

## OVERVIEW

Poor quality palm oil seedlings have led to lower incomes for farmers and created a supply-and-demand gap in the sector. Therefore, PIND has been building the capacity of private nursery operators by linking them to sprouted nut-producing companies in order to forge a steady supply chain for improved seeds to palm oil farmers.

The palm oil value chain (VC) intervention has focused on stimulating best management practices, improving access to palm oil seedlings, stimulating harvesting technologies, and improved processing equipment. With these interventions, we hope to increase the productivity and income of farmers and small processors in the region by utilizing the systems approach driven by incentivized agro-dealers, fabricators, input companies, and palm seed nursery operator and producers (SDG 8).

## OBJECTIVES

- **Improve the productivity of farmers** through the introduction and adoption of improved seeds and best palm management practices leading to increased yield
- **Increase the income of farmers** by the introduction and adoption of improved processing and harvesting technologies

## APPROACH

PIND works with market actors (input companies, agro-dealers, and farm service providers (FSPs) to provide information, training, and access to inputs through training and demonstrations of improved practices. We also work with seed producers and nursery operators to promote the adoption of improved seeds amongst farmers in the region. PIND trains and engages with fabricators and equipment sellers to promote the use of improved technologies in the region. We work closely with our highly resourced Planning, Monitoring, and Evaluation Department to track progress and receive early warning signals.

## PIND'S INVESTMENT

**NGN 293 million was spent on intervention activities from 2013 to 2020.**

## PRODUCTS & SERVICES DEVELOPED

- **Successful Outgrower Scheme:** to link large processors to smallholder farmers
- **Administered Business Finder's Model:** to ease linkage between credible seed producers to farmers.
- **Placed FSPs:** to improve quality access to services by farmers

## STRATEGIC TARGETS

- **Reach 69,800 additional farmers for a total of 43,333 expected to benefit from our provisions, in order to increase income by an additional NGN 15.82 billion**
- **Leverage NGN 1.9 billion is expected to be leveraged into the VC and create 13,500 jobs**
- **Achieve a 40% gender target**

## OPPORTUNITIES

Opportunities within the palm oil VC are endless. We are seeking partnerships with large processing companies to continue expanding on our outgrower scheme. We also seek partnerships to expand our Sombreiro Kapital (SK) provisions for more farmers to access finance at a single-digit interest rate.

## KEY ACHIEVEMENTS

- **69,570 reached through our FSPs.** Of these, 36,895 palm oil farmers/processors have benefited from our adaptive services that helped alleviate their most significant COVID-19 induced challenge--access to inputs, labor, funding, information, and markets
- **NGN 14.5 billion additional income** for palm oil farmers/processors who increased their productivity and sales due to access to services, adopting the best management practices and technologies
- **NGN 3.579 billion in new investments** leveraged from public and private sectors to implement good agricultural practices and technological innovations
- **9,344 new jobs created** as farmers adopted improved practices and technologies, expanded production, and engaged more labor to assist in moving the harvesting tool and collating harvested fruit bunches
- **3,773 improved technologies** purchased in the region
- **28,378 farmer and processors** increased their productivity and yield by 53 percent leading to increase in income
- **40 percent improved** extraction rate by farmers by using improved processing technology