



**2022**

**IMPACT ANALYSIS  
REPORT**

**AVAS**  
consulting

# Introduction

In 2022, AVAS Consulting consolidated its mandate and purpose

We have done this by continuing to distribute knowledge

We do so to capacitate the Agriculture and Food production sectors in Nigeria and Africa at large.

Through our platforms and global networks, we distribute best-in-class knowledge through;

- Trade Missions,
- Certified Masterclasses and Workshops as well as;
- Online Certified Masterclasses.

At AVAS, our purpose is to advance 'A New African Story on Agriculture' which we call ANASA. We therefore reflect and report to ourselves, our stakeholders and partners how we are impacting our sector and by extension rural communities, institutions, Government, SME's and individuals through our platforms and initiatives.





## EXPANDING OUR NETWORK TO IMPACT NIGERIA

We have identified Spain as the region with the kind of resources that fits our needs.

The Southeast of Spain (The Iberian Peninsula) has gone from being one of the poorest in the EU to one of the wealthiest through Agritech and Food production. The weather and the topography is similar to Nigeria and we can benefit from the solutions and innovations they have executed.

### Our relationships are with the likes of...



Our relationships with these revered institutions has allowed us to build a faculty that includes some of the best Agri. and Food Professors on the continent of Europe. The faculty we have assembled, all have Africa experience and know how.

Several Spanish corporates now consider AVAS as their partner in Africa. We have been quite deliberate in our choice of corporate partnership. We work and collaborate with those who have a clear path to sharing Agritech knowledge and research with Nigeria and those who are looking to bring productivity to Nigeria – that way securing jobs and investments in-country.



**Locally, we count on the partnership and support of the likes of IITA and Nigeria Cereal Research Institute to deliver impact to our delegates and beneficiaries.**



# OUR IMPACT WITH IMPORTANT INSTITUTIONS



Fertilizer Producers & Suppliers Association of Nigeria

FEP SAN is an important Nigerian Institution. Through its membership, it touches the commercial lives of most farmers in Nigeria. In 2022, we hosted a delegation from FEP SAN to a successful Trade Mission to Bilbao, Spain and to France.



We will become the training and knowledge resource for FEP SAN and by extension many Nigerian farmers. Our training will focus on bio fertilizers as well as new blending possibilities, which will increase the yield and productivity of Nigerian farmers.

We made introductions and fostered interactions between our delegates from FEP SAN and the municipal Government in the Baque Region of Spain. Exchanges of this nature ultimately improve capacity and benefit our institutional clients and by extension the Agri and Food sectors in Nigeria.

## THE NIGERIAN DEFENSE HQ



Not many know that the Nigerian Army is custodian of one of the largest farm banks in Nigeria. This makes our collaboration with the Defence HQ an important mandate. We are designing important and innovative models that will result in interesting partnerships between NAFRL (Nigerian Army Farms and Ranches Ltd) and smallholder farmers across the country. We believe that when these models are deployed, its impact would be increased production of cash crops and more food security for the country.

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# APRIL 2022, ABUJA CONFERENCE

## Nigeria's Agriculture in the midst of conflict



In April 2022, we hosted the AgriTalk Seminar and Conference at the Hilton, Abuja.



Titled "Agriculture in the midst of Conflict". The key note speech was delivered by James Brett a globally renowned Conflict Resolution expert who aggregated farmers in war torn Afghanistan to increase capacity and even export right in the middle of the war.



Alongside our partners - CBN, FEPSAN, AFEX, DHQ, Ministry of Agriculture, Office of the Vice President and others, we delivered a ground breaking event that was covered on NTA, reported on other news and media outlets include BusinessDay, Abuja Radio and extensively online.



The opportunities to listen and be educated by experts in the sector as well as receive knowledge and network with like minded individuals are the positive outcomes from the day that our delegates reported.



# TRADE MISSIONS AND KNOWLEDGE

Since 2020, alongside our partners, we have travelled with a multitude of businesses and SME's to the Iberian Peninsular. Typically, over a five-day period, we travel hundreds of miles visiting farms, manufacturers and food production facilities to see best-in-class modern Agriculture and Food production.



After 3 to 4 visits to facilities every day, our delegates see first hand what the future holds especially in light of the prevailing phenomenon of urbanization, which means that the way we procure and consume food has and is continuing to change.

**We follow up with most of our delegates to our Trade Missions**  
**Nearly 90% have reviewed their current business plans.**  
**We are expecting several SME's to revisit the region to deepen links with new partners.**



# DEEPENING AND EXPANDING OUR IMPACT

Women represent over 60% of smallholder farmers in Nigeria. Part of our mission is that this demographic should receive best-in-class training. The benefits to Nigeria will be immeasurable. Nigeria needs young people to participate in Agriculture. We will attract the interests of young people and stimulate them with Agritech.



To that end, we are working with our resource partners (our faculty and institutions) to deliver in-country certified masterclasses. We are also working with our corporate partners/sponsors like the CBN, Unity Bank and several retail banks, insurance companies and HMO's who see the correlation between food and health and others to ensure that women and young people can benefit from the world class masterclasses and events we curate and host.

Using the reach of social media, we will upload these events and Masterclasses on Youtube and other platforms so that even more people and SME's can benefit from the knowledge.

Our corporate partners too will enjoy impressive brand exposure.

Our senior management have become thought leaders in the sector and regularly contribute articles and opinions in the leading Newspapers in Nigeria like BusinessDay.





## Contact us

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