



COMPANY BROCHURE

Reshaping Nigeria's agrifood landscape

Vestance delivers data, intelligence, and advisory services that help investors and governments unleash Nigeria's agribusiness potential.





Content

- **Introduction**
- **About**
- **Value proposition**
- **Scope of Service**
- **Contact**

About **Vestance**



Vestance is a full-service intelligence and consultancy firm helping to unlock the full potential of Nigeria's agrifood system

As one of Africa's biggest economies, Nigeria has vast potential for agricultural growth and food system transformation. However, this potential remains largely untapped due to a myriad of reasons including acute shortages of data-driven insights, effective advisory services, and funding gap.

Vestance is committed to filling these gaps by offering data-driven intelligence, increased financial absorptive capacity of agribusiness owners and expert advisory services to governments, non-governmental organisations and businesses in the agricultural value chain.



OUR MISSION

We exist to help our clients make the best decisions. We find hard-to-get national and subnational data, conduct and translate research into insights, and deliver cutting-edge advisory services that inform impactful business and policy decisions in the agrifood industry.



OUR VISION

To be the foremost catalyst of sustainable agrifood transformation in Nigeria by empowering investors and governments with high-quality insights, expertise, and innovation.

Our Value Proposition

Transforming Food Systems with Data and Expertise

Vestance features industry-leading experts who conduct original research and data analysis to provide clients with high-quality insights and effective advisory services. We harness technology to ensure our clients make well-informed decisions.



What we do

We leverage our expertise and experience to provide a variety of services to our clients.



Agricultural Finance

Reduce uncertainty about the value of your enterprise and unlock the full potential of your venture with our expert financing solutions. From capacity development, modelling to fundraising support, we will help you grow, thrive, and succeed.

Training and Capacity Development

Strengthen your organisation knowledge of commodity, trade and agrifood system to make sound financial and management decision

Fundraising Support

Our fundraising support services include developing investor-ready business plans, financial models, and pitch decks. We'll also connect you with potential investors, and provide guidance on negotiations and deal structuring.

Financial Modelling and Valuation

Develop robust financial models, conduct valuations, and assess the economic viability of your agrifood venture. With our services, you'll be able to identify potential risks and opportunities, and make data-driven decisions.

Due Diligence

Ensure your business is secure with our due diligence services. conduct thorough assessments of your new investment deal, identifying potential risks and opportunities.

Funders Support

We develop effective funding strategies, conduct due diligence on potential investments, and provide monitoring and evaluation support. Our services will enable you to make informed investment decisions, minimize risk, and achieve your impact goals.

Value Chain Development

We have extensive experience in conducting food system diagnostics and trend analysis. This expertise allows us to deliver exceptional insights within our reports and advisory services, offering valuable guidance to our clients.



Value Chain Analysis & Development

We analyse and map out agricultural value chains, identifying bottlenecks and opportunities for growth.

Business Strategy

We assist clients in developing strategies for growth, diversification, and market expansion. We craft business plans and elegant pitches that are ideal for fundraising and building profitable businesses.

Optimisation

We analyse macroeconomic factors affecting the food system and value chains, helping our clients to anticipate the impact of major economic policies and global developments so as to optimise their supply chain to reduce costs and post-harvest losses.

Market Research

We systematically research market trends, helping stakeholders to identify opportunities and to anticipate market fluctuations. We provide high-quality forecasts and insights into future price movements.

Consumer Insight

“What exactly do consumers want?”, that is the million-dollar question businesses want answered. We help our clients understand consumer preferences and trends, guiding them in creating products that would meet consumers’ needs.



International Trade Advisory Service

Expand your global reach with confidence as we help businesses navigate the complexities of international trade and export. Our expert team streamlines export processes, ensuring regulation compliance, efficient logistics, and successful market entry.

Trade Dynamics

We help agribusinesses make informed decisions by providing in-depth trade analysis, identifying new international trade opportunities and analyzing competitors to help you stay ahead in the market.

Export Process Support

Trading in agricultural commodity export markets often prove challenging for new players. But we're here to simplify the process. Our export process support services include expert training, advisory and management of export documentation and logistics, ensuring compliance with domestic and international trade regulations and standards.

International agricultural trade data

International trade fosters local economic development. We monitor and analyse trading data for agricultural products on the international commodities markets.

Supply Chain Optimisation

Business or government, we help our clients better understand and optimise their supply chain in a bid to reduce costs and reduce post-harvest losses.

Export Advisory

We don't do generic advisory. Our advisory services are tailored to the specific needs and context of our clients. We develop tailored export strategy, helping them to penetrate new markets and opportunities.

Policy Analysis and Design

Government policies influence business decisions and outcomes. We analyse and evaluate existing and proposed policies that are relevant for the agri-food industry in order to support policy design and implementation.



Policy Analysis

We conduct in-depth analysis of existing agrifood system-related policies, identifying gaps and opportunities for reform.

Policy Design

We work with national and subnational governments and stakeholders to design evidence-based policies that promote sustainable agriculture, fair trade, and food security.

Monitoring and Evaluation

We assist government and non-governmental organisations assess the effectiveness and impact of agricultural policies, programs, and interventions.

Case Studies

We offer a repository of case studies showcasing successful agricultural transformations and innovative technology adoption in Nigeria and across the world.

Best Practices

We disseminate best practices derived from successful projects, helping stakeholders learn from the experience of others.

Our Team

We are a group of industry-leading experts with extensive experience in providing research, analytics, and advisory that enhance agricultural productivity, safeguard investments, and improve livelihoods.



Razaq Fatai

Research and Advisory Lead

Razaq Fatai is a seasoned development economist with over a decade of expertise in macroeconomic research, public policy analysis and investment advisory. He graduated top of his class with first-class honors in Agricultural Economics from the University of Ibadan and holds an MSc in the same field.

Razaq's professional journey has been marked by significant contributions to notable organizations, including PwC and Meristem Securities. Currently, he serves as Africa Policy and Advocacy Manager at the ONE Campaign, leading research, strategy and advocacy on Food Security and Decent Job Creation.



Rildwan Bello

Founder and Programme Manager

Rildwan is a product manager with experience cutting across various sectors including design and advertising, insurance, technology, sustainable development, commodity trading, and venture capital.

Rildwan Bello has both his first and second degrees in Forest Economics and Management from the University of Ibadan.



Zainab Oyetunde-Usman Ph.D

Research and Insights

Zainab is an experienced Behavioural Agricultural Economist and has contributed to micro-analysis and impact evaluation at the farm-level. She currently works with Rothamsted Research (UK) as a Research Social Scientist and engages in behavioural and impact modelling of innovative climate resilient techniques across the UK Agri-Food Systems. In this capacity, she has won significant research grant awards including the British Academy/ Royal Irish Academy Research Award and Agri-Food Network Scoping Grant Awards to develop novel incentive approaches to enabling farmers to transition to net-zero farming techniques.



Ridwan Bello Ph.D

Monitoring and Evaluation Advisor

Ridwan Bello is a data-driven Development Economist. He has a decade of experience in sourcing, manipulating, analysing and visualising datasets to generate insights that help policymakers make impactful economic decisions. Ridwan is currently based in Washington DC where he works with international development organisations to conduct research and analytical work on issues relating to private sector development and climate change.

Ridwan Bello has an MSc. in Agricultural Economics from the University of Ibadan (Nigeria), an MSc. in Sustainable Development from the University of St. Andrews (The UK) and a PhD in Economics from the University of Milan (Italy).

Our Team



Adetayo Adedeji CFA, MBA

Head, Financial Advisory Service

Adetayo is an experienced finance professional with wide-ranging expertise in investment research, equity analysis, corporate finance, and financial modeling. He holds the esteemed Chartered Financial Analyst (CFA) and an MBA from Rotman School of Management, University of Toronto.



Tobi Jabar MBA

Agribusiness and Trade Expert

Kabir is a seasoned agribusiness professional with over ten years of experience in the sector. His experience spans across Marketing, Sales and Business Development. He currently heads Sales Operation and export markets for AFEX Commodities exchange Exchange. He holds an MBA from the Lagos Business School



Yusuff Kasali

Small Holder Operations Expert

Yusuff is a seasoned agribusiness leader with about a decade experience in the agribusiness value chain. His expertise spans in areas such as agribusiness operations and business strategy, Sales and Marketing of Agro inputs and commodities, management consulting, Business Process Optimization, and Inventory, Logistics and Supply Chain management.

Yusuff is currently the Head of Small Holder Partnerships at Babban Gona Farmer Services, where he works with about 100,000 Small holder farmers across Nigeria. He is a Graduate Member of Nigerian Institute of Management (Chartered), In 2014, He participated in the Accelerated Leadership Development Programme (ALDP), Sales Module, of the Lagos Business School.



Sodiq Alabi MA, MBA

Communications Lead

Sodiq Alabi is a communication and engagement specialist. He led communications at Paradigm Initiative between 2017 and 2019, led digital communication for the International Committee of the Red Cross in Nigeria between 2019 and 2022, and has worked on communication projects for clients including Population Council, Internews, and Google.

He currently works in the UK for the Oxfordshire County Council as communication and engagement lead for a major infrastructural project. Sodiq previously co-founded and led Beef Plus, a meat processing venture. He holds an MA in Media, Ethics and Social Change from the University of Sussex and an MBA (with specialisation in Marketing) from Ahmadu Bello University.



Leverage our expertise
Utilize solid insights
Transform your **agribusiness**

Our **Contact**

+234 817 719 6575
business@vestanceng.com

    vestanceng

vestanceng.com