



**The Institute of  
Business Advisers**

RC No: 949142.

# FOODSTUFF & AGRO EXPORT From Nigeria To: OVERSEAS COUNTRIES



Don't allow unemployment to determine your destiny!  
Get trained courtesy: The Institute of Business Advisers and  
become a successful Export Practitioner & Consultant.

Version: 0418

## **INTRODUCTION.**

**CONGRATULATIONS!** You are at the threshold of studying for a highly profitable foodstuff export business career which will qualify you to work independently as food export practitioner and also food export business consultant who provides professional direction and services to aspiring and existing exporters.

The fall in the value of Naira compared to other foreign currencies like dollar, pound sterling etc with other economic variables give room for favorable environment for foodstuff and agricultural product exporters to earn huge profit from their food export businesses. The opportunities in this sector are huge simply because the number of Nigerians who travel out of the country increase on daily basis either for the purpose of permanent relocation abroad or schooling. There is a growing market for our Palm Oil, Yam, Beans flour, Yam flour, Garri, Golden Morn, Milo, Semovita, just to mention but few.

The business also offers the opportunity to supply foodstuff products from Nigeria to existing African food stores, while this also provides opportunity to travel between the desired countries of food export and Nigeria from time to time. As an aspiring exporter who wants to specialize in food export business, you must ensure you have keen interest and passion for the business as this will eventually determine your success.

You may be wondering how will you start? Who will buy your foodstuff products? How can you start with little capital? And some other questions that may be bothering your mind. Please relax, you are not alone, and you are already in a safe hand at the Institute of Business Advisers. We are your dependable business partner, and offer to work together to ensure you achieve your dream of being a successful exporter of foodstuff and other agricultural products.

At the Institute of Business Advisers, we are willing to train you for free once you are a young graduate or an undergraduate. You will also be trained to start small with as little as what you can afford while you will also be connected to some overseas foreign buyers who are desperate for African food products. You will also be assisted with the list of existing exporters whom you can also supply foodstuff and agricultural products in case you want to start with indirect exporting.

## **ABOUT THE INSTITUTE**

The Institute of Business Advisers (Nigeria) is an approved training organization responsible for the assessment, accreditation, and continuing professional training and development of Business Advisers/Consultants and Business managers in Nigeria. The Institute is duly approved by the Federal Government of Nigeria as non-profit educational organization with RC number 949142 in April 2011 after prior approvals from the Federal Ministry of Justice and Federal Ministry of Education on 24th February 2011 with ref number FME/TED/A&E/ANPB/XXIV/175. The institute of Business Advisers (Nigeria) is the second of such in Africa after the Institute of Business Advisers in South Africa.

After rigorous evaluation carried out by the prestigious International Accreditation Organization USA, The Institute of Business Advisers bagged its global identity in 2014 and for that purpose, the Institute got the International Accreditation Organization candidacy recognition approval through the member accreditation committee on September 16, 2014. In the same year, the institute got affiliation approval of Pebble Hills University USA.

## OUR MISSION

Re-creating Business Trainees to World Class Business Managers and Corporate Organizations to World Class Business Organizations.

## OUR VISION

To be the undisputable number one creator of Business Consultants in Africa.

## ABOUT THE PROGRAMME

This is a free programme designed for registered members of The Institute. The objectives of the programme among others are:

- To enable Nigeria run a surplus trade through excess of export over import and achieve a massive growth in GDP for overall economic development of Nigeria.
- To create new job opportunities for candidates who wish to pursue a career in foodstuff & agro export business and others who intend to work as food export business consultants or both.
- To earn foreign currencies in exchange for export of foodstuff and other agro products.
- To provide trainees with a suite of opportunities to develop themselves along export career paths and areas of specialization.

The programme will enable participants to discover how to be part of Nigeria's lucrative multimillion naira foodstuff industry which will enable them to earn foreign currencies in exchange for over 50 exportable foodstuff and agro products that can be exported to countries in Europe and America.

Hundreds of Nigerian African foodstuff supermarkets and grocery stores in Europe and America are eager to meet with hardworking foodstuff suppliers who can consistently supply foodstuff and other agro products which they also sell to Africans in diaspora including students studying abroad and also other white citizens who are crazy for African food products.

## TWO WAYS OF PARTICIPATING IN THE PROGRAMME

There are two ways of participating in the programme which is made up of both classroom based and mobile learning method. The mobile learning method of participation is compulsory for all applicants while the classroom based method is optional since the classroom based is a repetition of what has been studied via mobile learning. This arrangement is put in place to accommodate all applicants without location barrier since everyone can study any day, anytime and anywhere with the aid of internet enabled phones.

Candidates can participate in both the mobile learning and classroom based sessions while some other candidates may decide to participate only in the mobile learning session which starts few weeks after NYSC orientation camp for corps members while the class based runs in between the one month duration at various state capital venues. The class based is made up of four weekends. See below some other information about the two methods of participating in the programme:

**(I) Mobile Learning Method:** Technology is re-shaping all realms of our life and education is no exception. In some cases, classroom attendance can be an uphill battle, however mobile learning allows stepping outside the classroom constraints and making classes more accessible via internet enabled phone. This encourages remote attendance and bring the learning class to your home. Since the average person checks their smartphones more than seven times within an hour, the Institute has put in place the mobile learning opportunity to break down location and geographical barriers and create better learning opportunities that suit individual trainees.

At the Institute of Business Advisers, our mobile learning method is an instructor-led e-learning/webinars method where the resource materials would be studied online via mobile phone or Laptop/desktop. Participants will receive instructions and lessons via virtual instructor with the aid of email lessons, Whatsapp training group platform, quick glance micro learning and short video/audio lessons that will be forwarded to trainee's mobile phones and other online platforms to achieve success of the study. The mobile-learning programme runs for one month.

**(ii) Classroom Based Learning Method:** This is an instructor-led one month ( 4 weekends) classroom training to be held at various state capital centres and this could also take place in any approved venue in Nigeria with minimum of 200 participants. For one month class based training to be held for less than 200 participants in any approved venue, final approval is at the discretion of the Institute. The programme can also take place on campus for undergraduates and interested registered members.

### PROGRAMME FEE

S/No	DETAILS	GENERAL PUBLIC	CORPS MEMBERS & UNDERGRADUATES
I	Registration fee	N10,000	FREE
II	Tuition Fee	N50,000	FREE
III	Induction Fee	N20,000 (tea break & lunch and souvenir inclusive)	N3, 500 only to be paid for tea break, lunch and souvenir.

### NOTE:

- \* Only serious candidates who are passionate about Food Export Business either as a practitioner or as a consultant will be enrolled into the programme. Interested Corps members and undergraduates are to pay N1000 only as commitment fee to be enrolled in the programme.
- \* Only candidates present at the induction will be exempted from annual subscription payment for the year. Also candidates who do not participate in the last 3 hours class based lecture at the induction venue will be subjected to post-course assessment/test before associate membership certification can be awarded.
- \* Induction takes place immediately after the one month programme in an approved hotel venue and each candidate is expected to attend in the state capital where the programme takes place.
- \* Candidates who also want to work as Food & Agro Export Consultant are also advised to apply for a free training programme on: Practice of Consultancy Business.

Successful candidates of this programme who are graduates will be qualified to be awarded an Associate membership certification of the institute while this will enable such candidates to use "AMBA" designation after their names. Undergraduates and OND holders will be qualified to be awarded an Affiliate membership of the Institute and later upgrade to Associate upon presentation of Degree/HND results.

### POST-INDUCTION BENEFITS FOR NEW MEMBERS

- \* Free professional training and certification courses via both classrooms based and mobile learning method. (Current training brochure is available at [www.ibanigeria.org](http://www.ibanigeria.org))
- \* Overseas business excursion for interested candidates.
- \* Export business technical support services.
- \* Recommendation of trainees for job placement and business management positions to recruiting business organizations and recruitment companies.
- \* Mapping out a business career for members and free business support and consultancy services.
- \* Zero-interest business empowerment loans to qualified members in any part of Nigeria.

Further details about post-induction benefits will be extensively discussed at the induction venue.

## HIGHLIGHT OF THE COURSE.

Export business in Nigeria is generally classified under two broad categories as follows:

1. Oil Export
2. Non-Oil Export

Oil export is only handled by the federal government while federal government also set up Nigerian Export promotion Council (NEPC) to actualize the vision of providing direction, guidance and advisory services to enhance Nigerians to facilitate non-oil export which include the course under consideration: "Foodstuff and Agro Export".

## HOW TO START SMALL SCALE FOOD EXPORT BUSINESS.

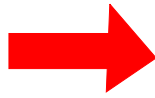
Money is important in every aspect of life and most especially in business. However, to start small scale food export business, money is not the most important thing but food export knowledge and education, the purpose for which this programme is put in place. The first thing is to acquire the necessary knowledge and skills through relevant training programme while money later plays the role to activate the food export skills already acquired.

To kick start food export business on small scale basis, every prospective exporter is strongly advised to commence with food products where they have comparative advantage based on accessibility and availability. For small scale exporters, company registration is optional and this implies that such exporter will engage the services of courier companies in sending their food products abroad. Such courier companies include: NIPOST, UPS, EMX and others. But for exporters who wish to send large quantities on low budget such exporter can engage the services of freight forwarders who will assist in getting the job done at a cheaper price. When sending food products on a small scale, it is important to send the products as an individual and not via company address to avoid some questioning. To start small scale food export business, you need the following:

- Between N80,000 to N150,000 capital for food stuff product procurement.
- Bank account with any commercial bank (preferably domiciliary account)
- Knowledge of Food Export Business
- An active email address
- Internet enabled mobile phone.
- Internet access at home or via cyber café.

For small scale exporters as earlier communicated, the food products are sent via courier for instance NIPOST and EMX by air and shipping respectively. These companies have cartons designed for this purpose which will enable small exporters to send up to 30kg which is up to N58,000 at present. It is important to note that Courier Companies like NIPOST will not accept perishable food products because for example it takes up to five working days before the product gets to UK while it takes up to seven working days before it get to US. However, perishable items could be sent by air since it takes only eight hours to get to the destination.

For food products to be sent through Courier Company, see below the picture of how the package looks like:



## HOW TO START LARGE SCALE FOOD EXPORT BUSINESS

To start export business on a large scale, the following items are needed:

- Company Incorporation is compulsory (This could cost between N55, 000 to N70,000 depending on the processor/lawyer, also applicants can now do self-processing incorporation online which is far cheaper.
- Export License (This will cost N1000 application form and N10, 000 processing fee at NEPC).
- Working Capital of N250, 000 minimum depending on the type of food products to be supplied.
- A domiciliary bank account in the company's name.
- Company website
- A contact Office
- Adequate knowledge of export business
- Company email address not Gmail or yahoo mail
- Internet access at Contact office or home.

**NOTE:** The Institute of Business Advisers is always available in providing technical support in getting export license for her members within one or two weeks. On company incorporation, the Institute also has a dedicated lawyer who process company incorporation at cheaper rate on behalf of her members.

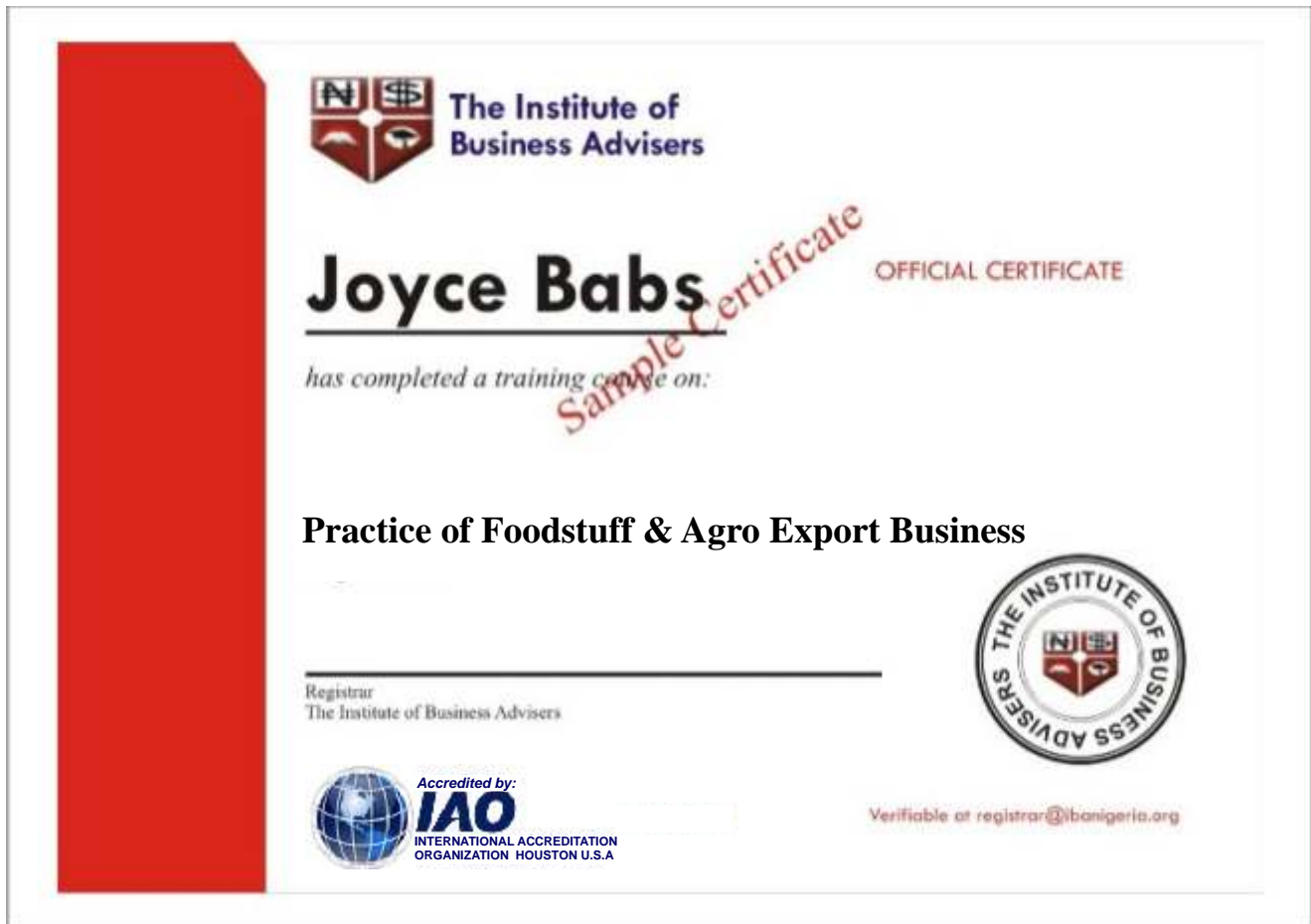
## SOME EXPORTABLE FOOD AND AGRO PRODUCTS

- |   |  |
|---|--|
| <input type="checkbox"/> GARLIC                   | <input type="checkbox"/> GARRI         |
| <input type="checkbox"/> YAM                      | <input type="checkbox"/> YAM FLOUR     |
| <input type="checkbox"/> PROCESSED AND RAW CASHEW | <input type="checkbox"/> KOLANUT       |
| <input type="checkbox"/> DRIED PEPPER             | <input type="checkbox"/> BITTER KOLA   |
| <input type="checkbox"/> SHEAR BUTTER             | <input type="checkbox"/> PALM OIL      |
| <input type="checkbox"/> BITTER LEAF              | <input type="checkbox"/> MELON SEED.   |
| <input type="checkbox"/> COCOA                    | <input type="checkbox"/> BEANS         |
| <input type="checkbox"/> DRIED UGU LEAF           | <input type="checkbox"/> SESAME SEED   |
| <input type="checkbox"/> DRIED PLANTAIN           | <input type="checkbox"/> GINGER        |
| <input type="checkbox"/> CASSAVA CHIPS            | <input type="checkbox"/> CHARCOAL      |
| <input type="checkbox"/> PLANTAIN CHIPS           | <input type="checkbox"/> COFFEE        |
| <input type="checkbox"/> PLANTAIN FLOUR           | <input type="checkbox"/> COTTON        |
| <input type="checkbox"/> HONEY                    | <input type="checkbox"/> RUBBER        |
| <input type="checkbox"/> POTATO                   | <input type="checkbox"/> And lots more |
| <input type="checkbox"/> PALM KERNEL SHELL        |  |
| <input type="checkbox"/> LEATHER                  |  |
| <input type="checkbox"/> OGBONO                   |  |

## SOME OF OUR TRAINING FACILITATORS.

- **Barrister (Mrs.) Mustapha Abimbola ( LLB, BL, LLM, AMBA, FIBA)**  
She is a barrister at law and holds both bachelor and master degrees in Law. She is a Fellow Member of The Institute of Business Advisers. She is an experienced facilitator and Business Consultant.
- **Dr. Babayinka Olayinka ( BSC, HND, MBA, NIMN, FIBA, Ph.D. “Business Administration”)**  
He is a Business Manager at first Bank of Nigeria and also an Export Consultant with good training facilitating skills. He is an Associate Member of National Institute of Marketing of Nigeria and Fellow Member of The Institute of Business Advisers.
- **Prince Adedeji Joseph Adeyemi (BSC,HND,PGD,MBA,ACIB,FCIFCN,ACA(in view))**  
He is a senior staff member of Central Bank of Nigeria, Akure Branch Ondo state. He is an Associate Member of Chartered Institute of Bankers of Nigeria and a Fellow Member of Chartered Institute of Financial Control of Nigeria. Prince Adedeji is an exceptional trainer with good facilitation skills.
- **Mr. Oluwadiya Oluseyi ( BSC, HND,NIMN, FIBA, ANIMN, MBA)**  
He is a Branch Operations Manager at UBA PLC and also a Business Consultant with good facilitating skills. He is an associate of both the National Institute of Marketing of Nigeria and Nigeria Institute of Management. He is a fellow member of the Institute of Business Advisers.
- And other IBA members who are professionals and export consultants nationwide.

# SAMPLE OF TRAINING CERTIFICATE.



## SAMPLE OF ASSOCIATE MEMBERSHIP CERTIFICATE





**PICTURES OF SOME ASSOCIATE MEMBERS AT THE INDUCTION VENUE.**





## INVITATION TO: IMPORT-EXPORT OVERSEAS BUSINESS EXCURSION.

To help out trainees understand the global economy, the principles of business comparative advantage and the need for future import-export business preparation and sensitivity, the Institute of Business Advisers' Food Export Programme includes an international business exposure trip called: Import-Export Overseas Business Excursion which is designed for interested candidates at very low and affordable cost with the cost of agency fee already back out of it.

The overseas business excursion programme will expose delegate trainees to the international environment and business practices. The programme offers a unique travel experience and exposure to the international arena. Locations are selected based on individual and group preferences while majority applicant location selected will be given high priority. Details of how candidates can get qualified for the international excursion will be discussed at length at the induction venue.

At present, the available lists of countries for selection are:

- United Kingdom
- United States
- Canada
- United Arab Emirates (Dubai)
- South Africa
- Ghana

The programme is designed to enable prospective delegates on low budget to participate. For instance, a prospective delegate who prefers United Arab Emirate (Dubai) will need up to 130 US dollars at present to secure a visa within 2 weeks without payment of any sort of agency fee once the visa processing is handled through the Institutes' consultants.

The programme is a two weeks programme that will enable delegates to visit world class corporations and some African food stores for ground assessment, familiarization and networking for proposed business partners for import and export business.

For enquiries on overseas business excursion, send an email to: [info@ibanigeria.org](mailto:info@ibanigeria.org)

## ZERO INTEREST BUSINESS EMPOWERMENT LOANS FOR REGISTERED MEMBERS.

Zero interest business empowerment loans and advances are made to qualified registered members of the Institute. The zero interest business empowerment loans to small scale businesses commenced in Ibadan Oyo State in April 2016. At present, the Institute has kicked-off the zero-interest loan opportunity to all qualified candidates in any part of the country through online application at [www.ibanigeria.org](http://www.ibanigeria.org) and with this offer, candidates applying online do not need to visit the Headquarters in Oyo state before benefitting from the empowerment loan scheme.

Below are the names of first one hundred (100) Small scale business beneficiaries in Ibadan Oyo State:

S/N	Names of Beneficiaries	Access Bank Disbursement Cheque Numbers
1.	Adeyemo Mariam.	15431433
2.	Jimoh Qazim	15431446
3.	Ojo Oladele	15431447
4.	Oluga Adekunle	15431448
5.	Olaore Olanrewaju	15431431
6.	Babatunde Samson	15431429
7.	Adegbiji Aderemi	15431428
8.	Deleojo Temitope	15431445
9.	Ogunniyi Adeyemi	15431432
10.	Ayomide Adeyemo	15431434
11.	Isaac Ajisegiri	51137304
12.	Oluwafemi Christiana	51137309
13.	Ogunwole oluwafunmike	51137305
14.	ADEDOKUN Adesuyi	51137306
15.	Ololade Adetokun	51137308
16.	Faniyi Samson	51137310
17.	Olajide Olabamide	51137311
18.	Olajide Oluwadamilola	51137312
19.	Akindede Dorcas	511373313
20.	Salimotu Morenikeji	51137314
21.	Okeleye Oluwatoyin	51137315
22.	Olapade jelilat	51137316
23.	Anibaba Alimat	51137317
24.	Jimoh Jumoke	51137318
25.	TAIWO Medinatu	00000091
26.	Raji Sarata	00000085
27.	Amusat Babatunde	00000086
28.	Awoyale Oluwakemi	00000088
29.	Aladesaye Aderonke	00000089
30.	Ihiansiekhiem Gladys	00000092
31.	Ihiansiekhiem Oghonkeghan	00000090
32.	Bamikole Asiat	00000093
33.	Amusan Oluwumi	00000094
34.	Obisesan Lola	00000087
35.	Ibrahim Ronke	30000507
36.	Oke Molade	30000508
37.	Togun Funmilayo	30000509
38.	Idowu Serifat	30000510
39.	Adeola Oluwasegun	30000504

S/N	Names of Beneficiaries	Access Bank Disbursement Cheque Numbers
40.	Olatunji Toyin	30000511
41.	Adodo Yetunde	30000501
42.	Fakeye Olaide	30000506
43.	Ilori Fisayo	30000503
44.	Oyekola Toying	15431449
45.	Grace Adedeji	15431450
46.	Afolabi Adeola	30000512
47.	Funmilayo Bolatito	30000516
48.	Babatunde Monsurat	30000524
49.	Mufutau Fatai	30000528
50.	Raifu Taiwo	30000527
51.	Olasupo Saheed	30000526
52.	Olutoye Raimi	30000525
53.	Mariam Kareem	30000546
54.	Nike Akande	30000545
55.	Mujidat Bolanle	30000544
56.	Fausat Adebayo	30000543
57.	Kehinde Rasaki	30000542
58.	Fatai Ganiyat	30000541
59.	Jemilat Isola	30000540
60.	Kafayat Akinwale	30000539
61.	Ajani Ganiyat	30000538
62.	Adedokun Kazeem	30000150
63.	Agbetuyi Paul	30000148
64.	Bose Daniel	30000149
65.	Temitope Omotosho	30000154
66.	Famide Mary	30000151
67.	Adebisi Felicia	30000152
68.	Alagbe Kazeem	30000153
69.	Adeniyi Abimbola	30000155
70.	Abraham Oluwumi	30000156
71.	Kayode Kikelomo	30000565
72.	Adedokun Sukiyaki	30000564
73.	Salawudeen Omotayo	30000563
74.	Edward Kehinde	30000562
75.	Suliyat Salawudeen	30000561
76.	Lawal Omoyeni	30000560
77.	Akinade Monilade	30000559
78.	Ibrahim Ganiyat	30000558
79.	Oyetunji Gbemisola	30000577
80.	Tijani Taiwo	30000170
81.	Adeseye Morufat	30000171
82.	Ilesanmi Dipo	30000168
83.	Ayoade Shakirat	30000169
84.	Lateef Nurat	30000167
85.	Hammed Taiwo	30000180
86.	Oreoluwa Zadiat	30000181
87.	Oyerinade Kafilat	30000182
88.	Hammed Simiat	30000183.
89.	Olarinde Monsurat	30000184
90.	Oni Adejoke	30000172
91.	Idowu Suliyat	30000173
92.	Ambali Adejoke	30000174
93.	Simiatu Abiodun	30000175
94.	Adesina Ayomide	30000176
95.	Kolawole Simbiat	30000177
96.	Musiliu Kehinde	30000178
97.	Adio Oyindamola	30000179
98.	Ojo Feyisayo	00000199
99.	Olapade Olabisi	00000198
100.	Isiaka Aminat	00000197

To assist registered members who intend to start small scale export business and also those who intend to start with local supply food-stuff services before migration into export in future, the Institute is willing to assist with zero interest business empowerment loans after meeting the applicable terms and conditions.

The empowerment loans are designed to enable candidates' access small scale business capital without the tough requirement of mortgage collateral requirements from banks. For qualified candidates who intend to benefit, method of application is via online at: [www.ibanigeria.org](http://www.ibanigeria.org) with upload of necessary documents that will be required by empowerment loan analyst after which originals of required documents will be sent via courier before disbursement. Successful candidates outside Oyo are not required to be personally present in Ibadan to access loans since all processing will be completed online before final disbursement.

Further information, requirements and method of online applications, will be discussed extensively at induction venue.