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YOUTH IN AGRICULTURE

An Untapped Opportunity for Youth Employment in Nigeria

VOLUME 18

AFRICAN YOUTH IN AGRICULTURE – AN UNTAPPED OPPORTUNITY



Africa prides herself as having one of the highest concentration of young people. By 2030, it is projected that the number of youth in Africa would have increased by 42%, up from 226 million youth aged 15-24 recorded in 2015. According to UN projections, Africa is expected to be home to more youth than any region of the world, surpassing Asia, by 2080.

If young people are a gift to both their communities and the world, as Wangari Maathai suggested when she received the Nobel peace prize, then Africa is a continent rich in gifts. Unfortunately, these gifts remain untapped.

3 in 5 of the total unemployed on the Continent are youth. Consequently, on average 72% of the youth population live on less than \$2 a day. To escape poverty, many young people look for better opportunities by migrating away from rural to urban areas. Obviously, this increased youth migration has a wide impact on the socio-economic status of the continent. Apart from the strain on public goods, the formal sectors where most graduates seek employment cannot absorb the large number of graduates, estimated to be between 10 to 12 million young people per year (AGRA 2015) in Nigeria alone.

Agriculture presents a unique opportunity for African youth, not only because it is the largest contributor to GDP in most African countries, but also because it continues to experience significant growth. However, youth remain uninterested in agriculture. This trend is further highlighted by the ageing farming population in Africa. Available data from Nigeria reveals that the current average age of a farmer is between 55 and 60 years.

The International Food Policy Research Institute (IFPRI) 2010 report identified some economic, social and environmental factors that influence the steady decline of youth involvement in agricultural production in Nigeria.

These factors are highlighted below:

- Economic factors including inadequate credit facilities, low farming profit margins, and lack of agricultural insurance, initial capital and production inputs.
- Social factors including public perception about farming and parental influence to move out of agriculture.
- Environmental issues including inadequate land, continuous poor harvests, and soil degradation.

Digging deeper into issues surrounding the rural-urban migration, IFPRI further reports that the causes of the steady decline of youth involvement in agriculture is a result of some of the push factors that drive the rural-urban migration which includes: poor physical infrastructure, lack of social amenities, education and skill acquisitions and general dislike for “village life”.

There has been limited investments in intermediate technology, ICT and innovations for agricultural practice in Nigeria. Archaic practices remain the primary methods for land preparation in most agricultural activities in Nigeria. Due to these factors, the Nigerian youth are discouraged from participating in agriculture as a source of employment because of the drudgery and perceived unattractiveness of this approach.

Clearly, the ability to transform the agricultural landscape and make it attractive to African youth will not only energize the sector with new skills and creative talent but will also directly address the high rates of youth unemployment on the Continent – ensuring that Africa can truly maximize one of its greatest gifts – the African youth!



To-date, approximately 56 federal and state universities in Nigeria have a faculty of agriculture. Three institutions are recognized as specialised universities - Michael Okpara University of Agriculture, Umudike, University of Agriculture, Makurdi and the Federal University of Agriculture, Abeokuta. Also, one out of five polytechnics/colleges is accredited primarily to specialize in agriculture. Curriculum, scope and structure of programmes offered in these institutions range from agricultural research to agricultural extension.

Despite the large number of institutions that purport to educate and train agricultural scientists, engineers, economists and extension officers, the dearth of human capacity to grow the sector remains a major challenge and a major deterrent to youth engagement in the Nigerian agribusiness landscape.

Students in these higher institutions often complain that their coursework is outdated and disconnected from the current trends and latest modern technological advances. They also explain that the courses do not offer engaging learning experiences and exciting professional prospects for youth. Consequently, agricultural education is generally unpopular among young Nigerians. In fact, most students who end up studying agriculture at tertiary institutions accept the course as their third or fourth choice options.

Sahel recently interviewed students who are studying agricultural economics and agronomy at two tertiary institutions in southern Nigeria. The interviews revealed that the current curriculum for agricultural education teaches students to be farmers and not agripreneurs. According to one of the interviewees, involving students in agricultural enterprise and the production, storage, processing, and marketing of agricultural produce would make agriculture

more attractive for prospective students. In addition to this, interviewees stated that students' perception of agriculture as a profession would improve if they were given more opportunities to partake in practicals, gain exposure from institutions such as The International Institute of Tropical Agriculture (IITA), and acquire business skills that will make them more employable.

To counter this problem and engage more Nigerian youth in the agricultural sector, organizations such as The Leventis Foundation offer one year long and short courses that have adopted an 80% practical based approach to agricultural training. The agricultural training combines courses such as Crop Production and Agroforestry, Animal Production, Rural Enterprise Development with agro enterprise development courses.

In addition to this, the Lagos Business School runs an agribusiness management program. The program which was established in 2016, integrates classroom and action learning by providing business skills required for the agricultural sector. The program is helping bridge the gap between the classroom and the real world by offering modules that blend theory with practice such as networking, entrepreneurship and agribusiness development. Participants who have gone through the program commend its success in equipping them with a deeper understanding of the various value chains in the country's agricultural sector.

Through the Sahel Scholars Program which was launched in 2017 at the University of Nigeria Nsukka, consisting of seminars and workshops, internships and scholarships, Sahel Consulting and Sahel Capital are also shaping the educational experiences of Nigerian youth, and bridging the gap between theory and practice.

This programme also engages professors and introduces them to new teaching methods. The Sahel Scholars Programme will be expanded to three additional universities in 2018.

Despite the laudable efforts of the Leventis Foundation, Sahel and LBS, it is apparent that the Nigerian Universities Commission (NUC) must undertake a robust review and

revision of the agriculture curriculum in our institutions of higher learning. Working with the private sector and civil society, NUC must ensure that this curriculum is relevant, practical, and engaging, and that it adequately prepares our youth for successful careers as entrepreneurs, policy makers and professionals in this critical sector of the economy.

STRATEGIES FOR ENGAGING YOUTH IN AGRICULTURE



There are some ongoing Initiatives in Nigeria to engage the youth in agriculture.

Public Sector Initiatives

1. **Youth and Women in Agribusiness Investment Programme:** The Youth and Gender Divisions of FMARD created the Youth and Women in Agribusiness Investment Programme (YWAIP) in 2013 to train 5,000 youth and 3,000 women in a pilot programme. YWAIP was implemented through 28 colleges of agriculture, research institutions, private skills acquisition organizations, non-governmental organizations (NGOs), and community-based organizations (CBOs) across the country to operate as skills acquisition centers. Participants, over a period of two to six weeks, received training on the requisite skills required for the agribusinesses chosen by the participants. Trainees are introduced to mentors during training and given a financial 'starter pack' incentive to launch or to be incorporated in their agribusiness. Since its launch, YWAIP has provided training to almost 2,500 men and over 3,000 women. Agricultural enterprises supported by the programme include sheep and goat production, welding and fabrication, poultry production, extension education, bull fattening, aquaculture, tomato processing and management, leather processing and footwear

manufacturing, bee keeping and honey production, rice production and processing, cassava production and processing, repair and maintenance, groundnut processing, and Fonio production.

2. Youth Employment in Agriculture Programme (YEAP):

The Youth Employment in Agriculture Programme (YEAP) was designed in collaboration with the technical arm of the Food and Agricultural Organization of the United Nations (FAO) and launched in December 2014. The goal of YEAP is to attain national food security, lay a solid foundation for a more competitive, commercialized, achieve efficient agriculture that will help Nigeria to rapidly diversify the economy and become a global powerhouse in food and agriculture; and, consequently, to actualize the Agricultural Transformation Agenda (ATA). The government hopes to provide up to 750,000 jobs for the youth through this initiative.

YEAP has three main components:

- Create an enabling environment for youth through policy dialogue among both national and international stakeholders, the development of knowledge, finance policy reforms, and rebranding of the agricultural sector.

3. The Enable Youth Empowerment Agribusiness Programme:

The Enable Youth Empowerment Agribusiness Programme was established by the Federal Government with support from the African Development Bank. The programme was launched in September 2016 with N59.7 billion and is managed by the International Institute of Tropical Agriculture (IITA). It aims to create employment in the agriculture sector by engaging youth in an 18-month programme that educates them on developing business plans. At the end of the programme, each participant is given loans of between \$25,000 to \$300,000 to start a business. It is geared towards reaching no less than 1000 youth per state.

In addition to Federal government's efforts, some state governments are doing significant work to engage the youth in agriculture. For example: The Ogun State Ministry of Agriculture has made provision for 1,000 youths to be absorbed into the State's Special Rice Intervention project, with support from FADAMA-III and IFAD-VCDP. Under the Ogun State Agricultural

Development Programme (OGADEP), the state houses the Federal Government of Nigeria's N-Power programme, a job creation and youth initiative aimed at 18 to 35-year old Nigerians. It is designed to help young Nigerians acquire and developed life-long skills to become solution providers in their communities and become players in the domestic and global markets.

Private Sector Initiative:

Dangote Rice Limited: The company launched a multi-million-naira initiative to meet the country's demand for rice and provide employment for the nation's youth. "The Dangote Youth Rice Farm" project is an out-grower scheme where youth embark on rice cultivation on over 100 hectares of land. Under the scheme, the Dangote Rice Company provides the seedling, anti-pest-chemicals, and fertilizers. The farming project is preceded by a special training for youth farmers on the dynamics of rice farming and cultivating rice paddy; which will be bought over by the company for processing.

YOUNG AGRIPRENEURS



A Conversation with a Young Innovator in the Agriculture Landscape.



Mr. Van Jones Co-founder – Hello Tractor - www.hellotractor.com



Hello Tractor, is a technology company that promotes tractor co-sharing throughout African agricultural communities. It aspires to be the leading agricultural inputs provider in Sub - Saharan Africa, promoting inclusive economic growth and regional food security. The organization has developed low-cost smart tractors that smallholder farmers can either buy or rent along with a driver.

Since launching in 2014, over 1,000 tractors have been deployed in Nigeria, increasing productivity and farmers yields by 200%.

1. What do you think are the major challenges that youth like yourself experience with agricultural start-ups?

"All start-ups have challenges with financing, changing strategies, pivoting, customer development etc but I think one of the most unique aspects of working in the agricultural start-up area is balancing the need for change with an industry where change proves to be very risky for multiple parties. In Nigeria, there's a high activity wet season and a relatively lower activity dry season, agribusinesses and the farmers that we serve all have to deal with an environment where there is frankly less feeling of control than in other industries. As a result of this and due to the fact that a large portion of the farmers are older means there is relative to other spaces, lower willingness to adopt radical change. Agriculture is all about "test and see" and that period can last an entire season, but the good thing is that once the results are there, the trust factor is strong, and word of mouth is too, so good news can spread like wildfire. There are also challenges with early stage funding sources because there is not as much money chasing agricultural technology as some other industries"

2. How do you think these challenges can be addressed?

"Working together with more established players and taking a coordinated multi-party private sector approach is helpful. Having multiple parties at the table de-risks the ecosystem and makes whatever strategies that are deployed smarter and ultimately better for the farmer. Having a package of solutions is critical when building a business in this space. Additionally, by taking this approach efforts like youth outreach become even easier. One of the major pushes that our company has is in creating job opportunities for youth by building up the local agent networks. These agents are youth who are in the villages who can schedule tractor services for farmers, aggregate those farmers together, inspect their land, and get paid a commission for bringing these solutions to many farmers that may have never experienced mechanization. However, to do this most effectively it's better when we're well coordinated with seed companies, fertilizer companies, chemical companies, and off takers. By taking a multi-faceted approach we make the market work a lot more effectively and can provide even stronger business opportunities for youth. And by bringing together a package of solutions the overall risk at the farmer level is lessened"

3. Agriculture, for a while seemed like a neglected sector by the government, have government policies on start-ups and private sector change this perspective for the youth?

"Definitely, a large part of the reason why Hello Tractor decided to launch in Nigeria was because we believed and continue to believe in the long march towards

progress that the government has put forward. Taking bold action by establishing schemes like the Nigeria Incentive-Based Risk Sharing System for Agricultural Lending (NIRSAL), Agricultural Equipment Hiring Enterprises (AEHE), Anchor's Borrower's Programme (ABP), and other initiatives is the right course. However, there is still a long way to go and a long view must be taken. We need to measure progress in 5-year chunks that have steady metrics and goals on a year by year basis to really see progress."

4. Are there any specific policies of Government that you believe Youth in Agriculture can take advantage of, to alleviate the challenges of growing Start-ups in Nigeria?

"Policies like the Anchor Borrower's Programme (ABP) are smart and a good approach would be to follow closely the actions of the minor and major companies that are part of the program to see if there's a good fit for your business. For example, contracting out your time to help support farmer aggregation, data collection, or logistics support can be a great way to get your foot in the door with some of the companies operating in the scheme"

5. What structural changes would you suggest to current agricultural practices to make agriculture more dynamic?

"If you look globally at agriculture and food systems, technology and science are rapidly changing the entire landscape. Precision farming and hybridization over the past decade have positively impacted yields and created much greater predictability than before. The usage of drones and sensors are further changing the landscape of what's possible. Be a student, look at global best practices and think through local market constraints and imagine what if - by doing this you can create exciting and profitable niches"

6. What are the key success factors for running an agricultural start-up?

"A go at it alone mentality is business suicide in this market. Any agricultural start-up in Nigeria should be well aware of that from Day 1. Forging smart partnerships that balance social impact with good, sound business is key. A consistent forward-looking agenda that thinks through business development for the next 2 wet seasons is key while thinking through very carefully the challenges present in the now. Hiring great people with the right attitudes, high levels of curiosity, a willingness to push themselves and others is also key. Anyone happy with the status quo should not be part of your company"



Organization: FarmCrowdy

Country: Nigeria

Name of Founders: Onyeka Akumah
(33 years)

Background of Organization: Founded in 2016, Farm Crowdy is Nigeria's 1st Digital Agriculture Platform focused on connecting farm sponsors with real farmers in order to increase food production while promoting youth participation in Agriculture. The mandate of the organization is to empower rural farmers, contribute to food security in Nigeria and provide a healthy means of engaging people with Agriculture from a profit driven perspective.

The organization focuses on four areas including:

- **Returns after Harvest:** Farm sponsors can get between 6–25% returns on original sponsorship made on farms & farmers.
- **Empowering Farmers:** Over 1,500 of participating farmers are able to keep a job, expand their farm operations and increase their revenue.
- **Strengthening our Food Security:** Farm sponsors' participation in agriculture contributes to domestic food production and thus protects food security in this region.
- **Utilizing Arable Farmland:** The company focuses on taking advantage of under-utilized arable land in rural communities to grow food.



Organization: Agrocenta

Country: Ghana

Name of Founders: Francis Obirikorang
& Michael Ocansey (32 years)

Background of organization: Founded in 2015 to improve the agricultural value chain in Ghana. They identified two critical issues within the value chain including the lack of access to markets for smallholder farmers in rural areas and the lack of a coordinated truck delivery system to cart their commodities from farms to markets.

To curb these issues, AgroCenta introduced an online sales platform that connects smallholder farmers directly to an online market. This has reduced exploitative buying to the barest minimum as farmers control the sale of their commodities at favorable prices. Furthermore, once a farmer gets offers from interested buyers, the problem of logistics and transportation are addressed using

AgroCenta's patent Truck solution, dubbed the "Uber" of trucks, enabling the smallholder farmer in any remote village in Ghana gain access to trucks.



Organization: Ujuzikilimo Solutions

Country: Kenya

Name of Founders: Brian Bosire
& Evans Wadongo (32 years)

Background of organization: Founded in 2015, the organization seeks to take the lead in transforming the smallholder farmers into a knowledge-based community connected and powered by precise information from their technologies. The organization strives to make data actionable and useable for small holder farmers.

The services of the organization are four-fold including:

- **Precision Farming:** The organization uses sensors to precisely capture soil and farm data from which farmers get real time actionable and easy to understand advice on fertilizers, seeds, weather and best practices to ensure they practice productive and sustainable agriculture.
- **Data Analytics:** Use comprehensive agricultural databases and precise farm data to generate insights using machine learning and data analytics to ensure that farmers get timely information and service providers access accurate data to deliver targeted services through their platform.
- **Interactive SMS:** For continuous agronomic support to farmers, farmers receive farm specific advice over the crop cycle. The company provides insights and allows farmers to share knowledge amongst themselves anytime, anywhere using mobile technology.
- **Climate Smart Farming:** Make farmers more resilient through timely weather updates, and predictive insights on the weather expectations. This helps farmers plan well for their season and reduce risks from bad weather.

SAHEL CONSULTING EVENTS



Sahel Consulting and SUN Business Network Event:

On January 29, 2018, GAIN's ScalingUp Business Network (SBN) held its first Investment Readiness Masterclass in partnership with Sahel Consulting. The Sahel team developed the agenda for the meeting and invited dynamic speakers from varying investment organizations, social enterprises, and agro-processing companies like the Lagos State Employment Trust Fund, Ashoka Africa, CardinalStone Capital Advisers, Bank of Industry, Catholic Relief Services, AACE Foods, and Sahel Consulting's sister company, Sahel Capital Agribusiness Managers. The speakers shared insights on the different types of capital available to SMEs, steps to investment readiness, and key principles for receiving and managing investments.



NDDP Gender & Nutrition Stakeholders Meeting in Abuja

On Tuesday March 6th, 2018, Sahel Consulting convened a stakeholder meeting in Abuja to present findings and recommendations from the gender and nutrition studies it commissioned on smallholder dairy households in Oyo and Kano states as part of the Nigerian Dairy Development Programme.

The Study findings reinforced the need to improve women's decision-making skills by promoting their direct engagement with processors and involvement in cooperatives, enhance women and men's financial literacy and nutrition education, and provide support for food production, including biofortified crops to ensure dietary diversity for the household throughout the year.

SAHEL CAPITAL ANNOUNCES INVESTMENT IN COSCHARIS FARMS



On March 23rd, 2018, Sahel Capital Agribusiness Managers, which oversees the Fund for Agricultural Finance in Nigeria ("FAFIN"), and Coscharis Group, a Nigerian Conglomerate with interests across several sectors of the Nigerian economy, announced that definitive agreements have been executed for an investment in Coscharis Farms Limited. Coscharis Farms is an integrated rice processor that started operations in 2014 to meet part of the estimated 5.9 million MT annual rice demand in Nigeria. Coscharis Farms currently has 2,500ha of land for rice cultivation and is in the process of installing a 40,000 MT per year rice mill and an irrigation system on its farm to enable multi-cycle rice cultivation.

Coscharis Farms also plans to incorporate a robust farmer out-grower development programme within Ayamelum, Anambra State, and neighbouring communities to reach 2,000 farmers that could provide rice paddy to its mill when completed.

Coscharis Farms has benefitted from Anambra State's drive to emerge as a leading hub for agribusiness in Nigeria, and in particular the state's focus on critical road infrastructure and the creation of an enabling environment for businesses to function. The Company plans to continue to take advantage of the various initiatives offered by the state while implementing its expansion plans.

Dr. Cosmas Maduka, President/CEO of Coscharis Group and Chairman of Coscharis Farms said, "we are excited to welcome Sahel Capital and FAFIN into our fold. We have set out to build a company that is not only an industry leader, but one that will also provide economic opportunities for smallholder farmers and young people in Anambra State. The Sahel Capital team have already demonstrated their ability to add value to our operations over the past 12 months, and we look forward to their support as we continue to expand our operations."

Also commenting on the investment, Mr. Mezuo Nwuneli, Managing Partner at Sahel Capital, said, "The investment in Coscharis Farms allows us to invest in an integrated rice platform which can be scaled up to meet the staple food requirements of Nigerians. FAFIN's investment will provide the Company with the resources it needs to invest in critical infrastructure for both its farming and milling operations as it further expands over the next two years.

"FAFIN's investment has come at a time when we are ready to scale up our operations quite significantly," said Mr. Godwin Umeaka, Managing Director for Coscharis Farms. "We look forward to the strategic and operational support that they will provide to the management team as we work to execute on our business plan for Coscharis Farms."

With the investment in Coscharis Farms, the Board of Directors is being reconstituted to include two independent directors: HRM Igwe Nnaemeka Alfred Achebe, the Obi of Onitsha, and Dr. Kanayo Nwanze, the immediate former President of the International Fund for Agricultural Development (IFAD). As independent directors they will provide leadership and board-level oversight to steer the Company towards achieving its vision and objectives. Mr. Mezuo Nwuneli will also join the Board, along with a second Sahel Capital representative; and Dr. Cosmas Maduka (Chairman of the Board), Mrs. Charity Maduka, and Dr. Okey Nwuke would represent Coscharis Group on the board. Mr. Godwin Umeaka, the Managing Director, and Mr. Rotimi Alashe who recently joined the company as Chief Financial Officer will also be Executive Directors on the Board.

About Sahel Capital Agribusiness Managers Limited

Sahel Capital is a food and agribusiness-focused private equity firm that aims to transform the agriculture sector in Nigeria. Sahel Capital is the fund manager of FAFIN, which has U\$66 million in investable capital. FAFIN's investors include the African Development Bank, CDC Group, Dutch Good Growth Fund, KFW Development Bank, Nigerian Sovereign Investment Authority, and Nigerian government via the Federal Ministry of Agriculture and Rural Development ("FMARD") and the Federal Ministry of Finance.

SAHEL CONSULTING SPEAKS

Food Fortification Validation Workshop

Falaq Tidjani and Adaugo Onyebuchi of Sahel Consulting Agriculture and Nutrition presented the findings from the Strengthening Enabling Environment for Food Fortification in Nigeria Project at the Costing Analysis and Business Case for Food Fortification Validation Workshop organized by GAIN on Thursday, 8th February, 2018. The workshop convened stakeholders from the food manufacturing industries, developmental organizations, and governmental regulatory bodies.

Lagos Business School

Managing Partner, Mrs. Ndidi Nwuneli facilitated two courses on the Entrepreneurial Opportunities in Agri-Food and Agribusiness and Operating as an Entrepreneur in the Agribusiness Food Process Sales & Marketing as part of the Lagos Business School's Agribusiness Management Programme on January 22nd in Abuja.

Special Visitors Programme - Australia

Mrs. Ndidi Nwuneli visited Australia for a one-week learning and speaking visit organized by the Australian Government's Department of Foreign Affairs and Trade in March. She visited the cities of Perth, Melbourne, Canberra, and Sydney, learning from the operations of various dairy, agribusiness and agro-processing institutions, innovative research hubs and government institutions. She also gave formal presentations to students, and faculty at Curtin University and Deakin University, and held meetings on cross-border investment opportunities with representatives of the African Diaspora.

Industrial Cassava Stakeholders' Association of Nigeria

Manager, Mr. Temi Adegoroye presented on the cassava seed system in Nigeria on March 23, 2018 focusing on the Processor-Led Model (PLM) of the BASICS project. The PLM demonstrates a need for cassava processors in Nigeria to establish in-house seed units using SAH labs to provide quality planting materials for their nucleus farms and out growers.

Global Dairy Conference - Kenya

Associate Partner, Ms. Nathalie Ebo presented on the Nigerian Dairy Development Programme at the 3rd Global Dairy Congress Africa on March 27, 2018. The forum aims to be the most influential dairy event in Africa to help accelerate African dairy value chain development, by gathering 350+ regional and global dairy communities to figure out solutions for key issues like development policy, infrastructure support, milk quality, dairy farming technology & services, processing technologies, dairy innovation trends, trade and marketing trends together with sustainable development strategies.

SAHEL CAPITAL SPEAKS

Udo Udoma & Belo-Osagie Private Equity Summit, Lagos

Partner, Olumide Lawson, made a presentation during the "Transactor Snapchat: Deal Stories" session Conference on Thursday, January 18th, 2018. Managing Partner, Mezuo Nwuneli, spoke on the "Catalysing the path to scale: Diversification, Innovation and Disruption" panel on Friday January 29th, 2018.

Kogi State Economic and Investment Summit

Operating Partner, Olaniyi Oladejo spoke on "Plugging the Gaps in Agriculture Investment in Kogi State" at the Kogi State Economic and Investment Summit on February 14th, 2018.

Burkina Faso Conference

Ms. Uzoma Ikechukwu presented at a two-day workshop titled the "West African Women in Agribusiness Forum" held in Burkina Faso on March 7-8th. The forum convened up to 60 diverse delegates from across the private sector, financial institutions and public sector, development partners and enterprising women in West Africa.

Anambra Business Roundtable

Managing Partner, Mezuo Nwuneli, presented on "Current Economic Pillars" focused on agriculture in Awka, Anambra State, on March 16th, 2018.

Nation Building Workshop, Lagos

Managing Partner, Mezuo Nwuneli moderated and presented on the "Agriculture: Potential vs. Reality" panel at Nation Building Workshop – the Pathway to an Industrialized Nigeria - in Lagos on March 23rd, 2018. The panel engaged in a discussion on opportunities for investments in the agriculture sector and the important roles of different stakeholders along the value chain system including the government, private companies, and young entrepreneurs.

NAME CHANGE ANNOUNCEMENT



Thank you for your wonderful support over the past eight years, as we have provided strategy, policy, research and implementation support to clients across West Africa.

Given the need to fully embrace our mandate as a consulting company, and our focus on the agriculture and nutrition landscapes, our Board has formally approved our name change to Sahel Consulting Agriculture & Nutrition Limited. This name change will also correct the perception that we focus on agriculture financing and private equity, which is the full remit of our sister company – Sahel Capital Agribusiness Managers Limited, which oversees an agribusiness focused private equity fund – the Fund for Agriculture Financing in Nigeria (FAFIN).

It is important to note that this name change does not negate or alter any existing contracts or relationships established with Sahel Capital Partners & Advisory Ltd. However, future contracts and MOUs will utilize our new name.

By virtue of our growth over the years, we are also moving to our new offices located at Plot 34a, Fola Osibo road, Lekki Phase 1, Lagos, Nigeria starting 1st April 2018.

We are excited about these new and positive changes as they reinforce the trust and goodwill that we have been able to establish in the African consulting landscape.

We look forward to strengthening our partnership with you, as we collaborate to unlock the nutrition and agriculture potential in Africa

Best wishes,

Ndidi Okonkwo Nwuneli, MFR

Managing Partner

Sahel Consulting

SAHEL RETREAT



The Sahel Consulting team at the company's annual retreat during a visit to Olumo Rock



The Sahel Capital team at the company's annual retreat at Inagbe Resorts

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