

PARTNER FACT SHEET

Projected Impact



Enlist 7,000 farmers to cultivate 4,000 hectares of maize and 3,000 hectares of rice in Ebonyi and Cross River states.



Produce 14,400 metric tons (MT) of maize and 12,000 Metric tons of rice to supply processors and consumers that have been severely impacted by COVID-19.



Create 50 new jobs while recalling 17 former workers that were laid off due to the COVID-19 pandemic.



Cross Section of beneficiary farmers on the EL-Kanis/Trade Hub project during pre/in-season training.
Photo credit: El-kanis & Partners

About El-kanis & Partners

[El-kanis & Partners](#) offers digital farm management solutions and end-to-end technologies for greater efficiency of agribusinesses. As a private company, its operations support governments at all levels, as well as development agencies, organizations, and individuals looking to tap into the huge potential of agriculture through consultancy and agricultural project management. The company has played an important role in the development of agriculture in Southern Nigeria and pioneered the digitization of the industry as part of its vision to enable daily food availability and food accessibility to over 100 million Nigerians.

Co-Investment Partnership

The USAID-funded West Africa Trade & Investment Hub awarded El-Kanis & Partners a co-investment grant of 124,800,000 naira (\$300,000) to provide business, and market systems support to 4,000 maize farmers and 3,000 rice farmers for increased productivity and product supply for processing, wholesale, and retail markets. The project will leverage EL-Kanis' proprietary farm management solution, Farmers Information and Enterprise Management System (FIEMS), to bring 7,000 hectares of land under climate-resilient while helping 7,000 smallholder household members' livelihoods cope with the effects of COVID-19. The yields of the 3,000 rice and 4,000 maize farmers will increase by at least 50 percent, increasing farmers' income by at least 50 percent. Among the 7,500 beneficiary farmers, 50 percent will be women, and 50 percent will be youths, who will benefit from training opportunities and access to improved inputs.

Partnership Opportunities

In 2020, Nigeria experienced a decline in the output of its two major staple foods, rice and maize, due to COVID-19. Before COVID-19, El-kanis' financial growth was at 30 percent per year, but the impact of COVID-19 caused a sharp drop in its revenue due to the inability to supply maize and rice to restaurants, agrifood processing companies, and agro-allied dealers. However, the demand for maize, which far outstrips supply, is being driven by the increasing utilization of the crop, especially in developing new products by food processing industries and processors. By leveraging an additional \$2.4 million from co-investors, the Trade Hub grant will help strengthen the market system while increasing the company's revenues by 20 percent over the 2-year project.



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