

# DE-RISKING THE SUPPLY CHAIN: NEW RELIABILITY FOR INDUSTRIAL RAW MATERIALS

## Introduction

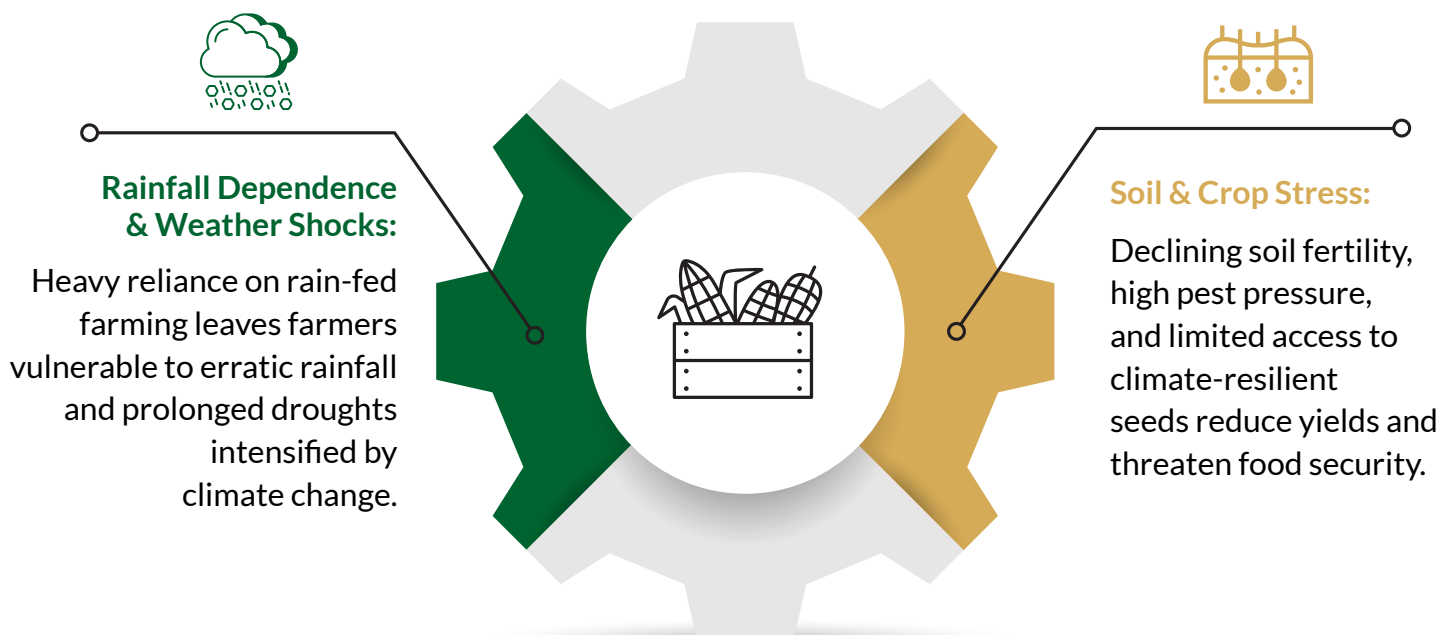
Babban Gona is redefining the future of smallholder farming in Nigeria. Built on a vision to make agriculture more productive, sustainable, and profitable for rural communities, it operates as a member-owned agricultural cooperative that equips farmers with everything they need to succeed.

From providing access to high-quality seeds, fertilisers, and crop protection products, to delivering hands-on agronomic training and guaranteed markets for their harvests, Babban Gona removes the barriers that have long held smallholder farmers back.

By combining innovative financing models with world-class extension services, the organisation empowers its members to boost yields, increase incomes, and build resilience against climate and market shocks.



## CLIMATE PRESSURES ON NIGERIA'S SMALLHOLDER MAIZE FARMERS



## BOI's CLIMATE-SMART PARTNERSHIP WITH BABBAN GONA

Our line of credit supported the scale-up of climate-smart maize production to strengthen food security and boost rural resilience. The funding enabled the distribution of drought-resistant hybrid seeds, complementary inputs, and expanded the adoption of climate-smart farming through targeted training and extension.

### BENEFIT TO NIGERIAN MSMES

- **Farmer Reach: 94,000 farmers** supported with access to inputs, training, and markets.
- **Agriculture Value Chain Enhancement:** Improved yields strengthened rural employment, creating new field roles and harvest-season jobs.
- **Income Growth:** Measurable increases in farmer incomes through yield improvements in quality and quantity, reduced losses, and better market prices.
- **Market-Linked Farming:** Guaranteed off-take agreements reducing income volatility for farmers.

1 NO POVERTY



8 DECENT WORK AND ECONOMIC GROWTH



2 ZERO HUNGER



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



### LEVERAGING TECHNOLOGY TO DRIVE FOOD SECURITY

- **Technology-enhanced farmer onboarding:** Farmers are enrolled using a technology platform that supports geo-mapping activities and enhanced farmer activity tracking.
- **Hectares Cultivated:** About **63,000 Hectares** sustainably farmed through outgrower network.
- **Maize Yield Increase:** Over **157,871 Metric Tonnes** of maize produced improving food security.

### SUPPORTING GENDER & YOUTH EMPOWERMENT

- **Women's Inclusion:** About **8,000** of smallholder farmers are women and **57%** are youth, ensuring inclusive participation in agricultural value chains.
- **Targeted Support:** Capacity building and market linkages tailored to women-led farming enterprises.

5 GENDER EQUALITY



## SUPPORTING INFRASTRUCTURE AND INDUSTRIALIZATION IN NIGERIA

- **Loss Reduction:** Drastic cut in post-harvest losses through improved storage and handling.
- **Production Inputs:** Over half of the harvested maize yields were channeled into the Nigerian food and feed manufacturing industry in continuous support of the country's food security

12 RESPONSIBLE  
CONSUMPTION  
AND PRODUCTION



12 RESPONSIBLE  
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13 CLIMATE  
ACTION



## BUILDING A CLIMATE RESILIENT ENVIRONMENT FOR NIGERIAN FARMERS

- **Drought Resilience:** Deployment of drought-tolerant hybrid seeds and adoption of water storage through dyke adoption. We are yet to adopt Irrigation technology to adapt to climate variability.
- **Climate-Smart Practices:** Farmer training in soil conservation, integrated pest management, and sustainable land use.
- **Sustainable Farming Systems:** Adoption of practices that safeguard soil fertility and biodiversity while improving yields

Babban Gona's model demonstrates how integrated financing for both farm production and post-harvest infrastructure can transform agricultural value chains. BOI's role in this project underscores its ability to guarantee high quality and quantity of agricultural raw-material supply for Nigerian processors/manufacturers.

BOI remains focused on:

- Financing backward integration activities for Nigerian manufacturers seeking to ring-fence their agricultural raw material supply.
- Support the purchase of equipment to promote hermetic storage capacity in rural areas.
- Partnering with other agribusinesses to meet the raw material supply requirements of the Nigerian food, feed and beverage industry.

