INVESTMENT AND BUSINESS OPPORTUNITIES IN NIGERIA’S AGRICULTURAL SECTOR

www.comtrade-groups.com
OVERVIEW

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• Franchise from other companies to represent them and market their goods and services
• Granting franchise to interested business concerns to represent our interest across the globe

Business and Investment Opportunities
Comtrade Group now open to external private investment and participation.
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Email: info@comtrade-groups.com, comtradegroups@gmail.com
Website: www.comtrade-groups.com
**Vision statement:**
Comtrade is envisioned to be the largest farming and allied - resources network.

**Mission statement:**
Our mission is to become the first service-port of call for all farmer needs and support services directed at offering quality products, professional services and solutions, thereby making farming projects highest yielding and most profitable by engaging the best technology and practice at the most competitive cost.

**Core Values:**
We subscribe to the following five core values:

- **Objectivity:** To create trust in our programs, activities, processes and services.

- **Customer Service:** We provide prompt, accurate, and technically competent services with relevant solutions to our customer needs.

- **Accountability:** We hold ourselves accountable to our customers for all our actions and deeds. The best Strategic Plan is nothing without a culture of ‘execution’. Comtrade has a system of communication, review and accountability from the Chairman/Managing Director through to farm staff; a 360-degree feedback mechanism that ensures plans are followed, reviewed where necessary and ultimately achieved.

- **Honesty and Integrity:** We are irrevocably committed to honesty and integrity in all our undertakings, services and activities.

- **Fairness:** We treat everyone with fairness, dignity, and highest respect.
COMTRADE GROUP
WHO WE ARE:

What is today known as COMTRADE Group of Companies consisting of four full-fledged companies, began as OPE – OLUWA FARMS VENTURES, a renowned farming and agro-allied business outfit. It started as a family farming business around 1980 and was incorporated on 25th July, 1998 to carry out livestock farming, broad-acre cropping, horticulture and aqua-culture enterprises. OPE-OLUWA FARMS VENTURES also had a special focus on livestock breeding and feed milling, as well as sales and marketing of livestock finished feeds and ingredients. The business was incorporated with the principal aim of creating the most conducive atmosphere for other farmers as well, in our efforts to provide Nigeria’s teeming population quality livestock and agricultural products at the most competitive price. OPE – OLUWA FARMS VENTURES quickly became a household name when it started providing extension, support and marketing services to small and medium scale farmers.
To manage the resulting exponential business growth, and to effectively and efficiently cater for the ensued specialized service, on 17th March, 2011 OPE – OLUWA INTEGRATED FARMING RESOURCES LIMITED, was incorporated to take over farm-produce marketing from OPE – OLUWA FARMS VENTURES. Again, the ever-increasing business activities necessitated the incorporation of another specialized company. On 21st February 2012, COMMODITY TRADING AND SERVICES LIMITED was incorporated to complement the trading activities of these two.

To further still consolidate the gains from our ever-growing business activities, on the 1st of March, 2013, we incorporated another company, COMTRADE GLOBAL MART LIMITED (both in Nigeria and USA). Comtrade Group therefore consists of four major companies based in Nigeria and USA: OPE-OLUWA FARMS VENTURES, OPE-OLUWA INTEGRATED FARMING RESOURCES LIMITED, COMMODITY TRADING AND SERVICES LIMITED, COMTRADE GLOBAL MART LIMITED.

In summary, Ope Oluwa Farms Ventures is the production arm of the group for agro and allied products (both crops and live-stock). Ope Oluwa Integrated Farming Resources Limited serves as the farm gate agriculture enterprises integrator: the farming products and resources processing, distributing and marketing platform for practicing farmers. We are producers and marketers of agricultural and allied products.
We engage, directly and also through associates, in sales, marketing and distributions. We synergize, cooperate and collaborate to create more marketing opportunities for all agro and allied products within and outside Nigeria, both in their primary and processed forms so as to improve their profitability. We have warehouses across the country and also help farmers achieve maximum yield by assisting them in the areas of education and the best farming practices.

In collaboration with our associates, some of our facilities across the country include the following, but are not limited to;

• Abattoirs
• Processing Infrastructure
• Hatchery
• Nursery for fingerlings
• Trucks and Haulage Resources etc.

In addition, the elements of the farm business that we manage and use to drive continuous improvement in productivity are:

• Enhanced Production systems;
• Sales and marketing;
• Land management;
• Water management;
• Climate change management;
• Portfolio structuring and specialization;
• Infrastructure improvement;
• Human resources;
• Local community;
• Domestic and global markets enquiries and information management;
• Workplace Health & Safety control;
• Financial management and investment management; and
• Business performance monitoring and continuous improvement.
<table>
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<tr>
<th>COMPANY NAME</th>
<th>REGISTRATION NO</th>
<th>YEAR OF INCORPORATION</th>
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<td>OPE-OLUWA FARM VENTURES</td>
<td>IBZ 004947</td>
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<td>COMMODITY TRADING AND SERVICES LTD</td>
<td>RC 1011542</td>
<td>2013</td>
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**DIRECTOR/GROUP CHAIRMAN:** Abiodun Oladapo  
**DIRECTOR:** Olajide Oladapo  
**DIRECTOR:** Omolayo Oladapo  
**DIRECTOR:** Omobolanle Oladapo  
**DIRECTOR:** Timilehin Oladapo
AUDITORS: MIDAS Associates
20, Olorunlogbo Street
Dopemu -Agege
Lagos, Nigeria.

SOLICITORS: M.O AGBOOLA & Co.
Kilometer 2, Osogbo – Iwo Road,
Osogbo,
Osun State, Nigeria.

COMPANY SECRETARY: Olushola Agbeluyi & Co
54, Adeniyi Jones
Ikeja, Lagos, Nigeria

PRINCIPAL BANKERS: Zenith Bank Plc.
First Bank Plc.
Fidelity Bank Plc.
Skye Bank Plc.
GTBank Plc.
Eco bank Nigeria Plc.

ASSOCIATION /AFFILICATION
• A member of Lagos Chamber Of Commerce and Industry
• Nigeria Export Promotion Council Licensed Exporter.
• Poultry Association of Nigeria (PAN).
• Farmers Association of Nigeria
CONTACT INFORMATION

• LAGOS OFFICE: SUITE B2, MKO ABIOLA GARDENS, CENTRAL BUSINESS DISTRICT (CBD), ALAUSA, IKEJA, LAGOS, NIGERIA.

• FEEDMILL/FACTORY: 24C, G.R.A (COMMERCIAL) MDS/ORISUNBARE AREA, OFF FAGBEWESA STREET, OSOGBO, OSUN STATE, NIGERIA.

• FARM LOCATION: OPE-OLUWA FARMS VENTURES, ERIN OSUN -ILOBU ROAD, EGBEDI, OSUN STATE, NIGERIA.

• IBADAN WAREHOUSE: 10, DELE SALAMI CRESCENT, RAINBOW BUS STOP, OFF IWO ROAD - OJOO EXPRESS WAY, ALAGBAYUN, IBADAN.

TELEPHONE: +234 (0)7083223344, (0)8055559266, (0)18440757, (0)816884004

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MANAGEMENT INFORMATION
Abiodun Oladapo  
Director / Group Chairman

An Economist, Econometrician and Statistician, seasoned Public Administrator and Information Technology specialist, he attended Federal School of Statistics, Ibadan, the University of Ibadan and the renowned India Statistical Institute, Calcutta, India, for the first and postgraduate degrees. He majored in economics, with a specialty in accounting, banking and portfolio management, information management services and statistical applications. Oladapo attended several professional courses on Information Technology and Project Management in some postgraduate Institutes in the United States of America and across Europe. He also attended various seminars, conferences and workshops in business development and strategy. He is a certified Project Manager and an ITIL Expert. He is a member of the Royal Institute of Statistics, Great Britain.

Oladapo had served in various capacities in the public service: as a Statistician, Budget Officer, Programmer, Systems Analyst, Information Security Officer etc. in various Ministries, Departments and Agencies of Government. He also served in various committees of government. He was a member of several Boards of Corporations and Parastatals and Governing Councils of higher institutions. He was appointed the pioneer Permanent Secretary in 2006 to set up and manage the Bureau of Information Technology Services, Osun State, Nigeria.
He superintended Osun State Government IT services including all Local Government Offices in Osun State, Nigeria: about 200 IT sites and some 20,000 users of various needs. He also served as the Chief Consultant (Information Technology) to Osun State Government, Nigeria. He set up the Bureau from scratch to become the model in Nigeria’s Public Service before he retired in 2011, after 35 years of service.

He now provides IT and Project Management Consulting and Capacity Building services focusing on Business Development and Management in general and specialized areas of IT.

He is a member of Ikeja Golf Club, and Full Gospel Business Men’s Fellowship International, Ikeja eminent persons chapter.
Oladapo Olajide

He is the company’s Group Managing Director. He studied Computer Science and Engineering at Ladoke Akintola University of Technology before proceeding to Sheffield Hallam University, United Kingdom for a Master’s degree in Information Security. He worked with some IT firms both in Nigeria and abroad at different levels and has gathered a lot of experience on how to lead a team to deliver the desired results. He has a vast experience in agriculture business growing up as a farmer.
Omolayo Oladapo

Omolayo is a qualified Business Administrator with over 20 years in professional practice, focusing on enhancing the strategic value of animal rearing in farms through value-adding interventions. Her experience spans two decades of active Poultry Management, Fish Farming, horticulture and broad – acre crop farming. Omolayo is currently the Managing Director of OPE-OLUWA FARMS VENTURES, a major producer of day-old chicks, exotic fish breeds, agricultural produce and livestock feeds in Nigeria. Omolayo started her career as a Teacher of business administration principles and accounting before she retired to manage these farming ventures. She is an active volunteer in her local church/community, helping youths trace their paths and realizing their career and life aspirations.
Bolanle Oladapo

A holder of a Master’s degree at the University Of Warwick, Coventry in the United Kingdom. Bola Oladapo is currently a software developer who has passion for converting user’s story/needs into software. She has attended different agricultural conferences, seminars and workshops in search of knowledge to enhance the performance of the company. She did some internationally recognized project management modules. The knowledge gained, all together, has been applied to managing different products of the company. She has excellent customer relationship, management, project development and delivery skills. She is not just a good team leader but also an excellent team player.
“To love agriculture is to love to live healthy”, says Oladapo Timilehin. She is a graduate of Obafemi Awolowo University, Ile-Ife, Nigeria where she studied Pharmacy. Fueled by her deep passion for agriculture and nature in general, she specialized in Pharmacognosy, a branch of Pharmacy that takes advantage of nature, which agriculture readily offers: to produce herbal medicine that serves as remedies for various ailments.
PRODUCTS AND SERVICES

WITHIN

COMTRADE GROUP
Ope- Oluwa Farms Ventures

1. Livestock farming and Hatchery
2. Fish farming, Aqua culture management
3. Feed milling, livestock feed and ingredient sales
Ope-Oluwa Integrated Farming Resources Ltd

1. Farm–gate integrated enterprises, produce processing and distribution
2. Farm site management and Consultancy
3. Collaboration and Partnership
Commodity Trading and Services Ltd.

1. Agro products marketing and sales
2. Agricultural Facility management
Comtrade Global Mart

1. Wholesale, Retail, Warehousing and Storage of quality farm products
2. Exportation of farm produce
FUTURE BUSINESS DIRECTION

• We have delivered well on our past performances and we hope to keep doing so. Consecutively, in the last three years, our turnover was about N700, 000, 000.00 (seven hundred million naira) and we are working on the possibilities of multiplying this. Our storage network capacity is currently over 20,000 Metric Tons and can be expanded, if needs arise. However, now that we have built customized stores around the various farm gates, the main warehouse that had served our needs well in the immediate past is now being grossly underutilized, so it is being renovated so that the unutilized part of it could be adapted for general merchandising.

We are therefore seeking to partner and collaborate with, or represent, business concerns/organizations from all over the world, in the areas listed below, in particular:

• Agriculture Products Processing / Packaging, Warehousing and Marketing
• Agricultural investment Management and Consulting
Production, Processing / Packaging, Warehousing and Marketing

We seek to partner with interested investors to expand our production, processing and packaging capacity to fill the gap in the commodity market. Using our expertise and state of the art technologies in area of processing, packaging and product branding, we can achieve a lot by collaborating with other companies and individuals who seek to venture into the agriculture supply market both for local consumption and export. The market guarantees adequate return on investments. Some of our activities include:

**Livestock Production**

1. Appropriate breed selection;
2. Water testing (Fish)
3. Genetic improvement program and individual animal selection;
4. Gene marker assisted breeding;
5. Herd productivity plan – conception, calving, weight gain, mortality control (Cattle);
6. Disease and pest management;
7. Nutrition management;
8. Improved pasture and herd management through optimal fencing, positioning of waters, stocking rates and mustering techniques (Cattle);
Crop Production

1. Crop selection
2. Land testing and preparation
3. Best cultivation practice
4. Fertilization
5. Land management and rehabilitation.
6. Land usage optimization
7. Soil management and remediation
8. Vegetation management
9. Pasture improvement and weed control
10. Disease management
11. Harvesting and Crop rotation.
Agricultural Investment Management and Consulting

It has been observed that most farmers and agricultural investors face a lot of bottle-neck from the management of key resources which in turn force on them unprofitability and finally a closure of the business. Having identified this, Comtrade desires to collaborate with experts in required fields, who have the skill-set and experience to develop appropriate solutions, infrastructure and developmental programs and project to harness the opportunities in this sector and find a lasting solution to the perennial issues faced by farmers and agricultural investors. Clients will be desirous to avail themselves of these opportunities to fill the gaps that have been in existence all the way. Therefore, Comtrade is planning to establish a service bureau to address these issues.

The client services that could be provided include the following:

- **Economic and Market outlook:**
  We aim to assemble a team of analysts and consultants with experience in marketing and research, statistical analysis and economic modeling as well as assessing short, medium and long term outlooks for specific commodities. Comtrade consulting and research team will then provide important tracking, market intelligence and input to the farm's short, medium and long term product-project planning, marketing and sales program. We would ensure that an effective marketing and sales program is developed for farming assets for forward contracts, supply agreements and future trading.
Agricultural Investment Management and Consulting

• **Financial Administration:**
  Comtrade plans to provide a financial administration function for all farming properties under management. It is a popular opinion that most farmers are not good at record / book keeping. This is a major setback for the agriculture sector generally in Africa. Specific tasks that could be undertaken include:
  • Payroll
  • Purchasing and Management of contract with suppliers of major inputs;
  • Accounts payment and creditor control
  • Accounts receivable and debtor control
  • Management of finance facilities- bank debt, leases etc.
  • Preparation of annual budget
  • Management accounts
  • Profit and loss
  • Balance sheet
  • Cash flow management and cash flow forecasting
  • Statutory returns and
  • Insurance management

Comtrade will manage financial and accounting functions for clients in Nigeria and overseas.
Agricultural Investment Management and Consulting

• Human resource management
The management of staff and service providers to achieve optimum productivity and profitability has been a challenge faced by many farmers and agriculture investors and this is currently becoming a stumbling block that forces a great population of farmers to drop out of the business of farming. Comtrade will provide an outsourcing outfit that is tailored at providing cheap but high quality human resource services for agricultural needs of clients. Some key positions and services under the outsource program include:

• Veterinary / Laboratory Services
• Fumigation and Bio-security
• Waste management
• Advisory and extension services
• Human Resource Services
Business and Investment Opportunities

With our ever growing structured farming enterprise, we are confronted with a wide spectrum of emerging opportunities which we cannot harness alone. We do not have adequate resources to handle it all. Therefore, we feel the urge to diversify the stake holding of the group so as to attract further resources to become capable of taking full advantage of these ensuing high yielding investment opportunities. In addition to the land that we are using, we also have about one hundred acres of unutilized land in strategic locations that are good for farming and agricultural product processing. We also have as well some warehouses lying fallow. All these are calling for attention; we are therefore looking for investors to partner with us to reasonably engage these resources.

Several agricultural businesses have been identified in Nigeria as capable of providing very high rate of returns on investments. Comtrade desires to undertake a good number of such and therefore seeks partnership and collaboration with interested companies worldwide to harness these golden opportunities. **We have deep knowledge of the investment climate and terrain and we enjoy commercial confidence and advantages in the region.**

Aside, we desire to partner foreign companies that can adequately represent our export market interests abroad. As aforementioned, we have all it takes to adequately represent any business interests, country wide, in Nigeria. **All considered, interested investors and business concerns are enjoined to come and share out of this goodwill. The saying goes “........to move at the fastest speed do it solo ........ but to get to the farthest point of the journey, do it with a team.”**
For more information, please contact:

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