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PARTICIPATION BROCHURE

Feeding Nigeria Adequately, with a Large Surplus for Export

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NIGERIA FOOD SURPLUS S U M M I T

ABUJA, FCT November 20-22, 2024





Celebrating Excellence, Leadership, Achievement and Good Governance in Africa

Established in July 2020, REVENUE magazine typically recognizes, honours and celebrates excellence, leadership, achievement and good governance in both the public and private sectors of the 54 countries of Africa. A publication of Alford Conferences Limited, it is the official magazine of Nigerian States IGR Awards, Nigeria Food Surplus Summit, Nigeria Micro Pension Summit, Banking & Finance 100 Awards, Accra Business Forum (ABF), Africa Economy Lecture, Africa Aviation Finance Summit, Africa Infrastructure Funding Forum (AIFF), Africa Venture Capital Awards, Dublin Digital Government Awards, EMEA Banking Awards, and World Digital Exhibition (WORLDEX).

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The Embassy of the Kingdom of the Netherlands launched HortiNigeria Project in Abuja, Nigeria, in March 2022. The Dutch-funded four-year program, anchored by International Fertilizer Development Centre (IFDC), focuses on boosting the production of tomatoes, pepper, onions and okra in four pilot states: Kaduna, Kano, Ogun and Oyo. Alford Conferences Limited served as the publicity manager of the event.

Can Nigeria feed itself adequately, and have a large surplus for export, like the Netherlands?

n behalf of Alford Conferences Limited/REVENUE Magazine, and the summit Strategic Event Partner (Standup for Women Society, SWS), we are pleased to invite you to participate in the 1st Nigeria Food Surplus Summit, slated for Abuja, FCT, November 20-22, 2024. You can participate as a partner, sponsor, exhibitor, advertiser, speaker, summit delegate, award guest, journalist, etc.

The annual summit seeks to help Nigeria to successfully feed itself and have a large surplus for export by strengthening the commercial farming, food processing, and agricultural machinery segments of the country's agricultural industry. For decades, up till this present moment,

the burden of feeding this country of over 220 million people has rested largely on the shoulders of its millions of smallholder farmers. The summit seeks to strongly complement this by deliberately promoting and boosting commercial farming, food processing, and the production of agricultural machinery on a large scale in each of the 36 states and FCT, partnering actively with their respective ministry of agriculture.

Significantly boosting agricultural production in 2024 and beyond, has become a MUST for Nigeria. Our GDP has largely stagnated in the past 10 years: 2013 (\$520.12 billion), 2014 (\$574.18 billion), 2015 (\$493.03 billion), 2016 (\$404.65 billion), 2017 (\$(\$375.75 billion), 2018 (\$421.74 billion), 2019 (\$474.52 billion), 2020



Item	Nigeria	Netherlands
Area (Square Kilometres)	910,770	33,670
Agricultural Land (Square Kilometres)	691,235	18,220
Agricultural Land (%)	76%	54%
Population 2020	208 million	17 million
Employment in Agriculture	72 million	350,000
Employment in Agriculture (%)	35%	2%
GDP 2020	\$432 billion	\$914 billion
GDP Per Capita	\$2,097	\$52,397
Fertilizer Consumption (KG/Hectare)	20	266

Agribusiness: Nigeria Versus Netherlands

Source: AgrLogic (Addressing th200 billion demand for finance for Agriculture and Agribusiness in Nigeria. Published in April 2022)

(\$432.20 billion), 2021 (\$440.83 billion), and 2022 (\$477.39 billion). Meanwhile, our population during this period has continued to grow very rapidly: 2013 (174.73 million), 2014 (179.38 million), 2015 (184.00 million), 2016 (188.67 million), 2017 (193.50 million), 2018 (198.39 million), 2019 (203.30 million), 2020 (208.33 million), 2021 (213.40 million), and 2022 (218.54 million). The GDP shrank by about \$43 billion in 2022 compared to the figure of 2013, while the population increased by about 44 million during this 10 years period. By these stats, even a layman can see that the country today is already in a deep hole economically. Several radical moves MUST be taken by the government as well as by the private sector (in liaison with the public sector) to reverse this trend on an urgent note. The annual Nigeria Food Surplus Summit is our own contribution in this regard.

Ahead of the inaugural summit, we shall embark on a roadshow to the 36 states and FCT to sensitize and mobilize various stakeholders for the event, leveraging the capacity and resources of the ministry of agriculture in each of them. We recommend for each of these 37 subnationals a summit delegation, drawn from the state ministry of agriculture, other designated state MDAs, and selected local government areas (LGAs) of the state. As part of this nationwide roadshow, expected to be held from September 1-October 31, 2024, we shall also reach out to the agribusiness equipment manufacturers and suppliers, food processing companies, and leading commercial farms in each state, encouraging them to sign them up for the summit as well. We use this opportunity to thank Barr. (Mrs.) Abosede Deborah Ijadele-Adetona, President of Standup for Women Society, and her team, for accepting to partner with us to effectively reach out to the ministry of agriculture of all these subnationals.

A report on agricultural industry financing in Nigeria, sponsored by the Netherlands Enterprise Agency, and published in April 2022, show that the country's deposit money banks (DMBs) gave an average of about 5% of their collective total loans to the industry in 2020. We ask that Nigeria's DMBs should find creative and sustainable ways, in 2024 and in subsequent years, to deliberately increase their loan portfolio to the industry, far above this average of 5%. We have commissioned a special report titled, "Commercial Bank Lending to the Nigerian Agricultural Industry 2018-2022" to be published in the November 2024 edition of REVENUE (the official magazine of the summit). This report will present data and insights on lending by these banks to the country's agricultural industry over the past five years: January 2018-December 31, 2022. Copies of this edition of would be distributed specially to the Federal Ministry of Agriculture and Food Security, Central Bank of

FROM THE SUMMIT CONVENER



At the 2nd West Africa Fertilizer Stakeholders Forum held in Abuja, Nigeria, in May 2016, Alford Conferences Limited served as the adviser on Nigerian stakeholders' engagement and the publicity manager of the event. Mr. Frederick Apeji, CEO of Alford Conferences (left), and some of the VIPs at the event.

Nigeria (CBN), the ministry of agriculture of the 36 states (including the FCT equivalent), other critical public sector agencies and bodies, the Abuja-based diplomatic office of the leading trade partners of Nigeria, leading international development organizations in Nigeria, summit partners, and other critical stakeholders. The magazine will be distributed as well to all the summit attendees.

We believe that agribusiness is a low-hanging fruit in Nigeria, if handled well, with a strong, consistent and sustainable political will displayed by the state governors. While many of these states struggle, year in year out, to raise enough internally generated revenue (IGR) to fund their developmental projects, agribusiness can come very handy for them.

In addition to Standup for Women Society (SWS), we desire the partnership of other critical organizations for the inaugural summit: the leading agricultural trade associations, Federal Ministry of Agriculture and Food Security, Central Bank of Nigeria (CBN), Office of the FCT Minister (designated host city of the inaugural event), Forum of State Commissioners of Agriculture, Wageningen University & Research in the Netherlands, Agri-Logic Netherlands, Netherlands Enterprise Agency, etc. As indicated in the table above, Nigeria has a lot to learn and benefit from the Netherlands, and the summit encourages even greater levels of cooperation between the agricultural ecosystem of both countries in 2024 and beyond.

A major highpoint of the 1st Nigeria Food Surplus Summit 2024 will be the presentation of the Nigeria Agribusiness 100 Awards to honour and celebrate 100 outstanding and impactful agribusiness equipment manufacturers and suppliers, food processing companies, and leading commercial farms across the federation. We shall also present the Nigeria Agribusiness Finance Awards to honour and celebrate the country's deserving commercial banks in two categories: the top 5 biggest lenders to the Nigerian agricultural industry in the past five years (2018-2022), and the top 5 biggest lenders to the industry as a percentage of their total lending during this period. And finally, we shall honour the Nigerian State Governor of the Year in Agribusiness.

MARK YOUR DIARY!

Mr. Frederick Apeji MD/CEO, Alford Conferences Limited Publisher, REVENUE Magazine

November 20-22, 2024 ABUJA, Nigeria



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NL	7	Stata	Carrital	Company	ICB 2022
No.	Zone	State	Capital	Governor	IGR 2022
1.	South West South-South	Lagos	Ikeja PH	Babajide Sanwo-Olu	N651,145,633,085.30
2.		Rivers		Ezenwo Nyesom Wike	N172,823,232,535.44
3.	North Central	FCT	Abuja	Muhammed Bello	N124,366,774,519.98
4.	South West	Ogun	Abeokuta	Dapo Abiodun	N120,584,157,140.78
5.	South-South	Delta	Asaba	Ifeanyi Okowa	N85,901,607,747.30
6.	South West	Oyo	Ibadan	OluwaseyMakinde	N62,246,150,460.36
7.	North West	Kaduna	Kaduna	Nasir Ahmad eRufai	N58,094,591,085.91
8.	South-South	Edo	BeninCity	Godwin Obaseki	N47,458,128,071.16
9.	North West	Kano	Kano	Abdullahi Umar Ganduje	N42,509,911,699.94
10.	North Central	Kwara	Ilorin	AbdultahmanAbdultazaq	N35,756,949,370.01
11.	South-South	A. Ibom	Uyo	Udom Gabriel Emmanuel	N34,812,381,023.95
12.	South East	Anambra	Awka	Chukwuma Charles Soludo	N33,971,393,160.73
13.	South West	Ondo	Akure	Rotimi Akeredolu	N32,640,660,900.25
14.	South East	Enugu	Enugu	Ifeanyi Ugwuanyi	N28,691,843,017.50
15.	North East	Bauchi	Bauchi	Bala Muhammed	N25,471,119,111.31
16.	South West	Osun	Osogbo	Ademola Nurudeen Adeleke	N24,605,340,053.84
17.	North West	Sokoto	Sokoto	AminuWaziri Tambauwal	N23,617,172,198.73
18.	South-South	Cross Riv.	Calabar	Benedict Ayade	N21,098,947,831.94
19.	North West	Jigawa	Dutse	Muhammad B. Abubakar	N20,549,414,387.49
20.	South East	Abia	Umuahia	Okezie Ikpeazu	N20,108,232,055.98
21.	North West	Zamfara	Gusau	Bello Mohammad	N19,439,732,224.09
22.	North Central	Imo	Owerri	Hope Uzodinma	N19,337,136,489.82
23.	North Central	Nasarawa	Lafia	Abdullahi Sule	N19,277,607,937.43
24.	North East	Borno	Maiduguri	Babagana Umara Zulum	N19,061,946,487.10
25.	North Central	Kogi	Lokoja	Yahaya Bello	N18,214,434,263.83
26.	South West	Ekiti	Ado-Ekiti	'Biodun Abayomi Oyebanji	N17,029,726,605.18
27.	North Central	Niger	Minna	Abubakar Sani Bello	N16,930,259,572.87
28.	North Central	Benue	Makurdi	Samuel Ortom	N15,952,846,966.36
29.	North Central	Plateau	Jos	Simeon Bako Lalong	N15,927,001,738.99
30.	South-South	Bayelsa	Yenagoa	Douye Diri	N15,902,659,947.63
		*			
31.	North East	Gombe	Gombe	Muhammad Inuwa Yahaya	N13,597,161,181.51
32.	North East	Adamawa	Yola	Ahmadu Umaru Fintiri	N13,175,744,969.53
33.	North West	Katsina	Katsina	Aminu Bello Masari	N13,045,383,440.23
34.	South East	Ebonyi	Abakaliki	Dave Umahi	N12,426,178,539.06
35.	North East	Yobe	Damaturu	Mai Mala Buni	N10,456,776,796.18
36.	North East	Taraba	Jalingo	Darius Ishaku	N10,238,110,125.95
37.	North West	Kebbi	Birnin Kebbi	Abubakar Atiku Bagudu	N9,146,249,907.83
	TOTAL			8	N1,925,612,626,650.76
	1				

Internally Generated Revenue (IGR) in Nigerian States BIGGEST STATES IN IGR: DECEMBER 31, 2022



Internally Generated Revenue (IGR) in Nigerian States
FASTEST GROWING STATES IN IGR: DECEMBER 31, 2022

No.	Zone	State	IGR 2021	IGR 2022	Growth
1.	South East	Imo	N12,750,370,901	N19,337,136,490	52.46%
2.	North East	Bauchi	N17,902,447,968	N25,471,119,111	42.28%
3.	South-South	Rivers	N123,347,774,976	N172,823,232,535	40.11%
4.	North Central	Kwara	N26,961,014,486	N35,756,949,370	32.62%
5.	North East	Gombe	N10,563,680,472	N13,597,161,182	28.72%
6.	North Central	Benue	N12,601,150,537	N15,952,846,966	26.60%
7.	South West	Ekiti	N13,620,433,128	N17,029,726,605	25.03%
8.	North West	Jigawa	N16,492,028,727	N20,549,414,387	24.60%
9.	North East	Yobe	N8,460,647,980	N10,456,776,796	23.59%
10.	South-South	Bayelsa	N13,273,992,304	N15,902,659,948	19.80%
11.	South West	Ogun	N100,733,671,789	N120,584,157,141	19.71%
12.	South West	Oyo	N52,088,670,955	N62,246,150,460	19.50%
13.	South West	Osun	N21,855,392,563	N24,605,340,054	12.58%
14.	South-South	Edo	N42,427,205,323	N47,458,128,071	11.86%
15.	South-South	AkwaIbom	N31,396,512,095	N34,812,381,024	10.88%
16.	North West	Kaduna	N52,859,708,981	N58,094,591,086	9.90%
17.	South East	Anambra	N30,916,674,612	N33,971,393,161	9.88%
18.	North West	Katsina	N12,039,138,669	N13,045,383,440	8.36%
19.	South East	Enugu	N26,717,819,045	N28,691,843,018	7.39%
20.	South-South	Delta	N80,203,623,750	N85,901,607,747	7.10%
21.	North East	Taraba	N9,625,942,714	N10,238,110,126	6.36%
22.	South West	Ondo	N30,833,972,735	N32,640,660,900	5.86%
23.	North West	Kano	N40,401,652,528	N42,509,911,700	5.22%
24.	North Central	Niger	N16,224,676,971	N16,930,259,573	4.35%
25.	South East	Abia	N19,578,331,591	N20,108,232,056	2.71%
26.	North West	Zamfara	N18,980,641,202	N19,439,732,224	2.42%
27.	North East	Borno	N18,738,212,887	N19,061,946,487	1.73%
28.	North East	Adamawa	N13,011,611,228	N13,175,744,970	1.26%
29.	North West	Sokoto	N23,762,999,758	N23,617,172,199	-0.61%
30.	North Central	FCT	N131,924,627,003	N124,366,774,520	-5.73%
31.	North Central	Nasarawa	N20,674,185,462	N19,277,607,937	-6.76%
32.	North West	Kebbi	N9,857,039,462	N9,146,249,908	-7.21%
33.	South-South	Cross River	N22,912,281,172	N21,098,947,832	-7.91%
34.	South East	Ebonyi	N13,752,313,311	N12,426,178,539	-9.64%
35.	South West	Lagos	N753,464,683,708	N651,145,633,085	-13.58%
36.	North Central	Kogi	N23,405,613,863	N18,214,434,264	-22.18%
37.	North Central	Plateau	N21,426,017,408	N15,927,001,739	-25.67%

FROM THE SUMMIT CONVENER

_	1 South West N908.25 bn 47.17%	No. 1. 2. 3. 4. 5. 6. Total	State Lagos Ogun Oyo Ondo Osun Ekiti	IGR 2022 N651.14 billion N120.58 billion N62.25 billion N32.64 billion N24.61 billion N17.03 billion N908.25 billion
N 2022	2 South-South N377.99 bn 19.63%	No. 1. 2. 3. 4. 5. 6. Total	State Rivers Delta Edo Akwa Ibom Cross River Bayelsa	IGR 2022 N172.82 billion N85.90 billion N47.46 billion N34.81 billion N21.10 billion N15.90 billion N377.99 billion
RANKING IN IGR IN 2022	3 N. Central N246.43 bn 12.80%	No. 1. 2. 3. 4. 5. 6. 7. Total	State FCT Kwara Nasarawa Kogi Niger Benue Plateau	IGR 2022 N124.37 billion N35.76 billion N19.28 billion N18.21 billion N16.93 billion N15.95 billion N15.93 billion N246.43 billion
RANKING	4 North West N186.41 bn 9.80%	No. 1. 2. 3. 4. 5. 6. 7. Total	State Kaduna Kano Sokoto Jigawa Zamfara N19.44 Katsina Kebbi	IGR 2022 N58.09 billion N42.51 billion N23.62 billion N20.55 billion billion N13.05 billion N9.15 billion N186.41 billion
ZONAI	5 South East N114.54 bn 5.95%	No. 1. 2. 3. 4. 5. Total	State Anambra Enugu Abia Imo Ebonyi	IGR 2022 N33.97 billion N28.69 billion N20.11 billion N19.34 billion N12.43 billion N114.54 billion
-	6 North East N92.01 bn 4.78%	No. 1. 2. 3. 4. 5. 6. Total	State Bauchi Borno Gombe Adamawa Yobe Taraba	IGR 2022 N25.47 billion N19.06 billion N13.60 billion N13.18 billion N10.46 billion N10.24 billion N92.01 billion





PROJECTED EVENT CALENDAR: 2024-2033

Event	Host City	Days	Date
1 st Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 20-22, 2024
2 nd Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 19-21, 2025
3 rd Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 18-20, 2026
4 th Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 24-26, 2027
5 th Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 22-24, 2028
6 th Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 21-23, 2029
7 th Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 20-22, 2030
8 th Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 19-21, 2031
9 th Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 24-26, 2032
10 th Nigeria Food Surplus Summit	Abuja, FCT	3 Days	November 23-25, 2033

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Unit Cost of Exhibition Space

BANKS, CORPORATES, ETCNO. EXHIBITION SPACE9 Square Metres (3 x 3 squares)	EARLY PAYMENT	STANDARD PAYMENT	LATE PAYMENT
	Mar 1-Jun 30, 2024	Jul 1-Oct 31, 2024	Nov 1-6, 2024
	N 576,600	N651,600	N726,600
MICRO AND SMALL BUSINESSES	EARLY PAYMENT	STANDARD PAYMENT	LATE PAYMENT
NO. EXHIBITION SPACE	Mar 1-Jun 30, 2024	Jul 1-Oct 31, 2024	Nov 1-6, 2024
9 Square Metres (3 x 3 squares)	N57,660	N65,160	N72,660

Exhibition Package (Shell Scheme)

This exhibition package includes the following items:

- Exhibition Space
- Rear and Side Walls
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- Furniture: 1 Table, 2 Chairs
- Lighting
- Electricity Connection and Consumption
- Daily Cleaning of Isles
- Security of Exhibition Grounds
- Listing (Name, Address, Website and Event Contact Person) in the Official Report on the 1st Nigeria Food Surplus Summit 2024, to be uploaded on www.alfordevents.com after the event

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- Summit Participants. Per Day
 Free
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٠	South-South Zone Broadcast Partner (Exclusive)	N1,250,000
•	South West Zone Broadcast Partner (Exclusive)	N1,250,000
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٠	International Development Partner	N26,670,000
•	Official Agribusiness Lending Partner	N26,670,000
٠	Platinum Sponsorship	N26,670,000
•	Gold Sponsorship	N19,450,000
٠	Silver Sponsorship	N9,880,000
•	Standard Sponsorship	N3,270,000
•	Advertisement in REVENUE Magazine (Full Page R.O.P.)	N1,376,000
٠	Branded Award Dinner Table	N688,000
٠	Official Revenue Collection Bank (Exclusive)	N540,000

Summit Attendance

•	Registration Fee. 1 Person	N59,600 Per Person
•	Registration Fee. 2-10 Persons	N54,800 Per Person

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Established in July 2020, REVENUE magazine typically recognizes, honours and celebrates excellence, leadership, achievement and good governance in both the public and private sectors of the 54 countries of Africa. A publication of Alford Conferences Limited, it is the official magazine of Nigerian States IGR Awards, Nigeria Food Surplus Summit, Nigeria Micro Pension Summit, Banking & Finance 100 Awards, Accra Business Forum (ABF), Africa Economy Lecture, Africa Aviation Finance Summit, Africa Infrastructure Funding Forum (AIFF), Africa Venture Capital Awards, Dublin Digital Government Awards, EMEA Banking Awards, and World Digital Exhibition (WORLDEX).

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In support of the various schemes by Nigeria's Federal Ministry of Environment to reduce the harsh impact of climate change on our communities, we appeal to all partners, sponsors, exhibitors, visitors, conference delegates, conference speakers, awardees, journalists, and other stakeholders of the 1st Nigeria Food Surplus Summit 2024 to engage with our organizing team online as much as possible. Our online channels are WhatsApp, email, X (Twitter) and Facebook. Let us "Go Paperless and Go Green" to support our environment.

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Alford Conferences Limited

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TERMS AND CONDITIONS

If you are unable to participate in the 1st Nigeria Food Surplus Summit 2024 for any reason, you may make substitutions at no extra cost, but we require your notification by WhatsApp, email, SMS, or telephone call on or before October 31, 2024. If you wish to cancel your participation we require your notification by WhatsApp, email, SMS, or telephone on or before October 31, 2024. Cancellation of your participation (as any category of sponsor, exhibitor, conference delegate, award guest or attendee) attracts a surcharge of 50% of your payment. Refund of payment will be made within 13 weeks after the summit has been held. If you do not notify us of your cancellation on or before October 31, 2024, your registration fee will be forfeited. Alford Conferences Limited reserves the right to accept or reject any category of participant at our own discretion. For any unforeseen circumstances (war, natural disaster, pandemic, epidemic, internal crises, security threat, our company exigencies, etc) we also reserve the right to postpone the 1st Nigeria Food Surplus Summit 2024 to a future date within 60 months of the original date.