

Soy Proteins and Alltech Nigeria

Presented by
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Map of Africa



Nigeria at a glance

- 2nd largest economy in Sub-Saharan Africa
- Population: almost 150 million
- GDP: US\$ 165b (\$45b in 2000)
- GDP per capita: US\$ 920
- Inflation : 11% (38% in 2000)
- 8th largest producer of crude oil; gas: 6th largest
- Currency: Naira; USD1 = N 146
- FDI net inflow: US\$ 6 billion (US\$ 1 billion in 2000)
- 36 States; 250 languages; English (official)

Source: www.worldbank.org

Nigeria:

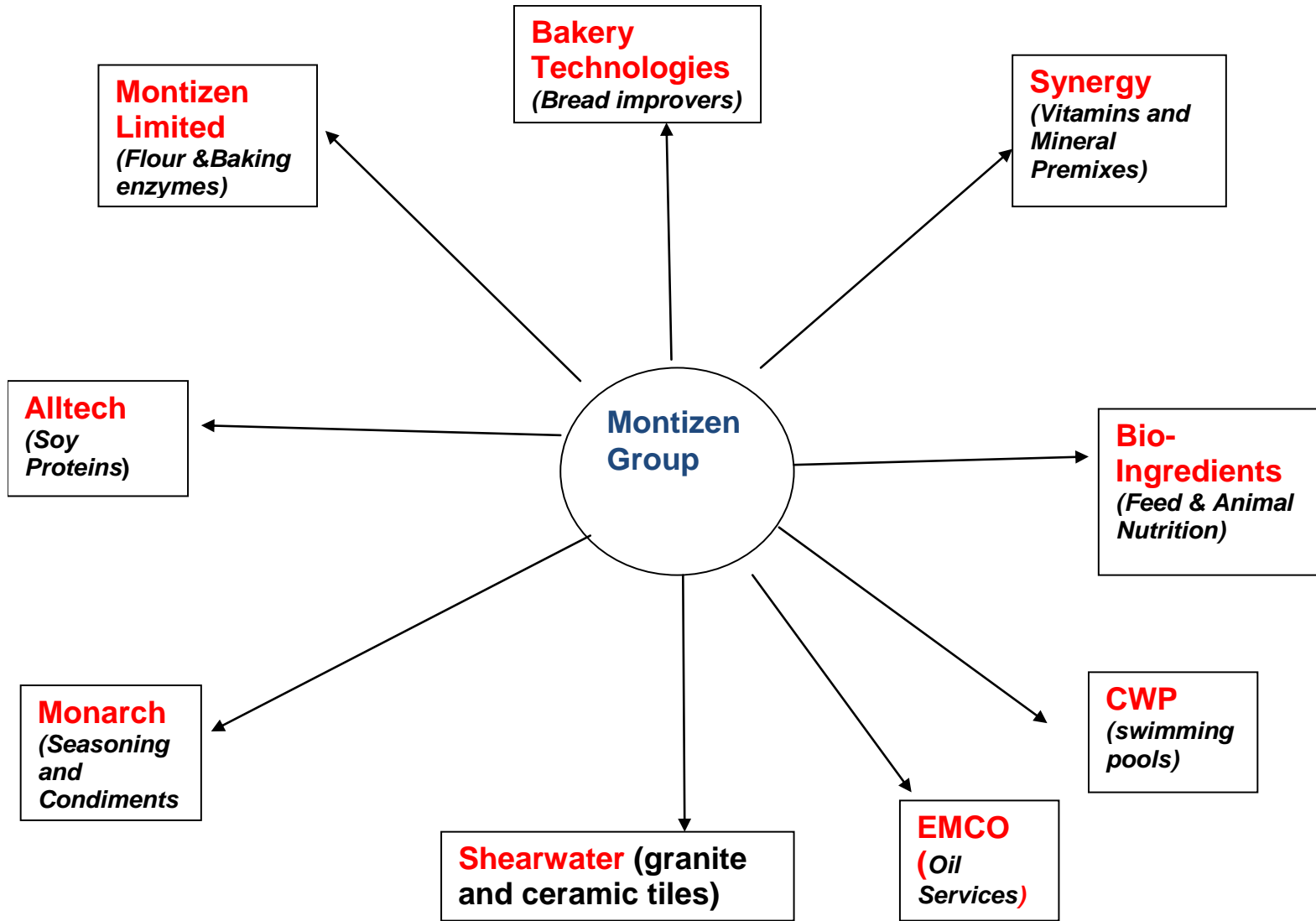
Country, Health & Nutrition data

- Population: 147.98 million
- Population growth rate: 2.2%
- Infant Mortality rate: 98 per 1000 live births
- <5 Mortality Rate: 191 per 1000 live births
- Stunting prevalence (<5): 42%
- Exclusive Breastfeeding rate : 17%
- Prevalence of iron Deficiency Anaemia <5: 27.5%
- Prevalence of VAD <6 : 25%

Source: World Bank; NFCNS

Montizen and Alltech

- Montizen Group:
 - 9 diversified companies, strong independent management team; some shared services (e.g. logistics, finance)
 - Staff Strength: over 70
- Alltech
 - Supply Chain Partner for WISHH Program in Nigeria
 - Distributor for Solae and CHS
 - Experienced Directors: Frank Nwabudike and Larry Umunna



Soy Protein and Nigeria

- New Product Development
 - Trials
 - QSP
- Application Workshop and Seminars
 - October 29, 2009; Soy in Meat Processing, Beverages and Flour; Lagos
 - February 2010; Seminar in Abuja; focus on Policy
- Large scale MIYCN nutrition projects
 - Delta State? Lagos State? Federal Government Multi-stakeholder PPPs?

Communication Program

- To ensure communication guarantees the following:

Awareness for Soy among the necessary targets in Nigeria

The benefits of WISHH's initiative in Nigeria is highlighted

Demand for soy and position it as the preferred protein



Target Profile

Public & Private Institutions

Nigerian Government

Press

General Public



Public and private Institutions: NGO, manufacturers, farmers, educational institutions, hospitals, etc

Government: Federal, State and Local govt., Federal and State Ministries

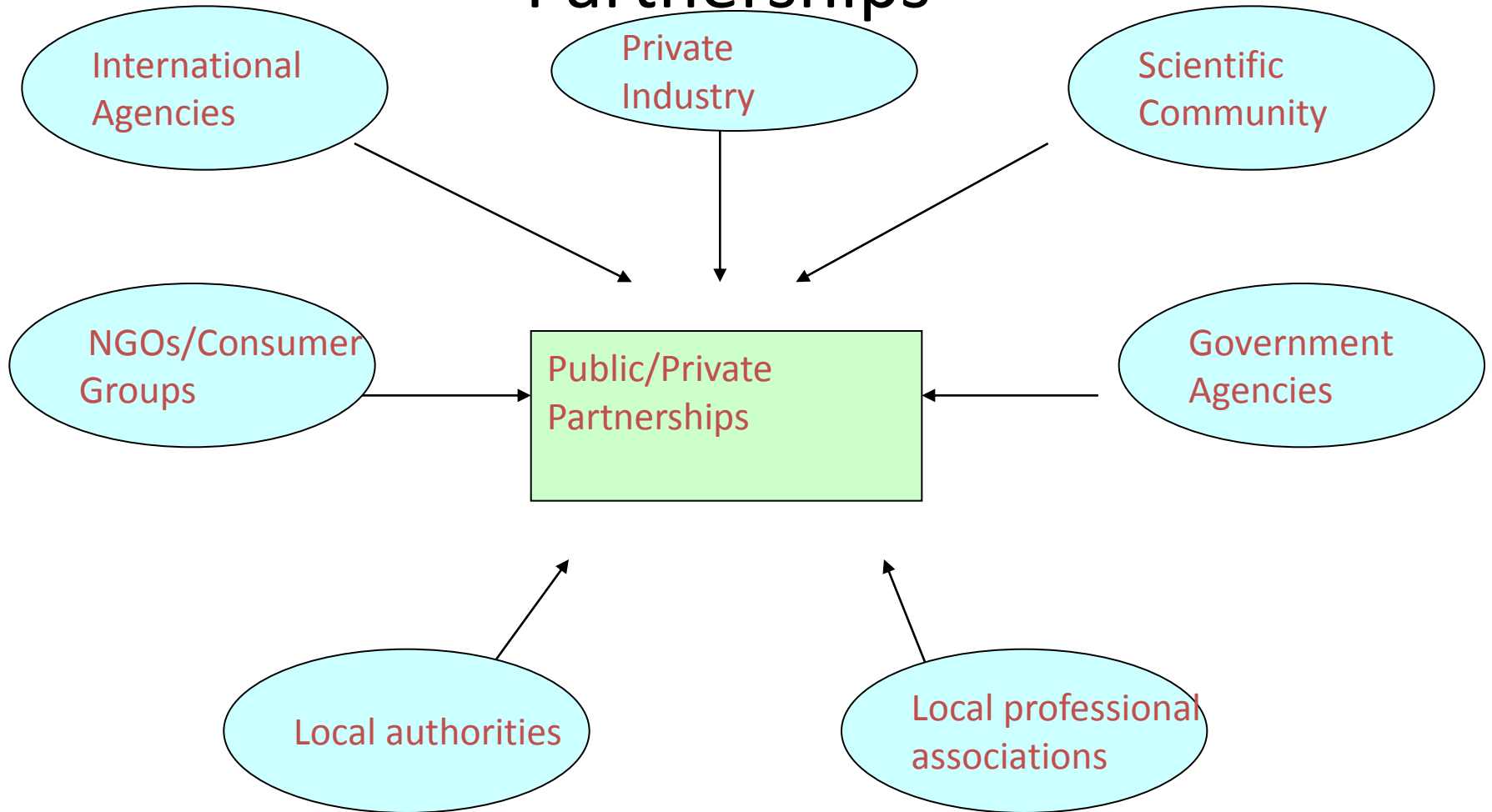
Nigerian Media: Radio, Television, press

General public: Urban and Rural Nigerians from all works of life

Food Industry Opportunities

Sub-sector Category	Sub-sector Components	Output (\$ Mil.)
Flour	Wheat	1,400
Vegetable Oil/Fat	Palm oil/fat; palm kernel oil/fat; others (soybean, peanut, cottonseed) oil/fat; margarine, etc	1,200
Alcoholic Beverages	Beer, stout, wine, spirits & other liquor	1,200
Non-Alcoholic Beverages	Fruit juice & drinks; soft drinks; table water; flavored water; food drinks; malt drinks & others.	1,100
Bread/Snacks	Bread, snack foods, sausages, cakes & other flour-based products	550
Rice	Paddy rice milling	500
Dairy	Milk (evaporated, powder & condensed); ice cream; & yoghurt	360
Sugar	Sugar refining	300
Biscuits	Crackers, digestive, malted, cabin	280
Pasta	Spaghetti/Noodles	250
Confectionery products	Hard-boiled candy, bubble gum, toffees, chocolate, etc	180
Others	Red & poultry meat processing, salt, seasonings, sauces; etc	180
Total	N/A	7,500

The business case: Public/Private Partnerships





Our future leaders!

THANK YOU!

- DALU!
- NAGODE!
- E SE!