



2023 PROGRAMS

FACILITATING TRADE & INVESTMENT



Introduction

This is serving formal introduction to Welcome2Africa International (W2A) and the plans we have this year. All our programs are designed to promote and facilitate trade and investments with a special focus on Nigeria's Agricultural sector and Nigeria's Maritime Sector. We hope this will spark interest in ways of collaboration, partnership and/or sponsorship throughout the year.

Whilst we initiate our own programs, we also do so on behalf or in partnership with our clients to address relevant topics and drive effective stakeholder engagements geared to promoting and facilitating trade and investments.



About Us

Vision

To become the world's leading catalyst of investments, trade and finance into and across Africa.

Mission

Through our knowledge dissemination endeavors, bespoke client services and innovative programs we strive to become a centre of excellence for the facilitation of investments, finance and trade on the African continent.

29 MAR

LAGOS

The Agri-investment and Capital Market Conference and Award

This is the third edition of the Agri-Investment and Capital Markets Conference. This conference is about bringing chief stakeholders in the capital markets, finance and agriculture ecosystems in Nigeria—both public and private—to assess the current status of the capital markets and non-conventional financial markets in Nigeria to expose, highlight and create opportunities to support agribusinesses in Nigeria.

**18 - 20
APR**

ABUJA

Nigeria Wheat Trade Mission

The Russian-Ukraine War has created a global shortfall of food crops such as wheat. The National Development Plan outlines strategies to close the deficit by boosting local production. Value addition to cash crops like Sesame is low and Nigeria misses out on the opportunity to earn more through processing however, private sector intervention can remedy this. W2A will bring in high-level delegates to Nigeria to facilitate market linkages and showcase local opportunities to foreign players.

**23 - 25
MAY**

ABUJA

Roadshow: Ginger & Spices

The global spice market is valued at \$22B with an annual growth rate of 5%. Nigeria as a top exporter of ginger and black pepper can tap into this to generate huge foreign exchange. Value addition is low and thus Nigeria sells these products in its raw form on the international market but at very low prices. The roadshow is aimed at bringing in foreign stakeholders to drive partnerships that will remove local constraints as well as position the country as the go-to source.

**3 - 7
JULY**

GERMANY

The Agri-Finance Study Program and Farm Tour

In view of our drive to spearhead innovative investments and finance into Nigeria's Agricultural sector, W2A has partnered with the Frankfurt School of Finance & Management to provide an opportunity for agrifinanciers and other key stakeholders to achieve the following key objectives:

- Facilitating relationships between Nigeria-based agribusiness financiers and key foreign development institutions for the purpose of grants, technical assistance and on-lending. Such confirmed institutions include:
 - KfW (state-owned development bank of Germany)
 - Landwirtschaftliche Rentenbank' (state-owned bank for agriculture development in Germany)
 - GIZ (state-owned international technical assistance provider)
- Interactive discussions and lectures with respect to innovative financing, whilst learning from other African and European Agrifinancing experiences.
- Visits to state-of-the-art farms

**27 - 28
JULY**

NETHERLANDS

EU-NIG Agri-Trade & Investment Summit

The EU-Nigeria Agri-Trade and Investment Forum serves as a platform to promote agri-investment opportunities between European Union and Nigeria. Key stakeholders will discuss opportunities and strategies to facilitate more trade amongst each other.

This forum will highlight policies and current structure in place supporting and facilitating the agri-investment, as well as address the challenges impeding more trade and investment from happening.

**14 - 18
AUG**

KWARA

Nigeria Shea Trade Mission

Inadequate storage facilities for kernel and butter, poor quality butter produced, lack of modern processing technology, are amongst the various challenges confronting the value chain. In 2021, Nigeria had an import value of USD 114.31 in shea butter and the import volume of 13.10M metric ton in 2021 with an export value of USD 8.19M and the export volume was 7.39M metric ton. Nigeria will be able to generate about \$10 billion annually from exportation of shea nut this will involve closing the gaps in capacity and finance. The trade mission will seek to solve this problem through facilitating foreign investments in the value chain.

**21 - 25
AUG**

KWARA

Nigeria Cashew Trade Mission

Inadequate processing capacity is the major challenge in the cashew industry. Nigeria processes only an estimated 10% total cashew nuts it produces. The remaining 90% are sold at low prices in the global market, with China, Vietnam and India topping the sales chart. Nigeria can process 25,000 – 35,000 tonnes of cashew every year but is currently only utilising about one-third of the capacity. The trade mission seeks to bring in foreign investors to partner and invest in the Cashew Value chain to boost productivity.

20 SEPT

LAGOS

The Nigerian Seaport Investment Forum

The Nigerian Seaports Investment Forum is organized to attract investment into the Nigerian maritime sector to improve trade, by addressing the challenges affecting the ports in Nigeria. Challenges include congestion, multiple agency representation, the cumbersome clearance process, technological advancement, and infrastructural deficiency.

**26 - 28
SEPT**

MALAYSIA

Oil Palm Study Tour

Nigeria was the largest exporter of palm oil generating 43% of the world's total production until 1934 after which production of the countries "red gold" has been on decline producing less than 2% of global output. The purpose of this tour is to expose key actors in the oil production, processing and marketing value chain to modern best practices and policies implemented in Malaysia.

18 - 20
OCT
NIGERIA

Oil Palm Study Tour - Ondo, Osun

Nigeria was the largest exporter of palm oil generating 43% of the world's total production until 1934 after which production of the countries "red gold" has been on decline producing less than 2% of global output. The purpose of this tour is to bring in Key actors in the oil production, processing and marketing value chain to expand the Nigerian Oil Palm Market.

13 - 15
NOV
LOS ANGELES

Maritime Investment & Study Tour to the Port of Los Angeles

Maritime trade accounts for 95% of the vehicular means of Nigeria's international trade. However, the country's port is classified as one of the worst in the world due to issues such as funding, legislation, pollution, congestion and safety worsened by global supply chain disruptions caused by the pandemic. This visit will equip delegates on practical knowledge on how to solve these issues to promote ease of doing business.

TBD
LONDON

UK-NIG Trade and Investment Summit

Contact Us

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GALLERY



WELCOME 2
AFRICA
INTERNATIONAL



OUR VISION

TO BECOME THE WORLD'S LEADING
CATALYST OF INVESTMENTS, TRADE AND
FINANCE INTO AND ACROSS AFRICA

OUR MISSION

THROUGH OUR KNOWLEDGE DISSEMINATION
ENDEAVORS, BESPOKE CLIENT SERVICES AND
INNOVATIVE PROGRAMS WE STRIVE TO BECOME
A CENTRE OF EXCELLENCE FOR THE
FACILITATION OF INVESTMENTS, FINANCE AND
TRADE ON THE AFRICAN CONTINENT.



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