



# AGRICULTURE CAPABILITY STATEMENT



# ABOUT US

ACIOE Associates is an advisory services firm providing solutions on Agriculture, Strategy, public policy, government relations, regulatory affairs, international development, trade & investment facilitation.

Our team of expert's support Federal and State governments, leading corporations, start-ups and non-profit organizations to uncover market opportunities, optimize business performance, forge strategic partnerships, design high-impact interventions, and mitigate against market risks in frontier markets in Africa.

With presence across East Africa, West Africa, and the United States, our competitive advantage is with our established expertise and network of advisors to forge impactful partnerships for clients across key African markets.



# VALUE PROPOSITION

Considering our immense experience in managing portfolios across the Agricultural Sector:

- ACIOE Associates has the capacity to organize and monitor investment facilitation, as well as to bring together targeted working-groups and high-level advocacy in states across the federation.
- Working with ACIOE Associates will provide on-the-ground expertise in delivering the much-needed expert judgement to ensure that clients objectives are met, and mandates are delivered timely
- ACIOE would leverage its connection with Corporate Council on Africa (CCA) to access connections with U.S and African leaders, as well as CCA member companies operating across various sectors, especially in Agriculture.
- While ACIOE operates in Nigeria, the firm is unified with accepted regulations and operating principles at both national and local community levels.
- Through extensive research we provide timely insights on trends in agriculture, policy development and analysis, and insights into human capacity development in agriculture.





## Helped a global non-profit to assess policy blockages and develop recommendations in tomato and cassava value chains in Nigeria

### CHALLENGE

Our client, a global non-profit in the agriculture sector, launched an initiative to reduce post-harvest loss in cassava and tomato value chains in Africa. On this project, our client wanted us to assess the policy blockages affecting post-harvest loss in these value chains and develop actionable recommendations.

### APPROACH

In response to our client's request, our team conducted a comprehensive assessment of government policies and regulations to identify policy blockages along the value chains. We started by conducting an initial desk review of existing policies, mapped key stakeholders, and followed up with interviews with identified stakeholders in the government, private sector, and civil society.

### OUTCOME

Using the data compiled from our interviews and initial desk review, we carried out a comprehensive analysis and developed actionable policy recommendations. Our team designed a white paper for industry players and an advocacy strategy to ensure policy recommendations are implemented.

# Supported a global development company to identify constraints impacting doing business in Agriculture

## CHALLENGE

Our client, a global development organization was working on an initiative to improve ease of doing business, access to finance, and investment promotion in Nigeria's agriculture sector. The client engaged us to identify constraints to doing business and access to finance in Nigeria's agriculture sector.

## APPROACH

Our team mapped and interviewed key private sector stakeholders for insights on the agribusiness landscape. We also conducted extensive market research to identify processes and blockages in the sector. Lastly, we facilitated high-level conversations with policymakers to include the perspectives of the government in our research.

## OUTCOME

Our team developed a report identifying these constraints and immediate solutions for the clients. In addition, we facilitated stakeholder engagements with senior government officials in the agriculture, trade, and finance ministries to accelerate the implementation of recommendations.









# INTERNAL RESEARCH & PUBLICATIONS

- An extensive review of the Agricultural Promotion Policy (APP)
- A comparative assessment of agriculture policies of Rwanda and Nigeria
- A comprehensive review of Nigeria's Seed Act and the Food Security Bill
- Opinion piece: aquaculture, poultry, and grain storage inclusion in the Nigeria's agriculture sector
- Beyond covid-19: How do we feed our cities and industries? - An Agricultural Insight





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