

AFICAT Newsletter (Nigeria No. 2)

Issued on March 31, 2023

This newsletter presents the activities of the “Africa Field Innovation Center for Agricultural Technology” (AFICAT). In this second issue for Nigeria, we introduce activities conducted by the Nigerian government and Japanese companies under the coordination of the AFICAT team from July 2022 to February 2023 in Nigeria.

Activities by Kett



Kett Electric Laboratory Co. Ltd. (Kett) is a Japanese manufacturer of agricultural measuring

instruments such as moisture testers for grains, wood, paper, and other materials, as introduced in the first newsletter for Nigeria (please refer to [the JICA website](#)). In the field of agriculture, Kett’s products can be used for appropriate quality control of a wide variety of grains, such as tools that accurately measure moisture contents.

In October 2022, with the coordination of the AFICAT team, a seminar via online lecture and demonstration by Kett staff in Japan was held in Abuja as a follow-up seminar to the pre-seminar held in June 2022 (please refer to [the first newsletter](#)). Fourteen participants attended the seminar in October, including officers from Agribusiness Marketing Department (ABM) of the Federal Ministry of Agriculture and Rural Development (FMARD), National Centre for Agricultural Mechanization (NCAM), National Cereals Research Institute (NCRI), Agricultural Development Programme in each state, and private rice millers.

In the meeting room, four types of grain moisture testers including one dedicated to parboiled rice, a rice whiteness tester, a rice polishing (whitening) machine, and an automatic paddy husker, were provided and demonstrated by the AFICAT team. The participants actively practiced using the products while receiving guidance from the Kett

staff remotely. They expressed an interest in the products and were surprised by their accuracy and technology. The question-and-answer session was very lively, and they showed interest, especially in the moisture meter for parboiled rice because such steamed rice is commonly consumed in Nigeria. Kett staff were willing to disseminate the knowledge and technology in Nigeria for appropriate quality control of agricultural products, and the company was looking for local partners in Nigeria.

- Kett website: <https://www.kett.co.jp/english/>



Photograph of the participants using Kett products according to the instructions by Kett staff via Zoom

Collaboration between Honda and NADP

HONDA

Promotion of Honda Motor Co., Ltd. (Honda) products in Nigeria, which was introduced in [the first newsletter](#), has started a new phase of the activity.

Under the Memorandum of Understanding (MoU) between Honda Manufacturing Nigeria Limited (HMN) and Nasarawa Agricultural Development Programme (Nasarawa ADP) in October 2022, Honda’s tiller was leased to Nasarawa ADP by HMN. Nasarawa ADP planned to utilize the agricultural machinery for agriculture extension activities to farmers around. They are now consulting with farmer groups to draft the lease conditions and activity plans to use the machinery for cropping during the rainy season. The AFICAT

team will continue to follow up on the activities and support validation, demonstrations, and PR activities, as necessary.



Photograph of the demonstration conducted in Nasarawa state in June 2022 with the cooperation of Nasarawa ADP (reposted)

Demonstration of Honda tiller by a Nigerian company

Following the collaboration with Nasarawa ADP, Honda is working with a consulting company to organize demonstrations and seminars on Honda's products. On January 27 and 28, 2023, HMN and MinaPro Ultra Consulting Ltd (MUCL), a consulting company in Nigeria, conducted a demonstration of Honda products.

On Day 1 (27th), a tiller (FQ650), brush cutter, and backpack-type power sprayer were demonstrated to farmer groups supported by MUCL. Participating farmers commented that the introduction of these agricultural machinery would change their agribusiness, and they would like to purchase the machinery immediately.

On Day 2 (28th), Honda products were introduced to junior high school students whose core subject was agriculture, with the aim of educating and promoting advanced technology for a new generation in the agricultural sector. Through these steady dissemination activities, Honda aims to promote its products for enhanced agricultural mechanization in Nigeria.



Photograph of the demonstration to farmer groups



Photograph of the seminar conducted for junior high school students

Interviews with farmers for SHEP project

The cost-effectiveness of agricultural machinery and the financial ability of farmers to invest in it are important aspects for introducing and selling agricultural machinery. In order to identify the current situation of small-scale farmers who constitute the majority of agricultural producers in Nigeria, the AFICAT team exchanged views with the JICA project team for a "Project on Promotion of Market-oriented Agricultural Extension System for Livelihood Improvement (applying for Smallholder Horticulture Empowerment & Promotion, SHEP approach," which supports small-scale horticultural farmers in Nigeria. The AFICAT team also interviewed two small-scale farming households (beneficiaries of the above project), one rice producer and one maize producer, who had improved incomes with the SHEP project's support, regarding their expenditure, income, and profit.

Interviews with these farmers revealed that they



were considering procuring agricultural machinery such as power tillers to enable them to perform farm activities efficiently in the right season. They also shared information with us that they spent NGN30,000 (about USD65) per hectare for maize cropping and NGN60,000 (about USD130) for rice cropping tillage work alone, and it is difficult to find farm laborers at the right time, and labor costs are increasing.

These households earn annually about NGN500,000 (about USD1,100) per hectare for maize and NGN800,000 (about USD1,750) for rice and have the capacity to invest in agricultural machinery. The farmers are also considering the possibility of providing machinery services and group operations to make agricultural machinery cost-effective. The AFICAT team plans to share learning and other information with AFICAT stakeholders, and considers supporting demonstrations to spread the technology and products of Japanese agricultural companies in Nasarawa state with the cooperation of Nasarawa ADP, NCAM, and others.

Partnership among Japanese companies and Nigerian companies for machinery rental services

One of the largest Japanese trading companies, Mitsubishi Corporation (Nigeria) Ltd., a Japanese start-up company, STANDAGE Inc., HMN, and Zowasel.com Limited in Nigeria, are working together to improve agricultural productivity and livelihoods in Nigeria through the dissemination of affordable agricultural machinery for small-scale farmers. They announced a MoU with the above contents at the MoU session of the 8th Tokyo International Conference on African Development (TICAD8) held in August 2022. Their expected roles are summarized below.

Company	Role
Mitsubishi Corporation (Nigeria) Ltd.	To coordinate and facilitate the entire partnership Website: https://www.mitsubishicorp.com/jp/en/network/africa/nigeria.html
STANDAGE Inc.	To manage the sourcing and importation of Japanese-used

	machinery for the project and establish an ecosystem for Japanese-used farm machinery in Nigeria Website: https://standage.co.jp/en
Honda Manufacturing Nigeria Limited	To provide Honda-made agricultural machinery with technical and maintenance support Website: https://honda-nig.com/
Zowasel.com Limited	To implement the machinery rental services through their network of remote Crop Centre infrastructures, provide Good Agricultural Practice (GAP) training, and ultimately create market access through their sustainable Marketplace platform. Website: https://www.zowasel.com/

This cross-border collaboration may accelerate agricultural mechanization in Nigeria and improve farmers' quality of life in the long run. These four companies will continue to progress toward the realization of scaling machinery rental services in Nigeria.

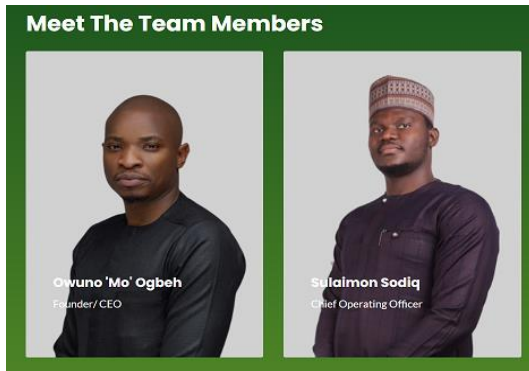
- Story about the partnership from the Zowasel.com Limited's website : <https://medium.com/zowasel/zowasel-mitsubishi-honda-and-standage-sign-mou-to-facilitate-access-to-affordable-agricultural-7b4cb94d8c80>

Start-ups in Nigeria

Through field activities in Nigeria, the AFICAT team built new relationships with local agricultural start-ups with leading ideas and technology as follows:

Farmore:
Farmore focuses on innovative solutions for the Nigerian agricultural and agroindustrial sectors. For instance, the company conducts a project called the Farmore Academy, which helps agricultural companies monetize their inherent expertise by converting it into practical training programs and distributing these programs on their websites. It also helps agricultural entrepreneurs by providing first-class agricultural education, saving them from the costly losses that are

incurred due to inexperience.

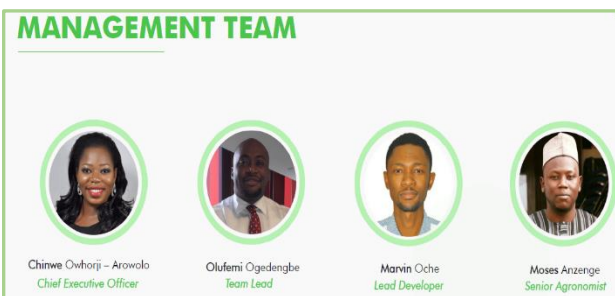


Photograph of the team members of Farmore

Farm Innovation Nigeria Ltd (FIN) : FIN pioneered Digitized Agricultural Extension services in Nigeria, with innovative solutions for supporting farmers in both crop and animal production, thereby improving their processes, increasing their yields, and subsequently increasing their incomes; it also provides other value chain actors with an opportunity to optimize their engagement with these farmers.

FIN provides other solutions to farmers through its digitized platforms, including agricultural management services using short message services (SMS) and farmer call centers with access to their mobile applications and web systems. They also connect farmers to agricultural machinery service providers and microfinance institutions.

- Website: <https://farmnovation.com/>



Photograph of the management team of FIN

To promote agricultural mechanization, the AFICAT team believes that cooperation with the private sector in Nigeria, which has a wider understanding, knowledge, and network of the

agricultural sector and farmers, is also very important in addition to collaborating with the public sector. Therefore, the AFICAT team would like to continue exploring ways to collaborate with the private sector in Nigeria, including bringing the Japanese companies and private companies in Nigeria together.

Japan pavilion at Lagos International Trade Fair

The Lagos International Trade Fair, which is the largest trade fair in Nigeria to exhibit items from various industries, including agriculture-related products, was held from November 4 to 13, 2022. Japan External Trade Organization (JETRO) set up a Japan Pavilion for the first time in three years, with the participation of 19 Japanese companies aiming at business expansion in Nigeria. Among the 19 companies, products of some agriculture-related companies, such as Honda and STANDAGE Inc., which proceed with machinery rental services as featured above, were also exhibited in the pavilion.



Photograph of a stage event in the Japan Pavilion in Lagos International Trade Fair in 2022

This is expected to promote partnerships and businesses between Japanese companies and Nigerian institutions or companies for the mutual purpose of agricultural development in Nigeria.

Editors' postscript

We hope that you have enjoyed our second newsletter in Nigeria. The first newsletter can be



accessed from this URL of AFICAT website:
https://www.jica.go.jp/activities/issues/agricul/aficat/v4lphn00000052op-att/africat_newsletter_nigeria_01.pdf

We are preparing the next issue that will present the future activities of AFICAT, and hope that you will continue to read our newsletters.

Editing/Inquiries

Kaihatsu Management Consulting, Inc.

Ms. Kano, Mr. Tokuoka

Tel: +81-3-5791-5083/Mail: aficat.team@kmcinc.co.jp

AFICAT HP (only in Japanese):

(<https://www.jica.go.jp/activities/issues/agricul/aficat/index.html>)

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