



COVENANT  
CHRISTIAN CENTRE

presents...

SME OPPORTUNITIES in Nigeria's  
**AGRIBUSINESS**  
VALUE CHAIN

a Covenant  
Capital Seminar

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**OLADIMEJI OWOFEMI**  
Founder Vice-Chairman & CEO,  
Multi-Trex Integrated Foods Plc

The Nigeria Agribusiness  
Value Chain – Challenges  
and Opportunities  
in Investment and



**OLADIMEJI OWOFEMI**

**Founder, Vice Chairman & CEO, Multi –Trex Integrated Foods Plc**

**[dimejiowofemi@multi-trexintegfoodsplc.com](mailto:dimejiowofemi@multi-trexintegfoodsplc.com)**

- 28yrs Global Experience in the Cocoa Economy.
- Founder, Agrocommodities Handling Services Ltd.
- Founder, Managing Director & Chief Executive of Multi–Trex Integrated Foods Plc.
- Chairman of Cocoa Processors Association of Nigeria (COPAN).
- National Vice President, Lagos & Ogun Zone, Cocoa Association of Nigeria (CAN).
- First African to be elected as a Member of both the Board of Directors & the Executive Management Committee of the World Cocoa Foundation (WCF), USA

**Agribusiness Conference for Small and Medium Enterprises:**  
**Theme:** SME Opportunities in Nigeria's Agribusiness Value-chain  
The Covenant Christian Centre, Iganmu Lagos  
Saturday, 22 August 2015

Organised by:  
Covenant Capital  
SME advisory unit of Covenant Christian Centre (CCC)

**“Nigeria's Agribusiness Value Chain:  
Challenges, Opportunities (focus on logistics & warehousing)”**

Presented by:  
**OLADIMEJI O. K. OWOFEMI, FCA**  
**CHIEF EXECUTIVE, MULTI-TREX INTEGRATED FOODS PLC**

[www.multi-trexintegfoodsplc.com](http://www.multi-trexintegfoodsplc.com)



RC: 370490

**Multi-Trex Integrated Foods Plc**

# AFRICA

*The Land flowing with Milk & Honey*



# NIGERIA

*The Corner Stone of Africa*



# NIGERIA

## Land After The Heart of God Almighty





### ***Nigeria's vision 20:2020:***

- ***One of the World's top 20 economies by 2020.***



### ***Major trading partners:***

- ***Currently Europe & North America due to geographic location and Fast expanding into Asia & most importantly China - 1.357b/2013***

### ***Economy and trade has tremendous growth prospects:***

- ***Robust economic indicators.***
- ***Prosperous trade sector.***



### ***Agriculture waiting in line as alternative to oil dependence:***

- ***Arable land - 40%, creating major agricultural opportunity***

### ***Population & Labour:***

- ***Nigeria has a large workforce, but workers are mostly unskilled.***
- ***50% of the population is urbanised making retail & consumer sectors attractive***





***Nigeria's vision 20:2020:***

- ***One of the World's top 20 economies by 2020.***



***Business Environment, Power, Security and operational risk & Infrastructure:***

- ***The business environment and security issues are a major impediment to economic growth.***
- ***Improvements in energy supply will depend on security, not only investment***
- ***Completing unfinished projects will accelerate infrastructure upgrades***



## *Second Largest Economy & Leading Oil Producer:*

- *Nigeria is rapidly advancing and its scale of real growth depends largely on the government plans.*
- *Key supporting factors will be the huge, young and urbanised population, large oil and gas reserves and an increasingly diversified economy.*

*A lot of companies expanding into West Africa see Nigeria as a gateway to the region, even before Ghana:*

- *Ghana's main advantage is a stable democracy and thus a safe entry point for total new comers to the African continent,*
- *Nigeria offers by far the largest market in the region, being home to nearly 170 million of the 250 million people living in West Africa. Nigeria is also Africa's second-largest economy and its leading oil producer.*

Source: World Bank  
Africa gearing up

# Logistics

*Logistics facilitation procedures are a persistent constraint to trade.*

*“Although trading in Africa has its challenges, the opportunity exists to invest in its future with particular emphasis on infrastructure and utilities such as electricity, water and telecommunications. Besides the need to upgrade roads and ports there is an absence of refrigerated space to accommodate agricultural and perishable product.”*

- Photios Tzellios, Supply Chain Director, Shoprite

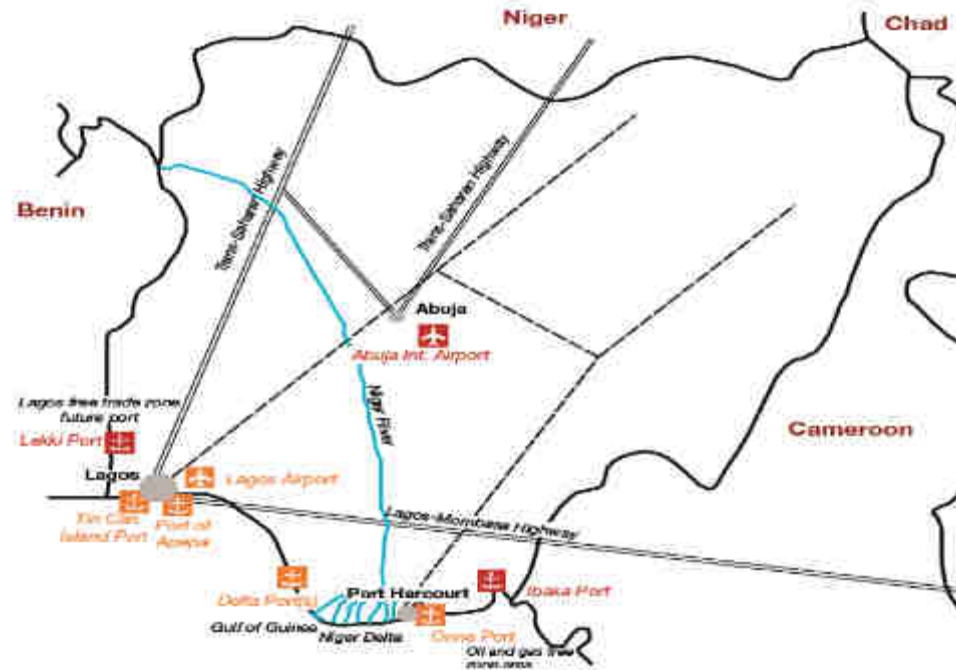


Logistics Performance Index

Source: World Bank  
Africa gearing up

# Transport infrastructure

*Transport infrastructure performs comparatively well but remains a hurdle.*



These bubbles represent the cities of Nigeria and the size of the bubbles indicates the population size of the city  
 Airport Port Future Airport Future Port Future Railway Future Road Railway Road

Source: World Bank  
Africa gearing up

## ***Key indicators***

Population size (million, 2012)	168.8
Population growth (2012-2020, avg p.a.)	2.8%
GDP (US\$ billion, 2012)	270.2
GDP growth forecast 2012-2017 (avg. y/y rate)	6.8%
GDP per capita (US\$, 2012)	1 640
Global competitiveness index 2012 (global rank/144 (score 1-7))	115 (3.67)
Corp. Income Tax (CIT) rate	30.0%
Top exports	Petroleum oils and oils obtained from bituminous minerals, crude (85.9%); Natural gas, liquefied (6.9%), rubber
Logistics Performance Index 2012 (global rank/155 (score 1-5))	121 (2.45)
Global Competitiveness Index 2012 - Infrastructure (global rank/144 (score 1-7))	130 (2.28)

***POWER - Improvements in energy supply will depend on security, not only investment.***

***LABOUR - Nigeria has a large workforce, but workers are mostly unskilled.***

***AGRICULTURE as alternative to oil dependence***

***PORTS - infrastructure has seen major improvement in recent years.***

***AIR TRANSPORT - Nigeria has not established itself as a regional air transport hub***

***RAIL & ROADS - Nigeria needs to construct rail & Roads being the mainstay of its transport.***

## Conclusion

*Based on the analysis above, Nigeria's logistics and transportation sector could be assessed as shown in the graphic below.*

### Nigeria – Potentials assessment

1. Demographics and resources	
2. Economics	
3. Business environment	
4. Trade and logistics	
5. Transport and infrastructure	

<b>Key:</b>	 Attractive	 Strong improvement expected
	 Average	 Some improvement expected
	 Unattractive	 Stagnation/marginal change expected

Source: World Bank  
Africa gearing up

**GOD BLESS YOU, GOD BLESS NIGERIA & THANK YOU.**

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