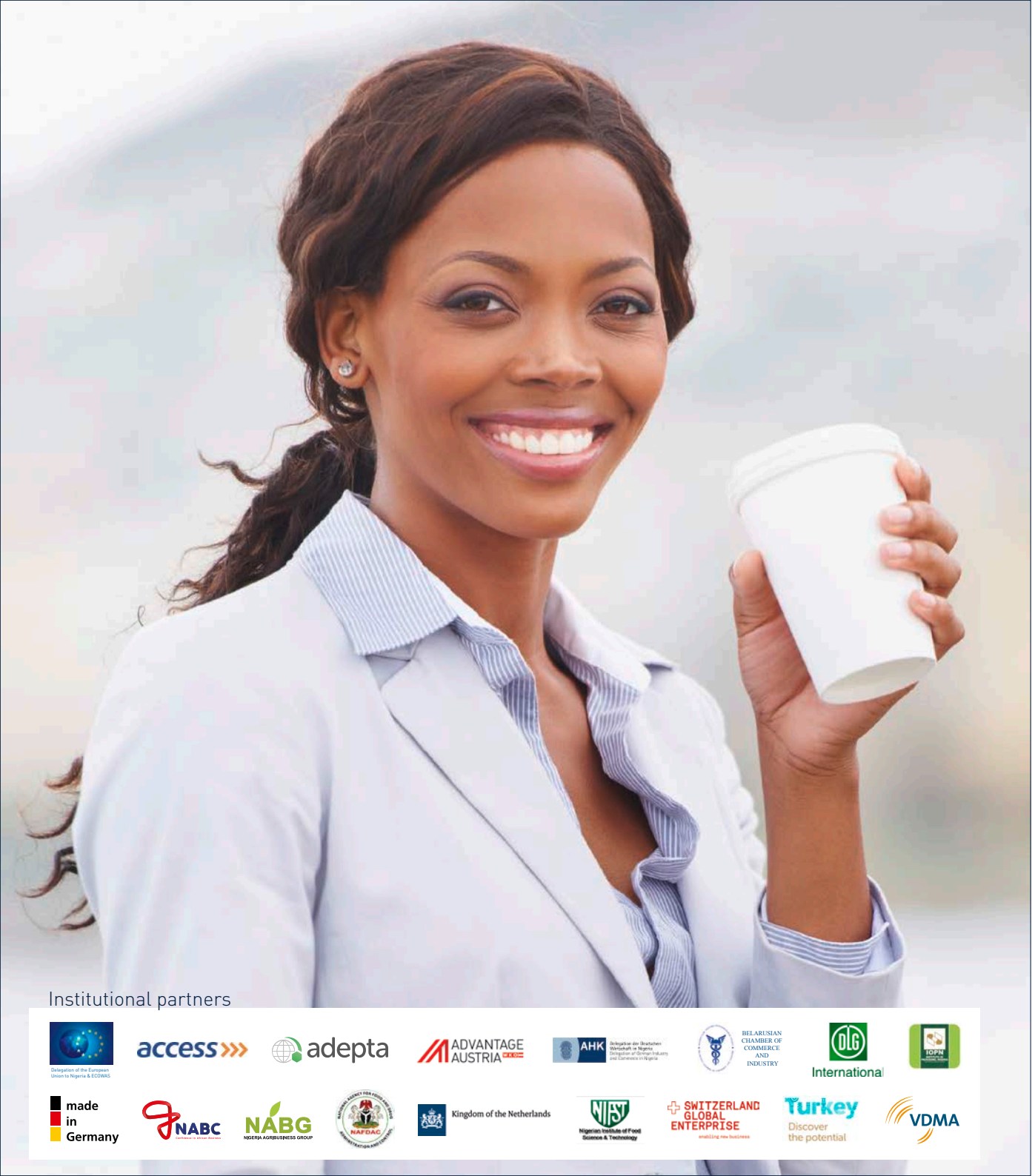


Institutional partners

Nigeria agrofood

6th International Trade Show

Nigeria agro
crop production • animal husbandry

AGRO TECH NIGERIA

Nigeria food + bev tec
process & packaging
bakery + confectionery

Nigeria food ingredients
NEW!

24 - 26 March 2020

Landmark Centre • Lagos - Nigeria
www.agrofood-nigeria.com

Organizer
fairtrade

Partner event
Nigeria plastprintpack

Review on agrofood Nigeria 2019

Gallery | Show video | Exhibitor list | Post Show Report

Valuable institutional support

2019

Personalities having participated at the official opening of agrofood & plastprintpack Nigeria 2019:

- **Dr. Emmanuel Ijewere**, Vice President, Nigeria AgriBusiness Group NABG
- **H.E. Mr Vyacheslav Bril**, Ambassador of the Republic of Belarus
- **H.E. Dr Stefan Traumann**, Consul General of the Federal Republic of Germany
- **H.E. Mr Michael Deelen**, Consul General of the Netherlands
- **H.E. Dr Maurizio Busanelli**, Consul General of Italy
- **Mr Francis Widmer**, Economic Counsellor, Embassy of France & **Ms Isabelle Kouamo,** Head of Development Sub-Saharan Africa, adepta
- **Mrs Simidele Onabajo** on behalf of **Prof. Mojisola Christianah Adeyeye**, Director General, National Agency for Food and Drug Administration and Control (NAFDAC) (tbc)
- **Dr Marc Lucassen**, Delegate, Delegation of German Industry and Commerce in Nigeria – AHK
- **Ms Martina Claus**, Manager Market Development Africa, German Engineering Federation VDMA - Food, Processing & Packaging Machinery Association
- **Ms Sandra Brogli**, Project Manager Trade Fairs, Switzerland Global Enterprise (S-GE)
- **Oluwatoyin Ekpeneidua**, Deputy Head, Fund Development & Communication, SOS Children's Villages Nigeria
- **Mr Paul März**, Managing Director, fairtrade

Strong facts of agrofood Nigeria 2019

VISITORS

2,094 trade visitors (+35%) from 26 countries*

99% recommend the fair

64% plan to invest over the next 12 months!

63% decision makers

Best ever in its 5-year history!

EXHIBITORS

120 exhibitors from 24 countries*

90% recommend the show

84% satisfied with the event as a whole

77% with the business prospects after the fair

*together with its partner event plastprintpack Nigeria 2019

Eight national pavilions

2019

Belarus

China

France

Germany

Italy

Netherlands

Switzerland

Turkey

Top marks for conferences, presentations and events

Review on 2019:

The numerous events in the accompanying program (see presentations online) also met with overwhelming response.

Whether regarding one of the three main sessions on Skills development and the value chain approach, on Circular economy or on Finance, Start-ups and Digitalization, the presentations were eagerly received and there were fierce discussions.

This is particular true of the Nigeria-Belarus Business Forum.

Conference program & presentations 2019 >>

Conference pictures 2019 >>

Market update: Facts about Nigeria at a glance

Economic data
- Nigeria is Africa's largest economy
- 5th largest oil exporting and 11th largest gas exporting country
- A regional power with major influence in the region
- Listed among the „Next Eleven" economies
- Expected to become one of the world's Top 20 economies by 2050

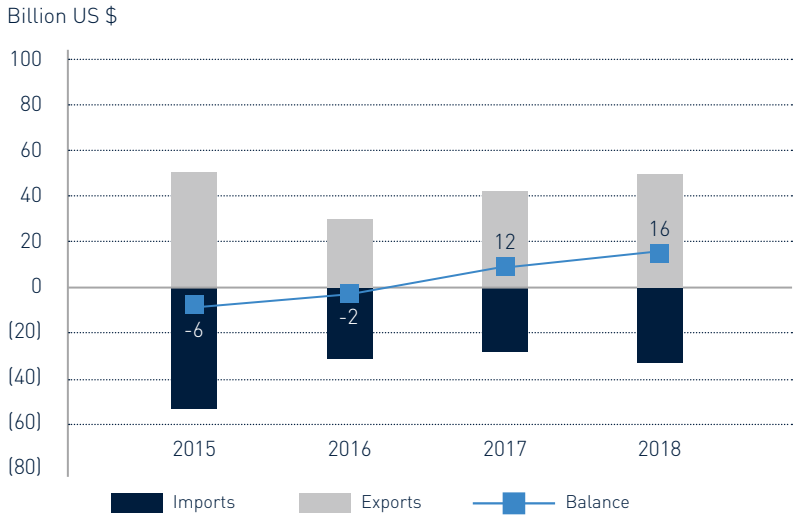
Population
- 201 million inhabitants (2019)
- The most populous country in Africa and the 7th most populous country in the world
- Expected population by 2050: 411 million

Strenghts
- Huge oil and gas reserves
- Abundance of natural resources (oil, gas, agricultural land)
- Attractive consumer market due to high population
- Revival of agriculture & food industry

General opportunities
- Exhibitors profit from massive investments into the consumer industry, the construction of shopping centers and an increasing demand for machinery and equipment
- Engineering: an increasing demand by growing consumer market
- Chemistry: Diverse customer industries (construction, agriculture) with good economy

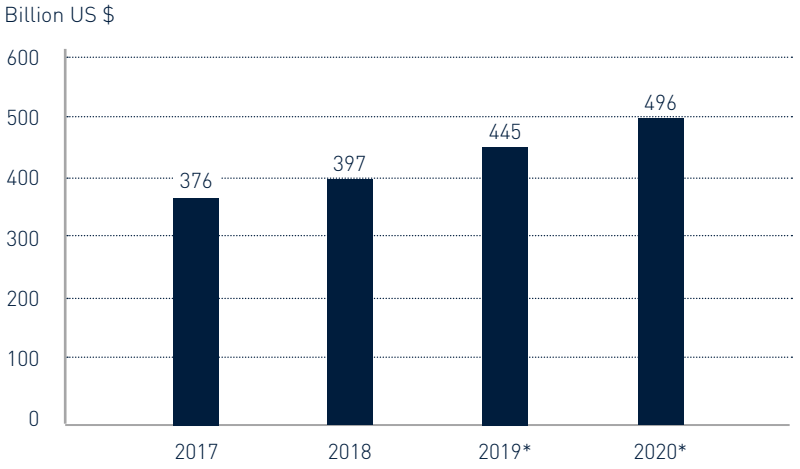
Opportunities in the agrofood industry
- Recession caused revival of local food production and „Made-in-Nigeria" trend; political will to expand local food production
- Massive investments in agricultural technology and processing and packaging equipment
- Increase of yields - Reduction of immense post-harvest losses - Reduction of import bill
- Experts foresee Nigeria to become the region's main food supplier
- Medium-term development extremely promising
- Biggest market for food products in Africa - still undersupplied

Foreign trade



See „The market" »

GDP



Source: GTAI

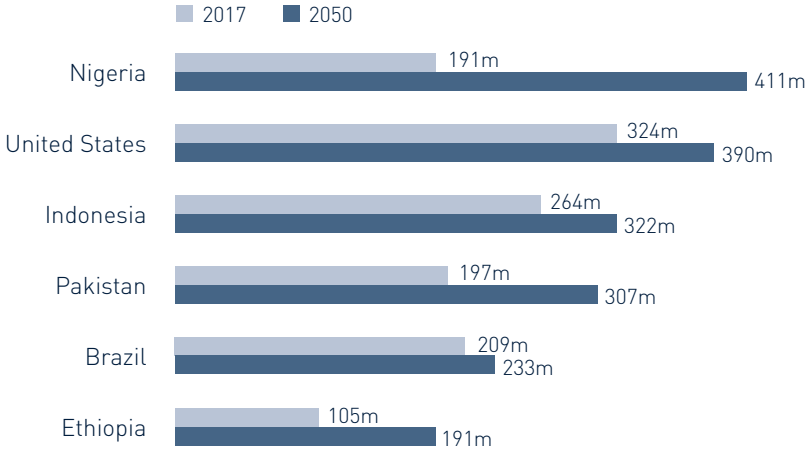
** prognosis*

Facts on Nigeria's enormous population growth

Nigeria agrofood

Nigeria to become the third most populous country in the world after India and China until 2050

Population in 2017 and forecast for 2050



Source: UN Population Division

Nigeria's demographic development

1950: The British colony of Nigeria has **38** million inhabitants

1960: With **45** million inhabitants Nigeria becomes independent, already then the most populous state in Africa

1981: With **76** million inhabitants, Nigeria has doubled its population compared to 1950

2000: **123** million

2009: Compared to 1981, Nigeria has doubled its population again, to **155** million

2019: Nigeria has **201** million inhabitants. This makes it the seventh largest country in the world after China, India, the USA, Indonesia, Brazil and Pakistan

2037: Nigeria's population has doubled to **307** million and is now eight times as high as in 1950

2050: With **411** million, Nigeria overtakes the USA and is the third most populous country in the world after India and China

Source: World Population Prospects 2019, United Nations

A unique concept

agrofood Nigeria covers the entire process chain

2020

Nigeria agro

AGRO TECH NIGERIA

Exhibitor profile

- Agricultural machines, farming tractors, harvesting equipment
- Analytical equipment
- Dryers, cleaner, silos and storage systems
- Feeding equipment
- Fish farming equipment
- Grains, grain systems
- Greenhouse and greenhouse plastics and equipment
- Irrigation systems

...

Complete range of exhibits >>

Visitor profile

- Farmers
- Breeders
- Keepers

Nigeria food + bev tec

Exhibitor profile

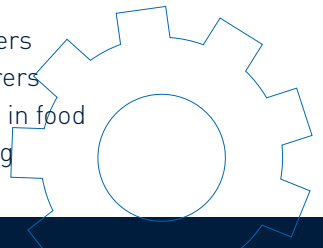
- Process technology
  - Bakery technology
  - Confectionery technology
- Refrigeration and air-conditioning technology
- Packaging technology
- Conveying,transport and storage installations

...

Complete range of exhibits >>

Visitor profile

- Food manufacturers
- Drink manufacturers
- Companies active in food or drink packaging



NEW!

Nigeria food ingredients

Exhibitor profile

- Aromas
- Curing agents
- Distillates
- Emulsifying agents
- Enzymes
- Flavors & fragrances
- Food additives
- Fruit and vegetables concentrates
- Fruit ingredients

...

Complete range of exhibits >>

Visitor profile

- Food manufacturers
- Drink manufacturers
- Companies active in food or drink packaging

Why exhibit in agro AgroTech Nigeria?

DLG and fairtrade cooperate for agro AgroTech

agro Nigeria has been organized by fairtrade as part of agrofood Nigeria ever since 2015. In 2018, DLG (German Agricultural Society) entered into strategic partnership with fairtrade and brings in its agro expertise. The focus of the cooperation lies on agricultural technology, animal production, flori- and horticulture and hot-house technology.

Organisers of the world's No. 1 trade shows Agritechnica and Eurotier, DLG is the global leader in professional trade fairs in the fields of agricultural engineering, crop production, animal production and bioenergy. DLG has been organizing trade fairs and exhibitions for the agricultural and food sector since 1885.

Co-organisers for agro AgroTech

Top exhibitors 2019

- ACO Systems
- adepta
- Advantage Austria
- Agrotrust
- Andritz
- Belagro
- Bobruiskagromash
- Bosman Van Zaal
- Bühler
- Busch Vacuum Pumps and Systems
- BWT
- Dutch Poultry Pavilion
- Dutch Vegetable Seeds Pavilion
- GEA
- German Ministry for Economic Affairs and Energy (BMWi)
- Gomselmash
- Grandex
- Hoogendoorn
- Julite Machinery
- Kingpeng
- MAZ Minsk Automobile Plant
- MTW Minsk Tractor Works
- NABG – Nigeria Agribusiness Group
- Richel
- Rijk Zwaan
- Shijiazhuang Julite Machinery
- Switzerland Global Enterprise
- Vibrofloors

See all 2019 exhibitors here

Voices of the exhibitors 2019

see more testimonials

Dieter Rohlf
Area Sales Manager Africa - ANDRITZ

ANDRITZ Feed & Biofuel Technologies is a corporate group with worldwide development, production and supply activities within technology and after-sales service to the feed and biofuel industries.

Nigeria is a very promising market for us because it's the biggest economy in Africa. Also, it has the largest population, which means future consumers for us.

Our visitors are really interested and qualified. For us, the highlight at agrofood Nigeria is the excellent organization. We trust that it will continue in the future.

Eugeniy Vvedenskiy
Director of Belinterexpo Exhibition Unitary Enterprise of the Belarusian Chamber of Commerce and Industry

As the biggest African economy with the largest population, it's a good choice for the first-ever country pavilion we had in West Africa. The Nigerian people are extremely friendly and easy going. For sure we will continue exploring this market.

We had an unexpectedly high number of interested visitors. So we've got the chance to connect with people from all sectors, for example, farmers, food manufacturers, traders, etc. Most of them were professionals which is very good.

The fair itself was a comfortable platform with everything you need to do business successfully. We will definitely consider bringing our pavilion to agrofood + plastprintpack Nigeria again.users and to connect with them on site

High satisfaction rates 2019

- agro Nigeria as a whole: 88%
- quality of business contacts initiated: 82%
- exhibitors recommending the show: 81%

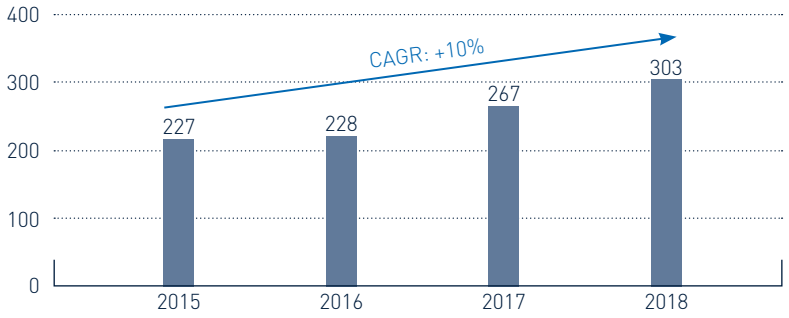
Put the Nigerian agricultural sector on a growth path

go to agro AgroTech Nigeria

Why exhibit in food + bev tec Nigeria?

Nigeria
food + bev tec

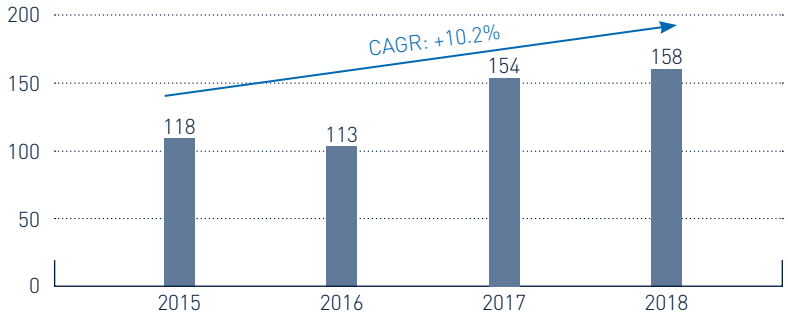
Nigeria soon to become the largest importer of food technology in sub-Saharan Africa. Enormous population growth and high sustainable investments in its food industry



Source: VDMA / Graph: fairtrade 2019

- With 303 million euros in 2018 (+13% compared to 2017), Nigeria is the second largest importer of food and beverage technology in sub-Saharan Africa, just behind South Africa (332 million euros).
- But while South Africa's imports not only failed to grow between 2015 and 2018, but even dropped from 376 to 332 million euros, Nigeria's imports increased by an average of 10% per year over the same period. So Nigeria will soon overtake South Africa.
- Nigeria's immense population of currently 200 million, which according to the United Nations will increase to 400 million by 2050, requires strong sustainable growth.

Nigeria soon to become the largest importer of packaging technology in sub-Saharan Africa. Enormous population growth and high sustainable investments in its packaging industry



Source: VDMA / Graph: fairtrade 2019

- With 158 million euros in 2018, Nigeria is the second largest importer of packaging technology in sub-Saharan Africa, just behind South Africa (175 million euros).
- But while South Africa's imports failed to grow, Nigeria's imports increased by an average of 10.2% per year between 2015 and 2018. So Nigeria will soon be passing South Africa by.
- Nigeria's immense population of currently 200 million, which according to the United Nations will rise to 400 million by 2050, requires strong sustainable growth. This is why Nigeria invests heavily in its packaging industry

Top exhibitors 2019

- adepta
- Advantage Austria
- African Bakery Dynamics
- Ascent Chemical
- Atlas es Makina
- Beck Automation
- Blaze Food Machinery
- Bongard
- Bosch
- Bühler
- CFT
- Dagard
- Damak Makine
- Diosna
- Eskort
- First Blends
- GEA
- German Ministry for Economic Affairs and Energy (BMWi)
- Illig
- KHS
- Krones
- Lanxess
- M Industries
- MLT Pack Service
- Mühlenchemie
- Multivac
- Qinhuangdao Beidou
- Redachem
- Rovema
- Sacmi
- SSP Packaging
- Steriflow
- Synerlink
- Turan Plastik
- Vibrofloors
- Werner & Pfleiderer

See all 2019 exhibitors here

Why exhibit in food + bev tec Nigeria?

Nigeria
food + bev tec

Voices of the exhibitors 2019

Alberto Quintavalla
Sales Area Manager - CFT

The Nigerian market is interesting for us because of the huge population. We are talking about more than 190 million people who need a well-developed agrofood industry.

We meet many of our traditional customers here at the show to discuss current projects. But we also have the opportunity to win potential new customers.

The major advantage of agrofood is to connect us machinery producers with the Nigerian industrial sector.

Lalit Ganwani
General Manager – General Industry - First Blends

First Blends is the leading manufacturer of functional solutions and the premier service provider to the cereal food industries in Nigeria and West Africa.

For us, it's important to partner with international companies and help the industry to grow and take it to the next level. We will provide our customers the highest quality products and get a good feed on our standards.

agrofood is getting bigger and bigger every year, with more exhibitors, customers and visitors. That's great! So we are able to showcase our products to more and more customers.

Markus Palm
Head of Sales for African region - Krones

Krones plans, develops and manufactures machines and complete lines for process, filling and packaging technologies.

Nigeria is an important market for us because of the high population as well as the growing middle class and the stable political situation.

At agrofood we meet existing clients but also new ones. We're impressed by the program and the speakers especially the "Consulate meet and greet". Our highlight at agrofood is the chance to connect with major global players in our business.

see more testimonials

High satisfaction rates 2019

- service of organizer: 94%
- exhibitors recommending the show: 93%
- whole show: 84%

Expenditure in Nigerian food and beverage sector to grow significantly between 2019 and 2023

go to food + bev tec Nigeria

NEW: food ingredients Nigeria 2020!

Nigeria food ingredients

Demand for F&B ingredients rising continuously

With almost 200 million inhabitants, Nigeria has long been the largest food market on the African continent. Expenditure in the F&B sector is growing steadily and F&B production is by far the largest segment of the Nigerian processing industry.

Accordingly, the demand for food and beverage ingredients is rising continuously. So it was only natural that more and more leading international ingredients companies took part in agrofood Nigeria.

Top food ingredients exhibitors 2019

akras – let there be taste
AUSTRIA JUICE
Destilla – The Essence of Nature
DÖHLER – Natural Food & Beverage Ingredients
DUPONT
FOODINC
Ingredion
LANXESS – Energizing Chemistry
Mühlenchemie – Understanding Flour
PrimeMilk
REDA – Food Processing Plants
symrise

See all 2019 exhibitors here

With food ingredients Nigeria, fairtrade is responding to the request of exhibitors for their own partial tradeshow under the umbrella of agrofood Nigeria.

Just like iran food ingredients which fairtrade established a few years ago in Tehran under the umbrella of iran agrofood.

Expenditure in Nigerian food and beverage sector to grow significantly

go to food ingredients Nigeria

Why exhibit in food ingredients Nigeria?

Nigeria food ingredients

Voices of the exhibitors 2019

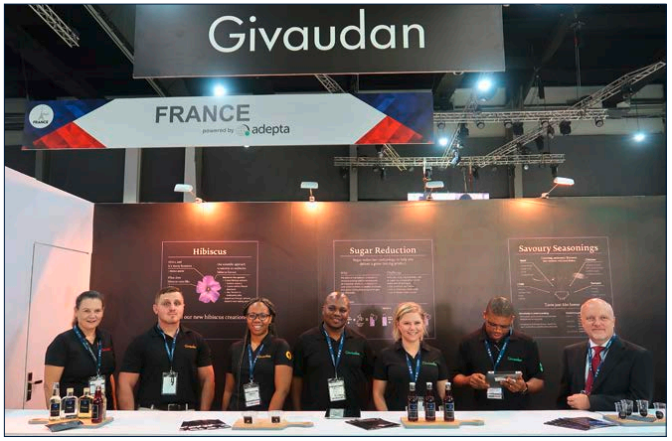
see more testimonials

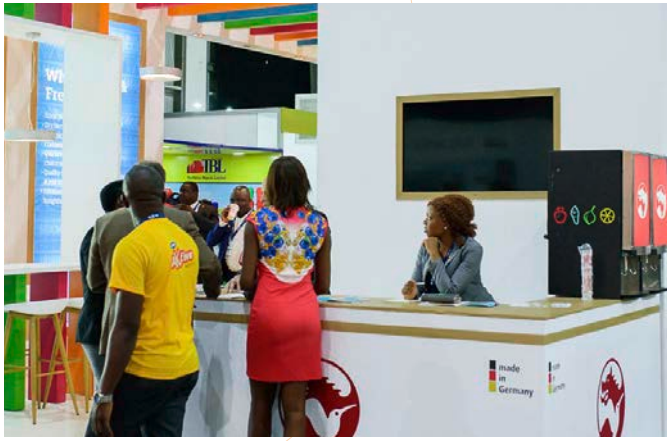
Patrick Ajala
Sub-Regional Account Manager - Symrise

Nigeria is an important market for Symrise and we feel the need to claim business opportunities in this ever growing market.

Also, it's in the responsibility of Symrise to continue to progress in how we engage traditional customers and attract to support start-ups.

The strong point about agrofood Nigeria is it supporting us as an excellent business platform for local and international suppliers to showcase their ideas, concepts and capabilities.





The venue

Landmark Centre in Lagos - Victoria Island

- Opened in 2014
- Offers all of the latest in modern exhibition and conferencing facilities
- Strategically positioned on the grounds of Landmark Village, a spectacular beach front location extending over 9.4 acres in Victoria Island, the heart of the vibrant and lively Lagos business district and metropolis

The Landmark Village

Develops over 300 meters of beachfront overlooking the Atlantic Ocean
It accommodates:

- The Hard Rock Café
- The Shiro Japanese Restaurant
- The Leisure Centre
- Beachbar
- The Landmark Convention Centre - Hall 1 & Hall 2

Official caterer Casper & Gambini's

- Daily exhibition catering including a variety of hot and cold dishes in the restaurant area Casper & Gambini's supports the atmosphere
- Customized catering for exhibitors at their stand, for seminars and other corporate events taking place in the frame of the show
- Seasonal and premium ingredients

Check out the agrofood industry portal

Your benefits

all exhibitors • all products • all visitors • networking & matchmaking

- enter the portal
- detailed company and product profiles

- present your ideas to potential business partners
- search for product categories
- maximum exposure to targeted buyers

- contact the exhibitors before and after the show
- present your ideas to potential business partners
- make an appointment for the event
- find good business contacts with the help of detailed profiles

- be contacted by other visitors & exhibitors
- benefit from B2B matchmaking
- your profile is active 24/7 all year round

Grow your business – Upcoming Events

10 – 12 December 2019, Accra
6th agrofood West Africa

Registration until 22 October 2019

29 February – 02 March 2020, Baghdad
2nd iraq agrofood

Registration until 17 January 2020

24 – 26 March 2020, Lagos
6th agrofood Nigeria

Registration until 04 February 2020

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03 – 05 June 2020, Addis Ababa
4th agrofood Ethiopia

Registration until 31 March 2020

15 – 18 June 2020, Tehran
27th iran agrofood

Registration until 31 March 2020

09 – 11 December 2020, Abidjan
7th agrofood West Africa

Registration until 15 October 2020

We'll be your back-up team!

fairtrade - valuable business contacts

fairtrade was founded by Martin März in 1991. Since long, fairtrade ranks among the leading organisers of professional international trade fairs in emerging markets, especially in North and Sub-Saharan Africa, the Middle East and Eastern Europe.

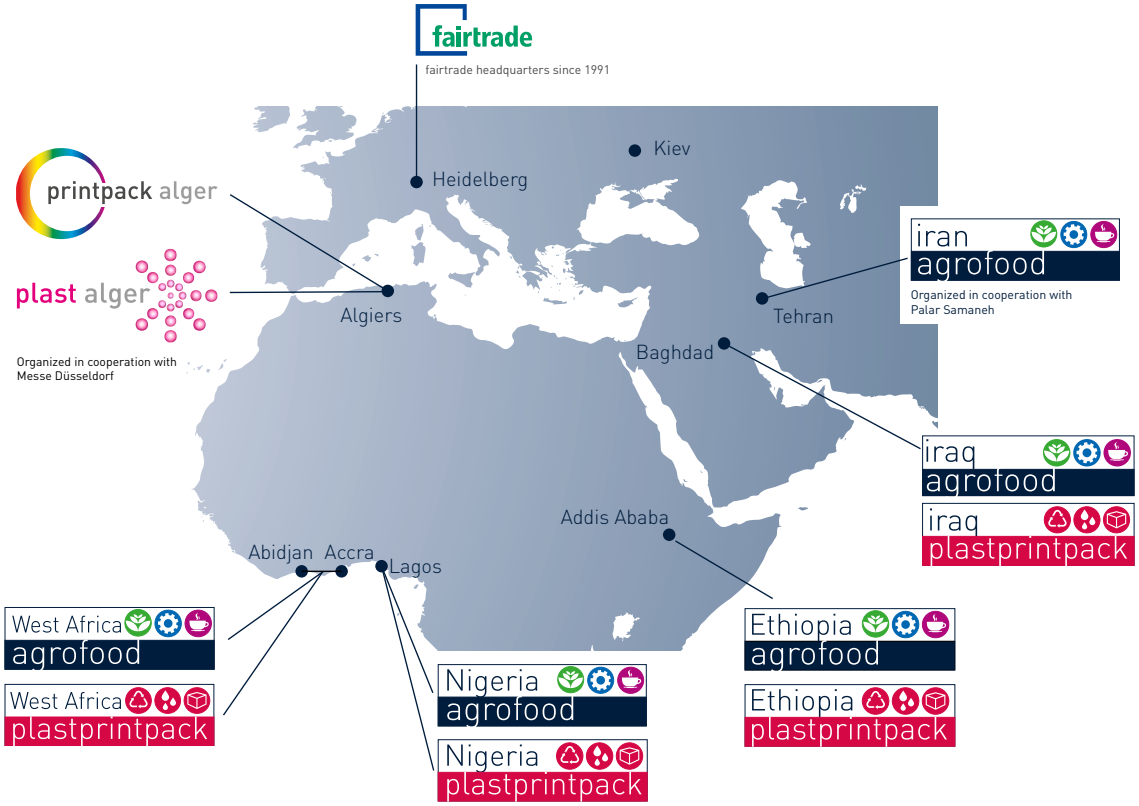
Managed by its shareholder and his son Paul März and committed to the values of a family business and the team spirit, fairtrade maintains a powerful network of partnerships throughout the world.

fairtrade organizes shows in the sectors Agrofood, CIT Solutions, Energy, Environment, Industry and PlastPrintPack and strives for a high level of customer satisfaction.

By means of innovative products and excellent service fairtrade organizes professional platforms for valuable business contacts between exhibitors and visitors.

fairtrade is a member of UFI The Global Association of the Exhibition Industry and AAXO The Association of African Exhibition Organisers.

Our management system is ISO 9001: 2015 certified.



fairtrade

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