

# PARTNER FACT SHEET



## Projected Impact



Construct a modern 15,000 Metric tons (MT) warehouse facility for harvested and/or processed and properly sorted grains by August 2023.



Increase Nalmaco's revenue by at least 35 percent in two years by reducing costs, improving grain quality and developing farmers' capacity.



Engage 2,000 farmers to cultivate 6,000 hectares of land to produce 35,000 MT of quality grain (maize and soybeans) and meet the growing demand.



*Nalmaco aims to provide integrated agribusiness services within the maize, soybeans and sorghum value chain to support rural farmers and increase their income, and to source its raw materials responsibly. Photo credit: Nalmaco Nigeria Ltd.*

## About Nalmaco Nigeria Limited

[Nalmaco Nigeria Limited](#) is a Nigerian food and processing company in Zaria, Kaduna State, Nigeria. Operating since 1986, it is one of the largest food processing companies in West Africa, with clients that include Nestle and Cadbury. Nalmaco maintains 820 clustered farmers' out-grower schemes in Soba, Giwa, and Igabi LGAs of Kaduna, cultivating maize and soybeans on over 4,500 hectares of land. Annually, the farmers produce 10,000 tons of maize and 5,000 tons of soybeans and other grains. Nalmaco aims to become a leading producer of cleaned grains and soybean oil for the domestic market and export by improving agricultural productivity through aggregation and capacity building for farmers.

## Co-Investment Partnership

The USAID-funded West Africa Trade & Investment Hub (Trade Hub) awarded Nalmaco Nigeria Ltd. a co-investment grant of ₦342,057,425 naira (\$823,718.68 USD) for its Grains Aggregation and Processing Project. The project aims to increase Nalmaco's revenue by at least 35% in two years by reducing the cost of operation, developing farmers capacity, and improving harvested grain (maize and soybeans) quality and productivity. Included in the project is the construction of a 15,000 MT warehouse facility to mop harvested and/or processed and properly sorted grain by August 2023. Nalmaco will also procure a grain cleaning plant of 120 MT/day capacity to clean raw grain and improve top graded grains, and a sorting machine of 70 MT/day capacity to reduce the rejection rate. The project will engage and train 2,000 farmers to produce quality grain to meet the growing demand.

## Partnership Opportunities

With the Trade Hub's co-investment grant, Nalmaco intends to leverage an additional ₦1,620,125,833 naira (\$3.9 million USD) from the private sector. The partnership will enable Nalmaco to procure industrial-scale sorting and cleaning machines that will significantly reduce its grains rejection rate to less than one percent, down from its current rate of 30%. In recent years, Nalmaco was unable to meet the demand for its products, partly due to quality issues, COVID-19 disruption of the farming season, and increasing grain prices. With the increase of Nalmaco's overall scale of operation, they will increase their competitiveness and profitability. Hence, Nalmaco will increase its labor strength by at least 50% from the current level, employing youth and women, and retain its daily waged women sorters to rework the rejected grains. Nalmaco projects annual revenues to reach 1.5 billion naira (\$3.6 million USD) as a result of this project.



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