



2017

A SUMMARY REPORT OF THE 6TH EU-NIGERIA BUSINESS FORUM

“YOUTH AS ENGINE
OF BROAD-BASED
**ECONOMIC
TRANSFORMATION**”

📅 5TH - 6TH OCTOBER, 2017

📍 EKO HOTELS & SUITES, LAGOS





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- THEME -
YOUTH AS ENGINE
OF BROAD-BASED
ECONOMIC
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The 6th edition of the EU-Nigeria Business Forum held at Abora Suite, Eko Hotel, Lagos State, Nigeria from the 5th to 6th of October, 2017. The theme of discourse was “Youth as Engine of Broad-Based Economic Transformation”.

The 2-day forum covered an agenda comprising benefits of a signed Economic Partnership Agreement (EPA) between the European Union and Nigeria; Nigeria's economic transformation through the use of Information and Communications Technology (ICT); the advantages of ICT to Agribusiness; the role of youths in Agribusiness, ICT promotion and job creation; as well as women empowerment for entrepreneurship in all sectors of Nigeria's economy.

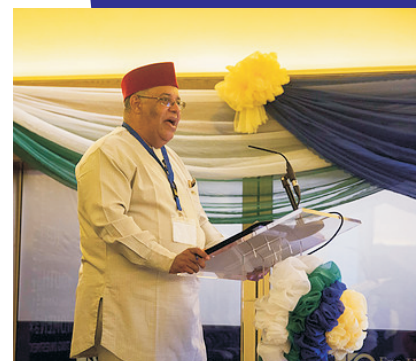
The 2-day conference drew participants from both the public and private sectors of EU member countries and Nigeria.

This report provides a summary of presentations, speeches, panel discussions and goodwill messages delivered at the conference.

DAY ONE - OCTOBER 5, 2017

The programme started with the Master of Ceremony, Dr. Mark Abani, introducing special guests, the Honourable Minister of Communications and Technology, Barrister Adebayo Shittu, - the Lagos State Commissioner for Science & Technology, Mr Olufemi Odubiyi and shared details of the program and agenda. The host of the forum was the Head of the EU Delegation to Nigeria and ECOWAS, Ambassador Ketil Karlsen, with the 2017 forum being his first public event as EU Ambassador.

The Lagos State Honourable Commissioner for Science and Technology, Mr Olufemi Odubiyi gave opening remarks and officially declared the event open.





GOODWILL MESSAGE - AMBASSADOR KETIL KARLSEN

In his goodwill message, the EU Delegation Head, Ambassador Ketil Karlsen explained that the theme of the 6th Edition of the EU-Nigeria Business Forum was primarily designed to focus on the youth and women of Nigeria. He said the conference was also organised to cement an already existing and flourishing relationship between Europe and Nigeria. He added that the theme targets Nigerian youths and women because they constitute vulnerable groups who deserve to live prosperous lives and have access to decent and sustainable means of livelihood.

Ambassador Karlsen also noted that there is the need to generate 18 million jobs yearly for youths and assess existing value chains to ascertain if they can lead to Nigeria's economic growth. He said it was for these reasons that the forum was addressing Youth, Information and Communications Technology (ICT) and agriculture inputs as means of boosting the economy.

Karlsen, who pointed out that 20 billion Euros worth of goods were traded between Nigeria and European Union member countries last year (2016) in favour of Nigeria, added that 39% of all Nigeria's exports are destined for EU markets. He noted that Nigeria has recorded a significant increase in investments from the European Union but regretted that Nigeria was not maximising the potentials. He advised that all instruments made available by the Economic Partnership Agreement (EPA) should be explored to benefit both the EU and Nigeria.

Karlsen assured that EU investors do not regard Nigeria as a dumping ground for exports but rather as an environment for good partnership towards mutual economic development. He also cited the need for a sustainable electricity supply system in Nigeria, to help small-scale businesses thrive. Ambassador Karlsen emphasised that the EU-Nigeria Business Forum is about building bridges and networking. He said it was for this reason that stakeholders from EU member countries were in attendance.



WELCOME ADDRESS - MR. OLUFEMI ODUBIYI

HONOURABLE COMMISSIONER FOR SCIENCE AND TECHNOLOGY, LAGOS STATE

In his welcome address, the Honourable Commissioner for Science and Technology, Mr Olufemi Odubiyi noted with dismay that Nigeria is ranked among countries in the world with the poorest development indices. He added that research on demographic segmentation indicates that Nigerian youths are a restless, yet innovative lot.

Honourable Commissioner Odubiyi said empowering youths would foster positive change in the society and entrepreneurship remains the key to achieving this. He assured that the Lagos State Government is giving attention to technical entrepreneurship to ensure that unemployed youths are actively engaged and that initiatives such as the Eko City Hub are being pursued to provide an enabling environment for youths to use ICT as a tool for job creation.

FIRST SESSION

DIGITAL ECONOMY: THE ROLE OF YOUTH IN ECONOMIC TRANSFORMATION THROUGH ICT



The first session centred on the role of Information and Communications Technology (ICT) in increasing Nigeria's Gross Domestic Product (GDP) and development through the manufacturing, agriculture, communication and health sectors. The session also addressed how youths can take advantage of ICT opportunities and make the development of these sectors a reality. There was a keynote presentation by the Country Manager, Ericsson Nigeria, Mr Olivier Vandermoten.

The panel to discuss the subject matter were the CEO, Asseco Software Nigeria, Simon Melchior (chairperson) and Minister of Communications Technology, Barrister Adebayo Shittu; Chief Executive Officer of iDEA, Mrs. Helen Anatogu; Country Manager, Ericsson Nigeria, Mr. Olivier Vandermoten; Lagos State Commissioner for Science and Technology, Mr. Olufemi Odubiyi; Country Ambassador, Africa Code Week, SAP Ireland, Mr. Olajide Ajayi; European Investment Bank Regional Representative, West Africa, Mrs. Isabelle Van Grunderbeeck and Project Director, Skool Media Nigeria Limited, Mr. Moses Imai as panelists.

KEYNOTE PRESENTATION

“DIGITAL TRANSFORMATION: IMPLICATION FOR NIGERIAN ECONOMIC TRANSFORMATION AND DIGITAL DEVELOPMENT”

Mr. Olivier Vandermonten
Country Manager, Ericsson Nigeria



Ericsson as a company has been operating in Africa for 16 years, witnessing the digital revolution first-hand. Digital transformation can be effectively used to improve the lives of women and youth. Of every five people, at least four experience a digital life in today's world, making purchases via the internet. About 46 percent of teenagers spend at least an hour or more on YouTube on a daily basis and about 59% of youths rely on smart phones for surfing the internet.

The implications of this relatively new trend of digital behavior includes increasing traffic on mobile networks, where mobile traffic is likely to surpass 3,000 PB by 2022. A major implication is branded Internet of Things (IoT), where everything technology

that needs to be connected will be connected digitally. Increase in internet usage by 2022 would be up to 38%.

There are key IoT opportunities in Nigeria. The application of IoT in agriculture, energy and building sectors of Nigeria will no doubt lead to the creation of “smart” and “intelligent” cities which adapt to modern systems.

MODERATED PANEL DISCUSSION

Unlocking the potentials of IoT in Africa requires regulation to allow operators and other stakeholders find the environment profitable for business. A proper business module is required to make IoT function properly in the country, and this opportunity requires the input of youths.

Simon Melchior (Chairperson):

Youths play a key role in the diversification of Nigeria's economy and Asseco Software has created opportunities for the employment of qualified, yet idle youths. One of the goals of the EU-Nigeria Business Forum is to find collaborative ways to help more young people in Nigeria become gainfully employed.

"The Nigerian government spends up to \$4.4 billion on ICT software importation. More should be done to encourage local software development", he said.



Mr. Moses Imai:

Young people collectively have a role to play in developing the ICT sector. It is remarkable that Internet of Things (IoT) has been launched in the Federal Science and Technical College, Yaba (FSTC), with plans to scale up the centres to 104 across the 36 states. Skool Media has been investing in education and has produced talents around the country by teaching young people to use ICT in addressing modern day challenges and developing the education sector.

"A partnership with the Federal Government is ongoing to take digitisation into Unity Schools around the country. Being a public-private sector partnership, Skool Media is working to bring technology into classrooms to aid ICT learning in these Unity Schools. "Safe App" is a special product from Skool Media built towards addressing security challenges", he said.

Skool Media is also promoting the knowledge of arts in schools to develop the talents of students. The world is changing fast and Nigerians need to catch up as appropriate.

Mr. Olajide Ajayi:

Africa Code Week is a programme designed to encourage young Africans to speak the coding language. It is also designed to empower teachers and youths to learn coding. A new genre of jobs will be available in the future and to capture these, the Africa Code Week trained 160 teachers last year who in turn taught coding to 10,000 students. The initiative has also provided training for teachers in Abuja and Akure, among other places.

The Federal Government should collaborate with more ICT institutions to make coding and other aspects of ICT more accessible to learners. "ICT has become the main enabler for the growth and development of young people. Nigeria has a huge potential in exploring ICT to make home-grown software. I look forward to a time when majority of the applications used in Nigeria will be home-made", he said.

To show that their training is yielding results, he said teachers who were trained to use the special programme - SCRATCH - for coding were able to, within a few hours; use the language to create a calculator application. The right triggers from stakeholders - including government - can be used to promote such efforts.



Mr. Olufemi Odubiyi:

In the Yaba area of Lagos, an ICT hub exists in line with the Federal Government's policy to support entrepreneurs. MainOne Company was given the right-of-way to lay fibre-optics access for this purpose. The development has prompted major ICT players like Konga and Andela to move into the area for business. The youth segment (those within age bracket 15 and 35 years) constitutes 44% of the population in Nigeria and the contribution of ICT to the country's Gross Domestic Product (GDP) is less than 10 per cent.

Government is doing a lot in the Sabo-Yaba area of Lagos state to support technology companies. The state government is investing in ICT and Lagos already has between 10 and 15 incubators right now. This makes Lagos a key state in the area of ICT. An ICT project is ongoing regarding Land Use Charge, where some young entrepreneurs have provided local solutions, saving the state thousands of dollars.

ICT knowledge should be encouraged. The Lagos Park City project is one of the state government's initiatives on ICT development. The government is partnering with technology entrepreneurs while working to provide more internet access for Lagosians.


Mrs. Helen Anatogu:

As the proprietor of an incubator, I can confirm that we have good software developers in Nigeria. In 2013, there was almost nothing to show for ICT development, but now, ICT is being promoted and explored extensively. Capacity development and infrastructure however remain issues to be addressed. Poor electricity supply remains a major challenge and entrepreneurs in ICT as well as software developers are acutely facing this challenge.

The Yaba area in Lagos has witnessed software companies moving into the space, and they are struggling with inadequate infrastructure, thereby having challenges running their businesses profitably. As regards Nigerian companies developing software, there is a good market which can be strengthened with increased investment in ICT, but infrastructure deficits need to be addressed. Children and teenagers need more early-age exposure to ICT to enable them adapt to modern software languages. Yaba needs a lot more infrastructure to encourage more young entrepreneurs to move there.

SECOND KEYNOTE PRESENTATION



Nigeria's Minister of Communications Technology, Barrister Adebayo Shittu commended the European Union and the Nigerian government for their unflinching support towards the forum. He said the forum's theme aligns with the government's mandate to ensure that ICT services are expanded.

Minister Shittu observed that more than \$60 billion has been invested in Nigeria's ICT sector since 2001 when digital mobile services were launched. He however lamented figures from the Nigeria Bureau of Statistics (NBS), which state that over 26 million Nigerians are either unemployed or underemployed.

The Minister assured that the Federal Government is working hard to address challenges bedeviling the ICT sector in Nigeria, and working towards unlocking more potentials of the ICT economy. He noted that ICT has changed the way people communicate, learn and run their businesses.

"Nigeria's ICT sector today is one of the fastest growing among developing nations. Our mission is to transform the economic situation of the youths through ICT development, which is helping to shape the

- BARR. ADEBAYO SHITTU MINISTER OF COMMUNICATIONS TECHNOLOGY

world. The Ministry of Communications Technology is saddled with the task of increasing infrastructure and broadband access for all. Through the implementation of the ICT strategic roadmap, we are bringing greater clarity and prediction to Nigeria's ICT market," he said.

Barrister Adebayo Shittu added that Nigeria is using ICT to build a more inclusive society and the Federal Government is committed to building an ICT environment where governance and public service delivery will be enhanced. He said that for ICT to complement the oil and gas sector, a favourable policy is necessary, and that has been instituted already. He cited the National Broadband Plan, establishment of smart cities and the ICT Development Bank as products of this policy, while urging the European Union to help mobilise managerial resources towards supporting these projects.

The Minister concluded by encouraging all stakeholders in ICT to key into the digital economy, stressing that ICT should be regarded as the new "Cash Cow" for Nigeria's progress.



The European Investment Bank (EIB) has been the long term lender of the European Union. The bank invests in infrastructure and Small and Medium Scale Enterprises (SMEs) in Europe and Africa. We have been exploring mobile technology in developing Africa and also exploring digitisation in the continent because of its potentials.

ICT services have the potential to improve education, banking and administration, among other sectors. Digitisation is part of the value chain and can be invested in for network expansion of rural areas. The “Boost Africa” project is a joint initiative of the European Union Development Bank and the African Development Bank to drive investment, support services for entrepreneurship and boost start-up schemes in Africa. The initiative has created an investment platform of 150 million Euros for African businesses.

- MRS ISABELLE VAN GRUNDERBEECK

After the presentations, the chairperson, Simon Melchior posed questions to panelists on various topics pertaining to the agenda.

In response to a question from the moderator on the expectations of government from foreign software/ICT companies and the youths, the Minister said:

“Nigeria has been relying solely on income from petroleum for several years. ICT came into Nigeria at the right time and investments are required to grow the sector. The Federal Government has been funding the ICT sector and encouraging investments from both the public and private sectors to build optimal ICT capacity. In the last three years, there has been more than 70% reduction in income from oil.

“The private sector should invest more in ICT in Nigeria as more than 50 million Nigerians are permanently hooked to the internet. There is a ready market for it and government expects more youths who are boisterous and hardworking to explore more opportunities and show more interest in this sector.”

Responding to a question on how foreign ICT companies could impact positively on Nigeria's ICT community, Country Manager, Ericsson Nigeria, Mr. Olivier Vandermoten said that foreign firms have a big role to play. He said the Internet-of-Things (IoT) is opening a vista of opportunities for businesses in Africa and it is important for the building of the right ICT eco-system to enable developments penetrate Nigeria.

CEO of iDEA, Mrs. Helen Anatogu responded that a current trend is the increase in the number of Nigerian mobile subscribers and internet users to 91 million, leading to a steady reduction in the cost of smart phones from between \$600 and \$700 to \$100. She said Nigeria needs to devise more ways of becoming more competitive in the smartphone market. Stressing that no one can understand the Nigerian market and content needs of Nigerians better than Nigerians themselves, she urged youths in the country and Africa in general to study advanced ICT modules and adapt them to local needs.

Honourable Commissioner Odubiyi, responding to the same question, said more needs to be done to improve digital penetration, especially broadband penetration in the country. He explained that the Lagos Smart City Project addresses security – an issue the government is passionate about – and has facilitated the use of Closed-Circuit Television (CCTV) cameras, being one of the products of ICT.

The Commissioner also disclosed that the Smart City Project has provided some youths with the opportunity to be creative in applying ICT. He said the state government has launched free Wi-Fi services in selected parks in the city while mapping out a strategy on how to promote educative schemes like “Code Lagos” in boosting ICT learning in the state. He added that a mobile science academy has been established to help young children have access to laboratories as part of efforts to encourage ICT learning in the state.



In his response, Country Ambassador, Africa Code Week, Mr. Olajide Ajayi revealed that through a partnership with the state government, the Code Lagos program will train one million youths in three years, and a train-the-trainer scheme has commenced to achieve this. Mr. Olajide Ajayi equally disclosed that teachers are being trained on Systems, Applications and Products (SAP) for free and more states have indicated interest in partnerships. He added that more Africa Code Ambassadors are welcome and an open online course on SAP training is available.

Still on the question, Project Director, Skool Media, Moses Imai observed that there is a decline in learning science-based subjects because of the approach applied to their teaching and Skool Media is working hard to correct this. He noted that his firm is passionate about technology, education and young people.

The chairperson then posed a question on how the Nigerian government has been creating jobs for youths through the ICT sector. Responding first was the Minister of Communications Technology, Barrister Adebayo Shittu, who began by clarifying that government has no business doing business. Instead, it creates an enabling environment for business and job creation. Though he noted there were no readily available statistics, he claimed that the ICT sector contributed to the growth of Nigeria's Gross Domestic Product (GDP) in 2016. He added that today, the ICT industry employs more youths than the oil industry.

Responding to the final question from the chairperson regarding what the Lagos State Government has been doing to commercialise local innovative products, the State Commissioner for Science and Technology, Mr. Olufemi Odubiyi affirmed that the government has reconstituted the Lagos Science and Innovation Council to achieve its statutory purpose.

Below are the responses from panelists on the question of how ICT could be used to halt human trafficking:

Mr. Olajide Ajayi:

ICT is an enabler. We need to look at all elements involved in trafficking as we cannot bar traffickers from the internet and mobile phone usage.

Mr. Moses Imai: Skoolmedia has developed a "Safe" application to be launched nationally and is looking at collaborating on this with the Ministry of Communications Technology. The app is a panic button, the touch of which tracks people's locations.

Mrs. Helen Anatogu:

Young people or minors should be taught online safety. Tracking of people via any type of movement should be encouraged and this works with identity management. There is a thin line between identity management and tracking. Minors should be given access to certain devices but with some restrictions.

Responding to another question on what government was doing to promote ICT in Nigeria, Barrister Shittu noted that government has set up a number of agencies to provide regulations for the sector, such as the Nigerian Communications Commission (NCC) and National Information Technology Development Agency (NITDA), with the latter rejuvenated with a new leadership. He said the Federal Government was working to set up ICT centres in city centres, polytechnics, universities and secondary schools (knowledge centres).

He added that growing the sector was not the responsibility of the Federal Government alone, but the responsibility of all tiers of government. He said talks were ongoing with Indian investors for the delivery of 1000 units of solar-powered cables to be deployed to rural areas, a scheme that would be funded through long-term loans from India.

He regretted the inadequacy in ICT curriculum in Nigeria, which has necessitated Nigerians to seek ICT training in India. He called on the private sector to establish an ICT university in Nigeria, noting that New Zealand with a population of 10 million has 3 universities and over 30,000 businesses built around them. He added that government would provide an enabling environment and other logistics needed to ensure growth in the sector.

Mrs. Helen Anatogu noted that youths need to flesh out their ideas with business plans so investors could see prospects of returns. She added that coding skills were not necessarily gained through university training anymore.

On his part, Mr Olufemi Odubiyi pointed out that the Lagos State Government had no plans to set up an ICT Research Centre. Rather, in his view this role can be appropriately handled by the existing tertiary institutions within the state. He said the state government may fund research in the area through the Lagos Science and Innovation Council.

Responding to a question on how the Lagos State Ministry of Science and Technology selected the teachers that Africa Code Week trained, Mr. Olajide Ajayi noted that state governments approached them for the teaching (which is free), adding that the organisation partners with states to mobilise teachers for training. He said subsequent trainings would be sponsored by SAP, Google, United Nations Educational, Scientific and Cultural (UNESCO) and other partners, and the training is basically a train-the-trainers workshop.

In response to a question on how states or individuals can take advantage of “Boost Africa”, Mrs. Isabelle Van Grunderbeeck noted that the initiative is a private sector initiative. She added that the EIB does not invest in industrial start-ups but support ecosystems for them. She said the bank funds venture capitalists to help African start-ups.

In his concluding remarks, the chairperson, Simon Melchior said that “Speed” is the new currency of business as far as ICT is concerned.

The discussion ended at 12:43pm with a photography session.



SECOND SESSION

YOUTH AND AGRIBUSINESS: DEVELOPING VALUE CHAINS AND JOB CREATION

The second panel discussion session kicked-off at 2:26pm, and it addressed the state of Nigeria's agriculture sector, the role of youths in the sector and the place an Economic Partnership Agreement (EPA) occupies in the promotion and trade of agricultural produce between EU-member countries and Nigeria.

The session also examined the role of Information and Communications Technology (ICT) in the development of Nigeria's agricultural sector, with special attention on young start-up farmers in rural areas as well as opportunities for job creation in the agricultural value chain.

In attendance were the European Commission DG TRADE, Deputy Head of Unit D2, EPA - African, Caribbean and Pacific, Overseas Countries and Territories, Dr. Erja Askola; Nigeria's Minister of Agriculture, Chief Audu Ogbeh, represented by the Director, Agribusiness and Marketing in the ministry, Alhaji Azeez Muiyiwa; Ogun State Commissioner for Agriculture, Mrs. Adepeju Adebajo; Executive Director, Wholesale Banking, Bank of Agriculture, Mr. Olabode Abikoye; International Institute of Tropical Agriculture (IITA) Youth Agripreneur, Ms. Oyindamola Asaaju; Chairman, Nigerian Agribusiness Group, Alhaji Sani Dangote; Vice-President, Business Development, Indorama, Mrs. Sandrina Gomes; UNIDO Representative to Economic Community of West African States (ECOWAS) and Regional Director, Mr. Jean Bakole, represented by Mr. Chuma Ezedinma; and Head of Programme, Deutsche Gesellschaft für internationale Zusammenarbeit (GIZ), Ms. Sylvia Hoster.

Dr. Mark Abani acted in the capacity of panel chairperson and took charge of moderating the session, which commenced after two keynote presentations by the European Commission DG Trade, Mrs. Erja Askola and Nigeria's Minister of Agriculture, Chief Audu Ogbeh, represented by Alhaji Azeez Muiyiwa.



KEYNOTE PRESENTATION



- DR. ERJA ASKOLA

instruments - the Economic Partnership Agreement (EPA) and the Economic Investment Plan (EIP) - to help Nigeria move up the value chain.

Dr. Erja Askola explained that the EPA can help Nigeria access duty-free import markets. She disclosed that some Nigerian investors are already looking into trade options with the European Union and an EPA-modelled partnership would help to create incentives for investors.

High tariffs around EU markets discourage trade between Nigeria and EU member countries. The EPA would grant Nigeria free access to the EU market. The EPA would also eliminate tariffs on machinery and other equipment imported by Nigeria. It will equally help ensure cocoa and other produce enter EU countries tax free. Nigeria's main products will be protected from liberalisation. EPA creates export opportunities and would help Nigeria attract more investments.

Dr. Askola revealed that the Economic Investment Plan (EIP), which was recently introduced in the last week of September, was designed to help unlock investment potentials existing in West Africa. She said Nigeria boasts multiple agribusiness opportunities and the European Commission is looking forward to assisting her with credit enhancement systems. She added further that the EIP will facilitate dialogue and provide technical assistance while remaining a framework for better budget proposals in agribusinesses.

In her concluding remarks, Dr. Erja Askola stated that the EIP will make for quality discussions and exchange of ideas, increase private sector involvement and promote policy dialogue with the government. She encouraged stakeholders to explore both instruments as opportunities for boosting the growth of agriculture in Nigeria.

In her keynote speech on "The European External Investment Plan and the EPA", Dr. Erja Askola affirmed that the European Union places much value on Nigeria's private sector. Disclosing that she has had the chance to interact with many Nigerian entrepreneurs, she observed that the economic diversification and value chain upscale are crucial gaps which remain unfilled.

Dr. Askola noted that the World Economic Forum has itemised the obstacles to business growth in Africa, which include finance, infrastructure and domestic policies on trade and agriculture.

While assuring that the European Union and Nigeria are working closely to address issues of governance relating to inter-trade, she explained that such negotiations would focus on two (2)

SECOND KEYNOTE PRESENTATION



- CHIEF AUDU OGBEH

MINISTER OF AGRICULTURE AND
RURAL DEVELOPMENT
(REPRESENTED BY ALHAJI AZEEZ MUYIWA)

In his keynote address on "How to attract the youth to Agribusiness", Chief Audu Ogbeh, represented by Alhaji Azeez Muiyiwa, encouraged stakeholders in the agriculture sector to take advantage of opportunities in the area of export of processed agricultural products and manufactured goods. He described farmers as well as small and medium scale entrepreneurs as true drivers of Nigeria's economic future.

Alhaji Azeez Muyiwa asserted that the sensitisation drive towards agriculture is in line with the country's Economic Recovery and Growth Plan (ERGP) supported by Section 5 of the Nigerian constitution. The Agriculture Minister's representative listed the features of Nigeria's agro-environment to include the following:

- A highly diversified agro-ecology, which makes possible the production of a wide range of agricultural products
- A large population, of about 170 million people
- Good climate in both tropical and sub-tropical areas
- A total agricultural land mass of 79 million hectares, with only 44% cultivation achieved so far
- A potential irrigable area of 3.14 million hectares, with only 7% currently utilised

Alhaji Muiyiwa went on to further share the progress recorded so far in Nigeria's agriculture sector to include: -

- In the first quarter of 2017, agricultural exports increased by 82% over that of the last quarter of 2016.
- Export earnings from agriculture goods stand at N30 billion from January till date
- Sesame seeds, Soya beans, frozen shrimp, cashew nuts and crude palm kernel oil exports have helped to generate income from other countries, including Turkey and Netherlands.
- Total value of agriculture goods traded in second quarter of 2017 was N261.92 billion, representing 4.60% of total trade.
- Exports have been achieved in Asia, Europe, and America in the second quarter of 2017.

He encouraged the EU to organise more forums like this to educate Nigerians on the benefits of signing the EPA, noting that Nigeria has not signed the EPA because of non-trade barriers such as standards which the EU would determine.

"Nigeria has the potential to do well in agriculture. As an agriculture entrepreneur, you can participate in any part of the different value chains. Opportunities here include production, storage, processing, marketing, research and biofuel development", he said. He added that the Nigerian National Petroleum Corporation (NNPC) could sign a 5-year plan with any investor on biofuel production. He also noted that Nigeria is developing 9 Aggregation Centres for biofuel production and the centres are open to everyone.

Noting that Nigeria has one of the biggest silos in Africa, Alhaji Azeez Muiyiwa encouraged youths to invest in livestock production among other areas. He assured that the Federal Government is willing to help agribusinesses achieve exports to EU countries.

In a brief comment, the chairperson, Dr. Mark Abani stressed that an enabling environment should be more of practice than theory.

MODERATED PANEL DISCUSSION



Alhaji Sani Dangote:

There exist certain fundamentals which need to be addressed to record an improvement in Nigeria's agricultural sector. A large percentage of farmers in the country are fragmented, smallholder farmers, mostly cultivating less than 1 hectare of farmland. We need to get them into groups or clusters and have government oversee their welfare towards facilitating agribusiness growth in Nigeria.

Quick moves must be made, and before the next round of elections too. The Ministry of Agriculture and Ministry of Trade need to work together with the Nigeria Agribusiness Group (NABG) to develop a timetable to further develop the sector. Regretting that the Green Alternative has not achieved much, he noted that Nigeria should take more farmers out of the subsistence level and move them into commercial agriculture.

Dangote said that as for the EPA, more discussions are required to enable stakeholders from Nigeria ask the right questions to know the terms that are acceptable and those that are not. He noted that no agro industry could grow without European markets while youths and land need to be deployed towards growing the agriculture sector.



Hon. Commissioner Adepeju Adebajo:

There are so many opportunities in agriculture but it is not attractive to youths, resulting in the average age of a farmer being fifty-five. Nigeria has a high import bill, which is not sustainable. We need to reduce imports and grow more. Farming should be seen more as agribusiness and getting more youths involved would require urgently re-painting the image of agriculture.

In Nigeria's agriculture value chain, the gap between demand and supply is huge. This gap needs to be corrected for us to achieve competitive yields. ICT needs to be promoted to boost agriculture. By doing that, employment opportunities would not be limited to cultivation but accommodate other aspects such as the media.

The Ogun State Government is providing a catalyst for more youth inclusion in agriculture, and at least 10,000 young persons have indicated interest in agriculture in the state. However, the private sector has been un-cooperative in this regard. Policies from the federal and state governments should be explicit and couched in simple terms for easy understanding of young entrepreneurs in the sector.

She advocated the use of technology, satellites, IoT, apps, drones and online pricing information to make agriculture

more attractive to youths. She also called for the interpretation of policies of the Central Bank of Nigeria (CBN) and Federal Ministry of Agriculture and Rural Development (FMARD) in simple language for the understanding of local farmers, improvement in infrastructure and reconstruction of the broken value chain to boost the sector.

Ms. Sylvia Hoster:

At GIZ, we work behind the scenes with farmers and agriculture-related enterprises to encourage more youths to embrace agriculture. Youths are not interested in the field but in agribusinesses. We have trained youths on soil testing and how to select and apply the right fertiliser. The firm also provides technical assistance - utilising EU funds - to explore the potentials of the value chain of potato production. Through a partnership with the Plateau State Government, facilitated by the European Union, potatoes grown in Nigeria are now available for purchase at Shoprite and new seeds have been sourced and are going through certification. The entrepreneurial spirit in Nigeria is high and young people are willing to go into farming. She stressed that infrastructure and institutions are needed to grow the sector, adding that the organisation is helping farmers achieve 60% increase in income and providing them 30% more inputs.

Ms. Oyindamola Asaaju:

Nigeria's agriculture value chain is all-encompassing, accommodating ICT, mechanisation and transportation services. A lot of my peers have embraced agribusiness but inadequate infrastructure poses a big challenge, especially poor rural-urban road networks, power and infrastructure. There is also a gap in market information which sometimes leads to wastage of produce.

The media has a huge role to play in painting the re-branded image of the farmer. If food security must be achieved, stakeholders with a common goal must work together.

IITA is developing the capacity of youths in agriculture. Nigeria's farmer population is ageing, and there is the need to create more jobs through agriculture.

Mrs. Sandrina Gomes:

Agriculture can create massive employment opportunities through entrepreneurship in areas such as agricultural technology and agricultural services. At Indorama, we believe in the potential of young people in agribusiness. The company commenced fertiliser production in 2012 and we are confident about producing 2.5 million tonnes of urea fertiliser per year by 2025 in Nigeria. Courtesy of the Presidential Fertiliser Initiative, Nigeria does not depend on imports anymore. Local production has achieved increased availability and better quality, and 30% more yields could be generated from certain fertilisers.

More remarkable is that unlike in 2016, the price of fertiliser has dropped to as low as N6,000 or N7,000 per bag from between the N12,000 to N13,000 it sold for before. Fertiliser sales have now created more jobs for youths. Indorama is poised to sustain job creation levels by working with the Nigeria Agribusiness Group and GIZ in setting up a foundation for the training of more youths in agriculture.

The method of cultivation in Nigeria needs to change as there are more people in agriculture now due to high profits recorded by farmers. She regretted that fertiliser application in Nigeria is as low as 11kg/ha, as against 138kg/ha in developed countries.


Mr. Olabode Abikoye:

The Bank of Agriculture started operations in 1972. However, Nigerians are yet to fully exploit the benefits of agricultural finance. Funding agriculture is not solely the responsibility of government and there is the need to institutionalise agriculture as a business by supporting the sector with adequate financing. He chided farmers for not having accounts with the bank.

The Bank of Agriculture has signed an agreement with the Nigerian Postal Service (NIPOST) to open 896 outlets for easier transaction and access to agriculture inputs. This means that the Bank Of Agriculture (BOA) would take over the storage and sorting rooms of NIPOST to make inputs available to farmers. We need more agripreneurs to patronise the Bank of Agriculture to promote commercialised farming.

Mr. Chuma Ezedinma:

Through the EPA, the European Union has provided 12 million Euros to help build quality infrastructure programmes to encourage export in Nigeria. Under the programme, there are 5 major components:

1. Policy: Developing quality infrastructure policy for the approval of the Nigerian government. However, government has not granted approval since January.
2. Standards: Nigeria has some standard products but there is the need to do more.
3. Accreditation: There is an accreditation body which has provisional recognition from international bodies. The World Trade must recognise Nigerian institutions internally before you can safely export.
4. Consumer Protection: Consumer protection of those in agribusiness is inefficient. To mitigate this challenge, the EU is providing technical assistance to Nigeria in this regard.
5. Meteorology: United Nations Industrial Development (UNIDO) has established a meteorology institute to prepare Nigerian agribusinesses for the export of more produce.



UNIDO has tried to set up Staple Crop Processing Zones, but the face-off between the Ministry of Agriculture and Ministry of Trade almost killed the development of the zones. Energy is key to agro-practice and



manufacturing, but the lack of synergy amongst the ministries of water resources, agriculture and industry are denying the farmers the services the three ministries could have provided. The organisation is also assisting the government to ease the ban on the exportation of beans as directed by the Vice-President through a committee set up for that. The committee has developed an Export Control Plan to help other ministries and agencies become more service-oriented. Stakeholders need to set up the right institutions to pull in more foreign investments.

Since Nigeria does not want to take loans and more money is being lost through primary commodities, he suggested 3 strategies to achieve growth in the sector – exports, Foreign Direct Investments and Diaspora Funds. He added that institutions needed to be built to encourage export, and Nigeria must take the Ease of Doing Business issue seriously.

It is not good enough that the national notification body – the Nigeria Agricultural Quarantine Service (NAQS), which is responsible for informing Nigerians about agriculture exports that have been banned – is not ICT-based. Moves should be made to update the government on banned produce before they are imported into the country. UNIDO is also supporting the IITA with technical assistance on its Agropreneur programme.

The chairman then called for questions from the participants.

A participant, Maimuna Habiru, who works with the NAQS, debunked claims by the UNIDO representative that the NAQS was not ICT-based. She also clarified the controversy on the ban on importation of beans, noting that beans exports were not currently banned but suspended.

In a reaction to the claims made by Maimuna Habiru, Chuma Ezedinma urged the NAQS to embark on a real-time notification management system to serve farmers better.

In response to a question on current programmes outlined by the Federal Government for young people and plans to ensure youths are not left out of such programmes, Alhaji Azeez Muiyiwa listed programmes for youths to include support for youths in land clearing, movement of the three Agric universities to the Agric ministry for capacity building, facilitating acquisition of equipment, setting up of the Agro-Equipment Hiring Enterprise, linking youths to markets and provision of N35 billion rural finance.

He listed other programmes to include the Micro, Small and Medium Enterprises (MSME) Development Fund worth N255 billion, Fund for Agricultural Finance in Nigeria (FAFIN) being developed with Kreditanstalt für Wiederaufbau (KfW) – a fund that has grown to \$60 million from the initial \$30million, soil mapping to help them determine the fertiliser types to use, linking youths to source of credit, Youth in Agriculture Programme developed with the African Development Bank (AfDB) which supports 36,000 youths in agriculture in each state, support for the IITA in the development of Youths in Agriculture, development of three agriculture incubation centres with support from the AfDB for capacity development of farmers, development of the Enterprise Guide with the Department for International Development (DFID) and GEMS 4, market surveys and the establishment of smoking kilns.

He listed other initiatives as the extension of Npower under which 5000 youths are being trained in extension services, collaboration with Novus Agro to provide market information systems, Presidential Initiative on Fertiliser which has reduced fertiliser prices, Women in Agric Programme, reservation of 65% of the MSME Development Fund for women, Rural Financing, Anchor Borrowers' Programme of the Central Bank of Nigeria (CBN) and the Ease of Doing Business policy, which now grants approval for businesses within 24 hours.

CLOSING REMARKS BY ALHAJI SANI DANGOTE

In his closing comments, Chairman, Nigeria Agribusiness Group (NABG), Alhaji Sani Dangote encouraged stakeholders present as participants at the forum to continue playing their roles in developing agriculture. He called on the Federal Government to see agriculture as a business in order to grow the sector.

Alhaji Dangote called for the grouping of farmers into clusters for collective sourcing of funds such as the Bank of Agriculture (BOA) loans. He said BOA could work with Indorama in making fertilisers available to farmers. He also called for farmers' cooperatives in each state and local government to be made up of at least 1000 youth to help them access loans more easily. He declared readiness to financially support any state interested in bringing farmers into clusters so they could access finance.

The chairman closed the session by saying; "The only silos we need in agriculture are agricultural silos. All ministerial silos should close". The second panel discussion session, which was the last event of Day 1, ended at 4:38pm with a photo session followed by a cocktail event.

DAY TWO - OCTOBER 6, 2017

The second day of the Business Forum started at exactly 9:33am, with a welcome address by the Master of Ceremony, Dr. Mark Abani. After a highlight of the sessions for the day, he called on the Head of EU Trade and Economic Section, Fillipo Amato to give a wrap up of the previous day's event and an introduction of the Day Two sessions.

REVIEW BY HEAD OF EU TRADE AND ECONOMIC SECTION, **FILLIPO AMATO**

He did a short assessment of the Forums from 2015 and the themes for each year. He disclosed that the theme for 2017, which focuses on ICT, agribusiness, gender balance and job creation was chosen because of the AU-EU Summit in Abidjan in November. The objective of the Forum, he said, is to find a common ground to work together and to coordinate efforts of the private and public sectors in investments in key areas such as ICT, agribusiness and textiles to encourage growth and create jobs in Nigeria.

He said the previous day's session stressed the importance of international trade and the need for Nigeria to diversify its exports by exploiting the potentials of various value chains. While noting that the EPA may not be a perfect document, he observed that it can offer lots of benefits to West Africa and Nigeria. He added that the NABG and concerned stakeholders have restated their commitment to ensuring continued dialogue on the EPA for the economic benefit of Nigeria.

According to him, the level of attendance and discussions has shown how successful the forum has become over the years. It has provided a platform for policy makers in Europe and Nigeria to discuss policy goals and provided an opportunity for the private sector to air their views. He listed some of the programmes realised from the forums as the National Aquaculture Infrastructure Programme and the soon-to-be-launched West Africa Competitiveness Report Programme. The value chains in Nigeria have also grown in the ginger, tomato, textile and leather sectors as a result.



FIRST PANEL OF DAY TWO

EMPOWERING WOMEN ENTREPRENEURS



The session was moderated by the MD/CEO, WFM 91.7, Mrs. Toun Okewale Sonaiya. It was aimed at discussing opportunities and challenges of women entrepreneurship in Nigeria.

The panelists were: Founder and Managing Director, Flying Doctors Nigeria, Dr. Ola Orekunrin; Founder, Toki Mabogunje and Co. (TMC), Mrs. Toki Mabogunje; Co-founder, AACE Food Processing and Distribution

Limited, Mrs. Ndidi Nwuneli; Deputy Governor of the Central Bank of Nigeria (CBN) and Executive Council Chairperson, Women In Management and Business (WIMBIZ), Mrs. Aisha Ahmad, represented by WIMBIZ Executive Council Member, Mrs. Ngover Ihyembe Nwankwo; Economic Advisor, United Nations Development Programme (UNDP), Mr. Ojijo Odhiambo; Team Lead, Raising Voices For Women Cross Border Traders in West Africa Project, Mrs. Eniola Dada; and the National Women Leader, National Association of Nigerian Traders (NANTS), Mrs. Ruth Abraham Agbo.

The panel discussion started after a goodwill message by the National President of the Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA), Chief (Mrs) Iyalode Alaba Lawson MFR, FloD, JP.



GOODWILL MESSAGE

- IYALODE ALABA LAWSON, MFR

She stated that the forum is unique because it provides Nigerian and EU policymakers and businesses with a platform for extensive discussions on business opportunities and limitations to mutually beneficial trade. She commended the EU for hosting the forum. On the theme of the forum, she said it highlights the instrumental role of the youth in ICT and agribusiness sectors, especially during this period of diversification of the economy. She said that when youths are catered for, the enabling environment is laid and the youths will prosper as a result, and today's discussion shows the EU's increased commitment to the development of the non-oil sector of Nigeria's economy.

According to her, while women must be seen and heard, culture and traditions have stopped women from attaining goals in the past but this is changing now due to the achievements of women in education, business, agriculture and other sectors; achievements which must be all-inclusive. She observed that women must be educated and assisted financially through the promotion of gender equality, review of restrictive and biased cultural practices and laws, access to finance and security, infrastructural access, quality education and market access. Women constitute half of the population, are very industrious and have the potentials to achieve more in their chosen businesses.

However, Nigeria's 2016 Global Gender Gap Index ranking of 118 out of 144 by the World Economic Forum shows that visible gaps are still existent and more concrete steps are required by the government, private sector and global partners to ensure that gender discrimination issues become a thing of the past.

She added that Micro, Small and Medium Scale Enterprises (MSME) is the largest employer in the private sector, and MSME is the bedrock of any economy. NACCIMA has NACCIMA Women Group (NAWOG), a very active business women group. Its core mandate is to promote women entrepreneurship, promote the capacity and skills of women entrepreneurs, promote higher education for women entrepreneurs and promote mentoring for girls. NACCIMA is the apex business body in Nigeria. It is the voice of Nigerian businesses. NACCIMA would continue to advocate policies that would enable the growth of businesses. She also commended the EU for the initiative aimed at building bridges and promoting businesses.

FIRST KEYNOTE PRESENTATION



- MR. OJIRO ODHIAMBO ECONOMIC ADVISOR, UNDP

The UNDP Economic Advisor - who was the only man in the panel - spoke on "Accelerating Gender Equality and Women's Empowerment in Africa" and quoted from the 2016 African Development Report, which focuses on gender equality and women empowerment.

Noting that women are risk takers, innovators and key drivers of the economic transformation process in Africa, he said skills, innovations, ideas, responsible institutions and partnerships are needed for entrepreneurship to thrive.

He painted a gory image of where women stand on the continent: "From the Human Development perspective, women are disadvantaged at least on the African continent. Our findings show that women achieve only 87% of the Male Development

Index". He noted that women are disadvantaged in terms of education, health and income. Observing that progress has been made in the context of the MDGs in health, education and other social services, he said there is near gender parity in the primary level, there is also near parity in the secondary level but not in the tertiary level.

Women need good foundations to thrive in business. Women still need men to achieving things. This is because of societal norms such as early marriage, high maternal mortality, domestic violence and other factors which affect women. Women are employed in the informal sector where there is low wage, low job security, no tenure of office and abusive jobs. Women do twice as men in terms of domestic work. Women are employed in two-thirds of non-agriculture informal jobs in Africa, and there is a pervasive wage gap in Africa, where women earn 30% less than men in manufacturing, service and trade sectors.



“Over the 2010–2014 period, gender inequality in the labour market cost sub-Saharan-Africa an average of \$95 billion annually. When juxtaposed with the Official Development Assistance (ODA) Africa received during the period, it shows a negative trend with the peak of \$30 billion in 2014. The cost of gender inequality is more than 3 times the ODA Africa receives yearly. Should we focus on addressing gender inequality or should we just focus on receiving ODA? Despite improvements in gender parity, more work needs to be done. It is not true that men perform better than women in top managerial positions; such assertion is not backed by data. Existing legal and social norms also affect women negatively,” he posited.

He listed access to finance, electricity and skills (skills gap and skills mismatch) as constraints to women entrepreneurship.

“To improve skills, there should be an improvement in the education system to prepare African entrepreneurs for the new Digital Revolution. There should be training programmes and mentorship. The private sector needs to invest in skills development and organise business classes for exchange of knowledge. We should improve on the range of financial resources and loan organisations. We need to go beyond traditional financial systems. We need to improve general economic conditions, economic stability, infrastructure, security and skills. There is the need to improve policies that advance gender equality. There are policies and laws but they lack implementation,” he added.

To achieve these, he called for the adoption of gender equality plans to reverse the ugly trend, tackle disruptive social norms, use budget and plans to address such, strengthen adaptive policies, add value to gender-instituted data for policy formulation and decision making, as well as encourage south-south cooperation.

SECOND KEYNOTE PRESENTATION



- MRS. NGOVER IHYEMBE NWANKWO THE WIMBIZ CHAIRPERSON REPRESENTATIVE

She stated that WIMBIZ is a foremost women-focused non-profit organisation which elevates the influence of women. She said Small and Medium Enterprises (SMEs) provide 60–70% of jobs in most countries, adding that entrepreneurship drives equitable wealth distribution in the economy. “49% of the Nigerian population is female. Gender equality aids economic growth and reduction in poverty. Where there is gender inequality, we find that there is less investment, less competition and less productivity. Companies with women at the helm earn 13% more revenue. Women are needed for Nigeria to grow. Women are at 43% as against men at 57% in terms of economic activity engagement”, she added.

According to her, women are ahead of men in certain jobs such as retail and trade, hotels and restaurants, finance and real estate, but these sectors do not contribute much to the GDP. Women are not at the helm in these sectors. Women do not have powers to make changes. Most women have had businesses, many fail to transit to formal businesses but women own just 20% of businesses in the formal sector.

Constraints to women entrepreneurship

1. Women need to have access to finance. Women are less inclined to borrowing because of the fear of presenting documents, higher interest rates, lack of collateral, no trust in the banks and low risk tolerance.
2. High cost of structuring businesses from informal to formal sectors.
3. Poor education and financial literacy. School drop-out rate of women is high.

She suggested solutions to the identified problems;

1. Inspiration: WIMBIZ helps women to turn their inspirations into businesses.
2. Transparency: This could help women register their businesses and get the information they need.
3. Know-how: Education and gender parity will help women learn skills to promote their businesses. Japan has created business clinics. Women must participate in cross-gender trade and industrial bodies. Women should celebrate their success stories.
4. Funding: She listed funding options available to women entrepreneurs to include the MSME Fund, National Financial Inclusion and Entrepreneurship Development Strategy of the CBN, Bank of Industry (BOI), Youth Enterprise with Innovation in Nigeria (YOUWIN), WAccess, Keystone Pink and Diamond Women.
5. Financial literacy initiatives.
6. Government creation and enforcement of policies that ensure Ease of Doing Business.

She added that interest rates of 25% are not sustainable for loans. She also called for alternative funding options and self-liquidating structures. Those problems do not only limit women businesses but also affect women in their private lives.



**Co-founder, AACE Food Processing and Distribution Limited
- Mrs. Ndidi Nwuneli**

She noted that there is the need to change the education curriculum to redefine social roles of women, adding that societal norms which have affected our psyches are passed down to our children.

She called for a repeal of discriminatory labour laws which prohibit women from working overnight except those in the hospitality sector or medical profession. This, she said, should be a matter of choice for the women. She lamented the capacity utilisation of manufacturing companies, which stands at 30% as against 100% capacity.

She said financing is discriminatory, and while advocating equality as against quota, she lamented the 1% allocated to women for agriculture funding, calling for a women quota in that financing niche.

**Team Leader, Raising Voices for Women Cross Border
Traders in West Africa Project
- Mrs. Eniola Dada**

She observed that women who trade across borders are further down the economic ladder, accounting for why they trade across borders informally, not formally. They also lack information on federal policies such as the Vice President's order on the Ease of Doing Business and sub-regional policies such as Common External Tariffs and ECOWAS protocols. She identified frontline border agencies as the police, Nigeria Immigration Service (NIS) and Nigeria Customs Service (NCS).



She lamented the non-existence of a 24-hour border policy to protect cross-border women traders. She listed other constraints of cross-border women traders to include physical and sexual harassment, poor road network, theft and robbery, vulnerability to transporters who could steal their goods and lack of a common currency in the West African sub-region, which causes foreign exchange fluctuations. She lamented the fact that there are no specific goods that are traded seamlessly without restrictions. In conclusion, she called for Nigeria and The Gambia to sign the EPA.



Founder, Toki Mabogunje and Co. (TMC), Mrs. Toki Mabogunje

Noting that the formal sector has come to stay in Africa, she said 70% of Nigeria's population lives in the rural areas, where the main economic activity is agriculture. "You cannot talk about women without talking about agriculture. Women constitute 50% of the labour force in agriculture. Women make up 10% of the 15 million crop farmers and just 300,000 of the 10.3 million grain farmers. Women are in post-harvest menial jobs - sorting grains and cleaning factories, among others. They lack education and skills", she added.

She disagreed with the UNDP on the differentiation between opportunity-driven and necessity-driven entrepreneurs. Laws should be enacted to protect women in entrepreneurship. Mechanising agriculture will give women more money, but health is of more concern to women than finance in agriculture.

"Private sector participation should help in increasing the number of women in their value chains to improve their livelihoods. Research has it that the average woman spends 5 hours sleeping. Of the 19 hours left, women spend half of it on care giving. It is worse in rural areas where women spend 4-6 hours fetching water. Infrastructure such as water and energy should be provided to alleviate the challenges of women," she advocated.

**Founder and Managing Director, Flying Doctors Nigeria
- Dr. Ola Orekunrin**

She spoke on the Impact of Nigerian Culture and Religion on Women Entrepreneurship. Women don't have access to social circles and it affects their access to financing, adding that funding is relationship-based. Women don't get much funds from banks because they don't know them.

Quoting from Tiwa Savage's article, she said women have been made not to be equal to men. She said such culture limits achievements of women. Men find it difficult to mentor women. Many of the entrepreneurs are men. Women don't rise to board levels because men influence the appointments of men like them. We need to be very proactive in showcasing women entrepreneurs. She also called for quotas to help women access funds.



**National Women Leader, National Association of Nigerian Traders (NANTS),
- Mrs. Ruth Abraham Agbo.**

She brought a group of traders from Ikorodu whose native Nigerian dresses coincidentally had the EU colours. According to her, women lay the golden egg, and without the rural farmer, food security would not be achieved. She stressed the importance of rural farmers who cannot afford to go on strike because of the disastrous effects it would have on food availability. Import substitution cannot fly when the rich do not buy. Women lack the resources to access information on funds and the policies being enacted in their favour.

She called for assistance to help women brand their products, and encouraged the elite to patronise local goods. She called for the inclusion of women in policy making. She also called for increased security for women traders, especially in the North East. She lamented that National Women Empowerment Fund (NAWEF), a government loan for women in 8 pilot states which should run concurrently with the Government Enterprise and Empowerment Programme (GEEP), has not been operational.

She called for easing of ways to obtain loans so as not to dampen women's morale. She said frustration in the quest to get loans could make women take to hawking, thereby exposing them to dangers such as sexual harassment and accidents. She hopes the advocacy provided by the forum would help the informal sector have a sense of belonging.



The session thereafter proceeded to the Q&A segment. On the question of what could be done to help women access finance easily, the WIMBIZ representative called for women to support the Gender Empowerment Bill currently before the National Assembly. She said one of the key provisions of the bill is financial inclusion, including providing loans without collaterals. It also has quota systems to encourage access to finance by women. More women need to be aware of what is being done and be advocates from themselves. She encouraged women to be courageous enough to take loans as the men are and called on women to open up to equity investors to finance their businesses.

On the question of innovation for financial inclusion, the UNDP representative said we need to focus on women entrepreneurship because they are disadvantaged when one considers their life cycle. He agreed with Mabogunje's disagreement with him.

The moderator then called for recommendations from the panelists to develop a communiqué at the end of the session. Below is a list of their recommendations:

1. Women should be provided with capacity building and support for business development
2. Advocacy around improved infrastructural support in terms of water and energy, work tools and skill building
3. Support and advocacy for the Gender Empowerment Bill which has critical provisions; reduces discrimination, institutes quotas for women and improves access to finance without collaterals for small-scale women entrepreneurs
4. Flying Doctors Nigeria and WIMBIZ would collaborate to help more women participate in politics in 2019. Flying Doctors Nigeria is ready to sponsor women to participate in politics
5. The EU and other foreign investors must demystify Africa to attract foreign and local investors
6. Curriculum change to encourage gender mainstreaming
7. Policies should be made to make labour laws more favourable to women
8. We need to influence our faith-based organisations to help redefine social roles for women especially around financial literacy and women controlling their own world

9. Mentoring for women to ensure continuity
10. Women should be taught product production, processing and packaging
11. WFM is open to partnership with any group interested in boosting women participation in politics. Women should also empower themselves politically by obtaining voters cards

The moderator then called for questions from participants. Participants called on women to be united and eschew hatred amongst them. Women should support women.

On what could be done to make women take the front row in influencing policies concerning women, the NACCIMA National President called for joint efforts and preparations on the part of the women, and promised that the body would support women participation in politics especially in the legislature because women are better managers.

She said GEEP - a government loan scheme to women - is working. She said women in Ogun state have obtained loans to the tune of 78 million naira and were able to make the Federal Government sanction a bank which administers loans to women with high charges. She said a coordinating team would be set up to help women obtain loans and pay back, thereby making them creditworthy.

Reacting to a question on how education policies could be influenced by women, Mrs. Nwuneli regretted that the curriculum is set at the federal level, and called for influencing policies as well as a competent minister of education and senate committee on education to help change the curriculum. She also noted that the National Agency for Food and Drug Administration and Control (NAFDAC) registration is almost free and women need to embrace standards in their product branding.

The NACCIMA President noted that the organisation is working with Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) to register businesses in a bid to remove bottlenecks inherent in NAFDAC registration.

On a question raised by Celestine Okeanya, CEO of Nigeria National Accreditation Service on the language used to communicate to girls by women, the WIMBIZ representative says there is no ceiling for women. Women should take care of themselves. Mrs. Mabogunje said it is not a women issue but a parental issue.

Dr. Orekunrin noted that women should not always be seen as the primary parent and men as the secondary parent, calling on fathers to share responsibilities with their wives. Mrs. Agbo said intimidation and discrimination of the women should be discouraged. Mrs. Sonaiya noted that the support she got from her father helped her set up WFM, calling on men to always support the girl child.

On another question raised by Celestine Okeanya, CEO of Nigeria National Accreditation Service on the UNDP's role in encouraging women participation in politics, the UNDP representative lamented Nigeria's poor women representation of 5.6% in the National Assembly, whereas some African countries had attained near-equal representation. He called for a broadened civic education programme to encourage women, policy legislation to promote gender equality and participation in elections, and charged women to take responsibility for themselves

In her response to several of the earlier questions, Dr. Orekunrin said women are not favoured by documented records on venture capital funding while men are. She regretted that most issues are handled by men and called for a changed narrative. She also called on women to take advantage of the social media to change the status quo.

The session ended at 1:00pm with a photo session and a lunch break.



SECOND PANEL OF DAY TWO



The session was chaired by the Country Director, ANDELA, Mr. Seni Sulyman. It was aimed at discussing the aspirations of young people, youth organisations and networks ahead of the Africa-EU Summit in Abidjan in November, which matches the overarching theme of the Summit and the African Union (AU) theme for the year.

The panelists were: Special Assistant on Youth and Student Affairs to the President, Mr. Nasir Saidu Adhama represented by his Technical Assistant, Mr. Ibrahim Suleiman; Co-founder, ImpactHub Lagos, Mrs. Solape Hammond; Regional Manager West Africa, Africa's Young Entrepreneurs (AYE), Ms. Joy Michael; Northern Regional Manager, Nigerian Young Professionals Forum (NYPF), Mr. Alkasim Muhammad Zangina; President, African Diaspora Youth Network in Europe (ADYNE), Mr. Koudjo Mawuli Klevo; Vice President, Network of International Youth Organisations in Africa (NIYOA), Mr. Abdrahamane Ouedraogo; and Head, Nigerian Erasmus Alumni, Ms. Elizabeth Ogbodo.

The panel discussion started with the chairman asking each panelist to briefly introduce him/herself and highlight his/her organisation's work. This was followed by the keynote address by the representative of the SA on Youth to the President.



KEYNOTE PRESENTATION BY THE REPRESENTATIVE OF THE SA ON YOUTH TO THE PRESIDENT - NIGERIA'S GROWING POPULATION: RISKS AND OPPORTUNITIES

The Presidential aide noted that Nigeria has arguably one of the highest growth rates on earth. With an annual growth rate in population in Nigeria of 2.7% between 2010 and 2015 (UN 2016 Report), Nigeria would become the third most populous country in the world with over 300 million persons in 2050. This presents both risks and opportunities. The population - if properly harnessed - could contribute to the workforce, who will drive development and growth.

Growing population and infrastructure deficits present challenges such as shrinking resources available per person, poverty, malnutrition, crime, unemployment, social unrest, migration, climate change associated with increased human activities, high energy consumption, strained public infrastructure, insurgency and militancy. According to a United States Agency for International Development (USAID) survey, Africa's young people would be the driving force of economic prosperity in the coming decades. This could only be achieved if the youth are empowered and educated.



With Nigeria's annual birth rate exceeding that of the EU combined, Nigeria's population is a great market for consumption of goods and services. A huge population can be an asset for production only when it is educated and skilled. He cited the case of China, whose population has helped it to move from consumption to production. He reiterated the need for investments in youths. A growing population means a growing youth. He noted that 32% of Nigeria's population is between ages 15 and 39, while persons between 0 to 14 years constitute 43% of the population.

While Nigeria's population has a high consumption rate, it should be production-based. Skills and education of the youth could make Nigeria the production hub for Africa. He urged the EU to ensure subsequent panels discussed ways of harnessing the potentials of the youth. He noted that the office of the SA partners with development partners - local and foreign - as well as other investors such as the European Commission and other bodies within the UN system to help develop the youth to take advantage of the 2016-2025 Third Industrial Development Decade for Africa.

The chairman then called for a break-out session of both participants and panelists to reflect on the agility that the youth represent, after which the panel discussions went underway.



Country Director, ANDELA
- Mr. Seni Sulyman (Panel Chairman)

ANDELA is a 3-year old organisation. It started with 4 staff, which has now grown to 800. It has 400 employees in Nigeria. Our focus is to help build ICT in Africa. It trains technology hub entrepreneurs and hopes to produce 100,000 of such. Africa cannot be left behind in the Technology Revolution, having been left behind in the Agricultural and Industrial Revolutions. ANDELA has raised \$40 million to support businesses in Africa. ANDELA wants to use technology to solve Africa's problems. ANDELA has about 20 developers in Nigeria alone.

Head, Nigerian Erasmus Alumni, Ms. Elizabeth Ogbodo

She noted that the Erasmus Mundus Scholarships is one of the pillars of the EU Education Programme, launched by the European Commission to provide training and education for both Europeans and non-Europeans. Nigeria's enrolment in the programme is insignificant compared to other African countries. The Alumni promotes awareness on the programme.

This year, 15 Nigeria-based and 4 Diaspora-based Nigerians got the awards. It is a Masters programme which also includes a doctoral component. A team of experts is creating awareness through the social media on the scholarships. Nigerian youths must benefit from this. The programme bridges the gap between skills of the employees and what employers need. Education and training alone can bridge this gap.

Erasmus envisages a future for the youth where they can tap into this. It promotes the job prospects of graduates and personal development of the youth. So far, 4.7 billion Euros has been invested in the project by the EU. The Alumni want to help guide applicants through the competitive system.

Northern Regional Manager, Nigerian Young Professionals Forum (NYPF) - Mr. Alkasim Muhammad Zangina

The organisation helps the youth community to build skills to grow Nigeria. The youth population is significant. The youth voter population of 19 million can help the youth vote and be voted for between now and 2019. This is an asset to help the youth vote themselves into power. Youths need to participate in leadership and policy making, using their creativity and energy to move Nigeria forward.





Just as he was stating that no meaningful development could take place without electricity, power supply to the venue of the forum was disrupted, causing some rowdiness which normalised as soon as power was restored. Noting that women are brilliant and multi-tasking, he called for more capacity for them in politics and other sectors. With oil prices down, youth are the next crude oil of Africa and Nigeria. He noted the vibrancy of the youth, citing the creation of an app by a youth. The app, Kudi, is now worth between \$100 and \$200 million.

The solution to Africa's problems lies in ICT. The world needs Africa to produce. We need to promote local content. He called for support for the #NotTooYoungToRun campaign, urging youths to vote their conscience instead of being induced with money.



**Regional Manager West Africa, Africa's Young Entrepreneurs
- Ms. Joy Michael**

She noted that according to the GEI, the group is the largest gathering of entrepreneurs in the world with 12.6 million members across 20 countries including the US and UK. They are in partnership with organisations such as ANDELA. The group has received applications from 195,000 entrepreneurs since 2014 for grants, loans, training, coaching, scholarships and mentorships. 9654 applicants have been assisted through donations from the private sector. 1160 applicants have been given grants to scale up their businesses.

The body facilitates international trade and transacts business based on trust. It has created jobs through empowerment of groups and such jobs have in turn created at least 3 jobs each. The group projects empowerment for 20,000 entrepreneurs and 350,000 applications by 2020. The organisation's financial institutions have extended their structures to help youths do businesses. It has set up a platform where youth entrepreneurs can be trained on skills and financial literacy. The Africa Young Entrepreneurs is also partnering with 10 TV stations on a TV Reality Show.

Africa's population should be seen from the production prism and not consumption. Agriculture and ICT are the key focus of the group. It has supported entrepreneurs in these sectors and is partnering with state governments. It is partnering with people with passion. It has partnered with the Borno State Government to ensure IDPs get training, tools and equipment for businesses and sustainability. It has obtained a piece of land from the Cross River State Government to set up an Entrepreneurship University. The key requirement for undergraduate admission is that each applicant must have a business and graduate as an employer of labour.

- SA to the President

The office is a policy advisory body. It is partnering with the private sector. We want to change the narrative of a youth population that constantly seeks for paid jobs to that of creating businesses. Produce must have a market for sales. It will strengthen existing partnerships with youth organisations. It is the office's dream to see a proliferation of SMEs to cater for Nigeria's growing production and service needs. The office provides linkages between the youth and the Presidency to make sure that young people have the opportunity to achieve their aspirations.

**Co-founder, ImpactHub Lagos
- Mrs. Solape Hammond**

It has 90 hubs in 50 cities across the world. It focuses on three goals; Infrastructure, Community and Enablement. The hub's aim is to encourage entrepreneurs and help them succeed. Nigeria's population potentials must be harnessed through the encouragement of entrepreneurship. We believe that in 10 years, the 10 top companies in the Nigerian Stock Exchange must be entrepreneurial ventures that



started today. Every problem is an opportunity for entrepreneurship, e.g. traffic, kidnapping, etc. Technology is very key in driving this growth. 5200 initiatives were created last year by ImpactHub.



President, African Diaspora Youth Network in Europe (ADYNE)

- Mr. Koudjo Mawuli Klevo

There are 200 youth organisations represented in ADYNE. We believe in collaboration with government. Diaspora has provided an opportunity for African youths to cross-fertilise ideas. The skills and ideas of Diaspora youths are needed for the development of Africa. He lamented the situation where it is easier for foreigners to set up businesses in Nigeria than Nigerians in Diaspora.

In 2 years, the group will develop a framework to help Diaspora youths come home and invest in Africa.

Vice President, Network of International Youth Organisations in Africa

Mr. Abdrahamane Ouedraogo

There are up to 20 youth organisations with presence in 120 countries represented in the organisation. We do not believe in beautiful speeches but in real actions. Our organisation works towards the Sustainable Development Goals (SDGs). No one should be left behind. He blamed crimes on the non-inclusion of youths in policies. Without prospects, African youths will become destitute and crimes will rise. While we look at the success stories, we should also look at the bad stories.



The moderator then called for questions from the audience.

On the question of what is being done to ensure more budgetary provisions for youth development to tackle unemployment and creation of ideas hubs, Mr. Zangina noted that stakeholders should focus more on the creation of vocational centres as against setting up churches and mosques. He called for skills acquisition and consideration for informal youths who do not have education. He called for increased funding for EU programmes and more scholarships, while calling repatriation of stolen funds to aid development. Ms. Joy Michael noted that youths need to take ownership of government by joining political parties and seeking financial backing.

To tackle unemployment, she called for youths and wealthy people to assist family members in running businesses. Hammond called for skills acquisition to boost employability skills and use of the internet for information gathering. Ms. Ogbodo noted that global economic crisis, poor education and lack of skills have contributed to unemployment. She said the Erasmus Plus Programme has three key actions and four pillars which include vocational training, which is not open to Africans yet. She called for further education to increase chances of employment.

On his part, Mr. Klevo blamed Africans for not preparing for opportunities ahead of time. He added that the world does not owe Africa. He urged African leaders to embark on corresponding national scholarship programmes.

The representative of the SA stated that government is an enabler; it does not provide direct jobs. The government issues executive orders which targets MSMEs to encourage Ease of Doing Business in Nigeria in order to create jobs. Nigeria has moved from 147th to 145th position in the Ease of Doing Business index. Government had in 2016 set aside N500 billion for social intervention schemes, which have created 500,000 jobs. While lamenting that there were inadequate jobs, he said that policies will be made to enable the private sector create jobs.

The chairman pledged to commit N50, 000 monthly as salary to a communications expert who would work from the information unit in the SA's office to manage a website showcasing what youths are doing. Mrs. Hammond also pledged N10, 000 monthly to the scheme, which she also promised to anchor. They gave the SA a 6-month maximum timeline to achieve this.

In a reaction to the moderator's question on problems of youth entrepreneurship, Mrs. Hammond listed identification of talents and access to finance as the problems of entrepreneurs in Africa. She said that her organisation will be organising an event - Global Match Up - on November 8 for African entrepreneurs.

Mr. Klevo, in a contribution, said young people should have concerns for building better economies. He observed that the problem in Africa is not reforms but agenda-setting, urging African youths to always strive to understand backgrounds to problems.

Mr. Ouderaogo observed that development partners have resources to invest in African youth, urging African youth to show value for such investments.

A participant, Mr. Mark Chukwuelu chided the non-availability of media houses to cover the event for the second day. He also lamented the poor attendance of participants and youths (who should be beneficiaries of the forum) on the second day compared to the first day. He also faulted the venue choice, opting instead for such fora to hold in Universities. He pledged N10, 000 to the ANDELA youth website initiative.

The chairman called on the participants to reach out to panelists to serve as panelists should they have the intent to organise a similar forum in the future.

He identified two key take-away issues from the forum; youths have a voice and what the youths are doing to make impact.



CLOSING REMARKS

The youth are not only the future, they are also the present. That has been demonstrated from the last session. It is always about the real challenge of converting words into real actions. Inclusive growth should be taken to the most vulnerable segment of our society. He called for equal opportunities for all women and the youth. We have real opportunities and we are headed in the same direction.

Open dialogues between the governments, civil society and representatives of businesses enable us reflect and find a lasting solution to identified problems. However, foreign initiatives cannot substitute for what Nigeria could do for itself as what the EU does goes to support local and national initiatives. In the course of the Ambassador's closing remarks, a video conference was holding next door on how to get more youths to study in Europe.

The forum creates an enabling environment for reaching out and understanding each other. Recommendations will be communicated to participants at the forum and those at the Youth Summit in Abidjan next week as well as the EU-AU Summit towards the end of November. Regretting that the average age of the Heads of States in Europe and Africa do not represent the youth, he noted that the EU is building bridges to make sure the conclusions were inserted into the political debate.



- AMB. KETIL KARLSEN
HEAD OF EU DELEGATION

He thanked the participants, the EU member states, as well as the organisers for their attendance. Noting that the 6th edition of the Business Forum will not be the last, he said that this year, the forum had focused on more inclusiveness and expressed the hope that participants would attend next year.

The session ended at 4:37pm with a photo session and a cocktail event.



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BUSINESS FORUM

YOUTH AS ENGINE
OF BROAD-BASED
**ECONOMIC
TRANSFORMATION**