

# COMPANY PROFILE



## **CONTACTS AND LOCATION**

At Boko Agro, we are committed to making food chain more sustainable and enable farmers to improve productivity and address the nation's hunger.

We can be contacted through any of the following:



**Address:**

**BOKO AGRO ALLIED NIGERIA LIMITED**

No.61, Kunture, Ungogo Road,

Kano,

Kano State.

[WWW. bokoagroagroallied.com](http://WWW.bokoagroagroallied.com)

**Email:** [bokoagroallied@gmail.com](mailto:bokoagroallied@gmail.com)

**Email:** [info@bokoagroallied.com](mailto:info@bokoagroallied.com)

**Contact person:** Muhammad Sambo Alhassan (Chairman)



**Phone:**

08169669906



**Email:**

[muhammadsamboalhassan2015@gmail.com](mailto:muhammadsamboalhassan2015@gmail.com)

**Contact person:** Nazir Abdullahi Alhassan (Group Managing Director)



**Phone:**

08032173656



**Email:**

[nagzee2005@gmail.com.](mailto:nagzee2005@gmail.com)

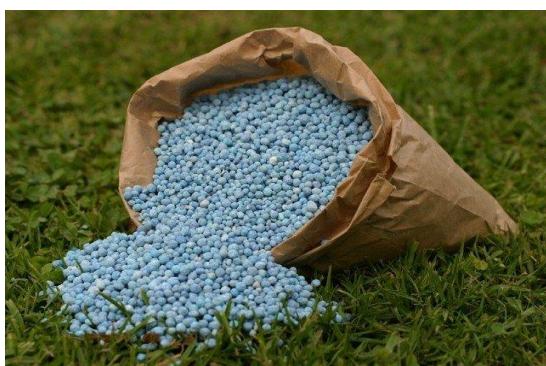
# **BOKO AGRO ALLIED NIG. LTD**

All our business units work together to give Boko Agro a complementary strength and balance across every aspect of our business. Solid standards and rigid reliability make Boko Agro Allied Nig. Ltd a natural partner of choice.



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## **ABOUT US/OUR BACKGROUD**

We are Nigeria's new and leading agri-solutions provider, offering diverse products and services across the farming value chain. Starting our operations from Kano's first automated fertiliser blending plant at Kunture, Ungogo Road in 2020, we have been evolving by offering customized farm solutions and advisory services. Our 'Farmer First' approach, quality focus and consumer connect initiatives have helped in gaining farmer's trust and has established '**BOKO AGRO**' amongst the most trusted brands in Nigeria.

**BOKO AGRO ALLIED NIG LTD (BOKO AGRO)** is a foremost Fertilizer Blending & Trading Company with a proven track record in the production of premium grade fertilizer products at competitive price. BOKO AGRO is fully owned by Nigerians and duly incorporated with the Corporate Affairs Commission (CAC) Abuja on 21<sup>st</sup> October, 2020 with RC No. 1725629. Boko Agro, with over 6 years in modest supply and distribution business, we have migrated our operations to a fully integrated fertilizer products marketing and trading company with clients and suppliers all over the country.

Boko Agro, situated on a 10-Hectare size industrial complex, with an installed NPK blending capacity of 450,000 MT/Annum is currently one of the leading fertilizer blending plant in the northern part of the country in terms of the production of premium grade products. The feedbacks of our products from our various happy and satisfied customers have resulted in the increased patronage of our carefully formulated products which include NPK 20-10-10, NPK 15-15-15, NPK 18-46-18, NPK 27-13-13 and crop specific special blends. Our major esteemed customers include Kano State Ministry of Agriculture, Olam Rice, Premier Seed, 1-Acre Fund, and Capital Agricultural Development Ltd and AFEX Commodities Ltd with combined networks of over 300,000 farmers. Our target in the next 3 years is for a minimum of one million Nigerian farmers to use our high value low cost fertilizer formulations annually.

In the region where we operate we have provided over 750 direct and indirect jobs, we have also promoted artisanal mining activities in Katsina State where we source fertilizer fillers from. We are currently a leading member of Fertilizer

Producers and Suppliers Association of Nigeria (FEPSAN) and participate actively in the Presidential Fertilizer Initiative (PFI) scheme.

The company is owned and managed by an amalgamation of young professional Nigerians with expertise cutting across the various sectors of the economy. In addition to this and with a strong brand distinguished by quality and service, Boko Agro has been able to draw on its many strengths with a view of creating value added service.

In addition to the blending plant, we have provided for a centre of excellence where our partners and farmers will be trained on improved manufacturing and blending operations and good agricultural practices respectively.



## **EXECUTIVE MANAGEMENT TEAM**

The Boko Agro Group Executive Management Team operates under the direction of the Group Managing Director and is responsible for the group's overall business and affairs.

The Group Managing Director oversees the day-to-day activities of the company. The executive management team supports the Group Managing Director and implements all resolutions and supervises all management levels in the company.

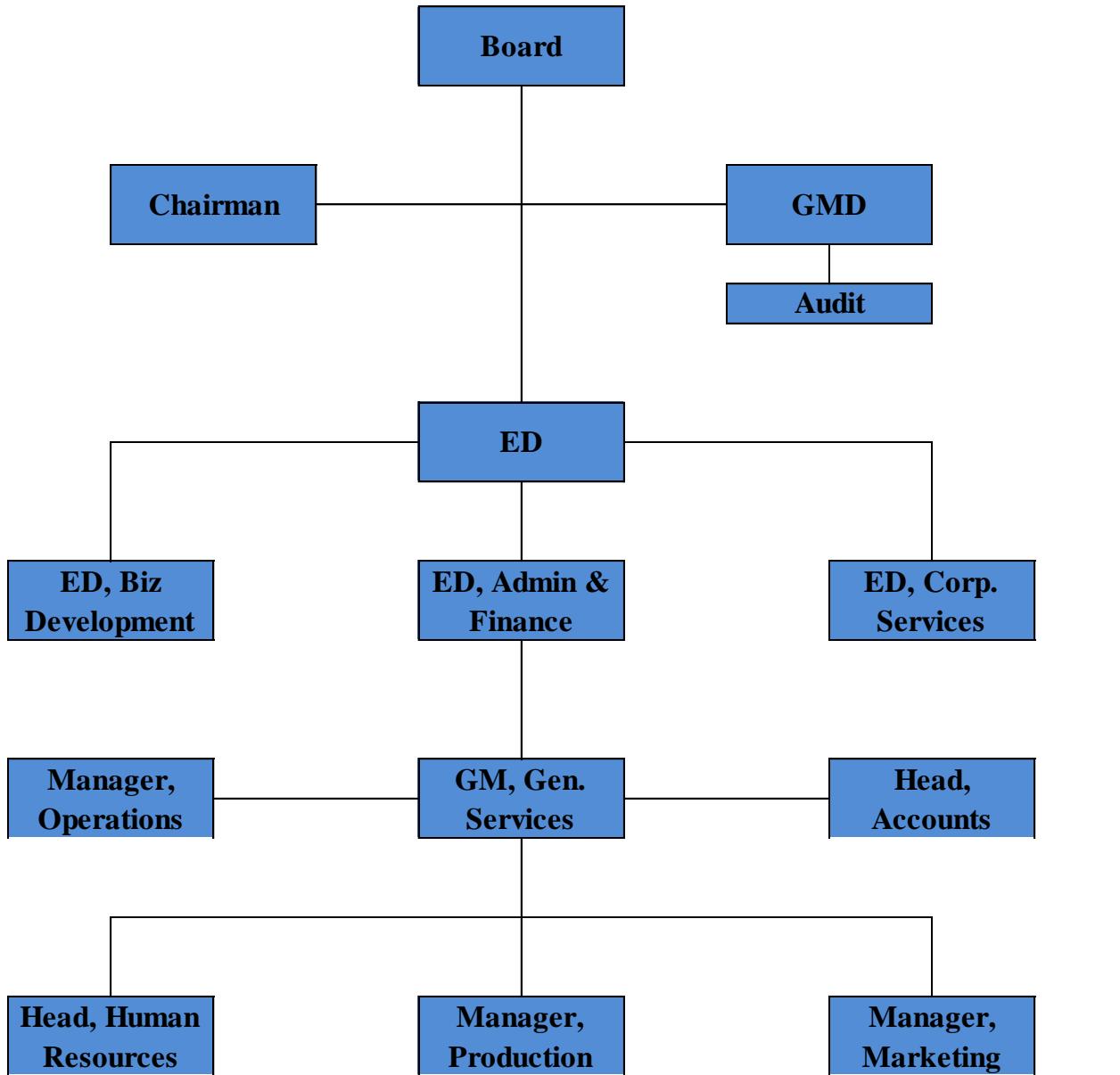
## **Technical, Management and Operational Staff**

A strategic vision does not define a company's success – it is the people. We have some of the most talented and technically advanced team members in the industry – and our clients see that. All team members are encouraged to ask questions, make recommendations, and continuously improve systems and techniques. We encourage an environment of collaboration, knowledge sharing, and innovation, which translates to better service for our clients.

Boko Agro has a compliment of 265 staff (excluding occasional factory floor and other field ad-hoc workers) made up as follows:

Executive	-	4
Senior Management staff	-	8
Junior staff	-	83
Operations (Factory) & Sales	-	<u>170</u>
<b>Total</b>		<b><u>265</u></b>

## ORGANISATIONAL STRUCTURE



We have adopted this Organizational structures to help our company create a management chain to ensure all business locations operate according to the company's standard procedures. And it has provided employees with the guidance they need to perform at their best every day.

## **BOARD OF DIRECTOR/OWNERSHIP STRUCTURE.**

The Board of Directors of BOKO AGRO ALLIED NIG LTD is a team of experienced professionals providing leadership that guides the company's long-term strategy and daily operations. That is, the Board is made up of Nigerians of high integrity with diverse top-level experiences in production engineering, mechanical and process installation, chemical engineering, finance and general business management.

### **Ownership Structure (Board of Directors)**

The shares ownership structure is as follows:

Mohammed Sambo Alhassan	-	1,000,000	50%
Alhassan Nazir Abdullahi	-	<u>1,000,000</u>	<u>50%</u>
<b>Total Shareholding</b>		<b><u>2,000,000</u></b>	<b><u>100%</u></b>

## **BOARD OF DIRECTORS/COMPOSITION**

The Board of Directors is responsible for setting the strategic direction of the company and for overseeing and monitoring its business affairs. The Board ensures that the company is fully aware of its responsibility to all relevant stakeholders in the conduct of the operations. The Board is responsible for the development and implementation of sustainable policies of the company

At present the Board consists of the underlisted members with various complimentary profiles and experience. The Group Managing Director have held similar positions during the course of his career and bring to table other experiences, a global understanding of production/process matters and the ability to benchmark the activities of **Boko Agro** against practices and standards in other industries.

### **The Board is made up of:**

Mohammed Sambo Alhassan	-	Chairman
Alhassan Nazir Abdullahi	-	Group Managing Director

## **OUR PEOPLE AT A GLANCE**

**Boko Agro** has a combined key staff experience of over 20 years in the Agriculture, manufacturing and process engineering industry. That simply represents a lot of experience that translates into value for our clients. This is therefore, an assurance that the company is competent and capable to execute fertilizer blending and marketing and other sundry production services given the opportunity.

### **CHAIRMAN**

**Alhassan Muhammad Sambo** – Sambo is a graduate of Kano State University of Science and Technology, Wudil with extensive field experience in some agro-allied services, Presently, he is saddled with the duty and responsibility to administer and resolve all issues covering manufacturing, commodities trading, logistics, storage and warehousing, and agro inputs in the agricultural sector. Sambo owes 50% of the company shares and he is the chairman of the company.



## GROUP MANAGING DIRECTOR/CEO

**Alhassan Nazir Abdullahi:** - A diplomat of both African Union (AU) and United Nations (U.N), holds a B.Sc. and Master's degree in International Affairs and Diplomacy from Ahmadu Bello University, Zaria - Kaduna State and also, he is duly licensed with the Nigeria College of Aviation Technology (NCAT), Zaria as an aviator. Nazir has had a rich exposure in marketing, logistics and financial adviser in various capacities from 2007 till date.

He is widely acclaimed and recognized as an astute manager, with a good experience in series of retail marketing, supply and trade management. A crack team of equally experienced technocrats and administrators from leading manufacturing companies adequately supports him in the running of Boko Agro Allied Limited.

Alhassan Nazir Abdullahi, as the GMD provides leadership to the executive team in running the business, co-ordinates proposals developed by the executive committee for consideration by the Board, and also develops the Company's strategy for consideration and approval by the Board.

He is a distinguished entrepreneur and has managed both Sambo Ventures & Supply Company and Boko Agro Allied Nigeria Limited in this capacity since their inceptions.



## **OTHER KEY TECHNICAL STAFF**

- λ Operations Manager (Factory Coordination/Project Execution)
- λ Manager, Engineering Design/Factory Infrastructures
- λ Manager, Accounts/Admin.
- λ Human Resources Manager
- λ Sales Managers/ Marketing Officers
- λ Purchasing Officers
- λ Legal adviser

## **EMPLOYMENT AND EMPLOYEES POLICIES**

At Boko Agro, we regard our personnel as our biggest asset. The company has highly experienced committed and suitably trained professionals of various disciplines that are readily available for mobilization and easy deployment as appropriate within short notice.

We operate a non-discriminatory policy on recruitment. Our personnel policies are aimed at producing good relations with all employees. Boko Agro recognises and accepts its obligations to employ disabled people and does what is practicable to fulfill them. Training and career development opportunities are made available to all deserving employees including disabled employees.

## **HSE POLICY**

We are committed to protecting the environment and lives of the people in the community we operate, as we strive to drive our business operational excellence in an environmentally responsible way. We have a system of continuous environmental improvement processes and strategies installed in our factory that helps to reduce environmental hazards. At Boko Agro, we are focused on the highest standards of safety and to minimize where possible the impact of our operations on the environment.

Continuous review of our processes, including the way we do things and enforcing our culture across the workforce has made us more responsive to many changes happening around us. We keep leveraging on our strengths and improving on our weaknesses in order to be a company of 1st choice for workers and esteemed customers.

# **VISION & MISSION STATEMENTS**



## **OUR VISION**

To become a very strong and innovative manufacturing company to be reckoned with in Nigeria and beyond.

## **OUR MISSION**

Building exceptional value in our chosen market in Nigeria, offering to our clients' quality products in the most cost effective manner.

## OUR FUTURE

The business climate is rapidly changing and only dynamic organizations can cope. This explains why we are constantly monitoring the environment, consolidating our existing strength and exploring fresh ideas not only to maintain a healthy existence, but also to create better opportunities that will always guarantee us a future.

## OUR GUIDING PRINCIPLE

We strive for higher levels of professional intelligence and performance. We offer ethical and quality services.

Honesty, hard work, integrity in application of business principles, respect for people and our environment are our core values. We also believe in building trust, openness and team spirit as part of our corporate strategy.

We pursue enviable manpower development and technology investments to achieve excellent and quality performance.

We leverage on our trading philosophy, which is more customer-driven thereby bringing passion to our businesses and at the same time, making every client unique and every supplier a partner in our progress and achievement.

## **QUALITY MANAGEMENT**

In fertilizer blending and distribution, we understand that quality, delivery and safety are most vital to clients. Therefore, to fulfill our responsibility of supplying products efficiently to any location and desired specification, timely and satisfactorily within budget, we dedicate ourselves to Total Quality Management (TQM). Thus focusing on the corporate values, we consistently emphasize in our daily operation: cost effectiveness, customer satisfaction, profitability, team work and corporate image enhancement.

## **COMMUNITY CARE**

We believe in long-term, beneficial relationships — with our communities as well as with our customers. This is how we're making an impact. At Boko Agro, we take the people first in the all we do. We created a robust business approach that contributes to sustainable development by delivering economic, social and environmental benefits for our stakeholders and the people in general.

That is why we take our Corporate Social Responsibility (CSR) serious, apart from being socially responsible, it is a thing of joy for us to touch, elevate and impact both the welfare and the wellbeing of the people positively.

We spare no effort in the integration of socially beneficial programs and practices into our company's business model and culture.

## **CAPITAL BASE/FINANCIAL CAPACITY**

The company has a capital base of over N750, 000,000.00 and can conveniently execute projects to the tune of Twenty Billion Naira at any given time. In very extreme cases, however, financial support could be sought from our bankers with whom we have very cordial relationship.

## **EXPERIENCE/TECHNICAL CAPABILITIES**

**Boko Agro**, though young in the business of fertilizer blending and trading, prides itself in the individual intellectual skills, competence, know-how and diverse experience of our team of talented and versatile young men and women whose drive is **performance to satisfaction**.

## BRANDS AND PRODUCTS

### Balanced Fertilization for Healthy Crops

Our diverse product portfolio provides crops with the optimum supply of essential plant nutrients such as nitrogen, phosphorus, potassium, sulphur and zinc. We manufacture and distribute a range of complex fertilizers such as NPK as well as several agrochemicals including Zypmite.

Our brands have been standing powerfully strong in the minds of the Northern Nigerian farmers for over nine years now.

Amidst Nigerian's desire for a renew Green Revolution and the quest for self-sufficiency in food production, the Board of Directors emphasizes the sentiment that the future belongs to nations with self-sustaining food production and reinforces our "Farmer First" approach. Our blending plant complies with advanced technological standards using quality components and able to produce customized grades as per the requirements of our client.



## CORE OFFERINGS



The full range on offer covers the following:

1. NPK 20-10-10,
2. NPK 15-15-15,
3. NPK 18-46-18,
4. NPK 27-13-13 and
5. Crop specific special blends.

## OUR CAPABILITIES

Best-in-class infrastructural capabilities delivering excellence in manufacturing, logistics, distribution and beyond

### Driven by Operational Excellence

Our integrated value chain begins with the strategic sourcing of raw materials from trusted long-term suppliers. With state-of-the-art facilities at Kunture, Ungogo Road, Kano, advanced logistical and storage capabilities, an extensive distribution network, and stringent quality control measures, we have established ourselves as one of the leading manufacturers and distributors of the best brand of fertilizers in the country. To further enhance our impact and reach, we regularly conduct awareness campaigns and training programmes for the farming community.



## Sourcing and Backward Integration

We maintain our competitive edge in the fertilizer market by strategically sourcing key raw material from trusted suppliers and adopting a backward integrated manufacturing process.

## Manufacturing, Inbound Logistics, and Storage

Our manufacturing facilities in Kano is strategically located and boast of state-of-the-art machinery and large storage capabilities, providing us with a competitive edge in the market.



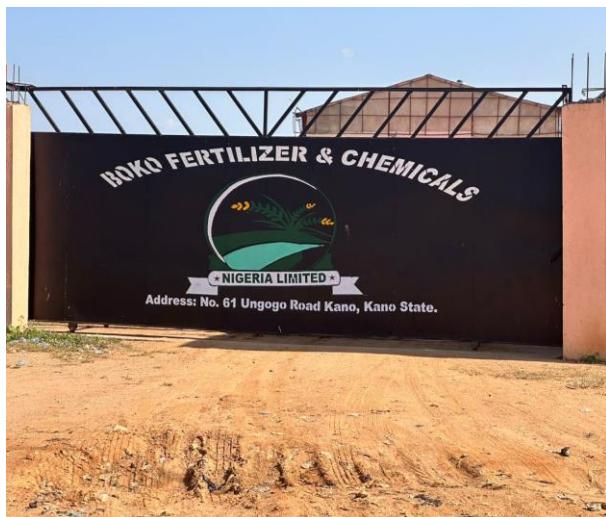
## **Concern for Farmers**

Our marketing team regularly conducts farmer-connect programmes to promote balanced fertilization, raise awareness about soil health among farmers, and educate them about our wide range of products.



## Sales and Marketing

Our strategically located plants in Kunture, Ungogo Road, Kano have allowed us to establish an extensive pan-Northern Nigerian sales and distribution network across the 17 states. Our goal is to reach farmers nationwide and provide them with the resources and support they need.



Our brand has attained the status of the household choice of Nigerian farmers with tested and trusted quality standard. We offer a wholesale package of sourcing, blending, branding, warehousing and distribution of fertilizers for our highly valued customers.

## **The Nigerian Local Content: Presidential Fertilizers Initiative.**

### **Our perspective on the current demand for fertilizers in the country.**

For Nigeria and Africa to cater for its growing populations, there is a need to take farming much more seriously and smartly. There is now widespread awareness that the traditional method of farming will no longer sustain the growing population. There is an increasing demand for high quality and customized inputs including fertilizers. Hence, the average yearly consumption of NPK Fertilizer blends in Nigeria between 2017 and 2020 (since the inception of the Presidential Fertilizers Initiative) was 685,000 metric tonnes now 1,800,000 metric tonnes last year (2023).

Nigeria with arable farmland of approximately 34 million hectares has the capacity to consume 5,000,000 metric tonnes of NPK fertilizer blends annually even at a modest application rate of 150kg per hectare.

Meanwhile, the basic challenge today is that of creating significant retail and distribution structures across the country that will ensure easy and timely access to quality inputs by farmers in rural communities. This will further boost consumption and demand volumes, many studies have revealed.

- Therefore, in line with Federal Government of Nigeria policy on local content development, Boko Agro as an indigenous company has developed the following process to enhance the implementation of the policy:
- Made it a norm that our labour force shall at any given time be 90% Nigerians and 10% foreigner or expatriate.
- 5% of skill and 95% of unskilled labour shall be sourced from the host community of all our projects' location.

- Materials shall be as much as possible sourced locally where they are available, especially from the host community; otherwise it shall be imported.
- Where necessary Boko Agro shall through her community relations personnel, render to the community, a supportive charity service.
- Boko Agro will also endeavour to desist from polluting and creating any environmental hazard and degradation.



Stakeholders' engagement!

## Strengths and Strategies

Discover our key strengths and strategies that keep us ahead of the curve.

### Strong Value Chain

We have a strong value chain comprising backward integrated manufacturing processes, advanced production facilities, captive power facilities, and a vast distribution network of farmers and retailers. Our long-term supply contracts allow us to source key raw materials at competitive prices. For instance, we procure phosphate rock from a very cheap source, and use it to manufacture phosphoric acid in-house at our plant, resulting in significantly higher margins as compared to our competitors. Additionally, we utilise waste and by-products generated from our manufacturing process such as phospho-gypsum which is used as a soil conditioner and also sold to cement companies.

### Diversified Product Portfolio

We have a large product portfolio of complex fertilizers and agrochemicals. With the recent expansion of our facility in 2023, we have further diversified our offerings. Our facility is engaged in the manufacturing, distribution and sales of various fertilizers such as several grades of NPK and urea. In Kano, NPK-19 is exclusively produced at our facility, giving us a natural market advantage in this segment. We also sell excess ammonia, sulphuric acid and phosphoric acid for industrial consumption, which both enhances our revenue and maximises our operational efficiency.



## **Robust Distribution Network**

Our products are marketed and distributed through a strong sales network comprising 21 regional marketing offices and 510 stock points across 17 states. Through a network of 322 dealers and 2,925 retailers, we cater to more than 8 million farmers across Nigeria. Since both our facilities are strategically located, we have access to a network of railways, and highways, allowing us to efficiently serve markets all over Nigeria. Our Kano facility, in particular, caters to states with a high fertilizer demand, namely Kano, Katsina, Kebbi, Zamfara, Borno, Niger and Kaduna that together account for 44.2% of the total fertilizer sales in Northern Nigeria.

## **Advanced Manufacturing Capabilities**

We have a state of the art manufacturing units in Kano State, which is well located. The facilities have a combined DAP and NPK production capacity of 0.450 MMTPA. We also have a large production capacity of intermediate chemicals. At the plant, the total annual installed production capacity is 0.35 million MT for sulphuric acid and 0.1 million MT for phosphoric acid which we plan to expand to 0.25 million MT by 2025. Our facility is one of the few fertilizer plants in Nigeria with co-located manufacturing facilities for both phosphates and urea fertilizers. This improves our operational efficiency and leadership position among dealers and farmers.



The Company Factory and Corporate Head Office in Kano State

## **Employee Well Being – From the Board to the Factory floor**

Boko Agro continues to emphasize on employee well-being, health and engagement through various initiatives – whether at the Board members or the factory workers level. We have put in robust processes and safety performance indicators to monitor our operations. Employees are encouraged to raise ‘near-miss’ safety concerns and these inputs are periodically reviewed and closed. We have adopted management systems like ISO 14001, OHSAS 18001 and Process Safety Management System across our key locations. We periodically undertake Quantitative Risk Assessment (QRA) studies to refresh the risk register and improve safety culture.



**Quality Control, Safety and R&D Team**

With a dedicated R&D team focused on innovation, we strive to consistently deliver best-in-class products.

## **Our Customers/Clientele/Market**

We have a wide range of offers for all types of customers. We have a long track record of making our clients our highest priority – they deserve our best, and we give it to them. Our approach is straightforward – listen carefully, respond quickly, use our talent and experience to accomplish our clients' goals.

We have a sizable portfolio of current and potential clients amongst who are:

1	About 35% of local farmers nearby	17	Ayoka Farms Limited
2	Appaye Farm Limited	18	Big Dutchman Nigeria & West Africa
3	Danmaraya Farms Limited	19	Arte Tender Farms
4	Harvestfield Industries Limited	20	Dayntee Farms Limited
5	Wandel International (Nig) Ltd	21	Atius Synergy Global Ltd
6	Mutheo Agricultural Enterprise	22	Dermisho Enterprise
7	5SG Farm	23	Anadariya Industries Limited
8	Omone Nigeria Limited	24	Private Commercial Agro Allied Farms
9	Abuja Municipal Area Council	25	Farm Centre/Farm settlements
10	National Youths Service Corps(NYSC)	26	Demamy Concepts Limited
11	FMS Farms	27	Emerald Farms & Consultant Ltd
12	Davidorlah Farms	28	FarmAlive Limited
13	FarmIntegral Global Services	29	Green Agronomy
14	GreenHills Cassava Farmstead	30	Infinera Agribusiness Ltd
15	Jubaili Agrotec	31	Efugo Farms
16	Eco Farms Nigeria	32	Eagleson Cassava

In short, our clientele rating has moved up to include the states and federal government ministries, parastatals, industrial organisations, as well as an ever increasing list of private sector operators, merchants, Agro Dealers and farmers who rely on our brand for their annual fertilizer stock requirements.

Our brand has fast attained the status of the household choice of Nigerian farmers with tested and trusted quality standard. We offer a wholesale package of sourcing, blending, branding, warehousing and distribution of fertilizers for our highly valued customers.

## **Our Growth Strategy**

Boko Agro go-to-market/growth strategy for our brand include the following:

1. Strengthening market leadership through new installations and offerings
2. Becoming more profitable through increased backward integration
3. Expanding distribution channels to increase reach
4. Growing inorganically through acquisitions

## **Sustainability and CSR**

Leading the way in sustainable business practices and community engagement is our pride over the years!

### **Our Approach to Sustainability**

The economic growth of any business today is closely tied to its ESG (environment, social, governance) performance. As a leading player in the fertilizer industry, we have fully integrated ESG principles into all facets of our operations.

We measure our ESG performance through six types of capital — financial, manufactured, intellectual, human, social and relationship, and natural. We have implemented several ESG initiatives across the entire value chain like energy optimisation, water conservation, biodiversity management, responsible waste management, control of air emissions, human capital development, farmer-connect programmes, community development and others.

### **Corporate Social Responsibility (CSR)**

Fostering and maintaining positive relationships with communities greatly strengthens our social licence to operation and brand value. A Corporate Social Responsibility (CSR) policy, developed in compliance with Section 135 of the CAMA 2010 and CSR Rules 2014 and subsequent amendments, provides the overall framework to our approach to community relations and development. Thrust areas of our community development framework include Livelihoods, Education, Health (WaSH-Water, Sanitation and Hygiene), and Environment. Our interventions are designed in line with the requirements of the communities

we serve and support. We proactively respond to ad hoc requests from nearby communities and local authorities, supporting them during critical situations and addressing their immediate needs.

## **Conclusion**

Nigeria with arable farmland of approximately 34 million hectares has the capacity to consume 5,000,000 metric tonnes of NPK fertilizer blends annually even at a modest application rate of 150kg per hectare. True!

Boko Agro Allied Nigeria Limited is one of the fastest growing fertilizer blending and marketing company in Kano, Nigeria. We have the equipment, manpower and experience to offer significant retail and distribution structures across the country that will ensure easy and timely access to quality inputs by farmers.

We welcome you to use the Boko Agro quality products, and you will be satisfied!!



## **APPENDIX.**

### **The Board of Directors in Picture**



**Chairman, Muhammad Sambo Alhassan**



**Nazir Abdullahi Alhassan (GMD)**



**Ahmad Nuhu, Board member**



**Umar Gambo, Board Member/Europe  
Liaison Officer**

## Official Visit to France





## Media & Other Social Relationships





## AT THE FEPSAN ANNUAL GENERAL MEETING



**Some state-of-the-art- equipment in pictures**



