

# PARTNER FACT SHEET



## Projected Impact



Increase warehousing capacity to 10,000 metric tons (MT) to store processed feeds and inputs



Retain a current workforce of 400 employees, re-engage 20 employees, and hire 70 new employees (50 percent youth and 50 percent female).



Engage 5,000 (50 percent female) smallholder farmers in Kaduna, Niger, and Delta States to cultivate quality maize and soybean on 5,000 hectares (ha) to produce various categories of economical fish feed by March 2024.



Engaging 5,000 farmers in three States in Nigeria to harvest quality grains, Hybrid aims to produce fish feed that is both nutrient-dense and affordable.

*Photo credit: Hybrid Feeds*

## About Hybrid Feeds Limited

[Hybrid Feeds Limited](#) (Hybrid) is one of the leading firms in the feed sector in Nigeria. Indigenously owned and operated since 2005, Hybrid became a corporate entity in 2008, specializing in the formulation, production, and distribution of various classes of fish and livestock feeds, and after-sales services.

## Co-Investment Partnership

The USAID-funded West Africa Trade & Investment Hub (Trade Hub) awarded a grant of approximately \$1.075 million to Hybrid to enable the company to increase the sales volume of its feed products by using 5,000 outgrowers (Contract farmers) to cultivate maize and soybeans—which constitute up to 50 percent of fish feeds' ingredients—reducing production and input costs. Coming from three States in Nigeria—Kaduna (2,500), Niger (1,500), and Delta (1,000)—the 5,000 smallholder farmers will cultivate 3,000 ha of maize and 2,000 ha of soybeans to produce 12,000 MT and 5,000 MT of maize and soybean respectively and produce at least 51,000 MT of economical fish feed varieties. This 24-month (June 2022- May 2024) partnership will help Hybrid ensure consistent raw input supplies by offtaking (purchasing) the grains from outgrower farmers at farmgate prices (the prices for produce at actual farm locations). Hybrid will supply farmers with all the inputs for the cultivation of the grains while also providing technical support.

## Partnership Opportunities

Hinged on the backward integration strategy, while producing a total of 17,000 MT of grains (12,000 MT of maize and 5,000 MT of soybean) and 51,000 MT of economical fish feeds, Hybrid's project will create 5,000 farming jobs and 25,470 indirect jobs/beneficiaries. Hybrid will also employ 70 new professional-level jobs and sustain 400 current jobs by re-engaging 20 laid-off staff. Furthermore, by investing in a 10,000 MT warehouse facility and procuring two trucks (each with a capacity of 30 MT), this project will contribute to the global drive for food security, reducing food loss due to poor post-harvest management.



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