



NIGERIA

ONGOING PROGRAMMES

Fit For Market (FFM, FFM SPS, FFM+)



Women Entrepreneurship for Africa



ACP Business-friendly



ICR Facility



AgriFI



ACP Quality Infrastructure



EURIZ



Boost Africa



FO4ACP



Business ACP



DESCRIPTION OF INTERVENTIONS

Fit For Market (FFM) programmes support companies in the horticultural sector and their environment to ensure their international access to horticultural and national markets while complying with sanitary and phytosanitary regulations and market requirements, individually or collectively. Support includes food safety, environmental management, social compliance and business management. The main types of support are related to the implementation of a management system (on social themes, environment, quality) meeting the requirements of international certification standards required by customers (GLOBALG.A.P., HACCP, Rainforest Alliance, SMETA, etc.). Set up in the continuity of FFM past programmes, the new FFM Plus (FFM+) programme support is tailored to facilitate the transition of ACP horticulture towards more sustainable food systems, addressing the priority areas identified in the Farm to Fork strategy of the European Green Deal.

By assisting adherence to SPS measures, the **FFM SPS** programme has supported the export activities of the mango, pepper, eggplant, and curry leaves sectors of the Nigeria to the EU. In 2021, **FFM** also facilitated training on crop protection, safe use of pesticides and the Field Training Workshop method for **Dangote Farms Limited** in Nigeria.



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The company grows tomatoes with over 5,000 smallholders in the area around Kano, processing the crop into tomato paste for the domestic market. The extension staff who took part in the training are planning to make use of the skills they acquired to impact both junior staff during in-company training, and Dangote Farms' 5000+ smallholder outgrowers.

In 2022, **FFM SPS** organised training in Ibadan, on "Crop Protection Strategy" for technical managers, extension staff, agronomists, production managers and staff involved in making crop protection decisions at primary production level. The training combined theory with practice and gathered together 20 participants from 14 Nigerian companies. This training was completed in 2023 by a new training undertaken under **Fit For Market Plus (FFM+)** programme to reinforce previous lessons, share best practices, and teach effective messaging on safe pesticide use and crop protection to colleagues and members. **Nature's Bounty Health Products Ltd**, trading as **Reelfruit**, is a Nigerian company led by women that specializes in the processing, marketing, and distribution of dried fruits. Their product range includes dried mango, dried pineapple, fruit and nut mix, cashews, mango rolls, coconut flakes, and coconut chips. COLEAD supported **Reelfruit** throughout 2022 to review the packhouse layout in preparation for the final commissioning of their new building. This support was crucial in ensuring that the investments made in the new facility align with international food safety standards and optimize the flow of goods and personnel. COLEAD's expertise assessed the facility's capacity to handle current volumes and its flexibility to accommodate future volume increases. Additionally, the factory process flow was reviewed based on HACCP principles, with a focus on optimizing space, product flow, and ensuring food safety and hygiene compliance. Based on the assessment, several infrastructural changes were suggested, which are expected to result in significant cost savings for the company due to the anticipated efficiencies incorporated into the factory's design. **Reelfruit's** technical team and management received valuable insights and practical recommendations for implementing best practices, enabling them to achieve their objectives and meet the highest standards in their operations.

WE4A aims to improve the business capacity of women-led enterprises to increase their chances of raising follow-on funding from private sector investors. Both the Initial acceleration and follow-on growth programmes aim to assist women entrepreneurs in Sub-Saharan Africa to flourish and contribute to employment creation in their communities through enhanced business capacities, access to formal financial services, and integration into local/regional value chains.

Component 1 of the programme provided gender sensitive entrepreneurship training and seed capital through the the Tony Elumelu Foundation; component 2, implemented by GIZ through the "Employment and Skills for development in Africa" (E4D) project, links African women entrepreneurs (TEF alumni) to private sector initiatives and provide technical assistance to build



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commercial bridges with larger lead businesses and integrating their supply chains; and component 3, led by the Swiss Association for Entrepreneurship in Emerging markets (SAFEEM), supports African women entrepreneurs to secure second stage financing as a major stepping-stone to be becoming fully bankable and capitalizing on the employment potential of their businesses. In Nigeria, WE4A supports around 43 women-led companies in various sectors such as agriculture value chain, consumer products, eco-friendly, education and training and health.

The **ICR Facility** focuses on supporting private and public stakeholders and regional institutions, to improve their investment climate and business environment by facilitating public-private dialogue, among other actions. ICR has provided technical assistance to support the coordination of the implementation of the National Policy on micro, small and medium sized enterprises (MSMEs) for Nigeria. Specifically, the collaboration with **Small and Medium Enterprises Development Agency of Nigeria (SMEDAN)** and **Abuja Chamber of Commerce and Industry (ACCI)** aims at:

- Developing a long-term coordination mechanism for the implementation of the National MSME Policy in Nigeria based on the Policy Implementation Matrix.
- Setting up an enhanced Monitoring and Evaluation (M&E) system for the implementation of the National MSME Policy.
- Facilitating Public Private Dialogue (PPD) sessions on the national level of the long-term coordination mechanism and organising PPD sessions on the state level. The coordination mechanism and the enhanced M&E system will ensure a proper and sustainable coordination of the implementation of the MSME policy in Nigeria until 2025.

At regional level, the **ICR Facility** supported the private sector section of the **Commission of the West African Economic and Monetary Union (UEMOA)** to develop a partnership and dialogue between the public and the private sector in the Sahel region and to thus improve the business and investment climate.

The Facility also supported **FEWACCI (Federation of West African Chambers of Commerce and Industry)** on the promotion of business law harmonisation in ECOWAS Member States.

The technical assistance provided to **ECOWAS Bank for Investment and Development (EBID)** was aimed at creating a tailor-made capacity building programme for its staff and management. A tailored workplan has been developed and includes works on a learning management system and specialized training. It also provided 2 technical assistance to **FEWACCI (Federation of West African Chambers of Commerce and Industry)**: one focused on promoting the harmonization of business law in ECOWAS Member States; the other was an assessment of the main factors influencing the business environment for women-led enterprises in agribusiness value chains in



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the ECOWAS region. Additionally, the program supported the **Regional Capacity Building Office of the World Customs Organization** in the organization of a series of online workshops on topics related to the effects of the COVID-19 crisis on organizations customs.

Another recent intervention was the development of a policy brief with the aim of positively influence the design of the AfCFTA Digital Trade protocol. The intention being that the protocol addresses issues and challenges for the African innovation and entrepreneurship ecosystem and contributes to creating an enabling environment for African entrepreneurs and innovators.

The **ACP Business-friendly** programme is designed to achieve two key outcomes of:

- Adopting and implementing business-friendly, inclusive and responsible national policies and legal frameworks.
- Strengthening productive, processing, promoting and marketing capabilities and value chains

The Regional Engagement Window aims at fostering inter- and intra-regional knowledge exchange around Investment Climate reforms and policy outcomes within the ACP countries.

It represents a channel to promote learning opportunities and disseminate knowledge and experiences acquired through the Country Engagement and Rapid Response Windows to the broader group of ACP countries. In December 2022, an **ACP BF Peer-to-peer learning event** took place in Luanda, on the margins of the OACPS Heads of State Summit. The event brought together more than 130 participants (in-person and virtually) and focused on two areas: **i)** Facilitating improvements in the policy, regulatory, and administrative environments for investment; **ii)** Enhancing the policy regimes for FDI linkages and for addressing key market failures to private sector-led growth and job creation.

The **Global Corporate Tax Incentives (CIT) Database** aims to systematically report on the availability of corporate tax incentives, tax parameters, conditions (including sectoral classification) and generosity of each of the incentives for countries over time (2009-2020). The current database only covers 40 countries. The WB will be working throughout 2023 on additional coverage in order to inform counterpart operations and research efforts, particularly in Sub-Saharan Africa.

Support to implementation of AfCFTA: ACP Business-friendly working with a few select AfCFTA Member States and the AfCFTA Secretariat to support the process of AfCFTA implementation with a focus on investment.



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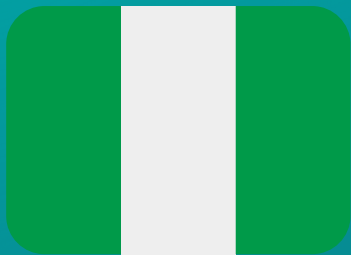
The **ACP Quality Infrastructure (QI)** programme supports ACP policy makers, institutions and private sector actors to **(i)** enhance the regional Quality and Regulatory infrastructure governance; **(ii)** strengthen the availability of the value chain-specific QI services; **(iii)** promote quality culture and practices. The programme complements and builds on the ongoing achievements of the ACP Business-Friendly programme reinforcing the UNIDO's programme action. **ACP QI** for the African region was officially launched in Luanda in December 2022, during the OACPS Business Days held on the margins of the OACPS Heads of State Summit.

FO4ACP aims to increase the incomes and improve the livelihoods, food and nutrition security, and safety of organized smallholders and family farmers in African, Caribbean and Pacific countries by strengthening regional, national and local farmers' organizations. The programme supported the **Network of Farmers' and Producers' Organizations of West Africa (ROPPA)** and their technical support staff called **CNIEP** (Conseiller national aux initiatives économiques des OP) in consolidating three priority value chains (potato, sweet potato, poultry).

Moreover, nineteen women and youth cooperatives were selected and benefited from capacity building support by the CNIEP. Three farmers' organisations networks (**APESS, RBM, ROPPA**) have set up a Surveillance and Action Committee which is intended to be a space for encouraging and structuring cooperation between all the networks of farmers' organisations and CSOs in the face of COVID-19 crises. **The Women and Youth platform of ROPPA** also organised consultations among its members.

AgriFI is an impact investment facility with a mandate to unlock, accelerate and leverage investments with a value chain approach in developing countries, focusing on smallholder's inclusiveness and/or agri-business medium, small and micro enterprises (MSME). AgriFI invested EUR 5m to help the **Babban Gona** franchise attract senior debt and reach its ambition of supporting 1 million smallholder farmers in Nigeria. **Babban Gona** is an agricultural enterprise co-owned by the smallholder farmers it supports, with a holistic range of services on credit. Services include education and training in sustainable farming practices, providing high-quality, affordable, agricultural inputs and storage facilities as well as marketing and distribution support.

EURIZ guarantee helps to increase credit accessibility for MSMEs, by engaging in cooperation initiatives with a wide variety of financial institutions. Implemented by PROPARCO (AFD Group), EURIZ covers agricultural and agri-business, health, education, digital, and microfinancing companies owned by women or young people, who are facing increased difficulties in accessing finance.



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PROPARCO and **First City Monument Bank (FCMB)** signed a EURIZ portfolio guarantee agreement of EUR 10M. A complete package was offered to FCMB with a combination of a EUR 50M credit line, a EURIZ guarantee on -high developmental impact MSMEs and a TA project currently in appraisal stage, targeting MSME training and mentorship (with a focus on women-owned MSMEs).

Boost Africa is implemented by the African Development Bank (AfDB) and the European Investment Bank (EIB). It offers blended finance and focuses on supporting entrepreneurially-driven, early stage, and start-up SMEs on the African continent. Boost Africa targets innovative investments in any sector, with special focus on those that have a high potential for economic impact. **The JANNGO VC Fund** mainly focuses on Francophone Western African countries. However, the fund also have a limited focus on a country such as Nigeria. Training through AfDB's "ELAB" are available for new entrepreneurs in Nigeria.

MORE INFORMATION

- **Read the Monitoring Report 2021:**
<https://businessacp.com/wp-content/uploads/2019/12/Annual-Report-online-version.pdf>
- **Visit the "Programmes' Highlights" page on the Business ACP website:**
<https://businessacp.com/en/94071-2/>