



**WEST AFRICAN COMPETITIVENESS OBSERVATORY
REGIONAL VALUE CHAIN BUSINESS GUIDES**

CASSAVA



Funded by
the European Union



Implemented by:





Publisher: International Trade Centre

Title: Cassava value chain business guides

Publication date and place: Geneva, November 2024

Page count: 84

Language: English

Citation: International Trade Centre (2024). Cassava value chain business guide.

For more information, contact: Mohamed Tarek Issa
(missa@intracen.org)

ITC encourages the reprinting and translation of its publications to achieve wider dissemination. Short extracts of this paper may be freely reproduced, with due acknowledgement of the source. Permission should be requested for more extensive reproduction or translation. A copy of the reprinted or translated material should be sent to ITC.

Digital image(s) on the cover: Shutterstock

© International Trade Centre (ITC)

ITC is the joint agency of the World Trade Organization and the United Nations.



Funded by
the European Union



WEST AFRICAN COMPETITIVENESS OBSERVATORY REGIONAL VALUE CHAIN BUSINESS GUIDES

CASSAVA

2024

ACKNOWLEDGEMENTS



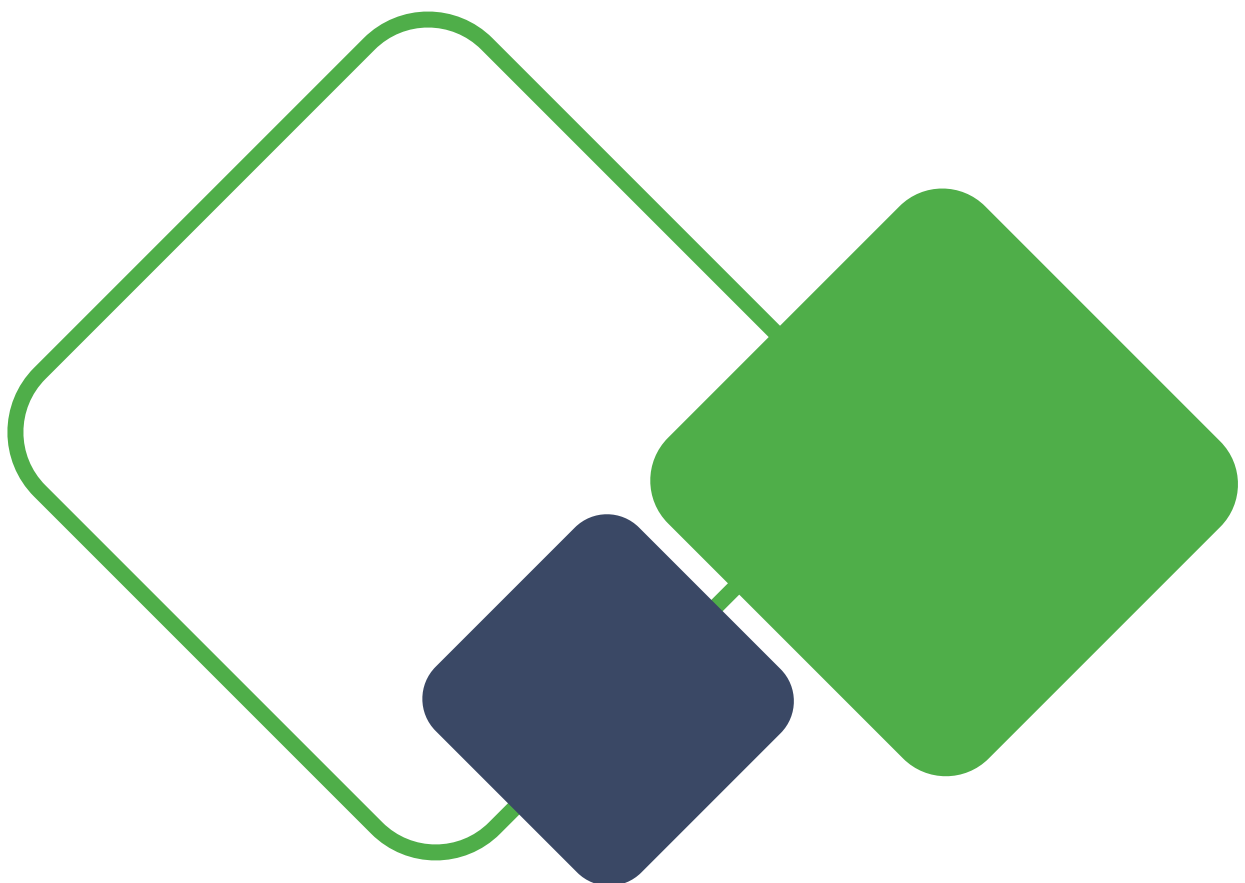
Mohamed Tarek Issa (ITC) led the implementation of this initiative. Julia Seiermann and Carlotta Schuster provided valuable guidance throughout the project. Chen Lu and Delon Rugamba provided desk research and quality assurance support.

We acknowledge Kolawole Adebayo (Nigeria), Tona Kokou (Togo) and Isata Kamanda (Sierra Leone) for contributing to the drafting of the guide.

Jennifer Freedman edited the guide. Design Plus d.c.o led the art direction and layout.

ITC thanks the European Union for its financial contribution and the ECOWAS Commission for its guidance.

The views expressed in this report are those of the authors and do not represent the official position of the International Trade Centre or the ECOWAS Commission.



ACRONYMS

Unless otherwise specified, all references to dollars (\$) are to United States dollars. Some percentages may not add up to 100% due to rounding.

ECOWAS	Economic Community of West African States
EIA	Environmental impact assessment
FAO	Food and Agriculture Organization of the United Nations
FCR	Fresh cassava roots
HQCF	High-quality cassava flour
IITA	International Institute of Tropical Agriculture
ITC	International Trade Centre
ITRA	Togolese Institute of Agronomic Research
Mt	Metric tons
NGO	Non-governmental organization
SMEs	Small and medium-sized enterprises
SMIs	Small and medium-sized industries
TIN	Tax identification number
WACOMP	West African Competitiveness Programme

Table of Contents

ACKNOWLEDGEMENTS	II
ACRONYMS	III
CONTENTS	IV
INTRODUCTION	1
1. NIGERIA	6
1.1. MAPPING THE CASSAVA VALUE CHAIN	8
1.2. BUSINESS ECOSYSTEM	16
1.3. CHALLENGES AND RECOMMENDATIONS	25
2. SIERRA LEONE	27
2.1. MAPPING OF THE CASSAVA VALUE CHAIN	28
2.2. BUSINESS SYSTEM	35
2.3. RECOMMENDATIONS	46
3. TOGO	48
3.1. MAPPING OF THE CASSAVA VALUE CHAIN	49
3.2. BUSINESS ECOSYSTEM	59
3.3. RECOMMENDATIONS	68
4. BUSINESS RECOMMENDATIONS FOR THE CASSAVA VALUE CHAIN IN ECOWAS	69
REFERENCES	72

Tables

Table 1	Operators in the input supply stage of the cassava value chain	10
Table 2	Operators in the farming stage of the cassava value chain	10
Table 3	Commercial large scale cassava farms	11
Table 4	Operators in the processing stage of the cassava value chain	12
Table 5	Large-scale industrial cassava processors	12
Table 6	Cassava product producers in Nigeria	13
Table 7	Cassava products and uses	15
Table 8	Industrial cassava products segment	15
Table 9	Customs import and export process timelines	17
Table 10	Key financial institutions and schemes	20
Table 11	Commercial banks under the agricultural credit guarantee scheme	21
Table 12	Main agricultural market websites in Nigeria	22
Table 13	Business associations in the cassava value chain	22
Table 14	Institutions offering training in the cassava value chain	23
Table 15	Research and development centres supporting the agricultural sector	24
Table 16	Main value-added cassava products and production methods	29
Table 17	Cassava product producers in Sierra Leone	32
Table 18	Other actors in the cassava value chain	33
Table 19	Main commercial banks in Sierra Leone	40
Table 20	Microfinance institutions	40
Table 21	Primary available trade finance facilities from banks	41
Table 22	Main e-commerce platforms in Sierra Leone	42
Table 23	Industry associations	43
Table 24	Business support organizations	43
Table 25	Universities offering training	45
Table 26	Main cassava producers in Togo	52
Table 27	Cassava product producers in Togo	54
Table 28	Directory of cassava-processing units	54
Table 29	Three cassava retailers in Togo	57
Table 30	Supporters of the Togolese cassava value chain	58
Table 31	NGOs help communities develop the cassava sector	59
Table 32	Summary of documents required for each commodity	60
Table 33	Main banks and decentralized financial systems in Togo	63
Table 34	Transport providers in Togo	67

Figures

Figure 1	Cassava production map in Africa	1
Figure 2	The cassava value chain in sub-Saharan Africa	2
Figure 3	Western Africa root and flour export potential	3
Figure 4	ECOWAS cassava products exports	4
Figure 5	ECOWAS flour/meal of starchy roots/tubers main export partners, 2023	4
Figure 6	ECOWAS manioc starch main export partners, 2023	5
Figure 7	Cassava value chain map in Nigeria	8
Figure 8	Nigerian women peeling and washing fresh cassava roots	9
Figure 9	E-certificate for business in Nigeria	18
Figure 10	Cassava value chain map in Sierra Leone	28
Figure 11	Processing flow for cassava flour and gari	31
Figure 12	Business registration certificate in Sierra Leone	35
Figure 13	Import clearance process	36
Figure 14	Cassava value chain map in Togo	49
Figure 15	Average workforce in cassava production by gender and age group, 2012–2018	51
Figure 16	Processing of cassava and transportation of cosette bags in Togo	53

Introduction

Cassava is one of the most important staple crops in the Economic Community of West African States (ECOWAS),¹ serving as a major source of food and income for millions of people. With more than 400 million inhabitants and vast expanses of arable land, the region presents significant opportunities for cassava cultivation and processing.

Despite the central role cassava plays in food security, the sector remains underdeveloped, with limited value addition and processing capacity in the ECOWAS region. Furthermore, the cassava value chain is fragmented, with a large share of production concentrated in subsistence farming and informal markets. This leads to missed opportunities for regional economic growth and industrialization.

While demand for cassava-based products is rising in both domestic and international markets, much

of the cassava harvested in ECOWAS countries is sold raw or in minimally processed form. This limits the region's potential to fully leverage the economic benefits of cassava. In addition, challenges such as poor infrastructure, inconsistent quality standards and a lack of access to advanced processing technologies have hindered the development of a robust cassava-processing industry in the region.

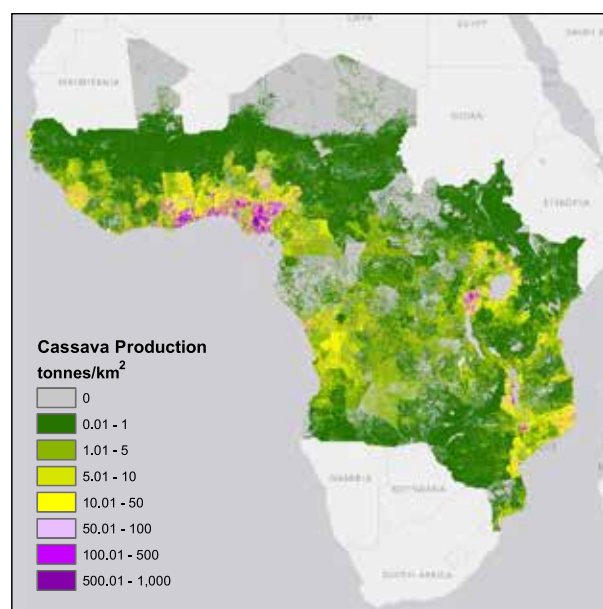
In this context, this study aims to identify and map the stages of the cassava value chain in three ECOWAS countries: Nigeria, Sierra Leone and Togo. The analysis covers each stage, from production to processing and export, highlighting the roles of key actors at every stage. By mapping these stages, the study provides businesses with actionable insights into the opportunities for investment and strategies to enhance competitiveness and value addition across the region.

CASSAVA PRODUCTION

Cassava is a hardy, drought-resistant root crop that thrives in tropical climates, making it highly suitable for cultivation in West Africa. The region is a major player in cassava production, contributing 52% of the continent's output. Nigeria, the largest producer in both Africa and worldwide, accounts for about one-quarter of global cassava production.² Cassava is a staple crop across West Africa, providing a crucial source of food security and economic livelihood. In addition to Nigeria, Ghana, Côte d'Ivoire, Benin and Sierra Leone also contribute significantly to the region's cassava output.

The production of processed cassava products, such as flour, starch and ethanol, has been on the rise in recent years, reflecting its potential to add value and create new economic opportunities in West Africa. However, despite its high production capacity, West Africa's share of the global cassava trade remains less than 1%, hindered by challenges such as difficulties in meeting international quality standards, lack of improved seedlings and inadequate processing and packaging capabilities.³ Addressing these obstacles could unlock greater market access for West African cassava products globally.

Figure 1 Cassava production map in Africa



Source: Szyniszewska, 2020⁴

1 ECOWAS is a regional organization in West Africa that promotes economic integration, trade and cooperation among its 15 members: Benin, Burkina Faso, Cape Verde, Côte d'Ivoire, Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone and Togo.

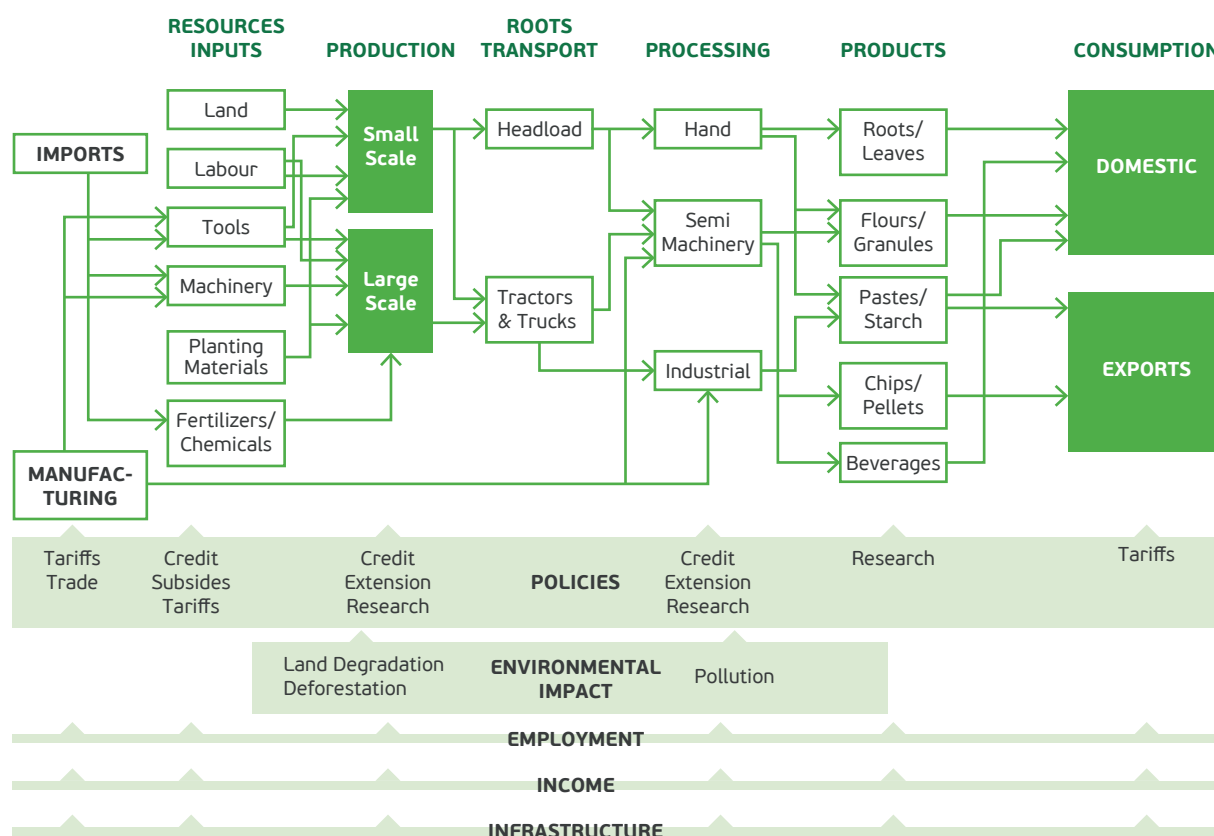
2 <https://www.intracen.org/news-and-events/news/at-africa-cassava-conference-a-humble-plant-can-power-trade>

3 Ibid.

4 <https://www.nature.com/articles/s41597-020-0501-z>

CASSAVA VALUE CHAIN IN WEST AFRICA

Figure 2 The cassava value chain in sub-Saharan Africa



Source: Food and Agriculture Organization of the United Nations (FAO), 2018.

West Africa's cassava value chain begins with the **source of inputs**, which includes essential components such as land for cultivation, labour for farming and processing, tools and machinery for production, planting materials like seeds, fertilizers and chemicals for crop growth, and imported inputs or machinery.

The **production** stage is split between small-scale farming, relying on manual labour and basic tools, and large-scale mechanized farming, which uses advanced equipment to boost efficiency and output. This division affects the scale and methods of cultivation.

In the **roots transport** stage, harvested cassava will be moved from farms to processing centres. Small-scale farms typically use manual transport, such as headloads, while large-scale operations utilize mechanized options like tractors and trucks to improve speed and capacity.

Processing varies in complexity, ranging from hand processing for local consumption to semi-mechanized systems for intermediate production, and industrial processing that fully automates the transformation of cassava into large quantities of products, often aimed at export markets.

The products derived from cassava include roots and leaves for direct use, flours and granules for baking, pastes and starch for industrial or culinary purposes, chips and pellets for food or animal feed, and beverages. These products serve both domestic and international markets.

At the **consumption** stage, cassava products are either distributed for domestic use, supporting local diets, or processed and exported to international markets, generating economic value beyond local borders.

Finally, the **supporting systems** include policies that regulate trade and production, the environmental impact of cassava cultivation, the employment and income it generates, and the

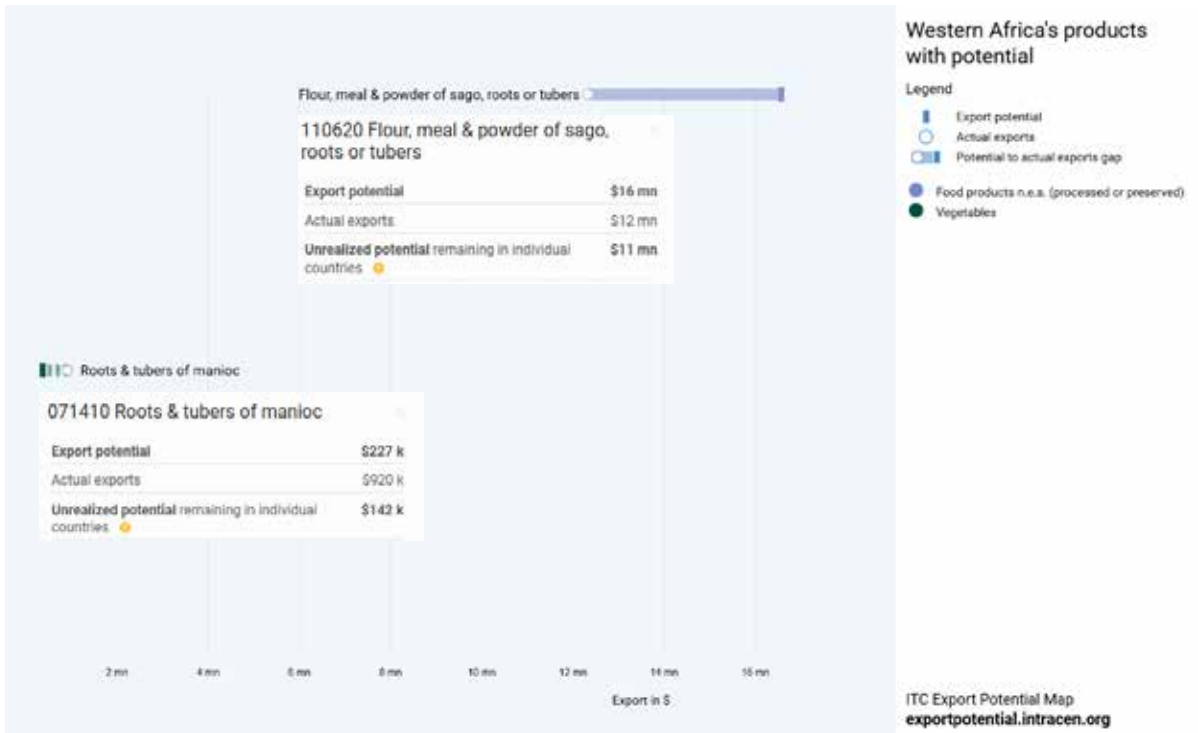
infrastructure necessary to facilitate efficient production, transport and processing. These systems play a critical role in sustaining the entire value chain.

SUBSTANTIAL EXPORT POTENTIAL FOR THE CASSAVA PRODUCTS

Based on the International Trade Centre’s (ITC) export potential calculation, Western Africa has substantial export potential for cassava products. Currently, 49% of the potential for exporting roots and tubers has been realized, indicating a strong but not fully maximized market performance.

In contrast, only 35% of the potential for cassava flour exports has been used. This signals considerable room to increase exports, particularly in the flour segment, where more than half of the potential remains untapped.

Figure 3 Western Africa root and flour export potential



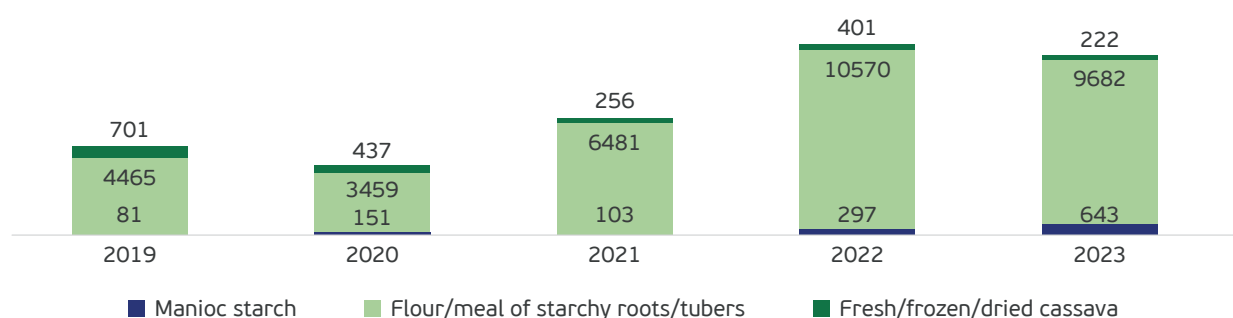
Source: ITC Export Potential Map.

INCREASING EXPORT VALUE IN PROCESSED PRODUCTS

The ECOWAS region's export data for cassava products show a shift towards higher-value processed products in 2019–2023. The export value of manioc starch and flour/meal of starchy roots/tubers increased; this is especially notable in manioc starch, which nearly tripled in 2022–2023.

Conversely, the export value of fresh, frozen or dried cassava has declined. This trend indicates a move from exporting raw or minimally processed cassava to more lucrative processed forms, likely driven by greater international demand and higher value addition associated with these products.

Figure 4 ECOWAS cassava products exports



Note: Values shown in \$ thousand

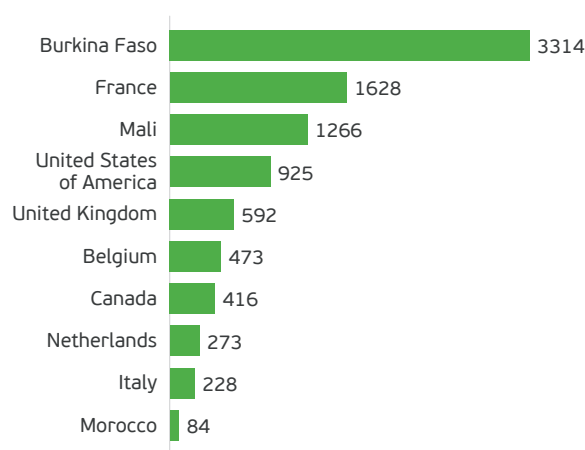
Source: ITC Trade Map, 2024

EXPORT PARTNERS

The ECOWAS region's export data for flour/meal of starchy roots/tubers (HS-110620) show a diverse market distribution in 2023. Burkina Faso was the largest importer at \$3.3 million, reflecting strong local demand. France followed at \$1.6 million, indicating significant interest from a major European market. Other notable importers were Mali at \$1.3 million and the United States at \$925,000.

The United Kingdom and Belgium also imported substantial quantities, at \$592,000 and \$473,000, respectively. Smaller but still relevant markets in 2023 included Canada, the Netherlands and Italy. Morocco, Gabon, Senegal and Spain imported lesser amounts. The ECOWAS region has a particularly strong presence in West Africa and key European and North American countries.

Figure 5 ECOWAS flour/meal of starchy roots/tubers main export partners, 2023

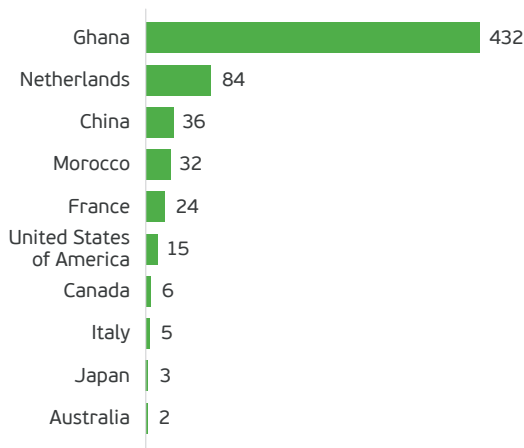


Note: Values shown in \$ thousand

Source: ITC Trade Map, 2024

ECOWAS exports in 2023 show that Ghana is the main market for cassava starch (HS-110814), with imports of \$432,000, followed by the Netherlands, with \$84,000 of imports. Overall, cassava starch exports remain concentrated. Ghana stands out as the primary market for manioc starch produced by ECOWAS countries, with varying levels of demand across other international buyers.

Figure 6 ECOWAS manioc starch main export partners, 2023



Note: Values shown in \$ thousand
Source: ITC Trade Map, 2024

By comparison, the volume of exports of fresh, frozen or dried cassava (HS-071420) from ECOWAS in 2023 was notably lower. Mauritania was the top importer at \$390,000, followed by Côte d'Ivoire (\$35,000) and Senegal (\$20,000). This suggests that demand for fresh or minimally processed cassava is more localized in West Africa.

In general, the lower volumes of fresh, frozen or dried cassava exports contrast with the larger market for processed cassava products such as flour and starch. This highlights that ECOWAS exporters are finding more substantial opportunities for value-added cassava products abroad. There is substantial potential for expanding the cassava processing value chain across the ECOWAS region.

Nigeria, Sierra Leone and Togo are key contributors to the regional cassava value chain, supplying essential raw materials and playing a major role in the processing stages. As lower middle-income nations, cassava is vital to their economies. By leveraging their strong agricultural base and enhancing processing capacities, these countries can capitalize on the growing global demand for cassava-based products, from flours and starches to ethanol and other industrial applications, fostering economic growth across the region.





01

NIGERIA

1. Nigeria

Nigeria is the world's largest producer of cassava, contributing 21% of global production with an estimated annual output of 59.47 million tons.⁵ Cassava is mainly grown by smallholder farmers in the southern and north-central regions, covering more than 60 million hectares. Although cassava is traditionally cultivated for local food consumption, there is a growing shift towards industrial markets. It is primarily rainfed, with both monocropping and intercropping practices common.

However, Nigeria's involvement in the global processed cassava market is limited due to high domestic consumption, production costs, low processing capacity and inadequate infrastructure. Nonetheless, certain cassava-based products such as gari and fufu are gaining traction in international markets, particularly among West African diasporas. Although Nigeria is the world's main cassava-producing country, both import and export flows are negligible (less than 1% of production), suggesting that cassava in Nigeria is a non-traded commodity.

Nigeria has shown remarkable success in cassava processing at both domestic and commercial scales, although to varying degrees. A recent study found that the most promising subsector was high-quality cassava flour (HQCF) for use in bread, biscuits, snacks and paperboard. Dried cassava serves multiple purposes, including its use in floating fish feed pellets for the aquaculture industry, as a source of starch for both food and industrial applications, and for producing ethanol utilized in industrial processes and as fuel for domestic stoves.



Source: Shutterstock

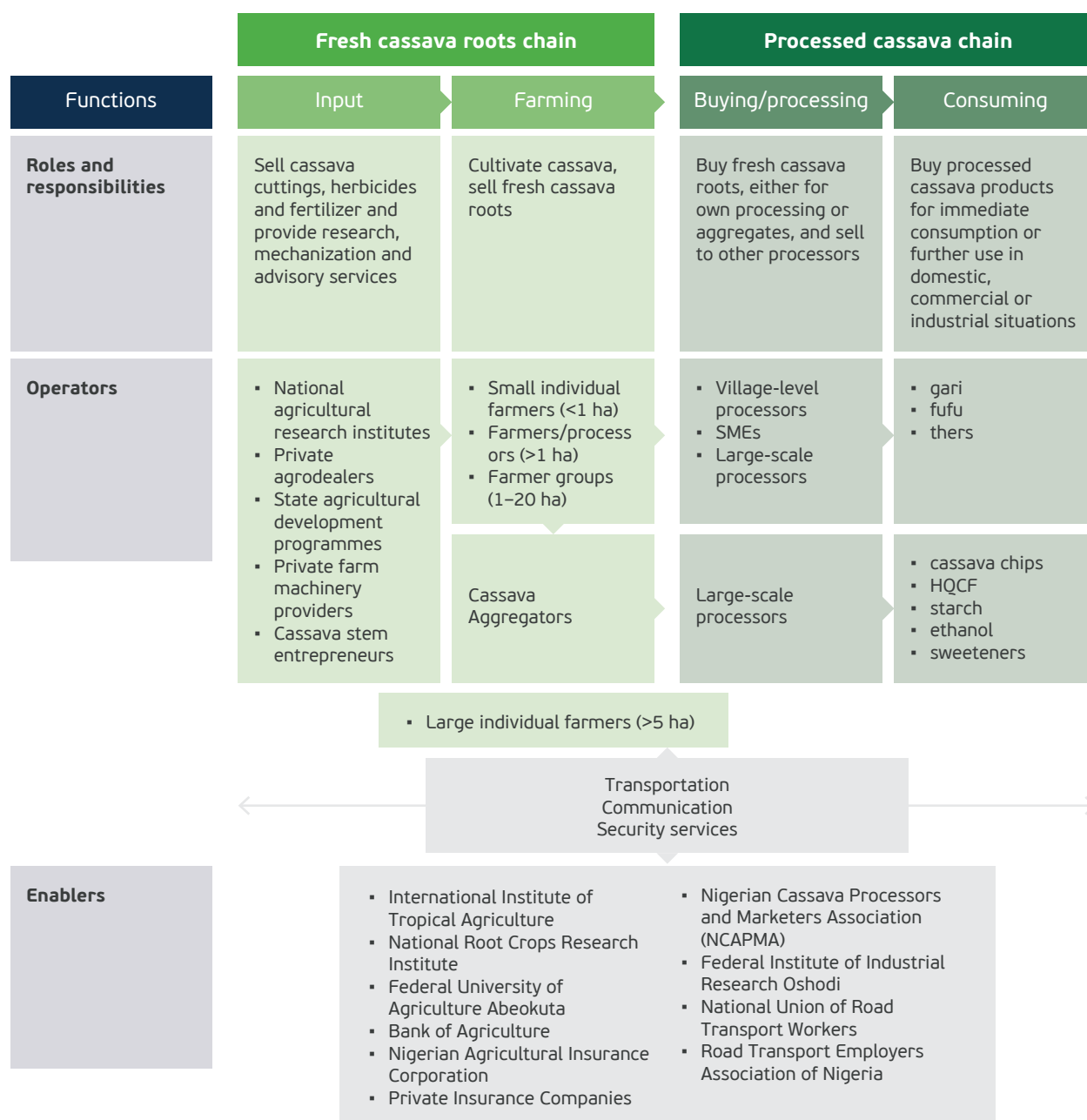
⁵ FAO (2020). Rome, Italy: FAOSTAT 2020.

1.1. MAPPING THE CASSAVA VALUE CHAIN

Small-scale farmers and village-level processors of traditional foods dominate Nigeria's cassava value chain, with an emerging group of large-scale processors. It is noteworthy that most of the cassava produced in the country is consumed locally in

traditional forms. The cassava value chain in Nigeria has two parts: the first involves the production of fresh cassava roots (FCR) and the second focuses on the processing of cassava.

Figure 7 Cassava value chain map in Nigeria



Source: Compiled by ITC

FRESH CASSAVA ROOTS CHAIN

The FCR value chain begins with the preparation of farm inputs, including land preparation, finalizing farm plans, and obtaining advisory services. This typically occurs between March and April. The cultivation period lasts for about 10–15 months, culminating in the harvest of fresh cassava roots. Once harvested, the FCR are generally processed within 24 to 72 hours into various cassava products. These products may be consumed directly or further traded within the market.

PROCESSED CASSAVA CHAIN

Fresh cassava roots are rarely consumed in Nigeria without undergoing some form of processing. This processing can range from simple methods, such as peeling, washing and sun-drying, to more complex procedures, such as starch extraction and ethanol distillation. Therefore, the second phase of the cassava value chain involves purchasing FCR from farmers and converting it into processed cassava products, which are then either used directly or sold in different markets.



Source: Shutterstock

1.1.1. INPUT SUPPLY

A wide range of operators perform these functions (directly or indirectly). Nigerian cassava farmers

require the operators' services to carry out all the farm activities necessary for a good yield.

Table 1 Operators in the input supply stage of the cassava value chain

Operators	Roles
Cassava stem entrepreneurs	This is an emerging group of value-chain operators. With time, they may be categorized along with private agrodealers as commercial sellers of cassava stem cuttings or seeds. As cassava farms become larger in Nigeria, with clear demand for specific varieties, these new value-chain actors specialize in growing cassava with different desirable qualities (particularly for industrial needs). These stems are in high demand by large-scale farmers seeking uniformity and definite qualities such as high starch or dry matter content or early maturity.
National agricultural research institutes	The agricultural research institutes for the cassava value chain in Nigeria are listed in Table 13. The outputs of these institutes are either publicly available or can be accessed by visiting their research stations.
Private agrodealers	Many of these are private commercial sellers of seeds, fertilizers, herbicides, pesticides, farm tools and implements. While there is no accessible list of agrodealers, their business premises are largely located in or near large markets or major centres of farming activities in Nigeria.
Private farm machinery providers	The number of farm machinery providers is limited, unlike private agrodealers, and there is no accessible list of operators. Many have longstanding relationships with the farming communities they serve. New entrants into the farming business in any community must build these relationships over time. New entrants who wish to operate a farm larger than 20 ha are advised to run farm machinery on their own farm and offer these services locally.
State agricultural development programmes	Nigeria's 36 states and the Federal Capital Territory Abuja each have an agricultural development programme designed to provide public advisory services to farmers in the state. The headquarters of these programmes, located in the state capitals, are good starting points for new investors in Nigeria's agricultural sector.

Source: Compiled by ITC

1.1.2. FARMING

This involves all agronomic practices that farmers use, including land preparation, selection of varieties to grow, farm machineries to use, labour to engage, planting of the cassava cuttings, plant

population desired, weeding, fire tracing, protection from incursion and encroachment, identification of suitable market and sale of both cassava stem and roots.

Table 2 Operators in the farming stage of the cassava value chain

Operators	Operators	Roles
Small individual farmers (<1 ha)	90% FCR	These farmers dominate Nigeria's cassava farming landscape. The aggregate of all surveys carried out during the 10-year (2009–2019) Cassava: Adding Value for Africa project shows that more than 90% of Nigerian cassava farmers fall into this category.
Farmers/processors (>1 ha)	2% FCR	This important segment of small individual farmers in Nigeria does not sell cassava roots. These farmers harvest their own cassava roots for processing into different traditional products that are consumed in their own homes, given to friends and family, or sold locally in their community.
Farmers' groups (1–20 ha)	3% FCR	This is another important group of small individual farmers. They farm as a group or carry out some farming operations (such as land clearing, ploughing, harrowing, ridging and selling) together. Many Nigerian farmers only work in a group if there is an incentive or if it is required by a project or programme where benefits are accessible solely to farmers in groups.

Cassava aggregators	33% FCR	Cassava aggregators may have their own farms. They are becoming more prominent in the value chain as large processors demand more FCR. They provide the important service of collecting FCR from small individual farmers and farmers' groups and aggregating the FCR to sell to large processors who are unable to buy FCR directly from several small farmers. To put this into perspective: the average annual yield of a small cassava farmer in Nigeria is less than 20 metric tons, while a large processor requires 90 tons a day. Cassava aggregators bridge this gap when a larger farmer does not want to perform this function.
Large individual farmers (>5 ha)	5% FCR	Large cassava farmers are another emerging category in the Nigerian cassava value chain. This is due to the high demand for FCR among large processors that small farmers cannot meet. They also solve the problem of inconsistent supply and non-uniformity in FCR quality that is common among farmers' groups and aggregators. ⁶

Source: Compiled by ITC

Table 3 Commercial large scale cassava farms in Nigeria

Company	Address	Size (hectare)	Website
BV Heritage Farms Limited	Kale/Iwofin Village, Ogbomosho, Oyo State	100	https://www.facebook.com/letmeproduce/
FMS Farms	Iyemero-Ekiti, Ekiti State	5,000	http://www.fluidmanagementservices.com/FMSFarms.html
Niji Farms	Ilero, Oyo State	1,000	
Obasanjo Farms	Lanlate, Oyo State Iseyin, Oyo State Ibogun, Ogun State	300 700 30	https://obasanjofarmsng.com/
Psaltry Farms	Alayide-Wasimi Village, Ado-Awaye, Oyo State	600	
Riparian Farms Limited	Olohunda, Ayetoro, Ogun State	50	
Shao Golden Farms	Malete, Ilorin, Kwara State	2,000	
Tosin Farms and Agric Ventures	Okaka, Oyo State	150	
Traxivest Farms	Kobape, Ogun State	100	https://traxivestng.com/farm/farm.php
Wadahi Integrated Farms Limited	Lokoja Expressway, Kogi State	120	https://wadahifarms.com/
Weppa Farm, Leventist Foundation Integrated Farms Limited	Auchi-Agenebode Road, Edo State	250	https://www.weppafarm.com/ https://leventisfoundation.org.ng/

Source: Compiled by ITC

⁶ Adebayo, K., and Westby, A. (2019) Cassava: Adding Value for Africa Phase II (CAVA II) Project Final Report. Submitted to the Bill and Melinda Gates Foundation.

1.1.3. PROCESSING

This function starts with the purchase of fresh cassava roots from farmers and converting it through different processing techniques into either traditional (gari, fufu, lafun, abacha, etc.) or

industrial (chips, HQCF, starch, ethanol, sweeteners, etc.) cassava products, initiating the second part of the cassava value chain where the product is no longer FCR, but processed products.

Table 4 Operators in the processing stage of the cassava value chain

Operators	Market share	Roles
Village-level processors	51% FCR	As with cassava farming, village-level and small processors also dominate cassava processing in Nigeria in terms of numbers. In terms of demand for FCR, however, the emergence of large processors of industrial cassava is changing the demand-supply landscape in the country.
Small and medium-sized enterprises (SMEs)	2% FCR	These emerging firms use an average of 1–5 tons of FCR in their daily operations, mainly processing more a hygienic, National Agency for Food and Drug Administration and Control-registered version of traditional cassava products for elite local markets and for exports of improved traditional cassava products.
Large-scale processors	47% FCR	Successful commercial operations of large-scale cassava processors began in 2009 with the former Thai Farms International at Ososa, Ogun State. Earlier efforts by Nigerian Starch Mill were unsuccessful, mainly because the company was unable to sustain a steady flow of FCR.

Source: Compiled by ITC

Table 5 Large-scale industrial cassava processors

Company	Address	Products	Capacity (Mt/year)
Allied Atlantic Distillery Limited	Igbesa, Ogun State	Ethanol	9 million litres/year
ATMAN Corp Nigeria Limited	Ido, Oyo State	HQCF	6,000
Crest Agro Products Limited	Lokoja, Kabba Road, Kogi State	Cassava starch	20,000
Greentech Industries Limited	Agbara Industrial Estate, Ogun State	Food-grade starch	20,000
Harvest Feed Limited	Ajura, Ogun State	Food-grade starch	8,000
Irede Farms & Agro-Allied Limited	Sagamu inter change, Ogun State	Cassava starch	10,000
Matna Foods Limited	Akure – Owo Expressway, Ogbese, Ondo State	Food-grade starch	10,000
Niji Farms	Ilero, Oyo State	Starch, gari, fufu	6,000
Ondo/Linyi Cassava Ethanol factory	Ore, Ondo State	Ethanol	1.8 million litres/year
Premium Cassava Products Limited	Ososa, Ogun State	HQCF, industrial-grade starch, gari	15,000
Psaltry International Company (Nigeria) Limited	Alayide-Wasimi Village, Ado-Awaye, Oyo State	Food-grade starch, HQCF, gari	35,000
Rivers Cassava Processing Company	Off Afam/Ban-Ogoni Road, Rivers state	HQCF	12,500
Unicane Industries Limited	Off Lokoja, Abuja Road, Kogi State	Ethanol	140 million litres/year

Source: Compiled by ITC

Table 6 Cassava product producers in Nigeria

Company	Products	Capacity (Mt/year)	Address	Contact
Association of Cottage Industrialists of Nigeria	Fresh cassava tubers - sweet variety, cassava starch/tapioca, cassava for livestock feed	500,000	12 FOMWAN office Complex opp Chisco motor behind MFM Church Utako Abuja, FCT, Nigeria	cottageindustriesofafrica@gmail.com +234 909 822 1733
Amineru Nig Ent Ltd (Amineru Foods)	Fresh cassava tubers - sweet variety, gari, edible cassava flour/lafun, HQCF, cassava starch/tapioca, fufu	50	46B Plymouth Road, Benin City, Edo State, Nigeria	aminerunigent@yahoo.com +234 803 501 3890
Cedro Royal Multiventures Limited	Fresh cassava tubers - sweet variety, fresh cassava tubers - bitter variety, gari, edible cassava flour /lafun, HQCF, cassava starch/tapioca, fufu, cassava chips, cassava for livestock feed, vitamin A cassava, cassava stem	1,000	Block O, Shop 170, Mabushi Ultramodern Market, Kado, Abuja Nigeria	cedromultiventures@gmail.com +234 806 328 4833
Dasun Integrated Farms Ltd.	Fresh cassava tubers - sweet variety, cassava leaves, gari	5	No 7, Alhaji Lateef Shofowora Street Gbagada, Lagos, Nigeria	dasunintegratedfarmsltd@gmail.com +234 803 496 1110
Hydromart Integrated Ltd.	Fresh cassava tubers - sweet variety, gari, edible cassava flour/lafun, HQCF, cassava starch/tapioca, fufu, cassava for livestock feed	100	KM 6, opposite Gateway Mortgage Bank along Idiroko Road Ota, Sango Otta, Nigeria	hydromartltd@gmail.com +234 806 886 5092
Jessy Jay International	Fresh cassava tubers - sweet variety, fresh cassava tubers - bitter variety, HQCF	10	Police Officers Wives Association, shopping complex, in Computer Village, Ikeja, Lagos Nigeria	assomull.david@aiesec.net +234 803 802 2871
Keystone Mercantile Limited	Fresh cassava tubers - sweet variety, gari, edible cassava flour/lafun, fufu, cassava chips	200	9, Tam Balogun Street, Housing Estate, Ijebu Ode, Ogun, Nigeria	keystoneng@gmail.com +234 806 754 0693
Mercyreen Agro Producing and Processing	Fresh cassava tubers - sweet variety, gari, cassava starch/tapioca, fufu	30	No. 4 Johnny Okafor Avenue, Area C, New Owerri, Imo State, Nigeria	mercyroberts@gmail.com +234 803 952 7810
Nutrient Life Group	Fresh cassava tubers - sweet variety, fresh cassava tubers - bitter variety, gari, edible cassava flour/ lafun, HQCF, cassava starch/ tapioca	200	96B Isabo Road, Oke-Yeke, Abeokuta, Ogun State, Nigeria	nutrientlifeplant@gmail.com +234 803 501 3890
Odihiagro Enterprises	gari, HQCF, cassava starch /tapioca, fufu, cassava for livestock feed	2	Km 53, Benin Auchi Road, Ehor, Uhumwode Local Government Area, Edo State, Nigeria	odihiagro@gmail.com +234 806 043 0298
Oklan Best	Cassava leaves, gari, edible cassava flour/lafun, HQCF, cassava starch/tapioca, fufu, cassava chips	100	5A Leaf Road, Old NTC Warehouse, Iyaganku, Ibadan, Oyo State, Nigeria	info@oklanbest.com +234 705 550 0636
Pleroma Farms And Agribusiness Ltd.	Fresh cassava tubers - sweet variety, gari, edible cassava flour/lafun, HQCF, cassava for livestock feed	10,000	Plot 1118, Oladipo Diya Way, Gudu District, Abuja, Nigeria	pleromafarmsandagribusinessltd@gmail.com +234 802 201 8922
Royal Pearls Resources Ltd.	Gari, HQCF, fufu	10-100	122, Obi-Wali Road, Rumuigbo, Port Harcourt Rivers State, Nigeria	aishah.a.sulaiman@gmail.com +234 906 288 3800

St Paul Cassava Producing Concept	Fresh cassava tubers - sweet variety, gari, cassava starch / tapioca, cassava chips, cassava for livestock feed	4,000	No. 48 Sunny Obodiwe Street Off Old Sapele/ Agbor Road, Obiaruku, Delta State, Nigeria	stpaulcassavaproducinco@gmail.com +234 906 149 3315
Sollissy Foods and Beverages Ltd.	gari	10	Baba Egbe Bus Stop, Ekor Road, Abule Egba, Lagos, Nigeria	sollissy@yahoo.co.uk +234 806 689 6618
Woke-Sam Farmer's Agro Geo Cooperative Society Ltd.	Fresh cassava tubers - sweet variety, gari, cassava starch / tapioca, cassava chips, cassava for livestock feed	4,000	Plot A12/12, Joseph Wayas Lane, 3rd Avenue, State Housing, Calabar, Nigeria	wokesamcoop@gmail.com +234 813 640 2072
Worldquest Multipurpose Concept Ltd.	gari, cassava starch/ tapioca, fufu	40	No 4 Dele Fakunle Ifako, Gbagada, Lagos, Nigeria	worldquestltd@gmail.com +234 812-772-3565

Note: Mt stands for metric tons

Source: West Africa Competitiveness Program (WACOMP) ITC, 2023. Cassava directory.

1.1.4. MARKETING AND DISTRIBUTING

The last stage of the value chain is marketing and distributing the product to consumers. Consumers can be broadly divided into two categories: traditional consumers and industrial consumers.

TRADITIONAL CONSUMERS

The market in traditional foods produced from cassava (gari, fufu and others) is huge in Nigeria. Improved versions of gari, odourless fufu, cassava flour, HQCF premix, etc., have also found their way into modern retail outlets, malls and supermarkets such as Justrite Superstores⁷ and FoodCo Nigeria Limited.⁸ New urban eateries and outdoor catering service providers also depend on cassava products such as eba, amala and fufu to meet the demand in African cuisine.

INDUSTRIAL CONSUMERS

Cassava products are often used as intermediate raw materials in food and industrial applications. Breweries (Nigerian Breweries, Guinness), flour mills (HQCF), bottling companies and distilleries (ethanol) use products including food grade starch, HQCF, sorbitol or glucose syrup, and ethanol.

Food and pharmaceutical-grade products such as glucose syrup, sorbitol, ethanol and starch have a wide range of uses in most of the Nigerian manufacturing sector. The chemical and allied industries produce mosquito coils, varnishes, spirits for hospitals and other items from cassava. Nigeria's textile, pulp and paper industries use industrial-grade cassava starch for their day-to-day operations. Finally, dried cassava chips, peels and pellets are used in the livestock industry for carbohydrate and fibre content, especially when maize becomes expensive or unavailable.

⁷ <https://justriteonline.com/contact-us/>

⁸ <https://corporate.foodco.ng/>

Table 7 Cassava products and uses

Consumer	Product name	Trade volume	Uses
Traditional consumers ⁹	Gari	35%	Pre-gelatinized cassava granules obtained by root peeling, grating, pressing/fermentation, flaking and pre-gelatinization by roasting over wood fires in large stoves with the optional addition of palm oil.
	Fufu	2.6%	Paste cooked from fresh fermented (water fufu) or dried (fufu) pulp.
	Others	0.3%	Lafun, abacha, pupuru and other locally consumed cassava products.
Industrial consumers	Cassava chips	5.6%	Used mainly as a maize replacement in the livestock industry.
	HQCF	10.1%	Used mainly as a wheat replacement in baked goods, biscuits and bread.
	Starch	12.9%	Starch is a soft, white, tasteless powder that is insoluble in cold water, alcohol or other solvents. Cassava starch, also known as tapioca flour, is often used directly, made into a group of baked or gelatinized products or manufactured into glucose, dextrin, ethanol and other products. The cassava starch market in Nigeria alone was worth \$126.65 million in 2022. ¹⁰
	Sweeteners	16%	Glucose, high-fructose syrups and modified starches (sorbitol).
	Ethanol	17.2%	Ethanol (also called ethyl alcohol, grain alcohol, drinking alcohol or simply alcohol) is an organic chemical compound. It is a volatile, flammable, colourless liquid with a characteristic wine-like odour and pungent taste. It is produced by fermenting glucose from starch-based crops such as cassava.

Source: Compiled by ITC

Table 8 Industrial cassava products segment

Product name	Description	Main players
Ethanol	Ethanol is produced by fermenting sugar-related ingredients, such as molasses and sugar juice, or starchy ingredients. Cassava is one of the richest fermentable substances for the production of crude alcohol/ethanol, with dry chips containing up to 80% of fermentable substances (starch and sugars).	Food and beverage industries
Glucose syrup/sorbitol	A concentrated aqueous solution of glucose maltose and other nutritive saccharine made from edible starch. It is used in large quantities in fruits, liquors, crystallized fruits, bakery products, pharmaceuticals and breweries.	Food and beverage industries in Nigeria
HQCF	High-quality cassava flour is simply unfermented cassava flour. Cassava flour can be used as partial replacement for many bakery and pasta products. Several sources report that at least 10% of the wheat flour used for baking can be substituted by cassava flour without changing the taste or other qualities. ¹¹	Food, bakery and confectionery industries
Native starch	Starch is a major constituent of the cassava tuber. It is an important industrial raw material for Nigeria's food, pharmaceutical, textile and chemical industries.	Food, pharmaceutical, textile and chemical industries in Nigeria
Noodles	A long, thin, extruded food product made from a mixture of flour, water and eggs and usually cooked in soup or boiling water. At 12.5%, cassava starch/flour forms an integral part of the final product.	Food, Bakery and confectionery industries

Source: Compiled by ITC

⁹ Adebayo and Westby, *op. cit.*

¹⁰ PwC. (2020). *Harnessing the economic potential of cassava production in Nigeria*. See <https://www.pwc.com/ng/en/assets/pdf/cassava-production-nigeria-report-2020.pdf>

¹¹ <https://guardian.ng/features/using-high-quality-cassava-flour-for-inclusive-economic-growth/>

1.1.5. OTHER ACTORS

COMMUNICATION

Mobile telephone services provided by MTN, 9 Mobile, Airtel and Globacom are widespread in Nigeria and commonly used by value-chain actors to establish contacts/contracts, solicit advice and build networks and relationships. In addition, marketers of cassava products are deploying online marketing tools.

SECURITY SERVICES

The rise in the incidences of cattle encroachment on cassava farms, kidnapping on farms, theft and armed robbery involving food products underscores the relevance and importance of this value-chain actor.

RESEARCH AND DEVELOPMENT AGENCIES

Several key research and development agencies, each playing an essential role in advancing agricultural innovation and productivity, support Nigeria's agriculture and agribusiness sectors.

Agency	Role	Website
Federal Institute of Industrial Research Oshodi	The institute focuses on agro-industrial technologies in Nigeria's agroprocessing industry. It has developed technologies for the industrial processing of cassava into various items, including high-quality cassava flour, starch and ethanol.	https://www.fiiro.gov.ng/
Federal University of Agriculture Abeokuta	The university plays a crucial role in agricultural education, training future agronomists and conducting research on agricultural technologies, farming systems and environmental sustainability.	https://funaab.edu.ng
International Institute of Tropical Agriculture (IITA)	IITA has been instrumental in developing improved cassava varieties that are high-yielding, disease-resistant and drought-tolerant. The institute also works on sustainable cassava farming practices, processing technologies and market expansion to enhance food security and income for smallholder farmers in Africa.	https://www.iita.org/
National Root Crops Research Institute	The institute carries out research to boost the productivity, processing and storage of root crops including cassava, cocoyam, sweet potatoes and yams. Its research supports the commercialization and industrial use of cassava in Nigeria.	https://nrcrri.gov.ng/

Source: Compiled by ITC

1.2. BUSINESS ECOSYSTEM

1.2.1. IMPORT PROCEDURES¹²

Importers must do the following before importing:

- Register the company name in Nigeria and have a Certificate of Incorporation/Registration of the company in Nigeria.
- Register the company with the [Federal Inland Revenue Services](#) with up-to-date proof of tax payments, upon which a tax identification number (TIN) will be issued, with a valid e-mail address tagged to it.
- Select a bank located in Nigeria to act as the

authorized dealer bank. This is the bank that will process the Form M¹³/pre-arrival assessment report and mediate among the Nigeria Customs Service,¹⁴ the importer and others.

Once the above is done, the importer is ready to import. The following steps must be taken:

Step 1: The importer gets the regulatory certificates, e.g. the product certificate, for items that are regulated.

¹² <https://nigerianports.gov.ng/import-export-guidelines-3/>

¹³ <https://www.exports-to-nigeria.com/media/news/e-form-m>

¹⁴ <https://customs.gov.ng/>

Step 2: The importer activates the product certificate on the online single window.¹⁵

Step 3: The importer opens a Form M on the Nigeria Trade Platform (single window system), attaching the required documents, e.g. insurance certificate, proforma invoice and product certificate (when the item is regulated by the Standards Organisation of Nigeria), and submitting them to the authorized dealer bank.

Step 4: The authorized dealer bank reviews/validates the Form M and sends it to the Nigeria Customs Service.

Step 5: The Nigeria Customs Service either accepts the Form M or rejects it when not properly completed or lacks some information and/or documents.

Step 6: When the Nigeria Customs Service accepts the Form M, the importer forwards a copy of it to his/her exporter. The exporter will then contact

Cotecna, an international accreditation firm, with the Form M, the final invoice, the bill of lading/airway bill and the packing list, for the issuance of the Standards Organisation of Nigeria Conformity Assessment Program Certificate.

Step 7: The importer activates the certificate and applies for pre-arrival assessment report issuance on the Nigeria single window for trade.

Step 8: The pre-arrival assessment report is issued and the importer begins clearing goods.

Step 9: The shipping company submits the import manifest to customs/Nigerian Ports Authority/terminal operator, brings in the vessel, pays ship charges, pays port authority charges and issues a bill of lading.

Step 10: The terminal operator is involved in terminal handling/weighing, loads cargo, issues bills for handling/rent and delivers the goods.

Table 9 Customs import and export process timelines in Nigeria

IMPORT AND EXPORT PROCESS TIMELINES			
Description of process	Initialization	Conclusion	Timeline
Form M approved by customs	Authorized bank verify the e-form M application, validate and upload to NCS	Register e-form M	24 hours
Paar issue	Authorized bank capture data, upload and validate scanned copies of final documents to NCS PAAR platform	Generate PAAR	24 hours
Examination release	Placement of container for physical examination	Release by customs	24 hours
Endorsement of NXP form for export by customs	Submission of NXP form by exporter or agent	Endorsement and despatch to exporter or agent	24 hours

Source: <https://customs.gov.ng/?p=683>

For more information, see https://customs.gov.ng/?page_id=3147

¹⁵ <https://www.exports-to-nigeria.com/media/news/son-implements-ecertificate-system>

1.2.2. EXPORT PROCEDURES

EXPORTER RESPONSIBILITIES

- Nominate a forwarding agent
- Ensure the importer opens a letter of credit
- Take out cargo insurance
- Pay logistics costs to the port (if shipped on free-on-board terms)

FORWARDER RESPONSIBILITIES

- Obtain required regulatory certificates (e.g. product certificate)
- Arrange transportation to the port
- Coordinate inspection by government agencies, such as Nigeria Customs Service
- Pay applicable duties
- Pay shipping company charges (e.g. freight)
- Book space with a shipping agent
- Pay terminal operator charges

SHIPPING COMPANY RESPONSIBILITIES

- Bring the vessel to the port
- Pay ship-related charges
- Pay Nigerian Ports Authority charges
- Issue bill of lading

TERMINAL OPERATOR RESPONSIBILITIES

- Handle the cargo at the terminal
- Load cargo onto the vessel
- Issue bills for terminal handling and rent

RECEIVER'S AGENT ABROAD RESPONSIBILITIES

- Receive the bill of lading
- Arrange for inspection of cargo
- Pay port and shipping charges
- Transport cargo to the importer

IMPORTER RESPONSIBILITIES

- Receive the imported cargo from the agent

DOCUMENTARY REQUIREMENTS FOR EXPORT TRANSACTIONS

Nigerian Export Promotion Council registration

Nigerian Export Promotion Council registration is mandatory for businesses exporting from Nigeria. It grants access to export incentives, builds credibility with international buyers and provides market access via trade leads and networking opportunities. Registration ensures compliance with export regulations, lowers costs and enhances marketability.

Nigerian export licence

A Nigerian export licence, issued by agencies such as the Nigerian Export Promotion Council, is required for legal export activities. It ensures regulatory compliance, offers legal protection and improves market access by enhancing the exporter's credibility with foreign buyers.

Corporate Affairs Commission registration

The CAC Registration Certificate certifies a business as legally recognized in Nigeria. It boosts credibility, opens access to business opportunities and is essential for contracts, loans and investments. (<https://www.cac.gov.ng/>).

Figure 9 E-certificate for business in Nigeria



Source: Corporate Affairs Commission¹⁶

¹⁶ <https://pre.cac.gov.ng/sub-link/e-certificate>

TAX IDENTIFICATION NUMBER

Issued by the Federal Inland Revenue Service, the TIN is vital for tax compliance. It grants access to government services and incentives and is necessary for export-related legal and tax obligations.

PROFORMA INVOICE

A proforma invoice is a preliminary quote issued by the exporter detailing goods, price and terms. It is crucial for customs clearance, serving as a basis for transaction agreements and price verification.

COMMERCIAL INVOICE

A commercial invoice documents the sale of goods, outlining key details such as description, value and payment terms. It is essential for customs declaration and payment settlement between parties.

PACKING LIST

The packing list provides an inventory of the shipped goods, aiding in customs clearance and cargo handling. It ensures accurate record-keeping and smooth shipment processing.

BILL OF LADING

This legal document acknowledges receipt of goods for transport, acting as a contract between the shipper and carrier. It is crucial for proving ownership, facilitating shipping and securing trade financing.

FREIGHT FORWARDER CONTRACT

This contract outlines the terms for transportation and logistics services provided by the freight

forwarder. It covers liability and customs compliance, and ensures secure handling of goods.

CERTIFICATE OF ORIGIN

This document certifies the origin of exported goods – essential for customs clearance and claiming preferential tariffs. It enables exporters to benefit from reduced trade barriers under trade agreements.

FOREIGN EXCHANGE USE FOR EXPORTERS

Exporters can use foreign exchange in their domiciliary accounts for business travel, trade fairs, marketing, research and export-related activities. They may also sell export proceeds for Naira or use them for imports, provided the funds have been fully repatriated.

For more information, see https://customs.gov.ng/?page_id=3069

1.2.3. SUSTAINABILITY STANDARDS

Nigeria has several agricultural and environmental policies, such as the Climate Change Act (1999) and National Environmental Act (2012), but they require better enforcement and funding to be effective.¹⁷

1.2.4. FINANCIAL OPPORTUNITIES

Nigeria offers financial opportunities to support the growth and development of its agricultural sector. Certain financial institutions and schemes provide specialized funding, insurance and credit guarantees aimed at reducing risks, improving access to capital and supporting the mechanization, processing and export of agricultural goods. From government-backed initiatives to public-private partnerships, cassava farmers, processors and agribusinesses can benefit from tailored financial products designed to boost productivity and profitability.

¹⁷ <https://agrilinks.org/post/governments-role-promoting-sustainable-agriculture-nigeria>

Table 10 Key financial institutions and schemes

Name	Role	Link
Bank of Agriculture	<p>The bank, a government project to support the country's agriculture sector, is a major agricultural financier in Nigeria. The facilities available at the bank that are relevant to the cassava value chains are:</p> <ul style="list-style-type: none"> ▪ Haulage credit facility ▪ Equipment leasing product ▪ Export finance facility ▪ Agroprocessing facility ▪ Mechanization service provider operators ▪ Input procurement facility ▪ Large credit product 	https://boanig.com/service-category/agric-loan
Bank of Industry	The bank supports businesses in Nigeria including agri-enterprises as well as the BOI/Aliko Dangote Foundation Fund, which was established to support Nigerian micro, small and medium-sized enterprises engaged in manufacturing, agro-processing and merchandising goods wholly made in Nigeria. This facility offers up to 50 million Nigerian naira with a repayment period of 3 to 5 years, including a moratorium of 6 to 12 months	https://www.boi.ng/products/
Nigeria Incentive-Based Risk Sharing System for Agricultural Lending	Launched in 2011 and incorporated in 2013 by the Central Bank of Nigeria, this is a dynamic, holistic \$500 million public-private initiative to define, measure, price and share agribusiness-related credit risk. It reduces the risks of financial institutions while granting agricultural loans by building the capacities of both banks and value-chain actors on good practices in agricultural financing, loan use and repayment.	https://nirsal.com/
Nigerian Agricultural Insurance Corporation	This is a specialized organization set up by the federal government with the primary mandate of providing insurance services to all categories of farmers (small, medium and large holders), either in groups or as individuals.	https://naic.gov.ng/

Source: Compiled by ITC

COMMERCIAL BANKS UNDER THE AGRICULTURAL CREDIT GUARANTEE SCHEME

In addition to the institutions listed in Table 9, commercial banks in Nigeria also play a key role in providing financial support under the Agricultural Credit Guarantee Scheme. This is an initiative of the federal government and the Central Bank of Nigeria that has the active support and participation of the Bankers' Committee.

The scheme, which has set funding of N50 billion, was created to help farmers exploit the untapped potential of Nigeria's agricultural sector, reduce inflation, lower the cost of agricultural production (i.e. food items), generate surplus for export, increase the country's foreign earnings and diversify its revenue base. The scheme operates through a central implementation committee on the national level. On the Federal Capital Territory and state levels, it operates through state implementation committees that aim to ensure that the scheme's objectives are realized.

To access loans under the initiative, applicants (practicing farmers and agro-allied entrepreneurs with means) are encouraged to approach their banks for loans through the respective state chapters of farmers' associations and state implementation committees. Large farmers can apply directly to the banks in accordance with the scheme's guidelines.

Funds disbursed to farmers and agro-allied entrepreneurs are subject to an 8% interest rate. While banks initially offer loans to eligible applicants at a 14% interest rate, those who repay their loans on schedule receive a 6% rebate, effectively reducing the interest rate to 8% for timely repayments.

Table 10 shows what commercial banks cassava farmers and processors can approach to access the facilities available under the scheme.

Table 11 Commercial banks under the agricultural credit guarantee scheme

Name	Link
Access Bank Plc	https://www.accessbankplc.com/
Citibank Nigeria Limited	https://www.citigroup.com/global/about-us/global-presence/nigeria
Ecobank Nigeria Plc	https://www.ecobank.com
Fidelity Bank Plc	https://www.fidelitybank.ng/
First Bank Nigeria Limited	https://www.firstbanknigeria.com/
First City Monument Bank Plc	https://www.fcmb.com/
Globus Bank Limited	https://globusbank.com/
Guaranty Trust Bank Plc	https://www.gtbank.com/
Keystone Bank Limited	https://www.keystonebankng.com/
Optimus Bank	https://www.optimusbank.com/
Parallel Bank Ltd	https://parallelbank.com/
Polaris Bank Plc	https://www.polarisbanklimited.com/
Premium Trust Bank	https://premiumtrustbank.com/
Providus Bank	https://providusbank.com/
Signature Bank Limited	https://www.signaturebankng.com/
Stanbic IBTC Bank Plc	https://www.stanbicibtcbank.com/nigeriabank/business
Standard Chartered Bank Nigeria Ltd.	https://www.sc.com/en/
Sterling Bank Plc	https://sterling.ng/
SunTrust Bank Nigeria Limited	https://suntrustng.com/
Titan Trust Bank Ltd	https://titantrustbank.com/
Union Bank of Nigeria Plc	https://www.unionbankng.com/
United Bank for Africa Plc	https://www.ubagroup.com/
Unity Bank Plc	https://unitybankng.com/
Wema Bank Plc	https://wemabank.com/
Zenith Bank Plc	https://www.zenithbank.com/

Source: Compiled by ITC

1.2.5. E-COMMERCE

While hobby and leisure, electronics and fashion are the top products sold online in Nigeria, the agriculture sector also has opportunities to sell. Jumia is the largest online marketplace for sellers

of cassava products, followed by Konga. Platforms such as Afrimash also provide a specialized marketplace for agricultural products, enabling farmers to sell their goods directly.

Table 12 Main agricultural market websites in Nigeria

Name	Description	Website
Afri-AgriMap	A digital marketplace that connects farmers directly with buyers, promoting transparency and better prices for produce.	https://afri-agrimap.com/
Agrimp	A consultancy and resource hub offering market analysis and insights to help farmers make informed decisions.	https://agrimp.com/
Agriple	A tech-driven platform that connects farmers with suppliers of essential agricultural inputs.	https://agriple.com/
AgroRite	A platform that helps farmers access a wide range of agricultural inputs from multiple suppliers.	
eFarmers	A multi-faceted site offering farmers access to buyers, news, updates and financing opportunities.	
GoMarket	An e-commerce platform with a dedicated agricultural section for bulk and individual sales of farm produce.	https://www.gomarket.com.ng/
Obasanjo Farms Nigeria	A major agribusiness hub offering resources, farm management insights and quality inputs such as seeds and fertilizer.	https://obasanjofarmsng.com/

Source: Compiled by ITC

1.2.6. BUSINESS ASSOCIATIONS

Business associations play a crucial role in strengthening Nigeria's cassava value chain by

fostering collaboration, advocating for policies and providing support to stakeholders.

Table 13 Business associations in the cassava value chain

Name	Role	Address	Contact information
National Union of Road Transport Workers	The National Union of Road Transport Workers is a major trade union in Nigeria representing road transport workers. It plays an important role in the movement of agricultural goods, including cassava, from farms to markets and processing centres, ensuring the smooth operation of the transportation logistics system.	National Secretariat No.8, Plot 1236, Sapele Street Garki, Abuja.	Tel: +234 802 222 6484 e-mail: nurtwhq@gmail.com
Nigerian Cassava Processors and Marketers Association	The Nigerian Cassava Processors and Marketers Association brings together stakeholders involved in the processing and marketing of cassava across Nigeria. The association aims to promote the cassava industry, facilitate market access and advocate for policies that support value addition in cassava production.		Tel: +234 803 577 5861 e-mail: info@ncapma.org Website: www.ncapma.org
Road Transport Employers Association of Nigeria	The Road Transport Employers Association of Nigeria is the primary organization for commercial vehicle owners in Nigeria. It is responsible for securing membership, promoting cooperation among transporters, enhancing road safety through campaigns and regulating motor park activities to ensure orderliness and eliminate toutting. Efficient and organized transport is essential for the timely delivery and distribution of cassava and its by-products.	48B Khartoum Street, Wuse Zone 5, FCT Abuja - Nigeria.	Tel: +234 703 660 2498 e-mail: rteanheadquarters@gmail.com Website: https://rtean.org.ng/

Source: Compiled by ITC

1.2.7. GOVERNMENT SUPPORT AND INITIATIVES

The Nigerian Investment Promotion Commission says Nigeria offers many incentives to enhance the investment climate for agribusinesses:

- Zero duty on agricultural machinery
- Unrestricted capital allowance for agribusinesses
- Up to 50% tariff reduction for agro-related plants and equipment
- Guarantees of up to 75% of all loans granted by commercial banks for agricultural production under the Agricultural Credit Guarantee Scheme fund
- Pioneer status incentives (100% tax exemption for five years) for the agro-processing industry
- Tax holidays for investors who build processing

plants in staple crop processing zones

- Liberalized agricultural insurance since 2012

For more information, see <https://www.nipc.gov.ng/compendium/preface/>

1.2.8. TRAINING OPPORTUNITIES

Several institutions offer specialized training programmes to support and advance careers in agriculture and related fields. These institutions provide valuable educational resources, technical skills and practical knowledge essential for professionals in the agribusiness sector, including those involved in the cassava value chain. Below is a list of key institutions offering training opportunities across various states:

Table 14 Institutions offering training in the cassava value chain

Name of Institution	State	Website
Akperan Orshi College of Agriculture, Yandev	Benue	https://aocay.edu.ng/
Akwa Ibom State University Mkpatt Enin	Akwa Ibom	https://aksu.edu.ng/newsite/campuses/
Alex Ekwueme Federal University, Ndufu- Alike, Ikwo	Ebonyi	https://funai.edu.ng/
Benson Idahosa University, Benin City	Edo	https://www.biu.edu.ng/
Chukwuemeka Odumegwu Ojukwu University Uli	Anambra	https://coou.edu.ng/
Crawford University Igbesa	Ogun	https://crawforduniversity.edu.ng/crawford/
Edwin Clark University	Delta	https://edwinclarkuniversity.edu.ng/
Ekiti State University Ado Ekiti	Ekiti	https://eksu.edu.ng/
Federal College of Agriculture Akure	Akure	https://fecaakure.edu.ng/
Federal College of Agriculture Ishiagu	Ebonyi	https://fcaishiagu.edu.ng/
Federal University of Agriculture Abeokuta	Ogun	https://funaab.edu.ng/
Federal University of Lafia	Nasarawa	https://fulafia.edu.ng/
Federal University of Technology Akure	Ondo	https://www.futa.edu.ng/
Federal University of Technology, Owerri	Imo	https://futo.edu.ng/
Federal University Oye Ekiti	Ekiti	https://fuoye.edu.ng/
IBB University, Lapai	Niger	https://ibbu.edu.ng/
Institute of Agricultural Research and Training	Oyo	https://iart.gov.ng/IT/
Joseph Sarwuan Tarka University formerly: Federal University of Agriculture, Makurdi	Benue	https://uam.edu.ng/
Ladoke Akinola University of Technology Ogbomoso	Oyo	https://www.lautech.edu.ng/
Landmark University, Omu Aran	Kwara	https://lmu.edu.ng/
Michael Okpara University of Agriculture, Umudike	Abia	https://mouau.edu.ng/

Nnamdi Azikiwe University Awka	Anambra	https://unizik.edu.ng/
Obafemi Awolowo University Ife	Osun	https://oauife.edu.ng/
Olusegun Agagu University of Science and Technology, Okitipupa	Ondo	https://oaustech.edu.ng/
Oyo State College of Agriculture and Technology Igbo Ora	Oyo	http://oyscatech.edu.ng/
Prince Abubakar Audu University, Anyigba	Kogi	https://paau.edu.ng/
University of Africa, Toru-Orua	Bayelsa	https://www.uat.edu.ng/
University Of Cross River State	Cross River	https://unicross.edu.ng/
University of Nigeria, Nsukka	Enugu	https://www.unn.edu.ng/

Source: Compiled by ITC

1.2.9. RESEARCH AND DEVELOPMENT CENTRES

Nigeria is home to several research and development centres that play a pivotal role in advancing agricultural technology and innovation. These centres focus on various aspects of agriculture, including cassava research and

development, offering expertise, training and analytical services that drive industry progress. Below are key research and development centres contributing to the agricultural sector:

Table 15 Research and development centres supporting the agricultural sector

Name of Institution	State	Website
Federal Institute of Industrial Research, Oshodi, Lagos	It has a mandate for industrial research and technology in Nigeria, collaborating on training and analytical services for cassava products including HQCF for bread and confectionery.	https://www.fiiro.gov.ng/
Institute of Public Analysts of Nigeria	It is the agency recognized to regulate the standard of skills and manpower for laboratory analysis in Nigeria, register analytical laboratories and maintain a register of public analysts in the country.	https://www.ipan.gov.ng/
International Institute for Tropical Agriculture	IITA is a CGIAR centre based in Ibadan with more than 30 years of experience in research and technology development. It has the Africa mandate for cassava research and development, including research for development.	https://www.iita.org/
National Agency for Food and Drug Administration and Control	The National Agency for Food and Drug Administration and Control is a federal agency under the Ministry of Health established by Decree 15 of 1993 with the purpose of preventing the circulation of illicit and counterfeit products in Nigeria under the country's health and safety law.	https://nafdac.gov.ng/
National Centre for Agricultural Mechanization	This national centre conducts research and development into home-grown farm equipment and farm machinery systems. It has developed farm equipment for cassava cultivation and processing.	https://www.ncamng.org/
National Root Crop Research Institute	This is the national research institute that has the mandate for root crop research in the country. It is involved in the release of new varieties of root crops.	https://nrcrri.gov.ng/
Nigerian Institute of Food Science and Technology	The institute is the only recognized body of Food Science and Technology professionals in Nigeria representing the professional interests and practice of Food Science and Technology in Nigeria, which is by regulation chartered under the 2019 Act signed by the President, established as the Nigerian Council for Food Science and Technology.	https://nifst.org/
Standards Organisation of Nigeria	Prepares and creates standards relating to various products, commodities, measurements, processes and materials for certifying products in Nigerian commerce and industry. Responsible for promoting these standards at the grassroots, national, regional and international levels.	https://son.gov.ng/

Source: Compiled by ITC

1.2.10. TRANSPORTATION AND LOGISTICS REGISTRY

Transporters are a major actor in Nigeria's cassava value chain. Cassava farmers get their produce to market by pickup vans and trucks that are usually overloaded and driving on heavily used and poorly maintained roads. This implies that a significant portion of the price processors pay for cassava root stems from high transportation costs, which are often exacerbated by frequent accidents, road closures, poor road conditions, and numerous security checkpoints. The sector would benefit greatly from improved roads and cheaper transport logistics.

Transport and logistics operators in Nigeria function in an informal atmosphere with high levels of

freedom of entry and exit. A common feature is that there is a park in each town and city where their services can be obtained.

Besides individuals and private transport and logistic businesses such as Red Star Express Plc, members of the following organizations handle a large part of the transportation for agricultural commodities:

- a. The National Union of Road Transport Workers is an independent trade union that serves the interests of road transport workers
- b. The Road Transport Employers Association of Nigeria

Creative solutions have been found to reduce transport costs for local smallholders and distant commercial farms. These include collection points and aggregators.

1.3. CHALLENGES AND RECOMMENDATIONS

Actors along Nigeria's cassava value chain must contend with challenges in very specific and sometimes innovative ways. Although resources mentioned in this report may be helpful, building pragmatic local network of support is important. Some of these challenges are highlighted below, along with recommendations on how best to cope with or avoid them in Nigeria.

SMALL FARMERS AND PROCESSORS DOMINATE IN THE VALUE CHAIN

Small farmers and processors are the main sources of cassava roots and processed cassava products in their operational locations. The supporting infrastructure and business support systems have therefore evolved to meet the needs of small operators in the value chain. Medium-sized and large operators must either create new supply chains for their raw materials, needed inputs and even supporting infrastructure or adapt existing ones to meet their own needs.

Medium-sized and large cassava processors can source fresh cassava roots or processed cassava products by:

- Hiring cassava aggregators who coordinate the purchase and transport of relatively large quantities of FCR or products from several small

farmers or processors for delivery to medium-sized and large cassava-processing companies.

- Establishing own farms or intermediate processing to meet at least 50% of their annual raw materials demand.
- Managing a large group of farmers or processors through simple contractual agreements to deliver FCR or processed cassava products (as the case may be) to meet their demand.
- Combining all or some of the options above.

MOST VALUE-CHAIN RELATIONSHIPS ARE INFORMAL

Most relationships along Nigeria's cassava value chain are informal. This appears to work well for current value-chain actors. As more medium-sized and large operators join, however, relationships are likely to become more formal and legally binding. New businesses in the value chain are already trying to create these formal relationships., meeting with limited but growing success.

One of the most effective strategies for ensuring successful formal relationships is to align partners with similar characteristics or objectives. That is, medium-sized and large processors should try to establish formal ties with medium-sized and large farmers and medium-sized and large consumers.

INADEQUATE INFRASTRUCTURE SUCH AS ROAD, ELECTRICITY AND WATER

Subpar infrastructure, particularly in rural Nigeria, is a major challenge for businesses in the cassava value chain. Farms/firms often must maintain access roads, and interstate roads are sometimes so damaged that the delivery time of raw materials to processing factories or finished products to consumption centres is delayed.

Another direct impact of inadequate infrastructure is higher production costs, for firms and they often lose income due to product deterioration during transit or time lost in the longer transit periods. In addition to maintaining access roads, cassava value-chain actors often provide alternative sources of electricity and water – such as solar or petroleum-based energy, shallow wells, deep wells or boreholes – to keep their businesses going.

REPLACE WHEAT AND MAIZE IMPORTS

Invest in the production of high-quality cassava flour (HQCF) to replace imported wheat and maize. Nigeria's cassava inclusion policy supports this initiative, and emerging technologies can facilitate the transition.

IMPORT REPLACEMENT OF STARCH

With growing demand for industrial starch, boosting local cassava starch production to replace imports, particularly from multinational companies such as Nestlé, offers major trade and investment opportunities.





02

**SIERRA
LEONE**

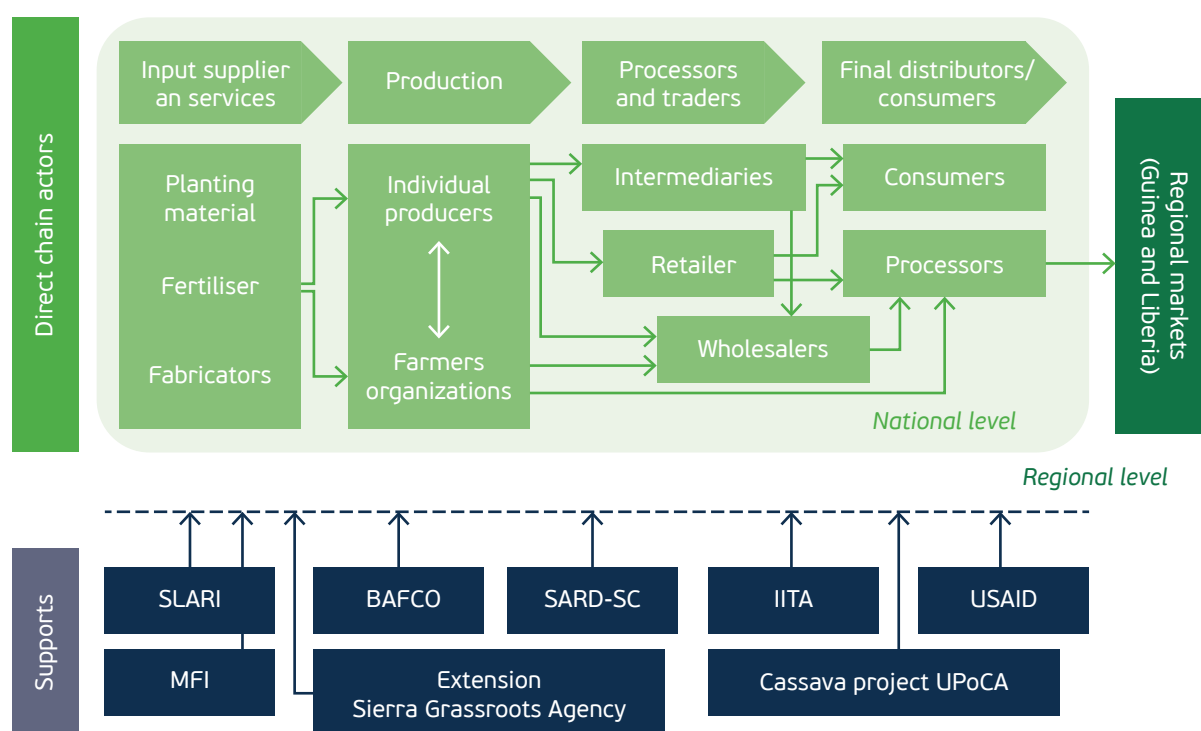
2. Sierra Leone

The cassava industry in Sierra Leone is thriving, with yields averaging 22 Mt/ha to 25 Mt/ha depending on variety and inputs. Around half of the cassava produced is sold in local markets, while smaller amounts are sold on farms, consumed at home or exported.

Despite the short shelf life of fresh cassava roots, the industry offers significant opportunities for value addition, especially through processing into products including gari, fufu and high-quality cassava flour. Cassava cultivation and processing are profitable ventures for both small-scale farmers and larger investors in Sierra Leone.

2.1. MAPPING OF THE CASSAVA VALUE CHAIN

Figure 10 Cassava value chain map in Sierra Leone



Source: Coulibaly, O.N., Arinloye, D-D A.A., and Abdoulaye, T., 2014. *Regional Cassava Value Chains Analysis in West Africa: Case Study of Sierra-Leone*¹⁸

As shown in 14, Sierra Leone's cassava value chain involves various stages. Individual producers and farmer organizations play a central role in cassava production. They receive inputs such as planting materials, fertilizer and equipment from suppliers. Once cassava is produced, it moves through a network of processors, intermediaries, retailers and wholesalers before finally reaching consumers. These actors form the backbone of the cassava market,

ensuring the product flows from the field to the end consumer, whether they are within the national market or the regional markets in Guinea and Liberia.

In addition to the core actors, some support institutions that are crucial in enhancing the efficiency and productivity of the cassava value chain. These include research and development organizations including the Sierra Leone Agricultural

¹⁸ https://www.researchgate.net/publication/269988165_REGIONAL_CASSAVA_VALUE_CHAINS_ANALYSIS_IN_WEST_AFRICA_CASE_STUDY_OF_SIERRA-LEONE

Research Institute and IITA, financial institutions such as microfinance institutions and international development agencies like the United States Agency for International Development. Other notable support entities are Bo Agricultural and Forestry Company, Support to Agricultural Research for Development of Strategic Crops in Africa and the Unleashing the Power of Cassava in Africa project, all of which provide vital assistance in the form of research, extension services, financial aid and project-based interventions.

FRESH CASSAVA ROOTS

The fresh roots of cassava are largely produced in the upland ecology. The land is brushed, cleared and plowed using a tractor. Manual labour for land preparation seems not to be cost-effective. Cassava cuttings can be planted on ridges or flat land. High-yielding cassava varieties with high dry matter

content (Slicass 4 and Slicass 6) are recommended for planting. Cultivating improved cassava using good agricultural practices yields an average of 25 tons per hectare.

VALUE-ADDED PRODUCTS

Considering the current climatic conditions in Sierra Leone and the physiological response of cassava to rainfall events (conversion of starch to sugar and back to starch), value addition on fresh cassava roots is expected to take place from August–March. The processing of fresh cassava roots into value-added products involves primary and secondary processing:

- Primary processing includes peeling, washing and grating the cassava roots.
- Secondary processing involves converting cassava into products such as flour, starch, ethanol and animal feed.

Table 16 Main value-added cassava products and production methods

Product name	Description	Production
Fufu	Fufu is a starchy, smooth and elastic side dish that is typically made from cassava. The fermentation process gives fufu its unique flavour and texture, making it easy to swallow without chewing.	<ul style="list-style-type: none"> ■ Peeling and cutting ■ Soaking ■ Blending ■ Cooking ■ Shaping
Gari	Gari is a shelf-stable (10%–12% moisture content) granular product made by roasting and drying small particles of dewatered cassava mash. Gari is a highly versatile food that can be added to stews or simply mixed with water or milk (sugar may be added) and eaten as a filling snack.	<ul style="list-style-type: none"> ■ Peeling and washing ■ Grating ■ Dewatering ■ Sieving and frying ■ Milling and sieving ■ Packaging and storage
High-quality cassava flour	HQCF is prepared from peeled and grated cassava that has been dewatered, dried to 10%–12% moisture content, milled and screened to give a fine flour capable of passing through a 0.25 mm sieve. HQCF typically contains >90% starch, but is not pure starch as it contains a certain percentage of fibre and traces of protein and fat.	<ul style="list-style-type: none"> ■ Peeling and washing ■ Grating ■ Pressing ■ Drying ■ Milling ■ Packaging
Starch	Cassava starch has many remarkable characteristics, including high paste viscosity, high paste clarity and high freeze-thaw stability, which are advantageous to many industries. The two major components, amylose (linear) and amylopectin (highly branched), play critical roles in their ultimate functionality. Cassava starch, also known as tapioca starch, is extracted from the roots of the cassava plant.	<ul style="list-style-type: none"> ■ Transportation and storage ■ Cleaning and washing ■ Rasping (chopping and grinding) ■ Extraction ■ Dewatering ■ Drying ■ Final processing ■ Packaging and storage <p>These processes ensure high-quality cassava starch with minimal waste, as modern factories often use wastewater to produce biogas, which can cover the factory's energy needs.</p>

Source: Compiled by ITC.

2.1.1. INPUT SUPPLY

The agricultural inputs necessary for cassava farming include seeds and fertilizer. In discussions in 2020–2023, representatives from the public and private sectors said difficulty accessing inputs slowed cassava production in Sierra Leone.

Farmers in Sierra Leone use few enhanced/improved seed varieties for most agricultural commodities compared to farmers in other African countries and fertilizer use is low, at 4 kg/ha, compared to 9 kg/ha on average in sub-Saharan Africa. This is due to the absence of commercial markets for fertilizable goods, which leads to increased prices.

The hoe, cutlass and bare hands are mostly used to prepare land, crop, harvest and thresh. Most farm labourers are women and farming are either expensive or informal employment. Markets for machinery maintenance and spare parts are absent, as are processing facilities. Low agricultural yields are a result of low input utilization. Cassava yields are low, at 5.5 Mt/ha.¹⁹

2.1.2. FARMING

Cultivation begins with farmers who plant and harvest cassava roots. About 95% of these

producers are smallholder farmers who cultivate 0.2 ha to 2 ha farms with infrequent use of inputs or basic agronomic practices. Yields are currently low, estimated at 5 Mt/ hectare, though the average was 8–15 Mt/ha in 2010–2019 and can increase to 22–25 Mt/ha depending on varieties used. More than half (52.4%) of raw cassava roots produced by farmers is sold to local markets and 34.3% are sold on farm to unspecified markets or other consumers. Farmers export 6.3% of harvested raw cassava to other parts of the country and typically consume 7.1% at consumption. Over 2,000 producers are registered with various organizations; however, they have yet to be fully verified and formalized for effective coordination and contribution to the cassava.

NATIONAL FEDERATION OF FARMERS OF SIERRA LEONE²⁰

The National Federation of Farmers of Sierra Leone is responsible for registering farmers. The organization has a database of 75,000 value-chain actors (farmers) growing different commodities, including cassava, and a focal person from the federation leads the cassava value chain. The federation provides capacity building and institutional support to its farmers and engages in policy development, lobbying and advocacy.



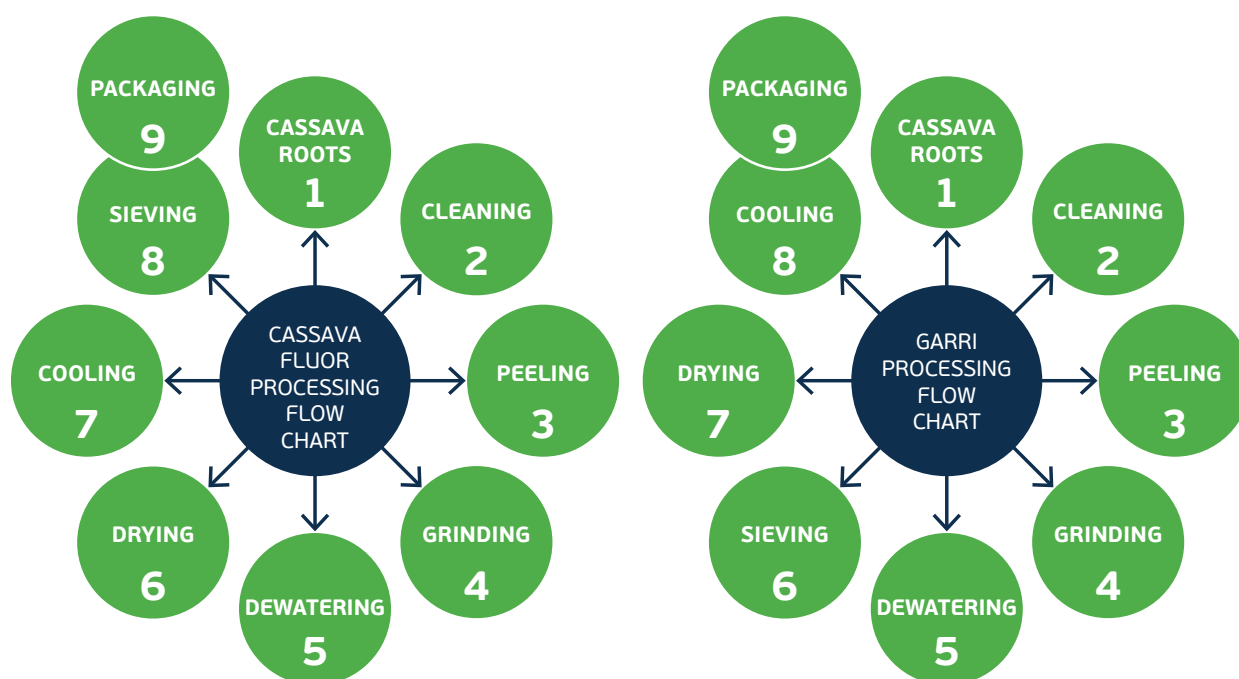
Source: Shutterstock

¹⁹ ITC. (2023). WACOMP: Report on access to inputs for agricultural exports in Sierra Leone.

²⁰ <https://naffsl.org/>

2.1.3. PROCESSING

Figure 11 Processing flow for cassava flour and gari



Source: Compiled by ITC.

Processors including Sierra Bo Garri, Moyamba garri, Mukapeth Investment Enterprises, Medtula, Sierra Tec Secure and other informal/minor processors own processing facilities/entities that convert harvested cassava roots into products such as gari, flour, starch, chips and ethanol in Sierra Leone.

A Sierra Leone Agricultural Research Institute study²¹ found that these processors face similar constraints vis-à-vis processing technology: a lack of innovative and modern technologies to transform raw cassava roots into gari; high fuel costs; the need to travel long distances to obtain fuel for the cassava grater; the need to use manual pressing machines and manual roasting and frying pans; a shortage of raw cassava roots; high transportation costs; and inadequate processing infrastructure.

Many processors reported that their production machinery is primarily sourced from domestic manufacturers, with only a small proportion imported. Most cassava roasters, presses, and graters utilized by processors are produced in Sierra

Leone, whereas equipment like cassava washers is imported from China.

Processors in the cassava value chain rate quality control higher than marketing of the end product or periodic product inspection. More than 60% of these processors said neither public nor private business development services providers had ever offered them business development services. However, almost 25% reported receiving business development services from non-profit private providers, such as the Africa Institute for Development & Equity, the Catholic Agency for Overseas Development and Oxfam.

These services included capacity building for value-chain actors, distribution of improved planting materials and the provision and installation of processing equipment. Although irregular, they gave the services a 'good' rating.

Research also shows that 90% of processors in Sierra Leone use Slicass 4 and Slicass 7 and they

21 Sierra Leone Agricultural Research Institute, 2024. Cassava baseline study.

mainly obtain or buy fresh roots from agrodealers such as Sierra Bo Garri, Moyamba garri, Mukapeth Investment Enterprises, Medtula and Sierra Tec

Secure. This was true of both large and small processors.²²

Table 17 Cassava product producers in Sierra Leone

Company	Products	Capacity (Mt/year)	Address	Contact
Lion Food Snacks & Beverage Ltd.	Fresh cassava tubers - sweet variety, fresh cassava tubers - bitter variety, gari, (HQCF), fufu, cassava bread	10	3 Personage Street Waterloo Village Western Area Rural District, Waterloo, Sierra Leone	info@lfsb.sl +232 76 602274
Nianda Agriculture and Trading Company	Fresh cassava tubers - sweet variety, cassava leaves, attiéké, (HQCF)	100	47 Sanders Street, Freetown, Sierra Leone	an228@yahoo.com +232 76 743055
Women and Youth in Agricultural Development Initiative)	Fresh cassava tubers - sweet variety, gari, attiéké, edible cassava flour/lafun, HQCF, cassava starch / tapioca, fufu, cassava bread, cassava chips	50	93 Circular Road, Freetown, No. 1 Pendembu Kailahun Highway, Tagbevu, Kailahun District, Sierra Leone	wayadisl118@gmail.com +232 76 601483

Source: WACOMP ITC, 2023. Cassava directory.

EQUIPMENT SUPPLIERS

Nobex Technical Company Limited has worked with cassava value-chain actors in Sierra Leone, which is among the many African nations to which Nobex has supplied its drying and roasting equipment for cassava. The company sells high-quality cassava-processing equipment including flash dryer technology, which dries agricultural goods almost instantly.

Nobex has improved the functionality and design of its machines through partnerships with Njala University and agricultural specialists including Sierra Bo gari, Moyamba gari and Mukapeth Investment, making them more economical and fuel-efficient for processors.

Cassava value-chain actors have been able to adopt more sophisticated machinery, which has improved output and quality for farmers and processors, thanks to the Sierra Leone Agricultural Research Institute's collaboration with Nobex. Still, there is a need to scale up and companies such as Sierra Tec Secure and Medtula intend to partner with the Sierra Leone Chambers of Agribusiness Development to develop product profiles for national and international trade.

2.1.4. MARKETING AND DISTRIBUTION

Few main avenues are used to market processed cassava or gari and other cassava-based products in Sierra Leone.²³ The first is village-based and involves the producers of gari, who are then distributors to rural consumers by rural wholesalers, assemblers, transporters and retailers. The second route involves the production of gari and other cassava-based products that rural assemblers sell to traders, who then supply metropolitan shops or urban customers directly.

In urban areas and permanent marketplaces, retailers sell gari and other cassava-based products on the side of the road; some even go door-to-door. Processors and traders of gari and other cassava-based items learn about prices in other markets through informal meetings, discussions between coworkers or friends in the market, or talks among traders, processors and consumers or transportation providers.

Processed products such starch, chips, fufu, gari and cassava flour are processed and then sold through different channels. Gari is the top seller, due to strong domestic demand. It is typically processed into various foods for domestic consumption.

²² Sierra Leone Agricultural Research Institute, 2024. Cassava baseline study.

²³ IITA. (2018). *Cassava value chain report*.

Women make modest amounts of fufu and starch. Starch is typically marketed to women who work in the industry and fufu is sold to local customers. A few cassava-processing facilities in the western, northern and southern parts of Sierra Leone generate premium cassava flour. On the national level, cassava flour has not been widely accepted or well marketed. There is therefore need to industrialize cassava in Sierra Leone.

by ensuring availability in larger quantities for both local and regional markets. Wholesalers often serve as a bridge between processors and retailers, while retailers sell directly to consumers. Businesses involved in this stage include Sierra Bo gari, Lion Food Snacks and Beverages, Moyamba Garri and Gbotima Garri.

WHOLESALE AND RETAILERS

These intermediaries purchase cassava products in bulk from processors for resale. They play a crucial role in distributing cassava-based products

2.1.5. OTHER ACTORS

In the broader context of agricultural value-chain development in Sierra Leone, several actors play a key role in regulating the industry, providing incentives and supporting research and development initiatives.

Table 18 Other actors in the cassava value chain

Product Name	Description	Contact
Ministry of Agriculture and Food Security	<p>The core mandate of the Ministry of Agriculture and Food Security is to formulate and advise on agricultural development policies for Sierra Leone. This mandate is tailored to individual divisions, including crop diversification, which focuses on cassava and other crops.</p> <p>The ministry has been formalizing and offering extension services to cassava value-chain actors through projects such as the West Africa Agricultural Productivity Program, the Food System Resilience Programme, Technologies for African Agricultural Transformation, IITA and the Sierra Leone Agricultural Competitiveness Project, which support capacity building with training on Good Agronomic Practices and weed management. They also promote the dissemination of improved cassava varieties developed by the Sierra Leone Agricultural Research Institute.</p>	<p>E-mail: info@mafs.gov.sl</p> <p>Website: www.maf.gov.sl</p>
National Fertilizer Regulatory Agency	<ul style="list-style-type: none"> ▪ Safeguard the interests of farmers against nutrient deficiencies, adulteration, misleading claims and short weight. ▪ Safeguard the interests of fertilizer companies and contribute to the creation of an enabling environment for private-sector investment in the fertilizer industry. ▪ Protect the people, animals, plants and the environment of Sierra Leone against the potential dangers associated with inappropriate fertilizer use; ▪ Facilitate national and regional trade in fertilizers by implementing principles and rules mutually agreed in the ECOWAS region to dismantle trade barriers. 	
National Revenue Authority	The authority assesses and collects domestic taxes, customs duties and other revenues specified by law. It also administers and enforces laws relating to these revenues and supports trade facilitation, border management and controls, among others.	https://www.nra.gov.sl/
Produce Monitoring Board	Established by an act of parliament in 2013, with the primary responsibility to monitor the production, processing and marketing of agricultural produce with a view to optimizing farmers' export earnings. The board is also responsible for encouraging investment aimed at adding value to produce for local consumption and export and for supporting and facilitating research to improve the quality of produce.	https://producemonitoringboard.sl/

Sierra Leone Chamber of Agribusiness Development	<ul style="list-style-type: none"> ▪ The principal private-sector partner of the Government for promoting foreign and domestic private investment in agriculture in Sierra Leone. ▪ Engages in advocacy, research and promotional activities to address problems and opportunities relating to the agricultural sector generally and private agricultural enterprises in particular. ▪ Collaborates with the Government to develop strategies, policies and programmes to promote, facilitate and support private investment in agricultural development and implements these strategies, policies and programmes on the national and international levels. 	https://www.slecad.biz/agribusiness-development-in-sierra-leone/
Sierra Leone Investment and Export Promotion Agency	<ul style="list-style-type: none"> ▪ Promotes investment opportunities in Sierra Leone and offers information to potential investors on matters relating to investments. ▪ Facilitates registration of businesses and helps investors obtain permits, licences, certificates or clearances needed to start operations (that is, acting as a 'one-stop' centre). ▪ Helps potential investors identify joint venture partners in Sierra Leone. ▪ Works to develop a relationship between the public and private sectors for the growth of investment. 	https://www.sliepa.gov.sl/
Sierra Leone Seed Certification Agency	<ul style="list-style-type: none"> ▪ Seed certification and standards: Sets and regulates seed standards, primarily for rice, and certifies seeds. ▪ Registration and licensing: Registers and deregisters seed operators and varieties; licenses seed processing facilities, importers and operators. ▪ Performance trials and testing: Conducts trials for new varieties and lab tests for seed quality; approves or rejects seeds. ▪ Inspection and compliance: Inspects seed fields, processing facilities and outlets to ensure compliance with regulations. ▪ Catalogue and marketing: Maintains a catalogue of crop varieties and publish an annual list of permitted varieties. ▪ Fee recommendations and monitoring: Recommends certification fees to the ministry and monitors seed supply and industry issues. ▪ Training and crisis management: Trains seed dealers and defines acceptable non-certified seeds during crises. 	http://www.slesca.gov.sl/

Source: Compiled by ITC.

PRIVATE SECTOR

The private sector – seed companies, producers, processors and businesses – also plays an important role, with their main contributions as follows:

- Collaborate with different sectors in programme implementation
- Raise funds to support programme activities
- Strengthen efforts to land investments
- Strengthen the design and implementation of outgrowers' models
- Design socioeconomic activities through a household economic analysis approach
- Prepare and apply a company-wide gender-sensitive policy
- Scale up knowledge and skill-building programmes for cassava producers and processors

NON-GOVERNMENTAL ORGANIZATIONS/ DEVELOPMENT ORGANIZATIONS

Non-governmental organizations (NGOs) such as the Africa Institute for Development & Equity, the Catholic Agency for Overseas Development, FAO, the West Africa Agricultural Productivity Program, the Food System Resilience Programme, Technologies for African Agricultural Transformation and IITA offer training, capacity building and sustainability programmes for smallholder farmers and other actors in the value chains.

They also collaborate with Ministry of Agricultural district officers and front-line extension agents working at the technical committee levels that work with each other for effective implementation and monitoring of cassava programmes in Sierra Leone.

2.2. BUSINESS SYSTEM

2.2.1. REGULATORY FRAMEWORK

A combination of national laws, international agreements and sustainability standards shapes Sierra Leone's regulatory framework for import and export measures. This framework aims to facilitate trade while ensuring compliance with environmental and social standards in Sierra Leone.

LEGAL FRAMEWORK FOR TRADE FACILITATION

The primary legislation governing trade and its operation in Sierra Leone includes the Customs Act of 2011,²⁴ which outlines the procedures for customs clearance, duties and tariffs on imported goods. Various regulations relevant to sectors such as agriculture, mining and manufacturing complement the act.

Additionally, the Trade Licensing Act regulates the issuance of licences for businesses that import and export. The Plant Quarantine Act (2004) regulates imports of plant materials, including cassava. It requires that all imported cassava undergo inspection and certification to ensure it is free of pests and diseases.

BUSINESS REGISTRATION

Firms that import and export must register with the Corporate Affairs Commission to obtain a business registration certificate. The commission is responsible for incorporating, registering and regulating companies. It establishes and maintains company registries, supervises mergers and acquisitions, prescribes necessary forms and fees, and ensures compliance with corporate laws. For more information, see <https://cac.gov.sl/gen-incorporation.html>.

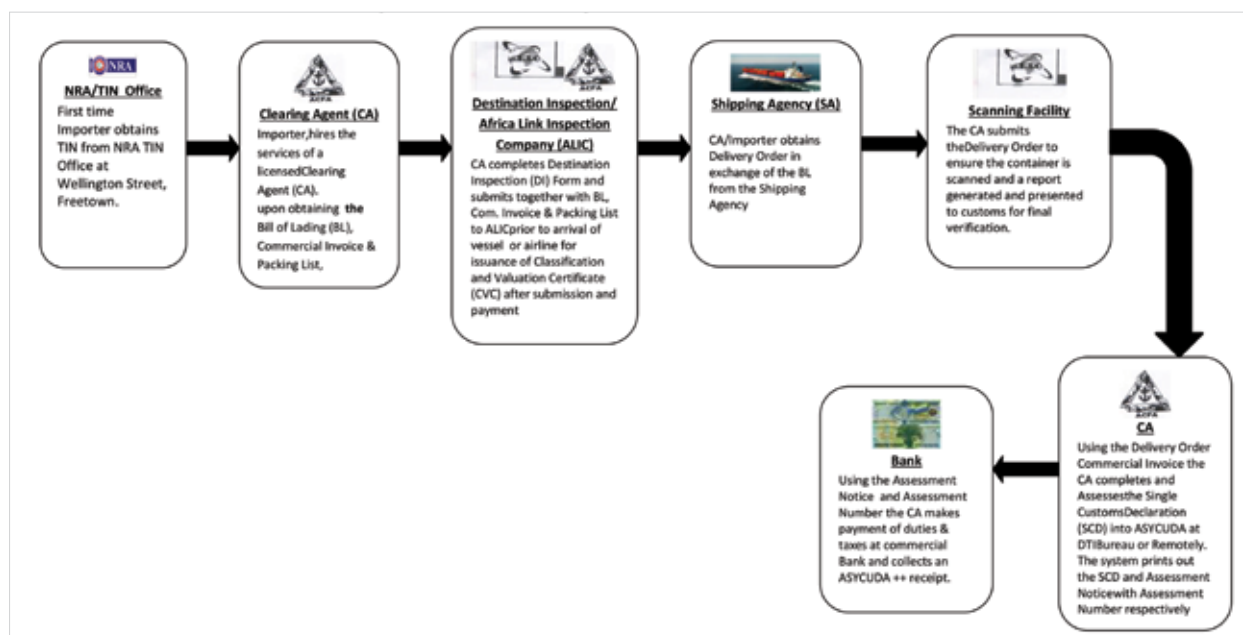
Figure 12 Business registration certificate in Sierra Leone

The form is titled "FORM 311 THE COMPANIES ACT NO. 5 OF 2009 CORPORATE AFFAIRS COMMISSION RECALL FORM". It is divided into sections. Section A includes fields for "1. The Business Name" and "Date of Incorporation". Section B includes "2. registration Type/Part X in appropriate box" and "3. Type of Legal Entity" with checkboxes for "Local", "Foreign", "Private", and "Public". Section C includes "4. Address", "5. Mobile number", and "6. Email". Section D includes "7. Describe your business Activity/Status of Business Activity/Industrial Classification/Part X in appropriate box" with checkboxes for "Manufacturing", "Farming/Fishing", "Commercial", "Transport/Communication", "Finance/Insurance/Real Estate", "Construction", "Retailing", and "Mining". Section E includes "8. Name of contact person", "9. Name of Secretary", and "10. Address of Secretary".

Source: Compiled by ITC.²⁵

²⁴ <https://www.wipo.int/wipolex/en/legislation/details/20541>

²⁵ <https://oarg.gov.sl/business-register>

Figure 13 Import clearance process

Source: National Revenue Authority²⁶

Step 1: Obtain tax identification number

- First-time importers must obtain a TIN from the National Revenue Authority's TIN office.

Step 2: Hire a clearing agent

- The importer hires a licensed clearing agent and provides essential documents such as the bill of lading, commercial invoice and packing list.

Step 4: Obtain delivery order from shipping agency

- The clearing agent or importer submits the bill of lading to the shipping agency to obtain the delivery order.

Step 5: Container scanning

- The clearing agent submits the delivery order to a scanning facility to ensure the container is scanned. A report is generated and presented to customs for final verification.

Step 6: Declaration in ASYCUDA

- The clearing agent uses the delivery order and commercial invoice to complete and assess the single customs declaration in the Automated System for Customs Data, either at the Direct Traders Input bureau or remotely. The system prints out the single customs declaration and assessment notice, each with a corresponding assessment number.

Step 7: Payment at the bank

- The clearing agent or importer pays duties and taxes at a commercial bank using the assessment notice and assessment number. The bank provides an Automated System for Customs Data receipt.

Step 8: Customs log room vetting

- Customs officials vet the registered declaration and attached documents, ensuring that payments are verified.
- The single customs declaration is routed to different lanes (green, blue, yellow or red) based on risk assessment.

Step 9: Customs release

- If the declaration passes all checks, customs generates a customs release order.

Step 10: Sierra Leone Ports Authority delivery

- The Sierra Leone Ports Authority issues system exit notes saying the consignment is ready for release.

Step 11: Final acknowledgment at exit gate

- The consignment is checked at the customs exit gate to ensure that the goods being released match what was cleared by customs.

For more information, visit <https://nra.gov.sl/import-and-export/customs-import-procedure>.

²⁶ https://nra.gov.sl/sites/default/files/Revised%20%20Customs%20Clearance%20Process_0.pdf

2.2.2. EXPORT PROCEDURES

Step 1: Exporter engages a clearing and forwarding agent

- The exporter hires a licensed clearing and forwarding agent to handle the export process.
- The exporter provides the necessary export-related documents to the agent (invoices, packing lists, contracts, etc.).

Step 2: Agent prepares the related procedures:

- Applies for the export permit (if required) from the relevant ministry.
- Applies to the commissioner of customs for approval to export.
- Requests container allocation from shipping agency.
- Registers a single customs declaration in the Automated System for Customs Data, generates an assessment notice and attaches transport, transaction and other documents provided by the exporter.

Step 3: Payment of fees

- The assessment notice shows the fees to process the declaration. The agent arranges payment at a commercial bank into the pre-payment account for the single customs declaration processing fees.

Step 4: Customs log room verification

- Customs officials verify the export declaration and attach documents in the log room. The declaration may be rejected if it is found to be incomplete or incorrect, and corrections will be required.

Step 5: Customs selectivity and inspection

- All export declarations are sent to the red lane, which indicates that the goods will be inspected.
- Customs officers witness the stuffing (loading) of the container at the exporter's warehouse.
- Customs scans the container at the port (quay).
- A customs examining officer checks the goods, then submits the inspection report to the chief examiner for verification.

Step 6: Verification by chief examiner

- The chief examiner reviews the inspection report. If the declaration is error-free, it is cleared. If errors are found, the declaration is queried for correction.

Once all processes are verified, customs generates a system release order indicating the goods can be exported. Upon receiving the customs release order, the port authority authorizes the release of the consignment for export. For more details, see <https://nra.gov.sl/import-and-export/customs-export-procedure>

For exporting cassava products, exporters must comply with both national standards set by the Sierra Leone Standards Bureau²⁷ and international standards such as those outlined by Codex Alimentarius. This includes ensuring that exported cassava is safe for consumption and meets quality standards.

EXPORTING TO THE EUROPEAN UNION

New European regulations came into force in December 2019 for the trade in plants and plant products from non-European Union countries.²⁸ This regulation requires cassava to have a phytosanitary certificate before entering the European Union, guaranteeing that it is:

- properly inspected;
- free from quarantine pests, within the requirements for regulated non-quarantine pests and practically free from other pests;
- in line with the EU's plant health requirements, laid down in Implementing Regulation (EU) 2019/2072.²⁹

For roots and tubers such as cassava, an official statement is required that the consignment or lot does not contain more than 1% by net weight of soil and growing medium.

For more information, see <https://www.cbi.eu/market-information/fresh-fruit-vegetables/cassava/market-entry>.

²⁷ <https://slsb.gov.sl/>

²⁸ https://food.ec.europa.eu/plants/plant-health-and-biosecurity/trade-plants-plant-products-non-eu-countries_en

²⁹ https://eur-lex.europa.eu/eli/reg_impl/2019/2072/oj

2.2.3. SUSTAINABILITY STANDARDS

Sierra Leone has made strides to integrate sustainability into its trade practices. The Environmental Protection Agency³⁰ enforces regulations that require environmental impact assessments (EIAs) for certain projects related to imports and exports, particularly in sectors such as mining and forestry.

The Environmental Protection Act (2000) provides a framework for environmental governance in Sierra Leone, mandating EIAs to ensure agricultural projects, such as cassava cultivation, do not cause deforestation or ecosystem degradation.

The National Environmental Policy (2005) promotes sustainable agricultural practices that balance economic growth with environmental protection. The Environment Protection Agency Act No. 15 of 2022 strengthens environmental management by requiring EIAs to mitigate environmental harm in agriculture. The Sierra Leone Meteorological Agency Act No. 8 of 2017 supports agriculture with critical weather and climate services, aiding in sustainable planning and disaster preparedness.

Additionally, the Local Government Act No. 26 of 2022 empowers local governance to manage environmental conservation. The Multilateral Environmental Agreements Implementation Coordination Committee and the National Disaster Management Agency ensure compliance with international environmental standards and address disaster risks, essential for safeguarding food production.³¹

ENVIRONMENTAL IMPACT ASSESSMENT

Projects requiring an EIA licence in Sierra Leone include those that involve significant changes in renewable resource use, such as converting land for agricultural production, forestry or pasture.³² Major changes in farming practices – such as introducing new crops or large-scale mechanization – also require EIAs.

Additionally, projects involving hydraulic resource exploitation (e.g. dams or irrigation systems), infrastructure development (e.g. roads, airports and railways), industrial activities (e.g. power plants, cement plants and agro-industries) or extractive industries (e.g. mining and oil extraction) are subject to EIAs. Waste management projects, housing developments and the establishment of entertainment venues or repair garages, as well as the importation of second-hand vehicles, also fall under this regulation.

For further details on applying for an EIA, see EPA's application portal at <https://agroeia.epa.gov.sl/> and the Environmental Protection Agency Act 2022 at <https://sierralii.gov.sl/akn/sl/act/2022/15/eng@2022-09-15/source>.

SUSTAINABLE AGRICULTURE PRACTICES

The Government of Sierra Leone promotes sustainable agricultural practices aimed at enhancing food security while protecting natural resources. These practices are aligned with international standards, such as those from FAO, which leads several key initiatives:

- **Sustainable Agriculture Development:** FAO highlights improving agricultural productivity and sustainability while minimizing environmental impact. This includes using conservation agriculture, agroforestry and organic farming practices.
- **Climate-Smart Agriculture:** This initiative seeks to increase resilience to climate change while reducing greenhouse gas emissions. It promotes climate-resilient crops, animal varieties and techniques such as conservation agriculture and agroforestry.
- **Save and Grow:** This initiative advocates for sustainable crop production practices, including precision agriculture and conservation agriculture, aiming to boost yields while minimizing environmental degradation.

³⁰ <https://epa.gov.sl/>

³¹ <https://sierralii.gov.sl/articles/2023-06-26/Samuel/an-overview-of-sierra-leones-environmental-laws-a-legal-framework>

³² <https://faolex.fao.org/docs/pdf/sie89631.pdf>

CERTIFICATION SCHEMES

Certification schemes, including Fair Trade, GLOBALG.A.P. and Rainforest Alliance, ensure sustainable sourcing for products such as palm oil, cassava flour, cocoa, coffee and timber. Additionally, the Sierra Leone Seed Certification Agency's Regulations (2020) outline standards to ensure quality and sustainability in seed production, supporting long-term agricultural growth. See the 2020 regulations at <https://archive.gazettes.africa/archive/sl/2020/sl-government-gazette-dated-2020-04-14-no-21.pdf>.

2.2.4. FINANCIAL OPPORTUNITIES

Financial institutions offer loans and financial services to stakeholders in the cassava value chain. A recent financial service providers survey revealed that 85.7% of the financial institutions interviewed did not participate in any platform that promoted cassava innovation. The majority were open to joining an innovation platform. This is because of limited knowledge on cassava value-chain development in the country.

Actors in the cassava value chain obtain credit from roughly 67% of financial service providers. Most goes to marketers (46.4%), followed by producers (32.1%). Just 7.1% offer credit to processors, customers and other actors. Most financial service providers said they were eager to join the cassava value-chain platform if invited, although few use existing innovation platforms. Interest in cassava innovation platforms has grown since community agricultural banks were established, and some of those institutions are willing to participate.³³

BANK LOANS

Commercial banks in Sierra Leone offer loans to businesses for purposes such as capital expenditure, working capital and expansion. Interest rates vary greatly based on the bank's policies and the risk profile of the business. Major banks include the Sierra Leone Commercial Bank, Ecobank, Union Trust Bank, Vista Bank, Guarantee Trust Bank and Zenith Bank.

Commercial banks offer several types of loans tailored for agricultural purposes:

- **Working capital loans:** These loans are designed to cover day-to-day operational costs such as purchasing seeds, fertilizer and other inputs necessary for farming activities.
- **Investment loans:** These are long-term loans to finance major investments in agricultural infrastructure, such as irrigation systems, storage facilities or machinery.
- **Seasonal loans:** These loans are typically short-term and help farmers during planting or harvesting seasons. They often have flexible repayment terms aligned with the crop cycle.
- **Interest rates and terms:** The interest rates on agricultural loans from commercial banks can vary widely based on market conditions and the bank's policies. However, recent government initiatives aim to lower these rates:
- **Competitive interest rates:** As part of efforts to stimulate agricultural production, some banks may offer interest rates that are lower than the prevailing market rate (which can exceed 30%). For instance, initiatives like the Agriculture Credit Facility launched by the Bank of Sierra Leone provide loans at around 10% interest.
- **Repayment terms:** Loan repayment periods can range from a few months to several years depending on the type of loan and the cash flow cycle of the borrower's agricultural activities.
- **Eligibility criteria:** To qualify for agricultural loans from commercial banks in Sierra Leone, borrowers typically need to meet certain criteria:
- **Business plan:** Applicants must present a viable business plan outlining their farming operations, expected yields and financial projections.
- **Collateral requirements:** Banks usually require collateral to secure loans. This could be land titles or other assets that can be liquidated if necessary.
- **Credit history:** A good credit history may be essential for securing larger loan amounts or more favourable terms.

³³ Sierra Leone Agricultural Research Institute, 2018. *Cassava value chain report*.

Table 19 Main commercial banks in Sierra Leone

Commercial bank	Website
Ecobank	https://ecobank.com/personal-banking
Guarantee Trust Bank	https://www.gtbank.com/
Sierra Leone Commercial Bank Limited (SLCB)	https://www.slcbl.com/
Union Trust Bank	https://www.utb.sl/
Vista Bank	https://www.vistabank.com/
Zenith Bank	https://www.zenithbank.com/

Source: Compiled by ITC.

MICROFINANCE INSTITUTIONS

Sierra Leone's financial sector includes microfinance institutions that provide financial services to underserved populations, including SMEs working on cassava and other commodities that may not qualify for traditional bank loans. Institutions such as BRAC

Sierra Leone, Lift Above Poverty Organization and Opportunity International offer a range of financial products to individuals and small businesses. These organizations offer microloans of lower amounts, but higher interest rates than commercial banks.

Table 20 Microfinance institutions

Microfinance institutions	Services/products	Website
BRAC, Sierra Leone	<ul style="list-style-type: none"> Microloans: BRAC provides small loans to individuals, particularly women entrepreneurs, to start or expand their businesses. These loans typically have flexible repayment terms and competitive interest rates. Group lending: To mitigate risks associated with lending to individuals without collateral, BRAC employs a group lending model where borrowers form groups that guarantee each other's loans. This fosters community support and accountability. Savings products: BRAC also encourages savings among its clients through various accounts that offer interest rates conducive to helping clients build financial security. Financial literacy training: Recognizing that access to finance alone is not sufficient for economic empowerment, BRAC provides training on financial literacy, business management skills and entrepreneurship. 	https://bracinternational.org/brac-microfinance-sierra-leone/
LAPO	<ul style="list-style-type: none"> Microcredit services: LAPO offers microcredit facilities tailored for low-income earners who may not qualify for traditional bank loans. The amounts are usually small, but can significantly affect borrowers' livelihoods. Insurance products: LAPO provides insurance options such as health insurance and life insurance products aimed at protecting clients against unforeseen circumstances that could jeopardize their financial stability. Savings mobilization: Similar to BRAC, LAPO promotes savings among its clients through various schemes designed to encourage regular deposits while offering competitive interest rates. Capacity-building programmes: LAPO offers training focused on business development skills and financial management to enhance the effectiveness of its loan products. 	https://lapo-sl.org/
Opportunity International Entities	<ul style="list-style-type: none"> Microloans: Opportunity International offers microloans specifically designed for small-scale entrepreneurs who lack access to traditional banking services. These loans help clients invest in income-generating activities. Savings accounts: The organization offers savings accounts with attractive interest rates aimed at encouraging clients to save money for future investments or emergencies. Business training programmes: Opportunity International promotes education by providing training programmes that give clients essential business skills necessary for managing their enterprises effectively. Digital financial services: In recent years, Opportunity International has embraced technology by offering digital banking solutions that facilitate easier access to funds and enable clients to manage their finances more efficiently through mobile platforms. 	https://mof.gov.sl/

Source: Compiled by ITC.

TRADE FINANCE

Businesses engaged in import–export activities can access trade finance facilities from banks that help them manage cash flow gaps arising from delayed payments or long shipping times. This includes letters of credit and invoice financing.

Trade finance facilities in Sierra Leone are essential to facilitate international trade and ensure that businesses can operate effectively in the global market. The banking sector, regulated by the Bank of Sierra Leone, offers various trade finance products to support exporters and importers.

Table 21 Primary available trade finance facilities from banks in Sierra Leone

Trade finance facilities	Description
Letters of Credit	Letters of credit are one of the most common trade finance instruments used in Sierra Leone. They serve as a guarantee from a bank on behalf of an importer that payment will be made to the exporter once certain conditions are met. The process typically involves: <ul style="list-style-type: none"> a. Request/application letter: Importers must submit a request for a letter of credit to their bank. b. Agreement with supplier: There must be a formal agreement between the importer and exporter detailing the terms of sale. c. Current account maintenance: Importers must maintain a satisfactory current account with the bank for a minimum period (usually six months). d. Products to be financed: The specific goods or services being imported must be clearly defined. e. Warehousing conditions: Banks may require information about warehousing arrangements for goods. f. Security/collateral: Banks often require collateral or security against the letter of credit issued. g. Minimum contribution: Importers may need to contribute a minimum percentage (often around 30%) towards the transaction. h. Type of letters of credit: Banks offer different types of letters of credit, including confirmed and unconfirmed letters of credit, depending on the level of risk involved.
Bills for collection	This facility allows exporters to send documents related to their shipments through their banks, which then collect payment from importers' banks before releasing shipping documents. This method provides some security, but does not offer as much protection as a letter of credit.
Open accounts	In this arrangement, goods are shipped and delivered before payment is due. While this method is more favourable for buyers (as it gives them time to sell goods before making payment), it is riskier for sellers, especially in less stable markets like Sierra Leone.
Trade financing loans	Banks in Sierra Leone also provide short-term loans specifically designed for financing trade activities. These loans can help businesses manage cash flow gaps between purchasing inventory and receiving payments from customers.
Export financing	To promote exports, some banks offer specialized financing options aimed at supporting local businesses looking to enter international markets. This may include pre-shipment financing where funds are provided before goods are shipped.
Foreign-exchange services	Given that international trade often involves multiple currencies, banks provide foreign-exchange services that allow businesses to convert local currency into foreign currencies needed for transactions.
Insurance products	Banks may partner with insurance companies to offer products that protect against risks associated with international trade, such as cargo loss or damage during transit.

Source: Compiled by ITC.

While various trade finance facilities are available in Sierra Leone, challenges such as high lending rates and limited access to long-term financing can affect how businesses use these services effectively.

ALTERNATIVE FINANCING SOURCES

- Venture capital and private equity: Although still nascent in Sierra Leone, there are emerging venture capital firms that invest in start-ups and SMEs with high growth potential. These investments often come with mentorship and strategic guidance.
- Venture capital and private equity in Sierra Leone: The venture capital and private equity landscape in Sierra Leone is evolving, driven by a combination of local entrepreneurial spirit, government initiatives and growing interest from international investors. The country has seen a notable increase in the number of local and international venture capital firms looking to invest in high-growth sectors such as agriculture, technology and renewable energy. This growth is crucial to foster innovation and economic development in the country.
- Impact investing growth: There is a rising interest in impact investing – investments made with the intention of generating social or environmental benefits alongside financial returns. Organizations

such as Pangea Global Ventures are actively working to connect local businesses with international impact investors.

- Crowdfunding:³⁴ Online crowdfunding platforms are becoming increasingly popular as a means for businesses to raise funds from a large number of people via the internet. While this is still an evolving concept in Sierra Leone, it presents an opportunity for innovative scalable projects.
- Angel investors: Wealthy individuals or groups that provide capital for start-ups or small businesses in exchange for ownership equity or convertible debt are known as angel investors. Their involvement also brings valuable expertise and networking opportunities.

2.2.5. E-COMMERCE

As e-commerce continues to grow globally, Sierra Leone is gradually embracing digital commerce through various tools and platforms designed to facilitate online transactions.

Table 22 Main e-commerce platforms in Sierra Leone

Name	Description	Website
Custom Cart	Making up about 20% of the e-commerce landscape, Custom Cart solutions are tailored specifically to meet the unique needs of local businesses, providing them with personalized features and functionalities.	https://www.customcart.com/
Drupal Commerce	This platform represents around 6.7% of the e-commerce sites in Sierra Leone. Drupal Commerce is built on the Drupal content management system and offers robust features for managing complex product catalogues and transactions.	https://drupalcommerce.org/
Magento	Also accounting for 6.7% of e-commerce stores, Magento is known for its scalability and flexibility, making it suitable for larger firms that require advanced e-commerce capabilities. These platforms cater to various business needs, from small start-ups to larger enterprises, enabling them to reach customers effectively through online channels.	
WooCommerce	This is the most popular platform among e-commerce stores in Sierra Leone, accounting for around 66.7% of stores using Stripe for payment processing. WooCommerce is a flexible and customizable plugin for WordPress that allows users to create fully functional online stores.	https://woocommerce.com/

Source: Compiled by ITC.

In addition, many businesses leverage social media platforms including Facebook and Instagram to sell products directly through posts or ads targeting specific demographics within Sierra Leone.

PAYMENT SOLUTIONS

- Mobile money services: Mobile money platforms such as Orange Money and Africell Money have gained popularity as they allow users to send money, pay bills and make purchases easily using their mobile phones without needing a bank account.
- Online payment gateways: Some international payment gateways such as PayPal are accessible. However, local solutions are being developed to cater specifically to the needs of Sierra Leonean businesses.

³⁴ <https://saloncrowdfunder.com/>

2.2.6. INDUSTRY ASSOCIATIONS AND BUSINESS SUPPORT ORGANIZATIONS

INDUSTRY ASSOCIATIONS

Industry associations play a vital role in supporting businesses by providing resources, advocacy and networking opportunities:

Table 23 Industry associations

Industry associations	Role	Contact information
Federation of Small Businesses Sierra Leone	Aims to support small businesses across various sectors in Sierra Leone by providing them with resources such as training programmes, access to finance and advocacy at both local and national levels.	Address: New England Ville Road, Freetown, Sierra Leone Tel: +232 88 8888 E-mail: info@fsbsierraleone.org Website: www.fsbsierraleone.org
Sierra Leone Chamber of Commerce, Industry and Agriculture	One of the most prominent business organizations in Sierra Leone, the chamber serves as a voice for the private sector, advocating for policies that promote trade and investment. The chamber offers networking opportunities, business support services and training programmes to enhance the capacity of its members.	Address: 7A Siaka Stevens Street, Freetown, Sierra Leone Tel: +232 76 600 600 E-mail: info@slccia.org Website: https://sldevelopmentencyclopaedia.org/
Sierra Leone Mining Association	Represents the mining sector in Sierra Leone and works to ensure sustainable mining practices while advocating for policies that benefit both the industry and local communities. The association also engages in dialogue with government bodies on regulatory frameworks.	Address: No.1 Old Railway Line, Freetown, Sierra Leone Tel: +232 79 000 111 E-mail: info@slma.org Website: www.slma.org
Sierra Leone Association of Manufacturers (SLAM)	SLAM represents the interests of manufacturers in Sierra Leone. It focuses on promoting local manufacturing industries by advocating for favourable policies and regulations. The association also provides resources for capacity building and technical assistance to its members.	Address: 12 Campbell Street, Freetown, Sierra Leone Tel: +232 78 123 456 E-mail: info@slam.org.sl

Source: Compiled by ITC.

OTHER BUSINESS SUPPORT ORGANIZATIONS

Table 24 Business support organizations

Business support organizations	Role	Website
Women's Business Association of Sierra Leone	Aims to empower women's agripreneurship, entrepreneurs through capacity-building workshops, mentorship programmes and networking events specifically designed for women-led businesses.	
The Small Enterprises Development Agency	Offers support services including business advisory services, access to finance information and capacity-building workshops aimed at small enterprises.	https://smeda.gov.sl/

Source: Compiled by ITC.

2.2.7. GOVERNMENT SUPPORT AND INITIATIVES

PROGRAMMES TO IMPROVE ACCESS TO FINANCE FOR FARMERS

- • Feed Salone Initiative: This flagship programme boosts local food production through increased investment in agriculture. It includes provisions for facilitating access to credit through partnerships with commercial banks.
- • CACS N200 Billion Fund: Established by the Central Bank of Nigeria and the Federal Ministry of Agriculture and Water Resources, this fund supports agricultural businesses in Sierra Leone through low-interest loans.

ECONOMIC DEVELOPMENT INITIATIVES

- MCC Threshold Program: A partnership with the Millennium Challenge Corporation focused on improving access to clean water and reliable electricity while supporting anti-corruption reforms.
- Agricultural support programmes: Various initiatives aim to enhance agricultural productivity among smallholder farmers through training in modern farming techniques and better access to markets.
- Youth engagement projects: The government collaborates with organizations such as UNICEF to engage youth in community development projects that promote peacebuilding and social cohesion.

SOCIAL PROTECTION MEASURES

- Recognizing the need for social safety nets, the Government has adopted measures to protect vulnerable populations:
- Cash transfer programmes: These programmes provide financial assistance to low-income families, helping them meet basic needs such as food and healthcare.

2.2.8. TRAINING OPPORTUNITIES

Sierra Leone has strengthened its workforce through various training programmes aimed at improving skills and employability. Government initiatives, NGOs and international development agencies often provide these opportunities

- Government initiatives: The Government of Sierra Leone, through the Ministries of Education, Trade and Industries, and Agriculture and Food Security, has been offering vocational and capacity building training programmes on value-chain development that focus on technical skills and product profiles in sectors such as agriculture, business development, construction and information technology. These programmes are designed to equip young people and SMEs with practical skills that meet the demands of the local job market.
- NGOs and international organizations: Many NGOs operate in Sierra Leone, offering training programmes tailored to specific industries. For instance:
 - a. The International Labour Organization runs projects aimed at promoting decent work and providing vocational training
 - b. GIZ offers training and coaching programmes for SMEs. Development partnerships with the private sector as well as market-oriented vocational training plans are available for training in manual and technical trades, notably the agricultural sector. In addition, GIZ is advising Sierra Leone's Ministry of Agriculture on developing guidelines and improvements for institutional and technical capacity.³⁵
 - c. World Vision focuses on youth empowerment through skills development programmes that include entrepreneurship training on Good Agricultural Practices and product profiles development.

UNIVERSITIES AND COLLEGES

Institutions including the University of Sierra Leone offer degree programmes that incorporate practical training components, while technical colleges provide diplomas.

³⁵ <https://www.giz.de/en/worldwide/343.html>

Table 25 Universities offering training

Universities	Website
Eastern Technical University	https://www.etusl.edu.sl/vwFacultyInfo/1999747156/index.aspx
Njala University	https://njala.edu.sl/
University of Makeni	https://unimak.edu.sl/faculty-of-agriculture/

Source: Compiled by ITC.

2.2.9. NETWORKING EVENTS

Networking has been crucial for professional growth and business development in Sierra Leone. Various events have facilitated connections among agripreneurship, entrepreneurs, professionals and industry leaders:

- Business expos and trade fairs: Events like the annual trade fair organized by the Sierra Leone Chamber of Commerce provide a platform for businesses to showcase their products while networking with potential clients and partners.
- Conferences and workshops: Regularly held conferences on topics such as agripreneurship, entrepreneurship, technology innovation and sustainable development attract participants from different sectors. These events often feature keynote speakers from both local and international backgrounds.
- Meetups and professional associations: Local chapters of international organizations often host meetups where professionals can share insights, experiences and opportunities in their fields.
- Social media groups: Platforms including LinkedIn have become increasingly popular for networking among professionals in Sierra Leone, allowing people to connect virtually with peers across different industries.

2.2.10. TRANSPORTATION AND LOGISTICS REGISTRY

Logistics services encompass a wide range of solutions tailored to meet the needs of various economic operators. These services are crucial to facilitate trade, enhance supply-chain efficiency and support socioeconomic development. Below is a detailed overview of the logistics services available in Sierra Leone.

The country's logistics landscape is characterized by multimodal transport options that include:

- Sea freight: This involves the transportation of goods via ocean shipping, which is essential for both imports and exports. Companies such as Africa Global Logistics provide container and breakbulk terminal services to handle diverse cargo types.
- Air freight: For time-sensitive shipments, air freight services offer rapid delivery options. This includes express air service for couriers and small parcels, ensuring quick transit times.
- Land transport: Road freight plays a major role in connecting ports with inland destinations. Reliable trucking services are essential to move goods efficiently across the country.
- Delivery services: Companies including Jumia and SEND ME have established delivery networks that enable online retailers to reach customers efficiently across urban areas in Sierra Leone.
- Warehousing solutions: As e-commerce grows, warehousing facilities are becoming essential for inventory management before products reach consumers.

2.3. RECOMMENDATIONS

INVESTMENT OPPORTUNITIES

- Cassava production: Sierra Leone has considerable potential for cassava cultivation, particularly in districts such as Bo, Moyamba and Tonkolili. Investing in modern farming techniques and high-yield varieties can boost production.
- Processing and value addition: There is a growing demand for processed cassava products such as gari, cassava flour and starch.
- Market development: Identifying and accessing international markets, such as the United Kingdom, for cassava products can be lucrative. Developing a roadmap for product and market development is crucial.
- Research and development: Investing in research and development can improve cassava varieties and processing techniques, enhancing productivity and quality. Investing in the development of improved cassava varieties that are high-yielding and disease-resistant and investing in processing facilities can add value to cassava and reduce losses.
- Policy and infrastructure support: Engaging with government initiatives and policies that promote cassava production and processing can provide additional support and incentives.

ENHANCING THE VALUE OF CASSAVA PRODUCTS

Enhancing the value of cassava products can boost their market appeal and profitability. Here are some strategies focusing on packaging, branding and quality assurance:

Enhancing productivity

- High-yield varieties: Using disease-resistant and high-yield cassava varieties can greatly boost production.
- Good agronomic practices: Using best practices in planting, weeding and harvesting can improve yields.
- Technological adoption: Using modern farming equipment and techniques can reduce labour costs and increase efficiency.

Packaging

- Innovative designs: Use attractive and functional packaging that stands out on the shelf. Consider eco-friendly materials to appeal to environmentally conscious consumers.

- Proper labelling: Ensure labels are clear and informative, including nutritional information, usage instructions and expiration dates.
- Portion sizes: Offer various portion sizes to cater to different consumer needs, from single servings to bulk packages.

Branding

- Brand identity: Develop a strong brand identity with a memorable logo, tagline and consistent colour scheme.
- Storytelling: Share the story behind your cassava products, such as their origin, the farmers involved and the benefits of cassava.
- Marketing campaigns: Use social media, influencers and local events to promote your brand and engage with your audience.

Technology

The efficiency and product quality of Sierra Leone's cassava value chain can be improved by adopting modern processing equipment and technologies. Here are some key advancements:

- Flash dryers: These are highly efficient for drying cassava starch and flour. Flash drying is faster and more energy-efficient than traditional sun drying, especially at large scales.
- Mechanical peelers: These machines can reduce the labour and time required for peeling cassava, which is a crucial step in processing.
- HQCF production: Small-scale innovations in flash-dryer technology have been developed to produce HQCF more efficiently. This technology is particularly beneficial for SMEs.
- Fermentation technologies: Modern fermentation techniques can improve the quality and shelf-life of cassava products. These methods help in producing high-quality gari, fufu and other fermented cassava products.
- Energy-efficient equipment: Upgrading to energy-efficient machinery can reduce production costs and lessen environmental impact. This includes improved designs for small-scale dryers and other processing equipment.
- Integrated processing systems: These systems combine multiple processing steps into a single, streamlined operation, improving efficiency and product quality.

Quality assurance

- Standards compliance: Adhere to local and international quality standards to ensure product safety and reliability.
- Training and education: Train farmers and processors on best practices for cultivation, harvesting and processing to maintain high quality.
- Regular inspections: Implement regular quality checks and audits to identify and address any issues promptly.

By focusing on these areas, businesses can enhance the value of the cassava products, making them more appealing to consumers and competitive in the market.

PURSUE HQCF CERTIFICATION FOR GREATER MARKET OPPORTUNITIES

Businesses in Sierra Leone, particularly those involved in cassava processing, should pursue certification for high-quality cassava flour. Obtaining certification offers numerous benefits, including:

- Increased income for farmers and processors: Certified products often command premium prices in both domestic and export markets due to their guaranteed quality.
- Improved food security: Consistent quality in cassava products supports stable supply chains, contributing to national food security.
- Market differentiation: Certification enables businesses to stand out in competitive markets by offering products with verified quality attributes, increasing consumer trust.

How to obtain HQCF certification

- Develop and follow standards

Businesses must comply with established standards for HQCF production. These standards cover aspects such as raw material sourcing, processing methods, hygiene, packaging and storage conditions. It's advisable to familiarize yourself with both local and international best practices.

- Participate in training programmes

To ensure consistent product quality, businesses should invest in training and capacity-building programmes. These initiatives help educate farmers and processors on the best practices for cassava cultivation, processing techniques, hygiene and quality-control measures.

- Submit to inspection and testing

Certification involves a strict inspection and testing regime. Samples of cassava flour are analysed in labs to ensure they meet the established standards for moisture content, microbial contamination and other quality indicators. Compliance with these standards is essential to move forward in the certification process.

- Receive certification

Once the inspection and testing processes confirm that your HQCF meets all quality criteria, a certification will be issued. This certificate serves as formal recognition that your products comply with HQCF standards, enhancing credibility and market access.

Stakeholders involved in certification

- Government agencies: The Ministry of Agriculture and other government bodies manage and monitor the certification process to ensure alignment with national agricultural policies.
- Research institutions: Organizations such as the Sierra Leone Agricultural Research Institute provide vital technologies and methodologies to support HQCF production.
- Private sector: Businesses, cooperatives and local processors are central players in implementing the certification standards.
- International partners: Programmes such as Technologies for African Agricultural Transformation offer technical assistance, funding and capacity-building support to help businesses comply with certification standards.



Source: Shutterstock



03

TOGO

3. Togo

Agriculture plays a vital role in Togo's economy, contributing more than 40% of the country's gross domestic product and employing nearly two-thirds of workers. Cassava is central to Togolese cuisine and culture, serving as the main ingredient in traditional dishes such as fufu and being processed into gari or tapioca for wider consumption. Togo is one of the top consumers of cassava globally, trailing behind Kenya, Indonesia and Ghana in terms of overall consumption.³⁶

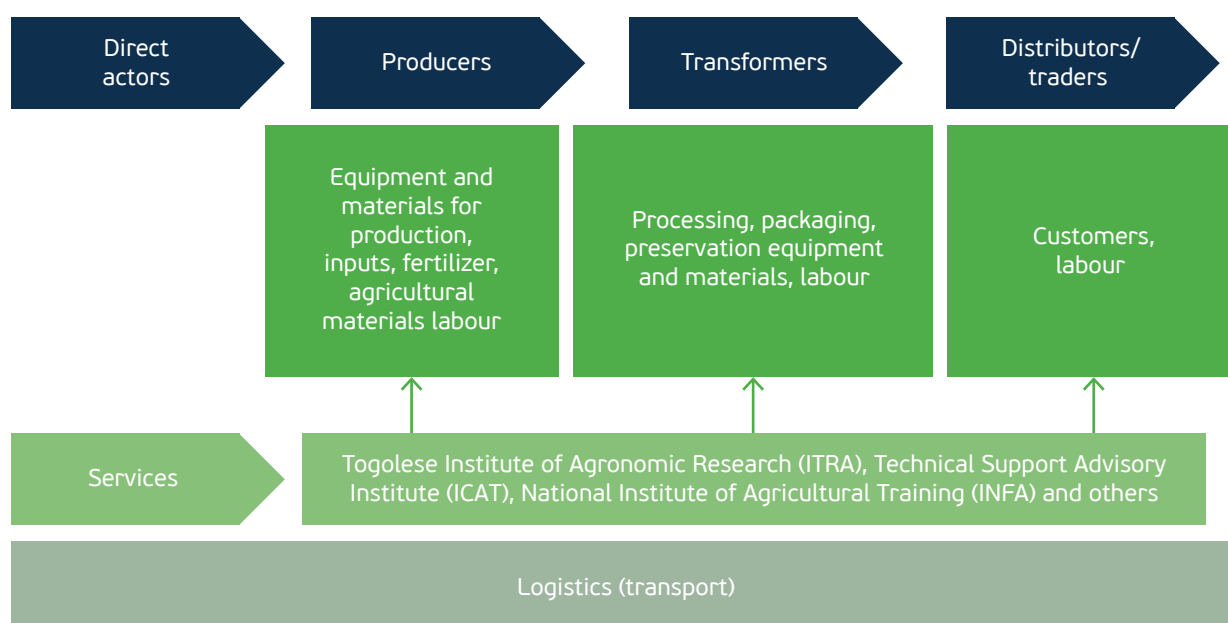
On the production side, Togo's cassava is predominantly grown in the southern regions, including Agoè, Tabligbo, Tsévié, Vogan and Aného.³⁷

National cassava production reached about 1,224,641 tons in the 2022/23 crop year.³⁸ Cassava output is projected to grow steadily in the coming years, continuing a long-term trend of increased production.³⁹

This growth highlights cassava's importance both as a food security crop and as a potential driver for agro-industrial development. While the cassava industry faces challenges such as limited mechanization and post-harvest losses, but it also presents opportunities for value-chain enhancement, improved processing and export potential.

3.1. MAPPING OF THE CASSAVA VALUE CHAIN

Figure 14 Cassava value chain map in Togo



Source: Compiled by ITC.

36 Togo Cassava Industry Outlook 2022–2026. <https://www.reportlinker.com/clp/country/3978/726293>

37 <https://www.ariseip.com/togo-agriculture-industry/>

38 Ministère de l'Agriculture, de l'Élevage et du Développement Rural, 2023.

39 Togo Cassava Industry Outlook 2022–2026. *op. cit.*

As Figure 18 shows, the Togolese cassava value chain begins with input supply, where farmers access key materials such as cassava cuttings, fertilizer, pesticides and farming tools. Agrodealers and suppliers provide these inputs. However, challenges such as limited access to quality inputs, especially improved cassava varieties, often hinder productivity for smallholder farmers.

In the production stage, smallholder farmers using traditional methods mainly cultivate cassava. The production cycle lasts 9–18 months, depending on the cassava variety. Farmers face assorted challenges, including unpredictable weather patterns, pests and diseases such as cassava mosaic disease. Nonetheless, cassava remains a vital crop for food security in both rural and urban areas of Togo.

The next stage is processing, which is largely handled by women and small cooperatives. Cassava is processed into several products, including gari, cassava flour, fufu, starch and tapioca. Processing methods can be manual or mechanical, depending on the scale of production. However, limited access to modern processing technologies can slow down production and reduce the quality of processed cassava products.

After processing, cassava moves through the transportation and distribution phase. Due to its perishability, fresh cassava needs to be transported quickly. However, poor rural infrastructure, such as bad roads, often increases transportation costs and results in post-harvest losses. Distribution networks, mostly informal, involve local traders who transport cassava products to urban markets and neighbouring countries.

Marketing and sales are key stages where cassava products reach consumers through local markets, retail outlets and regional trade. Togolese cassava products, such as gari and cassava flour, are popular in urban centres and in neighbouring countries. However, price volatility and competition from imported goods, notably wheat flour, make it difficult for farmers and processors to capture more market share.

Finally, consumption is widespread across Togo, as cassava is a staple food for most households. It is consumed in various forms including fufu and gari, with processed products increasingly gaining popularity due to urbanization.

In summary, service providers and logistics actors such as Ministère de l'Agriculture, de l'Élevage et du Développement Rural, Institut de Conseil et d'Appui Technique, NGOs and academic institutions including the Université de Kara and the Université de Lomé support farmers across the cassava value chain. Their roles span input provision, technical advice, processing innovations and market access, while logistics providers handle transportation and distribution under challenging conditions.

The combined efforts of these actors help to sustain and potentially enhance the cassava value chain in Togo, though infrastructural and market challenges persist.

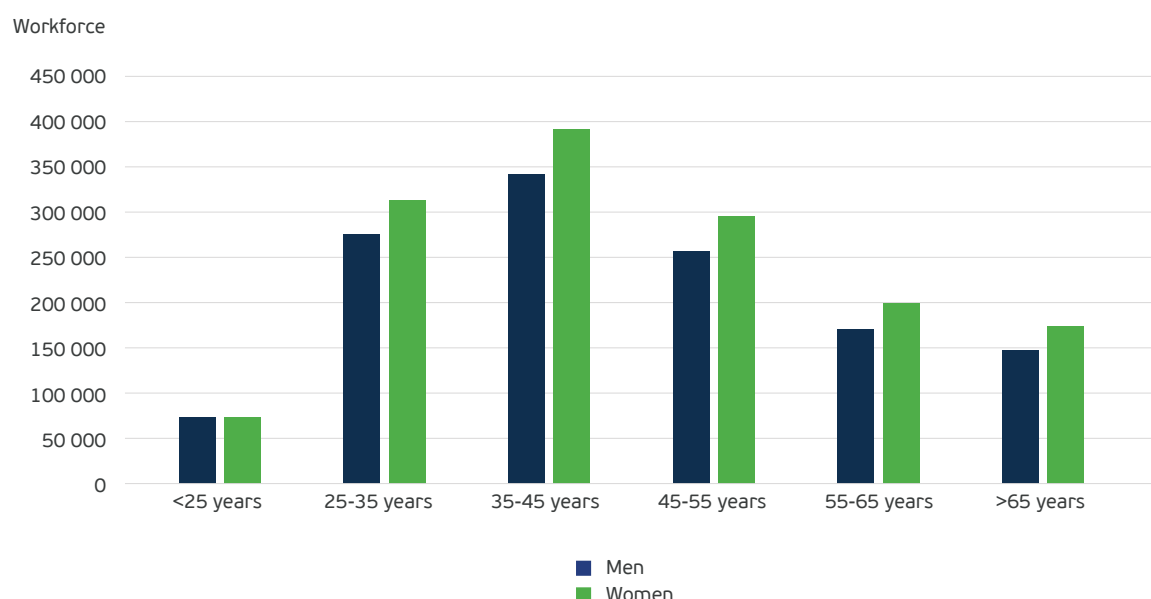
3.1.1. FARMING

Cassava is grown on three types of farms: individual fields, collective or associative fields, and entrepreneurial units.⁴⁰ These farmers play a crucial role in the cassava value chain. They are upstream in the chain and organize themselves individually or in associations to meet the needs of processors and consumers.

Women predominate in the cassava production line, according to Togo's Ministry of Agriculture, Livestock and Fisheries. They generally take care of work such as weeding and root collection, often with the help of family members or a mutual aid system. Men handle the more physical work, such as ridging and root pulling. People between ages 25 and 45 carry out most production.

⁴⁰ Mendez Del Villar, P., Tran, T., Adayé, A., Bancal, V., & Allagba, K. (2017). Analyse de la chaîne de valeur Manioc en Côte d'Ivoire. Rapport final Novembre 2017. Rapport pour l'Union Européenne, DG-DEVCO.

Figure 15 Average workforce in cassava production by gender and age group, 2012–2018



Source: Ministry of Agriculture, Livestock and Fisheries-Togo, 2018

Togo's cassava sector lacks structure and organization. Documentation on producers is virtually non-existent, making coordinated development of the sector difficult. Table 25 presents information on some producers in partnership with the Laboratoire de virologie et de protection végétale of the University of Lomé and the NGO ACATBLI, which supports cassava production cooperatives in the country.

Togolese growers choose which variety to grow according to local conditions, market preferences and intended uses. Varieties popular in Togo include Gbazékouté, Tropical Manihot Selection (TMS) 01/0379, TMS 01/1224, TMS 95/0166, TMS 96/0409, TMS 92/0326, Ampong and Sika. There are also many local varieties such as Yovovi, Akpadjin, Ganave, Gomedjin, Sodjavi, Lagos, Katawoli and Fétonégbodji.⁴¹ Bitter cassava, for example, is often processed for urban markets, while sweet cassava is more commonly consumed locally.

Togo's cassava sector is therefore diverse and dynamic, integrating a wide range of activities from production to processing and playing a crucial role in food security, the rural economy and national culture.

Cassava is planted using stem cuttings, a simple and inexpensive method. Some growers use cuttings of improved varieties to ensure better productivity. Crop maintenance activities revolve mainly around weeding and protecting crops against pests and diseases. The farming techniques used, soil fertility, climatic conditions and access to agricultural inputs influence cassava yields in Togo.

41 Somana, K., & Nkpenu, E. K. (2008). *Bien cultiver et transformer le manioc* (Collection brochures et fiches techniques, 18). Lomé: Institut Togolais de Recherche Agronomique.

Table 26 Main cassava producers in Togo

Name	Region	Prefecture	Location
AGBABGBA Latifa	Maritime	LACS	Anfoin
AGBEDIGNI Zomblewou	Maritime	Bas Mono	Agnan Gbleta
ALEHE Amah	Plateaux	Ogou	Katoré
ALETCHÉLE Esso- Dong	Plateaux	Amou	Imlè
ASSOGBA Kafui	Plateaux	Anié	Afolé
ATCHOLI Essossinam	Kara	Kozah	Tchitchao
BOUKPESSI KONDI	Kara	Koza	Kara
ELIA Kokou Roland	Kara	Bassar	Kalanga
FAGBEGNON Hervé		Tchaoudjo	Sokodé
GODOSSOU Adouke	Plateaux	Anié	Afolé
KORO Kokou		Blitta	Yégué
KOSSI Abila	Plateaux	Ogou	Katoré
KOUBITA Kossiwa	Plateaux	Ogou	Katoré
LOTSI Komlan	Maritime	Yoto	Esse Godjin
MINDA Gmagla	Kara	Assoli	Dacko
Mme TOUA Mewènon	Savane	Oti	Mango
NOUKALA Koami	Maritime	Zio	Avedze
NYADZI Seyon augustin	Plateaux	AKEBOU	Kougnohou
OUMONGOU Mub'rak	Maritime	Avé	Anyron
RABO Kossi	Plateaux	Kpele	Kpélé centre
SOHOU Adeline	Plateaux	Anié	Afolé
TCHOBO Jeanne	Plateaux	Anié	Afolé
TOGNEGBE Edoh	Maritime	Vo	Vogan
TSIKPLONOU Ayawavi	Plateaux	Agou	Gadza
YABO Yawa	Plateaux	Ogou	Katoré
YOLLA Ouyibidah	Centrale	Tchamba	Larini

Source: Compiled by ITC.

High production areas are the Plateaux (38%), Maritime (32%) and Centrale (25%) regions. The Kara region supplies 5% of national production and the Savanes region records pockets of cassava production.⁴² Nationally, cassava cultivation occupies 8.9% of the total agricultural area.⁴³ However, statistics show that production and planted areas are growing, while yields have been fluctuating since 2013.

A total of 35 of Togo's 39 prefectures are cassava producers. In the prefectures Zio, Yoto, Vo and Plaine de Mô, the average area sown per year in 1997–2017 exceeds 15,000 hectares. In the Haho, Lacs, Tchaoudjo, Blitta, Sotouboua, Moyen Mono, Bassar, Ogou, Akebou and Ave prefectures, the average area sown to cassava tops 5,000 hectares. The smallest average area was observed in the Tône

prefecture (139 ha).

3.1.2. PROCESSING

Tubers are eaten raw, cooked, braised, fried or processed in various forms before consumption. These include fufu, gari, tapioca, starch, bread flour and pods.

Women dominate cassava processing in Togo, often at the head of artisanal units. These women work mainly with day labourers paid by the job or in collaboration with other village women in associations or work groups. In family-type artisanal processing units, each woman works on her own account, but benefits from the help of other women according to a predefined schedule. This self-help system is generally unpaid

⁴² Institut de Conseil de l'Appui Technique, 2019.

⁴³ Togolese Institute of Agronomic Research (ITRA), 2019.

and salaried employment is rare.

Cassava processing in Togo is largely artisanal. Processors use motor-driven mechanical rasps or grinders to process the tubers. Modern, industrial techniques are not widely used, which often limits the efficiency and productivity of these processing units.

The main products derived from cassava in Togo are gari (57%), tapioca (12%), cossette (20%), fermented dough (3%), bread flour (2%) and attiéké.⁴⁴ Cassava flour is obtained by drying and grinding the roots, which have been cut into fragments. Gari is a finished product obtained after artisanal or industrial processing of cassava tubers, including peeling, washing, grating, fermenting, pressing, fragmenting, granulating, sieving and heat treatment. Tapioca is a tasteless starch extracted from cassava starch, prepared like porridge with milk.

After peeling, the cassava is polished by removing a thin layer with a knife and then washed. After

draining, the cassava is cut into thin strips that are then dried. The resulting cossettes are ground into flour. Attiéké is a cassava semolina obtained from fresh tubers that undergo fermentation, wringing, granulation, sieving, pre-drying, winnowing and steaming. Originally eaten in Côte d'Ivoire, its consumption has spread throughout the region.

Today, research has led to the development of new local products such as simple cassava cookies, spirulina-enriched cassava-based cookies and fermented cassava-based infant flours.⁴⁵ Also, bakeries have successfully processed cassava into bread flour by adding cassava flour to wheat flour in proportions ranging from 10% to 30% to produce bread and pastry products.

Several processing units of cassava are active. For almost all these units, gari and, to a lesser extent, tapioca are the main finished products. These processed products are traded extensively and play a crucial role in food security and nutrition.



Source: Shutterstock

⁴⁴ ITRA, 2007.

⁴⁵ Guira, F. (2013). *Évaluation des valeurs nutritive et sanitaire d'attiéké issu de différentes pâtes de manioc importées ou produites localement à partir de différents ferments* (Master's thesis, Université de Ouagadougou). Université de Ouagadougou.

Cassava's agricultural by-products (leaves and stalks) and agro-industrial by-products (peelings and processing residues) are used in animal feed. Leaves are also used for human consumption and tubers for animal feed.⁴⁶

Table 27 Cassava product producers in Togo

Company	Products	Capacity (Mt/year)	Address	Location
Expertise Bio Agricole	Fresh cassava tubers - sweet variety, gari, fufu	15	300m après la station Somayaf d'Adeticopé, Lomé, Togo	expertisebioagri@gmail.com +228 908 59285
Majeste Services (Maser)	Fresh cassava tubers - sweet variety, cassava leaves, gari	40	Agoe Kossigan, Rue Agoè Nyivé, Lomé, Togo	gbessekoudjo@gmail.com +228 924 85567
Nouvelle société de commercialisation des produits agroalimentaires	gari, HQCF, cassava starch/tapioca	35,000	Agoè, Lomé, Togo	ognankitan.koffi@nscpatolo.com +228 911 50910
Tropi Techno	Fresh cassava tubers - sweet variety, fresh cassava tubers - bitter variety, cassava leaves, gari, cassava starch/tapioca, cassava for livestock feed	300	Rue Winners Chapel, Lomé, Togo	tropitechno@gmail.com +228 929 52961

Source: WACOMP ITC, 2023. Cassava directory.

Table 28 Directory of cassava-processing units

Unit	Location	Prefectures	Region	Raw materials	Final products
Itokoro	Atchintse	Blitta	Centrale	Fresh roots	
Kigawazou	Pagala-Gare	Blitta	Centrale	Fresh roots	
Fezire	Nima	Sotouboua	Centrale	Manioc	Gari, tapioca
Gpmn	Aouda Nima	Sotouboua	Centrale	Fresh roots	
Jeunes Reunis	Dereboua	Sotouboua	Centrale	Cassava	
Leboutchem, Scoop,	Kossounto U-Koulimi	Tchamba	Centrale		Gari, tapioca
N'moïlaou, Scoop	KOUBONI	Tchamba	Centrale	Cassava	Gari, tapioca
Nouvelle Marche, Scoop	KparataouKoloaré	Tchaoudjo	Centrale	Cassava	Gari, tapioca
Souroubia 1, Scoop	KparataouKoloaré	Tchaoudjo	Centrale	Cassava	Gari, tapioca
Essovale	Dacko	Assoli	Kara	Fresh roots	
Unité de Bafilo	Bafilo	Assoli	Kara	Fresh roots	
Unité de Daoudè 1	Daoudè	Assoli	Kara	Fresh roots	
Unité de Daoudè 2	Daoudè	Assoli	Kara	Fresh roots	
Teofema	Kabou N'baboum	Bassar	Kara		Gari, tapioca
Lelouyolelouwè	Tchikawa	Binah	Kara	Fresh roots	
Ninda tranfo	Sarakawa	Kozah	Kara	Fresh roots	
Alihamoudo u	Soudou-Gande	Assoli	Kara		Gari, tapioca
Goumboka	Baga-Kirga		Kara		Gari, tapioca

⁴⁶ Coulibaly, A. D., Arinloye, M., Faye, T., Abdoulaye, A., Calle-Goullivas, & Ahoyo, R. (2014). *Analyse des chaînes de valeur régionales du manioc: Cas de la Côte d'Ivoire* (technical report). <https://doi.org/10.13140/2.1.3427.7446>

Bifa (valk vivi)	Hedzranawoe	Golfe	Maritime	Bread flour	
Bomaco	Tokoin trésor	Golfe	Maritime	Bread flour	Bread and biscuits
Cafij-fil	Glenkomè	Golfe	Maritime	Cassava/yam	
Coin chaud	Lomé	Golfe	Maritime	Bread flour	
Ducros	Lomé	Golfe	Maritime	Starch	
Minagro	Aflao-totsi	Golfe	Maritime	Bread flour	Flour (gari, tapioca, fufu) and pastry
Socmel	Agoè- Démakpoè_	Golfe	Maritime		Bread flour
Tong Mei	Lomé	Golfe	Maritime	Starch	
Noviva, Scoops	Ganave-Tokpo	Lacs	Maritime	Cassava	Gari, tapioca, bread flour, milk tapioca
U2f, Scoops	Afoinkoutgbe	Lacs	Maritime	Cassava	Gari, tapioca
Christ Roi, Scoop	Djidjadounou	Moyen Mono	Maritime	Cassava	Gari, tapioca
Elevagnon	Vo-Koutimé	Vo	Maritime	Cassava	
Gbenodou, Scoops	Vo-Koutimé	Vo	Maritime	Cassava	Gari
Lolonyo, Scoops	Esse-godjin	Yoto	Maritime		Gari
Novissi, Scoops	Tometyko Ndjidawohoe	Yoto	Maritime	Cassava	Gari, tapioca
Lagnon II	Dalavé	Zio	Maritime	Fresh roots	
Nouveau Monde, Scoop	Gafe-Nyita	Zio	Maritime	Cassava	Gari, agbélíma
Boulangerie Jérusalem	Adidoaré	Golfe	Maritime	Bread flour	Bread and biscuits
Mokpokpo, Scoops	Kouvebadougbe	Yoto	Maritime		Gari with fruit
Food And Home	Lomé	Golfe	Maritime		Gari, tapioca
FoGa-Production	Gadjagan	Agou	Plateaux	Fresh cassava, grated dough	Cassava in gari
Galiendi	Amoussou copé	Agou	Plateaux	Cassava	Gari and agbélíma
Lane	Yalla	Akebou	Plateaux		
Groupement	Wetropé R Elavagnon	Danyi	Plateaux		Gari, tapioca
Lanesi, Scoops	Woévé R Evita Daye	Danyi	Plateaux	Cassava	Gari
Ebenezer	Kpové	Haho	Plateaux	Fresh roots	
Protracom		Kpele	Plateaux	Cassava	
Mialebene	Ahassome	Moyen Mono	Plateaux		Gari
Aloyi	Egbedzron	Ogou	Plateaux	Fresh roots	
Lolonyo, Scoops	Bankacope-Datcha	Ogou	Plateaux	Cassava	Gari, tapioca, flour
Alici Apa	Nyamassila	Ogou	Plateaux		Gari
Enagno	Datcha	Ogou	Plateaux		Gari
Akpar			Plateaux		Gari
Aloyi	Datcha	Ogou	Plateaux		Gari
Bakhita	Djon		Plateaux		Gari
Blessing	Nyogbo Agbetiko		Plateaux		Gari
Caliendi	Amoussou copé		Plateaux		Gari
Digbodinyo	Kpimé		Plateaux		Gari
Douemegnon			Plateaux		Gari
Doulagnon	Katomé		Plateaux		Gari
Esperance	Sada-Gnagna		Plateaux		Gari

Ets, Yaovi Abila	Anié	Anié	Plateaux		Gari, tapioca
Gbedokpo	Datcha	Ogou	Plateaux		Gari
Gbeledjou	Ahassome		Plateaux		Gari
Gbenonkpo	Ekpegnon		Plateaux		Gari
Izaledou	Ekpégnon		Plateaux		Gari
Ketawe					
	Plateaux		Gari		
Lolonyo	Datcha	Ogou	Plateaux		Gari
Milebenaha	Ahassome		Plateaux		Gari
Milonovi			Plateaux		Gari
Miwoenenyo	Notsè		Plateaux		Gari
Nopegali	Ahassome		Plateaux		Gari
Novissi	Tavié		Plateaux		Cassava in bread
Solingobou			Plateaux		Gari
Woenanyo	Ahassome		Plateaux		Gari
Yanyide	Veh		Plateaux		Gari
Yeekossan			Plateaux		Gari
Sinto	Anié	Anié	Plateaux		Cassava chips

Source: Compiled by ITC.

Challenges such as modernizing agricultural practices, improving transport and storage infrastructures, and developing industrial processing capacities affect the processing link in the cassava value chain.

3.1.3. MARKETING AND DISTRIBUTION

Cassava in Togo is mainly destined for the domestic market. Distributors in Togo's cassava value chain play a crucial role in distributing and marketing cassava products. They are mainly divided into three categories: collectors, wholesalers and retailers. Through the complementary roles of collectors, wholesalers and retailers, traders ensure the efficient distribution of cassava products from production areas to end consumers, both nationally and internationally.

The distribution channels for cassava products on the national market usually begin with production, through processing to sales. Processed items are sold on local markets to direct/indirect consumers and to collectors who supply wholesalers. These wholesalers supply retailers and exporters to regional markets. Consumers generally buy from retailers.

COLLECTORS

Collectors buy cassava and/or cassava by-products, such as gari, cossettes and tapioca, directly from producer-processors. They collect the products in large quantities and resell them to local wholesalers and exporters, facilitating distribution on a larger scale. They act as a link between rural production areas and urban and regional markets.

WHOLESALEERS

Wholesalers buy large quantities of cassava and/or cassava products from collectors and producers. They store and transport these products to the main urban and regional markets. Wholesalers play an essential role in price regulation. In Togo, the price range for cassava is approximate, ranging from \$0.34 to \$1.01 per kilogram on the domestic market.⁴⁷ Wholesalers ensure that enough cassava products are available to meet growing demand, particularly in urban areas.

47 Wacumcii, Selina (2024). Prix du manioc au Togo. <https://www.selinawamucii.com/fr/connaissances/prix/togo/manioc/>.

RETAILERS

Retailers are traders who sell cassava products directly to end consumers. They operate mainly in urban and semi-urban areas, purchasing their stocks from wholesalers or directly from producer-processors. Retailers supply a variety of cassava-derived products, such as gari, tapioca and cossettes, on a retail basis. They play a key role in ensuring cassava products are available to consumers, offering these items in convenient formats and in quantities suited to domestic consumption.

The distribution link in Togo's cassava value chain is not well organized. The sector is largely

dominated by informal, artisanal retailing, with the predominance of "good lady traders" who operate in the traditional manner. There is no real coordination between the different levels of traders, from wholesalers to retailers, making marketing channels fragmented and unstructured.

Furthermore, retailers are not always fully integrated into value-chain development initiatives, which focus more on producers and processors. Nevertheless, three well-known companies are involved in collection through their agencies.

Table 29 Three cassava retailers in Togo

Company	Products	Location
Nouvelle Société de Commercialisation des Produits Agroalimentaires	The company specializes in the production, processing, collection and sale of organic food. It plans to install a complete and automated industrial line to produce cassava starch, with a daily capacity of 50 metric tons of cassava, or 15,000 tons per year.	Address: Agbalepedogan, Rue Edem Kodjo, Lomé – Togo, Tel: +228 91150910 / 70071111 / 97622810 / 70522424 E-mail : info@nscpatolo.com , Website: https://nscpatolo.com/
Société MINAGRO	The company, located in Totsi, is a semi-industrial unit specializing in the production and use of bread flour for biscuits and fufu.	Address: Quartier Glinkomé, Lomé – Togo, Tel: +228 96 02 87 87 E-mail: contact@minagrogroup.com / info@minagrogroup.com producteurs
Société Sino Togolaise	Attempts to industrially transform cassava into 95% alcohol and biofuel have been conclusive at the Société Sino Togolaise, a Sino-Togolese company based in the prefecture of Anié,	Address: P5GW+437, Anié, Togo.

Source: Compiled by ITC.



3.1.4. OTHER ACTORS

Table 30 Supporters of the Togolese cassava value chain

Name	Description	Contact
Universities (Lomé and Kara)	These universities, through the Higher School of Agronomy of the University of Lomé and the Higher Institute of Agricultural Professions of the University of Kara, conduct research to improve yields through the development of new varieties, pest control and innovative technologies. They also offer academic and professional training to agricultural students and technicians.	<p>Addresses :</p> <p>1. Université de Lomé, Address: Boulevard Gnassingbé Eyadema, BP : 01BP1515 Lomé –TOGO, Contact : (+228) 22 21 35 00 / (+228) 22 51 30 25</p> <p>E-mail : communication_ul@univ-lome.tg</p> <p>Website: https://univ-lome.tg/</p> <p>2. Université de Kara</p> <p>Address : Poute de l'ex ENI, au sud-est Kara, à 800 m environ de la Nationale N°1., 43 Lama, Kara, Togo</p> <p>Tel: +228 26 61 02 85</p> <p>E-mail: info@univ-kara.tg</p> <p>Website: https://univ-kara.tg/</p>
Ministère de l'Agriculture, de l'Elevage et du Développement Rural	<p>The Ministry of Agriculture, Livestock and Rural Development, through its directorates and services, plays a central and sovereign role in supporting the cassava sector, from production (supply of seeds, promotion of good practices) to marketing (facilitation of access to markets, promotion of products). It works to improve quality, innovation, producer organization and access to services to strengthen the cassava value chain.</p> <p>The ministry seeks to develop the cassava sector, improve productivity and boost food production and production for export. It monitors and evaluates agricultural services and improves the quality of services offered to producers in terms of extension advice, training, research and development, agricultural inputs and promotion of professional agricultural organizations and their structuring at local, regional and national levels.</p>	Website: https://agriculture.gouv.tg/
Institut de Conseil et d'Appui Technique	The institute offers technical advice and local support to producers. It also helps disseminate innovations and good agricultural practices to farmers. The institute supports the organization of producers into cooperatives and groups to improve the marketing of cassava production.	<p>BP : 20804 Cacaveli-Lomé, TOGO</p> <p>Tel: +228 22 25 37 73 /+228 22 50 42 28/ +228 93 88 80 81,</p> <p>E-mail : icat1999@yahoo.fr / icat@icat.tg</p> <p>Website: https://icat.tg/</p>
Institut National de Formation Agricole	The institute plays a key role in the vocational training of actors in the cassava sector. It provides practical and theoretical training to young people and professionals in the agricultural sector. The institute also strengthens the skills of cassava value-chain actors to improve production and processing. In addition, it collaborates with other academic institutions to provide quality training, tailored to the needs of the market.	<p>Address: Kpalimé Togo, Contact : (+225) 27 22 43 71 53</p> <p>E-mail: info@infpa.org</p> <p>Website: https://infpa.org/contacts/</p>
Institut Togolais de Recherche Agronomique	The institute is developing improved varieties of cassava with better productivity. It also ensures the dissemination of research results to farmers for rapid adoption of innovations. It provides technical support through capacity building and supports to cassava producers and processors.	<p>Address: Route Nationale N°1, Km 10 Agoè Cacavéli - BP 1163 Lomé – Togo</p> <p>Tel: (+228) 22 25 30 96 / (+228) 22 25 15 59</p> <p>Website: https://itra.tg/category/agriculture</p>

Source: Compiled by ITC.

NON-GOVERNMENTAL ORGANIZATIONS

Several NGOs promote and contribute to developing the cassava sector in Togo. Table 30 presents a non-exhaustive list of these NGOs, which implement rural development projects aimed at improving farmers' living conditions. They also organize

training and awareness-raising campaigns on good agricultural practices and processing techniques for cassava producers and provide financial support, equipment and logistical support to producers and processors.

Table 31 NGOs help communities develop the cassava sector

NGOs	Headquarters	Website
Association Chrétienne pour l'Alphabétisation et la Traduction de la Bible en Langue Ifè	Ogou, Plateaux	www.acatbli-ife.com
Association des Femmes pour l'Alphabétisation, la Santé et les AGR	Kozah, Kara	https://www.ongafasatg.org/
Education, Santé et Développement	Sotouboua, centrale	https://www.goafricaonline.com/tg/3211-esd-ong-sotouboua-togo
Institut Africain pour le Développement Economique et Social	Golf, Maritime	www.inadesformation.net
La Coopération pour l'Appui au Développement Intégral du Togo	Haho, Plateaux	www.ongcaditogo.org
Recherche Appui et Formation aux initiatives d'Auto -développement	OTI, Savanes	https://www.goafricaonline.com/tg/6431-rafia-ong-lome-togo

Source: Compiled by ITC.

3.2. BUSINESS ECOSYSTEM

3.2.1. EXPORT AND IMPORT PROCEDURES

Togo has set up a digital platform for the free issue of Certificates of Origin for exports.⁴⁸ The Togo Chamber of Commerce and Industry has dematerialized the process, reducing the average processing time from 48 hours to 5 hours. In addition, the list of documents required for export has been reduced so now exporters only need the commercial invoice, the export attestation and the Certificate of Origin which is now available online.

For imports, customs clearance procedures have been fully dematerialized in the Sydonia World system since January 2019. Economic operators now send their declarations online,⁴⁹ meaning faster processing. The list of required documents has also been streamlined (Table 31), notably eliminating the attestation of value and the packing list. Customs also issues all documents required for customs clearance online.⁵⁰

⁴⁸ <http://togochem.ccit.tg/Togochem/#/login>

⁴⁹ <https://www.otr.tg/images/2019/pdf/02/NOTE-RELATIVES-A-LA-DEMATERIALISATION-DOUANES.pdf>

⁵⁰ CCA, 2020.

Table 32 Summary of documents required for each commodity

Authorization, certificates, permit or control		Products	Competent structures	Contact
Item	Description			
Certificate of Origin	Document verifying the origin of a product and issued by an authority authorized in the country of origin	All products	CCI-TOGO (purchase of forms outside ECOWAS); ECOWAS-UEMOA form available online.	Angle Avenue de la Présidence- Avenue Georges Pompidou Tel: +228 22 23 29 E-mail: ccit@ccit.tg Website: https://www.ccit.tg
			Directorate of External Trade (DCE) (CO for outside ECOWAS).	Tel: +228 70 43 48 59
			General Directorate of Industry (for the ECOWAS-UEMOA region).	Tel: +228 22 21 22 89 E-mail: secretariat.ministre@commerce.gouv.tg
			The Office Togolais des Recettes (Customs and Indirect Taxation Division) Certificate of Origin for the ECOWAS-UEMOA region and for China.	41 Rue des Impôts, Bd, Eyadema, Lomé 02 BP20823 Tel: 00 228 22 53 14 00 E-mail: otr@otr.tg Website: https://www.otr.tg
Phytosanitary Certificate	Document certifying that plants or plant products are free of harmful organisms	Plants and plant products		
Fumigation certificate	Document issued by a service provider approved by the Ministry of Agriculture after products are fumigated to destroy any harmful living organisms	Plants, plant products and other commodities	DPV (Directorate of Plant Protection) / Ministry of Agriculture, Livestock, and Rural Development	Cacavéli, km 10, route d'Atakpamé B.P. 1347 Lomé Togo Tel: (+228) 22 51 4404
Quality certificate	This is an official document signed by a competent person (lab) attesting that the product complies with the requirements (technical regulations or standards) of a country or an official body	All agricultural products and their derivatives	The Ministry of Commerce, Industry and Local Consumption (MCICL) and the Department of Product Packaging (DCP), among others.	In front of the Port Authority ; BP : 1648 Lomé Togo ; Tel: +228 22 27 56 88/ 22 2756 93 E-mail: secretariat.dcml@commerce.gouv.tg

Source: Compiled by ITC.

3.2.2. ADMINISTRATIVE PROCEDURES

Togo has adopted several reforms to improve administrative procedures related to foreign trade. Requests to collect goods from customs are now sent electronically, reducing physical contact between private operators and the administration. An interconnection has been established between the computer systems of customs, the port and operators, allowing online payments for the various services.

In addition, the country has implemented automated risk management for customs clearance operations, which has greatly reduced physical checks. For road transit between ECOWAS states, escort fees have been abolished, facilitating cross-border trade.⁵¹

3.2.3. SUSTAINABLE STANDARDS

Several regulations and strategies aim to preserve the environment and promote sustainable agricultural practices. These regulations mainly focus on protecting natural resources, improving agricultural productivity and minimizing the negative environmental impact of farming activities. Some of the key agriculture-related environmental regulations include:

NATIONAL STRATEGY ON INTEGRATED SOLID WASTE MANAGEMENT (2022)

Although mainly focused on waste management, this strategy influences agricultural waste management by promoting waste reduction, recycling and environmentally friendly treatment methods. It aims to sort waste at the source and use advanced technologies to minimize environmental damage.

SOLID WASTE DEVELOPMENT STRATEGY IN URBAN AND INDUSTRIAL AREAS (2020)

This strategy includes managing agricultural waste in urban and industrial zones, targeting the collection, transportation and treatment of waste to enhance environmental quality by 2030. It aims to address the impact of agricultural and industrial activities on the environment.

⁵¹ *Ibid.*

⁵² Beguedou, E., Narra, S., Agboka, K., Kongnine, D. M., & Afrakoma Armoo, E. (July 2023). 'Review of Togolese Policies and Institutional Framework for Industrial and Sustainable Waste Management,' Waste 2023 (Vol. 1, No. 3, pp. 654–671). MDPI. <https://www.mdpi.com/2813-0391/1/3/39>

LAW ON ENVIRONMENTAL PROTECTION (2009)

This law protects the environment, including natural resources, by outlining the responsibilities of government agencies, organizations and individuals. It covers policies and measures for environmental conservation in all sectors, including agriculture, ensuring that development initiatives are environmentally sustainable.

DECREE ON WASTE AND SCRAP MANAGEMENT (1984)

This decree regulates the management of hazardous and industrial wastes, including those from agricultural activities. It sets standards for waste disposal and prohibits harmful practices that could negatively affect soil and water resources.

POLICIES ON AGRICULTURAL INPUT REGULATION

Togo regulates the use of agricultural inputs such as fertilizer and pesticides to protect the environment from excessive chemical use. These policies aim to reduce soil degradation, water contamination and biodiversity loss, promoting sustainable agriculture practices.

INTERNATIONAL CONVENTIONS

Togo has ratified various international environmental agreements and conventions, committing to global standards of environmental protection, sustainable farming and climate resilience. These include accords on climate change, biodiversity and desertification, which directly impact agricultural practices.⁵²

Overall, the country's agricultural regulations focus on integrating sustainable practices to protect natural resources, manage waste responsibly and support environmentally conscious farming to contribute to long-term food security and environmental sustainability.

3.2.4. FINANCIAL OPPORTUNITIES

Several mechanisms are in place to develop and support agricultural value chains, including cassava. These include:

NATIONAL AGENCY FOR THE PROMOTION AND GUARANTEE OF FINANCING OF SMES/SMIS⁵³

This agency supports SMEs and small and medium-sized industries (SMIs) along the cassava value chain by offering them guarantees for bank loans. It also helps these companies access the financing they need to upgrade their equipment and improve their production and processing techniques.

SUPPORT FUND FOR YOUTH ECONOMIC INITIATIVES⁵⁴

The Support Fund for Youth Economic Initiatives, known as FAIEJ, encourages youth entrepreneurship in the agricultural sector, including cassava production and processing. It offers financing, training and advice to help young entrepreneurs develop innovative projects in the cassava value chain.

AGRICULTURAL FINANCE INCENTIVE FACILITY⁵⁵

The Agricultural Finance Incentive Facility, known as MIFA, launched on 25 June 2018. It aims to combat poverty, address the fragmentation of agricultural value chains to mitigate risks associated with loans and mobilize financing for agriculture and agribusiness through credit guarantees to mitigate the risk of default.

The facility also provides technical assistance through capacity building to professionalize value chains, reduce borrowing costs for producers and agro-industries, provide technical advice to agribusinesses and SMEs/SMIs revolving around agricultural chains, and create decent and sustainable jobs on a large scale.

BANKS

Banks and microfinance institutions have become increasingly active in financing agricultural activities. Commercial banks offer short-, medium- and long-term loans to finance agricultural inputs, equipment and infrastructure. They offer dedicated lines of credit for agriculture with conditions adapted to production cycles. These banks are also developing specific savings products for farmers.

Microfinance institutions provide short-term microcredits for the purchase of inputs, the financing of small agricultural equipment and processing activities. These institutions also offer savings services tailored to the needs of smallholders.

⁵³ <https://anpgftogo.org/>

⁵⁴ <https://faiej.tg/>

⁵⁵ <http://www.mifatogo.org>

Table 33 Main banks and decentralized financial systems in Togo

Name	Address
Bank of Africa - Togo	Boulevard de la république adawlato Lomé Tel : 00228 22536262 https://www.boatogo.com
Banque Atlantique - Togo	Koumore small market square Lomé Tel : 00228 22208892 https://www.banquatlantique.net
Banque De Développement Du Mali, branch in Togo	Boulevard du 13 janvier face Immeuble Fiata : BP0147 https://www.bdm-sa.com
Banque Internationale Pour L'Afrique Au Togo	13 Rue du commerce adawlato Lomé Tel : 00228 22213286 https://www.attijariwafabank.com
Banque Sahelo-Saharienne Pour L'investissement et Le Commerce - Togo	3802 Boulevard du 13 janvier Lomé Tel : 00228 22202198 https://www.bsicbank.com
Compagnie Financière Afrique Togo SA	21, boulevard du 13 janvier kodjoviakopé Lomé Tel : 00228 22 22 15 51 https://www.cofinatogo.com
Coopérative d'Epargne et de Crédit d'Agbélouvé	Agbélouvé Tel: 00228 23 30 75 16
Coopérative d'Epargne et de Crédit des Artisans	346, Rue du Moyen Mono, à coté du CEG Kodjoviakopé Lomé Tel : 00228 22 22 64 93 /90 3617 30 https://www.cecatogo.org
Coopérative d'Epargne et de Crédit des Assemblée de Dieu	Avenue Duisburg Kodjoviakope Lomé Tel : 00228 23 36 25 26 /22 22 89 78 https://www.coopecadtogo.com
Coopérative d'Epargne et de Crédit ILEMA	RoutedaNangbetoAtakpamé Tel :0022824493560/24493646 https://www.ilematogo.com
Coris Bank International - Togo	Coris Bank International - Togo (CBI-TOGO) https://togo.coris.bank/
Ecobank - Togo	20 Rue du commerce adawlato Lomé Tel : 00228 22217214 https://www.ecobank.com
Faîtière des Entités des Caisses d'Epargne et de Crédit des Associations Villageoises	Rue de l'hôpital à 100 m du CHP Kpalimé, BP 354 Tel : 00228 99 48 40 16 /24 41 05 94 https://www.fececa.org
Faîtière des Unités Coopératives d'Epargne et de Crédit du Togo	Rue de la bretelle atikoume Lomé Tel : 00228 22 22 25 77/ 22 22 25 70 https://www.fulectogo.com
International Business Bank Togo	Boulevard circulaire Lomé Tel : 00228 22235500 https://www.ibbanktg.com/

Mutuelle d'Epargne et de Crédit AKWABA	BP 264 Tsévié Tel : 00228 23 30 00 57/ 23 30 00 79 https://www.mutuelleakwaba.org
NSIA Banque Benin, branch in Togo	Boulevard du 13 janvier/face siège Lomé Tel : 00228 22531005/ 2202523 https://www.groupensia.com
Orabank - Togo	11 Avenue Du 24 Janvier Assivito Lomé Tel : 00228 22216221 https://www.orabank.net
Société Générale Benin, branch in Togo	2983, av de la libération; angle av de la libération bd des armées tokoin gbadago Lomé Tel :00228 22537500 https://www.societegenerale.tg
Société Générale de Micro et Méso Finance SA	Rue des Equinoxes Lomé Tel : 00228 22 20 15 95/22 20 15 96 https://www.sogemef.com
Société Inter africaine De Banque	14 Avenue Sylvanus olympio face Boulevard adawlato Lomé Tel: 00228 22 21 13 41 https://www.siabtogo.com
Sunu Bank Togo	23 Av. de la Nouvelle Marche Quartier Des Etoiles Lomé Tel : 00228 22212047/22240460 https://www.sunubank.tg
Union des Caisses Mutuelles d'Epargne et de Crédit des Savanes	Qt Kombonloa BP 247 Dapaong Tel : 00228 27 70 84 37
Union des Caisses Mutuelles d'Epargne et de Crédit pour Femmes du Togo	Rue OTR, komah BP 220 Sokodé Tel : 00228 24 45 02 83
Union Rénovée des Caisses Locales d'Epargne et de Crédit	Rue de l'hôtel Avekedia, kédia BP 749 Sokodé Tel : 00228 25 50 00 68/ 90 03 13 52 https://urclectogo.com/
Union Togolaise De Banque	Boulevard du 13 Janvier Nyekonakpoe Lomé Tel : 00228 22234300 https://www.utbanquetg.com
Union des Mutuelles d'Epargne et de Crédit du Togo	Tokoin hôpital Lomé Tel : 00228 22 22 59 13 https://www.umecto.tg
Women and Associations for Gain Both Economic and Social	Rue aniko palako adawlato Lomé Tel: 00228 22 22 54 71/ 22 20 13 26 https://www.wages.tg

Source: Compiled by ITC.

PROJECTS SUPPORTING THE CASSAVA VALUE CHAIN'S DEVELOPMENT

Several projects, now completed, have provided technical and financial support to develop the Togolese cassava sector. These include the Root and Tuber Plant Project, the Agricultural Development Support Project in Togo, the Support Project for the Employability and Integration of Youth in Promising Sectors, the Grassroots Development Support Program and the National Multifunctional Platform Programme, according to the Institute of Agronomic Research.

3.2.5. E-COMMERCE

A platform was set up in 2020 on the initiative of the Ministry of Agriculture in favour of all farmers in Togo. The platform aims to facilitate the marketing of agricultural and food products, while providing comprehensive data on transaction volumes and stock prices. Farmers can use the platform to buy or sell products. It is accessible at <https://boursesagricoles.tg/> or https://www.facebook.com/boursesagricolestg/?locale=fr_FR.

Togolese companies in the cassava value chain can also access regional e-commerce platforms, online payment services, digital logistics solutions and other information and communications technology tools to grow their businesses regionally and internationally. These regional initiatives, coupled with the Government's efforts to develop digital infrastructure, offer new growth opportunities for cassava firms through e-commerce.

3.2.6. INDUSTRY ASSOCIATIONS AND BUSINESS SUPPORT ORGANIZATIONS

The root and tuber plant sector in Togo is organized under the interprofessional association known as the Conseil Interprofessionnel de la Filière Plantes à Racines et Tubercules du Togo, which can be contacted at cifprt.togo@gmail.com (e-mail) or +228 91 85 74 42 (telephone). This association unites three main groups in the sector:

- Producers, organized under the National Federation of Producers of Root and Tuber Plants

- Processors, grouped within the National Association of Processors of Root and Tuber Plants
- Traders, represented by the National Association of Traders of Root and Tuber Plants

These national organizations are further structured into village, cantonal, prefectural and regional units. Togo also has several business support organizations that play a vital role in the country's economic development, offering support to entrepreneurs, especially in the cassava sector. These BSOs include:

CHAMBER OF COMMERCE AND INDUSTRY OF TOGO

The Chamber of Commerce and Industry of Togo is a public institution. A true interface between the business world and public authorities, it has an advisory and representative mission. It also offers advice, support, information, training and management of industrial and commercial services. To this end, on the national level, the chamber welcomes, informs and helps economic operators and advises on training (vocational, technical, seminars, etc.), the creation and management of infrastructure and/or collective facilities (bus stations, airports, shops, etc.) and other issues related to the business environment.

On the international level, it promotes cooperation between Togolese companies and the rest of the world. As such, it belongs to several associations of chambers of commerce: The West African Economic and Monetary Union Regional Consular Chamber; the Permanent Conference of African and Francophone Consular Chambers; the Islamic Chamber of Commerce and Industry; and the Association of National Chambers of Commerce, Industry and Other ACP Economic Operators.

TOGO INVESTMENT PROMOTION AND FREE ZONE AGENCY

This agency carries out public service missions in Togo and abroad aimed at attracting investment to Togo. It implements the Investment Code in the Togolese Republic and is responsible for the industrial free zone and other economic regimes.

3.2.7. It aims to implement government investment promotion policies, market Togo as an attractive investment destination, and act as a one-stop shop for all administrative procedures for businesses. It facilitates company establishment, supports training and skills transfer, manages investment approvals and free zones statuses, and offers various services to investors, ensuring smooth operations in line with the investment code and industrial free zone regulations.

The Government initiated a five-year action plan (2024–2028) to develop cassava value chains⁵⁶ through the Ministry of Agriculture, Livestock and Sustainable Development. This action plan targets three areas: improving the productivity and quality of root and tuber plant products; developing and marketing products in the root and tuber plant sector; and strengthening of sector's governance and financing mechanism.

The action plan aims to strengthen value-chain actors by building capacity vis-à-vis seed production, encouraging sustainable production, fostering good governance and strengthening the operational capacities of interprofessional and supervisory institutions.

3.2.8. TRANSPORTATION AND LOGISTICS REGISTRY

TRANSPORT PROVIDERS

The Togolese cassava value chain lacks structure as interaction different actors is limited. There are no dedicated transport companies for cassava and/or its by-products in Togo. Each actor uses whatever transport is available and relevant to its product.

Trucks and two-/three-wheeled motorcycles are among the most common means of transport. Trucks are often used to transport large quantities of products over long distances, while motorcycles are used more for local transport or in harder-to-reach areas. It is also common to see farmers transporting their produce to market themselves, either on foot or by bike. The road transport union is also available to assist those seeking transportation for equipment or agricultural products.⁵⁷

Furthermore, table 33 includes contacts of road transport unions and lists transport companies that offer services for cassava and its by-products, as well as guidance to access suitable transporters.

⁵⁶ https://agriculture.gouv.tg/wp-content/uploads/2023/06/PLAN_DACTION_DINVESTISSEMENT_FILIERE_PLANTES-TUBERCULES-03-06-23-Valid-OK.pdf

⁵⁷ Contact information is available at <https://www.togo-port.net/presentation-pal/syndicats-transporteurs-conducteurs/>.

Table 34 Transport providers in Togo

Name	Address
AF&CIE	Boulevard du mono, rue de la cachette, Ablogamé BP 20265 Lomé Tel : 00228 22714000
Anaxar	Avenue Pya Djidjolé Lomé Tel : 00228 93488151/90893506 https://www.anaxar.com
BAT Services	Boulevard CEDEAO dans l'Immeuble boukari Agbalepedo Lomé Tel : 00228 90065648
Cam Truck	Bè Kpota à côté de la Pharmacie 2000 Lomé Tel : 00228 70776666 https://cam-truck.com/transporteurs/
Fousseni Group	98 rue Hédzranawoé 14 BP 83 Lomé Tel : 00228 90037471 https://www.foussenigroup.com
Maersk Togo SA	Immeuble Ramco 1er étage residence du Benin Lomé, tel : 00228 22531200 https://www.maersk.com
Mecanique Generale Transport et Manutention	Rue Kélégougan, Lomé, 16BP228 Tel : 00228 93830568 https://www.megatram.com
Soka Shipping and Logistics	Rue de l'Ocam, 09BP 9107 Lomé Tel: 00228 93024846 https://www.sokashipping.com
Unico-Togo	Immeuble Unico, 55 rue des grands moulins, zone portuaire /04BP 264 Lomé Tel : 00228 22271068 https://www.unicocotogo.com

Source: Compiled by ITC.

LOGISTICS PROVIDERS

The cassava value chain is not well structured and lacks interactions between the different actors and service providers. Each actor uses the available material and equipment to function. Often, the

cooperatives acquire artisanal equipment for processing cassava into gari and tapioca – that is, pressers and small mills for grinding cassava. Logistics providers appear to be unavailable in Togo.

3.3. RECOMMENDATIONS

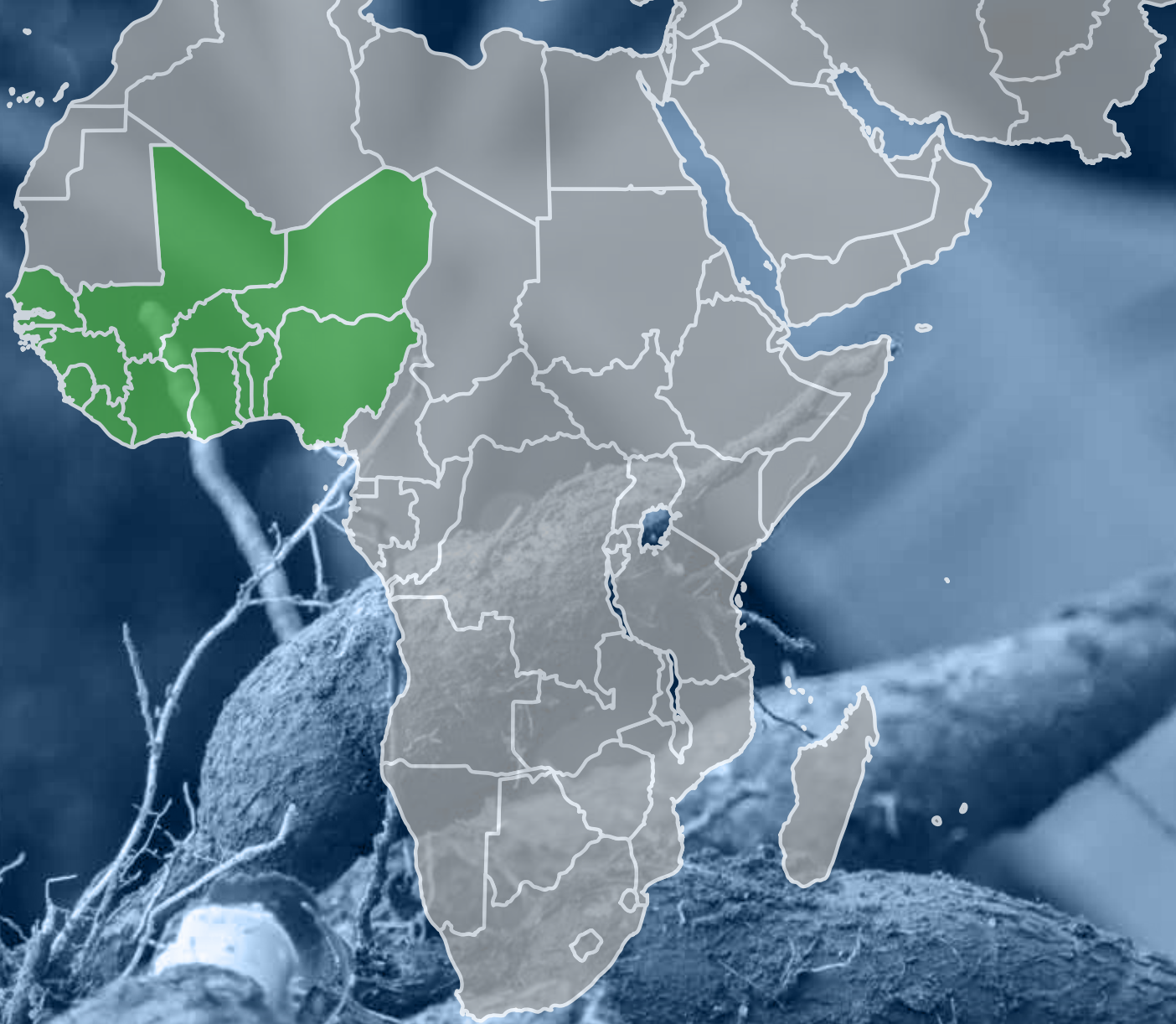
The cassava value chain in Togo represents a strategic sector for the national economy, both in terms of production/processing and marketing. Despite its potential, this sector faces various challenges, including vulnerability to production crises, lack of professionalization and insufficient logistics infrastructure.

The actors in the chain, although dynamic, have little access to adequate financing or modern technologies, which hinders their activities. To strengthen this value chain, investments are needed to improve the technical skills of producers and processors. Modernizing processing techniques and improving transport infrastructure are also key to reducing costs and increasing profitability.

Creating partnerships among actors in the sector, NGOs and research institutions can support innovation and the adoption of new practices. Finally, establishing digital platforms to facilitate marketing and access to markets could revolutionize the sector, allowing producers to reach a wider audience and improve their incomes. By acting on these different levers, Togo can not only strengthen its cassava value chain, but it can also guarantee food security and promote sustainable development in the agricultural sector.

There are ways to develop the cassava value chain in Togo and tackle obstacles. The recommendations that follow seek to professionalize the sector, improve productivity, strengthen the capacities of stakeholders and establish a financing mechanism.

- Collaborate with the Interprofessional Council of the Root Plants and Tubers Sector of Togo, the Institute of Advice and Technical Support and NGOs to identify and strengthen the structuring and capacities of actors in the Togolese cassava value chain.
- Collaborate with the Togolese Institute of Agronomic Research and academic institutions to help producers adopt new varieties of cassava seeds that will enable them to increase productivity and meet demand.
- Establish a winning partnership system between the actors of the value chain and your company.
- Expand or upgrade cassava-processing facilities (such as flour mills) to boost efficiency and product quality.
- Follow the advice of interprofessional associations to set up efficient systems that can transport products from the production site to your company.
- Develop marketing strategies to promote products in both local and international markets.
- Collaborate with the government and local institutions including the Agricultural Finance Incentive Facility, the National Agency for the Promotion and Guarantee of Financing of SMEs/SMIs, and the Support Fund for Youth Economic Initiatives to benefit from the favourable policies and subsidies available in Togo.
- Seek funding opportunities from local banks, private investors or international development programmes.



04

**BUSINESS RECOMMENDATIONS
FOR THE CASSAVA VALUE
CHAIN IN ECOWAS**

4. Business recommendations for the cassava value chain in ECOWAS

PRODUCT DIVERSIFICATION

Expanding the range of cassava-based products beyond traditional offerings can open new market opportunities. Businesses should explore producing high-quality cassava flour, starch, ethanol, animal feed and processed food products. This diversification can increase demand, generate additional revenue streams and help businesses adapt to changing consumer preferences.

IMPROVE PRODUCT QUALITY

Ensuring that cassava products meet both national and international quality standards is key to gaining market acceptance and earning consumer trust. Certification programmes, quality control measures and food safety standards should be integrated into the production process, helping businesses access premium markets.

EFFICIENT PROCESSING AND MODERNIZATION

Investing in modern processing technologies will reduce waste, improve efficiency and extend the shelf life of cassava products. Businesses should consider automated machinery and advanced drying techniques to improve the quality of cassava products, making them more suitable for local and international markets.

STRENGTHEN MARKET LINKAGES

Establishing robust connections with regional and international markets is crucial. Businesses should explore participation in trade fairs, use digital marketing platforms and build strategic partnerships within ECOWAS. These efforts will help expand their customer base and increase market penetration.

VALUE ADDITION AND BRANDING

Adding value through packaging, branding and certification can make cassava products more appealing to consumers and enable higher pricing. Businesses can also explore environmentally friendly packaging and eco-labels to attract eco-conscious customers, increasing their competitive edge.

ADOPT SUSTAINABLE PRACTICES

Adopting sustainable farming and processing methods, such as organic farming, conservation agriculture and water-efficient processing techniques, will align businesses with global trends towards sustainability. This can also help meet the growing demand for sustainably sourced products in both domestic and international markets.

ENGAGE IN REGIONAL VALUE CHAINS

Firms should actively work to strengthen regional value chains in ECOWAS. This includes investing in product yield improvements, aggregation and enhancing transport infrastructure to facilitate regional and global market access. Organize trade missions to explore new regional markets and strengthen relationships with key industry players in West Africa.

LEVERAGE FUNDING

Use resources from the ECOWAS Bank for Investment and Development to finance infrastructure projects and regional development initiatives. The bank's funding, through the ECOWAS Regional Development Fund and the ECOWAS Regional Investment Bank, is a key resource for both public- and private-sector investments.

CAPITALIZE ON FREE TRADE AGREEMENTS

Take full advantage of ECOWAS's free trade agreements and customs unions. Businesses should explore opportunities created by Vision 2050, which aims to establish a cohesive and prosperous regional market.

USE REGIONAL POPULATION

With more than 400 million people in ECOWAS and strong demand for cassava products, firms should focus on setting up cassava-processing facilities close to major cultivation areas. This will reduce transport costs and address the rapid starch degradation in fresh cassava roots. Developing efficient processing and drying infrastructure near raw material sources will also enhance trade across the region, especially with Sahelian countries that rely heavily on cross-border cassava trade.

TARGET DIASPORA MARKETS

Demand is growing for improved traditional cassava-based foods in both urban West Africa and across the West African diaspora. Businesses should invest in higher hygiene standards, better packaging and consistent product quality to meet international standards. Formalizing trade practices and leveraging trade platforms can help companies tap into this market, supporting regional economic growth.

REDUCE IMPORT DEPENDENCE

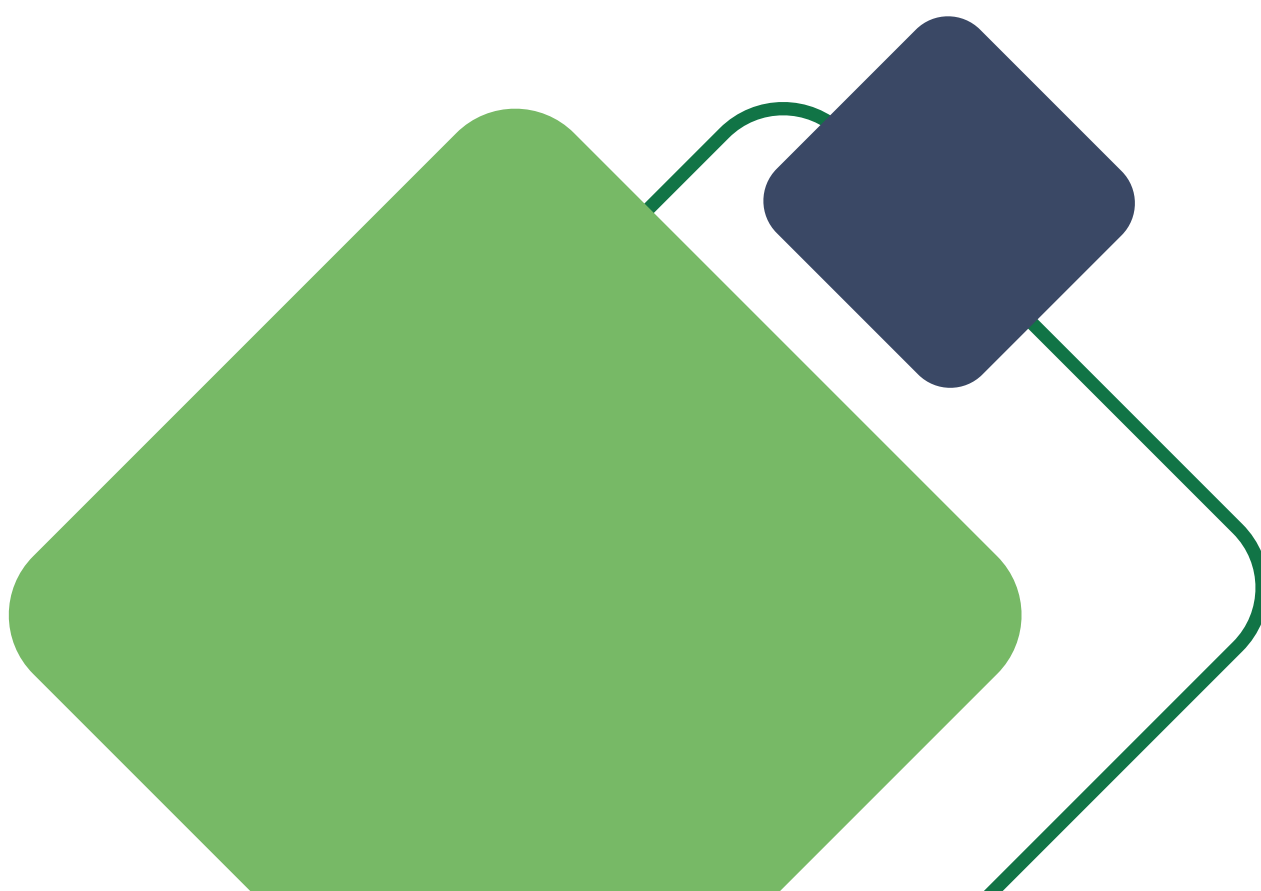
As demand for starches increases in ECOWAS, businesses should invest in local cassava starch production as a substitute for imported starches. This will help balance regional trade and meet the needs of multinational companies interested in competitively priced local starch.

INVEST IN ETHANOL PRODUCTION

Develop local ethanol production from cassava to address reliance on imports. Investment in production technologies and processes will help close the demand-supply gap and provide strategic regional benefits.

CAPACITY BUILDING FOR E-COMMERCE USE

Use e-commerce platforms to expand the reach across ECOWAS, selling cassava-based products to a broader audience. Invest in capacity building for your team to optimize online sales.



References

- Abass, A. B., Asenge, E. S., Uzaribara, E., Nduruguru, G. T., Mulwa, R. M., & Apolot, S. (2014). *Quality assurance manual for cassava processing: A training manual*. ASERECA, Entebbe, Uganda.
- Adebayo, K., & Westby, A. (2019). *Cassava: Adding Value for Africa Phase II (CAVA II) Project Final Report*. Submitted to the Bill and Melinda Gates Foundation.
- Adjata, K. D., Muller, E., Peterschmitt, M., Aziadekey, M., & Gumedzoe, Y. M. D. (2010). Incidence of cassava viral diseases and first identification of East African cassava mosaic virus and Indian cassava mosaic virus by PCR in cassava (*Manihot esculenta* Crantz) fields in Togo. *American Journal of Plant Physiology*, 5(2), 94-101. <https://doi.org/10.3923/ajpp.2008.73.80>
- Akinwumiju, A. S., Adelodun, A. A., & Orimoogunje, O. I. (2020). Agro-climato-edaphic zonation of Nigeria for a cassava cultivar using GIS-based analysis of data from 1961 to 2017. *Scientific Reports*, 10(1), 1259. <https://doi.org/10.1038/s41598-020-58280-4>
- ASEAN Cassava Centre. (n.d.). Cassava value chain: Starch production. *Sustainable Cassava*. <https://sustainablecassava.org>
- Ayyagari, M., Demirgüç-Kunt, A., & Maksimovic, V. (2017). *SME finance*. Policy Research Working Paper No. 8241, World Bank. <https://doi.org/10.1596/1813-9450-8241>
- CGIAR Research Program on Roots, Tubers and Bananas. (n.d.). New technologies make cassava processing more efficient and sustainable. CGIAR. <https://www.cgiar.org>
- CGIAR. (n.d.). Business case cassava chips. CGIAR. <https://www.cgiar.org>
- Coulibaly, A. D., Arinloye, M., Faye, T., Abdoulaye, A., Calle-Goulivas, & Ahoyo, R. (2014). *Analyse des chaînes de valeur régionales du manioc: Cas de la Côte d'Ivoire* (technical report). <https://doi.org/10.13140/2.1.3427.7446>
- Dansou-Kodjo, K. A., Mivedor, A. S., Adjata, D. K., Duclercq, J., Muller, E., & Gumedzoe, Y. M. D. (2017). Diagnostic de begomovirus associés aux systèmes de cultures à base du manioc (*Manihot esculenta* Crantz) par la PCR (polymerase chain reaction) au Togo. *Journal de la Recherche Scientifique de l'Université de Lomé (Togo)*, 19(4), 73-84.
- Data Bridge Market Research. (n.d.). Nigeria cassava starch market analysis and size. <https://www.databridgemarketresearch.com/reports/nigeria-cassava-starch-market#:~:text=Nigeria%20Cassava%20Starch%20Market%20Analysis%20and%20Size&text=Data%20Bridge%20Market%20Research%20analyses,3.21%25%20during%20the%20forecast%20period>.
- Faostat. (2016). Statistique de l'Organisation des Nations Unies pour l'Alimentation et l'Agriculture. Consulté le 10 juin 2024, sur le site : <http://www.fao.org/faostat/fr/>
- FAO, (2018). Cassava in Africa: Past, present and future. <https://www.fao.org/4/a0154e/A0154E04.HTM>
- Faostat. (2022). Statistique de l'Organisation des Nations Unies pour l'Alimentation et l'Agriculture. Consulté le 10 juin 2024, sur le site : <http://www.fao.org/faostat/fr/>
- Ghana experience. CSIR-Food Research Institute. https://csirspace.foodresearchgh.org/bitstream/123456789/1459/1/Quality_Management_Cassava_Processng.pdf
- Guria, F. (2013). *Évaluation des valeurs nutritive et sanitaire d'attiéké issu de différentes pâtes de manioc importées ou produites localement à partir de différents ferments* (Mémoire de DEA). CRSBAN, Université d'Ouagadougou.
- Institut de Conseil et d'Appui Technique (ICAT). (2019). *Cartographie de la production de manioc au Togo*.
- ITRA. (2007). *Situation de référence sur les plantes à racines et tubercules cultivées au Togo : Igname, manioc, patate douce, taro et pomme de terre*.
- ITRA. (2019). *Rapport annuel sur les cultures vivrières*.
- International Bank for Reconstruction and Development. (2020). *The World Bank* (1818 H Street Washington, DC 20433). <http://www.worldbank.org>

- ITC. (2020). *Market opportunities and entry strategies for cassava and cassava-related products in the United Kingdom*. <https://intracen.org/marketopportunities-forsieraleonecassavaexportstouk082020pdf-6>
- ITC. (2020). *The status of cassava production and markets in Sierra Leone*. Sierra Leone West Africa Competitiveness Programme.
- Knoema. (n.d.). Cassava. Knoema. <https://knoema.com/data/nigeria+agriculture-indicators-production+cassava>
- Komlaga, G. A., & Dziedzoave, N. T. (2019). *Quality management of cassava processing: the CAVA Ghana experience*. CSIR-Food Research Institute, Accra.
- Komlaga, G. A. (2020). *Training of trainers on quality management of high-quality cassava flour (HQCF) production*. CSIR-Food Research Institute, Accra.
- Law Insider. (n.d.). Sierra Leone Chamber of Commerce. *Law Insider*. <https://www.lawinsider.com/dictionary/sierra-leone-chamber-of-commerce>
- Masamha, L., Thebe, V., & Uzokwe, V. N. E. (2018). Mapping cassava food value chains in Tanzania's smallholder farming sector: The implications of intra-household gender dynamics. *Journal of Rural Studies*, 58, 82-92. <https://doi.org/10.1016/j.jrurstud.2018.01.003>
- Mendez del Villar, P., Adaye, A., Tran, T., Allagba, K., & Bancal, V. (2017). *Analyse de la chaîne de manioc en Côte d'Ivoire* (Rapport pour l'Union Européenne, DG-DEVCO). Value Chain Analysis for Development Project (VCA4D CTR 2016/375-804), 157 p. + annexes.
- Ministère de l'Agriculture, de l'Élevage et de la Pêche (MAEP-Togo). (2018). *Situation de référence sur la filière manioc au Togo*.
- Mivedor, A. S., Dansou-Kodjo, K. A., Adjata, D. K., & Pita, J. S. (2020). Identification and incidence of cassava mosaic begomoviruses in Togo. *Asian Journal of Plant Pathology*, 14(1), 11-20.
- Ngueda, D. O., Voemesse, K., Teteh, A., Decuypere, E., Gbeassor, M., & Tona, K. (2020). Nutritional effects of dietary inclusion of *Manihot esculenta* Crantz leaf on Isa Brown older layers performance. *International Journal of Poultry Science*, 5, 1682-8356.
- PIND Foundation. (2021). *Cassava value chain factsheet*. <https://pindfoundation.org>
- Revenue Commissioners. (2024). *Customs import procedures manual*. <https://www.revenue.ie/en/tax-professionals/tdm/customs/import-export-policy/customs-import-proceduresmanual.pdf>
- Sahel Consulting Agriculture & Nutrition Limited. (2020). *The cassava value chain* (Vol. 28). <https://sahelconsult.com/Sahel-Quarterly-The-Cassava-Value-Chain-Volume-28.pdf>
- Seedtracker. (n.d.). Released cassava varieties in Nigeria. *Seedtracker*. <https://seedtracker.org/cassava/index.php/released-cassava-varieties-in-nigeria/>
- Sierra Leone Agricultural Research Institute. (2018). *Cassava value chain report*.
- Sierra Leone Agricultural Research Institute. (2024). *Cassava value chain baseline study* (Unpublished).
- Sierra Leone Environmental Protection Agency. (2022). *Environmental Protection Agency Act, 2022* (Act No. 15 of 2022). <https://sierralii.gov.sl/akn/sl/officialGazette/government-gazette/2022-09-15/65>
- Uarrota, V. G., Nunes, E., Peruch, L. A. M., Neubert, N. E., Coelho, B., & Moresco, R. (2016). Toward better understanding of postharvest deterioration: Biochemical changes in stored cassava (*Manihot esculenta* Crantz) roots. *Food & Nutrition*, 4(3), 409-422. <https://doi.org/10.1002/fsn3.303>
- United Nations Development Programme (UNDP). (2018). *Human development reports. Market Study and Value Chain Analysis of Cassava in West Africa*. <http://gepaghana.org>
- WACOMP. (2022). *Programme de compétitivité de l'Afrique de l'ouest: Profil d'investissement régional de la chaîne de valeur du manioc*.





About WACOB

The **West African Competitiveness Observatory** (WACOB) is a comprehensive tool for monitoring the trade competitiveness of West African countries and the region as a whole. It supports policymakers in shaping strategies to enhance trade competitiveness and foster value chain development, while empowering local firms, particularly small and medium enterprises, to better integrate into regional value chains. Through its dedicated modules, users can access detailed data and insights on trade competitiveness and regional value chain opportunities.

Free resources specifically developed for West African businesses include:

A **Business Matchmaking Platform** which enables West African companies to create detailed business profiles, showcase their products and services, connect with buyers and suppliers from the region within and beyond their value chains, and communicate seamlessly across language barriers using automatic translation.

Access the platform here: <https://b2b.wacomp-observatory.org/>

Regional Value Chain Guides for five focus value chains of the Competitiveness Observatory offering invaluable insights for businesses, covering key stages and actors within each value chain. They also include contact details of potential business partners, financial institutions, and transport and logistics providers, as well as other critical information that can help businesses better integrate into regional value chains.

The guides are available in English, French and Portuguese for the following value chains:



Apparel of cotton



Cassava



Infant food



Processed fish



Vegetable butter for beauty care

Access the guides here: <https://wacomp-observatory.org/en/resources>





Funded by
the European Union



Street address:
Internacional Trade Centre
54-56 Rue de Montbrillant
1202 Geneva, Switzerland

P: +41 22 730 0111
F: +41 22 733 4439
E: itcreg@intracen.org
www.intracen.org

Postal address:
International Trade Centre
Palais de Nations
1211 Geneva 10, Switzerland

The International Trade Centre is the joint agency
of the World Trade Organization and the United Nations.