural and mineral resources. She stated that FIIRO had developed over 250 technologies in its over 58 years of existence and not less than 50 of these technologies are ready for exploitation by the small and medium scale enterprises (SME). In this regard, she further report that FIIRO also provides human capital development services as well as pre-feasibility study services to SMEs interested in exploiting its technologies.
- Dr. Elemo, however, identified Government's inconsistency in policy, as a major challenge to the successful utilization of R&D in the agricultural sector. She identified the policy on cassava flour as a case in point. During the President Olusegun Obasanjo administration, Government adopted the policy of the inclusion of 10% cassava flour in wheat flour for bread production, which has been now been jettisoned. She stated that FIIRO has developed the process of detoxifying cassava and as a result the level of cassava flour inclusion in bread and confectioneries production could be increased to 20% or more.
- She further stated that, as part of the process of persuading members of the National assembly and debunking the rumour that the inclusion of cassava flour in bread in confectioneries production may lead to diabetes, research was conducted to determine the glycemic index of cassava flour and that it was lower than that of wheat. Thus indicating that it could be used to manage diabetes. She went on to highlight the versatility of Cassava. She explained that cassava could be used to produce gluco-syrup, adhesive, Animal feeds, chips, detoxified starch, cold-water starch etc. She also stated that FIIRO has also been able to develop a shelf stable variety of fufu that can last for close to 2 years.

- Dr. D. A. Okpara explained that the university focuses on research, teaching and community service. He explained that the University has established strategic partnership with local and foreign institutions to enhance its curriculum.
- He explained that the University focuses on strengthening research and skills acquisition, with emphasis on production of self-employed graduates and capacity development and improvement for researchers through participation in trainings, both locally and internationally. He further explained that capacity development in use of Information and Communication Technology is also included. Dr. Okpara however identified funding as the major challenge to R&D in the university. He stated that the level of funds available for R&D is negligible.
- Mr. Carl Moyo described Dupont as a science and technology company. Mr. Moyo stated that although science is universal, it must be used in a local setting. He explained that Dupont believes that R&D is a collaborative endeavour and that rather than expect foreign investors bringing their technology into Nigeria, the attitude should be to have them partner with the country to develop indigenous technology. To this end, private sector and Government must work together to achieve sustainable development.
- He then stated that the main challenge to the development of effective R&D is dearth of funding. He explained in this regard that Dupont has an annual budget of USD2billion dollars for R&D and 80% of that amount is expended in the food and energy space. He reported that Dupont has done a lot of work in maize cultivation in Africa, where it is working to ensure the conversion by farmers from the use of open pollinated variety (OPV) to hybrid to increase yield and there has been significant result. He also stated that Dupont was working on developing an enzyme that will enable up to 50% cassava flour intervention in confectioneries production.
- Prof. Baba Yusuf Abubakar explained that ARCN coordinates and supervises the activities of 15 research institutes and 8 universities of agriculture in Nigeria. He used a comparison between Nigeria and Brazil to illustrate the challenges to meaningful contribution of R&D to the agricultural sector. He explained that the *Empresa Brasileira de Pesquisa Agropecuária (EMBRAPA)* (Brazilian Enterprise for Agricultural Research) has an annual budget of about USD1 billion with about 90% of that amount funded by the government. Also, it has a workforce of 10,000 of which 2,500 are scientist. 85% of those scientists are PhD holders. However, ARCN's budget is about USD125 million provided by government. The total research workforce under its supervision is also 10,000 but only about 1,000 of them are scientists with only 30% of that number being PhD holders.
- He also noted that most of the research conducted by the various research institutes, have not been responsive to the needs of the clients and that there is an urgent need for reform in the R&D system to ensure that research addresses the needs of the end users.



- Dr. Shashi Sharma explained that Syngenta is in the business of development and distribution of hybrid seeds and chemicals. The company firmly believes that with the right structure and incentives, regulatory, health and safety checks in place and also by accelerating technology that gives a better return on investment, Nigeria can attain its goal in the global agricultural market. He explained that R&D in the field of agriculture is an expensive and long-term venture. He stated that the company spends about USD150million to USD200million over a period of 2 to 10 years to develop each hybrid seed or chemical in order to ensure such products are suited for market and meet regulatory requirements.
- He explained that the company believes that the right technology, right training and right environment is required for R&D to create the right impact on the country. He explained further that the company operates federated partnerships whereby each stakeholder contributes to the process. Accordingly, the company is working with some research institutes in Nigeria to develop and test hybrid rice amongst other ventures. He advised that focus needs to change from technology alone to marketing research findings.
- Dr. Olabanji explained that one of LCRI's mandate is the genetic improvement of wheat, barley and millet. In this regard, he reported that LCRI has developed more than 8 varieties of millet with the yield of 3 to 4tonnes per hectare. He stated that although Nigeria has about 600,000 hectares of land suitable for cultivation of irrigated wheat and about 80,000 hectares of land suitable for cultivation of rain fed wheat, it still spends about N635 billion importing wheat. He reported that LCRI has developed varieties of Nigerian grown wheat with yield of 2 to 4.5 tons per hectare and currently working on two new improved varieties, which have potential yield of 5 to 6 tons per hectare. Seedling for the improved variety should be released by 2014.
- He informed the forum that the flour produced from the Nigerian wheat has same quality as the foreign wheat flour. He reported that LCRI has successfully produced bread from the Nigerian wheat flour and had commenced commercial exploitation of the wheat.
- Dr. Dioha Joseph recounted Government's activities for improved power supply in the country. He suggested that rural dwellers that are yet to be connected to the National grid should adopt alternative sources of energy available to them, particularly where the power requirement is not large. He explained that research is currently being carried out on renewable energy such as wind, hydro, bio-gas and solar energy as alternative for rural farmers without access to the National power grid.
- He also stated that the commission is campaigning from state to state, also currently collaborating with the NYSC to train corps members on how to generate income from agriculture through research and development and local ethanol production.

<p><b>Policy Recommendations</b></p>	<ul style="list-style-type: none"> <li>■ There is the need for innovative funding mechanisms for Research &amp; Development; funding threshold for R&amp;D must also be determined.</li> <li>■ The R&amp;D value chain must be completed. Research must reach an industrial scale because investors are always interested in making profit.</li> <li>■ Pressure to be put on the government, National Assembly etc to show more concern to R &amp; D</li> <li>■ Proportion of the GDP devoted to R&amp;D needs to be increased. R&amp;D needs to be more efficient and directed at solving issues militating against economy.</li> <li>■ Establishment of a functional and viable research council, which shall supervise every facet of research.</li> <li>■ There is the need for multi sectoral policy support for R &amp; D</li> <li>■ Collaboration between all the stakeholders in R&amp;D - Government, research institutions and key private sectors players need to work together in order to ensure commercialization of R&amp;D</li> <li>■ Exploring the potential of technology transfer with a view to domesticating technology that had worked elsewhere.</li> <li>■ Extension services and private sector participation is needed to move the R&amp;D industry forward. The process of R&amp;D must be driven from the lab to the market</li> <li>■ There is need for multi-organizational partnership in addressing issues militating against large scale cultivation of OFSP.</li> <li>■ Advocacy and policy change</li> </ul>
<p><b>Promised Benefits</b></p>	<ul style="list-style-type: none"> <li>■ The inclusion of 10% cassava flour in bread production would result in saving N63.5billion spent on wheat importation</li> <li>■ Effective cultivation and diet based on OFSP can reduce the Vitamin A deficiency count by about 20%.</li> <li>■ About 3 million jobs could be created from 10% cassava flour inclusion- 500 SMEs are required to produce 600 thousand tons of high quality cassava flour required to meet the 10% cassava flour inclusion requirement in bread production and that would result in the creation of about 3 million jobs.</li> </ul>

## Breakout Session V – Building a World Class Food and Beverages Industry

### Moderator:

- Keith Richards, Managing Director/CEO, Promasidor Nigeria Limited

### Panellists:

- Abdulahi Sule, Deputy Managing Director/CEO, Dangote Sugar Nigeria Plc.
- Sani Dangote, Chairman, Dansa Foods.
- John Coumantaros, Vice Chairman, Flour Mills Nigeria Plc.
- Dharnesh Gordhon, CEO, Nestle Nigeria Plc.
- Norah Odwesson, Director, Public Affairs & Communication, Coca Cola Central, East & West Africa.
- Oba Otudeko, Chairman, Honeywell Group Plc.
- Rahul Savara, Group Managing Director, CHI Limited.
- Peter Eshkina, Managing Director, WAMCO.
- Vikram Agarwal, Vice President, Procurement, Tea, Capex Supply Integration & Asia Africa Operations, Unilever Nigeria Plc.

### Introduction

- The session identified a plethora of market demand opportunities for agricultural inputs within Nigeria and the possibility of more robust dimensions to engender efficient local sourcing strategies for the food and beverages industry.
- The priority agenda, as agreed in the forum, is to foster a backward integration approach to ensure collaboration and interactions among the different players in the sector, develop local capacity, guarantee improved income to local farmers by providing easy outlets for them to access local, regional and international markets.
- The backward integration approach has seen the incorporation of organized local and rural farmers with remarkable results, which have allowed the top players in the sector to reduce import bills, stabilize inputs supply, pricing, quality and quantity. The discussants gave a case study of Coca Cola. They pointed out that Coca Cola sources over one hundred thousand metric tonnes of sugar inputs from Dangote Sugar, engages in improvement of sugar stalks, pineapple and citrus seedlings and distribution of same to organized local farmers to stabilize quality, pricing and supply. Dansa Foods is to harvest its plantation of locally sourced inputs of pineapple by November/December 2013.

### Challenges

The bottlenecks to the development, supply and competitive pricing of local inputs and raw materials were identified as:

- Arbitrary waivers.
- Multiplicity of taxes across governmental levels.
- Post-harvest farmers' practices.
- Inconsistency in government policies.
- Inconsistency in supply, quality, quantity and pricing of local inputs.
- Poor state of infrastructure – the railways, road network, power and post-harvest storage facilities, which have resulted in high cost of transportation.
- Weak inter-ministerial coordination.
- Unchecked dumping of goods in the country from near border countries
- Disparate tax regimes in the ECOWAS sub-region. For example, the applicable Value Added Tax (VAT) is 17 percent in Ghana as against 5 percent in Nigeria.
- Intra-ECOWAS trade has diminished the value of the ECOWAS Common External Tariff (CET) to holders and the rampant smuggling and importation of inputs under the ECOWAS Trade Liberalization Scheme (ETLS) into the country from countries with lower tariffs (especially palm oil and Palmoleine products).
- The adoption of agriculture EPAs by the US and the EU subsidizes Agro exports to Africa, while pressuring Africa and Nigeria to liberalize trade, hence dumping and loss of competitive pricing edge.
- Constraints to holders of Negotiable Duty Credit Certificates (NDCC) in claiming the benefits of the scheme.
- Conflicting and inconsistent government policies on agricultural matters, poor inter-ministerial coordination, disconnect between federal government, states and local governments and their respective agencies.
- Outdated and cumbersome land laws

### Policy Recommendations

The session recommended practical initiatives to overcome the identified pressing challenges. These include:

- Harmonizing agriculture related policies across relevant ministries and sectors to enhance consistency of policy statement;
- Institutionalize the building blocks of the ATA initiatives and ensure that their clear policy statements are transmuted into legislation for certainty,
- Engender collaborations between sectors players and research and educational institutes to improve human capital, aid knowledge transfer and adoption of international best practices and improve and stabilize the quality, quantity and supply of local inputs,
- Create fora for continuous dialogue between large Agro-business players, SMEs and relevant government agencies to promote growth in the sector,
- Promote better understanding of extant laws related to the industry,
- Sponsor sector friendly bills and policies and lobby the legislature for their enactment into laws.

# Breakout Session VI – The Growth Enhancement Support (GES) Scheme: Success and Input – Building the Seed Industry in Nigeria

## Moderator:

- Scott Wallace – International Fertilizer Development Centre (IFDC)

## Panellists:

- Ravi Tembe – Chief Executive Officer, WACOT Seeds
- Ivana Osagie – Chief Executive Officer, NOTORE
- Ibrahim Abdullahi – Chief Executive Officer, Maslaha Seeds
- Faith Tuedor-Matthews – Managing Director, Mainstreet Bank
- Uday Pilani – Group Managing Director, Presco.

▪ The moderator, Mr. Scott Wallace, briefly introduced his organization, IFDC. He stated IFDC is currently working in 15 states in Nigeria including Katsina, Gombe, Jigawa, etc. He also mentioned that GESs goal is to ensure that improved seeds are made available to farmers free of charge and that government is committed to ensuring that the scheme is ultimately taken over by the private sector in the long run.

▪ After these statements, the moderator then asked the discussants to comment on the following set of questions:

- How has GES changed or affected your business?
- How has the transformation agenda affected your plan/decision into entering the seeds sector?
- How has the role of the value chains in GES empowered your strategy with regard to your cotton business?
- What is the current role of the Ministry of Agriculture in relation to the oil palm industry?
- Tell us about the success story of Mainstreet Bank in the GES?
- How do we bring in or encourage agro dealers into the system?
- How do we build trust with the farmers and how do you get the farmers to use the improved seeds?

- Alhaji Ibrahim Abdullahi said that, only 5,000 metric tons of ordinary grains used to be planted in over the period of 3 years and there were only 12 seeds companies in Nigeria. The companies did not have what it takes to move the seeds to the farmers. But with the advent of GES, more than 2 million hectares of arable land have been planted with improved seeds; GES has facilitated financing of agri-businesses at a single digit interest rate due to increased productivity brought about by improved seeds. Prior to the scheme, most agro dealers were located in major cities and towns, but GES has made the improved seeds to be accessible and available to the local farmers in the rural areas.
- Ivana Osagie pointed out that prior to the introduction of the GES Scheme, there were only about 8,000 metric tons of improved seeds produced by the all seeds companies in the Nigerian market. Whereas in Kenya, for example, with a population of about 40 million people, one seeds company produces about 40,000 metric tons. She stated that GES has really helped to mobilize farmers; generated a lot of publicity and also created a great deal of momentum in the seed business. She went on to say that the emphasis placed on the seeds production and distribution by the Honourable Minister of Agriculture made it easy for them to venture into the sector. She reiterated the importance of the quality of seeds and also pointed out the fact that farmers are now more aware of the benefits of improved seeds in relation to increased yields and productivity.
- Mr. Ravi Tembe stated that prior to the GES Scheme, cotton was a neglected crop in the years past and there was a lack of quality seeds available. He said his company signed an MOU with the government to improve the quality of seeds and they have distributed a lot of improved seeds to farmers in states like Katsina, Gombe, Bauchi and Zamfara. He concluded by saying that farmers are happy and excited about the scheme, as the seeds are made free for them.
- Uday Pilani talked about the need for knowledge sharing and he enjoined all stakeholders to join hands with Presco to achieve this laudable objective.
- Mrs Faith Tuedor-Matthews stated that the bank's success is driven by the conviction that agriculture is a viable and good business. The bank, therefore, put a strategy and structure in place with the attendant right processes, people and control to support the scheme. They also built a network around agro dealers as well as engaging warehousing agents to ensure that the goods get to the warehouses. According to her, Mainstreet Bank has been leveraging on the network of over 200 branches of the bank to monitor the redemption centres. She emphatically gave the verdict that the scheme has been a success as 25% of the bank's loan portfolio is currently in the agri-business.

- The panellists agreed that it is better to get the agro dealers tied to the suppliers and that there should be shared responsibility by all stakeholders to avoid the issue of diversion. They also suggested the need to have a fixed process in place by the banks so that trigger points are established. In addition, agro dealership should be treated as a business, while the moratorium should also be made better. It was agreed also that quality is a critical factor in building trust. The use of what is called Demo plot is seen as crucial to ensure that farmers key in into the scheme.
- The moderator then invited the audience to ask questions and make comments.
- Senator Henshaw commented on credit analysis for agric loans, the need to strengthen the agric insurance and getting legislative support. In his statement, the amount of time spent on analysing credit is the same irrespective of the sectors and banks need to understand the product life cycle as well as the tenure suitable for agric loans. He went further to say that insurance companies have a key role to play in this business due to the unpredictability of the climate. Finally, he rounded off by saying that legislative support is equally paramount to ensure that all these programmes are institutionalized and sustainable.
- Thomas Etuh (President, Fertilizer Producers of Nigeria) advocated for more emphasis to be put into research and development and commended Mainstreet Bank and the Federal Ministry of Agricultural and Rural Development for their laudable efforts in the agric sector in general.
- Prof. Eric Eboh of University of Nigeria pointed out the fact that there was a paradigm shift in the agric sector and wanted to know the role of the Seeds Council of Nigeria and research institutes in the scheme.
- Mr. Olanrewaju of Union Bank emphasized the importance of quality of seeds and the need for appropriate regulation. Bunmi Adeoye asked to know if genetically modified seeds can be developed to improved yields.
- On the issue of regulation, the Minister of Agriculture, Dr Akinwunmi Adesina stated that the National Assembly had voluntarily decided to develop a draft bill to back the GES scheme, a development that confirmed the fact that action and results speak louder than words.
- Faith Tuedor-Matthews responded that the issue of agric-insurance act is being addressed, while Mr. Tembe stated that so much money has been committed to research and development and that there were no barriers to entry or exit.
- On his part, Mr. Abdullahi encouraged research institutes to develop seeds and ensure that royalties are paid to breeders for usage of their breeds. Mr. Pilani re-emphasized the need for intellectual property rights protection for invention in the seeds industry.



### Policy Recommendations

- The current subsidy regime must be sustained, as there is some form of subsidy in the agricultural sector even in the most developed economies of the world.
- The role of the Seeds Council of Nigeria needs to be properly defined. It should regulate exit and entry into the industry.
- There is the need to re-orient our local and small-scale farmers to view farming as a commercial venture.
- The role of insurance is key and the Agricultural Insurance Corporation Act should be looked into.
- Government needs to inject more funding into programs like GES, while more cooperation is needed in funding mechanisms.
- There should be more knowledge sharing among stakeholders.
- More emphasis should be placed on providing orientation for small scale farmers to view farming as a commercial venture as opposed to subsistence.
- More efforts should be directed at research and development.
- Appropriate legislation needs to be put in place to guarantee institutionalization of the entire process.
- Gradual increase in seed distribution, which will generate employment. More priority should be given to agricultural sector.
- Quality of seeds has been stressed as very important to the success of the scheme.

## Breakout Session VII – Enabling Agricultural Trade\*

(\* anchored by the NESG Trade, Investment and Competitiveness Policy Commission - TICPC)

### Moderator:

- Ahmad Rabiu – TICPC Private Sector Co-chair, Managing Director – Dala Inland Dry Port Limited

### Panellists:

- Emeka Eluemunor –Monitoring & Evaluation Advisor, DFID-GEMS4
- Osita Aniemeka –Deputy Country Team Leader, USAID-Nigeria Expanded Trade & Transport (NEXTT)
- Chinwe Uzu –Chairperson, Borderless Alliance/ECOWAS (Nigeria Chapter)
- Patrick Kormawa –Country Representative and Director, UNIDO

### Background Presentation:

- Engr. Mustafa Bello – TICPC Public Sector Co-Chair, Executive Secretary, Nigerian Investment Promotion Commission (NIPC)

### Background Presentation

Engineer Mustafa Bello started by talking about the existing business climate, business environment, legislation, ranking, major initiatives put in place to reform the strategies, incentives and role of the NIPC as a one stop shop facility which has supported over 1,000 people.

Some of the major highlights of his presentation are as follows:

- **NIPC allows 100% ownership but does not allow expropriation of investment and allows repatriation.** Engr. Bello spoke about the current business environment. He pointed out that institutional framework is weak and unpredictable; and also attributed challenges to include inconsistency of policies, a lack of access to finance, high entry and operational cost, the need to straighten the multiplicity of taxes and also bureaucratic bottlenecks.

- **Nigeria tax rate is too high.** He said Nigeria ranked 15th in Africa in tax comparison with the rest of the world and then commented on the current reform measures that the government has put in place to improve the business environment.
- **Central Bank has worked hard on the banking and financial sectors and there is a level of macroeconomic stability;** the oil and gas sector reforms to help restore normalcy in the Niger Delta region; power sector reforms – launching of power sector roadmap and on-going privatization; the institutional reforms; public service reforms; constitutional amendment; rule of law and good governance. He said infrastructural reforms are currently going on within new and existing projects in aviation, rail, road and waterways and also banking sector reforms.
- Engr. Bello informed the forum that the Federal Government inaugurated two standing inter-ministerial committees to address the high cost of doing business and the poor rating of the Nigeria's investment climate, which are:
  - **Doing Business and Competitiveness Committee** - responsible for regular monitoring, review and recommendation of improvements on existing policies and legislation that govern the act of doing business.
  - **Investment Aftercare Committee** - responsible to consider the complaints from investors on account of apparent irregularity and inconsistency in the implementation of Government policies.
- He further spoke about the existing Agricultural incentives of the government such as:
  - Unrestricted capital allowance;
  - 0% duty on agricultural machinery/equipment;
  - Up to 5 years tax holiday for activities classified as pioneer, tax relief for research and development; and
  - The Nigerian Incentive-Based Risk-Shared Scheme.
- The NIPC's strategic roles in improving the business environment, which include:
  - Support and provide necessary assistance and guidance to foreign and domestic investors in Nigeria;
  - Advise government on policy matters;
  - One-Stop Investment Centre (OSIC) for providing prompt, efficient and transparent services to investors; and
  - Reduction of time and cost of doing business and so on.

The moderator then invited short comments from each of the discussants:

- Emeka Eluemunor spoke about the purpose of the DFID-GEMS program, which is to improve the performance and inclusiveness of key market systems (in the Nigerian wholesale and retail sector) that are important for poor people and women. The goal is to create 10,000 jobs and improve income for about 500,000 people.
- The philosophy of their approach is to identify the inherent and systemic problems within the market system and address them. This will enable the market work more effectively, efficiently and in a more sustainable manner. He added that further analysis showed the structure of the wholesale and retail market system is as follows:
  - Hypermarkets/supermarkets – 2%;
  - Kiosks/lockup shops/convenience stores – 18%;
  - Open (wet) markets/periodic markets/roadside markets/street hawkers – 80%.
- Mr. Eluemunor added that the DFID-GEMS program wants to help the 80% improve their products and increase their access from the bottom to the top. He said the functions of the wholesale and retail market system involves:
  - Distribution: Movement, storage and breaking bulk categories of goods.
  - Intelligence: Category management and communications between actors.
  - Merchandising: Promotion and stocking of goods to increase retail sales.
  - Exchange: transaction and price formation between sellers and buyers.
- Alf Monaghan explained the huge investment opportunities in the LAKAJI (Lagos to Kano to Jibiya) Corridor which is the backbone of trade in Nigeria with potential returns of over 35% ROI (versus a world average of 7.7%). He added that this corridor allows access to a 170 million domestic consumers market and over 400 million regional consumers market. He said the need to reduce road congestion and facilitate adequate distribution along the corridor will require a functional rail system with the benefits of predictability, speed, competitive cost, minimum breakdown, no road blocks, reduced pilferage, containerization-faster handling of volumes which is usually attractive to investors.
- Furthermore the impact of ICT will ensure the benefits of being able to track trucks (remote management), outgrow aggregation (kiosk system, small line crop collection), map incidents systematically, logistics (rapidly improve time and cost parameters). He however mentioned that implementation critically relies on leadership. Also that the role of the USAID-Nigeria Expanded Trade & Transport (NEXTT) initiative is to enhance competitive advantage, connectivity and facilitation which are LAKAJI Agricultural growth corridor, Trade policy and trade facilitation and expanded export support.

- The impact and result of the NEXTT would be dramatically improved speed to market, less wastage on perishables, reduced cost to transported goods, increased competitiveness, more investment, greater employment, as well as growth in domestic and export production
- Dr Patrick Kormawa said the contributions of UNIDO are to ensure Nigeria's Agro-Food products meet export standards, working with the Regulatory Environment for Compliance to ensure that products sourced from areas of pests and disease, fruits and vegetables – meet minimum pesticide residue standard, meat and fish meet minimum antibiotic requirement and standards of hygiene applied in manufacturing.
- UNIDO assists countries to integrate into the global trade 3Cs Model: Competitive, Conformity, and Connectivity. National Quality Infrastructural & international Linkages are responsible for Metrology, Certification, Standardization, Accreditation, and Testing of products. He added that the technical barriers to trade are enormous which has made UNIDO to develop a strategy to assist.
- The objective is to improve the safety, integrity and marketability of goods and services and remove technical barriers to trade. UNIDO with the support of European Union will provide technical assistance to strengthen the NQI. The focus will be institutional building and legislative reforms, human capacity building and supporting the organised private sector.
- Mrs. Chinwe Uzu explained that Borderless Alliance was focused on removing trade barriers in Africa, with a vision to promote competitive trade in West Africa, eliminate barriers to trade and transport and encourage investors for the creation of more jobs and income for people. According to her, they have added value to traders and producers, Government and Agencies by creating jobs, encouraging investors and making sure fraud is reduced, goods are not expensive and a higher purchasing power guaranteed. They have been able to support the agricultural sector by enabling growth (expanding the value chain), and also removing non-tariff barriers.

In closing, delegates commented on the expected roles of development partners and the government:

**Development Partners should:**

- Leverage on human resource of graduates under NYSC scheme to enhance advocacy for rural agriculture projects.
- Intensify efforts on branding and marketing of the products especially by rural women.
- GEMS should make provision for micro-insurance for agricultural products all season.
- Make a significant investment in leadership capital development for farmers (with emphasis on skills and attitudes)
- Amplify their level of engagement with private sector particularly with trade groups.
- Provide technical and financial assistance to microbusinesses to grow.

**Government should:**

- Disaggregate data on investment inflow into the country by state and by sector.
- Encourage and celebrate local entrepreneurs. In light of this, the NESG Trade, Investment and Competitiveness Policy Commission has launched the Local Investment Success Stories Initiative (LISSI).
- Institutionalize urgently national accreditation to standardize locally manufactured products.

**Wednesday, 4 September 2013.**

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## Plenary IV - Building a Commodities Exchange to Expand Agricultural Markets



(L-R): John Wainaina (CFC Stanbic, Kenya), Rod Gravelet-Blondin, (Senior Advisor, Africa Exchange Holdings Ltd), Olusegun Aganga (Minister of Trade and Investment) Dr. Eleni Gebre-Medlin (CEO, Eleni LLC), Yohannes Assefa (Director, Stalwart Management Consultancy), (David Blumberg (Vice President, Blumberg Grains)

*"The federal government...has developed a road map for the establishment of a private-sector owned and operated National Commodity Exchange (NCX)"*

### Moderator:

- Eleni Gebre-Medhin - Economist and Former Chief Executive Officer of the Ethiopian Commodity Exchange

### Panellists:

- Olusegun Aganga -Minister of Trade and Investment
- David Blumberg -Vice President, Blumberg Grains
- Rod Gravelet-Blondin -Senior Adviser, Africa Exchange Holdings Limited
- John Wainaina -Head of Agriculture, CFC Stanbic, Kenya
- Yohannes Assefa

### INTRODUCTION

The federal government, through the Agricultural Transformation Agenda (ATA) is promoting the concept of Nigeria Agricultural Commodity Exchanges (NACX) as part of its strategy to unlock the full agricultural potential of our nation and reposition agriculture, across the entire value chain, as a business and a logical starting point for the diversification of our economy. This session, therefore, seeks to identify the common infrastructure requirements needed to deliver the NACX & Nigeria Commodity Exchange (NCX) mitigate challenges, and fast track the establishment of the NACX within the framework of the NCX.

### THE PROGRESS TOWARDS INSTITUTIONALISING COMMODITY EXCHANGES

The federal government, in its drive towards institutionalising a private sector led National Agriculture Commodity Exchange (NACX), has developed a road map for the establishment of a private-sector owned and operated National Commodity Exchange (NCX). The NCX is proposed to be regulated by the Securities and Exchange Commission after the amendment of the Investment and Securities Act 2007. It will replace the Abuja Security and Commodity Exchange (ASCE) and also subsume the NACX.



To strengthen the regulatory framework, a draft Bill for the establishment of a Warehouse Receipts Regulatory Agency has been developed and presented to the presidency for consideration prior to transmission to the National Assembly.

The government has also identified two prospective investors interested in investing in logistics and other infrastructure necessary to maximize the efficiency in the implementation of the NACX. These infrastructure, to be located across the country, will include warehouses, rail transportation, packaging etc. In addition, to facilitate actualisation of the initiative, a timetable for transiting the commodities exchange into private sector ownership and management has been developed by the Federal Ministry of Trade & Investment working with the BPE to complete the process by the second quarter of 2014.

#### THE CHALLENGES OF DEVELOPING COMMODITY EXCHANGES

- a) **The absence of an enabling environment**, including legal and regulatory framework, has been identified as a key factor militating against the smooth running of a viable commodity exchange in Nigeria. The proposed National Commodity Exchange (NCX) lacks a potent regulator until the amendment of the Investment & Securities Act (ISA) of 2007 is achieved to empower the Securities and Exchange Commission (SEC) to do so.
- b) **Lack of infrastructure and logistics elements** to support an efficient commodities market is a disincentive to possible growth in NCX and the Nigerian Agricultural Commodity Exchange (NACX). Challenges with transportation, the need for modern and well-managed storage facilities, and deficiencies in manufacturing are key problems which undermine fixing the commodity value chain to boost agriculture in Nigeria.

c) **Poor access to long term financing for agriculture across the value chain and the high interest rate regime** are militating factors against the establishment of the NCX and NACX. The interest rate and credit facility around Africa hardly run with the acceptance of agricultural sector-specific demands.

d) **The delay in leveraging technology in warehouse management** encourages unethical practices by brokers and operators, thereby breeding low market integrity and unwillingness of stakeholders to participate.

e) **The dearth of viable farmer cooperatives** also limits the potential of utilising the commodity exchange initiative to boost agricultural transformation for business and food security.

f) *Overall, the slow pace of the government to create the needed enabling environment is a political challenge to the growth of commodity exchange culture in Nigeria.*

#### OVERALL RECOMMENDATIONS

- Government's support is critical to achieving the set objectives for the NCX and the NACX. Government's policy should focus on creating an enabling environment for a market led commodities sector, and must not be involved in the ownership and management of the exchange(s).
- Government must be a sincere enabler, focusing strictly on market regulation as its primary role.
- Institutionalize the Agro market to facilitate price stability, domestic food security, and industrialisation.
- Create visible infrastructure within the farmer community to elicit interest and encourage participation of all key actors.

- Utilize technology to increase efficiency and transparency in the warehouse receipt system.

#### **ACTIONABLE PRIORITIES FOR 2014**

Four priority actions have been identified as critical to the emergence of a functional commodities exchange to expand agricultural markets in Nigeria. Successful execution of these actions by the end of the first quarter of 2014 will provide evidence of progress towards the realization of a functional agro commodities market in Nigeria. These priority actions are:

a) **Commence the process of amending the Investment & Securities Act (ISA) of 2007** to mandate the Securities & Exchange Commission as a regulator for the proposed NCX and all other agro exchanges that emerge. Effective regulation of trading facilities, clearing systems, and market participants will deter and prevent price manipulation or any other disruptions to market integrity, ensure financial integrity of transactions, and promote fair competition.

b) **Facilitate the expedition of the Draft Bill on the Warehouse Receipts Regulatory Agency.** Achieve 1st, 2nd & 3rd readings in both houses of the National Assembly by March 2014. Such a law must be clear on warehouse licensing requirements and sanctions for breach of those requirements. It must equally strengthen the transferability of warehouse receipts and fast-track its acceptance by the banking community and third party buyers.

c) **Ministry of Trade & Investment to fast track the process of transferring government ownership of assets in the commodities sector to the private sector** (in conjunction with the BPE). Publish Expression of Interest by December 2013 and Issue Request For Proposals by March 2014. Entrench the Private Sector as Driver of Commodity Market.

d) **Define a process for stakeholder engagement, advocacy, and sensitization** towards creating a viable agro commodities market that is led by the private sector. This could be in the form of regular stakeholder consultative forums, hosted, sponsored, and managed by key industry players. Launch forum by end of March 2014.



Oscar Onyema, Chief Executive Officer of the Nigerian Stock Exchange

## Plenary V – Growing Agriculture at the State Level: A Conversation with the State Governors



[L-R]: Rauf Aregbesola (Governor, Osun State) Peter Obi (Governor, Anambra State), Akinwunmi Adesina, (Minister of Agriculture and Rural Development), Foluso Phillips (Chairman, NESG), Mr. Aig Imokhuede (Managing Director, Access Bank Plc.) Liyel Imoke (Governor, Cross River State), Frank Nweke II (DG, NESG), Saidu Usman Dakingari (Governor, Kebbi State) and Idris Wada, (Governor, Kogi State)

*“It is essential that Nigerians change their mind-set towards the industry ... agriculture should be viewed as a business rather than as a developmental project”*

### Moderator:

- Aigboje Aig-Imokhuede - Managing Director, Access Bank Plc.

### Panellists:

- Idris Wada – Governor, Kogi State
- Saidu Usman Dakingari - Governor, Kebbi State
- Peter Obi – Governor, Anambra State
- Liyel Imoke – Governor, Cross River State
- Rauf Aregbesola – Governor, Osun State
- Akinwunmi Adesina – Honourable Minister of Agriculture

## INTRODUCTION

The session was introduced by the moderator, Aigboje Aig-Imokhuede, who started by stating that the discourse is an opportunity to hear from the state governors and learn ways in which states can be better supported to improve agricultural outputs with special emphasis on value addition. He added that the discussants would also address the state governments' role in the Agricultural Transformation Agenda (ATA) and to better align the states and federal governments agricultural development programmes. After these statements, the moderator asked the discussants to comment on specific set of questions.

## THE ATA FRAMEWORK OF COOPERATION WITH THE STATES GOVERNMENT

The moderator, Aig-Imokhuede, highlighted that transformation in agriculture, at the federal level, cannot take place without collaboration with the state governors. He then asked the Minister of Agriculture to comments on the framework for cooperation and coordination with the state as far as the agricultural transformation agenda is concerned.

The Minister of Agriculture, Dr. Akinwunmi Adesina, noted that for Nigeria to become successful in agriculture, it is essential that Nigerians change their mind-set towards the industry.

He stated further that agriculture should be viewed as a business rather than as a developmental project. The minister pointed out that Nigeria is endowed with enormous agricultural potential. Each state in Nigeria has comparative advantage in producing agricultural products. Despite this potential, many of these states are yet to significantly reduce the level of poverty. Hence, state governments have a key role to play in the development of agriculture in Nigeria.

The minister noted further that the failure of state governments to ensure and sustain food security in their states could transcend to food insecurity in the country. Therefore, it is important that the federal government collaborates with the states to ensure achievement of the objectives of the ATA.

To this end, the minister highlighted a few achievements which emerged in the last few years from the partnership between the federal and state governments:

a) At the commencement of President Jonathan administration, the leadership of Federal Ministry of Agriculture and Rural Development (FMARD) decided to decentralize agriculture to the states, through the establishment of 36 state offices across the country. This resulted in collaborative planning, monitoring and evaluation of agricultural projects between the federal and state governments.

Furthermore, there is a lot more to achieve as regards policy reforms. The state government owns Land, which is an important factor of production, and as a result the ministry is working with the governors. The transparency in fertiliser distribution to farmers across the country would not have been possible without the support of the state government in the process.

b) The Growth Enhancement Scheme (GES) gained massive support from the state government and the state governments provide 25%, of the subsidies granted to farmers under the scheme. So far, about 3.5 million farmers have been accessed under the scheme, an improvement from 1.5 million farmers in 2012. He stated further that 5 million farmers would be accessed at the end of the dry season.

Overall, *the partnership between the federal and state governments is necessary to ensure the attainment of the ATA.* State governors would need to invest heavily in infrastructure, which is quintessential for the development of agriculture in Nigeria.

*Captain Idris Wada – Governor, Kogi State*  
*How has the state government supported the development of agriculture in your state and how have you been able to weather the storms along the way?*

**Captain Idris Wada** stated that Kogi state has adopted the ATA as the state government policy on agriculture and leveraged on the synergy between the federal and state MDAs. He added that the state government has facilitated easy access to land, fertilizer, seeds and other agricultural inputs.

He went further to say that his government has established a one-stop-shop to assist investors in obtaining information on the investment opportunities in Kogi State and helping farmers with land acquisition. He added that the government has provided incentives and allocated a lot of arable land to youths while also providing distribution of free farm input and fertilizer. The governor stated that the *Kogi State Government has also introduced a buy-back programme that guarantees buying of 60% of the output of farmers* while also establishing a Staple Crop Processing Zone (SCPZ) for cassava in Alakpe, Aladu in Kabba LGA.

*Peter Obi – Governor, Anambra State*

*What can you say about the lack of funding for agriculture and the synergy between the state and federal government? What concrete changes have you noticed in as far as fertilizer distribution is concerned?*

Peter Obi said that Anambra state has actively collaborated with the FMARD in the implementation of the new fertilizer programme and there have been a lot of improvement in the provision of fertilizer in the state. The old method used by the FMARD was a mess; not even one tenth of the farmers used to receive the fertilizer at that time. According to him, *exactly 78,000 farmers have received fertilizer this year in Anambra*, adding that the state government has conducted poverty mapping to show poor areas of the state.

*Liyel Imoke – Governor, Cross River State*

*What makes investors want to invest in agriculture in Cross River state considering that the state is known for tourism?*

In his response, **Liyel Imoke** said the state government has taken on the development of the agricultural sector as a priority. He explained that the state has established an investment promotion bureau as a one-stop-shop to provide three basic services as follows:

- State's re-orientation of the key stakeholders to enable them understand their role and view agriculture as a business.
- Information relating to investment in agriculture across the value chain.

Provision of infrastructure such as roads to enable access to major markets The governor went on to set out of the programmes and policies aimed at agricultural development in the state:

- Cross River State has introduced a programme called project AWAKE, aimed at ensuring that women participate in agriculture by providing soft loans to women in agribusiness.
- The state is transforming agriculture from a plantation economy to a complete agricultural value chain.
- The state is also providing support for small-scale farmers to ensure their products are competitive, thereby turning them into Agropreneurs.

*Rauf Aregbesola – Governor, Osun State*

*How have you been able to link infrastructure development with the agricultural sector?*

Rauf Aregbesola stated that his government has established a rural access mobility programme aimed at providing basic infrastructure throughout the state. He went further to elaborate that the state has established the Osun Rural Enterprise and Agricultural Programme (OREAP), to support farmers' access to microcredit, free rail transport for palm products to Lagos, providing input, etc). *The state government has been involved in feeding over 300,000 pupils from primary one to four which has created a great market for agricultural produce such as meat, fish, eggs, rice, gari etc*



[LR]: Rauf Aregbesola (Governor, Osun State) Peter Obi (Governor, Anambra State), Akinwunmi Adesina, (Minister of Agriculture and Rural Development)

*Saidu Usman Dakingari – Governor,  
Kebbi State*

*How has your government been able to support  
the development of agriculture in the state?*

**Saidu Dakingari** reported that his government has developed an agriculture blueprint, which is aimed at using agriculture as a tool for job creation. He added that the state has initiated programmes aimed at turning Kebbi State into one of the major producers of rice and melon in Nigeria. Governor Dakingari explained that there has been tremendous collaboration with the Federal Ministry of Agriculture and Rural Development in the implementation of the developmental initiatives in the state. He went on to say that his government has introduced a minimum guarantee price initiative, using SURE-P funds to buy-back rice surplus from farmers.

The moderator then rounded off the session by appreciating the panellists and encouraging them to do greater work in agriculture in their states. He added that beyond the welfarist values of agriculture it should also serve as a key wealth generator, which Nigeria is on course to tap fully.

## **KEYPOINTS FROM THE CONVERSATIONS WITH THE STATE GOVERNORS**

### **Issues Raised on Growing Agriculture at the State Level.**

- a) Absence of investments in the complete agricultural value chain.
- b) Lack of proper understanding of the objectives of the ATA by the federal government
- c) Inconsistency in government policies
- d) Insecurity
- e) Poor access to markets by farmers and off-takers
- f) Lack of adequate infrastructure
- g) Poor roads network
- h) Inadequate Power supply
- i) Irrigation facilities
- j) Storage facilities
- k) Lack of adequate technical skills to drive agricultural initiatives in the states.
- l) Lack of interest in agriculture by majority of Nigerian youths due to wrong perception
- m) Lack of access to affordable finance

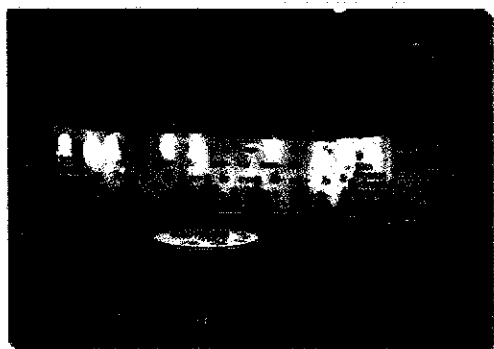
### **Promised Benefits of Growing Agriculture at the State Level.**

- a) Developing the agricultural sector include: Job creation and reduction in unemployment and feeding the nation.
- b) Sustainable growth of the agricultural sector, which will in turn drive national development

### **Recommendations for Growing Agriculture at the State Level.**

- a) Provision of incentives for investment in the complete value chain (production, processing & marketing of agro-products
- b) Federal Ministry of Agriculture in collaboration with the state and local governments to undertake massive sensitisation programmes on the objectives and key outcomes of the ATA
- c) Institutionalisation of agricultural initiatives
- d) Provision of framework that will enable farmer have easy access to markets and off-takers
- e) Government in collaboration with the private sectors to ensure provision of adequate infrastructure necessary for the growth and development of the agricultural sector
- f) Undertake capacity development and skill acquisition initiatives.
- g) Re-orientation of the general populace, particularly the youth, on the wealth creating opportunities in the agricultural sector

## Plenary VI – Integrated Approaches to Infrastructure Development for Agriculture



[LR]: G.B. Ayoola (President, Food & Infrastructure Foundation), Uche Orji (CEO, Nigerian Sovereign Investment Authority), Taiwo Adeniji (Director, Africa Finance Corporation), Francoise Marie Nelly, Nigeria Country Director, World Bank, Chinedu Nebo (Minister for Power), Shamsudeen Usman, (Minister of National Planning), Sarah Ochekepe (Minister of Water Resources), Ousmane Dore (Country Director, Africa Development).

*“The business models in the banking sector cannot work in the rural areas and so there is a need to design a business model that will lead to direct financing for the rural folks and encourage the private sector to invest in infrastructure”*

### Moderator:

- Shamsudeen Usman – Former Minister of National Planning/Deputy Chairman of the National Planning Commission

### Panellists:

- Marie Françoise Marie Nelly – Nigeria Country Director, World Bank
- Chinedu Nebo – Minister of Power
- Taiwo Adeniji – Director, Africa Finance Corporation
- Sarah Ochekepe – Minister of Water Resources
- Senator Idris Umar – Minister of Transport
- Ousmane Dore – Country Director, Africa Development Bank
- Uche Orji – Chief Executive Officer, Nigerian Sovereign Investment Authority
- Professor G.B. Ayoola – President, Food & Infrastructure Foundation

### INTRODUCTION

The discourse of the session was focused on the infrastructure issues mitigating against development of agriculture and identifying integrated solutions to address infrastructural needs of Agriculture as well as how the government is tackling this through the creation of Staple Crop Processing Zones (SCPZs)

### NIGERIA’S STAPLE CROP PROCESSING ZONE (SCPZ) MASTERPLAN

Mr. Patrick Kormawa, Regional Director ECOWAS, United Nations International Development Organization (UNIDO) gave a background presentation on Nigeria’s Staple Crop Processing Zone (SCPZ) Masterplan. He explained that initiative is expected to create social, environmental and economic results.

The first phase will be in six location across the country:

- Kadawa, Kano State – Rice, Tomato and Sorghum
- Agbadu Kogi State – Cassava
- Adani-Omor, Enugukwu, Anambra State – Rice



- Andoni, Rivers State – Fisheries
- Ketu-Ereyun, Lagos State – Fisheries and Rice
- Bida-Badeggi, Niger State – Rice

Mr. Kormawa stated that the initiative is expected to create 1 million direct and 3.5 million indirect jobs. He further stated that collaboration of all Ministries would be needed to achieve success in this project.

### INTEGRATED INFRASTRUCTURE: ISSUES, INITIATIVES AND PROGRESS

Dr. Usman noted that government tends to operate silos as evidenced in the Infrastructure Master Plan but wondered how to promote cooperation among the various Ministries, Departments and Agencies (MDAs). He further noted that different MDAs are planning their own Summits and in view of the President's assertion that the success of the Agriculture Transformation Agenda (ATA) depends on the dedicated effort from other sectors. This means that there is a lot of work to be done when it comes to integration.

Mrs. Sarah Ocheke explained that agriculture activities could not be effectively carried out without adequate water supply. Farmers cannot depend on rainfall alone, as it is unreliable. Irrigation is important and can get two to three more times yield than rainfall. She admitted that, due to the over-dependence on oil proceeds, irrigation infrastructure could not be fully developed.

She went on to say that the Ministry of Water Resources is trying to bring irrigation to a level of maximum use and believes that a lot can be achieved with SCPZ. The Ministry is looking for funds from sources like State governments and development partners.

The Ministry is currently working with Zamfara, Keffi, Kano and Borno States to increase irrigation in the nation. The World Bank gave \$400 million to strengthen irrigation in four areas. Also appropriate studies are on-going to produce a process to expand the facilities currently in place and put them to proper use. With stronger partnerships with the Ministry of Agriculture and development partners, Agriculture will go a long way.

Recounting his Ministry's contribution to the SCPZ initiative, Professor Nebo, explained that the Ministry is fully aware that Agriculture requires power to thrive and maximize the value chain from agronomy, animal husbandry, preservation to packaging. *He admitted that agricultural produce suffers loss because of lack of preservation, which is directly linked to power* and expressed the optimism that with the privatization process, the situation will improve.

Professor Nebo admitted that it wouldn't be easy to have a national grid system that will reach all rural areas. Therefore, the Ministry is trying to strengthen the Rural Electrification Agency to give power to the rural areas where the farmers are clustered. He also reported that programmes aimed at encouraging the adoption of renewable energy as solar, wind and hydro are also being established. He further reported that the Ministry currently collaborates with the Ministry of Water Resources to power existing dams. UNIDO has looked at existing dams and brought out wasting resources and how they can be revived.

With regard to the places without hydro power generating capabilities, he explained that the Ministry is also engaging the private sector to provide energy from non-typical sources such as less fuel generating plants for some small farm holdings that do not require

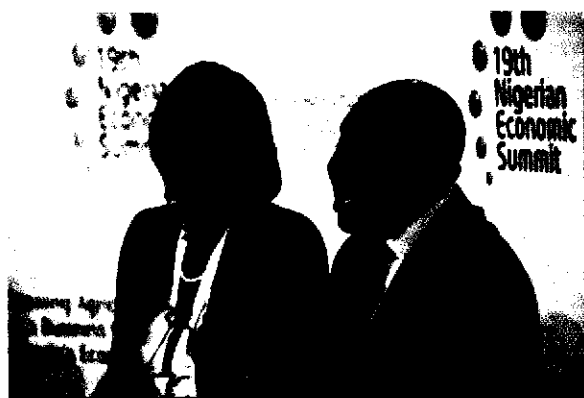
a lot of power. He stated that the Ministry has adopted a holistic approach to the power problem and it knows that the private sector and development partners are required. The representative of Minister for Transportation, explained that the Ministry is responsible for land, marine and intermodal transportation. He reported that the Ministry has rehabilitated the Lagos - Kano line and commenced operating shuttles. He also reported that the connection to the Apapa Port has also been addressed and has commenced operations. A lot of loop lines connecting industries and agricultural catchment on the Lagos - Kano route are being rehabilitated. He further reported that the Port Harcourt - Maiduguri rail line is also being rehabilitated and should be completed this year. The central corridor, which connects the middle belt to Warri, is also under construction and the Abuja - Kano line is also being rehabilitated and expected to be completed before December 2014. The Ministry also has four Transport Reform Bills that will tackle issues from Railway to Ports and Harbor.

He further stated that in line with the 25-year rail vision, which took cognizance of Agriculture, the Ministry started conducting feasibility studies to produce reliable and credible data for the private sector to use. He also stated that inland waterways connect over 20 States and this has led to the dredging of Rivers Niger and Benue and the construction of river ports and jetties, which will provide cheaper modes of transporting agricultural produce. A lot of effort has been made to improve efficiency of the Ports and soon Port Harcourt will be connected to Maiduguri.

**Ms. Marie-Nelly** of World Bank emphasized that the bank is an active partner and the programme has been quite successful in improving livelihoods and increasing involvement in all the States. She reported that the Bank has now shifted its focus to

commercial agriculture and appreciates the structure that the Ministry of Agriculture has adopted in line with economics. She also noted that there were currently quite a number of under-utilized facilities in the country, such as the dams of which only 25 - 50% are used and if that number were to be increased, it would lead to massive development in the North.

She further added that the bank is also using the IFC to finance the private sector and also using other instruments, which although not directly linked to agriculture, can assist in developing the sector. She concluded by stating that the bank has just submitted a proposal to the Federal Ministry of Agriculture to maximize production in small areas such as Shea butter and cashew nuts production.



[LR]: Marie Francoise Marie Nelly, Nigeria Country Director, World Bank), Chinedu Nebo (Minister for Power)

**Mr. Dore** reported that the African Development Bank (ADB) is currently supporting infrastructure development in the areas of irrigation, road, hydraulics and social infrastructure. The bank is also developing a commodity value chain program to provide capacity development and Program Management. He advised that *focus needs to go beyond funding, as the funding provided by the bank is limited and once used, the country is no longer eligible to borrow in relation to that sector.* To open the country to the ADB window, it would have to apply for lending to another sector, such as energy.

He said that the bank has been providing support to private sector in infrastructure development, such as the power project in Kogi State and is also working with commercial banks and the Federal Government to set up their banks.

Regarding the role of the Nigerian Sovereign Investment Authority and the programs offered by the organization that are tailored to agriculture, **Mr. Uche Orji** explained that the organization was established as a new initiative created to fill a gap and is looking at Water resources, Storage and Transportation. He explained that the investment methods to be considered are Equity, Mezzanine, and Secured Debts. He added that specialist agricultural funds can be set up but that is a specialist area and the Authority's role will be limited. He further stated that IFC and AFC had signed a MOU focused on agriculture.

Professor Ayoola said that infrastructure is the backbone of agricultural development. He however set out three main areas of concentration for infrastructure planning which he emphasized to be:

- The form of integration
- The degree of integration
- The need to evolve a system of division of labour among the actors in the integration

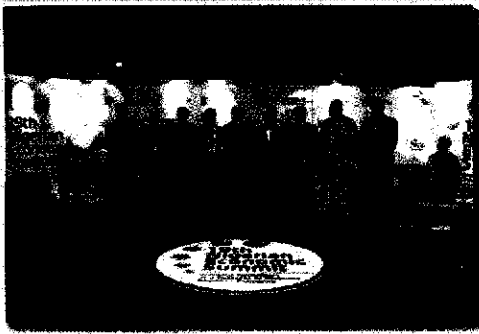
He however, called for the need to align rural infrastructure planning with the country's resource database. For sustainability, there is also the need to know what exactly is achieved and how it can be sustained.

a) Some of the comments made by the delegates are included:

b) Infrastructure development is not about money but about getting the right policies in place.

c) There is a lot of land available for leasing and for private sector to work with small-scale farmers. Fear has also been that the private sector will take the land from the farmers.

# Plenary VII – The Horticulture and Floriculture Industry: New Growth Frontiers for Nigeria



[LR]: Jeremy Knops, Operational Director, COLE ACP; Sanjay Sethi, CEO, Foods & Beverages, Export Trading Group, Frank Nweke II (Director General, NESG), Princess Stella Oduah, (Minister of Aviation), Akinwunmi Adesina (Minister of Agriculture and Rural Development) Folusho Phillips (Chairman, NESG), Akin Sawyerr (Executive Secretary, Agricultural Fresh Produce Growers & Exporters of Nigeria), Tijani Bukar (Minister of State for Agriculture), Pete Veal, (Operations Lead, Africa Ventures Team)

*“Private sector standards are the most challenging in terms of food safety requirements... though these requirements are very stringent, they are obviously achievable”*

## Moderator:

- Akin Sawyerr – Executive Secretary, Agricultural Fresh Produce Growers and Exporters Association of Nigeria (AFGEAN)

## Panellists:

- Princess Stella Oduah – Minister of Aviation
- Tijani Bukar – Former Minister of State for Agriculture and Rural Development
- Pete Veal – Operations Lead, Africa Ventures Team, Syngenta
- Jeremy Knops – Operations Director, COLE ACP
- Sanjay Sethi – CEO, Food & Beverages, Export Trading Group

## INTRODUCTION

Panellists and the moderator in this session highlighted the opportunities that abound in Horticulture and Floriculture in Nigeria. These opportunities include potential export earnings from the horticulture sector; the readiness of aviation industry to support horticulture and floriculture and access to land; and the suitable soil type to cultivate fruits and vegetables. Effort was made to tap into possible ways to harness these opportunities to diversify the Nigerian economy, alleviate poverty and create jobs.

## EXPANDING THE BOUNDARIES AND CREATING MARKET OPPORTUNITIES

In spite of its under developed state, Horticulture and Floriculture in Nigeria is growing and there are marked achievements recorded the industry. Some of the progress and achievements recorded were discussed at the session by the session panelists.

Mrs. Stella Oduah reported one of the achievements as the on-going construction of 13 new perishable terminals at various airports across the nation. These terminals are being constructed to aid the exportation of perishable goods in Nigeria and will be launched by December 2013.

She also mentioned that there is existing collaboration between the Aviation, Agricultural and Private sectors to enhance the growth of the horticulture and floriculture industry in Nigeria. Princess Stella Oduah stated that an inter-ministerial working group was set up two months ago to ensure that MDAs work together in achieving a common goal. She further explained that this group has a technical committee, saddled with the responsibility of coming up with implementable policies and programs that would create access to international market for rural farmers and an independent agro-based economy in the country.

**Mr Bukar** mentioned that Nigeria is now a global player in the production of 15 key agricultural commodities, backing it with the facts that Nigeria is ranked the second highest producer of citrus in the world (with 3.5million metric tonnes produced per year); Nigeria is ranked the number one producer of pineapple in Africa (with 920,000 metric tonnes produced per year); and Nigeria currently ranks fourteenth largest tomato producer in the world.



Jeremy Knops, Operational Director, COLE ACP

It also was mentioned at the session that intervention funds have been made available by the government for farmers to access. Mrs Oduah stated that intervention funds are available to qualified farmers for cargo to aid connectivity; for example a farmer who slaughters cows in Bauchi can easily transport it to Lagos within an hour.

The Minister for State for Agriculture also stated that financing programs are available to farmers through Nigeria Incentive-Based Risk-Sharing System for Agricultural Lending (NIRSAL); Bank of Industry (BOI); Bank of Agriculture (BOA) among others.

## THE CHALLENGES OF EXISTING PLAYERS IN THE HORTICULTURE INDUSTRY

At the plenary session, various issues and challenges militating against the development of the Horticulture and Floriculture industry were identified and discussed.

**Mrs. Stella Oduah** talked about the issue of inadequate infrastructure in the form of roads, rails, which have not only made accessibility to rural farmers very challenging but have also led to the difficulty in transporting perishable goods from the rural production centres to the mostly urban markets. She also mentioned the fact the holistic policies required to harness the enormous potentials and opportunities in the industry have not been properly articulated at best.

In his remarks, **Mr. Bukar**, pointed out the fact that most farmers in the rural areas are fragmented and there is need for them to be organized into groups and clusters to aid coordination and management.

**Mr. Jeremy Knops** stressed the difficulty in meeting and complying with standards and regulations to ensure that the country's agricultural products qualify for export. He categorized these food safety and commercial quality requirements into three, which are: international laws, regional laws and private sector standards. And of the three, he stated that the private sector standards are the most challenging requirements in terms of compliance. He went further to say that there are technical elements involved and these include the impact on the environment of

food production, working conditions as well as the financial elements such as the costs associated with certifications. In addition, he pointed out the fact that there are skills and competencies required in order to comply with these standards. He concluded by saying that though these requirements are very stringent but they are obviously achievable.

On his part, **Mr. Pete Veal** lamented the massive losses associated with production because the farm produce is far from the markets and coupled with fact that there currently exists weak refrigeration capability for preservation; this has led not only to shortfalls in the markets but also resulted in price volatility. He also reiterated the need to create policies to ensure that the availability of quality seeds as well as the importance of teaching and educating the farmers on how best to grow the seeds for improved productivity. He also emphasized on the need to have the right technology and finance available to transform the industry in the country.

Mr. Sanjay Sethi observed that *most of the previous experiments done in the processing of fruits in the country had to do with wrong location in the sense that the fruits and factories were located miles apart without putting into consideration the costs of transportation as well as the perishable nature of these fruits.*

## OVERALL RECOMMENDATIONS

As a result of the discussions held at the session, recommendations were made to help ensure the development of horticulture and floriculture in Nigeria. These recommendations were also aimed at stimulating interest of potential investors (local and international) to help grow the industry. Below are the recommendations raised during the session:

- a) Establishment of a citrus belt in Nigeria to encourage local production and also for export purposes
- b) Increased investment in green houses by the youths to generate wealth
- c) Get global players and investors in the horticultural industry that can provide a variety of durable fruit tree seedlings
- d) Putting in place policies and infrastructure to create accessibility to farms from the cities and subsequently enhance growth in this industry
- e) Encourage the clustering of farmers so that they are able to access sizable credits



Tijani Bukar (Former Minister of State for Agriculture),

# Plenary VIII - Policies & Incentives for Developing the Food and Agribusiness Industry in Nigeria



[L-R]: Mukul Mathur (Country Head, OLAM Nigeria Ltd), Tijani Bukar (Minister of State for Agriculture), Paul Gbededo (Chief Executive Officer, Flour Mills of Nigeria Plc), Alan Jack (Managing Director, Shonga Farms Holdings Ltd), Deji Akinyanju (Chief Executive Officer, Food Concepts Ltd), Folusho Phillips (Chairman, NESG), Shamsudeen Usman (Minister of National Planning) Dr. Bright Okogu, (DG, Budget Office of the Federation) Akinwunmi Adesina (Minister of Agriculture and Rural Development), MD Abubakar, Calvin Burgess, CEO (Dominion Farms Ltd), Gbenga Oyeboode (Chairman, Okomu Palm Plc)

## Moderator:

- Bright Okogu - Director General, Budget Office of the Federation, Federal Government of Nigeria

## Panellists:

- Gbenga Oyeboode-Chairman, Okomu Palm Plc
- Calvin Burgess -Chief Executive Officer, Dominion Farms Limited
- Paul Gbededo -Chief Executive Officer, Flour Mills of Nigeria Plc
- Deji Akinyanju -Chief Executive Officer, Food Concepts Ltd.
- M.D Abubakar-Managing Director, LZ Farms
- Mukul Mathur-Country Head, OLAM Nigeria Ltd
- Alan Jack-Managing Director, Shonga Farms Holdings Ltd

## INTRODUCTION

The deliberations in this section were centred around the body of incentives that government has granted to the agricultural sector in order to transform it from pure subsistence farming into agri-business; the necessary, effective incentives needed to sustain the growth of the food and agribusiness and the type of institutional arrangements that would guarantee that these policy incentives are properly implemented were also proposed.

*“Poor state of infrastructure contributes to high cost of production... Nigeria has the largest network of rivers in West Africa yet, there are no proper irrigation systems for the farmers”*

## THE ACHIEVEMENTS OF AGRICULTURAL POLICIES INCENTIVES

- a) There have been significant improvements in oil palm subsector under Agricultural Transformation Agenda (ATA). Gbenga Oyeboode, the chairman of Okomu Palm Plc accentuated the fact that the significant inflow of investment into oil palm subsector (i.e. OLAM, PZ, PRESCO) is happening because of assistance and the enabling environment created at the federal level. This particularly should be credited to the initiatives behind the ATA.

b) **Access to Commercial Agricultural Finance is improving.** Deji Akinyanju and MD Abubakar mentioned instances where their farms had applied for funding under the agric. finance schemes and were able to get loans.

c) **There have been a lot of achievements as regards to cassava bread inclusion policy.** 40% cassava bread inclusion, which has been achieved in 2012, is a commendable effort of Ministry of Agricultural and Rural Development. Deji Akinyanju testified that the Ministry has been giving assistance in the area of importation of the enzymes, which is needed to stabilize cassava flour.

d) **Production of rice is witnessing some resurgence and poultry farming sub sector is also gradually looking up in the country.**

#### **POLICY ISSUES AND THE CHALLENGES OF AGRIBUSINESS INDUSTRY**

a) **Land tenure laws and other difficulties, which are associated with getting more lands, have been constraining the expansion of the existing plantations.** Comparing a few West African countries, Gbenga Oyeboode mentioned that the optimum size of a plantation in Ivory Coast is 250,000 hectares and 100, 000 hectares in Cameroun. Whereas, the biggest size of a plantation in Nigeria is just 30,000 hectares. According to him, the problem lies in the states but the *state governments have not created land banks where they can direct investors when land is needed.* In addition, the states have not addressed the issue of property registration for land titles outside urban areas.

b) **Policy implementation is not followed through to fruition.** Although government is putting incentives in place to support ATA, its implementation seems to be neglected. For instance, Akinyanju cited the case of zero duty waiver on agriculture equipment.

However in practice this has been very difficult to implement due to corrupt practices. This has a negative impact on the cost of doing business in the country.

c) **Infrastructure remains the biggest challenge of ATA.** There was a broad consensus among the panellists that poor state of infrastructure (Power, Transportation, and Irrigation Systems) is the key contributing factor to the high cost of production, which has made Nigerian products less competitive. Alan Jack stated that, despite Nigeria having the largest network of rivers in West Africa there are no proper irrigation systems for farmers. Akinyanju also lamented that about 60% of investment is spent on providing roads network to farms.

d) **Weak coordination among the governments' MDAs.** The weak coordination and communication between agencies of government are major factors contributing to the problem of policy implementation.

e) **There is lack of communication flows between the government and investors.** Alan Jack made it clear that there is poor and inadequate communication flow between government and its ministries (including MDA's) at one hand and the private investors at the other hand.

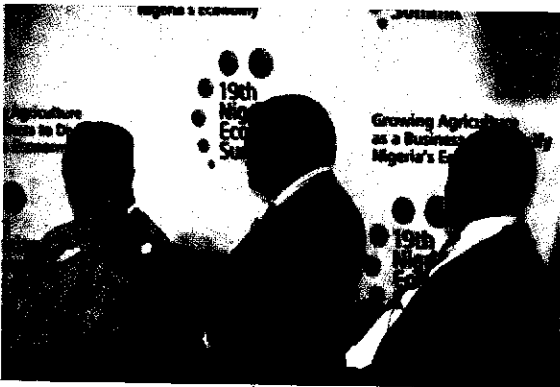
f) **Inconsistent tariff structure and trade policies.** Gbenga Oyeboode mentioned that Common External Tariffs (CET) structure is not consistent among the group of trading countries. According to him, *if we open our borders and allow all sort of importation, it can wipe out the entire means of livelihood of thousands of people.*

g) **Multiple taxation from Federal, State and Local Government** Gbenga Oyeboode highlighted that various levels of tax regime is administered by the three tiers of government which depletes the capital available to invest



in the growth of the agriculture sector. He also mentioned instances where state governments are contending with the federal government to have share in the corporate income tax revenue.

**h) Corrupt practices; Unequal access to incentives and Bureaucratic bottle necks:** Paul Gbededo emphasized on the fact that there is no level playing ground for all investors to take advantage of the incentives provided by the government in terms of policies that affect their business. Calvin Burgess said that there is difficulty in getting relevant regulatory approvals due to numerous bureaucratic bottlenecks.



[L-R]: M.D Abubakar, Calvin Burgess, CEO (Dominion Farms Ltd), Gbenga Oyehode (Chairman, Okomu Palm Plc)

**i) Lack of cheap agricultural financing** Alan Jack mentioned that there is no adequate funding for agricultural projects especially for small scale farmers. He suggested that there should be long and medium term funding for various agricultural inputs (machineries, staple crops etc)

**j) Lack of incentives to promote low cost local production of key farm inputs:** M.D Abubakar of LZ Farms emphasized the lack of farm inputs in agricultural research institutes. Deji Akinyanju also corroborated this point that he also could not get enough and consistent local supply of chicken for his fast food business.

**k) Inadequate local requisite skills and capacity to drive ATA** Paul Gbededo mentioned that there is lack of relevant skills.

**l) Formation of cooperatives should be encouraged** to facilitate the access of farmer to finance.

**m) Effort should be made to tap the enormous waters resources** and utilize it for advancing ATA progress.

**n) Adequate consultation with stakeholders for policy formulations.** There should be more dialogues between the government, their agencies, and investors in formulating these policies.

**o) Government need to intensify efforts to address corruption** especially in the context of policy implementation and government incentives.

**p) Putting implementable policies in place for input substitutions.** We need to found a way of making local intermediate consumers to get certain percentage of locally produced milk into their products.

## POLICY RECOMMENDATIONS

**a) Agricultural financing needs immediate attention.** There should be provisions for Long term, medium term and short term funding for agricultural sector. *Long term loans are needed for land acquisition, land clearing and building; Short term loans for cropping and the medium term for tractors and implements.* Without proper funding it would be difficult to propel the sector to sustainable level.

**b) Harmonization of multiple taxes across the tiers of government.** Federal, state and local governments should consider the businesses that do no benefit from infrastructure in the tax laws and structures.

- d) **State and federal governments to address the issue of land tenure.**
- e) **Proper coordination and communication between agencies of government** to ensure that the policies and incentives are actually implemented. Policies should be clear, concise, and sustainable on a long term basis.
- f) **Trade policies and tariff structures should be reviewed** to protect local productions. It is important that the tariff structure be kept in place. It is also important that we make sure that the ECOWAS benefit which are meant to go to production in the ECOWAS zone are targeted at the ECOWAS zones.

**Government must be committed to public service delivery and Stakeholders should insist on integrity and moral ethics in business practices. Formation of cooperatives should be encouraged** to facilitate the access of farmer to finance.

- k) **Effort should be made to tap the enormous waters resources** and utilize it for advancing ATA progress.
- l) **Adequate consultation with stakeholders for policy formulations.** There should be more dialogues between the government, their agencies, and investors in formulating these policies.
- m) **Government need to intensify efforts to address corruption** especially in the context of policy implementation and government incentives.
- n) **Putting implementable policies in place for input substitutions.** We need to found a way of making local intermediate consumers to get certain percentage of locally produced milk into their products.

## Plenary IX - Building a World Class Petrochemical and Fertilizer industry Nigeria



[L-R]: Manish Mundra (MD, Indorama Eleme Petrochemicals), Ben Okoye (Executive Vice-Chairman, Brass Fertilizer Company Ltd) Jite Okoloko (MD, Notore), Diezani Alison-Madueke (Minister of Petroleum Resources), Amit Roy (President, International Fertilizer Development Centre), Mutiu Sunmonu (MD, Shell Nigeria, Kunle Allen (MD, Gas Aggregator Company of Nigeria Aliko Dangote (President, Dangote Group)

### Moderator:

- Dr. Amit Roy- President, International Fertilizer Development Centre

### Panellists:

- Diezani Alison-Madueke - Minister of Petroleum Resources
- Mutiu Sunmonu - Managing Director, Shell Nigeria
- Esin Mete - President, International Fertilizer Association
- Manish Mundra - Managing Director, Indorama Eleme Petrochemicals
- Ben Okoye - Executive Vice-Chairman, Brass Fertilizer Company Ltd.
- Jite Okoloko - Managing Director, Notore
- Kunle Allen - Managing Director, Gas Aggregator Company of Nigeria

## INTRODUCTION

This session offered leaders in the petrochemical and fertilizer industry the opportunities to have open discussions on various critical success factors for building a world class fertilizer industry. The discussants looked into how gas and other input supply for the production of fertilizer can be secured and how private sector can develop channels of distribution.

*“The policy interventions of the Nigerian Gas Master Plan will position Nigeria as a regional hub for production of fertilizer, petrochemical and refining capabilities.”*

## THE NIGERIAN GAS MASTER PLAN (NGMP): IMPLICATIONS FOR THE PETROCHEMICAL INDUSTRY

The Honourable Minister of Petroleum Resources, Diezani Alison-Madueke gave a brief summary about the current developments in the petroleum industry in Nigeria with specific emphasis on implications for the petrochemical and fertilizer outputs of the industry.

She stated that NGMP is competitive gas pricing policy (benchmarked against competing countries like Trinidad and Tobago & Egypt) that is aimed at attracting investments to Nigeria amidst global competition. The policy interventions of the NGMP will position Nigeria as a regional hub for production of fertilizer, petrochemical and refining capabilities.

She said that domestic supply obligation will set aside about 500 - 750 mmcf/d of gas by 2017/18 specifically for Fertilizer, Methanol and Petrochemical industries.



Diczani Alison-Madueke (Minister of Petroleum Resources)

Adding to the list of expected interventions of the policy, Mrs. Allison-Madueke said that the policy should see through the establishment of a Gas Aggregator Company of Nigeria for access to feedstock and conclusion of commercial agreements. It shall also deploy the concept of gas industrial parks which leverage synergies in utilities, port facilities etc. to support the establishment of fertiliser industries in Nigeria.

She identified the expected outcomes of policy interventions to include:

- 8 million tonnes per annum fertilizer capacity by investors to be operational by 2017 -19;
- 10% supply of world's global tradable fertilizer by 2017 making it the undisputed regional hub; a sizeable portion of this capacity will be deployed for domestic consumption.
- A 1.4million tonnes per annum petrochemical plant to be built in Nigeria.
- 3 planned industrial parks will be built - located in Delta, Bayelsa and Edo States.

Mobilization will create about 2,000 jobs that will grow to about 150,000 till 2015 (direct and indirect jobs).

She however noted that the enablers for the successful implementation NGMP are to encourage growth of small & medium scale secondary industries from the primary petrochemical industries; anchor initiatives around private sector investments whilst FGN provides the enabling environment; reconsolidates efforts in the petrochemical and power sector; and supports world scale capacities (bigger and more efficient plants) to assure long term sustainability.

### Approach to Gas Flaring in Nigeria

The Minister mentioned that the Gas Master Plan is also excised to address the problem of gas flaring. Being excised from the Petroleum Industry Bill (PIB), the NGMP is aimed at ensuring availability of gas for domestic utilization and not just exports. Punitive measures will also be put in place for flared gas.

### Long Term Prospects of Gas Availability

The Honourable Minister of Petroleum also shared the prospects that gas contracts will be entered to assure long-term availability supply of gas. 6 fertilizer projects are in the pipeline excluding the on-going gas. Flared gas will supply 3 of the fertilizer plants (Bayelsa, Edo, Delta). Good Infrastructure for the supply of the gas will be considered necessary. Investment has to be made, for gas plants to be built.

*Mutiu Sunmonu—Managing Director, Shell Nigeria*

Mr. Sunmonu spoke on the challenges of gas supply. He stated that availability of gas is not a problem to seeing the whole Agriculture as a

business. However, pricing must be right for the upstream developer. By so doing, availability of gas supply unlike oil can be sustained

*Esin Mete - President, International Fertilizer Association*

Esin Mete commented on cost of getting fertilizers to the farmers. It takes about US\$80 on transportation to take fertilizers to the farmers. Having other means of transportation like railway lines can reduce transportation cost. Price reduction of fertilizers encourages farmers as they don't have the financial capacity. Waterways usage and right infrastructure should be put in place. Investments in farmers education would also go long way.



[LR]: Ben Okoye (Executive Vice-Chairman, Brass Fertilizer Company Ltd) Jite Okoloko (MD, Notore), Diezani Alison-Madueke (Minister of Petroleum Resources), Amit Roy (President, International Fertilizer Development Centre)

*Aliko Dangote, Chairman, Dangote Group*

Investment in agriculture is the best decision, Nigeria has a great future, and everyone should concentrate on Agriculture. Agriculture is not a long-term investment any more. Food importation will be a major challenge in future, if investment is not focused on Agriculture.

*Manish Mundra - Managing Director, Indorama*

Mr. Mundra announced recent achievements of six fertilizer plants currently being set up by Indorama. Some the developments

highlighted are OB3 pipeline is finally off the path; 450 Eurobond finished; Pipeline from the main source to end user and the emerging private investment. He however, noted that gas would not be an attractive investment without funding. The banks need to understand production processes to be able to factor in the risks in project evaluation.

Day 3

**Thursday, 5 September 2013.**

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## Plenary X - Sustaining the Agricultural Agenda



[L-R]: Tijani Bukar (Former Minister of State for Agriculture and Rural Development), Tony Elumelu (Chairman Heirs Holdings) Folusho Phillips (Chairman NESG) Arc. Namadi Sambo, Vice President, Federal Republic of Nigeria, Akinwunmi Adesina (Minister of Agriculture and Rural Development) Atedo Peterside (Chairman, Stanbic IBTC), Shamsudeen Usman (Minister of National Planning), Sola David-Borha (Chief Executive Officer, Stanbic IBTC), Frank Nweke II (Director General, NESG), Christos Giannopoulos (Managing Director, PZ Industries Plc)

*“Policy making process should be institutionalized, and should function regardless of the ministry heads and government”*

### Moderator:

- Atedo Peterside -Chairman Stanbic IBTC

### Panellists:

- Shamsudeen Usman -Minister of National Planning
- Akinwumi Adesina - Minister of Agriculture and Rural Development
- Tony Elumelu - Chairman Heirs Holding
- Christos Giannopoulos - CEO Pfizer
- Sola David-Bora - MD, Stanbic IBTC
- Foluso Phillips - Chairman, NESG

### INTRODUCTION

A critical policy thrust for the Government of Nigeria is the attainment of a paradigm shift in the country's management of Agriculture - from a social developmental challenge to a wealth generating business opportunity. Given Nigeria's poor experience with policy continuity, concerns exist as to the sustainability of this laudable transformation program. The discussions and deliberations in this session were aimed at identifying specific measures that need to be taken, to ensure that the current vision and strategic objectives for the agricultural sector are sustained. The panellists identified ways and method that would ensure that policy actions are seen to their logical conclusion, without reversals or truncation by administrative changes or transitions in political leadership.

### THE ENSUING IMPACT OF COMMITMENT TO ATA POLICIES

a) There was consensus among the panellists that there has been notable commitment shown by the political leadership of the country, towards the implementation of the Agricultural Transformation Agenda (ATA). This has been demonstrated through:

- the priority given to participation at policy deliberations on agriculture;

- institutionalization of a national monitoring and evaluating system in the agricultural sector;
- the development of Key Performance Indicators to measure and appraise the level of progress and implementation of government's projects, programs, and policies on agriculture; and
- Signing performance contracts with ministers on performance expectations.

b) Also, the panel agreed that there has been more clarity and definitiveness around the policy thrust for agricultural development in Nigeria. Agriculture is being promoted as a viable and profitable business venture, rather than a means for social service. This drive has attracted foreign investments and increased development in the sector.

d) *Notable mechanisms have been introduced to de-risk investment in the agricultural sector. One of such mechanisms is the Nigerian Incentive-Based Risk-Sharing System for Agricultural Lending (NIRSAL), which is aimed at sharing the credit risks of funds loaned to farmers with the lending banks.*

e) The Commercial Agricultural Credit Scheme was set up by the government, in collaboration with financial institutions, to make finance available to small and medium scale farmers, at single digit interest rates.

f) There is increased collaboration between the public and private sector for growth in the agricultural sector as exemplified by the collaboration between the Federal Ministry of Agriculture, National Planning Commission, and the Nigerian Economic Summit Group.

## POTENTIAL CHALLENGES FOR THE PROGRESS OF ATA

a) **Inconsistency in the leadership of key participating ministries and agencies** as well as frequent changes in government policies are the major challenges facing the sustainability of the ATA.

b) **Inadequate funding of agriculture research and development.** The Agricultural research institutions are not well funded and this has been limited the capacity of these institutions to propel desired developments in the sector.

c) **Low budgetary allocation to the agricultural sector** was identified as a shortcoming to sustaining the ATA. The Minister of agriculture noted that the limited budgetary allocation to FMARD reduces the ability of government to finance major agriculture programs and projects, which are essential in sustaining the ATA.

d) **Infrastructure deficiency** is also a major challenge facing the sustenance of the ATA. The panel pointed out that, inadequate storage facilities as well as lack of rural access roads and efficient railway system increases transport costs, and thereby pose a threat to the realization of the ATA.

e) *As a matter of concern, Nigeria's aging workforce in the agricultural sector poses a threat to the attainment of the ATA.* For instance, the average ageing workforce in the sector is between 60 and 65 years. Hence, there is the dire need to attract young individuals into the agricultural sector.

f) **The problem of increased influx of consumer products into Nigeria was also highlighted.** Many of these products are



subsidized by the government of other countries and therefore reduce the market share for local farmers in Nigeria.

g) **Lack of commodity exchange and an efficient warehouse receipt system**, which has made price discovery of agricultural products difficult; causing price volatility and instability across the agricultural value chain.

h) **The outdated agricultural extension system is not demand driven anymore** and this poses a threat to sustaining the ATA. The minister of agriculture highlighted the lack of capacity knowledge and poor technology utilization among farmers as major issues that need to be addressed.

i) **Double-digit interest rates and unavailability of adequate short and long term financing limit access to affordable finance among farmers.** For instance, the panelists cited limited access to the Commercial Agricultural Credit Scheme (CACS) funds by farmers.

j) **Monopoly of agricultural insurance in the sector.** This prevents the availability of more insurance products to assist farmers in mitigating against possible risks in the sector.

k) **Land acquisition and the land tenure system in Nigeria are dire challenges**, which need to be addressed in order to ensure sustenance of the ATA.

## OVERALL RECOMMENDATIONS

a) Engage best minds to head the agriculture sector and help propel the agricultural transformation. There should be a reorientation of the polity on the viability and profitability of agriculture through extensive rebranding and education. This is aimed at attracting a younger workforce and changing the labour demographics.

b) The policy making process should be institutionalized, and should function regardless of the ministry heads and government.

c) There is need for more investment in research and development. Further to this, we should revive the Agricultural Research Council of Nigeria to enhance market-driven research and development.

d) Provision of fiscal incentives to encourage the private sector to invest in research and development. *The agricultural sector should get at least 10% annual budgetary allocation.* The government needs to subsidize agricultural products in order to promote the international competitiveness of local farmers. Subsidies on agricultural inputs are also necessary to incentivise farmers and increase productivity.

e) The support of the legislature is very important to achieve the financing requirements, policies, regulations, and incentives that will remove all operational constraints and encourage investments in the agricultural sector.

f) It is imperative to review the Land Tenure System to enhance land availability for agriculture.

g) NESG should go beyond policy advocacy, into monitoring the implementation and performance of policies and programmes as well as increase the dissemination of information and dialogue among government departments, agencies, the private sector, and other key stakeholders on policy formulation and implementation

h) Review of trade policies to protect local industries by imposing restrictions on importation where we have locally made substitutes.

i) Reform the Agricultural Extension System to be modern and market- focused – where it can equip farmers with adequate capacities to use modern technology that meet market demands.

j) Expedite the establishment of a private sector driven commodity exchange and warehouse receipt system.



[L-R]: Aredo Peterside (Chairman, Stanbic IBTC), Shamsudeen Usman (Former Minister of National Planning), Sola David-Borha (CEO, Stanbic IBTC)

k) The expansion of a sustainable agricultural financing system to involve both the private and public sectors, to enable farmers have easy and consistent access to long and medium term loans for investment. Integrate agriculture insurance into the broad insurance framework and legislations, to allow for private sector participation.

l) Identify the major transportation corridors for moving agricultural products, and prioritize their development. This will ensure adequate rural access roads to the markets and reduce transaction costs.

m) Establishment of Staple Processing Zones close to the farms to reduce the need for long distance transportation.

n) The private sector should operate in identified areas critical to the program's long-term sustainability. It is recommended that these actions are given due priority in the first quarter of 2014.

## ACTIONABLE PRIORITIES FOR 2014

Although several recommendations have been proffered to aid sustainable implementation of the transformation program, to key actions were identified as critical to the program's long-term sustainability. It is recommended that these actions are given due priority in the first quarter of 2014

a) **Revive the Agricultural Research Council of Nigeria to enhance coordination of research activities across the different agricultural research institutions in Nigeria.** This reform should be focused on ensuring that agro-research activities are driven by market demand, and should foster deeper linkages between the research institutions and the private sector. The reform of the council should also be geared towards increasing overall R&D spends in agriculture, and ensuring that such spend is optimally utilized.

b) **Increase efforts at raising the level of awareness of agriculture as a highly profitable business venture.** To address the issues of an aging farmer population and the poor perception of farming as an occupation amongst Nigerian youths, considerable effort must go into increasing the attractiveness of the sector through awareness campaigns. Such campaigns will focus on celebrating the successes of young farmers and the enlightenment on incentives in place to enable new investors in agriculture to succeed. This should be launched before the end of March 2014.

# Appendices



## THE 19<sup>TH</sup> NIGERIAN ECONOMIC SUMMIT

Theme: GROWING AGRICULTURE AS A BUSINESS TO DIVERSIFY NIGERIA'S ECONOMY

Transcorp Hilton, Abuja

September 3-5, 2013

<b>Day 0: Monday September 2</b>	
<b>2:00pm – 9:00pm</b>	<b>Arrival and Registration of Delegates</b>
<b>Day 1: Tuesday September 3</b>	
<b>7:00am – 10:00am</b>	<b>Delegates arrival and Registration continues</b>
<b>10:00am</b>	<b>Arrival of President Goodluck Jonathan</b>
<b>10:00am-10:05am</b>	<b>National Anthem</b>
<b>10:05am-10:15am</b>	<b>Welcome Address</b> Mr. Foluso Phillips, Chairman of the Board of the NESG
<b>10:15am – 10:30am</b>	<b>Update on Agricultural Transformation Agenda-</b> Dr. Akinwumi A. Adesina, Minister of Agriculture and Rural Development
<b>10:30am – 10:35am</b>	<b>Introduction of the Presidential Policy Dialogue</b> Minister of National Planning, Dr. Shamsuddeen Usman
<b>10:35am – 11:35am</b>	<p><b>Plenary I - PRESIDENTIAL POLICY DIALOGUE</b></p> <p>Governments around the world are recognizing the critical role of agriculture in diversifying economies, ensuring food security, creating wealth and generating employment.</p> <p>During this policy dialogue, President Goodluck Jonathan and other eminent global leaders in finance and agriculture will engage in a discussion on the importance of agriculture to the global economy and the ways in which the sector can be mainstreamed to become a critical component for growth and job creation. These leaders who have made significant contributions to the development of agriculture will interact in this session and share their perspectives on agriculture as the new growth frontiers, especially for Africa.</p> <p><b>Moderator:</b> Komla Dumor (BBC)</p> <p><b>Panelists</b></p> <ul style="list-style-type: none"> <li>• <b>President Goodluck Jonathan, GCFR</b> -President, Federal Republic of Nigeria</li> <li>• <b>Donald Kaberuka</b> – President, African Development Bank Group and Member of the President's Eminent Persons Group on Agriculture</li> <li>• <b>Jacques Diof</b> – Former Director General, Food and Agriculture Organization</li> </ul>
<p><b>Expected Outcome:</b> Distill relevant lessons and insights into policies, in order to enhance Nigeria's efforts in driving its own Agricultural Transformation Agenda (ATA)</p>	

11:35am – 11:50am	Intermission: Documentary on Nigeria's Agricultural Transformation - <i>Directed by Victor Oladokun</i>
<p><b>11:50am – 12:35pm</b></p> <p><b>Expected Outcome:</b> Identify key policy and institutional reforms for sustaining the commitments by youths to agriculture and agribusiness new ventures, representing the new faces of agriculture in Nigeria. Confirm from a younger generation of Nigerian farmers specific to sustain their continued interest/investment and employment in Agriculture</p>	<p>Plenary II --<b>NAGROPRENEURS – ‘Nurturing the Successor Generation of Nigerian Farmers and Agricultural Enterprises’</b></p> <p>Agriculture contributes about 40% to Nigeria's GDP and provides employment to two thirds of its entire labor force, mostly involved in subsistence farming, with a median age of 50 years. This is a paradox, given 56% unemployment rate in the age group of between 18-25years, attributed to lack of skills, in spite of high educational levels.</p> <p>Given its labour intensity, Agriculture has been identified as one of the sectors in which significant job numbers can be generated for young people. In recognition of the challenge in attracting and sustaining youth involvement in agriculture, government has developed programs and initiatives aimed at encouraging youth to build careers in agriculture.</p> <p>In this session, delegates will hear from young Nigerian agricultural entrepreneurs (a.k.a. Nagropreneurs), on their experiences operating agribusinesses in Nigeria. These Nagropreneurs will make recommendations on what is required to make agriculture a more viable and attractive sector to Nigerian youths, as the government aims to nurture the next generation of Nigerian agribusiness leaders.</p> <p>Moderator <b>Mrs. Ndidi Nwuneli</b>- Co-founder, AACE Foods</p> <p>Panelists:</p> <ul style="list-style-type: none"> <li>• <b>Mosunmola Umoru</b> - Abira Agribusiness Support Initiative</li> <li>• <b>Kofo Adegoke</b> - Koop Global Farms Limited</li> <li>• <b>Nnaemeka Ikegwuonu</b> - The Smallholders Foundation</li> <li>• <b>Eliel Sam</b>-Director, Giel Ventures</li> <li>• <b>Manfida Isa Tafida</b> – Famag Jal Farm Nigeria Ltd</li> <li>• <b>Nkiru Okpareke</b> – Envirogro Farms Ltd</li> <li>• <b>Francis Okpani</b> – Otu's Brown Rice Ltd</li> <li>• <b>Adeniyi Adenuga</b> –Tepebo Farms</li> </ul>
12:35pm – 12:55pm	Introduction of President Goodluck Jonathan - <b>Dr. Akinwumi A. Adesina</b> , Minister of Agriculture and Rural Development
12:55pm – 1:00pm	President Goodluck Jonathan launches the Youth Employment in Agriculture Programme (YEAP) and declares the 19 <sup>th</sup> Nigerian Economic Summit open <b>Vote of thanks: Mr. Frank Nweke II</b> , Director General, NESG
1:00pm – 1:05pm	National Anthem

<p><b>1:05pm – 1:20pm</b></p>	<p><b>Tour of Exhibition Stands</b></p> <p>The Minister of National Planning and the Chairman, Board of NESG lead President Goodluck Jonathan on tour of exhibition stands</p>
<p><b>1:20pm – 2:20pm</b></p>	<p><b>LUNCH</b></p>
<p><b>2:20pm – 4:00pm</b></p> <p><i><b>Expected Outcome:</b> Identify key success factors of existing and new funding policy initiatives, the key challenges to lending/funding and how to improve the overall effectiveness and sufficiency of funding for agriculture. Some key questions to be addressed: Is the size of existing funding pool sufficient to meet the objectives/targets of the ATA? Is funding readily accessible and is risk mitigation adequate for funding providers?</i></p>	<p><b>Plenary III: FINANCING AGRIBUSINESS TO GUARANTEE A SUCCESSFUL INDUSTRY TRANSFORMATION</b></p> <p>Securing affordable financing for agricultural projects is crucial for the development of the industry. As part of the reforms being implemented under the ATA, the Minister of Agriculture and Rural Development is working with various stakeholders to catalyze increased financing and access for agriculture. Through the development of initiatives such as NIRSAL, the agricultural credit guarantee instrument sponsored by the Central Bank of Nigeria, sponsorship of funding vehicles like the Fund for Agricultural Financing for Nigeria (FAFIN), the private equity fund focused on agricultural sector lending, as well as plans to recapitalize and restructure the state-owned Bank of Agriculture to make it a more effective agricultural funding institution, the Ministry of Agriculture has sought to stimulate innovative financing approaches to better serve farmers, producers and other stakeholders across the agricultural value-chain.</p> <p>Major players in the finance and investment industries will discuss how to effectively sustain the funding of agribusinesses across the value-chain to ensure the successful take-off of the sector.</p> <p>Background Presentation: "Financing Agriculture in Kenya: The Equity Bank Success Story" by <b>Mr. James Mwangi</b> - CEO, Equity Bank Kenya.</p> <p>Moderator: <b>Akinwumi A. Adesina</b>, Minister for Agriculture and Rural Development</p> <p>Panelists:</p> <ul style="list-style-type: none"> <li>• <b>Sanusi Lamido Sanusi</b> - Governor, Central Bank of Nigeria</li> <li>• <b>Arunma Oteh</b> – Director General, Securities and Exchange Commission</li> <li>• <b>Bisi Onasanya</b> – Managing Director, First Bank Plc</li> <li>• <b>Phillips Oduoza</b> – Managing Director, UBA Group</li> <li>• <b>Godwin Emefiele</b> – Managing Director, Zenith Bank</li> <li>• <b>Mohammed Santuraki</b> – Managing Director, Bank of Agriculture</li> <li>• <b>Mezuo Nwunell</b> – Managing Director, Sahel Capital Partners</li> <li>• <b>Andreas Voss</b> – Head, West Africa DEG.</li> </ul>

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4:00pm – 5:40pm

**Expected Outcome:**  
*Identify possible gender related inequalities in Agriculture in Nigeria, identify the causes and potential policies and interventions to address them.*

4:00pm – 5:40pm

**Expected Outcome;**  
*Create awareness on the need for policy initiatives on climate change impact and how to mitigate the associated risks of crop and livestock losses through weather index insurance and other subsidy measures to boost farmer confidence. Identify current and potential environmental threats to agriculture and how to mitigate them*

**BREAK OUT SESSION**

**Break Out Group I: WOMEN IN AGRICULTURE**

Research has identified that the agriculture sector is underperforming in many developing countries, in part because both men and women do not have equal access to the resources and opportunities they need to be productive. Across countries and contexts: women have consistently less access than men to agricultural assets, inputs and services and to rural employment opportunities. Increasing women's access to land, livestock, education, financial services, extension, technology and rural employment would boost their productivity and generate gains in agricultural output, food security, economic growth and social welfare. The gains in agricultural production alone could lift 100 to 150 million people out of hunger.

This session will explore tangible ways to close the gender gap and improve not only agricultural development but food security in Nigeria.

**Moderator: Dr. Orode Doherty** - Country Director, Africare

**Panelists:**

- **Stella Williams** – Former Chair, African Women in Agricultural Research and Development (AWARD)
- **Sola David-Borha**- Chief Executive officer, Stanbic IBTC
- **Zainab Shariff** - Managing Director, Nigeria Medical Plant Company
- **Lizzy Igbine** – President, Nigerian Women Agro Allied Farmers
- **Ndidi Nwuneli** – CO-Founder, AACE Foods
- **Hajia Baraka Sani**-Commissioner of Agriculture, Kano State

**Break Out Group II: ENVIRONMENTAL SUSTAINABILITY AND CLIMATE CHANGE IN AGRICULTURAL DEVELOPMENT**

Despite technological advances, such as improved varieties, genetically modified organisms, and irrigation systems, the weather is still a key factor in agricultural productivity, as well as soil properties and the natural ecosystem. Climate change affects agriculture in several ways, impacting agricultural productivity and food security, especially in countries already suffering from poor soil characteristics and climatic conditions.

The strategies for improving Agriculture in Nigeria would be incomplete without commensurate focus on climate change and its potential impact. The recent flooding of many parts of the country and the consequent impact on food supply and food prices is instructive. Participants at this session will review the impact of climate change and how to adequately mitigate them to ensure sustainability of Nigeria's agriculture.

**Moderator: Mrs. Dupe Akindele**-Former GGM, Renewable Energy, NNPC.

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**Panelists:**

- **Hadiza Ibrahim Mailafia** - Minister of Environment
- **Marie Francoise Marie Nelly** – Nigeria Country Director, World Bank
- **Jimmy Adegoke** - Managing Partner, Adonai Digital Systems
- **Tijani Garba** – Acting MD Nigeria Agricultural Insurance Corporation
- **Shrikant Jagtap** – Global Climate Technology for Development, USA
- **Christine K-** Director, (Nigeria) Heinrich Boell Foundation
- **Bukola Saraki** – Chairman, Senate Committee on Environment
- **Seriake Dickson** – Governor, Bayelsa State
- **Ibrahim Gaidam** – Governor, Yobe State

**Break Out Group III – ADVANCING INFORMATION & COMMUNICATION TECHNOLOGY (ICT) FOR AGRICULTURE.**

ICT is an enabler and a major catalyst for rapid development in any sector. ICT can support decision making across the entire value chain of agriculture: crop cultivation; water management; fertilizer application; fertigation; pest management; harvesting; post-harvest handling; transport of food products; packaging food preservation; food processing/value addition; quality management; food safety, food storage and food marketing. New methods for precision agriculture like computerized farm machinery that applies for fertilizers and pesticides have been fully adopted in developed economies. Other areas include livestock where farm animals are fed and monitored by electronic sensors and identification systems.

During this break out session, discussions will focus on innovative applications of ICT to agriculture in Nigeria (particularly in rural agriculture) to support decision-making and enable rapid development.

Background presentation: **Mrs. Omobola Johnson** – Minister of information & Communication Technology

Moderator: **Mrs. Ibukun Odusote** - Permanent Secretary, FMARD

**Panelists:**

- **Olayinka Oni** – National Technology Officer, Microsoft
- **Segun Ogunsanya** – CEO, Airtel Nigeria
- **Bolaji Akinboro** – Co-Founder, Cellulant, Nigeria
- **Wonuola Adetayo** - CEO, Softskills Managemant Consultants
- **Leo Stan Ekeh** – Chairman, Zinox Technologies Ltd.
- **Juliet Ehimuan** – Country Manager, Google Nigeria
- **John Obaro** – President, Software Developers Association of Nigeria

**4:00pm – 5:40pm**

**Expected Outcome:**

*Identify new ICT application opportunities to boost agricultural production and productivity beyond farm input subsidy, for example, market information data input, agricultural commodity exchanges, crop insurance, weather index insurance, etc.*



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4:00pm – 5:40pm

**Expected Outcome:**

*Identify research institution and University findings applicable to agricultural production and productivity for immediate transfer of technology to farmers and producers through farmer field training schools and agricultural extension services under ATA*

**Break Out Group IV: SCIENCE, RESEARCH AND DEVELOPMENT**

Over the past century, several studies have demonstrated the impact of science, research and development on agricultural production and productivity. Even in developed economies, without the advances in research and application of research results, agriculture may have remained at the subsistence levels. A research report by Texas A&M University in 2011 indicates that investment in agricultural research, resulting in a 2% increase in crop yield and productivity can lead to \$730million in annual benefits for consumers through lower food prices, improved health and welfare and environment.

In Nigeria several research agencies have worked on hybrid, high-yielding seed varieties for various crops, such as maize and sorghum and also research on new technologies such as water efficient irrigation technologies etc. Through research and development, up to 40% substitution of cassava flour for wheat flour in bread has been achieved by the Federal Institute for Industrial Research Oshodi (FIIRO), and more recently by the International Institute of Tropical Agriculture (IITA) with the support of the ATA. These findings have been recently applied by commercial bakers in the development and commercialization of 20% High Quality Cassava Flour (HQCF) bread and pastries in the marketplace.

This session will discuss some of these research findings for commercial application and also review the question of how agricultural research can and should be financed.

**Background Presentation: Prof. Ita Ewa** – Minister of Science & Technology

**Moderator: Prof. Anya O. Anya** - Chairman - NESG Science and Technology Policy Commission

**Roundtable Discussion Participants:**

- **Baba Yusuf Abubakar** - Agricultural Research Council of Nigeria (ARCN)
- **Hilary Odo Edeoga** – Vice Chancellor, Federal University of Agriculture Umudike.
- **Gloria Elemo** – Director General, Federal Institute of Industrial Research
- **Shachi Sharma** - Director, Syngenta Nigeria Ltd
- **Bamidele Ogbe Solomon** - Director General of National Biotechnology Development Agency
- **Adiel Mbabu**- Deputy Regional Representative CIP
- **O.G Olabanji** - Lake Chad Research Institute
- **Eli Jidere Bala** – Director General, Nigerian Energy Commission
- **Carl Moyo** – Regional Director for Africa, Dupont

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**4:00pm – 5:40pm**

**Expected Outcome:**

Identify market demand opportunities for agricultural inputs by the Food and Beverage industry to help boost farmer income and ease access to markets. Also, to identify bottlenecks impacting development, supply and pricing of such inputs and mechanisms and policies for improvements.

**Break Out Group V: 'BUILDING A WORLD CLASS FOOD AND BEVERAGES INDUSTRY**

Agriculture is critical to the Food and Beverages industry. From sweeteners, binding agents, flour bases, flavourings and flavour enhancers, and colorants, the industry relies on agriculture for inputs in food and beverage processing and manufacturing. Climate change, rising global population and other factors continue to put pressure on the availability and pricing of such critical inputs for the industry. Global supplies of inputs have remained cyclical, while prices have experienced an upward trend. Local sourcing of such inputs at the right quality, volumes and price can significantly improve margins for the industry and drive investment and employment in agriculture. A vast number of Food and Beverage companies operating in Nigeria are beginning to explore local sourcing of key raw materials and inputs. This session will review their successes and challenges and identify ways to better align agriculture with the needs of the Food and Beverages industry.

**Moderator: Mr. Keith Richards** – Managing Director, Promasidor

**Panelists:**

- **Abdullahi Sule** – Deputy Managing Director, Dangote Sugar
- **Alhaji Sani Dangote** – Chairman, Dansa Foods
- **John Coumantaros** – Vice Chairman, Flourmills of Nigeria.
- **Dharnesh Gordhon**- CEO, Nestle, Nigeria
- **Norah Odwesso** - Director, Public Affairs & Communications, Coca Cola Central East & West Africa
- **Oba Otudeko**- Chairman, Honeywell Group
- **Rahul Savara** – Group Managing Director, CHI Ltd
- **Vikram Agarwal** –Vice President Procurement, Tea, Capex Supply Integration & Asia Africa Operations, Unilever

**4:00pm – 5:40pm**

**Expected Outcome;**

Identify key institutional and policy reforms required to fast track private sector seed companies guarantee of availability and affordability of improved quality seeds and hybrids for target commodity value chains such as rice, maize, cotton and sorghum.

**Break Out Group VI: THE GROWTH ENHANCEMENT SUPPORT (GES) SCHEME: SUCCESS AND INPUT-BUILDING THE SEED INDUSTRY IN NIGERIA.**

Over the past 40 years, the Nigerian government procured and distributed fertilizer to farmers. The distribution system was inefficient, corrupt and wasteful resulting in only 11% of the fertilizer reaching the farmers. With GES, The Federal Government has effectively exited direct procurement and distribution of fertilizer. This is now being managed by the private sector. To support the continuing subsidy of fertilizer and seeds to farmers, a voucher and electronic wallet system based on mobile telephony was set up and used to identify / register farmers and ensure that they receive the fertilizer and inputs at the subsidized rates. Government has also liberalized foundation seed production to private sector to accelerate growth of the seed sector. The intent is to further support the seed industry and grow the use of hybrid seeds from 8,000 metric tons to 1,000,000 metric tons per year.

In this session, participants will discuss the GES scheme, evaluate its success and review how to improve it. They will also deliberate on how to nurture a thriving seed

4:00pm – 5:40pm

Industry.

Background presentation: The GES Scheme - Testimonies from Nigerian Farmers

Moderator: **Josephine Okot** – Managing Director, Victoria Seeds. Uganda

Panelists:

- **Ravi Tembe** - Chief Executive Officer, WACOT Seeds
- **Uday Pillani** – Group Managing Director, Presco
- **Ibrahlm Abdullahi**- Chief Executive Officer, Maslaha Seeds
- **Ivana Osagie** - Chief Executive Officer, Notore Seeds
- **Azeez Muyiwa** – Director, Rural Development, Federal Ministry of Agriculture and Rural Development, Nigeria
- **Falth Tuedor-Matthews** – Managing Director, Mainstreet Bank
- **Eric Eboh**—President, Agriculture Policy Research Network

Break Out Group VII: **ENABLING AGRICULTURAL TRADE (NESG TRADE AND INVESTMENT POLICY COMMISSION)**

Despite accounting for 40% of the GDP and employing about two thirds of the labor force in 2012, Nigeria's agricultural sector continues to underperform in terms of external trade and the potential to generate substantial foreign exchange earnings for the country. For instance, according to the National Bureau of Statistics (NBS), the agriculture sector accounted for less than 5% of Nigeria's total exports in Q1-2013 vis-à-vis an 18% share of aggregate imports into the country (mainly food).

The combination of favourable climate, vast arable lands and a large population of more than 170 million people means that the potential for expansive agricultural trade across the entire value chain exists in Nigeria. Several international development partners and organizations have identified these opportunities and have gone ahead to initiate and/or support various agricultural schemes and projects in Nigeria, with remarkable success, each with the potential of being replicated on a larger scale.

This Breakout Session will be facilitated by the NESG Trade, Investment and Competitiveness Policy Commission (TICPC) and will focus on the role and contributions of International Development Partner Organizations in enabling agricultural trade in Nigeria, towards the realization of the Agricultural Transformation Agenda (ATA).

Background Remarks: **Engr. Mustafa Bello** – TICPC Public Sector Co-Chair/Executive Secretary, Nigerian Investment Promotion Commission

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	<p>Moderator: <b>Alh. Ahmad Rablu</b> – TICPC Private Sector Co-chair/ Managing Director – Dala Inland Dry Port Limited</p> <p>Panelists:</p> <ul style="list-style-type: none"> <li>• <b>Christopher Shyers</b> – Team Leader, DFID-GEMS4</li> <li>• <b>Emeka Eluemunor</b> – Monitoring &amp; Evaluation Advisor, DFID-GEMS4</li> <li>• <b>Osita Aniemeke</b> – Deputy Country Team Leader, USAID-Nigeria Expanded Trade &amp; Transport (NEXTT)</li> <li>• <b>ChInwe Uzu</b> – Chairperson, Borderless Alliance/ECOWAS (Nigeria Chapter)</li> <li>• <b>Patrick Kormawa</b> – Country Representative and Director, UNIDO</li> </ul>
<p>7:00pm – 10:00pm</p>	<p>Summit Opening Dinner</p> <ul style="list-style-type: none"> <li>• Welcome address by Mrs. Funke Osibodu-Chairman, Citi Invest Capital</li> <li>• Goodwill message by sponsor- Dangote Group</li> <li>• Statement by Mr. Osita Chidoka- Corp Marshal, Federal Road Safety Corps</li> <li>• Remarks by Special Guest of Honor-Senate President, David Mark.</li> <li>• Vote of thanks by: Mr. Fidelis Ugbo-Secretary to National Planning</li> </ul>
<p><b>Day 2: Wednesday, September 4</b></p>	
<p><b>8: 30am-10:00am</b></p> <p><i>Expected Outcome: To identify the common infrastructure needs for the establishment of NACX and NCX to fast track establishment of the NACX within the framework of the NCX to drive price discovery and improved access to markets of the food and agricultural products.</i></p>	<p><b>Plenary IV: BUILDING A COMMODITIES EXCHANGE TO EXPAND AGRICULTURAL MARKETS</b></p> <p>The ATA is fixing commodity value chains to boost agricultural production and productivity, food processing and value addition to staple crops, food marketing and food and nutrition security. With the improvement in yields, there is need to build on the recent successes of Agricultural Commodity Exchanges, for example in Kenya and Ethiopia. The ATA is therefore promoting the concept of Nigeria Agricultural Commodity Exchanges (NACX) in areas of high food production across several regions of Nigeria.</p> <p>Some of the components of the NACX would be integrated into the vision for revitalization of The Abuja Securities and Commodity Exchange (ASCE) into Nigerian Commodity Exchange (NCX). Though the concept of NACX is somewhat similar to the business plan in the revitalization of ASCE, the NCX plan is focusing on single trading platform and multiple commodity delivery centers.</p> <p>The NACX concept is focusing on organically growing the unorganized local spot market structures, which are common across Nigeria into organized market structures similar to those of Kenya Agricultural Commodity Exchange. That is, in areas of high production for a particular commodity or commodities, government will encourage private sector investment to modernize marketplace infrastructures with innovative forms of electronic trading and on the spot exchanges.</p>

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	<p>In this session, the panelists would discuss best-fit options and models in the establishment of NACX considering the uniqueness and peculiarities of the Nigeria agricultural market exchanges.</p> <p>Background Presentation:  <b>Mr. Olusegun Aganga</b> – Minister for Trade and Investment</p> <p>Moderator: <b>Eleni Gabre-Medhin</b>- Chief Executive Officer Eleni LCC</p> <p>Panelists:</p> <ul style="list-style-type: none"> <li>• <b>Yohannes Assefa</b>, Director, Stalwart Management Consultancy</li> <li>• <b>David Blumberg</b> – Vice President &amp; Director, Blumberg Grain</li> <li>• <b>Arunma Oteh</b> – Director General, Security and Exchange Commission</li> <li>• <b>Rod Gravelet-Blondin</b> – Senior Advisor, Africa Exchange Holdings Ltd</li> <li>• <b>John Wainaina</b>– Head of Agriculture, CFC Stanbic, Kenya</li> <li>• <b>Segun Agbaje</b> – Managing Director, Guaranty Trust Bank</li> <li>• <b>Emmanuel Adeyemi</b>—Chairman, Funman Juice</li> </ul>
<p><b>10:00am – 11:30am</b></p> <p><i>Expected outcomes:  Understand what the various States are doing to drive agricultural sector growth at the State-Level, in line with the ATA</i></p>	<p>Plenary V: <b>GROWING AGRICULTURE AT THE STATE LEVEL: A CONVERSATION WITH STATE GOVERNORS</b></p> <p>A number of State Governments have made significant strides in agriculture through the deployment of innovative policies, incentives and programs. This session is an opportunity to hear from some of them and learn ways in which states can be better supported to improve agricultural outputs with special emphasis on value addition. The participants will also address the State Governments' role in the Agricultural Transformation Agenda and better alignment between the States and Federal government in Nigeria's agricultural development programs.</p> <p>Moderator: <b>Mr. Aigboje Aig-Imoukhuede</b> - Managing Director, Access Bank Plc</p> <p>Panelists:</p> <ul style="list-style-type: none"> <li>• <b>Babatunde Fashola (SAN)</b> - Governor, Lagos State</li> <li>• <b>Captain Idris Wada</b> – Governor, Kogi State</li> <li>• <b>Rabi'u Musa Kwankwaso</b> – Governor, Kano State</li> <li>• <b>Saidu Usman Dakingari</b> - Governor, Kebbi State</li> <li>• <b>Peter Obi</b> – Governor, Anambra State</li> <li>• <b>Liyel Imoke</b> – Governor, Cross River State</li> <li>• <b>Abdulfatah Ahmed</b> – Governor, Kwara State</li> <li>• <b>Babangida Aliyu</b> - Governor, Niger State</li> </ul>

- **Rauf Aregbesola** – Governor, Osun State
- **Kashim Shettima** – Governor, Borno State
- **Anyim Pius Anyim** – Secretary to the Government of the Federation

11:30am – 1:15pm

**Expected outcome:**  
*Identify integrated solutions to address infrastructural needs of Agriculture and how the government is tackling this through the creation of Staple Crop Processing Zones (SCPZs)*

**Plenary VI- INTEGRATED APPROACHES TO INFRASTRUCTURE DEVELOPMENT FOR AGRICULTURE**

To keep pace with Nigeria's fast growth, the agricultural sector must modernize. Nigerian agriculture suffers from low productivity as use of fertilizer and improved seeds and mechanization are low. Low productivity coupled with inefficient infrastructure, supply chains and weak industry structures have led to high post-harvest losses, limited local value-add, and unsustainable import rates for key commodities. Addressing inefficiencies in production, processing, and logistics through the provision of adequate infrastructure, as well as increasing sector investment and improving regulatory support could help achieve 6.5% annual growth in agricultural GDP within the next 10 years.

This session will bring experts together to discuss the infrastructure issues around developing successful agriculture and evaluate different solutions to address the issues. The concept of the Staple Crop Processing Zone, (the Federal Government's initiative to address integrated infrastructure development in agriculture) will be reviewed.

Background presentations:

**"Role of Infrastructure in Agricultural Development: the Akwa Ibom Experience"- Governor Godswill Akpabio, Governor, Akwa Ibom State**

**Nigeria's Staple Crop Processing Zone (SCPZ) Masterplan – Patrick Kormawa, Regional Director ECOWAS, United Nations International Development Organization (UNIDO)**

**Moderator: Dr. Shamsuddeen Usman- Minister of National Planning**

Panelists:

- **Marie Françoise Marie Nelly** – Nigeria Country Director, World Bank
- **Chinedu Nebo** - Minister for Power
- **Taiwo Adeniji** – Director, Africa Finance Corporation (AFC)
- **Sarah Ochekepe** - Minister of Water Resources
- **Mike Onolememe** – Minister of Works
- **Senator Idris Umar** - Minister of Transport
- **Ousmane Dore** - Country Director, African Development Bank (AFDB)
- **Akinwumi Adesina** - Minister of Agriculture and Rural Development
- **Uche Orji** – Chief Executive Officer, Nigerian Sovereign Investment Authority
- **G.B Ayoola**—President, Food and Infrastructure Foundation

1:15pm – 2:00pm

**LUNCH**

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<p><b>2:00pm – 3:30pm</b></p> <p><b>Expected Outcome:</b>  <i>Determine the size of opportunity in horticulture and floriculture and the investment required to develop the potential in Nigeria. Identify challenges of existing players and how to address them.</i></p>	<p><b>Plenary VII – THE HORTICULTURE AND FLORICULTURE INDUSTRY: NEW GROWTH FRONTIERS FOR NIGERIA</b></p> <p>In spite of the substantial contribution of floriculture to the Nigerian economy, there is still a low level of awareness of the potential of the horticultural subsector of the Nigerian agricultural sector to generate employment and reduce poverty. Participants at this session will discuss the opportunities for investment in horticulture and what will be required to attract and sustain such investment.</p> <p><b>Background Presentation: Mr. Alfred Serem</b> – Managing Director, Horticultural Crops Development Authority of Kenya</p> <p><b>Moderator: Mr. Akin Sawyer</b>, Executive Secretary, Agricultural Fresh Produce Growers and Exporters Association of Nigeria (AFGEAN)</p> <p><b>Panelists:</b></p> <ul style="list-style-type: none"> <li>• <b>Princess Stella Oduah</b> – Minister of Aviation</li> <li>• <b>Tijani Bukar</b>- Hon. Minister of State for Agriculture and Rural Development</li> <li>• <b>Pete Veal</b> - Operations Lead, Africa Ventures Team, Syngenta</li> <li>• <b>Jeremy Knops</b>- Operations Director, COLE ACP</li> <li>• <b>Charles Brewer</b> – Regional Director Sub-Saharan Africa, DHL</li> <li>• <b>Sanjay Sethi</b> -CEO, Food &amp; Beverages, Export Trading Group</li> <li>• <b>F.A Afolabi</b>—President, Plantation Owners Forum of Nigeria.</li> </ul>
<p><b>3:30pm- 5:00pm</b></p>	<p><b>Plenary VIII – POLICIES &amp; INCENTIVES FOR DEVELOPING THE FOOD AND AGRIBUSINESS INDUSTRY IN NIGERIA</b></p> <p>The Agricultural Transformation Agenda is yielding outstanding results in food security and nutrition, creation of new jobs and wealth for millions of farmers in Nigeria. Local and global private sector investors are taking notice. Since March 2013, Letters of Intent in investment commitments by the private sector to support the New Alliance for Food Security and Nutrition in Nigeria amounted to \$3.8 billion. Overall private sector investment commitments in support of ATA in the past 18 months stand at over \$8 billion.</p> <p>Sustaining the emerging growth of food and agribusiness industry in Nigeria will require targeted government policy reforms and incentives to incentivize private sector investors. For example, the Government instituted a zero-duty policy on the importation of agricultural machinery and equipment to incentivize investments in the sector. Furthermore, there are planned incentives for investors in the Staple Crop Processing Zones. Institutional reforms will also be required in addition to fiscal and non-fiscal incentives, in order to sustain this transformation.</p> <p>In this session, the panelists will discuss the incentives which are necessary to sustain the growth of the food and agribusiness industry in Nigeria and the required institutional</p>

framework for successful implementation.

**Moderator: Dr. Bright Okogu** – Director General, Budget Office of the Federation, Federal Government of Nigeria.

**Panelists:**

- **Gbenga Oyebode** – Chairman, Okomu Palm Plc
- **Calvin Burgess** - Chief Executive Officer, Dominion Farms Limited
- **Paul Gbededo** – Chief Executive Officer, FlourMills of Nigeria Plc
- **Aliko Dangote** – President, Dangote Group
- **Deji Akinyanju** – Chief Executive Officer, Food Concepts Ltd.
- **M.D Abubakar** – Managing Director, LZ Farms
- **Mukul Mathur** – Country Head, OLAM Nigeria Ltd
- **Alan Jack** – Managing Director, Shonga Farms Holdings Ltd

**5:00pm – 6.30 pm**

**Expected Outcome:**  
*Identify critical success factors for building a world class fertilizer industry. Key questions to be addressed by the session include; How can gas and other input supply be secured? What environmental policies must be enacted to avoid potential disasters as the industry expands, how can private sector develop channel / retail distribution and reduce reliance on Government?*

**Plenary IX– BUILDING A WORLD CLASS PETROCHEMICALS & FERTILIZER INDUSTRY IN NIGERIA**

Increasing agricultural production in Nigeria is a function of increasing cultivable land. Cereal yields in South Africa average 4.4 metric tons per ha (MT/ha), whereas Nigeria's average cereal yield hovers around 1.6 MT/ha. One reason for the poor yields in Nigeria is the condition of the soil, which is deficient in nutrients such as nitrogen, phosphorus, potassium and sulphur, as well as the micronutrients that support healthy crops. A nutrient-deficient and improperly prepared soil-bed leads to stunted plant growth and makes crops more vulnerable to disease. Fertilizer use is one way to combat this problem and improve yields, but Nigeria's fertilizer use is among the lowest in the world at 5–10 kg/ha compared to roughly 50 kg/ha in South Africa and an average of 165 kg/ha in Brazil.

This gap in fertilizer use in Nigeria in comparison to its peers has been attributed to erstwhile inefficient distribution systems and poor application by farmers but more importantly due to a significant supply gap. In 2011, this gap was estimated to be about 2.9million metric tons of ammonia/urea.

This session will examine the current and planned future production of fertilizer in Nigeria and mechanisms to sustain private sector investment in fertilizer production. Participants will also discuss key inputs for fertilizer production such as gas and government policies impacting gas supply as well as ways of improving distribution channels for locally produced fertilizer.

**Background Presentation: Mr Kunle Allen** - Managing Director, Gas Aggregator Company of Nigeria

**Moderator: Dr. Amit Roy** – President, International Fertilizer Development Centre

**Panelists:**

- **Diezani Allison-Madueke** – Minister of Petroleum



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	<ul style="list-style-type: none"> <li>• <b>Aliko Dangote</b> - President, Dangote Group</li> <li>• <b>Mutiu Sunmonu</b> – Managing Director, Shell Nigeria</li> <li>• <b>Manish Mundra</b> – Managing Director, Indorama Eleme Petrochemicals</li> <li>• <b>Ben Okoye</b> - Executive Vice-Chairman, Brass Fertilizer Company Ltd</li> <li>• <b>Jite Okoloko</b> - Managing Director, Notore</li> </ul>
<b>8:00pm – 9:30pm</b>	<p>Summit closing dinner</p> <ul style="list-style-type: none"> <li>• Welcome address by NESG Board member - Mrs. Sola David Borha, Chief Executive Officer, Stanbic IBTC Holdings</li> <li>• Special Guests of Honor – <b>Sen. Adamu Abdullahi</b>, Senate Committee Chairman on Agriculture <b>Hon. Mohammed Tahir Monguno</b>, House Committee Chairman on Agriculture</li> <li>• Dinner</li> <li>• Entertainment</li> <li>• Goodwill message from sponsor – First Bank of Nigeria Plc.</li> <li>• Vote of thanks – Mr. Kunle Elebute, Chairman, Central Organizing Committee NES 19.</li> </ul>

**Day 3: Thursday, September 5**

<p><b>9:00am – 10:30am</b></p> <p><i>Expected Outcome; Gain agreement / commitment from core stakeholders on their responsibilities in sustaining the development of Agriculture in Nigeria.</i></p>	<p><b>PLENARY X- SUSTAINING THE AGRICULTURAL AGENDA</b></p> <p>The Agricultural Transformation Agenda represents the most comprehensive and actionable set of initiatives put in place by the Federal Government to reverse the long history of an underperforming agricultural sector. It is imperative that a holistic approach must be adopted to ensure that the implementation of the initiatives is sustained. Some initiatives in this regard include the proposed fiscal, investment and infrastructural policies as envisaged under the <i>Stable Crops Processing Zones</i>; the <i>Fertilizer Market Stabilization Programme</i>, the <i>Growth Enhancement Support Scheme</i>; etc.</p> <p>This session will examine embedded mechanisms and strategies (if any) in the ATA to ensure its sustainable implementation; in addition to eliciting inputs from NES 19 resource persons and delegates, on strategies to ensure that the agenda does not expire with any administration, as other well-intentioned programmes in the past. These will include institutional reforms, enabling regulatory/legal frameworks and the domestication of specific ATA initiatives at the State and Local Government levels.</p>
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	<p>Moderator: <b>Atedo Peterside</b> -Chairman, Stanbic IBTC.</p> <p>Panelists:</p> <ul style="list-style-type: none"> <li>• <b>H.E. Arc. Namadi Sambo</b> – Vice President, Federal Republic of Nigeria</li> <li>• <b>David Mark</b>- Senate President</li> <li>• <b>Aminu Tambuwal</b> - Speaker, Federal House of Representatives</li> <li>• <b>Segun Aganga</b> – Minister of Trade and Investment</li> <li>• <b>Foluso Phillips</b>- Chairman, Nigerian Economic Summit Group</li> <li>• <b>Shamsudeen Usman</b> - Minister of National Planning</li> <li>• <b>Evelyn Oputu</b> – Managing Director, Bank of Industry</li> <li>• <b>Akinwumi Adesina</b> – Minister of Agriculture and Rural Development</li> <li>• <b>Tony Elumelu</b> - Chairman, Heirs Holdings</li> <li>• <b>Christos Giannopoulos</b>-Managing Director, PZ Industries Plc.</li> </ul>
10:30am – 10:45am	<p>Presentation of Summit Summary to President Goodluck Jonathan</p> <p>- <b>Frank Nweke II</b>, Director General, NESG</p>
10:45am – 11: 00am	<p>Closing Address:</p> <p><b>H.E. Arc. Namadi Sambo, GCON</b>, Vice- President of Nigeria delivers the closing address and declares the summit closed.</p>
11:00am – 11.10am	<p>Vote of Thanks: <b>Mr. Tunde Lawal</b>-Co-Chair Joint Planning Committee, NES 19.</p>
11:30am – 12:00pm	<p>Media Briefing</p>

Appendix B: List of NESG Staff

S/N	NAME	DESIGNATION
1	Frank Nweke II	Director General
2	Sope Williams-Elegbe	Associate Director and Head of Research
3	Innocent Azi	Senior Manager and Head of Programmes
4	Akin-Olusoji Akinyele	Senior Associate and Research Team Lead
5	Charles Nwanze	Associate and Programmes Coordinator
6	Feyisayo Ajayi	Associate and Policy Analyst
7	Jadesola Rawa	Associate and Acting Head of Corporate Services
8	Esse Kughegbe	Programmes Executive
9	Fortune Nwaiwu	IT Administrator
10	Olajire Onatade-Abati	Research Analyst
11	Wilson Erumebor	Research Analyst
12	Temitope Adesanya	Research Analyst
13	Sunday Ehuwa	Finance and Accounts Manager
14	Tonia Chiejina	Finance and Accounts Analyst
15	Tolulope Adigun	Marketing and Communications Officer
16	Daniel Inyang	Marketing and Public Relations Officer
17	Kadiri Otaru	Research Assistant
18	Victor Seyingbo	Research Assistant
19	Obiora Ukwuaba	Administrative Assistant
20	Olu Akintoye	Administrative Assistant
21	Gbenga Oluwi	Administrative Assistant
22	Chinwe Okoh	Abuja Liaison

S.N.	NAME	POSITION	COMPANY
1	A. I. Edeki	Commissioner	National Salaries, Incomes & Wages Commission
2	A.M Daniel-Nwaobia	Permanent Secretary	FMF
3	Abayomi Salami	Chief Investment Officer	Nigerian Investment Promotion Commission
4	Abba Bello	Head Corporate Banking	Mainstreet Bank Ltd
5	Abbas N. Talida	Emir	Muri Emirate Council
6	Abdel Mohsen Shafey	1st Secretary	Embassy of Egypt
7	Abdullah Aliyu Ndaruabu	General Manager	The Cardel Company Ltd
8	Abdullahi A. Sule	MD/CEO	Dangote Sugar Refinery Plc
9	Abdullahi Ibrahim	Head, Retail Banking North	First Bank of Nigeria Ltd
10	Abdullahi Ibrahim	MD	Maslaha Seeds Ltd
11	Abijit Deb	Head Sales & Marketing	Indorama Elcme Fertilizer & Chemicals Ltd
12	Abia Eyo Mfon	Chief Planning Officer	Ministry of Economic Development, Uyo
13	Abimbola Agbejule	Assistant Manager	Skye Bank Plc
14	Abiodun Ajijola	Principal Consultant	CGMIE Consulting Ltd
15	Abiyi H. Membere	Group Executive Director	Nig. National Petroleum Corporation
16	Aboderin Oluwamayode	Analyst	Phillips Consulting Ltd
17	Abubakar Halimatu S.	Planning Officer	NPC
18	Abubakar Mai-bornu	GM, JV-Red	NNPC
19	Abubakar Muhammad Damakka	Chairman/CEO	L&Z Integrated Farms
20	Abur Duoshima Francisca	Secretary	Gogorit Investment Ltd
21	Acha Leke	Director	McKinsey & Company
22	Ada gausu Doshima	Secretary General	Enacrus (SIFE) Nigeria
23	Ada Nkiruka Okoli	Deputy Director (Collaborations & Partnership)	FMARD
24	Ada Osakwe	Snr. Investment Adviser to the Hon. Minister	Federal Ministry of Agric & Rural Development
25	Adaeze Nnamani	Director	Centre for Public Policy & Research, Nigeria
26	Adah Haliu	Deputy Director	Fed Ministry of Women Affairs
27	Adaja Ometerie Janet	Team Leader	Enacrus (SIFE) Nigeria
28	Adaku Chilaka Chidume-Okoro	Council Member	ICAN
29	Adamu Aliyu	Chairman	Bank of Agriculture
30	Ade Adefeko	Head, Corporate & Govt Relations	Olam Nig. Ltd
31	Ade M. Lekoerje	Country Director	UNDP
32	Adebayo Idowu	Economist	Vetiva Capital
33	Adebisi Ajiboye	Managing Director	Global Credit Rating Co. Ltd
34	Adebisi O. Araba	Adviser to the Hon. Minister	Federal Ministry of Agric & Rural Development
35	Adebisi Mofoluke Olubunmi	Permanent Secretary	Oyo State Government
36	Adebusuyi John Adebayo	ICT Assistant	Zinox Computers
37	Adedun Olalekan Ademola	Planning Officer	NPC
38	Adeeko Adebola	Head, Corporate Services	The Nigerian Stock Exchange
39	Adegoke Kotoworola	Executive Director	Koop Integrated Services Ltd
40	Adegoke Olojede	Consultant/Technical Adviser	FMARD
41	Adesumo Yetunde Betty Kofe	State Director	FMARD
42	Adekunle Olumide	Consultant/CEO	American Business Council
43	Adelakin Oluwatoyosi	Senior Associate	KPMG
44	Ademola Adeyemi	Deputy Director	NPC
45	Ademola Isaac Olorunfemi	Special Adviser (Agric)	Ondo State Government
46	Ademola-Adesola Mojisola	Accountant	NPC
47	Adenekan Kuburat	Senior Confidential Secretary	NPC
48	Adeniji Taiwo	Director, Financial Institutions & Advisory	Africa Finance Corporation
49	Adeniji-Adele TY	Deputy Director	Federal Ministry of Water Resources
50	Adeniji Aledamola Segun	Social Media Manager	Dangote Group
51	Adeniji Moronfolu Ibrahim	Charter Team Member	Students For Liberty (Nigeria)
52	Adenuga Adeniji Adedeji	CEO	Tepeho Farms
53	Adeoye Elijah Ajiboye	Director	Federal Ministry of Water Resources
54	Adeoye Olubunmi	Vice President	Capital Alliance Nigeria Limited
55	Adepoju Tunde	Human Resource Analyst	SIAC
56	Aderemi Raji Awe		Computer Professionals
57	Aderoju Odunsi	C.O.O	Experiential Consult Ltd/Agro Allied Ventures
58	Adesina Jinh	Area Sales Manager	Flour Mills of Nigeria Plc
59	Aderunji Adesida	Head, Agric, Infrastructure & Project Finance	United Bank for Africa
60	Aderunji Toyin	Technical Adviser	FMARD
61	Aderun Dada	Analyst	Phillips Consulting Ltd
62	Adeyinka Dawodu	Acting Head of Operations	Glanvill Enthoven & Co. Nig., Ltd
63	Adiel N. Mbabu	Project Manager	CIP
64	Adim Jibunoh	Business Development Director	Heirs Holdings Ltd
65	Ado Yakubu Wana	MD/CEO	Unity Bank Plc
66	Afiong Usen Effiong	Information Officer	NPC
67	Afolabi Oladele		Capital Alliance Nigeria
68	Agada Apochi	Managing Director	Unified Payment Services Limited
69	Agbinda Sebastian	Chief Economic Adviser	Government House, Makurdi
70	Agele John Abufohai	President	Nigerian Institute of Quantity Surveyors
71	Agemi Yusuf	Corporate Affairs Adviser	Nigerian Breweries Plc
72	Agurugu Basil	PA - SECOM	NPC
73	Ahagbuje Dickson	AGI Director	Federal Ministry of Water Resources
74	Ahmad Rabi	Chairman/CEO	Dala Inland Dry Port Nig. Ltd
75	Ahmadu Yusuf Modibbo	Student	University of Bath
76	Ahonsi Unuigbe	Executive Director/Chief Finance Officer	First Hydrocarbon Nigeria
77	Aigboje Aig-Imoukhuede	Group Managing Director	Access Bank Plc
78	Aina Abayomi A.S	Admin Officer	FMARD
79	Aina Segun	President	Chartered Institute of Bankers of Nigeria
80	Aishah Ahmed	Head, High Networth Individuals	C/o Stanbic IBTC Bank Plc
81	Ajao	Ag ED/CEO	FMARD
82	Ajibola Adigun	Charter Team Leader	Students For Liberty (Nigeria)
83	Ajibola Alfred	Assistant Manager	NEXIM Bank
84	Akadiri Bolarinwa	Photographer	Olam
85	Akcem Oyewale	Head, Investors Services	Stanbic IBTC
86	Akilo Mwa Abubakar	Staff	FMARD
87	Akin Sawyerr	Executive Secretary	AFCEAN
88	Akinbami Afolabi Ojungele	Deputy Director, Finance & Accounts	FMARD
89	Akinola Oyeboade B.	Deputy Director	Federal Ministry of Water Resources
90	Akimpelu Oyeleke Odunayo	Public Relations Organisation	Verdant Zeal
91	Akinwumi A. Adesina	Hon Minister	FMARD
92	Akinwumi Akinade Adeniyi	Charter Team Member	Students For Liberty (Nigeria)
93	Alabi Olubukola E.	Agric Officer/Protocol	FMARD
94	Alan Jack	Manager	Shonga Farm Holdings
95	Albert Okumagba	Group Managing Director	BGL Plc
96	Alex Okumo	Supervisor, Press	NNPC
97	Alf Monaghan	Chief of Party	USAID/Nigeria Expanded Trade & Transport
98	Ali A. Garba	Snr Planning Officer	NPC
99	Ali-Jaba Mohammed	GM, Community Relations	NNPC
100	Aliko Dangote	President/CEO	Dangote Group

S.N	NAME	POSITION	COMPANY
101	Alkasim Abdulkadir	Media	Global Shapers Community
102	Alonge Deji	Product Manager	Flour Mills of Nigeria Plc
103	Anaadi Matina	Official	Senantrc
104	Amako Alo	Brand Management	UBA
105	Ameh Linus Owoicho	Team Leader	Enactus (SIFE) Nigeria
106	Amida Azeze Olayode	Group Head, Treasury and Financial Planning	Food Concepts Plc
107	Amina Shehu	Team Leader	Enactus (SIFE) Nigeria
108	Aminu Mohammed	Corporate Relations Manager	Cotecna Destination Inspection Ltd
109	Amit Roy	President/CEO	IFDC
110	Anders Einarsson	Director, Strategy & Planning	Promasidor Nigeria Limited
111	Andrew Enahoro	Head, Legal & Public Relations	Promasidor Nigeria Limited
112	Aniekian Ulopanah	Partner	Udo Udoma & Belo-Osagie
113	Ann Modupe Akindele		
114	Anne Nzeogu	Head, Servcom/FOM	National Planning Commission
115	Annette Fisher	Partner	Phillips Consulting
116	Anosike Creyne	Director, Press/Pr	FMARD
117	Anowu John	Assistant Director, Accounts	Federal Ministry of Labour and Productivity
118	Anthony C. Anuforom	DO/CEO	Nigerian Meteorological Agency
119	Anthony Chiejina	Group Head, Corporate Communications	Dangote Group
120	Anthony Erwejeji	General Manager	Travelx
121	Anthony V. Ndah (Snr)	Chairman	NDAH & Partners Ltd
122	Anton Andrew Wageraar	General Manager	Shoprite
123	Antonia Simbine	Researcher	NSER/NPC
124	Anuj Bhatia	Head, Corporate Sustainability & CSR	Chi Ltd
125	Anuna Emmanuel E.	Head Operations	Googit Investments Ltd
126	Anuoluwapo Duggan	Strategy Analyst	Asset & Resource Management Co. Ltd
127	Anya O. Anya	NESG Board Member	NESG
128	Apsai-Odia Christian	Personnel Officer	Braod Commission
129	Apollos Ikpobe	Deputy Managing Director	United Bank for Africa Plc
130	Aranmolate Folayinka	Associate Investment Advisor	FMARD
131	Araoye Olubunmi Abidemi	Assistant Director	NYSC
132	Arit Ibanga	Permanent Secretary	Ministry of Economic Development, Uyo
133	Atomolaran Tokunbo	Managing Director	VON Nig. Ltd
134	Arowosafe Jide	Commissioner for Agric & Natural Resources	Ekiti State Government
135	Arunma Oreh	DG	SEC
136	Asamaigo Okeoghene Marvelous	Assistant General Secretary	Enactus (SIFE) Nigeria
137	Asiegbu, Chisom	Planning Officer	NPC
138	Asishana B. Okauru	Director General	Nigeria Governors' Forum
139	Asman M. Adamu	PCDO	FCTA
140	Asue Ighodalo	Managing Partner	Bawo & Ighodalo
141	Atedo Peterside	Chairman	Stanbic IBTC Holdings Plc
142	Ati Kenneth Kengkeg	Affiliate Member	Global Shapers
143	Attahir B. Yusuf	GED, C & I	NNPC
144	Avijit Sinha	Snr. Manager (Marketing)	Indorama Eleme Fertilizers & Chemicals Ltd
145	Awe Emmanuel Oluosola	Deputy Director	Federal Ministry of Water Resources
146	Ayo Akinade		Senatra Ltd
147	Ayo Gbeleji	Hon., Commissioner, Finance	Lagos State Government
148	Ayodeji Adewuyi	Analyst	Accenture
149	Ayodeji Balogun	Business & Investment Officer	Africa Exchange Holdings Ltd
150	Ayodele Maji	Executive Director	Vigeo Holdings Limited
151	Ayokunle Abaralegbe	Head, ERM	Central Securities Clearing System Plc
152	Baba Shuaib Adulke	Principal Planning Officer	Economic Planning, Research & Statistics
153	Baba Yusuf Abubakar	Executive Secretary	Agricultural Research Council of Nigeria
154	Babangida Karima	Deputy Director (Youth & Gender)	FMARD
155	Babatomiwa Adesida	Corporate Social Responsibility Manager	Sahara Group Ltd
156	Babatunde Aina	Senior Planning Officer	Nigerian Ports Authority
157	Babatunde Olugbenga Igin	Head, Corporate Planning Dept	Bank of Agriculture Ltd
158	Babs Omatowa	Managing Director	Nigerian LNG Ltd
159	Bala Danshehu	Director, Highways Planning & Development	Federal Ministry of Works
160	Bala, M. Giginyu	President-in-Council	Horticultural Society of Nigeria
161	Balarabe Sabo	Director, Planning, Research & Statistics	Ministry of Agric & Natural Resources, Kano
162	Bamidele Solomon	DG/CEO	National Biotechnology Development Agency
163	Bappah Tijani	Senior Planning Officer	NPC
164	Baraka Sani	Commissioner	Ministry of Agric & Natural Resources, Kano
165	Barbara Noseworthy	Senior Adviser to the Minister	FMARD
166	Barbara Waterston	Director	Dominton Farms
167	Bash Okpe	Sales Manager	Notorie Chemical
168	Basheer Koko	Deputy Managing Director	Nigerian LNG Ltd
169	Bashirat Odunewu	Head Institutional Banking Group	First Bank of Nigeria Ltd
170	Basit Olowoyin	Group Legal Counsel	BGL Plc
171	Basset Udo	CEO	Bandy Resources Ltd
172	Bassey Efiang Asukwo	Assistant Director	Federal Ministry of Water Resources
173	Bassey Ewa Henshaw	Chairman	EPAC Co. Ltd
174	Bassey Okon Akpanyung	Director	NPC
175	Bayo Adesanya		Phillips Consulting
176	Bayo Akindeinde	Programme Manager/Team Leader	Enable DFID/Nigeria
177	Bello B. Rabi	GM, Competitive Analysis, CP & S	NNPC
178	Bello S. G	DM, Media	NNPC
179	Ben Akabueze	Hon. Commissioner	Ministry of Economic Planning & Budget (Lagos State)
180	Ben Amodu	Director	Federal Ministry of Water Resources
181	Ben Okoye	Executive Vice Chairman	Brass Fertilizer Company Ltd
182	Biodun Adedipe	Chief Consultant	B. Adedipe Associate Ltd
183	Biyoje Daives	MD	Senantra Ltd
184	Birding J.D	Deputy Director	Federal Ministry of Water Resources
185	Bisi Adegoke	Chairman, WECA	Ondo State
186	Bola Shiganya, MCOM	Managing Director	Fractoil Ltd
187	Bolanle O. Oyedoyin	Deputy Director	Federal Institute of Research
188	Bolanle Ajibode	DGM	Stanbic IBTC Bank Plc
189	Bolu Adubifa	MD	
190	Bone Elias	GM	Done Technologies
191	Bridget N. Osefeso-Odusami	Manager, Sponsorship & Event	First Bank of Nigeria Ltd
192	Bright Okoye	MD	Bank of Commerce and Industries
193	Bright Waterire	Assistant Director	FMARD
194	Bukar Kura	Assistant Director	Central Securities Clearing System Plc
195	Bukar Tijani	Hon. Minister of State	Ministry of Agriculture & Rural Development
196	Bunmi Oluwalana	MD	
197	C. E. Ezilo	Deputy Director	NPC
198	Carl Moyo	Regional Director	Indorama Eleme Fertilizers & Chemicals Ltd
199	Carl Moyo	Regional Director	Dupont de Nemours

S/N	NAME	POSITION	COMPANY
201	Cavegn Daniel	Deputy Head of Mission	Swiss Embassy
202	Charles Awachio	Team Leader (UNLAG)	Enactus (SIFE) Nigeria
203	Charles Church	Managing Director	ARM Agriculture Fund
204	Charles Harry	Member	Rivers State Economic Advisory Council
205	Charles Ifedi	CEO	Verve International
206	Charles J. Enuk	Director (Fiscal Policy/ Budget Monitoring)	Budget Office of the Federation
207	Charles Nwanze	Associate	NESG
208	Charles Onwolkwe	Student	Nigeria Economic Student Association
209	Chibueze Franklyn Iheanachor	Project Director (FUTO)	Enactus (SIFE) Nigeria
210	Chibundu Edozie	Group Deputy, Managing Director	BGL Plc
211	Chibuzor Awannechi	Partner	KPMG Professional Services
212	Chidi Ike	Senior Performance Manager	Presidential Task Force on Power
213	Chidi Izuwah	Executive Director	Infrastructure Concession Regulatory Commission
214	Chidima Igbokwe	Marketing Services Executive	First Bank of Nigeria Ltd
215	Chidozie Emmanuel Abajuc	Business Development Associate	KDI Group
216	Chika Mordi	Director	CBO Capital Partners Ltd
217	Chikwendu Charles Mefyne	ICT Assistant	Zinox Computers
218	Chimdi Azuike	Team Lead	Honeywell Group Ltd
219	Chinedu Nwanuiche Onyegbula	Special Assistant to the Minister	Ministry of Power
220	Chinedu Okeke	Associate	Wicklow
221	Chinwe Okoh		NESG
222	Chioma Ekeh	Chief Executive Officer	Technology Distribution
223	Chris Azubogu	Member	NASS
224	Christine K.	Director, Nigeria and West Africa Office	Heinrich Boell Stiftung
225	Christopher Nnamdi Anamnah	CEO	Prudential Trust Co. Ltd
226	Christopher Onosode	Principal Consultant	Pricewater House Coopers (PWC)
227	Christos Giannopoulos	Managing Director	PZ Cussons Nig. Plc
228	Christy Arako	Acting MD/CEO	Niger Delta Development Commission
229	Chudi O. Uwandu	Director	FMARD
230	Chukwemeka Anyamwu	Team Leader	Skill Africa Project -B40 Foundation
231	Clem Ugorji	Public Affairs & Communications Director	Coca-Cola Nigeria
232	Clement Oke	SPM (FTF)	Presidential Task Force on Power
233	Clinton Igwe	Deputy Director	Budget Office of the Federation
234	Collins	Chairman	
235	Collins A. Aimuon	Chairman	Collins Aimuon Group
236	Comfort Adaji	Executive Assistant	Dangote Group
237	Comfort Olajumoke Eytayo	Council Member	Institute of Chartered Accountants of Nigeria
238	Comfort Olajumoke Eytayo	Council Member	ICAN
239	D. A. Okpara	DVC	Michael Okpara University of Agric
240	Dafe Oraka	Head Corporate Finance Unit	BGL Plc
241	Dagogo Fubara	Member	Rivers State Economic Advisory Council
242	Damilare Ibrorke	Senior Adviser	KPMG
243	Dan-Musa Abdullahi	Manager	Accenture
244	Darego Maclean	Group Deputy Managing Director	KDI Group
245	Dauda Lawal	Executive Director, Public Sector, North	First Bank
246	Dave Uduanu	MD, Pensions Alliance	Pensions Alliance
247	David Blumberg	Vice President & Director	Blumberg Grain
248	David Oluseyi Ige	GED, Gas & Power	NNPC
249	Davies Okarem	Lead, Performance Management	Niger Delta Development Commission
250	Deborah Ezeokoh	Publisher	
251	Deepak Mahotra	Head, Sales & Marketing	National Salt Company of Nigeria Plc
252	Deji Akinyanju	MD/CEO	Food Concepts Plc
253	Deji Oyediran	PA to DG	Federal Institute of Industrial Research
254	Dennis Epelle	Chairman	Agric Enterprise Association Nigeria
255	Desiree Younge	Director	Tony Elumelue Foundation
256	Dimis Mai-Lafia	SA (Tech) to Minister	Federal Ministry of Water Resources
257	Dioha I. Joseph	Deputy Director	Energy Commission
258	Dipo Faulkner	Director	Accenture
259	Dipo Wintoki	Vice President	FBN Capital
260	Donald Kaberuka	President/CEO	ADB
261	Dorcas Ukpe	Commissioner	Benue State
262	Doris E. Lepsen	Officer, CR	NNPC
263	E. A. Apeji	Deputy Director	BOF
264	Ebeneser Ajewole	Information Officer	NPC
265	Ebi Timintini	Chief Executive Officer	Channel Oil & Petroleum Ltd
266	Ebo Ayediji	Head, Investment Research	Affininvest West Africa
267	Echono Sunday Sylva Togo	Director of Procurement	FMARD
268	Ed Ubong	Sen. Business Adviser to the MD	Shell
269	Eddie Yacin	Manager Business Comm's	Shell
270	Elenita Uteoh	MD	Business Support Micro-Finance Bank
271	Eknere Okoro	Sustainable Dev. Partnership & NEO Rel. Manager	Shell
272	Elnora Eze	Public Affairs Manager	Nigerian Bottling Company Ltd
273	Eleni Gabre-Madhin	Chief Executive Officer	Ethiopia
274	Eliel Isaac Sam	CEO	Oil Ventures
275	Elizabeth Agun Enwefah	DM, Comm Relations	NNPC
276	Elizabeth Asyet Ugor	Executive (C&ED) Team	Enactus (SIFE) Nigeria
277	Elizabeth Ebi	GMD/CEO	Futureview Financial Services Ltd
278	Elizabeth Ekeanyanwa	Adm. Director	National Planning Commission
279	Eloho Samuel O.	Deputy Director	NPC
280	Eneke Uguru Oju	Vice Chairman	Business to Nigeria Foundation
281	Emerike Chibueze	Project Mgr, Sustainable Nigeria	Heinrich Boell Stiftung
282	Emmanuel Odojaka	Investment	Centra
283	Emmanuel Abio	Deputy General Manager	NEXIM Bank
284	Emmanuel Akhtar Ukpaka	VP, Chairman	First Mile Nigeria Plc
285	Emmanuel Dien	Personal Assistant	NPC
286	Emmanuel Eze	Senior Assistant to CEO	First Bank of Nigeria Ltd
287	Emmanuel Georgewill	Member	Rivers State Economic Advisory Council
288	Emmanuel Igwe	Member	Enactus
289	Emmanuel Ijewere I	Chairman/CEO	Best Foods
290	Emmanuel Ijewere I	Member	Enactus
291	Emmanuel Olowo Omomowo	Secretary, PPP Directorate	Ondo State Government
292	Emmanuel Olowo Omomowo	Member	Enactus
293	Enahoro Okhamafe	Member	Zinox Technologies
294	Enahoro Okhamafe	Member	Enactus
295	Eniola Dada	Consultant	New Dawn Africa
296	Eniola Dada	Member	Enactus
297	Eric Eboh	President	Agricultural Policy Research Network
298	Eric Eboh	Member	Enactus
299	Ernest Ihedigbo	Head, Agric Business Unit	First Bank of Nigeria Ltd

S/N	NAME	POSITION	COMPANY
301	Eshiet Ben Essien	MD	Brand Believers
302	Eshiet, Kopma O.	PAO	Federal Ministry of Finance
303	Ethan Okwara	Manager, Brands & Advertising	Dangote Group
304	Ewt Diffa	Chairman	Global West Nigeria Ltd
305	Ezekiel Odiogo	Group CEO	PANEX
306	Ezerwoko Victor Ogonna Rex	Executive Director	Diamond Bank Plc
307	Ezinne C. Otuife	Accountant	NPC
308	Ezinne Keoma		234 Finance
309	Fadunmila Emmanuel O.	Assistant Manager	Nigerian Ports Authority
310	Fagunwa Oladiwura	Managing Director	Brain & Brandon Consulting Ltd
311	Faith Tuedor-Mathews	GMD/CEO	Mainstreet Bank Ltd
312	Faramode T. Oyeniya	Director	Federal Ministry of Water Resources
313	Fasade	Principal Agric Officer	FMARD
314	Facai Afolabi		
315	Felicia Ebhohimen	Senior Consultant	Phillips Consulting Ltd
316	Felix Okonkwo	Assistant Director	NPC
317	Femi Jegede	AGM, Corporate & Strategic Planning	Nigerian Ports Authority
318	Femi Olubanwo	Partner	Barwo & Ighudalo
319	Femi Otedola	Chairman	Forre Oil Plc
320	Fernando Dicoenes Mora	Editorial Director	Globus Vision
321	Fidel Ogunbiade	CEO	Chequeers Nigeria Ltd
322	Folake Ani-Mumuney	Head, Marketing & Corporate Communications	First Bank of Nigeria Plc
323	Folarin Aiyande	Director	Accenture
324	Folasade Odusoga	Events Coordinator/Media	Dangote Group
325	Foluke O. Areola	Facilitator	NESG Agric PC
326	Foluso Phillips	Chairman	Phillips Consulting
327	Francis Meshioye	Executive Director	JMG Ltd
328	Francis Okpani	MD	Otu's Brown Rice Ltd
329	Francis Xavier	Editor	CNBC Africa
330	Francis Igbilith	Service Executive	First Bank Nig. Plc
331	Frank Wiggle	Director, University Development	Pan Atlantic University
332	Frederic Van De Yyuer	Head, West Africa	CNBC (ABN Group)
333	Funke Osilodu	Director	Vigeo Power Limited
334	Fyne Chima Ogolo	Executive Secretary	Nigerian Society of Engineers
335	G. B. Ayoola	President	Farm & Infrastructure (FI)
336	G. U. Evulakwu	Vice Chairman	Travelx
337	Gabriel Adeniran	ACAO	Budget Office of the Federation
338	Gbenga Oyeboade	Chairman	Okomu Oil Palm Company Plc
339	Gbenga Tunde Alaka	Editor-in-Chief	Across Africa Magazine
340	Gbugho Amokaha Donald	Hon Commissioner	Ministry of Agric., Benue State
341	George Monyei	Support Staff	CGMIE Consulting Ltd
342	George Nwalupue	Director	NPC, Presidency
343	Gideon Ngedu	National Coordinator Sales & Mkt	Tak Agro & Chemicals
344	Gloria Joseph-Raji	Economist	World Bank
345	Gloria N. Elemo	DG/CEO	Federal Institute of Industrial Research
346	Godfrey Itaru	Team Leader	Enactus (SIFE) Nigeria
347	Godson Ononwu	Director	USAID/Markets
348	Godwin Emechiele	Group Managing Director	Zenith International Bank Ltd
349	Godwin Esiwi	Managing Director	Lapo Microfinance Bank Ltd
350	Godwin M. Afangideh	Hon. Commissioner	Ministry of Agriculture, Uyo
351	Golibe Eze-Echeste	Analyst	Phillips Consulting Ltd
352	Graham Hefer	Managing Director	Okomu Oil Palm Co. Plc
353	Green Tumini Ernestina	AG, Group General Manager, GPAD	NNPC
354	Greg Salami	Biomass Fuels Project Manager	Lafarge Cement WAPCO Nig. Plc
355	Gregory Kronsten	Head, Macro-Economic & Fixed Income Research	FBN Capital Ltd
356	H.S. Tahir	Group General Manager, Renewable Energy Division	NNPC
357	Habu Suleyman	Deputy Director	NPC
358	Hakeem Belo-Osagie	Chairman	EMTS Etisalat
359	Haliyu Tukur Tahir		Presidential Task Force on Power
360	Hansh Javanappa	General Manager (Operations) Dana Foods	Dana Air
361	Haruna O. Momoh	MD, PPMC	NNPC
362	Harvey Schartup	Managing Director	USAID/Markets II
363	Hashem Ahmed	Manager, Special Duties	Dangote Group
364	Hassan Kazaurc	Budget	Budget Office of the Federation
365	Henrietta Ngozi Onwuegbuzie	Academic Director, Owner-Manager Programme	Lagos Business School
366	Henry E. Nnoshiri	Chief of Protocol	NPC
367	Henry Efe Imasekha	Chairman	Berkeley Group Plc
368	Henry Erim Enyenih	Assistant Director	National Youth Services
369	Henry Okolo	Vice Chairman	Doman-long Engineering
370	Hilary Odo Edeoga	Vice Chancellor	Michael Okpara University of Agriculture, Umudike
371	Hillary Nwaokolo	Chief Economist	NNPC
372	Howard Batson	Agriculture Advisor	USAID
373	Hugh Glyn Jones	Managing Director, Agro Allied Division	Flour Mills Nigeria Plc
374	Ibe Kelechi Michael	Executive Assistant to GMD/CEO	United Bank for Africa
375	Ibi Ikpoki	Economic Officer	European Union
376	Ibrahim Abdullahi	Commissioner II	National Salaries, Incomes & Wages Commission
377	Ibrahim Tafawa Balewa	Consultant	Transglobal Consulting
378	Ibukun Falusi	Strategic Planning	Global Shapers/Toral
379	Ibukun Odusote	Permanent Secretary	FMARD
380	Idio O. Akpabio	Permanent Secretary	Ministry of Agriculture, Uyo
381	Idowu Oluhenga Ganiyu	Manager	Industrial and General Insurance Plc
382	Ifeanyi Mbanefo	Manager, Community Relations & Development	Nigeria LNG Ltd
383	Ifodiora C. Amobi	Executive Director	African Heritage Institute
384	Ifeoma Chinyere	Trade Activation Manager	Dangote (Dansa)
385	Igwé Alex	Officer, Audio/Visual	NNPC
386	Ihebuzor Abiodun	Manager	Deloitte
387	Ihekuna Ben	Senior Manager	Nigerian Ports Authority
388	Ihingan	Terfa	Benue State Government
389	Ijeoma C. Unaogu	Director	New Federal Secretariat
390	Ike Anayo Andrew	Planning Officer	NPC
391	Ike Chioke	Managing Director	Afrinvest West Africa
392	Ikechi Ibeji	Events Mgr	Ikechi Ibeji Associates Ltd
393	Ikechukwu Eze	Technical Adviser (Media)	NPC
394	Ikechukwu Ofunani	Manager, Government Relations	Procter & Gamble Nig.
395	Ikenna Nwosu	Facilitator	NESG
396	Ilegogie Halima		FMARD
397	Ihounoh Adaeze Francisca	Enterprise Officer	SMEDAN
398	Imoh Eboh	Administrative Personnel	ESFAJ & Partners
399	Inalegwu Odeh	President	Benue Chamber of Commerce
400	Innocent Isichet	Govt Programs	IBM

S.N	NAME	POSITION	COMPANY
401	Irede Ajala	Business Officer	Global Shapers
402	Irene Njamiro	Snr. Advisor, Govt Relation	Shell
403	Irene Ulsah	Chief Executive	Adenium Business Communication
404	Isa Garba Halidu	Deputy Director	NPC
405	Isaac Babatunde	Executive Director	Agusto & Co. Ltd
406	Isaac Mamman	Agricultural Executive	Notorie Chemical
407	Ismail Bukar	Project Officer	World Economic Forum - Global Shapers
408	Israel Igwe	Deputy Director	Federal Ministry of Finance
409	Issac J. Shekan	Consultant	NPC
410	Ivana Osagie	MD/CEO	Notorie Seeds
411	Iyal Mohammed Aliyu	PA - DG	NIMET
412	J.T. Dawha	Managing Director	IDSL Can NNPC Subsidiary (Company)
413	Jacky Hathiramant	Group Managing Director	Dana Air
414	Jacob K. Madaki	Director	Fed Ministry of Women Affairs
415	Jacob O. Ojesh	Planning Officer	NPC
416	Jacques Diouf	EX. DG	UNFAO, Minister Personal Adviser
417	Jacques Vaudhier	Chief Financial Controller	Flour Mills Nigeria Plc
418	James Ezeokeh		
419	James Kingsley	COO	DG Prints
420	James Omoruyi Obakpolor	Senior Planning Officer	NPC
421	Jane Macheth	Manager, Events & Sponsorship	Dangote Group
422	Jane Mgbechi	Manager, Events & Sponsorship	Dangote Group
423	Jarro Ohiare Badams	Director	FMARD
424	Jeremy Knops	Market Access	Colecap Pip
425	Jerome Olagunju Shogbon	Group Executive Director	Chi Ltd
426	Jerry Sawyer	Media Consultant	FMARD
427	Jessey Okoiko Ojogbaneh	Project Officer	Gogenit Investment Ltd
428	Jibril Abdulkareem	Director, Legal Services	FMARD
429	Jibril Zarawa		NPC
430	Jibrin Daggash	Relationship Officer	BGL Securities
431	Jide Adedeji	CEO	Teragro
432	Jim Ovia	Chairman	Visafone
433	Joe Edward Akpa	Director	Rivers State Economic Advisory Council
434	Joe Keshi	Director General	Braced Commission
435	John Adeyemi Adeleke	Director	World Trade Centre of Nigeria
436	John Coumantaras	Vice Chairman	Flour Mills Of Nigeria Plc
437	John Litwack	Lead Economist	World Bank
438	John N. Wainaina	Head, Agriculture Sector	CFC Stanbic Bank, Kenya
439	John Nwosu	Chief Executive Officer	Jedlink Ltd
440	John Toe-Aghidye	Director	Vet Pharma Development Company
441	Johnson Ababaly	President	Light Field House
442	Joji Sato	Trade Commissioner	Jetro
443	Jona N. Erikupe	Chairman	NEMACO Farms Ltd
444	Jonathan Obiarajie	Programme Officer	Enactus (SIFE) Nigeria
445	Joseph Meklitwa	Head, Operations	Central Securities Clearing System Plc
446	Joseph O. Timothy	Team Leader	Enactus (SIFE) Nigeria
447	Joseph Oluokunmi Tegbe	Partner	KPMG Professional Services
448	Joshua Ayodele Fadola	Deputy Director	FMF
449	Joshua Mojiboye Aderinoye	General Manager	Multi Shield Ltd
450	Joy I. Isahemot		Senantra
451	Joyce Awojoodu	Curator	Global Shapers
452	Juan Elegido	Vice Chancellor	Pan-Atlantic University
453	Juan Manuel Eleigido	Vice Chancellor	Pan - African University
454	Jubril Aku	Managing Director	Ecobank Nigeria
455	Jubril Joshua Juma		Strake Roads Ltd
456	Jubril Juma	Founder/Managing Partner	Strake Roads
457	Judith Osiobe	Representative	Cellulant
458	Juliet Anammah	Director	Accenture
459	Kabiru Kabiru Rabin	Shaper	Global Shapers Community
460	Kayode Adedeji Ojo	Project Officer	Enactus (SIFE) Nigeria
461	Kayode Akinkugbe	MD/CEO	FBN Capital Ltd
462	Kayode Falowo	Group Managing Director	Greenwich Trust Ltd.
463	Kayode Olagunju	Analyst	Accenture
464	Kehinde Ajo	Consultant	FMARD
465	Keith Richards	Managing Director	Promasidor Nigeria Limited
466	Kemi George		Across Africa
467	Kingsley Omoh Ehiedu	Planning Officer	Lagos State Ministry of Economic Planning
468	Kola Oyeneyin	CEO	Venja Group
469	Konyinsola Ajayi	Managing Partner	Olaniwun Ajayi LP
470	Konakou Lucien	Counselor In Charge of Trade Matters	Embassy of Cote D'Ivoire in Nigeria
471	Kudo Eresia-Eke	General Manager, External Relations	Nigerian LNG Ltd
472	Kunle Elsbute	Partner & Head, Advisory Services	KPMG Professional Services
473	Kunle Oketun	Managing Director	Fortis Micro Finance Bank Plc
474	Kwaseu Majjeman	Director	Federal Ministry of Women Affairs
475	L.D. Bagaiva	Director, Planning Research & Statistics	Federal Ministry of Water Resources
476	Ladan Baba	Assistant Director	NYSC
477	Ladell Robbins	Vice President	Capital Alliance Nigeria
478	Lamest Ajima Elayo	Deputy Director	Federal Ministry of Water Resources
479	Lanre Adekanye	Assistant Director	NPC
480	Lanre Alibo		Water Advisory Ltd
481	Lanre Jayeole	Commercial Director	Honeywell Group
482	Laseki Babatunde	Head, Media & External Relations	First Bank Nigeria Plc
483	Lateef Tayo Shiru	Executive Director	Nigerian Governors Forum Secretariat
484	Lawal Bolanle	Charter Team Member	Students For Liberty (Nigeria)
485	Lawal Isiake	Coordinator, Corporate Communications	Promasidor Nigeria Limited
486	Lawal Share Nuhu	Deputy Director	Economic Planning Dept, FCTA
487	Lawal Toluope Ayowale	Fund Manager	ARM Agriculture Fund
488	Lawal Zakariyasu	Director	NPC
489	Leke Ogunlewe	Chief Executive Officer	Standard Chartered Securities (Nigeria) Limited
490	Leo Stasi Rish	Group Managing Director	Zinox Computers
491	Lloyd Ormaghion	Head Business Banking	Stanbic IBTC Bank Plc
492	Lola Saeky	Head Agri-Finance	Diamond Bank Plc
493	Lola Kogbodoku	Director	Platinum Intergrations
494	Lola Ogunbambi	Executive Director	Citibank Ltd
495	Lola Talabi-Oni	Managing Director	Brentt Consulting
496	Louise L. Sambwalo	Resident Representative	Food Agriculture Organisation of United Nations
497	M J Yinusa	Group CEO	DN Tyre & Rubber
498	M. James Dute		Private Farmer
499	M.S. Hartana	Executive Vice Chairman	National Agency for Science & Engineer
500	Mariam Sulemana	West Africa Business Development Manager	Techno Serve



S.N.	NAME	POSITION	COMPANY
501	Mahesh Appat	AGM, Marketing	Indorama Elome Fertilizer Ltd.
502	Mahmud Halima Mamman	Planning Officer	FACTA
503	Maikanti Kacalla Bartu	Group General Manager	NNPC
504	Maikpobi Okareme	MD	Maikpobi Productive Ventures Ltd
505	Mailafia Hadiza Ibrahim	Honourable Minister	Federal Ministry of Environment
506	Mambo Ismaifa M.	PAO	Budget Office of the Federation
507	Manfred Marzdorf	Head of Component/ SEDIN	GIZ Nigeria
508	Manish Mundra	Managing Director	Indorama Elome Fertilizer Ltd.
509	Mansur Ahmed	E.D Corporate Communications & Stakeholders Mgt	Dangote Group
510	Margaret L. Shenu	Assistant Director	Federal Ministry of Water Resources
511	Margrer Joshua	Adviser, Business Enabling Environment	GIZ Nigeria
512	Maria Mulindi	Advisor, Management & Operations Systems	Federal Ministry of Agric & Rural Development
513	Marie-Nelly Marie Francoise	Country Director	World Bank
514	Markus Droll	VP Nigeria/Gabon	Shell Nigeria
515	Martin Eighike	Sr. Manager	Accenture
516	Maryam Temitope Sanni	Treasurer	Enactus (SIFE) Nigeria
517	Maureen Ideozu	Component Lead/Service Delivery	FEPAR
518	Maureen Omenye	Chairman	Firstbank Nig Plc
519	Maxwell Oke	MD	Eraskorp Nigeria Ltd
520	Mezu Nwaneli	Special Assistant to Secretary	Sahel Capital
521	Michael Abua Eghido	Director	NPC
522	Michael Aderounmu	Associate	M&K Agro Ltd
523	Michael Amadi	Research Economist	Olanjewe Ajayi LP
524	Michael Ebibi	Global Business Editor	B. Adedipe Associates Ltd
525	Michael Wilson	Lead Finance & Private Sector Specialist	Arise News
526	Michael Wong	Coordinating Director	World Bank
527	Mike K. Nwaneri	Managing Director	NAQS, FMARD
528	Mike Mornu	Managing Partner	Continental Logistics Ltd
529	Mobilaji Balogun	GM	Chapel Hill Advisory Partners Ltd
530	Modibbo	Vice Chairman	Stanbic IBTC Bank Plc
531	Mofoluso O. Ayeni	Senior Planning Officer	Tantalizers Plc
532	Mohammad Alfa	Chairman	NPC
533	Mohammed Ali Kumo	Chief Planning Officer	Sarplast (West Africa)
534	Mohammed Auwal	Minister Plenipotentiary	NPC
535	Mohammed Ismail	Managing Director	Embassy of the Republic of the Sudan, Abuja
536	Mohammed K. Santuraku	General Manager - External Affairs	Bank of Agriculture
537	Mohammed Matidi Tahir	Supervisor, Media	PZ Cussons Nig. Plc
538	Mohammed Umar	Business Economics	NNPC
539	Mohammed Usman	Communication Assitant	Shell
540	Mokwe Anthony Chike	Planning Officer	Chevron Nig. Ltd
541	Mooreno Diftuffe	Hon. Minister	NPC
542	Moro Abba	Founder/CEO	Ministry of Interior
543	Mosunnola Umotu	Protocol	Abim Agribusiness Support
544	Moussa Ojibiri Moussa	Chairman	African Development Bank Group
545	Moyo J. Ajekigbe	Consultant	Keystone Bank Nigeria Plc
546	Moyo Oshikoya	Principal Consultant	ESPAJ & Partners
547	Mr B. Oluwaseun	Government Relations & Compliance Manager	Value Bridge Consult
548	Mrenike Adewunmi	Director	Shell
549	Muhammad Yusuf Abdullah	CEO	National Centre for Tech. MGT
550	Muhammed K. Ahmad	Country Head	Certum Consulting
551	Mukul Matmur	Deputy Director	Olam Nigeria Ltd
552	Musa Athassan	Honourable Minister	FMARD
553	Musa Mohammed Sada	Director	Ministry of Mines & Steel Development
554	Musibau Olumuyiwa Azeez	Executive Secretary/CEO	FMARD
555	Mustafa Bello	Managing Director/Chairman	Nigerian Investment Promotion Commission
556	Muti Sunmonu	Director (Expenditure)	Shell Petroleum Development Company of Nigeria Ltd
557	N.R. Odega	POSITION	Budget Office of the Federation
558	NAME	POSITION	COMPANY
559	Nathan Dari Jamiyal	Deputy Director/Head, PRS Department	Federal Inland Revenue Service
560	Ndidi O. Nwuneli	Founder	Leap Africa
561	Ndunecle Ezunke	Head, Corporate Communications	Mainstreet Bank Ltd
562	Nelson Nwosu	Director	Federal Ministry of Water Resources
563	Ngozi Edozien	Corporate Communications	Actis Africa Nigeria
564	Ngozi Mba	Personal Assistant	Notore
565	Ngozi Molokwu	Media & PRO	Central Securities Clearing System
566	Ngozi Nancy Oghedo	CME/HME	BGL Plc
567	Ngozi Okonjo-Iweala	Team Leader (Babcock University)	Federal Ministry of Finance
568	Ngozi Ukwenti	Business Producer	Enactus (SIFE) Nigeria
569	Nickie Omer	Managing Director	Arise News
570	Nicolaas Vervelde	Chairman	Nigerian Breweries Plc
571	Nimi D. Briggs	Country Managing Director	Rivers State Economic Advisory Council
572	Niyi Yusuf	Director, Educational Programmes	Accenture
573	Nkem Achike Raji	Analyst	School World Investment Ltd
574	Nkemdirim Victor Ebere	Executive Director	Accenture
575	Nnaemeka Ikwuonwu	Administration	Smallholders Foundation
576	Nnah Anletie	Chief Operating Officer	FMARD
577	Nnanna Anyim Ude	PAC Director	AGCON
578	Nonye Ndidi	Permanent Secretary	Federal Ministry of Finance
579	Norah Odwosso	Director of Planning	Coca-Cola Central, East & West Africa
580	Nse Okon Ekefe	Secretary to the Commissioner	Ministry of Finance, Akwa Ibom
581	Nsudoh Nsudoh	Deputy Director, Infrastructure	Ministry of Economic Development, Uyo
582	Nriusam Fidelis Ugbo	Chief Clerical Officer	NPC
583	Nurudeen Adekunle Lawal	High Commissioner	NPC
584	Nwachukwu Charles	Deputy Director, Sustainable Land Management	NPC
585	Nyahuma Ohika	Information Officer	Trinidad & Tobago
586	Nzekwu Richard O.	Chairman	FMARD, Land Resources
587	O. Justin	Deputy Director	NPC
588	Oba Otudeko	Principal Planning Officer	Honeywell Group Ltd
589	Obasa Kayode A.	CEO	National Planning Commission
590	Obasi Philip Iketchi	Asst Chief of Dev Officer	NPC
591	Obinna Ufudo	Deputy Registrar	Transcorp
592	Odehoye Oladele	Chairman	Federal Ministry of Women Affairs
593	Odenigbo Uzo	Head Commission Secretary	Nigerian Bottling Company
594	Odukoya Olusoji Olatunde	SA	Institute of Chartered Accountants of Nigeria
595	Odunayo Olagundoye	Talent Developer	Rubber Estates Nig. Ltd
596	Odeh Eddy	Group Director	NPC
597	Ogho Okiti		OCEAP
598	Ogwo Ugochukwu		
599	Ogunbakin Kayode Jacob		B. Adedipe Associates Ltd
600	Ogunbiri Abioye Akindiji		Elephant Group

S/N	NAME	POSITION	COMPANY
601	Ogundayo Adekola	Asst Director	Federal Ministry of Water Resources
602	Ogunkua Nifesimi Desciny	Agricultural Officer	FMARD
603	Ogunsola Abayomi	Senior Special Assistant	Kwara State Government
604	Oguntoyinbo Oladimeji Yusuf	Charter Team Leader	Students For Liberty (Nigeria)
605	Ojiah F. O	Director (Admin)	Budget Office of the Federation
606	Okoloko Onajire	GMD	Norore Chemical Industries Ltd
607	Okumagba Onasite	Relationship Officer	BGL Plc
608	Olabinrin Famutami	Director	Triconcontinental Oil Services Ltd
610	Oladimeji Owofemi	Vice Chairman/Chief Executive	Multi-Trex Integrated Foods Plc
611	Oladipo Famakinwa	Director General	Dawn Commission
612	Oladipupo Wintoki	Team Lead, Public Sector/Infrastructure	FBN Capital Ltd
613	Oladokun Ogunbodede	Managing Director	Sedfort Nigeria Ltd
614	Oladosu Adeola Oluwatoyin	Analyst	SIAO
615	Olagorite Adetula	Director	National Agricultural Seed Council
616	Olaitan Martins	Assistant General Manager	Stanbic IBTC Bank Plc
617	Olajumoke Adekeye	Analyst	Clinton Health Access Initiative
618	Olarewaju Oluwatosin Dare	Team Leader (Federal University of Tech. Akure)	Enactus (SIFE) Nigeria
619	Olatoye Osunsanya	Chairman	Marticulture Ventures
620	Olatunde Agbaro	President	Animal Care Services Konsult
621	Olawale Olanrewaju Abiodun	Snr. Manager	Union Bank Nigeria Plc
622	Olayinka Adelabu Aderola	Assistant Director	Federal Ministry of Water Resources
623	Olayinka David-West	Academic Director / Faculty	Lagos Business School (LBS)
624	Olu Delano	Head, Diversified Lending & Leverage Finance	Stanbic IBTC Capital Ltd
625	Olubukola Awosanya	GH Agric Finance	Sterling Bank Plc
626	Olubunmi Fadiora	Co-ordinator (Nigeria)	Students For Liberty (SFL)
627	Olubunmi Obembe	Executive Director, Oil & Gas Commercial	Total E & P Nig. Ltd
628	Olufemi Adesanya	Director	Brass Fertilizer Co. Ltd
629	Olufunke Osibodu	Director	Vigeo Power Ltd
630	Olofunso Oke	Head Corporate Strategy	BGL Plc
631	Ologbenga Adegun	Director, Infrastructure	NPC
632	Olukayode Oyeleye	S. A., Media	FMARD
633	Olukemi A. Arodudu	Deputy Director	BOF
634	Oluleke Peter Iyanu	Charter Team Member	Students For Liberty (Nigeria)
635	Olumayowas Okediran	International Executive Board (Member)	Students For Liberty International
636	Oluamide Osumolire	Snr. Associate	Banwo & Ighodalo
637	Olumuyiwa Bologun	Partner	Olaniwun Ajayi LP
638	Oluremi Olaoye	Head, Corporate Communication	Bank of Agriculture
639	Oluwegun Adebajani	Principal	Capital Alliance Nigeria
640	Oluwegun Ogunanya	CEO/MD	Airtel Networks Ltd
641	Oluwegun Ogunyeye	Webmaster	VT Consulting Ltd
642	Oluseyi Onabanjo	Special Assistant	Fed Ministry of Communication Technology
643	Olumyo Phillips	MD/CEO	TP Consulting
644	Olotunsi Oni	Vice President	FBN Capital
645	Oluwadaja Adewumi	Managing Director	Cauba Enterprises Nig.
646	Oluwakenti Michael-Jabagun		Accenture
647	Oluwasun Ngonnase	Head, Technology Division	Phillips Consulting
648	Oluwasetin Owakoya	ACAO	Budget Office of the Federation
649	Oluwasseyi Awobode	Team Leader	Enactus (SIFE) Nigeria
650	Oluwasina Gbenga Olatunji	Executive Director	Lake Chad Research Institute
651	Oluwatomi Benson	Investment Analyst	Sahara Group
652	Oluwatomiwa Sojiroye	Head Strategy	United Bank for Africa
653	Oluwatoyin Eribake		Afrivest West Africa
654	Oluwayimika Angel Adelaja	Special Assistant/ Project Officer	National Poverty Eradication/ Abuja Global Shapers
655	Oluwale Solanke	CEO	Community Regeneration Initiative
656	Oluwemisi Ibrahim	Managing Director	Psalty International Ltd
657	Omar Frank Ibrahim	GM	NNPC
658	Omo Ohiokpehai	Adviser, Nutrition & Processing	FMARD-ATA
659	Omobola Johnson	Hon Minister	Federal Ministry of Communication Technology
660	Omodu Morgan	Business Development Manager	Fagna Trading Consult
661	Omosoji Olorunfemi Opeyemi	Charter Team Member	Students For Liberty (Nigeria)
662	Omotola Alao	Analyst	Phillips Consulting Ltd
663	Omosunmi Imouchuede	PRO	Brass Fertilizer
664	Onalapo Balorinwa	Sustainable Development Manager	Shell
665	Onasanya Stephen Olabisi	Group Managing Director	First Bank Nig. Plc
666	Onyekwe Chike	Managing Director, SNEPCO	Shell
667	Oneyama Oscar	Chief Executive Officer	The Nigerian Stock Exchange
668	Oresanya Oludare Olufuniso	Staff Analyst	Dawn Commission
669	Orikuma Kenneth Hembe	MD	Gogetit Investments Ltd
670	Orode Omolara Doherty	Country Director	Africare
671	Osa Obboh Uwa	Principal	Capital Alliance Nigeria Limited
672	Osa-Obboh Uwa	Principal	Capital Alliance Nigeria Ltd
673	Oscar Oneyama	Chief Executive Officer	The Nigerian Stock Exchange
674	Osei Oritimede	Accountant	NPC
675	Oseinoma Olapeku	Partner	The Law Crest LLP
676	Oseni Ariyo	Director	Government of Osun
677	Osiyo Olaide Opeyemi	President/ Chairman Governing Board	The Nigerian Council of Registered Institute Brokers
678	Osoyeka Demilade Isaac	Project Manager	Enactus (SIFE) Nigeria
679	Osumare Dore	Resident Rep	AfDB
680	Ovora Iyanu	Head, Corporate Services	Norore
681	Owadokun Oluwegun I.	Deputy Manager, Consulting	SIAO
682	Owoeye Ayoola Olatunji	Group Managing Director	Elephant Group
683	Oyewole Dapo	Technical Adviser to Minister	NPC
684	Oze K. Oze	Manager Publications & Conferences	First Bank of Nigeria Ltd
685	Pankaj Chavla	Regional Manager	Chi Ltd
686	Patrick Kormawa	Regional Representative	UN Industrial Development Organisation
687	Patrick Shira Lekasi	Relationship Manager, Agric Sector	CPC Stanbic Bank Ltd, Kenya
688	Paul M. Gbedebo	GMD	Flour Mills of Nigeria Plc
689	Pedro Egbe	Member	Rivers State Economic Advisory Council
690	Peter Awudu	ACAO	Budget Office of the Federation
691	Peter Nielsen	Vice President, Starches & Sweeteners, West Africa	Cargill
692	Peter Fremchard Kuntum	Country Manager	United Phosphorus Ltd
693	Peter Veal	Market Development Manager	Syngenta Crop Protection Ltd
694	Philibus Job Gonya	Senior Planning Officer	NPC
695	Phillip Asiudu	Chairman	Medife Ltd
696	Phillips Oduca	Group Managing Director	United Bank for Africa Plc
697	Pieter Smeekamp	CEO	Collateral Management International
698	Pius Kolawola	CEO	Cybernetics
700	Pius Kole-James	MD/CEO	Cybernetics Nigeria Ltd

S.N	NAME	POSITION	COMPANY
701	Prakash Karth	Snr Vice President	Olam Nig. Ltd
702	Rabe Yahaya	Sales Manager	AGCO Gmbit
703	Rabiu M. Gwarzo	Vice Chairman	Flour Mills
704	RahulSavarn	Group Managing Director	West African Cotton Co. Ltd
705	Rajan Rosick	Head of New Business	Trident Trust Company (Mauritius) Ltd
706	Raji Lateef Abiodun	Charter Team Member	Students For Liberty (Nigeria)
707	Rakiya Wazir		FMARD
708	Ramatu Aliyu	Secretary General	Association of Professional Bodies of Nigeria (Lagos State Branch)
709	Ravi Tembe	Chief Executive Officer	West African Cotton Co. Ltd
710	Remilekun Soyannwo	Snr. Manager, Commercial Finance	Shell
711	Richard Ekpe	Director	Ministry of Agriculture, Akwa Ibom
712	Richard O. Egbule	Executive Chairman	National Salaries, Incomes & Wages Commission
713	Robert C. Perry	Vice President	Corporate Council on Africa
714	Rod Gravelet-Blondin	Adviser, African Exchange Holdings	APEX
715	Rohar Woodbridge	Executive Director	Mainstreet Bank Ltd
716	Roland Oroh	Project Manager/ Agribusiness	USAID/Nigeria
717	Ronaldo Ferreira	Trading Manager	Shoprite (Retail Super Markets) Ltd
718	Ronke Sokefun	Hon., Commissioner for Agriculture	Ogun State Government
719	Rowland Ataguba	CEO	Kanal Group
720	Roy Deepanjan	Managing Director	Chi Ltd
721	Rufai Ladipo	CEO	Scanned Nig. Ltd
722	S. B. Toluwase	Director (Economics)	Budget Office of the Federation
723	S.F. Kuku	Chairman	Ecobank Nigeria Plc
724	SA	CBN	
725	Sabiu Atuwal	Special Assistant to HMS	FMARD
726	Sadiq A. El-nafaty	IT(Macro)	NPC
727	Sahad Usman	Associate	NPC
728	Saidu Umaru Dabiru Maigana	Deputy Director	Federal Ministry of Water Resources
729	Salami Akeom	CSA	NPC
730	Salihu D. Yakasai	Curator	Global Shapers Community
731	Salisu B. Haiba	Chief Press Secretary	NPC
732	Sam Daibo	Executive Director (Chevron Foundation)	Partnership Initiative in the Nigeri Delta
733	Sam Eno	Deputy Director	Federal Ministry of Water Resources
734	Sam Oluwabunwa		NACC
735	Sambo Aliyu Baffale	Deputy Director, Disaster Risk Reduction	NEMA
736	Samuel Enwerem Akaolisa	Service Executive	First Bank Nigeria
737	Samuel Joseph Samuel	GMD	Origin Group
738	Samuel O. Nzekwe	Past President	Association of National Accountants of Nigeria
739	Samuel Oluwaseun Olaton	Business Development Consultant	CGMIE Consulting Ltd
740	Samuel Orne	Director	Federal Ministry of Water Resources
741	Samuel Uchechukwu Okeke	Chief Planning Officer	NPC
742	Sani Dangote	Vice President	Dangote Group
743	Sani Wali Daneji	Key Accountant Manager	Dangote (Danisa Foods Ltd)
744	Sanjay Sethi	CEO, Food & Beverage	Sanjay Sethi
745	Santanu Kumar Bhuyan	Vice President	Olam Nig. Ltd
746	Santosh Pillai	Managing Director	PZ Wilmar
747	Sanvade Okoli	MD	Travant Capital
748	Sarah Reng Ochekepe	Hon., Minister	Federal Ministry of Water Resources
749	Scott J. Wallace	Country Representative	IFDC
750	Segun Aina	President	Chartered Institute of Bankers Nigeria
751	Segun Fagbule	Member	ANAN
752	Segun Olalandu	Marketing & Communication	Accenture
753	Seydou Kane	Business Development Director	Dupont de Nemours
754	Shachi Sharma	Director	Syngenta Nigeria Ltd
755	Shamsuddin Usman	Hon Minister	NPC
756	Sharon Pauling	Assistant Mission Director	USAID
757	Shehu Abubakar	Executive Director	Keystone Bank Ltd
758	Shehu Aliyu	Group Head, Retail Banking Limited	First Bank of Nigeria Ltd
759	Shehu K. Muhammad	Executive Director	Keystone Bank Nigeria Ltd
760	Shehu Mai-Bornu	Deputy General Manager (Planning & Corporate Dept)	New Nigeria Development Company Ltd
761	Shehu N.A. Saish		Ahmadu
762	Shephariah Obadan	Head, Business Development and Strategy	Iteex Furniture Ltd
763	Shex Ladipo	Managing Director	Lisabi Mills (Nigeria) Ltd
764	Shiedu Brigid Awade	Member of the BN State Economic Team	Benue State Economic Team
765	Shimite Katung	President/Founder	Nigerian Quintessential Business Women Association
766	Shogbunyi Oladimeji	Deputy Director	NPC
767	Showunmi Yomi	Communication Rep (Event & Branding)	Chevron Nig. Ltd
768	Shrikant Jagtap	President	Global Climate Technology for Development
769	Simi Fajemirokun	Board Member	Global Shapers
770	Sina Elusakin	Executive Director	Industrial and General Insurance Plc
771	Soala Arweriokuma	General Manager	NNPC
772	Soji Awogbade	Managing Partner	Aelix Legal Practitioners & Arbitrators
773	Sola David-Botha	Managing Director	Stambic IBIC Bank Plc
774	Sola Oyeyayo	Managing Partner	Sola Oyeyayo & Co,
775	Solomon Adesanya	Consultant	FMARD
776	Sonni Anyang	Honourable Commissioner	Ministry of Economic Development
777	Stanley Egbochukwu	Publisher	Manufacturing Today
778	Stella Etiebet	Deputy Director	NPC
779	Stella Williams	Initiator	NIWARD
780	Stephen Kayode Oyedemi	Charter Team Member	Students For Liberty (Nigeria)
781	Stephen S. Gnanasekaran	General Manager	Chi Ltd
782	Sule Ochai	National Policy Advisor to Minister	FMARD
783	Suleiman Barau	Deputy Governor (Corporate Services)	Central Bank of Nigeria
784	Sunday Oke Ebeiro	Coordinator, CR & Natl. Programme	Chevron Nig. Ltd
785	Sunil Sawhney	Managing Director	Seven Up Company Plc
786	Sunny Kuku	Chairman	Ecobank Nigeria
787	Suresh Chellaram	Chairman	Chellram Plc
788	Tafida Isa Mafindi	Director	Famagjal Farm & Abbatior
789	Tajudeen Ahmed	Assistant General Manager	Skye Bank Plc
790	Taku Hiroki		Jetso
791	Tanou Kone	Deputy High Commissioner	Embassy of Cote D'Ivoire in Nigeria
792	Tayo Fagbule	Editorial Board Chairman	Businessday Media Ltd
793	Teddy Okomakube	Managing Director, BGL, Private Equity Ltd	BGL Plc
794	Temitope Ihuyemi	Director, Global Government Relations, SSA	Procter & Gamble Nig.
795	Terr Imogen Iorshase	Analyst	BGL Asset Management
796	Tessy Bassey Duke	MD	NKB Dynamics Services Ltd.
797	The Olorogun S.F. Kuku	Chairman, Board of Directors	Ecobank Nigeria Ltd
798	Theresa Igata	Correspondent	Godson and Godman Ltd
799	Thomas Erub	Managing Director	Tak Agro & Chemicals
800	Tijani Garba	Managing Director	Nigerian Agricultural Insurance Corporation

## Appendix C: List of Participants

S/N	NAME	POSITION	COMPANY
801	Tilda Mmegwa	National Director	Profiles International
802	Timothy E. Okon	Group Co-ordinator, Corporate Planning & Strategy	NNPC
803	Tirilola Akindeinde	Policy Lead	Nigeria Governor's Forum
804	Tommy Opue	Press Photographer	NPC
805	Tomohiro Nagasaki	Associate Office of the Minister	Federal Ministry of Agric & Rural Development
806	Tonbofa Ashimi	Partner	Edward Ekiyor & Co
807	Tony Bello	Senior Technical Adviser, Agribusiness	FMARD
808	Tory Elumemu	Chairman	Heirs Holdings Ltd
809	Tony Nzekwe	Editor-in Chief	Global Ray
810	Tory Obifeme Ezeikel	MD/CEO	Itex Furniture Ltd
811	Tony U. Ogbuigwe	GED, Refining & Petrochemicals	NNPC
812	Tony Usidamen	Group Head, Corporate Communications	Dana Air
813	Toyosi Akerele	MD	Rise Networks
814	Tunde Bello	Deputy Director	FMARD
815	Tunde Lawal	Director, Macro Economics Analysis	NPC
816	Tunde Ojo	CEO	Touchstone Ltd
817	Tunde Oyelola	Vice Chairman	PZ Cussons Nig. Plc
818	Tunji Olugbodi	MD	Vendant Zeal
819	Tybangs, I.S.	Director, Finance & Accounts	NPC
820	U. K. Eke	E D Public Sector South	First Bank of Nigeria Ltd
821	U.K Eke	Executive Director, Public Sector South	First Bank
822	Ubaka Emelumadu	General Manager	Shell
823	Uche Orji	Managing Director	Nigeria Sovereign Investment Authority
824	Uday Pitani	Managing Director	Presco Plc
825	Udeme O. Ufor	Group Managing Director	SO & L Saatchi & Saatchi
826	Ufo Eric-Atuanya	Senior Special Adviser	Ministry of Petroleum Resources
827	Ugo Nwabuisi	Managing Director	151 Producers
828	Umanah Eyaekop Efiog	Director of Planning, Research & Statistics	Ministry of Finance, Akwa Ibom
829	Umaru Usman Karaye	President	D&B Ltd
830	Umoren Simeon Akpan	General Manager	Intercontinental Distillers Ltd
831	Usen Udoh	Managing Director	Accenture
832	Usman Sanvis Bayero	Shaper	Global Shapers Community
833	Vasantavada Venkat Ram	Business Head, (Asia & Africa)	Advanta Ltd
834	Veronica Bejarano	Director	Globus Vision
835	Victor Ude	Chairman	BCIG
836	Victor Aganbi	Head, Branding & Marketing Communication	Central Securities Clearing System Plc
837	Victor Enahoro	Head, Financial Advisory	SIAO
838	Victor Gbolade Osibodu	Chairman/CEO	Vigeo Holdings Limited
839	Victor Ikechukwu Okoronkwo	General Manager, Upstream Gas	Shell
840	Victor Okon Eder	HoD, Programmes Monitoring	Ministry of Economic Development, Akwa Ibom
841	Victor Oladokun	CEO	3D Global Leadership
842	Victor Oryenkpa	Partner & Head of Tax Division	KPMG Professional Services
843	Victor Williams	Executive Director, Corporate & Investment Banking	Stanbic IBTC Bank Plc
844	Vincent Adeleke Adesanya	Managing Director	Vagroyal Farms Ltd
845	Vincent Nwani	Director	Lagos Chamber of Commerce & Industry
846	Vincent Ukoh	Head, Finance	Central Securities Clearing System Plc
847	Vivian Ikem	Head, Govt Relations	Nigerian Breweries Plc
848	Voss Andreas	Regional Director	DEG/KFW
849	Waziri Bulama	Chairman	KDC Construction Ltd
850	Wendy N. Okemini	Counsel	Olaniwun Ajayi LP
851	Willie Okowa	Member	Rivers State Economic Advisory Council
852	Wilma Aguele	Managing Director	Wilbath Investments Ltd
853	Wilson Ajuwa	Executive Director	Wilson Ajuwa & Co.
854	Wilson Eran	COO	Candel Company
855	Wole Obayomi	Partner, Tax Division	KPMG Professional Services
856	Wole Ogundare	Partner	Phillips Consulting
857	Yahaya Inuwa Abbas	Senior Special Assistant	Kano State Government
858	Yakubu Bello	TA	NPC
859	Yerima Lawan Ngama	Hon Minister of State, Finance	FMF
860	Yerunde Oni	Country Head, Local Corporate	Standard Chartered Bank
861	Yinka Sanni	Chief Executive	Stanbic IBTC Bank Plc
862	Yohannes Assefa	Director	Stalwart Management Consultancy PL
863	Yomi Ifaturoti	Corporate Affairs & Admin Director	PZ Cussons Nig. Plc
864	Yusuf Bello	Commissioner	Government of Kano
865	Zaidu A. Muhammad	Assistant Director	FMARD PRS Department
866	Zainab Shariff	MD/CEO	Nigerian Medicinal Plants Development Company
867	Zanna Muhammad	Director	National Emergency Management Agency
868	Zia-Ulhaq Salihu	Youth in Agriculture	FMARD

COMMITTEE	MEMBERS	CORPORATE AFFILIATION
Joint Planning Committee/ Central Organizing Committee (COC)	Kunle Elebute	KPMG (Chairman, Private Sector)
	Tunde Lawal	NPC (Chairman, Public Sector)
	Biodun Adedipe	BA Associates (1st Vice Chairman)
	Bukar Kyari	CSCS Limited
	Emmanuel Ijewere	Best Foods
	Chuka Mordi	CBO Capital Partners
	Kayode Akintemi	Channels Television
	Tope Hiyemi	Procter & Gamble Nig. Limited
	Seyi Taylor	Founder, The Noah69 Company
	Nmachi Jidenma	Founder, CP - Africa
	Nnaemeka Ikeguonu	Small Holders Foundation
	Kola Oyeyeyin	CEO, Sleeves Up & Venia Group
	Oluseyi Oyebisi	ED, Nigerian Network of NGOs
	Barr. Aniekan Ukpanah	Partner, Udo Udoma & Belo-Osagie
	Tonbofa Ashimi	Edward Ekiyor & Co.
	Folarin Alayande	Accenture
	Tunji Olugbodi	Verdantzeal Limited
	Essien Eshiet	Brand Believers Ltd
	Biaye Davies	Senantra Limited
	Kayode Falowo	Greenwich Trust Limited
	Fidel Agunbiade	Cheqqcers International Ltd
	Irene Ubah	Adenium Communications Ltd
	Leke Oshunniyi	Multishield
Henrieta Onwuegbuzie	Lagos Business School	
Alh. Ahmad Rabiu	Dala Inland Dry Port Nig. Ltd	
Ademola Oyintola	TELL	
Tunji Owoeye	CEO, Elephant Group	
Yusufu Modibbo	Stanbic IBTC Bank	
Mosunmola Umoru	CEO, Farmshoppe Limited	
NESG/NPC Staff Anchors	Charles Nwanze	NESG
	Feyi Ajayi	NESG
	Mohammed Auwal	NPC
COMMITTEE	MEMBERS	CORPORATE AFFILIATION
Technical Sub-committee	Juliet Anammah	Accenture (Co-Chair) Private Sector
	Hussaini F Umar	FMA & RD (Co-Chair) Public Sector
	Lanre Akinbo	Wizer Resources Ltd (Vice Chair) Priv.
	Anthonia T. Simbine	NISER (Vice Chair) Public Sector
	Bamidele Amoo	Central Bank of Nigeria
	Kayode Obasa	National Planning Commission
	Rep of CEA	Office of the Economic Adviser
	Zaidu A. Muh'd	Fed Min of Agriculture & Rural Dev.
	Dapo Oyewole	NPC
	Uchola E.I	Ministry of Industry Trade & Investment
	Nnanna Ayim-Ude	Agon Continental Ltd
	Usen Udoh	Accenture
	Farouk Gumel	Pricewaterhousecoopers
	Toyosi Akerele	Rise Networks
	Ademola Ogungbuj	SIAO Partners
	Serah Makka	Tony Elumelu Foundation
	Henrieta Onwuegbuzie	Lagos Business School
	Lolu Adubifa	Lavayo Energy
	Kola Oyencyin	Sleeves Up
	Kayode Akintemi	Channels Television
	Tonbofa Ashimi	Edward Ekiyor & Co.
	Chuka Mordi	CBO Capital Partners
	Emmanuel Ijewere	Best Foods Global
	Martin Oluba	Value Fronteira Limited
	Tayo Fagbule	BusinessDAY Media Limited
	Ayodeji Ebo	Afrinvest
	Toyin Eribake	Afrinvest
	Ada Osakwe	Federal Ministry of Agriculture
	Tony Bello	Federal Ministry of Agriculture
	Niyi Odunlami	Federal Ministry of Agriculture
	Muyiwa Azeez	Director, Rural Development, FMOA
	Maria Mulindi	Adviser, Mgt Systems & Ops., FMOA
	Joe Dada	ED Corp. Services, UAC
Adedayo Idowu	Vetiva Capital Management Limited	
Mosunmola Umoru	CEO, Farmshoppe Limited	
NESG/NPC Staff Anchors	Innocent Azih	NESG
	Jadesola Rawa	NESG
	Philip Obasi	NPC
	Philibus Gonya	NPC

COMMITTEE	MEMBERS	CORPORATE AFFILIATION
Funding Sub-committee	Funmi Ogunlesi Mrs T.S. Tybangs Olumide Akpata A. Soala O. Dibia Yakubu Bello E. Okereke Yusuf Ahmed	Citi Bank (Chairperson) Private Sector NPC (Chairperson) Public Sector Templers (Vice Chairman) Private Sec. NNPC (Vice Chairman) Public Sector Bureau of Public Enterprises National Planning Commission Federal Ministry of Finance Nigeria Export Promotion Council
NESG / NPC Staff Anchors	Charles Nwarize Muhammad, Alfa Chisom Asiegbu	NESG NPC NPC
COMMITTEE	MEMBERS	CORPORATE AFFILIATION
Event Planning & Management Sub-committee	Bioye Davies Sydney J. Moneke Aderemi Awe Nonye Ndidi Abayomi Salami ACP Joseph O. Egbunike Kingsley James Bridget O. Odusami Martin Eighike Oluwatomiwa Sotiloye	Senantra Limited (Chair) Private Sec. Min. of Foreign Affs. (Chair) Public Sec. Computer Asso. Of Nig. (Vice) Budget Office of the Fed. (Vice Chair) Nigeria Invest. Promotion Council Nigeria Police Force (NPF) DigiPrints Int'l Limited First Bank Nigeria Plc Accenture UBA
NESG / NPC Staff Anchors	Esse Kughegbe Halima Abubakar James Opakpolor	NESG NPC NPC
COMMITTEE	MEMBERS	CORPORATE AFFILIATION
Communications Subcommittee	Tunji Olugbodi Eze, TA/HM Media Eshiet Essien Salisu Haiber Abayomi Salami Irene Ubah Chris Ubosi Ademola Oyinlola Solomon Ikhioda Kayode Akintemi Folake Ani-Mumuncy	Verdant Zeal (Chairman) Private Sec. NPC (Chairman) Public Sector Brand Believers Ltd (Vice Chairman) NPC (Vice Chairman) Public Sector Nigerian Investment Promotion Comm. Adenium Communications Ltd BEAT FM TELL Magazine The Think Shop Channels Television First Bank of Nigeria Plc
NESG / NPC Staff Anchors	Jadesola Rawa Tohulope Adigun Fortune Nwaiwu Lekan Adedun Chison Asiegbu	NESG NESG NESG National Planning Commission (NPC) National Planning Commission (NPC)
COMMITTEE	MEMBERS	CORPORATE AFFILIATION
Mobilization Subcommittee	Kayode Falowo Okpanachi, Paul Akor Fidel Agunbiade Elizabeth A. Egharevba T. Akindehde Eddy Ogbehi Rep of NEPC Olumide Akpata Kenneth Erim Sola Oyetayo	Greenwich Trust (Chair) Private Sec. Office of the SGF (Chair) Public Sec. Cheqcoers Int'l (Vice Chair) Private NPC (Vice Chairman) Public Sector Governors' Forum Secretariat National Planning Commission Nigerian Export Promotion Council Templers Banwo & Ighodalo Sola Oyetayo & Co
NESG/NPC Staff Anchor	Innocent Azih Tope Adesanya Ike Anayo Zeenat A.	NESG NESG National Planning Commission (NPC) National Planning Commission (NPC)
COMMITTEE	MEMBERS	CORPORATE AFFILIATION
Editorial Subcommittee	Abiodun Adedipe Sope Williams-Elegbe Tunde Ojo Shogbuyi O. T. Alh. Ahmad Rabiu Wendy Okenini Olumide Osundolire	BA & Associates (Chairman) NESG Touchstone Limited National Planning Commission Dala Inland Dry Port Nig. Ltd Olaniwu Ajayi & Co Banwo & Ighodalo
NESG/NPC Staff Anchors	Akin-Olusoji Akinyele Olajiire Abati Tohulope Adigun	NESG NESG NESG

Appendix E: List of Rapporteurs

S/N	NAME	DESIGNATION
1	Ayodeji Adewuyi	Accenture
2	<b>Dan-Musa Abdullahi</b>	<b>Accenture</b>
3	Kemi Michael-Jabagun	Accenture
4	<b>Martin Eigbike</b>	<b>Accenture</b>
5	Nkemdirim Ebere	Accenture
6	Kayode Jacobs	BA Consult
7	Mike Ebbi	BA Consult
8	<b>Basit Olawoyin</b>	<b>BGL</b>
9	Jibrin Daggash	BGL
10	Ngozi Ogedo	<b>BGL</b>
11	Onajite Okumagba	BGL
12	<b>Terri Lorshase</b>	<b>BGL</b>
13	Abiodun Ajjola	CGMIE Consulting Limited
14	<b>George Monyei</b>	<b>CGMIE Consulting Limited</b>
15	Samuel Olaotan	CGMIE Consulting Limited
16	Jumoke Adeleke	Clinton Health Global Initiative
17	Damilare Iboronke	KPMG
18	Toyosi Adelakin	KPMG
19	Ali A. Garba	National Planning Commission
20	Moreeino M. Diftuffe	National Planning Commission
21	Daniel Inyang	NESG
22	Olajire Abati	NESG
23	Temitope Adesanya	NESG
24	<b>Wilson Erumebor</b>	<b>NESG</b>
25	Michael Amadi	Olaniwun Ajayi LP
26	Felicia Ebhohimen	Phillips Consulting
27	Adetutu Dada	Phillips Consulting
28	Golibe Eze-Echesi	Phillips Consulting
29	Mayode Aboderin	Phillips Consulting
30	Omotola Alao	Phillips Consulting
31	Adeola Oladosu	SIAO
32	Ene Agese	SIAO
33	Olusegun Owadokun	SIAO
34	Tunde Adepoju	SIAO

S.N	NAME	POSITION	COMPANY
1	Ehizojie Momoh	Reporter	African Independent Television
2	Austin Babs	Editor-in-Chief	African Times Magazine
3	Sheila Obi	Camera man	AIT
4	Nickie Omer	Business Producer	Arise News
5	Michael Wilson	Global Business Editor	Arise News
6	Bilkisu Babangida	Reporter	BBC
7	Kemla Dumor		BBC News
8	Sobo Abiola	Production Director/Camera	Bloomberg Africa TV
9	Maram Mazen	Reporter	Bloomberg News
10	Uruasefe Funmilayo Folusho	Producer	Bloomberg TV Africa
11	Oghonna C. Okezie	Camera man	Bloomberg TV Africa
12	Ijeoma Ndukwe	Producer	Bloomberg TV Africa
13	Boason Omofaye	Senior Anchor/Producer	Bloomberg TV Africa
14	Williams Samuel Bassey	Editor	Bloomberg TV Africa
15	Inusa Adamu	SNR Correspondent	Blueprint
16	Ayuba Raji	Photo Journalist	Blueprint Newspaper
17	Gbadegehin A.G. Adewuyi	Country Representative	Business World Magazine
18	Tunde Adeniyi	Photo Editor (North)	BusinessDay
19	Frank Aigbogun	Publisher	BusinessDay
20	Badejo Ademuyiwa	Bureau Chief, Abuja	Businessday
21	Onyinye Nwachukwu	Senior Correspondent	BusinessDay
22	Harrison Edeh Ndubuisi	Correspondent	BusinessDay Media
23	Opegbulem Simeon	Abuja Bureau Chief	BusinessWorld
24	Ray Echebiri	Editorial Chief	BusinessWorld Newspaper
25	Shagari Usman	Camera man	CCTV
26	Gloria Ume-Ezeoke	Reporter/Presenter	Channels TV
27	Kayode Akintemi	GM, Operations	Channels TV
28	Paul Nwachukwu	Reporter	Channels TV
29	Ojesh Chukwuemeka Henry	Vision Mixer Operator II	Channels TV
30	Ugochukwu Kingsley	Internship Personnel	Channels TV
31	John Momoh	Chairman/CEO	Channels TV
32	Chimerie Obi-Iwuagwu	Head, Business Desk	Channels TV
33	Aghenyi Harriet	Presenter/ News Anchor	Channels TV
34	Ngwa Desmond Uchenna	Satellite Engineer	Channels TV
35	Thompson Ogba	Camera man	Channels TV
36	Olaiya Olusola	Station Manager	Channels TV
37	Olalafe Kehinde	Producer	Channels TV
38	Joshua Adewale	Camera man	Channels TV
39	Akeredolu Olarewaju	Engineer	Channels TV
40	Adewuyi Olufemi	Engineer	Channels TV
41	Ogun Esther Maupe	Presenter/Reporter	Channels TV
42	Taiye Sasana	Camera man	Channels TV
43	Chamberlain Usah	Anchor	Channels TV
44	Femi Adewuyi	News/Programme Director	Channels TV
45	Alighoda Theophilus	Director of Photography	Channels TV
46	Ojolut George	Programme Director (OB)	Channels TV
47	Emanuel Oladapo	Manager, Engineering	Channels TV
48	Jeremiah Akamu	Camera man	Channels TV
49	Obenga Adejuwon	Camera man	Channels TV
50	Erynnaya Christian	Satellite Engineer	Channels TV, Abuja
51	Sulaiman Aledah	Senior Producer/Anchor	Channels TV, Lagos
52	Chima Nwanikwo	Correspondent	China Central TV
53	Ummulkhair Ibrahim	Reporter	CNBC Africa
54	Opeoluwa Filani	GM ABN360	CNBC Africa
55	Esther Ugbodaga	Anchor/Presenter	CNBC Africa
56	Chibuzor Enejeor	Correspondent	Daily Independent
57	Olayemi Rosemary Ibrahim	Reporter	Daily Trust
58	Godswill Ayemoba	Photo Journalist	Daily Trust
59	Lindsay Barreti	CEO	Dayegw Media Services
60	Dayo Adedayo	CEO	Dayo Adedayo Photography
61	Antoinette Obiobolu	Photographer	Dayo Adedayo Photography
62	Ademola Olaniran	Photographer	Dayo Adedayo Photography
63	Dare Abiodun	Reporter	FRCN
64	Deji Arosho	Camera man	IFDC/Dli Tuesday
65	Wale Elekolusi	Editor	Inquirer
66	Oputum Kinsley C.	Correspondent	Leadership Newspaper
67	Nse Anthony-Uko	Assistant Business Editor	Leadership Newspaper
68	Stella Agbor		Manufacturing Today Newspaper
69	Bamidele Jones	Principal Photo Journalist	NAN-Photo
70	Prince Obasan	Correspondent	National Mandate Newspaper
71	Tola Akinmutimi	Assistant Editor	National Mirror
72	Rotimi Osasona	Photo Journalist	National Mirror
73	Asante Ben	Bureau Chief	New Africa/ APACS
74	Deji A. Abdulwahab	Correspondent	News Agency of Nigeria
75	Nnaji Edith	Senior Correspondent	News Agency of Nigeria
76	Thompson John	Managing Editor	Newsreel International Magazine
77	Samuel Ibiyemi	Editor-in-Chief	Nigerian Newsdirect
78	Azahan Kenneth	Assistant Editor	Nigerian Pilot Newspaper
79	Subair Gbolu Abass	Correspondent	Nigerian Tribune
80	Abubakar Sa'adu	Camera Assistant	NTA
81	Cliff Ayozic	Head, Business & Economy	NTA H/Q
82	Ede Agho	Reporter	NTA International
83	Obiageli Ugwoke	Reporter	NTA International
84	Anthony Forson	Senior Reporter	NTA International
85	Abdullah Sulaiman		NTA International
86	Lawrence Ochadu	Camerman	NTA Network
87	Adache Sunday	Camera Man	NTA News 24
88	Timothy France	Editorial Manager	OBG
89	Andree Omol Volls	Project Director	OBG
90	Edward Faith	Editor	OBG
91	Brooke Butler	Country Director	Oxford Business Group
92	Joe Brock	Correspondent	Reuters
93	Afolabi Soetunde	Journalist	Reuters
94	Abraham Aching	Video Reporter	Reuters
95	Ademola Oyinlola	Executive Editor	Tell Communications Ltd
96	Manuel Mbamalu	News Editor	The Guardian
97	Toke Alex Ibru	Executive Director	The Guardian
98	Okwe Mathias	Business Editor	The Guardian
99	Karls Tsokar	Reporter	The Guardian
100	Onuba Ifeanyi	Senior Correspondent	The Punch



S/N	NAME	POSITION	COMPANY
101	Sam Adeko	Photo Editor	The Punch Newspaper
102	Walter Ukaugbu	Assistant Business Editor	The Sun Publishing Ltd
103	Ndubuisi Francis	Associate Editor (Business)	Thisday
104	Festus Akanbi	Business Editor	Thisday Newspaper
105	Aghwene Sunday	Photo Editor	Thisday Newspaper
106	James Emejo	Correspondent	Thisday Newspaper
107	Chinyere Ezeogu	Sub-editor	Timesstar Magazine
108	Omonijo Omolara	Reporter	TVC News
109	Muritala Shehu	Camera Man	TVC news
110	Olamikan Gbemiga	Senior Photo Journalist	Vanguard
111	Elebeke Emmanuel E	Reporter	Vanguard Newspaper
112	Babajide Komolafe	Finance Editor	Vanguard Newspaper
113	Medina Dauda Nadabo	Senior Correspondent	Voice of America
114	Lydia Lubo	Editor	Voice of Nigeria
115	Hauwa Noroh Ali	Editor	Voice of Nigeria
116	Justyna Sitarska	Journalist	World Report

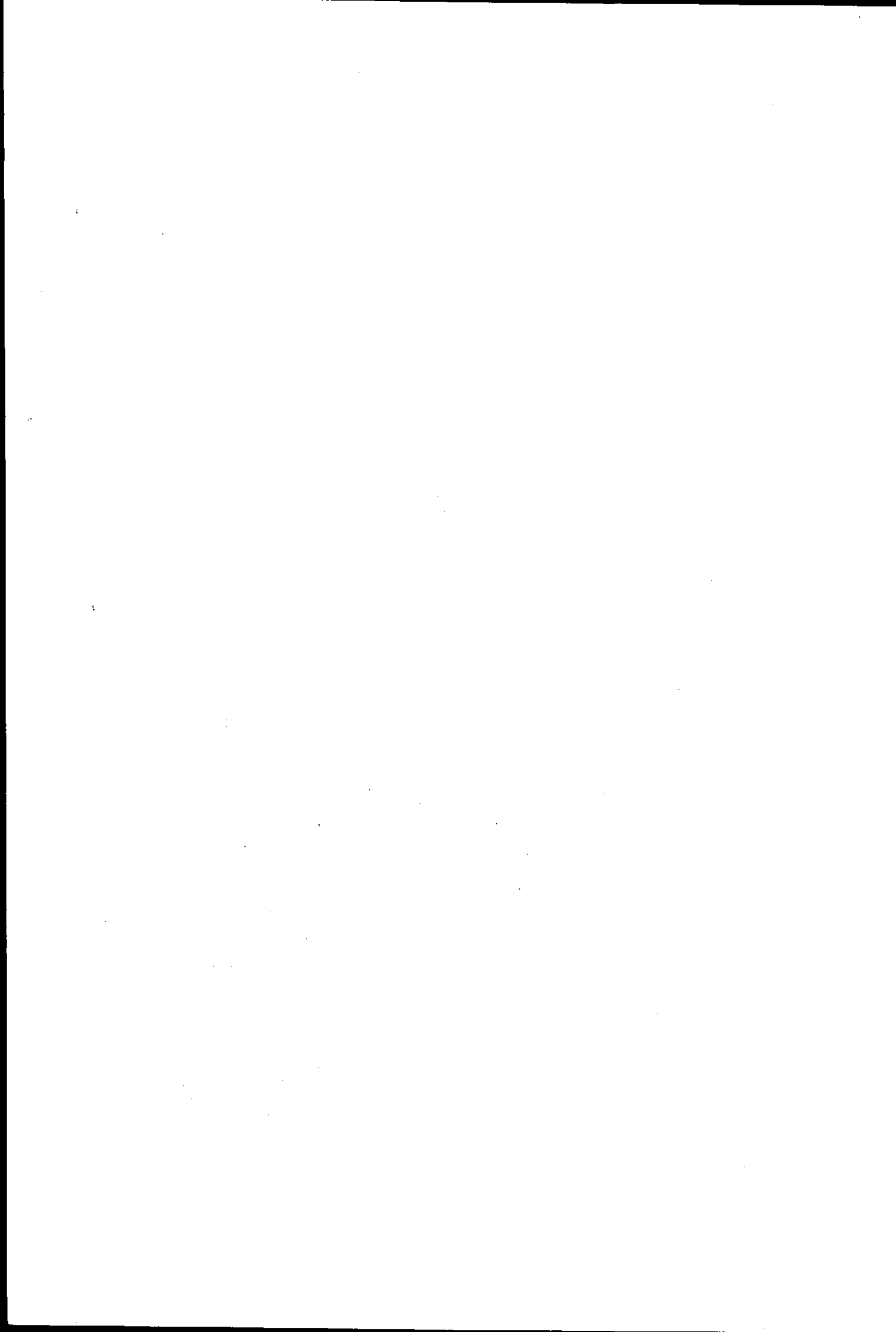
Appendix G: List of Sponsors

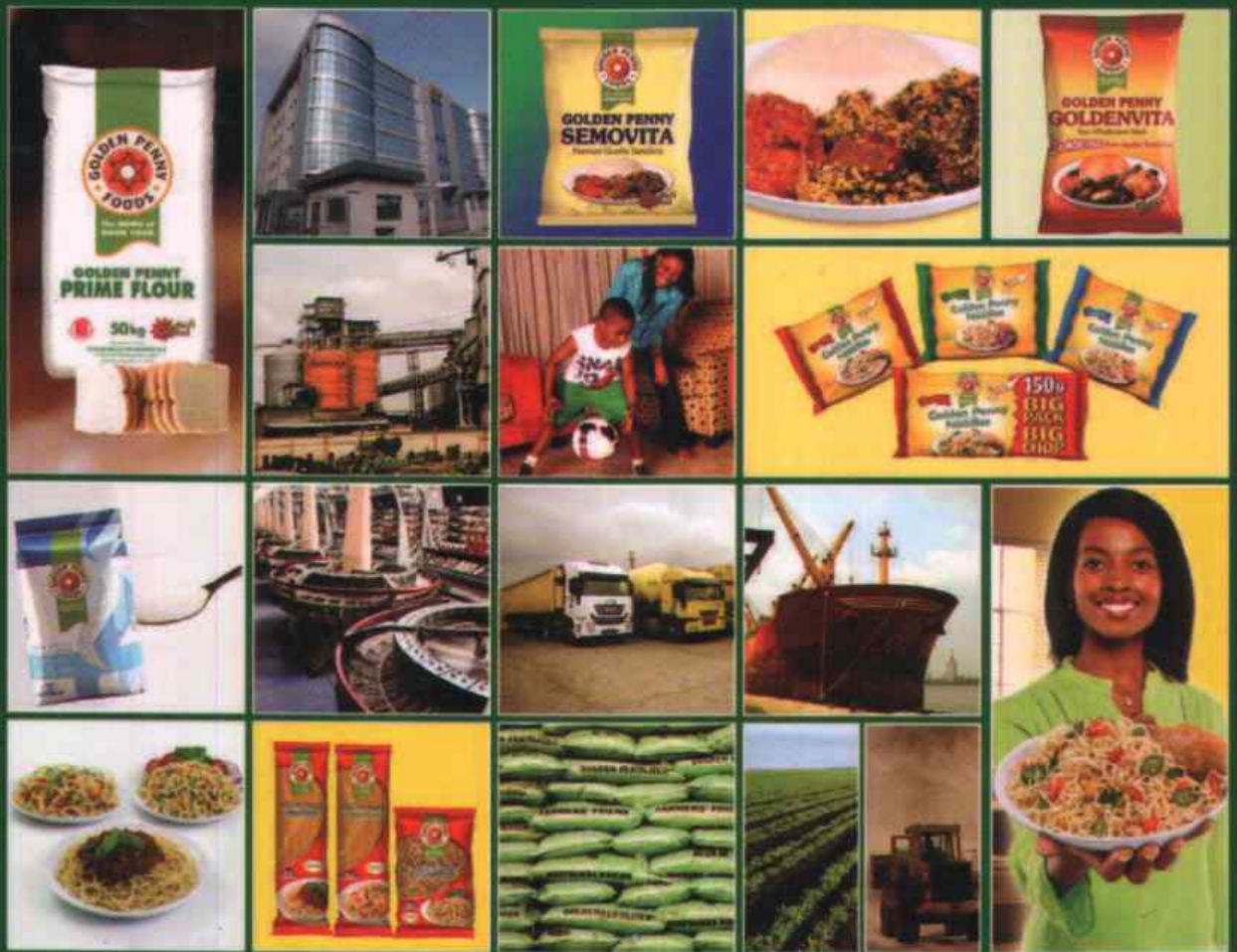
<b>CATEGORY</b>	<b>COMPANY NAME</b>
<b>SUMMIT PARTNERS</b>	Federal Ministry of Agriculture & Rural Development Federal Ministry of Finance National Planning Commission
<b>DIAMOND SPONSORS</b>	First Bank of Nigeria Limited Dangote Industries Federal Ministry of Agric & RD
<b>PEARL SPONSORS</b>	SHELL/SNEPCO Central Bank of Nigeria Federal Ministry of Finance Akwa Ibom State Government
<b>SAPPHIRE SPONSORS</b>	StanbicBTC Bank Plc Chevron Notore Elephant Group CSCS Nigeria Limited Edo State Government UBA
<b>EMERALD SPONSORS</b>	Promasidor Nigeria Limited Accenture OLAM Nigeria Ltd Nigeria Breweries Plc Nigeria LNG ExxonMobil Federal Road Safety Corps (FRSC) CHI Limited West African Cotton Co. Limited British American Tobacco Nigeria
<b>SUPPORTERS IN KIND</b>	Zinox Computers Phillips Consulting KPMG BusinessDAY Unified Payment Services Limited BAA Consult Dana Airlines 7 Up Bottling Company

S/N	ACRONYM	DEFINITION
1	ADB	African Development Bank
2	AFC	<b>Africa Finance Corporation</b>
3	AFGEAN	Agricultural Fresh Produce Growers and Exporters Association of Nigerian
4	AMPE-BTS	<b>Accelerated Mobile Phone Expansion-Base Transceiver Station</b>
5	ARCN	Agricultural Research Council of Nigeria
6	ASCE	<b>Abuja Security and Commodity Exchange</b>
7	ATA	Agricultural Transformation Agenda
8	AWAKE	<b>Cross River State agricultural Women's Empowerment Project</b>
9	BOA	Bank of Agriculture
10	BPE	<b>Bureau of Public Enterprises</b>
11	CACS	Commercial Agricultural Credit Scheme
12	CASS	<b>Commercial Agriculture Service Scheme</b>
13	CBN	Central Bank of Nigeria
14	CEO	<b>Chief Executive Officer</b>
15	CET	Common External Tariff
16	DFID-GEMS	<b>Department for International Development- Growth and Employment in States programme</b>
17	DFRRI	Directorate of Food, Roads and Rural Infrastructure
18	ECOWAS	<b>Economic Community of West African States</b>
19	ECX	Ethiopia Commodity Exchange
20	EOI	<b>Expression of Interest</b>
21	EPA	Environmental Protection Agency
22	ETLS	<b>ECOWAS Trade Liberalisation Scheme</b>
23	EU	European Union
24	EWS	<b>Electronic Wallet Scheme</b>
25	FADAMA	Nigeria's rural agricultural project. 'Fadama' is a Hausa word for irrigable land.
26	FAFIN	<b>Fund for Agricultural Finance</b>
27	FAO	Food and Agricultural Organisation
28	FDI	<b>Foreign Direct Investment</b>
29	FGN	Federal Government of Nigeria
30	FIIR	<b>Federal Institute of Industrial Research</b>
31	FMARD	Federal Ministry of Agriculture and Rural Development
32	GCFR	<b>Grand Commander of the Federal Republic</b>
33	GDP	Gross Domestic Product
34	GEMS	<b>Growth and Employment in States programme</b>
35	GES	Growth Enhancement Scheme
36	GES	<b>Growth Enhancement Support</b>
37	ICT	Information and Communication Technology
38	IFC	<b>International Finance Corporation</b>
39	IFDC	International Fertilizer Development Centre
40	ISA	<b>Investment &amp; Securities Act</b>
41	ISPs	Internet Service Providers
42	KfW	<b>Kreditanstalt für Wiederaufbau in Germany</b>
43	LCRI	Lake Chad Research Institute
44	LISSI	<b>Local Investment Success Stories Initiative</b>
45	MDAs	Ministries, Departments and Agencies
46	MoU	<b>Memorandum of Understanding</b>
47	MPR	Monetary Policy Rate
48	MT	<b>Metric Ton</b>
49	NACX	Nigeria Agricultural Commodity Exchange
50	NAIC	<b>Nigeria Agricultural Insurance Corporation</b>
51	NCX	Nigeria Commodity Exchange
52	NDCC	<b>Negotiable Duty Credit Certificates</b>
53	NES 19	The 19th Edition of the Nigerian Economic Summit
54	NESG	<b>The Nigerian Economic Summit Group</b>
55	NEXTT	USAID Nigeria Expanded Trade & Transport
56	NIMET	<b>Nigerian Meteorological Agency</b>
57	NIPC	Nigerian Investment Promotion Commission
58	NIPOST	<b>Nigeria Postal Service</b>
59	NIRSAL	<b>Nigeria Incentive-based Risk-Sharing System for Agricultural Lending</b>

Appendix H: List of Acronyms

S/N	ACRONYM	DEFINITION
60	NPC	National Planning Commission
61	NQI	National Quality Infrastructural & International Linkages
62	NYSC	National Youth Service Corps
63	OFSP	Orange Flesh Sweet Potato
64	OPV	Open Pollinated Variety
65	OREAP	Osun Rural Enterprise and Agricultural Programme
66	OSIC	One-Stop Investment Centre
67	PIA	Presidential Initiative on Afforestation
68	PIB	Petroleum Industry Bill
69	PPPs	Public Private Partnerships
70	Q1	1st Quarter ( of the year)
71	R&D	Research and Development
72	RFP	Request for Proposal
73	RUBI	Rural Broadband Initiative
74	SCPZ	Staple Crop Processing Zone
75	SEC	Securities and Exchange Commission
76	SMEs	Small and Medium Enterprises
77	SURE-P	Subsidy Reinvestment Programme
78	TICPC	NESG Trade, Investment and Competitiveness Policy Commission
79	UNIDO	United Nations International Development Organization
80	USAID	United States Agency for International Development
81	USD	United States Dollar
82	VAT	Value Added Tax
83	WEFC	World Economic Forum Competitiveness
84	West Africa DEG	German Investment and Development Company in West Africa
85	WTO	World Trade Organisation





## Nourishing and Building a Great Nation

For over 5 decades, Flour Mills of Nigeria and its iconic Golden Penny brand have been part of the lives of Nigerians at home and abroad with annual turnover in the region of N301bn in 2013 and a workforce of over 4900. The company's vision is to be a leading Food Group in Africa; providing an ever expanding portfolio of high quality and affordable products to consumers in the most convenient ways; delivered currently through a range of world class flour, semolina, pasta, noodles and rice products supported by the Golden Penny brand heritage and values.

Flour Mills is also increasing its focus on backward integration in the Agro allied sector with investments being made in five farms in Nigeria which will extend in order to support its sugar, rice and edible oil interests. These plans would be supported by fertilizer division which is the clear market leader in distribution of fertilizer within Nigeria.

FMN would continue to have significant presence in cement with increasing focus on local production. It also has a number of support businesses providing critically important packaging, transport and logistics service to the whole Group.



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