



COVENANT
CHRISTIAN CENTRE

presents...

SME OPPORTUNITIES in Nigeria's
AGRIBUSINESS
VALUE CHAIN

a Covenant
Capital Seminar

JOIN



SIMBO ADEEKO
CEO, Shior International Ltd



SIMBO ADEEKO,
Founder/CEO, Shihor International Limited
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- LL. B. (Lagos)
 - MBA (Boston)
 - UK Chartered Secretary and Administrator.
 - Worked as legal counsel on major multi-million dollar corporate financing transactions.
 - Resigned from full time law practice in 2014.
 - She is very passionate about economic development and believes agriculture is the key to achieving this in Nigeria.
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SHIHOR INTERNATIONAL LIMITED (SIL)

Agribusiness: For the young, smart and
trendy

August 22, 2015

Outline



- Biography
- Why Agriculture?
- What do I do?
- The Process
- Recommendations

Biography

- 2007 - Law degree from the University of Lagos
- 2008 - Barrister and Solicitor of Supreme Court
- Practised corporate finance law in Nigeria
- 2012 - MBA degree from Hult IBS, USA
- Continued corporate finance law in Nigeria
- 2013 - Started Agribusiness
- 2014 - Established Shihor Intl Lt



Why Agriculture?



Why Agriculture?

- Business opportunity
- Low entry barrier
- Food security
- Trade balance surplus
- Chaos = Opportunity
- Government policies
- Developmental impact



What do I do?



- Founder Shihor Intl Ltd (“SIL”)
- Strategy development and execution
- Partnership sourcing
- Funding

Farming, Trading & Marketing



Farming maize and cassava

Currently researching on
other viable products

Recently got government land
allocation

Trading of Agricultural
commodities

Developing an export plan for
agricultural commodities

Researching on solid minerals

Marketing

The Process



It is ok to be confused
about how to start,
BUT
IT IS NOT OK TO STAY
CONFUSED!

What area of agribusiness value chain are you interested in?



- Farming
- Input and Equipment
- Processing
- Trading (Local and Export)
- Transportation
- Storage and Warehousing
- Marketing
- Financing
- Consulting

Do your research!!!

- Secondary research
 - Webpages
 - Newspapers
 - Magazines
 - Books
- Primary research
 - Informational chats with industry experts, government officials and others
 - Attend conferences and exhibitions
 - Trial project



Evaluate your capabilities...



- Facilities e.g. land, vehicle etc
- Human resources
- Finances
- Skill sets
- Knowledge gap
- Mental and physical stamina

Things to consider in planning your agribusiness



- Who will be your paying customers?
- What is your value proposition?
- How many paying customers can you get?
- What structures do you need to have in place?
- How much will be your operating cost?
- What is your profit margin?

Recommendations



Entrepreneurs,
government and donors
can do more to improve
the performance of
agribusinesses

Recommendations



ENTREPRENEUR

- Start small before you scale up
- **Have realistic expectations**
- Don't invest all that you have
- Have a good financial integrity
- Always evaluate your actual performance and constantly work to improve
- Don't stop researching and seeking knowledge

Recommendations



GOVERNMENT & DONORS

- Focus Areas
 - Standards
 - Markets
 - Transportation
 - Cross-cutting areas
 - Education
 - Technology
 - Financial Services
- 

Watch out!







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