



**EU-NIGERIA**  
**Agribusiness Platform**

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# **NIGERIA-EU OIL SEEDS, GRAINS & MEAL BUSINESS FORUM**



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

## **PARTICIPATION PACKAGE**



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# PARTICIPATION PACKAGE

## 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 Nigerian and West African exporters, processors and cooperatives attending in their own right.*

| 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 enterprises that cannot travel.                                             |

### Why this Forum, and why Now

Oil seeds, grains and protein meal are the bulk-volume engine of Nigeria's export ambition in Europe. Sesame, soybean, cowpea, hibiscus and grains sit alongside cocoa as the products with the fastest route to new export value and new European buyers. European demand for them is concentrated in three connected groups: compound-feed manufacturers, the largest buyers of protein meal; oilseed crushers and refiners, who turn soybean and sesame into oil and meal; and the traders and importers who move bulk grains and pulses into the EU. Meeting them together, around one shared set of sourcing and compliance questions, works better than approaching each separately.

On 9 December 2026, EUNAP puts Nigerian exporters, processors and cooperatives in the same room as those buyers, for a day of pre-matched meetings, a government-to-industry roundtable and an investment showcase, with an optional visit to a European industry site on 10 December. Four things make this 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 buyers are already in Brussels:** The forum sits on the margins of the EU Agri-Food Days 2026, the European Commission's flagship agri-food conference. European buyers, traders and policymakers are in the city for the official programme, so meeting Nigerian suppliers adds no separate trip for them. FEFAC, the federation of Europe's compound-feed manufacturers and the largest buyer of protein meal in the EU, supports the forum.
- **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.

## 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.

## 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 FEAC 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 |

## What a place in the room means for your business

A seat across the table from European buyers with your own product on the agenda. Visibility before the European Commission and the EU Delegation. A documented pipeline of buyer interest, followed up for 90 days after the forum, that you can carry into your own financing and growth plans.



## The Programme at a Glance

| When                  | Session                                            | What happens                                                                                                                                                                                          |
|-----------------------|----------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Day 1, 9 Dec</b>   | Registration and Investment Wall                   | Delegates register. Showcase panels open for viewing. Pre-matched meeting schedules issued.                                                                                                           |
| <b>Morning</b>        | Opening plenary                                    | Remarks by EUNAP, the Nigerian federal authorities, FEAC and lead producing states on a coordinated Nigerian oil seed, grain and meal origin.                                                         |
| <b>Morning</b>        | Government-to-industry roundtable                  | Federal ministries, producing states, the AGROW programme and European industry on market-access barriers: food-safety alerts, the FEAC Soy Sourcing Guidelines, EUDR readiness and tariff treatment. |
| <b>Midday</b>         | Investment Wall session                            | Presentation of Nigeria's four oil seed, grain and meal priorities, with structured collection of Expressions of Interest.                                                                            |
| <b>Afternoon</b>      | Trade facilitation: structured one-to-one meetings | Pre-matched meetings between European buyers and Nigerian exporters, processors and cooperatives, by product and sourcing profile.                                                                    |
| <b>Late afternoon</b> | Closing and signings                               | Expressions of Interest and offtake letters signed where counterparties are ready. The 90-day conversion programme announced.                                                                         |
| <b>Evening</b>        | Networking reception                               | By invitation: European industry, delegations, federal officials and partners.                                                                                                                        |
| <b>Day 2, 10 Dec</b>  | 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 FEAC.                                                              |

## Participation Packages

Participation packages are for individual organisations attending in their own right. Enterprises that travel as part of a state-sponsored delegation are covered by their state's sponsorship package and do not pay a separate participation fee (see the Sponsorship Package).

Every in-person package (A, B and C) includes the Day 1 forum; a capability profile and pre-matching, with a target of at least four pre-matched trade facilitation meetings; an Investment Wall listing; a delegate pack, lunch and breaks; a formal invitation letter for the Schengen visa; a 12-month listing on the EUNAP platform; and 90-day post-forum follow-up. Package A adds the Day 2 field visit, with transport and lunch.



| Package                                         | Who it is for                                                                                                                                                                         | Fee (EUR)*  | Places        |
|-------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|---------------|
| <b>A. Nigerian Enterprise, Full</b>             | Exporters, processors, aggregators and traders of soybean, sesame, grains, pulses, groundnut and hibiscus. Day 1 forum and Day 2 field visit.                                         | 650         | Limited       |
| <b>B. Nigerian Enterprise, Forum only</b>       | As Package A, without the Day 2 field visit.                                                                                                                                          | 450         | Limited       |
| <b>C. Cooperative Federation or Association</b> | Apex cooperative federations and commodity associations, as Package A at a subsidised rate.                                                                                           | 350         | Max. 8        |
| <b>D. Virtual Deal Room</b>                     | Cooperatives and enterprises unable to travel. Live stream of the plenary and roundtable, pre-matched video meetings with European buyers who opt in, platform listing and follow-up. | 75          | Open          |
| <b>E. European Buyer</b>                        | Purchasing, sourcing and sustainability staff of compound-feed manufacturers, crushers, refiners, traders and importers.                                                              | Free        | By nomination |
| <b>F. European Service Provider</b>             | Equipment, testing and certification, logistics, port, finance and advisory firms. Forum access, Investment Wall and networking; no buyer meeting slots.                              | 450         | Max. 10       |
| <b>G. Government Official</b>                   | Designated federal ministry and programme leads attend as guests. State officials beyond a sponsoring state's allocation pay the Package B rate.                                      | Guest / 450 | By invitation |

*Naira equivalent can be paid.*

### What the fee does not cover

International flights, hotel accommodation in Brussels, Schengen visa fees, travel insurance and daily subsistence are the responsibility of each delegate. EUNAP provides budget guidance on request. Places are limited. The in-room Nigerian delegation is capped at 50, allocated first to sponsoring states and then to individual enterprises in order of confirmed payment. Enterprises beyond that number are offered a place in the virtual deal room.



## 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 apply now.

| Date                       | Milestone                                                                                                                            |
|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------|
| <b>Now, by 30 Oct 2026</b> | Recommended window: register, receive your visa invitation letter within two working days, and lodge your Schengen visa application. |
| <b>6 Nov 2026</b>          | Final date to submit delegate names, passport details and enterprise capability profiles.                                            |
| <b>10 Nov 2026</b>         | Last date to lodge a Schengen visa application. Later applications risk a decision after the forum.                                  |
| <b>20 Nov 2026</b>         | Participation payments due. Showcase content submitted.                                                                              |
| <b>1 Dec 2026</b>          | Pre-matched meeting schedules issued. Delegate briefing call.                                                                        |
| <b>9 Dec 2026</b>          | Forum, Sofitel Brussels Europe.                                                                                                      |
| <b>10 Dec 2026</b>         | Industry field visit.                                                                                                                |
| <b>By 10 Mar 2027</b>      | Close of the 90-day conversion programme. Outcome reports to participants.                                                           |

## How to Register

Register on the EUNAP platform at the link below, or contact the Secretariat with your organisation name, contact person and designation, your products and current export status, and the delegate's passport details (surname, first name, nationality, passport number, date of issue and expiry date).

<https://eungagribusiness.com/events/nigeria-eu-oilseeds-business-forum-2026/registration>

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## Terms of Participation

- **Confirmation:** A place is confirmed when EUNAP receives a signed commitment form or registration, and is secured on payment by the due date. Places are allocated in the order confirmations 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 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 arrangements. No participant may use FEFAC's name or logo without FEFAC's prior written approval.
- **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.



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