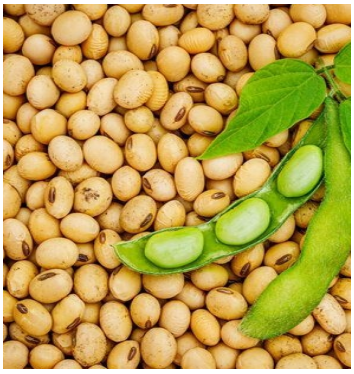
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NIGERIA-EU OIL SEEDS, GRAINS & MEAL BUSINESS FORUM

Wednesday, **9 December** 2026
Sofitel Brussels, Belgium





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NIGERIA-EU OIL SEEDS, GRAINS & MEAL BUSINESS FORUM

An EUNAP trade facilitation event, with the support of FEFAC, the European Feed Manufacturers' Federation, and in partnership with CBL-ACP, the Belgium-Luxembourg ACP Chamber of Commerce.
For state governments and institutions leading Nigeria's delegation.

Item	Detail
Forum	Wednesday 9 December 2026, 11:00 to 17:00 CET. Sofitel Brussels Europe, Place Jourdan 1, 1040 Brussels, on the margins of the EU Agri-Food Days 2026.
Field visit	Thursday 10 December 2026. A European feed, crushing or agribulk-logistics site in Belgium (to be confirmed with FEFAC).
Organiser	EU-Nigeria Agribusiness Platform (EUNAP), Agribusiness Register Limited (ABR), with CDI and CDI Capital.
Supporter	FEFAC, the European Feed Manufacturers' Federation.
Partner	CBL-ACP, the Belgium-Luxembourg ACP Chamber of Commerce (Brussels).
Products	Soybean and soybean meal, sesame, maize and other grains, cowpea and pulses, groundnut, hibiscus.
Format	In person in Brussels, with a virtual deal room on the EUNAP platform for cooperatives and enterprises that cannot travel.

Why producing states should be in Brussels on 9 December

Nigeria's oil seed and grain belt is the country's largest untapped export engine to Europe. Sesame already moves to the EU in volume. Soybean, maize, cowpea, groundnut and hibiscus have the agronomic base but not yet the organised, compliant, buyer-connected supply chains European industry requires. That work happens at state level, in the land, the cooperatives, the aggregation hubs and the extension services that state governments control. This edition of the forum is built around producing states as the leaders of Nigeria's delegation, not as spectators to it.

Four facts make December 2026 the right moment.

- **The regulatory clock.** Soybean is one of the seven commodities covered by the EU Deforestation Regulation, which applies to large and medium operators from 30 December 2026, three weeks after the forum. European feed manufacturers are actively seeking origins that can show deforestation-free, traceable production. Benchmarking Nigerian soy against the FEFAC Soy Sourcing Guidelines, the European reference for responsibly sourced soy, is the most useful single step towards feed-market access, and this forum is where that conversation starts.

- **The quality barrier.** Sesame, grains and cowpea sit outside the deforestation rules but face a live barrier of their own: EU food-safety (RASFF) alerts on aflatoxin. Origins that can show sound handling, testing and traceability stand out to European buyers who carry that risk. The quality and aflatoxin programme below gives producing states a direct role in removing it.

- **The buyer.** FEFAC's support brings the compound-feed industry, the buyer of soybean meal at scale and custodian of the FEFAC Soy Sourcing Guidelines, the European benchmark for responsibly sourced soy.

- **The money.** The World Bank's six-year, US$500 million AGROW programme, approved in March 2026 with the Federal Ministry of Agriculture and Food Security, names soybean and maize among its priority value chains. It funds the aggregation, post-harvest handling and processing that a European offtake commitment would de-risk. This forum is where that supply meets organised European demand for the first time.

For a state government, leading a delegation delivers a seat across the table from European buyers with the state's own produce on the agenda, visibility before the European Commission and the EU Delegation, first call on the pilot programmes presented to European partners, and a documented pipeline of buyer interest the state can carry into its investment promotion, its AGROW engagement and its 2027 budget justification.

Objectives of the Forum

The forum is built to produce concrete, countable results. Its objectives are to:

1. Connect European feed manufacturers, crushers, refiners and traders directly with vetted Nigerian and West African exporters, processors and cooperative federations in sesame, soybean, cowpea, hibiscus and grains, through structured, pre-matched trade facilitation meetings.
2. Convene a government-to-industry roundtable between European industry and the Nigerian authorities responsible for export and production: the Federal Ministry of Industry, Trade and Investment (FMITI), the Federal Ministry of Agriculture and Food Security (FMAFS) and the AGROW Project Management Unit.
3. Collect Expressions of Interest and offtake commitments from European buyers for grains, meal and oil seeds, and convert them into signed agreements wherever a counterparty is ready.
4. Present Nigeria's oil seed, grain and meal priorities (below) as live partnership opportunities, backed by the national programme for oil seed and grain production, coordinated by CDI, and AGROW's matching-grant facility, so European participants see a funded, government-coordinated supply base.
5. Open the compliance conversation that supports EU market access and market transparency: benchmarking Nigerian soybean against the FEFAC Soy Sourcing Guidelines, and aligning sesame, grains and pulses handling with European good trading practice and aflatoxin requirements.
6. Link results to national programmes, reporting the forum's outcomes into the FMITI export programme and the AGROW results framework, so one forum serves both export and production goals.

The programme at a glance

When	Session	What happens
Day 1, 9 Dec	Registration and Investment Wall	Delegates register. State and enterprise showcase panels open for viewing. Pre-matched meeting schedules issued.
Morning	Opening plenary	Remarks by EUNAP, the Nigerian federal authorities, FEFAC and lead producing states on a coordinated Nigerian oil seed, grain and meal origin.
Morning	Government-to-industry roundtable	Federal ministries, producing states, the AGROW programme and European industry on market-access barriers: food-safety alerts, the FEFAC Soy Sourcing Guidelines, EUDR readiness and tariff treatment.

Midday	Investment Wall session	Presentation of Nigeria's four oil seed, grain and meal priorities and the lead states' showcases, with structured collection of Expressions of Interest.
Afternoon	Trade facilitation: structured one-to-one meetings	Pre-matched meetings between European buyers and Nigerian exporters, processors and cooperative federations, by product and sourcing profile.
Late afternoon	Closing and signings	Expressions of Interest and offtake letters signed where counterparties are ready. The 90-day conversion programme announced.
Evening	Networking reception	By invitation: European industry, state delegations, federal officials and partners.
Day 2, 10 Dec	Industry field visit	A guided visit to a European compound-feed mill, oilseed crushing plant or agribulk terminal in Belgium. Site to be confirmed with FEFAC.

Nigeria's priorities on the table

EUNAP will present four priorities at the Investment Wall session. Each is at an early stage and is looking for a European offtake partner, co-investor or technical collaborator.

Priority	Focus	Partners sought	Stage
1. Soybean and soybean meal: Soy Sourcing Guidelines benchmarking	Benchmark Nigerian soy production and handling against the FEFAC Soy Sourcing Guidelines, paired with AGROW's soybean-focused matching grants and smallholder aggregation.	Technical partner from the European feed and crushing industry; AGROW PMU as domestic co-sponsor.	Concept
2. Sesame and grains quality and aflatoxin programme	Align Nigerian sesame, cowpea and grains handling with European good trading practice and mycotoxin surveillance, addressing the RASFF-alert barrier.	Grant funding (STDF, TAIEX, Global Gateway); European technical input.	Concept
3. National aggregation and post-harvest infrastructure	Cleaning, drying and storage hubs feeding export-grade sesame, soybean and grains, coordinated through the national production programme and part-financed through AGROW matching grants.	AGROW matching-grant facility; CDI Capital co-investment; European equipment and handling partners.	Early
4. Soybean crushing capacity	In-country crushing so Nigeria exports oil and meal rather than raw beans, the higher-value products European crushers and feed mills prefer.	CDI Capital co-investment; European crushing and refining technology partner.	Concept

The Commodity Lead State Model

Each priority commodity is led by one producing state. A Commodity Lead State speaks for its commodity in the plenary and the government roundtable, presents its supply base on the Investment Wall, and brings its strongest enterprises and cooperatives to the meeting tables. This gives European buyers a clear, accountable government counterpart for each product, and gives each lead state an exclusive platform rather than a crowded one.

Five Commodity Lead State positions are available, one for each commodity group below, allocated in the order confirmed commitment letters are received. Where two states seek the same commodity, the second is offered a State Delegation Partner package with co-lead billing, or a different commodity in which it is also a significant producer. Producer-state lists are indicative and guide outreach rather than limit eligibility. Any state may apply for any commodity.

Commodity group	Indicative leading producer states	Linked forum priority
Soybean and soybean meal	Benue, Kaduna, Niger, Plateau, Nasarawa, Kwara, Taraba	Soy Sourcing Guidelines benchmarking; soybean crushing capacity
Sesame	Jigawa, Nasarawa, Benue, Kano, Katsina, Yobe, Gombe	Sesame and grains quality and aflatoxin programme
Maize and other grains	Kaduna, Niger, Plateau, Katsina, Kano, Oyo	National aggregation and post-harvest infrastructure
Cowpea and pulses	Kano, Borno, Katsina, Zamfara, Kaduna	Quality and aflatoxin programme (pulses track)
Groundnut and hibiscus	Kano, Jigawa, Katsina, Bauchi, Niger	Aggregation and post-harvest infrastructure (specialty crops)

How a Commodity Lead State delegation works

A delegation of five combines government authority with commercial substance: the Governor or Deputy Governor, or the Commissioner for Agriculture or for Commerce and Investment, as delegation leader; one senior official responsible for the commodity programme or the state's AGROW engagement; and three of the state's strongest exporters, processors or cooperative federations for that commodity. Enterprises nominated by a state pass the same EUNAP vetting as all other participants.

Preparation begins as soon as the commitment letter is received. EUNAP works with the state's focal officer to compile a commodity supply profile, prepare capability profiles for each nominated enterprise, brief the delegation on what European buyers require, and design the state's Investment Wall panel. In Brussels, the delegation leader speaks in the plenary and sits at the government roundtable, the enterprises take their pre-matched meetings, and the state may sign a Letter of Intent with a European counterpart at the closing session. After the forum, EUNAP's 90-day conversion programme follows up every lead and the state receives a written outcome report.

Sponsorship Tiers

Sponsorship is a contribution to the cost of staging the forum: venue and catering, the match pre-qualification process, the virtual deal room, interpretation of materials, delegate logistics, communications and the 90-day conversion programme. In-kind contributions can be offset against the cash contribution by agreement. Contributions are invoiced in euro. Where a state is required to pay in Naira, EUNAP issues the invoice in Naira at the Central Bank of Nigeria rate on the invoice date.

Tier	Contribution (EUR)	Available	Designed for
Headline Partner	50,000	1	A national institution, development finance institution, bank or major agribusiness as the principal named partner of the forum.
Commodity Lead State	35,000	5 (one per commodity)	State governments leading Nigeria's delegation for a priority commodity.
State Delegation Partner	15,000	Up to 3	State governments with a smaller delegation, or co-leading a commodity.
Networking Reception Partner	12,000	1	An institution or company hosting the 9 December evening reception.
Supporting Partner	10,000	Up to 4	Banks, export-finance and development institutions, logistics, testing and certification firms.
Field Visit Partner	8,000	1	An institution or company associated with the 10 December industry visit.

Naira equivalent can be paid.



What each tier receives

Benefit	Headline	Commodity Lead	State Deleg.	Recep./Visit	Supporting
In-room delegation places (no participation fee)	4	5	3	2	2
Plenary speaking slot	Keynote	5 min	-	-	-
Seat at the government roundtable	Yes	Yes	Co-lead	-	-
Commodity lead billing in forum materials	-	Yes	Co-lead	-	-
Investment Wall showcase panel	Full	Full	Half	-	Half
Target pre-matched meetings per enterprise delegate	4	6	4	-	-
Day 2 field visit places	4	5	3	2	2
Signing slot for a state-industry Letter of Intent	-	Yes	-	-	-
Delegation preparation and buyer briefings	Yes	Yes	Yes	-	-
First-call pilot nomination for the linked priority	-	Yes	-	-	-
Logo on programme, screens, badges and platform	Premier	Prominent	Standard	Session	Standard
Recognition in press release and post-forum report	Yes	Yes	Yes	Yes	Yes
Networking reception invitations	6	5	3	4 / 2	2
90-day conversion support and outcome report	Yes	Yes	Yes	-	Summary
Additional delegates at the Package A rate	Yes	Yes	Yes	Yes	Yes

A note on meeting targets. Meetings are pre-matched against European buyers' declared sourcing interests and the capability profiles each delegation submits. The targets above are the number of meetings EUNAP will seek to arrange. The final number depends on the product match and the availability of European counterparts, and cannot be guaranteed. Delegations whose profiles arrive early and complete are matched first.

Budget guidance for state delegations

State governments typically need a full cost estimate to secure approval. The table combines the sponsorship contribution with indicative travel costs for a delegation of five. Travel figures are planning estimates only and depend on booking date, airline, class of travel and the state's own travel policies.

Cost item	Per delegate (EUR)	Delegation of five (EUR)
Economy return flight Abuja or Lagos to Brussels	1,300 to 2,000	6,500 to 10,000
Hotel, four nights near the venue (8 to 12 Dec)	800 to 1,200	4,000 to 6,000
Subsistence, local transport and insurance	400 to 600	2,000 to 3,000
Schengen visa and service fees	120 to 180	600 to 900
Indicative travel subtotal	2,620 to 3,980	13,100 to 19,900
Commodity Lead State contribution	-	35,000
Indicative total commitment	-	48,100 to 54,900

EUNAP can provide the documents state procurement and budget offices usually require: a formal invoice, this package, the Supporter confirmation and a letter of invitation addressed to the Governor.

Key Dates

Schengen visa processing is the binding constraint. Belgian visa decisions take at least 15 calendar days and can take up to 45, so delegates should apply now. States are encouraged to nominate officials and enterprise leaders who already hold valid Schengen visas, or who have travelled to the Schengen area recently.

Date	Milestone
From 15 Oct 2026	Packages issued to state governments, federal agencies and partners. EUNAP available to brief Governors and Commissioners.
Now, by 30 Oct 2026	Recommended window for delegates to register, receive visa invitation letters (issued within two working days) and lodge Schengen visa applications.
30 Oct 2026	Target date for Commodity Lead State commitment letters (first come, first allocated).
6 Nov 2026	Final date for sponsorship commitments. Delegate names, passport details and capability profiles submitted.
10 Nov 2026	Last date to lodge a Schengen visa application. Later applications risk a decision after the forum.
20 Nov 2026	Sponsorship and participation payments due. Investment Wall content and logos submitted.
1 Dec 2026	Pre-matched meeting schedules issued. Delegation briefing call.
9 Dec 2026	Forum, Sofitel Brussels Europe.
10 Dec 2026	Industry field visit.
By 10 Mar 2027	Close of the 90-day conversion programme. Outcome reports to sponsors.

How to Confirm

To reserve a package, contact us to arrange a briefing for your Governor, Commissioner or board. We are glad to meet state delegations in Abuja or virtually before the commitment date. Event page and registration:
https://eungagribusiness.com/events/nigeria-eu-oilseeds-business-forum-2026/registration
Joshua Oguchi Platform Manager. ojoshua@eungagribusiness.com. +234 806 316 0229.
Nath Odiba Partnership Manager. +234 805 785 7864.

Terms of participation and sponsorship

- Confirmation. A package is confirmed when EUNAP receives a signed commitment form or an official commitment letter, and is secured on payment by the due date. Places and Commodity Lead positions are allocated in the order commitments are received.
- Cancellation. Cancellations received by 20 November 2026 are refunded less a 25% administration charge. Later cancellations are not refundable, but delegate names may be substituted at no charge until 4 December 2026. Visa refusal is treated as a substitution or a transfer to the virtual deal room, at the delegate's choice.
- Vetting. All Nigerian enterprises, including those nominated by sponsoring states, are vetted before admission to the trade facilitation meetings. Participation implies no endorsement of any participant's compliance status by EUNAP, FEFAC or any other party.
- The Supporter's role. FEFAC supports the forum by promoting it among its members and networks. EUNAP is the sole organiser and is responsible for the programme, the meetings and all commercial arrangements. Sponsorship confers no association with FEFAC, and no sponsor may use FEFAC's name or logo without FEFAC's prior written approval.
- Branding and communications. Sponsor logos and materials are subject to EUNAP approval and must be received by 20 November 2026 to appear in printed materials. Public statements naming European partners are shared with those partners for review before release.
- Competition law. The forum follows EU competition law. Participants do not discuss prices, volumes or market allocation in plenary or roundtable sessions.
- Commercial outcomes. The forum creates the conditions for commercial relationships. It does not guarantee orders, investment or financing. Meeting targets are commitments of effort.





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