

ENTERPRISE SUPPORT ORGANISATIONS FOR NUTRITION

A CONVENING IN NIGERIA



GAIN Convening Paper n°11

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SUMMARY

On August 29, 2024, the Global Alliance for Improved Nutrition (GAIN) hosted the inaugural Enterprise Support Organisation (ESO) for Nutrition Convening in Nigeria, themed 'Catalysing Nutritional Innovation: Empowering ESOs to Transform Food Systems.' This first-of-its-kind convening in Africa brought together over 150 participants, including key stakeholders from academia, the private and public sectors, development agencies, and civil society. The convening focused on the critical role ESOs (entities that provide business development services to businesses) play in transforming food systems by supporting agri-food small and medium-sized enterprises (SMEs) to overcome operational challenges, enhance capacity, and improve nutrition outcomes for underserved populations.

The convening sought to empower ESOs to adopt nutrition-focused strategies that enhance the availability, affordability, and desirability of nutritious foods and to foster partnerships across sectors. Panel sessions that delved into critical themes such as:

- **Innovation in Nutritious Food Product Development**, emphasising local ingredient use, regulatory hurdles, and collaboration with academia.
- **Enhancing Business Practices for Nutritious Food SMEs**, exploring sustainable business models and practices, food safety, and climate-smart solutions.
- **Innovative Financing Solutions for Nutrition-Focused SMEs**, discussing tailored financial instruments, impact investment, and the need for financial literacy.
- **Equipping ESOs with Advanced Tools and Skills**, focusing on data analytics, mentorship, and fostering a Community of Practice to share global best practices.

Key outcomes included commitments from 84 participants to integrate a nutrition lens into their work, foster stakeholder collaboration, and advocate for policy reforms that support nutrition-focused food systems. The convening also set in motion future actions such as establishing an Alliance for ESOs in Nutrition, promoting innovative financing models, and launching capacity-building initiatives in food safety, sustainability, and nutrition.

KEY MESSAGES

- The meeting underscored the need for ESOs to provide specialised technical support, including to improve product quality and reduce costs for SMEs, to help scale nutrition- and climate-smart innovations.
- ESOs were encouraged to promote sustainable innovative practices aimed at building resilience against climate change impacts, lowering production costs, and supporting the long-term viability of SMEs.
- The need for ESOs to advocate for policies that create a supportive environment for innovation, climate-smart practices, and sustainable financing was emphasised.
- A decision was made to establish an Alliance of ESOs for Nutrition to address the diverse challenges faced by SMEs, enabling targeted support based on location and value chain focus.

BACKGROUND AND OBJECTIVE

According to the World Bank, Small and Medium Enterprises (SMEs) account for 90% of all businesses and more than 50% of employment worldwide, with formal SMEs accounting for at least 40% of GDP in emerging countries, and substantially more when informal SMEs are considered (1). In low- and middle-income countries, SMEs dominate agricultural value chains from farm to fork. SMEs play a critical role in pricing (affordability), marketplaces (accessibility), and quantity (availability) of foods on the market. For instance, up to 70% of nutritious foods like fruits, vegetables, dairy, and animal-sourced proteins are produced, processed, or sold by SMEs in Africa (2). As a result, SMEs play a critical role in driving the transformation of food systems in Africa (3). This transformation towards better food availability, accessibility, and affordability is urgently needed: globally, over 2.4 billion people could not afford a healthy diet in 2022, with the issue particularly concentrated in Africa and Asia. An additional 1 billion people may be at risk of not being able to afford a healthy diet, as many consumers continue to prioritise food prices above nutritional value (4).

For SMEs to help reduce the burden of malnutrition, however, the goal of supporting SMEs must be not merely to expand the scale of SME operations but to use SMEs as a mechanism to achieve an impact on nutrition and diets (5). This involves collaborating with development partners, governments, and other stakeholders to maximise the reach and nutritional impact of SME products and services while ensuring profitable growth by SMEs and returns on investment from those who fund them. One key type of partner for engagement is enterprise support organisations (ESOs). ESOs are entities that provide business development services to enterprises, helping them to grow, innovate, and scale. ESOs play a critical role in supporting agrifood SMEs by offering tailored support that includes capacity building, access to finance, business development, and technical assistance. ESOs can be classified into various categories, including:

- **Private-Sector Agencies:** These include financial institutions, innovation hubs, and private consulting firms that provide business support services.
- **Public Institutions:** Government bodies and agencies that offer policy support, funding, and technical assistance to SMEs.
- **Non-Governmental Organizations (NGOs):** These organisations often focus on capacity building, mentorship, and advocacy for small businesses in the agrifood sector.
- **Civil Society Organizations:** Groups that work to improve community engagement and social support for SMEs.
- **Academic Institutions:** Universities and research centres that provide training, research, and technical expertise to support SMEs.

Through the Nutrition Impact at Scale (NIS) project, the Global Alliance for Improved Nutrition (GAIN) aims to scale the impact of its work to increase access to safe and nutritious foods, particularly for low-income consumers across Africa, by strengthening food system SMEs. Funded by the Ministry of Foreign Affairs of the Netherlands, NIS uses a market systems development approach to improve food systems, increase inclusivity, and enhance nutrition outcomes. NIS leverages GAIN's extensive experience in providing high-quality technical assistance, capacity building, networking, and knowledge sharing with ESOs and SMEs. By collaborating with organisations that are willing and have the capacity to consider nutrition in their work, NIS aims to drive large-scale and accelerated nutrition impact for the most vulnerable populations.

GAIN Convening Paper n°11

The project focuses on six countries: Mozambique, Ethiopia, Nigeria, Kenya, Uganda, and Benin. NIS provides practical tools, training, and resources to ESOs that work with SMEs, enabling them to better support and incubate SMEs. This approach is meant to not only scale GAIN's impact but also ensure sustainable improvements in food systems by equipping stakeholders with the skills and knowledge needed to foster nutritious and safe food access at all levels of the market.

In August 2024, GAIN held an ESO for Nutrition Convening, "Catalysing Nutritional Innovation: Empowering ESOs to Transform Food Systems," in Abuja, Nigeria. It was the first of its kind in Africa and brings together stakeholders dedicated to transforming food systems across the continent. This paper reports on the content and outcomes of that convening.

PLENARY SESSIONS: DRIVING INNOVATION AND IMPACT IN NUTRITIOUS FOOD SYSTEMS

A key component of the ESO for Nutrition Convening was a series of targeted panel sessions that addressed the critical challenges and opportunities in supporting agri-food MSMEs across Sub-Saharan Africa. These sessions fostered knowledge exchange, provided actionable insights, and explored innovative approaches to enhancing the role of ESOs in transforming food systems.

Session 1: Innovation in Nutritious Food Product Development

Moderated by Yetunde Olarewaju, Senior Associate of Planning and Communications at GAIN, this panel explored strategies to improve the nutritional value of foods, particularly in underserved markets. Panellists, including Oluwatoyin Onigbanjo (CEO, August Secrets), Olu Awolowo (CEO, Distrifoods Nigeria), Oluwakemi Jeje (CEO, Wholeeats Africa), and Prof. Olugbenga Ogunmoyela (CEO, Glytabs Consulting Ltd.), discussed key trends and challenges.

The panel underscored the value of partnerships between agribusinesses, academia, and research institutions in driving product innovation and tackling malnutrition. For example, Ms. Onigbanjo highlighted increasing consumer awareness of nutrition and the importance of accurate labelling, as well as the use of locally sourced inputs to enhance nutrition and affordability. Her example, Jaden's Fruitamil, an all-natural multigrain and fruit cereal enriched with vitamin A, demonstrated how collaborative research and development can meet specific nutritional needs. Mr. Awolowo's use of phytase to improve mineral absorption addressed micronutrient deficiencies. However, challenges such as inconsistent raw material quality and regulatory bottlenecks were noted by Prof. Ogunmoyela, who emphasised the need for regulatory frameworks that prioritise collaboration over enforcement.

The session concluded with a call for ESOs to provide SMEs with resources, training, and mentorship. By addressing knowledge gaps and operational barriers, it was widely agreed that ESOs can play a vital role in scaling innovative solutions in the nutritious food sector.

Key Takeaways:

- As consumer awareness of nutrition grows, investing in nutritious food products presents both business and social rewards. SMEs must innovate to meet this demand.

GAIN Convening Paper n°11

- SMEs should leverage local nutrient-dense crops and high-quality inputs to replace imports, thereby reducing costs, enhancing sustainability, and improving accessibility to nutritious products.
- Regulatory bodies should adopt a collaborative approach, supporting SMEs through innovation and compliance rather than stifling progress.
- ESOs should offer tailored technical support, including shared processing hubs, to reduce costs and enhance product quality.
- Collaboration among SMEs in the value chain can create efficiencies, improve market access, and strengthen the sector's resilience.
- SMEs should prioritise education and capacity building, using resources like the Global Nutrition Report and GAIN's resources on [innovative business models for reaching lower-income consumers](#).
- Joining the [Scaling Up Nutrition \(SUN\) Business Network](#) provides SMEs with networking, knowledge sharing, and access to programmes that can enhance their impact.
- Integrating research and development into SME strategies is essential for innovative product development, addressing nutritional challenges, and ensuring quality.
- ESOs play a critical role in guiding SMEs through product development by providing both technical and financial support, fostering innovations that improve nutrition outcomes across Sub-Saharan Africa.

Session 2: Enhancing Business Practices for Nutritious Food SMEs

Moderated by Mercy Olorunfemi, Project Manager of the NIS project, this panel delved into best practices in business operations, marketing, scaling strategies, climate-smart practices, and food safety. The panel featured Jane Omojokun (CEO, Nugata Consults), AfricanFarmer Mogaji (Advisory Board Member, Lagos Chamber of Commerce), Bankole Oloruntoba (CEO, Nigeria Climate Innovation Center), and Mira Mehta (CEO, Tomato Jos), who shared their expertise and practical experiences.

Ms. Mehta reflected on her journey scaling Tomato Jos, one of Nigeria's largest tomato farming and processing operations. She highlighted the challenge of securing equity investment, which required giving up part ownership—underscoring a common hurdle for nutritious food producers in Nigeria's complex economic landscape. Mr. Mogaji emphasised the importance of partnerships and policy advocacy, citing technology's role in driving operational efficiency and promoting nutritious food. His case study on launching sweet corn in Lagos, where a capacity-building event attracted 3,000 attendees and over 100 distributor sign-ups, demonstrated the impact of effective marketing and partnership strategies.

Mr. Oloruntoba discussed sustainable energy solutions, highlighting green financing models and the potential to repurpose waste into revenue-generating by-products as ways to manage rising production costs, particularly due to high diesel prices. He urged SMEs to consider waste management as a critical component of their business models. Ms. Omojokun underscored the need for stringent food safety practices across the supply chain, noting that adhering to safety standards not only protects consumers but also enhances product marketability. She advised SMEs to engage professional guidance early in product development to ensure compliance and profitability.

This session provided a comprehensive overview of practical strategies for improving business operations and scaling nutritious food SMEs, with a strong focus on sustainability, partnerships, and food safety.

Key Takeaways:

- SMEs must collect and analyse sales data to understand revenue drivers and cover costs, which is essential for scaling and attracting investment.
- Prioritising partnerships that drive policy advocacy can help SMEs address systemic challenges, such as cash flow issues related to payment delays by major retailers.
- Embracing renewable energy can reduce production costs while converting waste into additional revenue, which supports sustainable practices.
- Technology, including social media, is crucial for engaging consumers and promoting nutritious food products effectively.
- SMEs need to innovate in logistics, marketing, and energy use, continuously adapting their models to stay competitive.
- ESOs should foster a scientific ecosystem that supports research and development, providing SMEs with access to cutting-edge knowledge and practical business solutions.
- ESOs can help address broader challenges by integrating insights across sectors and advocating for sustainable financing to support SMEs until they become profitable.
- Facilitating access to green financing allows SMEs to integrate sustainable practices without incurring unsustainable costs.
- ESOs should engage with regulatory bodies to streamline compliance, helping SMEs meet international safety standards and overcome bureaucratic hurdles.
- SMEs should explore innovative ways to enter new markets, leveraging partnerships, cross-promotion, and consumer education to build demand and loyalty.
- ESOs should explore backward integration strategies (strategies to produce or source their own inputs instead of purchasing these from external suppliers), helping SMEs secure supply chains, reduce dependency on external suppliers, and enhance resilience.
- ESOs should facilitate engagement between SMEs and regulators to address bottlenecks and foster a collaborative approach that promotes innovation and compliance.

Session 3: Innovative Financing Solutions for Nutrition-Focused SMEs

Moderated by Ruskiyat Badmus, Technical Advisor at GIZ and ECOWAS, this panel examined how ESOs can assist SMEs in accessing suitable financial instruments to scale their operations. Panellists included Victoria Madedor (Head of Business Development, Bank of Industry (BOI) Investment & Trust Co), Gregory Ekanem (Team Lead, Agric Channels & Liability, First City Monument Bank), and Tomisin Odunmbaku (Project Coordinator, Scaling Up Nutrition Business Network Nigeria), who provided diverse perspectives on financing solutions for SMEs.

Ms. Madedor outlined the BOI debt financing options, highlighting working capital loans at 12% per annum and loans with fixed interest rates, offering stability amid changing monetary conditions. BOI also provides specialised loans, such as a 5% interest loan backed by the Presidency and international nonprofits, designed to ease access to credit for SMEs.

GAIN Convening Paper n°11

Mr. Ekanem discussed First City Monument Bank's initiatives, which include single-digit interest-rate loans for young entrepreneurs, especially women, through partnerships with MasterCard. He emphasised FCMB's blended finance approach, which is supported by FMO, which de-risks investments. Ekanem also highlighted the collaboration with AgriFi, using blockchain technology to raise over five billion naira (approximately USD 3 million) for SMEs. Products like the BOI Gender Loan and She Ventures offer zero interest-rate loans to female entrepreneurs, providing a crucial lifeline for women-led SMEs.

Mr. Odunmbaku focused on blended finance models and impact investments, which combine grants, concessional loans, and technical assistance to help SMEs in underserved markets. These instruments provide a holistic approach to overcoming financial barriers and scaling effectively. The panel stressed the importance of ESOs understanding the specific needs of each business before recommending financing options. The SUN Business Network has been instrumental in facilitating impact investments, strengthening business models, and building SME capacity. BOI has adopted a tailored approach, creating specialised business units for food and agro-processing and implementing a cluster system where SMEs can cross-guarantee each other, thereby improving access to finance.

Key Takeaways:

- ESOs should offer financial literacy and investment readiness programmes to help SMEs understand their financial needs at each growth stage.
- ESOs should connect SMEs with financial institutions like BOI and First City Monument Bank, easing access to finance through established networks and fostering collaborations that support innovative financing models for nutrition-focused enterprises.
- The focus should move from traditional debt and grants to innovative approaches, including linkages to off-takers, guaranteed purchase agreements, and market connections to reduce reliance on conventional financing.
- ESOs should create a database of organisations that can guarantee purchases, making SMEs more appealing to financial institutions.
- ESOs need to provide honest feedback to SMEs about their business health, helping entrepreneurs identify red flags early and make necessary adjustments.
- Nano businesses (i.e., very small enterprises, typically consisting of just one or two people) should prioritise micro financing and payment guarantees from off-takers, which financial institutions like BOI can leverage to improve access to finance.
- SMEs should secure insurance tailored to their business risks, including coverage for insurgency, farmer-herder conflicts, and other disruptions. International options can be explored if local insurance is insufficient.
- The SUN Business Network can compile a list of guaranteed providers and engage in de-risking initiatives that enable SMEs to access tailored financing instruments for agribusinesses.

Session 4: Equipping ESOs with Advanced Tools and Skills

Moderated by Daisy Otieno, Project Coordinator of the Nutrition Impact at Scale project, this panel explored how ESOs can leverage advanced tools, technologies, and methodologies to better support SMEs in the nutrition sector. Panellists included Jide Adedeji (Academic Director, Agribusiness Management Programme, Lagos Business School), Oge Nnaife (Executive Director, Innovation Support Network), Hosea Yakubu

GAIN Convening Paper n°11

(Monitoring, Evaluation, and Learning Lead and Acting Crop Portfolio Manager, Ikore), and Emmanuel Ejewelu (Program Manager, Inspire Decisions).

The panel emphasised the importance of advanced tools and methodologies in driving innovation and improving the operational efficiency of ESOs. The Agribusiness Management Program at Lagos Business School was highlighted as a flexible education model tailored to the agribusiness sector, bridging knowledge gaps for SME owners and enhancing their management capabilities. Panellists acknowledged challenges faced by ESOs, including SMEs' limited business management skills and difficulties accessing finance. To address these gaps, the Innovation Support Network offers capacity development programmes, hackathons, and platforms that connect young innovators with potential investors, facilitating technological innovation and bridging financing gaps.

The session underscored the role of data analytics in improving ESO operations. By using data-driven insights, ESOs can better understand SME needs and provide tailored support. Tools for supply chain management, market insights, and inventory control were recommended to optimise SME operations and competitiveness, ultimately enhancing their impact on nutrition. Collaboration was a key theme, with panellists advocating for a Community of Practice among ESOs. Such a community would enable sharing of best practices, addressing region-specific and value chain-specific challenges, and aligning efforts with global standards. This collective approach would strengthen ESOs' ability to support nutrition-focused SMEs and contribute to national nutrition and food security goals.

Key Takeaways:

- ESOs need to help SMEs innovate by exposing them to the latest trends, tools, and technologies that can enhance their operations and competitive edge.
- ESOs should engage SMEs in coaching and mentorship sessions, identifying skills gaps through needs assessments and providing targeted interventions to address these needs.
- ESOs should invest in data analytics to gain insights into SME performance and decision-making processes, improving the support they provide.
- ESOs should create more opportunities and platforms for angel investors to finance innovative ideas in the agribusiness sector, ensuring that deal rooms are populated with the right type of investors.
- Establish a Community of Practice among ESOs to share resources, address diverse challenges faced by SMEs, and tailor support to meet specific needs.
- ESOs should ensure that nutrition is integrated into all tracked indicators, standardising their contributions through a nutrition lens and aligning with national and global nutrition goals.
- ESOs should benchmark their progress against global standards and best practices, focusing on key performance indicators like increased production of nutritious foods, market access, financing, and technological advancements.

SIGNING OF THE NUTRITION COMMITMENT

The signing of the nutrition commitment was a significant moment at the convening, bridging the discussions held during the event with actionable steps in the real world. This activity served as a call to action, urging participants to move beyond dialogue and actively contribute to transforming food systems. The commitment was a rallying point for

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participants to reflect on how their businesses could align with the broader movement championed by GAIN through the NIS Project.

Participants were invited to join the NIS project by signing an online nutrition commitment form. A total of eighty-four (84) participants pledged to:

- **Integrate a Nutrition Lens:** Prioritise safe and nutritious food production by embedding a nutrition focus into all agri-food MSME support programmes.
- **Collaborate with Stakeholders:** Work with partners to enhance the availability, affordability, and desirability of nutritious foods, particularly in underserved markets.
- **Adopt Innovative Practices:** Embrace and promote innovative approaches that improve nutritional outcomes within the food systems they support.
- **Advocate for Policy Change:** Support policy reforms that foster the growth and sustainability of nutrition-focused enterprises.
- **Build Capacity:** Strengthen the skills of their teams and the SMEs they support to implement nutrition-focused business practices effectively.
- **Facilitate Investment:** Commit to investing in or facilitating access to funding for nutrition-focused SMEs to drive their growth and impact.

This commitment aligns closely with GAIN's 2023-2027 strategy, which aims to influence food systems and strengthen the enabling environment for actions that promote healthier diets (6). GAIN's approach focuses on the proven trio of engagement, evidence, and public voice.

CONCLUSION AND RECOMMENDATIONS

GAIN's mission is to improve the consumption of nutritious and safe foods, particularly for the most vulnerable, by enhancing healthier diets' availability, affordability, desirability, and sustainability. The ESO for Nutrition Convening in Nigeria aligns with GAIN's 2023-2027 strategy, emphasising the strengthening of food systems and fostering multisectoral partnerships to address malnutrition and food insecurity in Sub-Saharan Africa. By highlighting ESOs as pivotal actors, the convening showcased their essential role in equipping agri-food SMEs with the skills, resources, and support needed to produce and deliver nutritious foods.

Panel discussions underscored the urgency of coordinated, cross-sectoral approaches to tackle food insecurity and improve diet quality. These dialogues reflected GAIN's priorities of scaling programmes that integrate nutrition with other key outcomes, including climate adaptation, livelihoods, and food system resilience. The convening presented innovative solutions related to product development, business practices, financing models, and advanced capacity-building for ESOs, all of which are critical for achieving GAIN's mission of healthier diets for all.

Participants' commitment to integrating nutrition-focused strategies and advocating for supportive policies exemplified the collaborative spirit needed for systemic change. This aligns with GAIN's strategy of leveraging engagement, evidence, and public voice to enhance the enabling environment for better nutrition outcomes. The convening acted as both a knowledge exchange platform and a catalyst for action, encouraging stakeholders to implement solutions that address the complex challenges of food systems transformation. Maintaining the momentum from the convening will require ongoing investment in partnerships, innovation, and targeted interventions. ESOs are uniquely

GAIN Convening Paper n°11

positioned to drive this transformation by supporting agri-food SMEs in adopting sustainable and inclusive practices. Achieving these goals will demand continued collaboration, investment in larger, integrated projects, and a commitment to building scalability, aligning with GAIN's strategic objectives.

The 2024 ESO for Nutrition Convening in Nigeria laid a strong foundation for enhancing a resilient, inclusive, and nutrition-focused agri-food sector in Nigeria. By building on the insights and commitments made, stakeholders can collectively strengthen the impact of ESOs, contributing to a more sustainable food system that serves all, especially the most vulnerable. A cross-section of speakers, panellists and some critical partners at the convening

The following are recommendations from the ESOs for Nutrition Convening in Nigeria.

- Establish formal networks among ESOs to facilitate continuous learning, share best practices, and collaboratively address challenges.
- Develop tailored financial literacy and investment readiness programmes to improve SMEs' abilities to access diverse financing options.
- Engage ESOs and other stakeholders in coordinated advocacy efforts to influence policies that support nutrition-focused enterprises. This recommendation supports GAIN's strategy of strengthening the enabling environment for healthier diets through public voice and engagement.
- Invest in advanced technologies and data analytics to optimise ESO support services for SMEs. Enhanced data-driven approaches can improve programme implementation, effectiveness, and scalability, directly contributing to GAIN's strategic goals.
- Strengthen R&D partnerships between ESOs, academic institutions, and research organisations to drive innovation in nutritious food product development.
- Facilitate connections between SMEs and innovative financing models, such as blended finance and impact investments.
- Promote sustainable business practices among SMEs, including renewable energy adoption and climate-smart agriculture, to align with GAIN's broader goals of resilience and environmental stewardship in food systems.
- ESOs are uniquely positioned to connect agri-food SMEs with off-takers, direct consumers, and broader markets. To maximise this potential, ESOs should provide comprehensive market research and consumer insights, helping SMEs stay relevant, innovative, and responsive to consumer needs.
- Intensify support for SMEs to meet food safety and quality standards, which are crucial for market access and consumer trust.
- Encourage SMEs to adopt risk management strategies, including access to insurance tailored to the agri-food sector.
- Ensure that ESO programmes are inclusive, with strategies that specifically empower women and youth in the agri-food sector.
- With results from needs assessments, ESOs can identify opportunities to create production hubs or clusters that meet the needs of SMEs, including processing, logistics, storage, packaging, and green energy solutions to power operations. Facilitating access to such resources can significantly reduce production costs and increase the affordability of nutritious products for vulnerable groups.
- Sustain the momentum generated during the convening by designing structured mechanisms for ongoing communication among stakeholders.

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By implementing these recommendations, stakeholders can help drive transformative change in food systems while enhancing the impact of ESOs towards achieving a resilient, inclusive, and nutrition-focused agri-food sector that delivers healthier diets for all.

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ANNEX

ESOs For Nutrition Convening In Nigeria - Agenda

Opening Remarks

Speaker: Aime Kwizera

Overview of the Nutrition Impact at Scale Project

Speaker: Mercy Olorunfemi, Project Manager, Nutrition Impact at Scale

Keynote Address: The Role of ESOs in Transforming Food Systems in Nigeria

Speaker: Dr. Michael Ojo, Country Director, GAIN Nigeria

Session 1: Innovation in Nutritious Food Product Development

Moderator: Yetunde Olarewaju, Senior Associate, Planning and Communications

Panellists:

- Oluwatoyin Onigbanjo, Founder/CEO, August Secrets
- Olu Awolowo, CEO, Distrifoods Nigeria
- Olugbenga Ogunmoyela, CEO, Glytabs Industries
- OluwaKemi Jeje, CEO, Wholeeats Africa

Session 2: Enhancing Business Practices for Nutritious Food SMEs

Moderator: Mercy Olorunfemi, Project Manager – Nutrition Impact at Scale

Panelists:

- Jane Omojokun, CEO, Nugata Consults
- African Farmer Morgaji, Advisory Board, Lagos Chambers of Commerce
- Bankole Oloruntoba, CEO, The Nigeria Climate Innovation Center
- Mira Mehta, Founder/CEO, Tomato Jos

Session 3: Innovative Financing Solutions for Nutrition-Focused SMEs

Moderator: Ms. Ruskiyat Badmus, Technical Advisor, GIZ and ECOWAS

Panelists:

- Dr Joshua Zira, Sterling Bank, Head, Agric (North) Strategy, Partnership and Solid Mineral
- Gregory Ekanem, Team Lead, Agric Channels and Liability, FCMB
- Victoria Madedor, Head of Business Development, BOI Investment & Trust Co
- Mr. Tomisin Odunmbaku, National Coordinator, Scaling Up Nutrition Business Network

Session 4: Equipping ESOs with Advanced Tools and Skills

Moderator: Daisy Otieno, Project Coordinator, Nutrition Impact at Scale

Panelists:

- Jide Adedeji, Academic Director, Agribusiness Management Programme, Lagos Business School
- Oge Nnaife, Executive Director, Innovation Support Network
- Hosea Yakub, MEL Lead and Acting Crop Portfolio Manager, Ikore
- Emmanuel Ejewel, Program Manager, Ikore International,

Signing of Nutrition Commitment

Speaker: Mercy Olorunfemi, Project Manager, Nutrition Impact at Scale, GAIN

Closing Remarks

Speaker: Daisy Otieno, Project Coordinator, Nutrition Impact at Scale



ABOUT GAIN

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the UN in 2002 to tackle the human suffering caused by malnutrition. Working with governments, businesses and civil society, we aim to transform food systems so that they deliver more nutritious food for all people, especially the most vulnerable.

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