



Vertmance Agric Partners Limited

...Enriching The Motherland...

Presentation >



About Vertmance Agric Partners (VAP)

Vertmance Agric Partners (VAP) is our agriculture unit under Vertmance Resources focused on integrated crop and livestock production across the West-African region.

Beyond operationalizing a 42 Hectares flagship OWONIKOKO Ranch at Roguwa (Nasarawa State), our operations have also extended to setting up associated out-grower farms nationwide- leveraging technology and distribution and export of agricultural products.





Our Vision

To build an integrated, efficient and competitive commercial agricultural market capable of providing high-value added products for domestic and foreign markets.



Our Mission

To provide our customers with high-quality and affordable products while building a sustainable business to support both the regional and continental agricultural industry.



The Challenge

Nigeria's per capita daily protein intake is estimated to be 45.4 g as against the FAO minimum 53.8g (Iyangbe and Orewa, 2009). This situation is as a result of a broken protein supply chain, especially of ruminants and most especially cattle.

Africa's largest economy, depends on her neighbors for cattle supply (over 90%), and lacks a breeding or modern livestock production industry.

These animals are slaughtered under primitive, unhygienic conditions and sold to consumers at top dollar with the risk of food-borne diseases, including typhoid and diarrhea. The cost of Nigeria's 173 million annual episodes of diarrhea and the 35 million ailments attributable to beef alone is said to be \$5.6 billion, and treatments/lost income cost \$156 million.



Security & Health Challenges

Animals are moved from Nigeria's Northern border outposts, mostly by herdsmen who clash with farmers, leading to countless deaths in their long walks to the main markets in the South. Importation and middlemen costs ensure the animals arrive expensive and diseased.



Cost-To-Value Disparity

Nigerians are at the bottom of the league table of protein (meat) consumption globally (14th Lowest in the World lagging War ravaged Palestine, Liberia and Uganda!), despite paying top dollar for this commodity and getting the product in mostly unhygienic conditions.



Highlights



Operates THREE
livestock
facilities in
Nasarawa, Lagos
and Ekiti States



Member of Chieftain
(CAD) Holdings



Led by Diaspora, re-
investing locally



Key Global Partners
spanning three
continents



Global Parent
Established since
2014



Currently cultivating
over 300Ha of
Grains in Nasarawa
state



Offtake partner for
NIRSAL CSF
Program



Business Operations

Ongoing & Portfolio Analysis / Incoming, Impact & Projections





Ongoing & Portfolio

Initial Investment

- ★ We Invested \$175,000 raised from angel investors In infrastructure.
- ★ Parent (VRL) Invested over \$350,000 over 3 years in acquiring 42 hectares site, leasing over 230 hectares directly, and securing rights to addition 1,300 hectares.

Additional Investment

- ★ Additional estimated \$350,000 to \$500,000 in sweat equity invested to develop operations and set up operations between 2017 and 2021.
- ★ So far we have raised 230 million (Approx. \$500k) naira (trade line to focus on livestock.

Livestock Production Portfolio



Financing Raised for Livestock

★ Raised ₦140 million trade line to focus on livestock. This includes infrastructure upgrades and trading (retail outlets inclusive).

Value of Current Stock

★ We currently have about 220 heads worth ₦45 million in stock, expensed ₦20 million naira to trade additional 100 heads (trade now exited).

★ ₦15 million naira to enhance Infrastructure and overhead to handle 300 heads of cattle on main ranch.

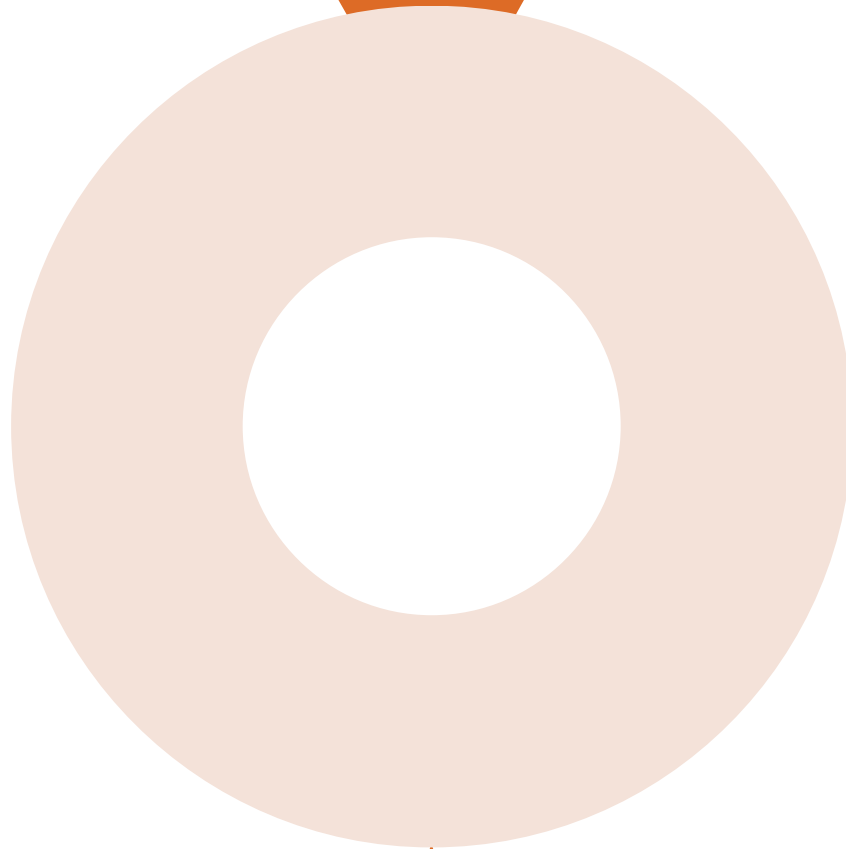
★ Secured rights to additional 540 heads of cattle in NIRSAL value chain line is at 20% (to be repaid in September 2020).

Expected Return on Livestock



25%

**Return on Cattle
Production/Wholesale**



20%

**On the Retailing including
Online & Franchise sales**



Grains Production Portfolio

Estimated Revenue Raised

- ★ Raised ₦80 million trade line to focus on feedstock (grains) at 15 % (due September, 2020).
- ★ Expending ₦40 million at Doma Site directly on 200 hectares.
- ★ ₦40 million to be utilized as off-take for Anchor Borrower Program on 750 hectares being farmed under Evergreen Cooperative Subsidiary.

Line converted to USD to hedge and has risen in value by over 10% since hedged.

Will Require Refinancing...

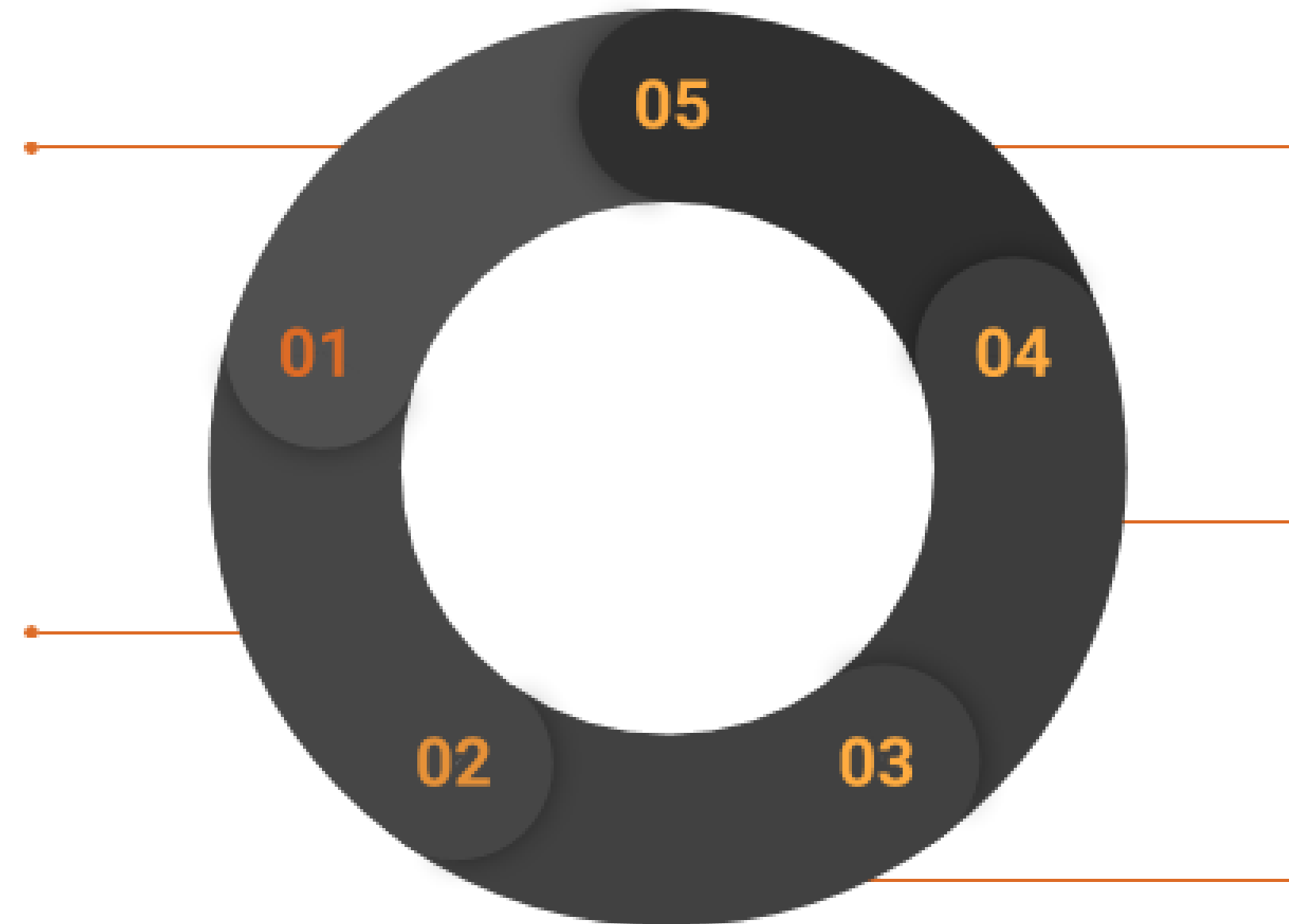
Our Crop Production Cycle

Seed Genetics & Land Preparation

Seed quality is the basis of efficient crop production, that is why we strive to always provide our farmers with high quality seeds.

Nursery, Planting & Fertilizers

To minimize nutrient runoff, we took a great deal of effort to understand the response of plants to fertilizer applications within our production system.



Retail / Offtaking

Off-taking of farm produce has been described as a means to deepen crop industrialisation, impetus to rev up agricultural productivity and solution to current poor agricultural financing in the country.

Harvest & Storage

We perform basic harvesting operations which can be done in individual steps or in combination using a combine harvester.

Pest Management

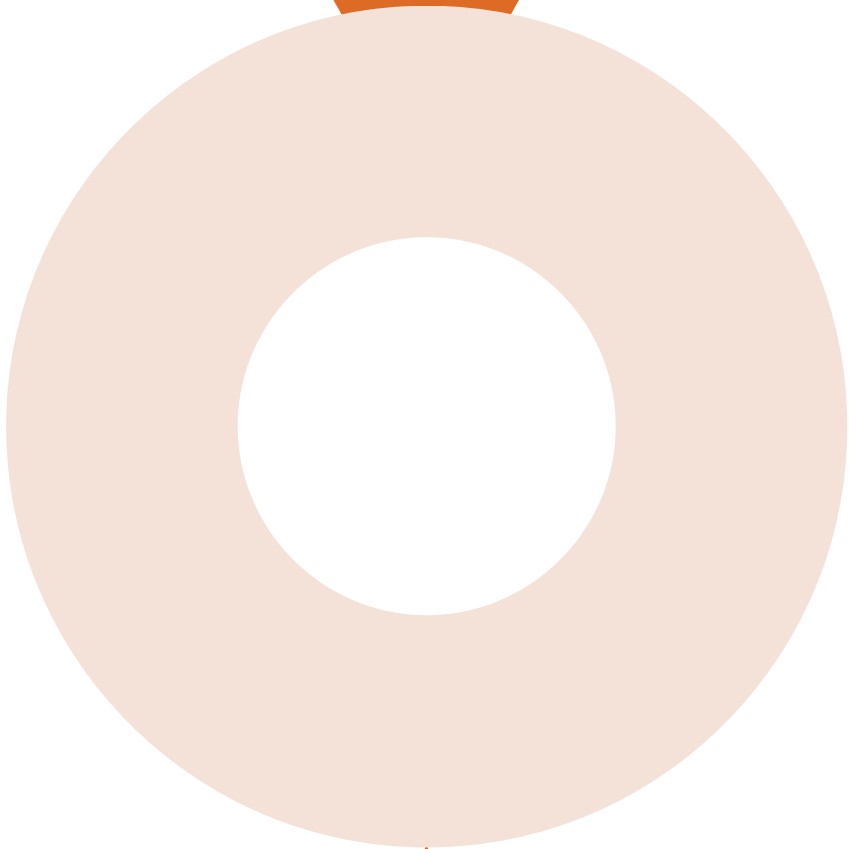
Our farmers follow an efficient Pest control regimen for regulation and/or management pests, as they impact adversely on profitable agricultural activities.

Expected Return on Feedstock



150%

Return on the grain
stock

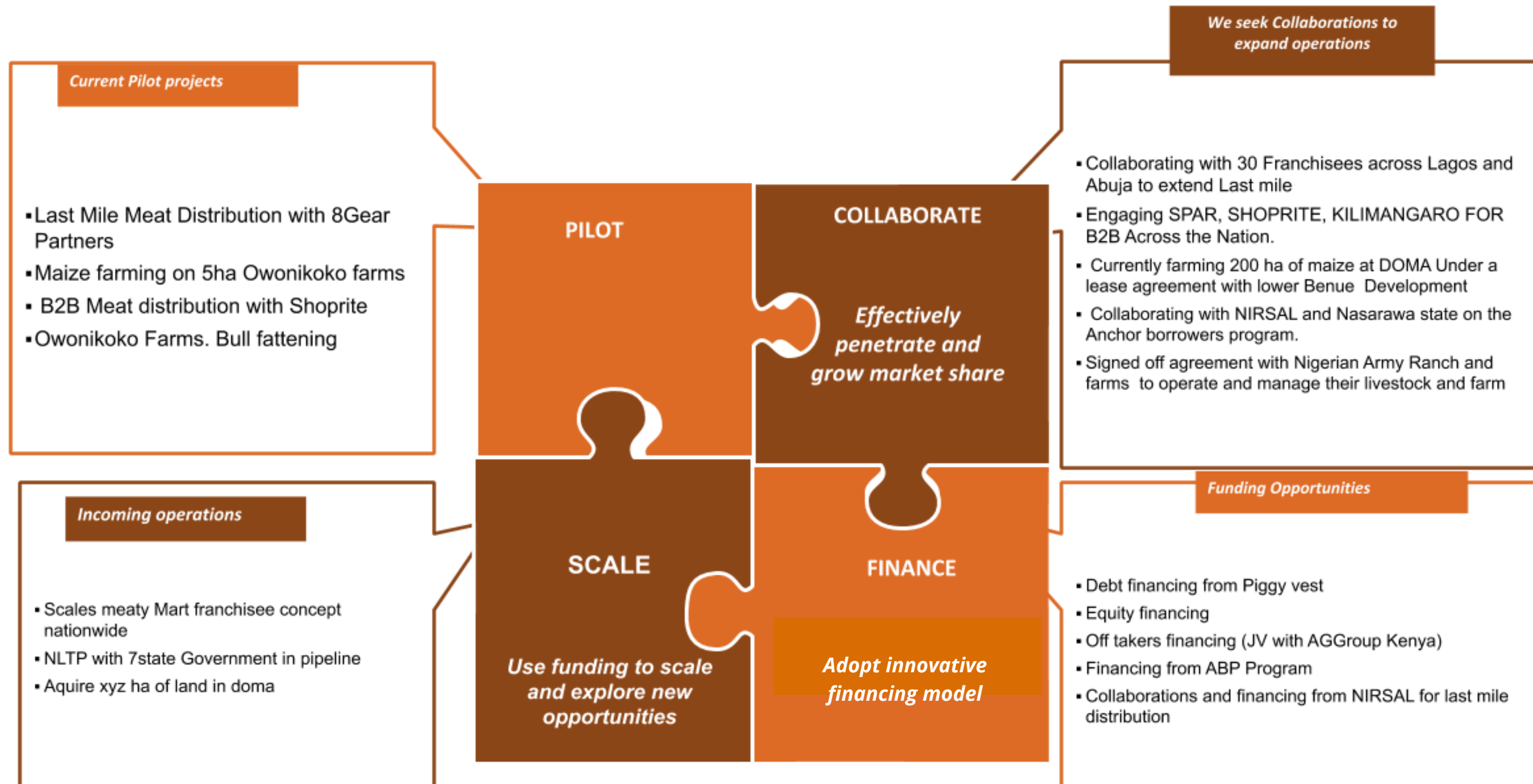


40%

on the ABP offtake and
downstream activities

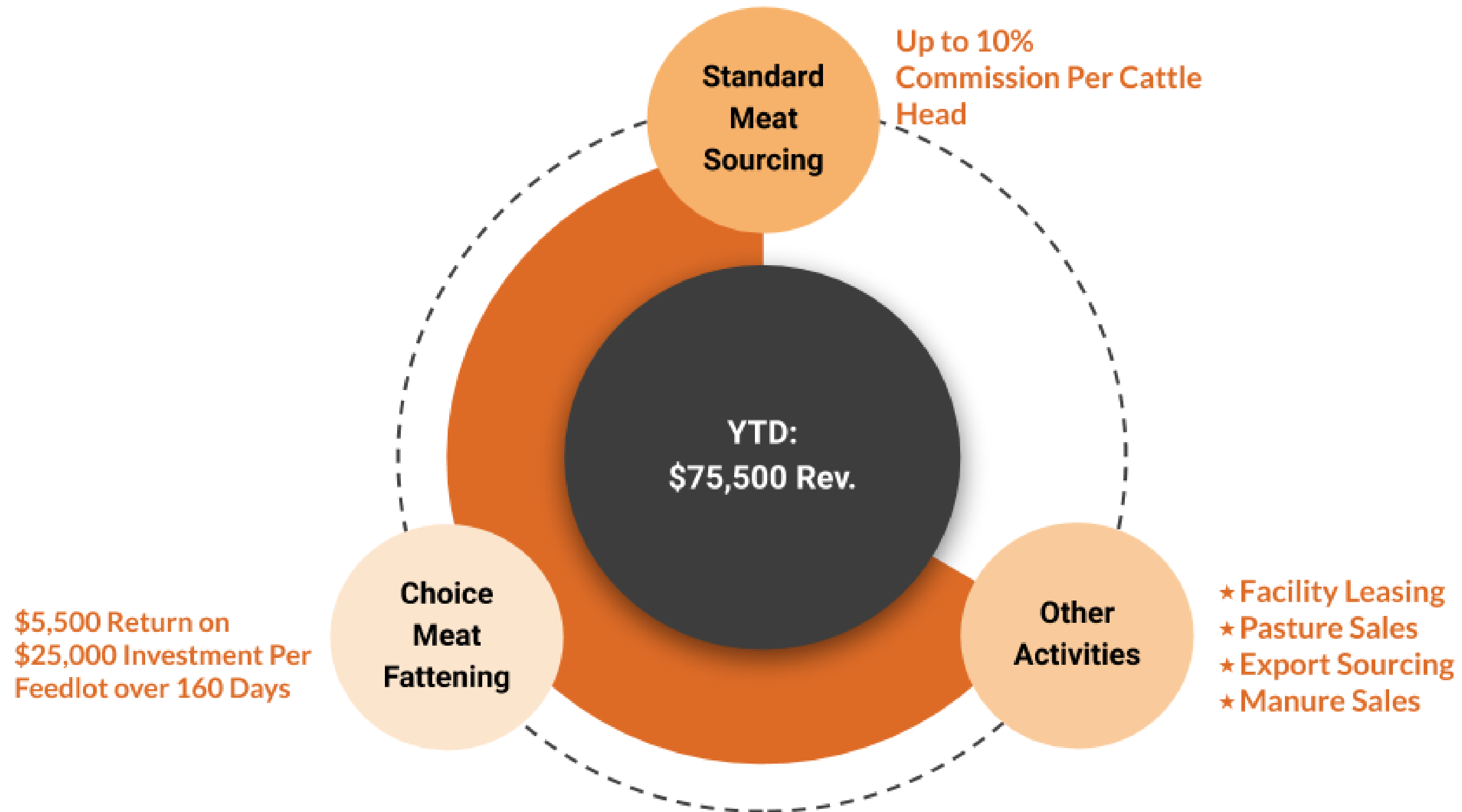


Our Execution Strategy





Revenue Model





Activities Timeline

An insight into our previous projections, milestones and overall progress





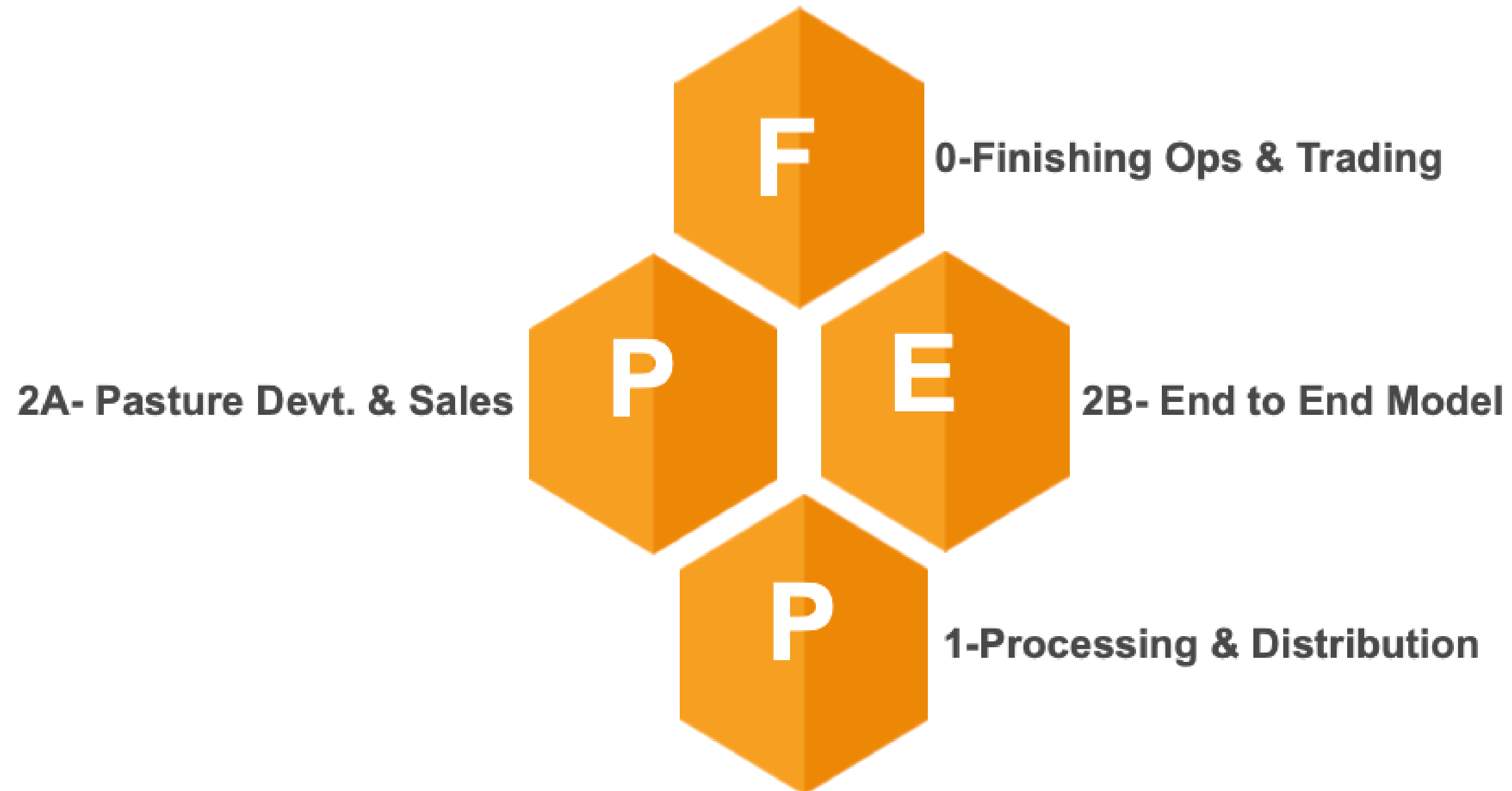
In 2018 We Proposed A Commercial Expansion Plan

“The goal of the expansion plan in the succeeding 9-18 months is to increase bull holding of the Agri NewCo to at least 1,000 - taking advantage of expanded pasture land available from VRL adjoining its wholly owned 5Ha holding land and guaranteed off-take by a meat processing plant.”

- 2017 December Investor Note by VRL Executive Chairman

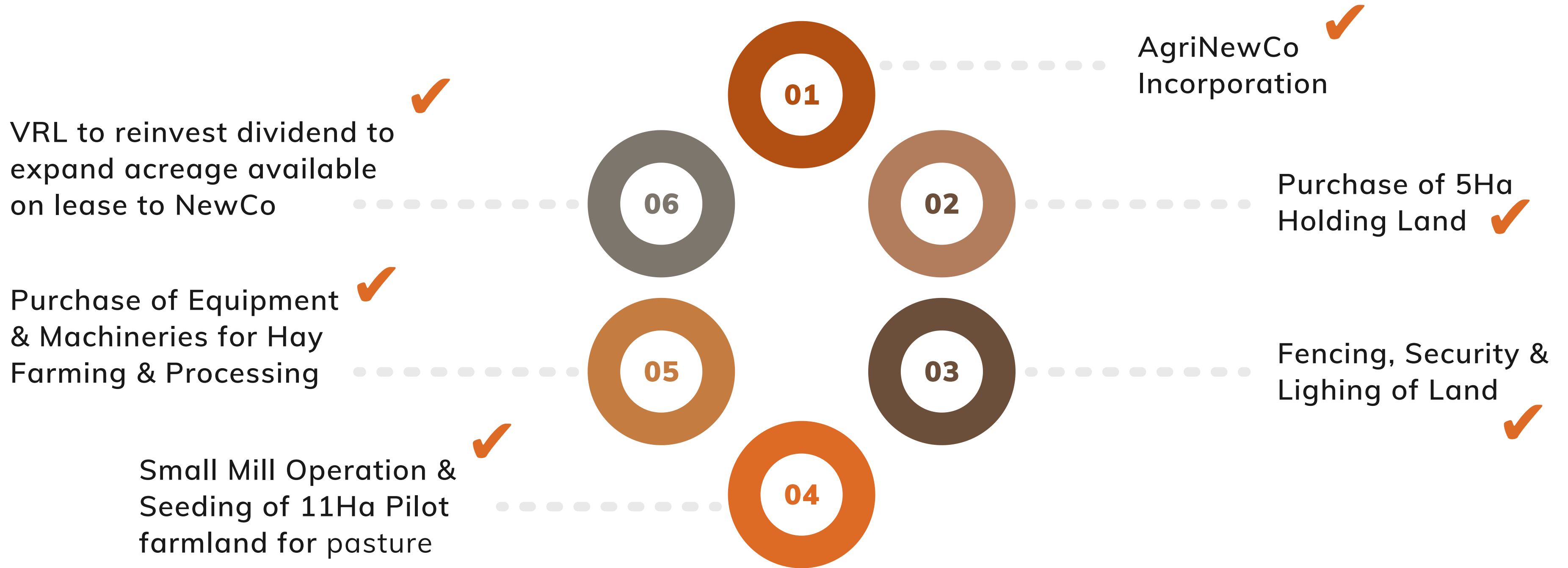
- 1 AgriProcessing NewCo Incorporation (AgriPro Co) & Develop a PILOT RANCH
- 2 10 year Lease Agreement for “Target Processing Facility” in Jikwoyi, Abuja
- 3 Set-Up Management & Board and Offtake agreements with large offtakers
- 4 Working Capital Facility for expanded bull operation inclusive of logistics
- 5 Servicing of leased processing plant including cold storage & distribution facility
- 6 Co-Development of Last Mile Distribution Model

The Plan





2017 Foundation Plan: 200%





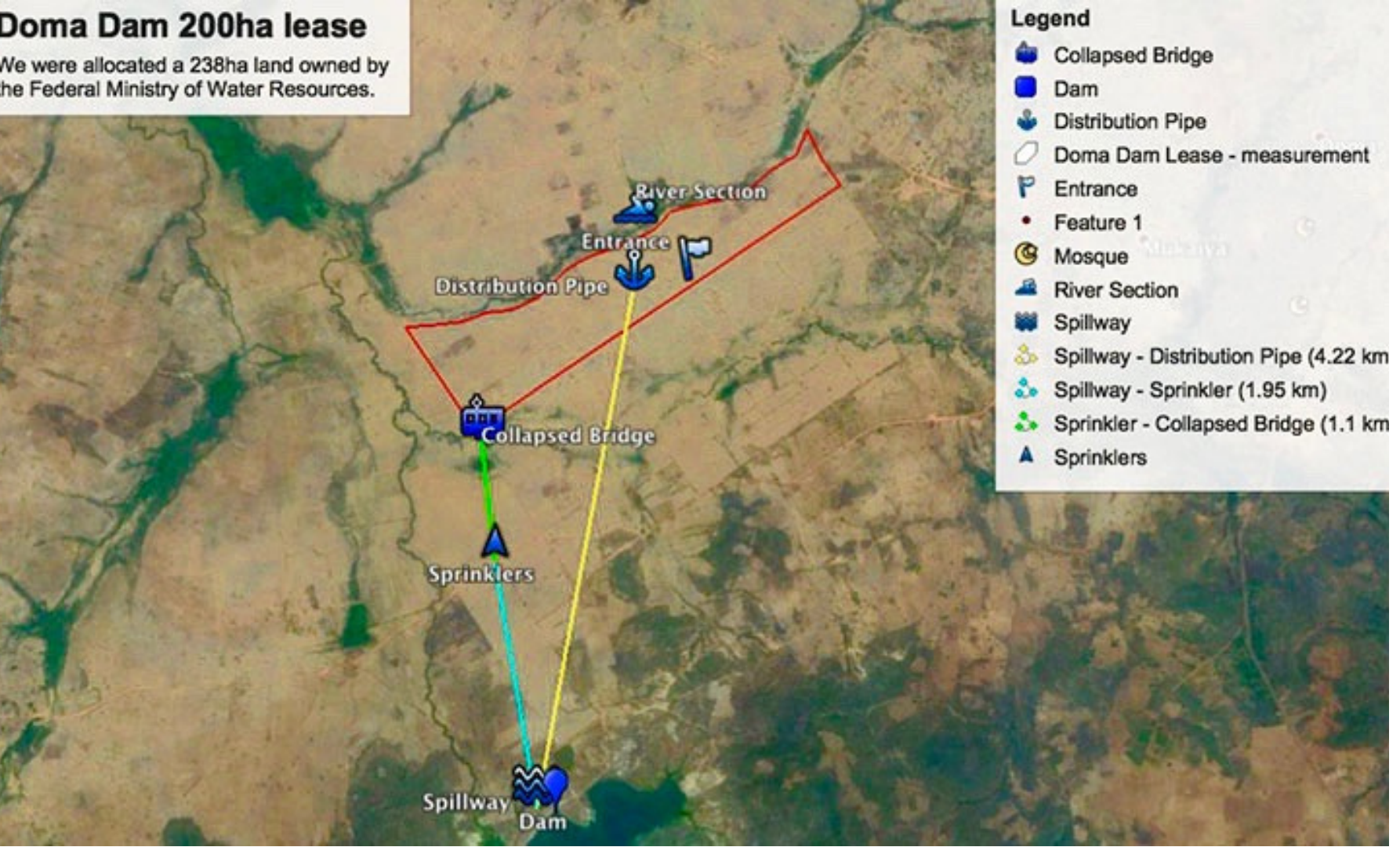
2018: Project Hump- Owonikoko

In a bid to fulfill our mission of building an efficient and competitive commercial agriculture capable of providing high-value added products for domestic and foreign markets, we built OWONIKOKO RANCH & FARMS.

OWONIKOKO is an INTEGRATED feedstock production and livestock fattening enterprise involved in upgrading and multiplying livestock breeds/herds with local adaptability and improved quality and yield.

Doma Dam 200ha lease

We were allocated a 238ha land owned by the Federal Ministry of Water Resources.



2019: Project Hulk- Doma Dam

- ★ We have currently secured 200ha plot concession in Doma Dam from the FGN for feedstock production
- ★ Additional 2,300ha at Doma Dam, up to 500 ha under agreement for community farming & Anchor Borrower Program
- ★ We currently engaged over 175 farmers

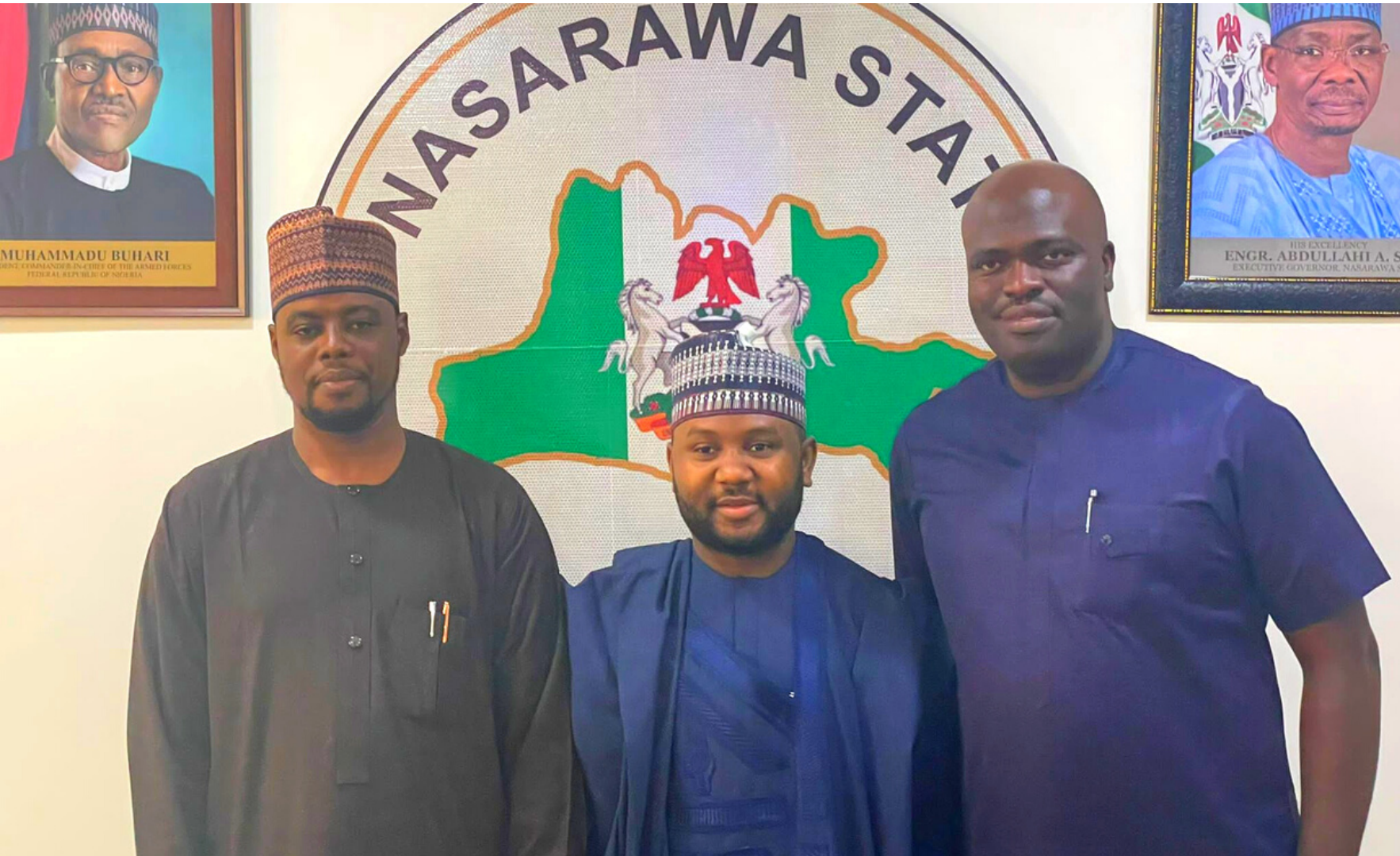


2020: Project Last Mile- Meaty Mart

★ In line with our expansion and integration strategy we flagged off our retail chain in July, 2020

★ 3 Flagship stores (2 in Lagos, 1 in Abuja) is Live, and several resellers and online store is activated

★ Up to 10 people are directly employed, and processing facilities are in Keffi and Lagos facilities



2021: Project GROW & AfroAgro Inc.

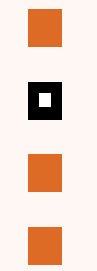
- ★ We partnered with Nasarawa State government to drive Nasarawa Agro Commodities Company, in which we concluded on terms for the new SPV that will have sub-sovereign backing of the state government.
- ★ Planed to expand 10,000 ha of land ceded to it and focus on the export of key grains and crops including Rice, Sesame, Soya, Ginger, and Cowpeas.



2022: IRM Program with TCU & NSUK

★ We proposed a partnership with Nasarawa State University Keffi, and Texas Christian University to set up a ranch training institute, the *Institute for Ranch Management*

★ The proposed IRM programs will be in form of accelerated, certificated virtual courses- designed to cover all practical aspects of modern ranch management.





Opportunities



Our Unique Business Advantages



Cattle Sourcing Network & Reduced Upfront Capital



Access To Massive Acreage For Feedstock



Optimized & Integrated Operation.



Access To Market (with network of marts & off takers)



State-of-the-Art Modern Infrastructure / Facilities



Capital Efficiency (achieved by leveraging strategic partnerships)



Best-In-Class Globally-Trained Personnel



Expansion Opportunities



Expand Feedstock
to 1000- 5000Ha in
Taraba & Kaduna
Sites



Last-mile retail
supported by
NIRSAL



Supply of beef to
Park 'n' Pay,
Shoprite, Spar



Solidifying partnership
with large overseas
Ag-entity



Franchise of Meaty
Mart, Increase
footprint to 30
Locations

Opportunities Summarised



Capital Injection

Seeking \$1.5 - \$5 million Private Equity Injection for rapid expansion to gain market share



Strategic Partnerships

NLTP - Nasarawa, Lagos, Ogun, FCT all in the pipeline to truly scale across livestock and feedstock



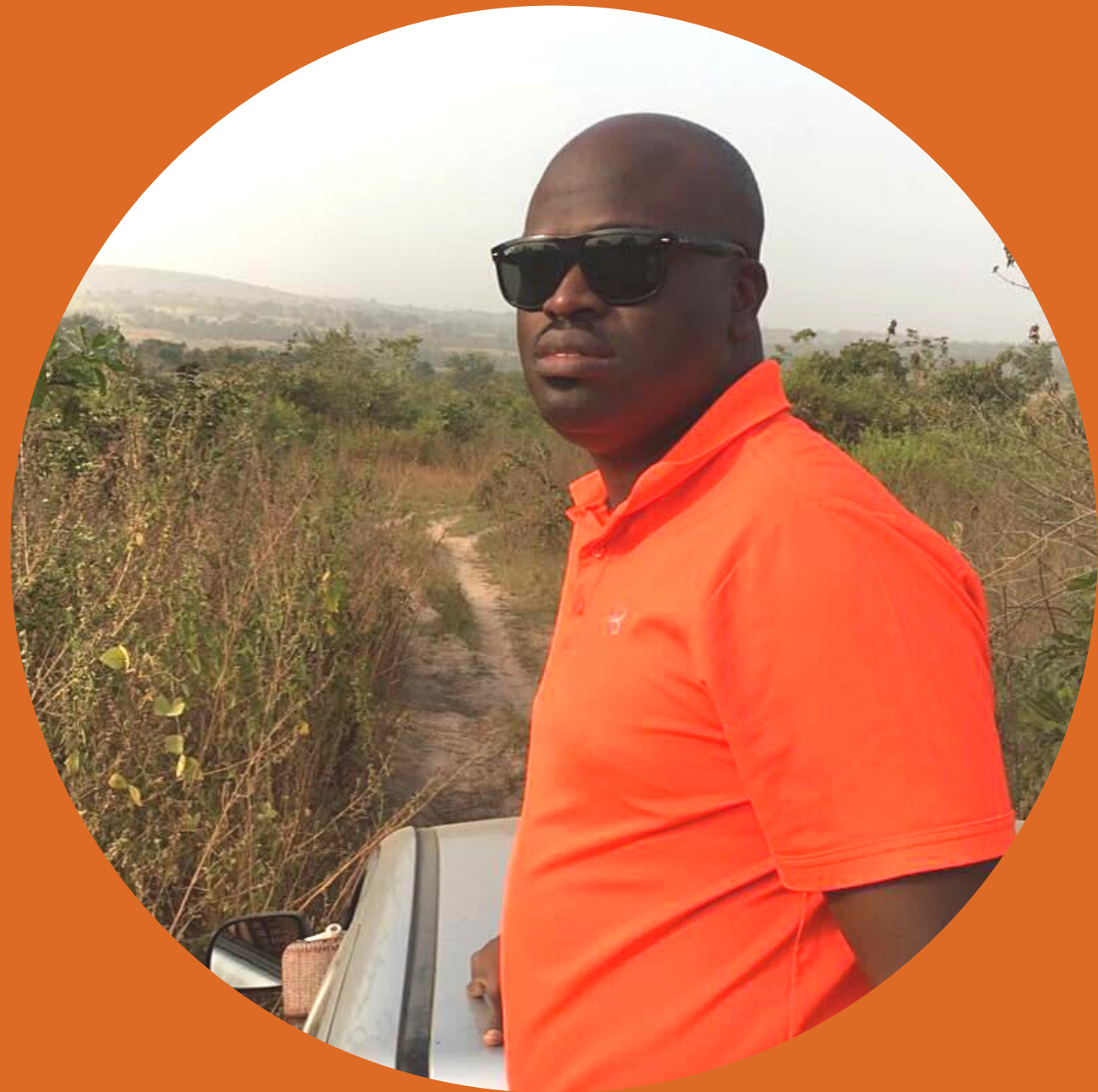
Expand Market Reach

Leverage Meaty Mart Platform to expand touch points with consumers in Africa's largest economy



Our Team





**Michael
Oluwagbemi**

Executive Chairman

Background

MBA, London

MSEE, Houston

PE (USA), PMP, COREN (NGR)

Serial Entrepreneur

GE Fellow

Ashoka Global Changemaker

Team

Meet Our Team Members



Christiana Aliyu
Managing Director



Femi Oluwagbemi
General Manager



AbdulRahman Adamu
Lead, Innovation & Research



Prosper Ezeidei
Lead, Sales & Marketing

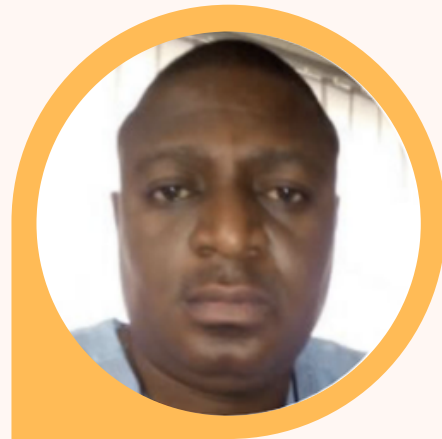
Our Board



Marsh Wulff



Idris Bello



Bode Oluwafemi



Dr. Omotayo Conteh



Thank you!

**Questions? Clarifications?
Please let us know!**

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