



COMMODITIES DEVELOPMENT INITIATIVE

PEOPLE • ENTERPRISE • MARKETS

PROFILE | November, 2022

We are connecting Nigeria & West Africa
to global value chains!

Our motto: *Not for self, but for all*

www.cdi.org.ng



ABOUT CDI

Commodities Development Initiative (CDI), is a service provider and project management, social enterprise, working in partnership with Government Ministries, Departments and Agencies (MDAs); and donors, to achieve local economic development through four (4) business development service streams, namely investment facilitation, supply chain development & extension service delivery, market development and private sector development.

CDI is registered in Nigeria with No CAC/IT/NO 42257. CDI serves four types of clients:

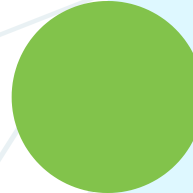
a. Donor funded projects

b. Government agencies


c. Private investors & manufacturers

d. Farmer groups and associations

CDI's BUSINESS MODEL



Using a pay for performance approach, CDI will use own funds (and sometimes borrowed funds), and in many cases, use grants, to design a project (e.g. value chain improvement and aggregation project or an investment facilitation project), attract participants to the project, structure the project, solicit investments and contributions and delivers on the goals of the project.



Generates its revenues by charging between 10-20% mark-up on the value of the project for project management services, which includes designing, structuring, staffing, implementing, coordinating and delivering on the goals of a project.

SERVICE STREAMS

1. Investment Facilitation & Fund Management Services

Nigeria is underperforming in foreign direct investment (FDI) and direct domestic investment (DDI) attraction when compared with other countries of similar size. Equally important is the vast potential of her untapped diaspora capital. With Nigeria's population projected to reach 410 million by 2050, and 750 million by 2100 (majority would be youth), it is imperative to raise investment levels to finance infrastructure, agriculture and manufacturing to boost growth and create opportunities for realizing Nigeria's economic potential as Africa's and West Africa's economic power house.

CDI has developed and operates several investment tools and platforms to facilitate investment into the agriculture and manufacturing sectors.

CDI's Investment facilitation target by 2030 is US\$2 Billion. To be facilitated into projects, companies & communities. This will be achieved partly through a Blended Finance Facility to be launched soon by CDI and partners. More details coming!

CDI INVESTMENT FACILITATION TOOLS & PLATFORMS



Platform to promote Nigeria to investment audiences as an investment destination



AgNet brings Agri value chain operators together to network with capital providers for deal generation.



Platform to promote West Africa to investment audiences as an investment destination.



This is the agribusiness investment facilitation arm of CDI. It is an ecosystem, Ag value chain facilitation, enabler project supporting food and agribusiness investments in Nigeria and West Africa to scale. Tracks 15 Ag value chains

CDI's Government Partners for FDI Attraction:



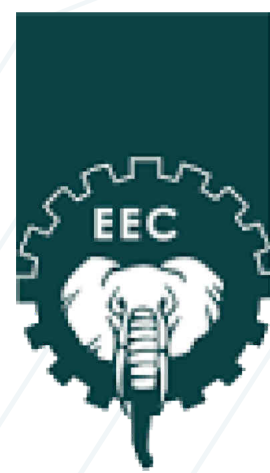
NIGERIAN INVESTMENT PROMOTION COMMISSION



INVESTMENT FACILITATION- SPECIAL ECONOMIC ZONES MARKETING

Marketing Services for Agro-Industrial Parks, Special Economic Zones & Economic Cities

As part of our investment facilitation services, CDI provides local and offshore marketing services for economic cities, industrial parks and free trade zone projects to attract tenants and developers into these projects to form industry clusters. An example is the Enyimba Economic City Development project in South East Nigeria.



Enyimba Economic City
The Global Business Hub in Nigeria



Why Enyimba Economic City?

For enquiries on locating within the Enyimba Economic City, please contact:
roland@cdi.org.ng

CDI is a proud member of the World Free Zones Organization.



Invest-in-Nigeria Roundtable, **Dubai 2022**

2. Supply Chain Development & Aggregation Services

The main goal of the Service is to:

Extend Good Agriculture & Manufacture Practices (GAP/GMP) to farmers & SMEs to increase Yield, Quantity and Quality in line with global market requirements; and provide raw material supply solutions to CDI's clients (i.e. Processors, Manufacturers, Traders, Governments & NGOs).

Rice, soyabeans, Rhodes grass, cashew, shea nuts, groundnut, cotton, sesame, cocoa, apparel, etc.



SERVICE STREAMS

Our Approach To Achieve Supply Chain Development Goal

Blocking Farming Model

The block farm (as promoted by IDH in Nigeria) is a dedicated land under the control of CDI. The land may be contributed by the Govt., the community or leased by CDI.

Each smallholder is allocated appropriate land area (2-5 ha) for cultivation and provided with a range of technical services including credit, training, inputs and extension services.

This model addresses side selling and helps to optimise production and productivity of the farmer. The range of services are a bouquet provided through a service delivery model.

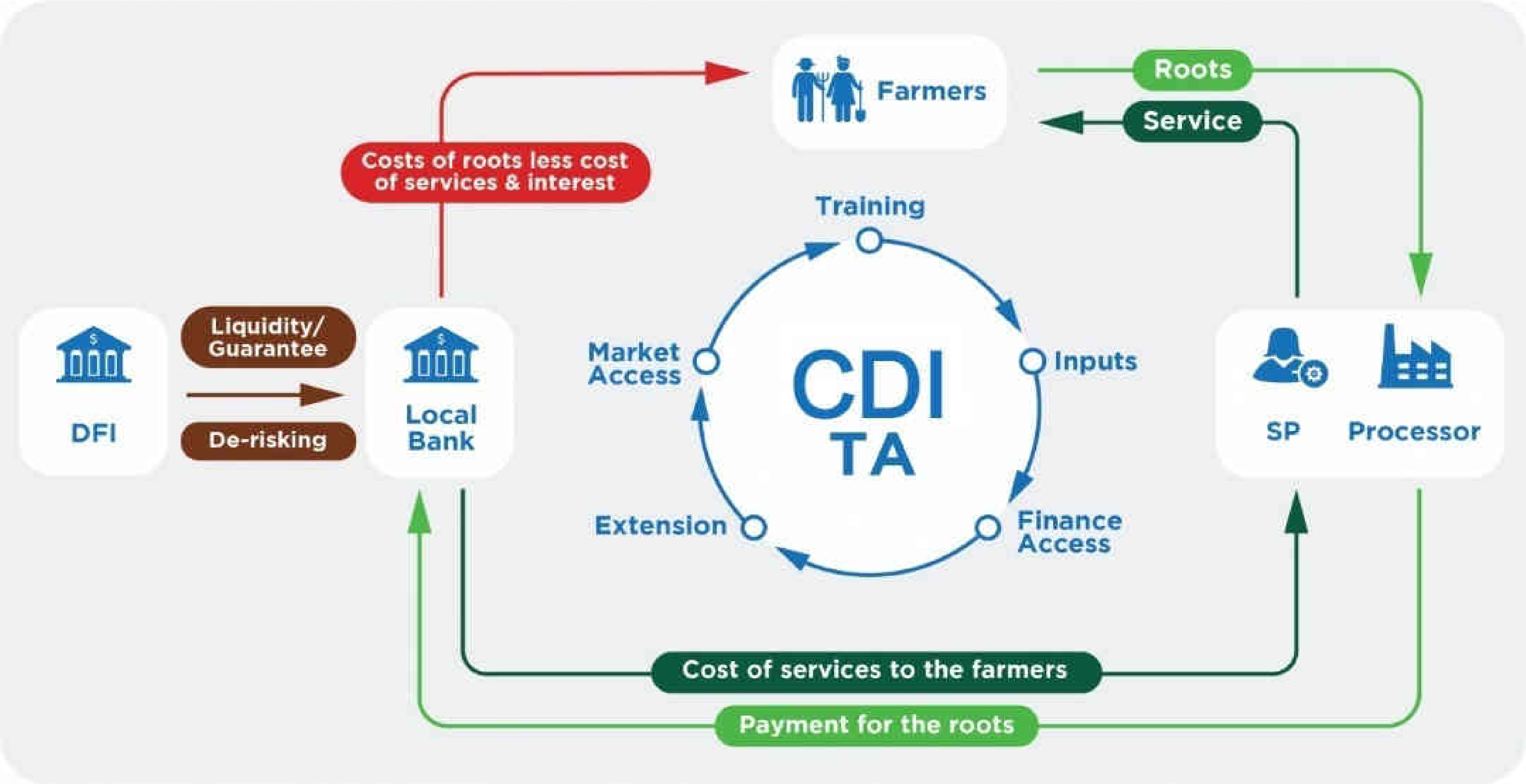
Service Delivery Model (SDM)

The service delivery model (SDM) is a supply chain structure within the block farming model that provides various technical services including training and agricultural inputs. Its role is to improve farmers' capacity, and therefore the effective growing and harvesting of sufficient crops to meet processors' needs. The

key actors in the SDM are the processors (off-taker), the service provider (CDI), and the development finance provider. See relationship map in a typical SDM model for cassava, which can be applied to most crops.

We are also implementing the Public-Private-Producer Partnership (4Ps) Model
Which allows the producer groups to have a stake in the operations

The SDM Model & Relationships



Our Approach To Achieve Supply Chain Development Goal

1. Land use planning, farm plans, introduction of farm improvement systems
2. Land preparation
3. Access to quality Inputs
4. Training
5. Farm trials & demonstrations
6. Crop protection services
7. Mechanization
8. Seed multiplication
9. Data generation
10. Weather forecast & reporting
11. Transportation & logistics
12. Collection, aggregation & storage management.
13. Warehouse receipts system
14. Protection of lives and produce

Field Data Mgt. & Crop Surveillance

CDI operates a supply management system for each crop under its management

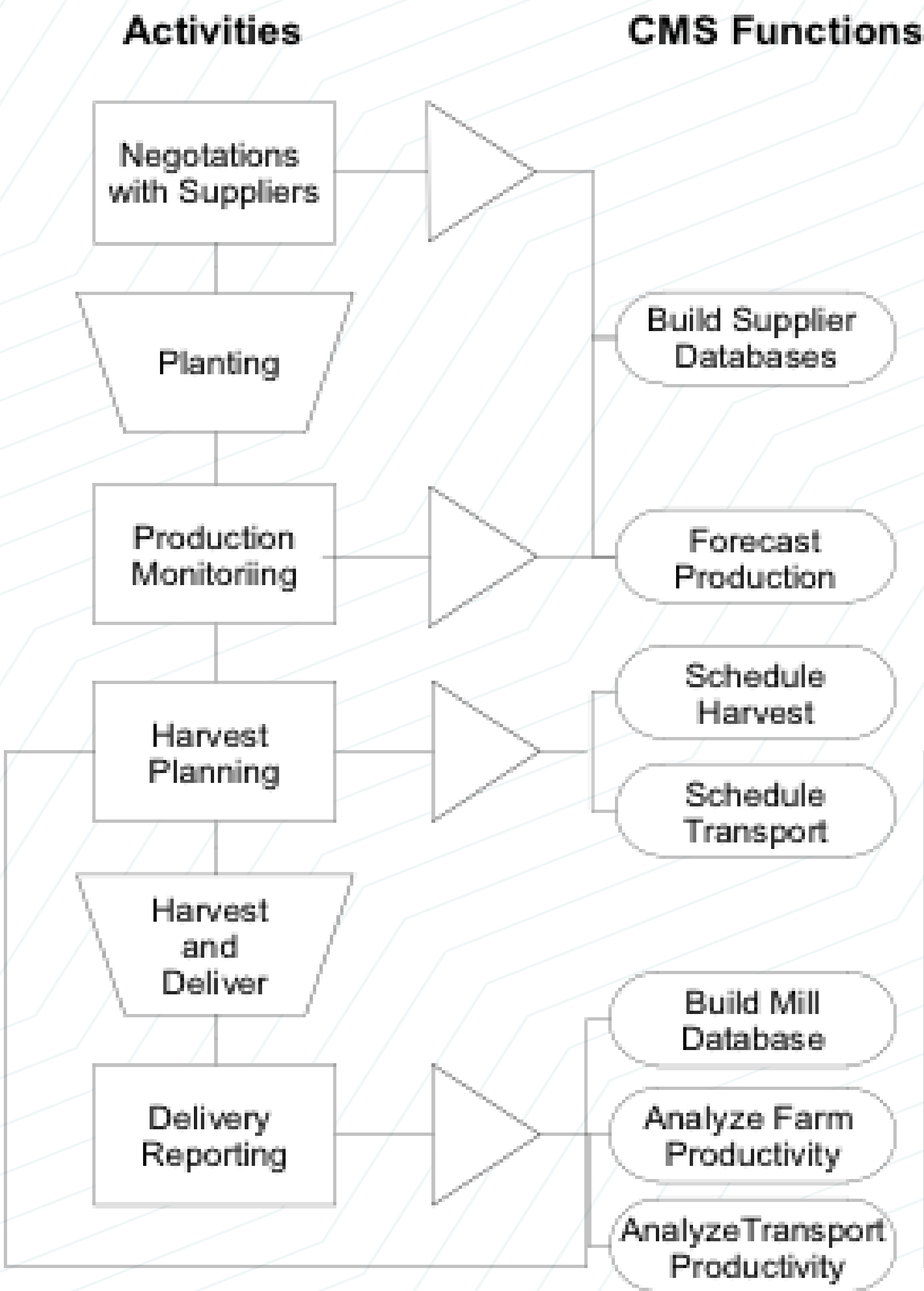
The Supply Mgt. System (SMS) has two components: a database mgt. system and a set of standard operating procedures (SOP). The database contains information on the farmers, their locations, and performance characteristics. It is used to perform the following functions:

- Facilitate communication and manage relationships with farmers
- Forecast production levels and schedule harvesting on weekly and daily bases
- Manage the factory's transport fleet, including owned and hired vehicles
- Monitor performance of farmers and farmer groups to predict performance and assist in restructuring on network
- Generate key performance indicators for factory operations and supply chain performance.
- Use to monitor & plan field visits, harvest activity & factory operations.

Field Data Mgt. & Crop Surveillance

Managing a complex supplier network requires standard operating procedures (SOPs). These apply to activities related to managing farmers as well as to planting, harvesting, and transporting the crop from farm to collection/aggregation center and from there to factory.

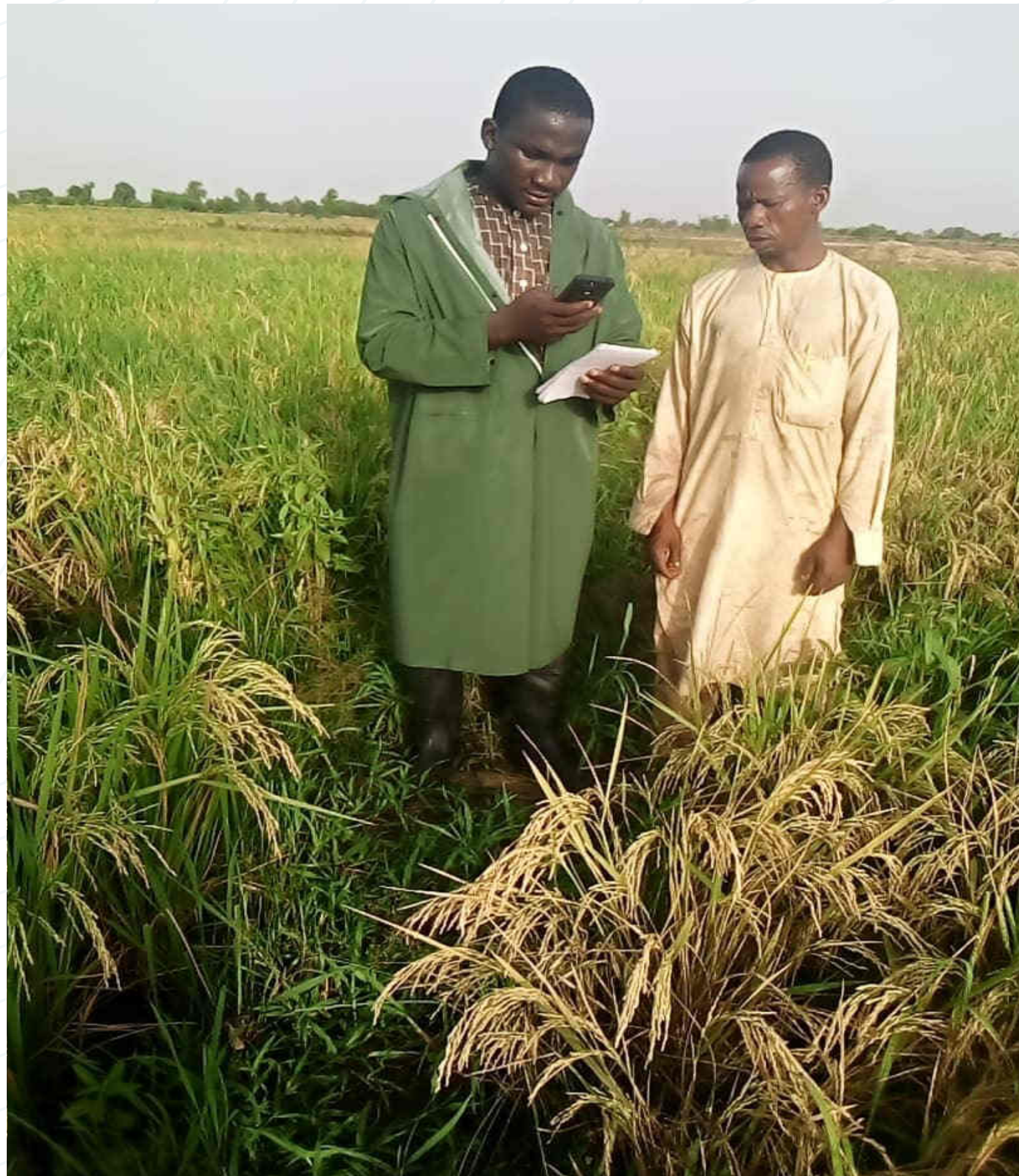
The figure on the right hand side show the activities of the supply management system.





CDI's team and the Governor of Niger State and his team's visit to Al Dahra Corporate Hq in Abu Dhabi, **UAE 2022.**

Technology In Use



Capture Solutions

provides reliable data verification and traceability of farmers produce and used for providing extension advice to farmers through mobile phones.

Satellite Imagery & Tracking of farmers field

with this technology, the farmers field can be tracked by as close as 9 meter of the farm satellite and findings can be viewed from any where in the world. Can also be used for security tracking and intelligence reporting for action.

More technology solutions to be integrated to make operations on the field more transparent and void of any corrupt practices.



RICE

Rice Outgrower in Kebbi & Niger States Feb. 2022 to Dec. 2024

The Kiara Rice Mills Outgrower Project implemented by CDI engages 5,000 farmers in Niger and Kebbi states to produce a total of 80,000MT of paddy rice.

The project will create 1,003 new professional-related jobs, and 33,400 indirect beneficiaries; produce 40,000MT of paddy rice for off-take by Kiara Rice Mills Ltd. Kiara Rice Mill has invested \$12,000,000 in new rice processing facility located in Mokwa Niger state with a revolving working capital facility of US\$14.4M provided by Fidelity Bank PLC and Sterling Bank PLC in addition to the US Government’s support of the Trade Hub’s \$1,440,850 grant which will generate \$73,490,813 as sales during the project duration.





DEMONSTRATION PLOT

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SERVICE STREAMS

3. Market Development Services



Nigerian cashew kernel brands



Product Brokerage and Market Penetration

Penetrating local and export markets remains a challenge for many SMEs and local traders. CDI provides trade brokerage, market penetration and brand development services including an online trading platform - www.agribizng.com that connects buyers with sellers.

Target clients: Agri SMEs, Local Buying Agents, & Exporters; Coops, & State Export Promotion Agencies

CDI's online trade platform facilitating trade in agric and food products for SMEs.

For more enquiries about enlisting your products on agribizng.com, please send a mail to info@agribizng.com

4. Private Sector Development Services

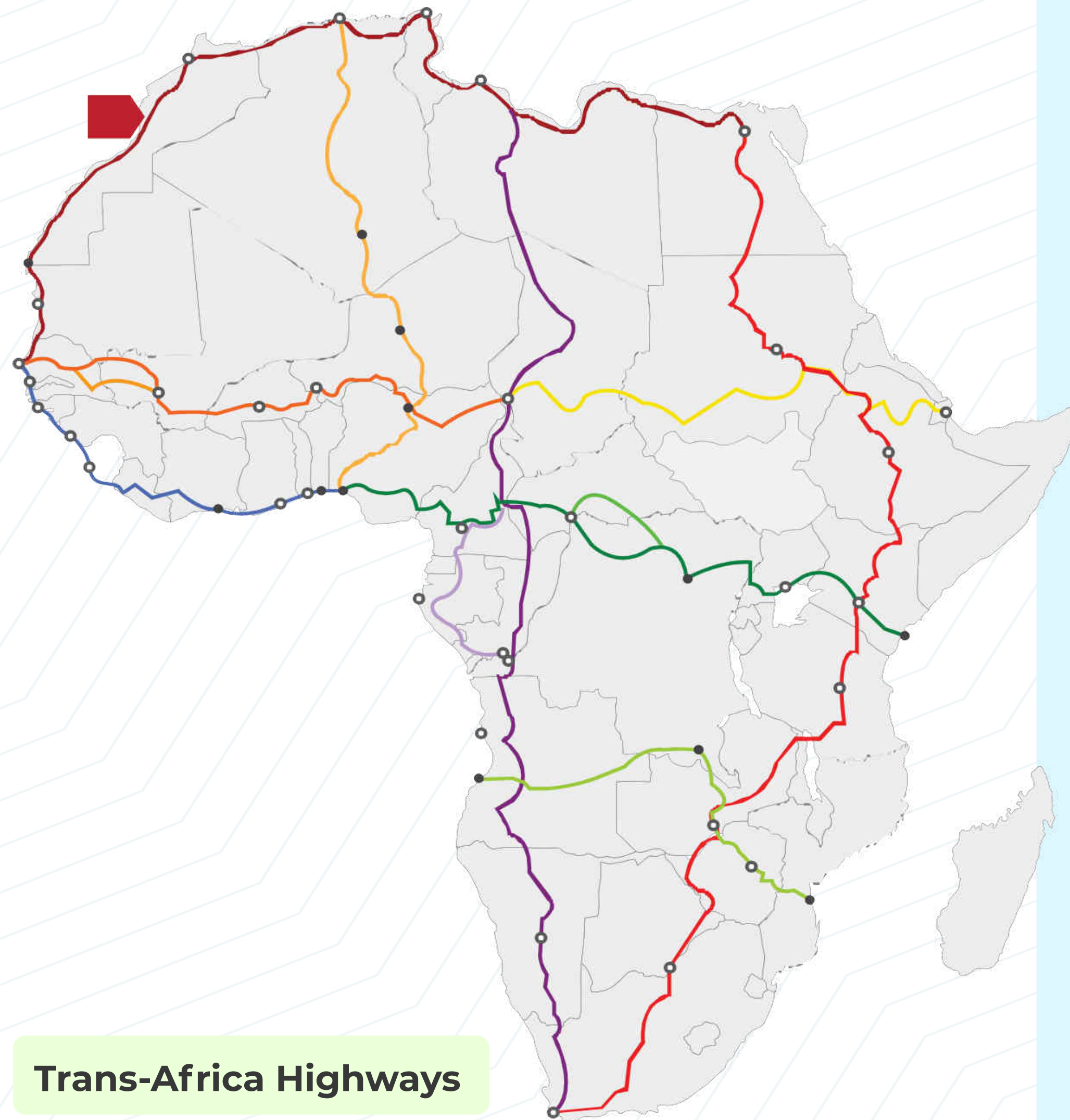
Cluster Development Program

CDI is working with Governments, donors and private sector partners to create industrial clusters in the following sub-sectors:

- Local pharmaceutical production
- Medical device manufacturing
- Textiles & apparel manufacturing
- Cashew processing
- Shea nut processing
- Ceramic tiles manufacturing
- Automotive components manufacturing



ECONOMIC GROWTH CORRIDORS



The CDI Economic Growth Corridor Initiative (CEGCI) envisages entire corridors to be designated as a Free Zone for optimal cultivation, agri-processing, manufacturing and provision of related services with the aim to increase competitiveness of corridor products and projects and ensure quick route to market, especially export markets; made possible through facilitated infrastructure and investment capital along and around the corridor.

Five Pillars to make CEGCI Successful

1. Aggressive Investment facilitation on the Corridor
2. Farm Extension, R & D Service Delivery
3. Public Sector Advisory Services
4. Infrastructure Development
5. Expanded Export Development



CDI Invest-in-Nigeria Roundtable Dubai March 2022 held in partnership with NIPC

ECONOMIC GROWTH CORRIDORS

The Nigeria Economic Growth Corridor Project Promoted by CDI

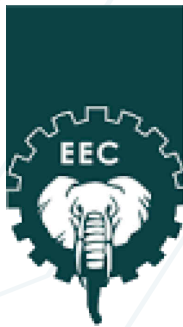


* Nigeria has two trade corridors - Western and Eastern corridors. Phase 1 is the Eastern Economic Growth Corridor Project promoted by CDI & Partners. It will have Agric Production Clusters & Manufacturing Clusters in selected locations within the entire corridor From Port-harcourt to Maiduguri (1,372 km).

First phase shall cover 13 states on the Eastern Corridor – Delta, Rivers, Akwa Ibom, Cross River, Imo, Abia, Enugu, Benue, Taraba, Nasarawa, Plateau, Gombe and Borno.

Second phase: 13 States of the Lagos-Kano-Jibiya Economic Growth Corridor consisting the following: Lagos, Ogun, Osun, Oyo, Kwara, Niger, Kogi, Benue, Nassarawa, Kaduna, Kano Jigawa, Katsina

CDI Partner:



Enyimba Economic City
The Global Business Hub in Nigeria

Africa Market Penetration Target by 2030 for Nigeria

- * Cashew Kernel – No 2 Exporter in Africa
- * Shea Butter – No 1 exporter in Africa
- * Soya oil – Meet domestic needs; export to MENA region
- * Cassava starch – Meet domestic needs
- * Sesame oil - No 1 exporter
- * Palm Oil - meet domestic needs
- * Forage/Animal Feed – No 1 Exporter in Africa; exporting to UAE, Japan and China

CDI has an Advisory Board composed of seasoned men and a woman with a combined industry experience of over 100 years in development finance, agricultural extension management, agric. sector development, women empowerment in agric. production, and export trade design and management. Find below a profile of who they are:

Advisory Board Members



Mr. Godson Ononiwu, Member of the Board

Godson is an agricultural development expert with over 43 years' experience, working in the Nigerian public sector and donor-assisted agricultural development/agribusiness projects to enhance productivity and incomes. He formally retired from Federal Service as Deputy Director, Agriculture in 2006. Godson was involved in various technical capacities in setting up the 36 State World Bank-supported Agricultural Development Projects (ADPs) in the country.

He was amongst the team that started the USAID/Nigeria MARKETS Project at inception in 2005 till close out in 2015. MARKETS was a \$100m+ market development project that impacted livelihoods and enterprise development across several agricultural value chains generating billions in sales revenues to beneficiaries.

Advisory Board Members



Roland Oroh is Founder and Managing Director of CDI.

Roland Oroh is a Business Development Practitioner with specialization in agribusiness, trade and investment facilitation with 27 years’ combined experience. At USAID/Nigeria where he spent 8 years, Roland designed, launched and managed till close-out, the \$16.8 million, 5-year USAID/Nigeria’s flagship trade capacity and investment facilitation Nigeria Expanded Trade and Transport (NEXTT) Project. NEXTT facilitated over \$50 million in exports of cashews and other products from Nigeria and facilitated over \$30 million in new investments along the LAKAJI Corridor from 2012 to 2017. Prior to NEXTT, Roland successfully managed the Nigeria Expanded Export Project, a \$2 million pilot export promotion facility funded by USAID/Nigeria from 2010 to 2012. He founded CDI as a vehicle to address some of the economic development issues facing Nigeria and indeed the African continent with the experience gained over the years.

Advisory Board Members



Mohammed Ahmed Kontagora, Member of the Board

Mohammed is an administrator, commodity broker, a value chain advisor and an entrepreneur per excellence, he has held various positions both in the public and private sector, Mohammed holds MBA Corporate Governance, MBA Logistics and Supply chain, HND (SLT) Biochemistry, PGD Cooperative Studies, he also has international certifications from the American Shea Butter Institute, New York Institute of Finance and the International Training Center (ITC-ILO) Turin-Italy on Shea butter value chain, commodity and energy market and a certified value chain adviser between 2008 to 2012. Among the positions occupied by Mohammed includes Secretary, Kontagora Local Government Council, member of different committees tasked with improving the economic sector of Niger State, He is the pioneer Director- General of the Niger State Commodity and Export Promotion Agency (the only Agency of its kind in Nigeria) with which he successfully developed the various Agricultural commodities across the value chain in Niger State.

Advisory Board Members



Mrs. Lizzy Igbine, Member of the Board

Currently, she holds the following positions: National President Nigerian Women Agro Farmers Association (NIWAAFA), National Coordinator/Convener Water Consumer’s Forum Nigeria (WACOF), and Gender/CSO Representative, Presidential Committee on Water. From 2010 to date, she has been involved in the following national assignments: Member, Nigerian Vision 2020 20 National Technical Working Group from April to September 2009; Expert on Agriculture and Water Resources Management; Member, Ministerial Committee on River Basin Development Study Group in Nigeria; Member, Technical Committee on National Strategy Programs for Adaptation of Climate Change (NASPAC); Member, National Integrated Infrastructure Master Plan; Member, Nigerian Joint Sector Review in Agriculture; and Member, UN/FAO Biosafety Regulation Review Conference. She is a practicing farmer who believes strongly in women empowerment through agriculture. She is a graduate of Business Administration from the University of London.

KEY MANAGEMENT STAFFS

Roland Oroh – Managing Director & Head, Market Development Services

Dr. Lateef Folorunsho – Head of Agronomy, Extension and Value chain Development

Mr. Sadiq Aliyu – Rice Value chain Development Lead

Mr. Nath Odiba – Head of Partnerships, Grants and Events

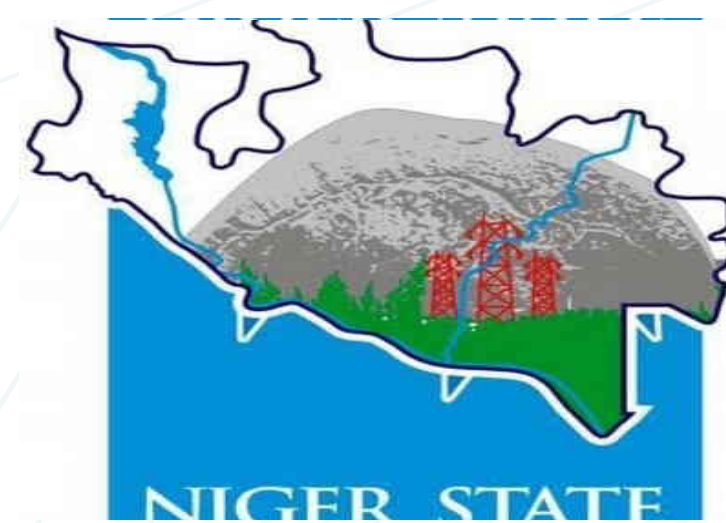
Mr. Joseph Adzege - Head of IT , Websites & Agribizng.com

Harrison Omeke – Head of Finance and Accounts

Mr. Jidayi Ijuptil – Head of HR & Admin.

Mrs. Roseline Oletu – Head of Operations.

PARTNERS & CLIENTS



CDI WHITE PAPERS & ARTICLES (FOR DOWNLOADS)

- 1** Investment opportunities in Local Pharmaceutical Production in Nigeria
- 2** Rice Takes a Big Chunk of Household Spending as Nigerians Spent N2 Trillion or \$5.2 Billion on the Product in 2019. But Who Are the Producers and Where they are Located?
- 3** Eight (8) Actions that can Increase Nigeria's Share of the \$1.7 Billion Global Shea Butter Market
- 4** Nigeria Attracted USD 1.1 Billion in Agriculture FDI in 5 years: What Can State Investment Promotion Agencies (SIPAs) Do to Step up the Game?
- 5** How Nigerian States can Attract Foreign Direct Investments in Agriculture
- 6** Policy Advocacy On Derivation Principle To Increase Investments In Agriculture Sector
- 7** How Nigeria can overtake South Africa to become Africa's top Soybean Producer

CDI WHITE PAPERS & ARTICLES (FOR DOWNLOADS)

- 8 The Recalibration of the Global Cashew Kernels Market: Can Nigeria Participate through a European Market Entry Strategy?
- 9 Report of the Panel Session on 'the State of the Nigeria Rice Industry & Way Forward for Competitiveness' organised by the Nigeria Agribusiness Register, April 2019
- 10 Optimizing the Nigeria Shea Industry for Global Relevance, report of AgNet investors meeting
- 11 Facilitating Alternative Finance into the Nigerian Agro-Input Sector, report of AgNet investors forum on the agro-inputs sector
- 12 Attracting Investment Opportunities From Sub-Regional Markets: Lessons From The Middle And Near East Markets, paper presented by CDI at an FMITI organised engagement with State Investment Promotion Agencies in Abuja, Feb 2020.
- 13 Establishing a Coordinated Federal-State Investment Promotion Relationship
- 14 Performance-Based Investment Promotion Model by CDI at an NESG organised Pre-summit event

MARKET REPORTS

- 1** Nigeria Soybean Market Outlook 2020/21: Poor harvest, scarcity of soybeans, rising prices, later price stability, amidst high/moderate demand for Soybean products
- 2** 'World Cashew Nuts Markets Hits \$14.9 Billion' by Roland Oroh
- 3** How to Enter Nigeria's US\$ 600 Million per annum Cassava-Derivatives Imports Business
- 4** Profile of Industrial cassava producers in Nigeria
- 5** Profile of Cashew processing companies in Nigeria
- 6** Nigeria Maize Market Situation & Outlook Report, 2020 & 2021 MY
- 7** Nigeria & Africa Maize Production Data at A glance
- 8** Agro-inputs Deal Book
- 9** CDI's Blended Finance Facility for Export Development in Nigeria (B-FED) Project



CDI's Invest-in-Nigeria Roundtable, Abu Dhabi 2019, hosted by the Nigerian High Commission & FMITI



CDI's Invest-in-Nigeria Roundtable, Abu Dhabi 2019, hosted by the Nigerian High Commission & FMITI

EVENTS







CDI's stand at the International Agribusiness Investors Exhibition Abu Dhabi, 2019

OUR WEBSITES

www.cdi.org.ng
www.nigeriaagribusinessregister.com
www.agribizng.com

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NIGERIA

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