How To Start A Lucrative Egg Supply Business In Nigeria and Africa: The Complete Guide

Egg supply business is a lucrative venture in Nigeria and Africa with a high demand for eggs as a cheap and nutritious source of protein. The poultry industry is rapidly growing in Africa, with Nigeria being the largest egg producer on the continent, producing about 1.6 billion eggs annually. The Nigerian market is a good one for egg production, as it is projected that the demand for eggs will continue to grow, driven by population growth, urbanization, and an increase in per capita income.

Globally, the egg industry is projected to reach a market value of \$291.6 billion by 2028, with an annual growth rate of 4.9%. As more consumers shift towards a healthy lifestyle, the demand for protein-rich foods like eggs is on the rise, making egg supply business a profitable one.

Nigeria has the potential to export eggs and egg products to the West African region and beyond, due to its proximity and the quality of its egg production. Nigeria currently exports eggs to neighboring African countries, such as Ghana, Benin Republic, and Togo.

In Africa, egg supply business is seen as an attractive investment, given the increasing demand and untapped potential for egg production. This has led to the establishment of commercial egg farms, as well as small and medium-scale egg farms. The egg supply business is a low-capital intensive venture, with the potential to yield high returns on investment.

See Also: How To Start A Lucrative Coconut Oil Production Business In Nigeria Or Africa: The Complete Guide

What Is An Egg?

Egg, also known as ovum, is a reproductive cell produced by female animals, particularly birds. They are widely consumed as a source of protein and other nutrients by humans. In Nigeria and Africa, the egg industry is a significant contributor to the agricultural sector, providing employment opportunities and a valuable source of nutrition for the population.

What Is Egg Supply Business In Nigeria and Africa About?

Egg supply business involves the production and distribution of eggs to customers or clients. It is an important aspect of the poultry industry and an essential component of the food supply chain. The business involves breeding and raising poultry birds such as chickens, ducks, and quails for egg production. These eggs are then collected, sorted, and packaged for sale to customers or retailers.

The egg supply business can be operated on a small or large scale, depending on the resources available and the target market. It requires knowledge of poultry farming, effective management skills, and a sound marketing strategy to succeed. The egg supply business provides employment opportunities, promotes food security and can contribute to the economic development of the country.

See Also: How To Start A Lucrative Watermelon Farming Business In Nigeria And Africa: The Complete Guide

Benefits of Egg Supply Business In Nigeria and Africa

- 1. High demand: Eggs are a staple in many diets, making the demand for eggs consistently high in Nigeria and Africa.
- 2. **Low start-up costs:** Starting an egg supply business requires low capital investment, making it an ideal option for small business owners.
- 3. Good profitability: With high demand and low overhead costs, the egg supply business has good potential for profitability.
- Source of employment: Egg supply business provides employment opportunities for many individuals who can work as suppliers, retailers, and distributors.
- 5. **Nutritional value:** Eggs are a great source of protein and other essential nutrients, making them a valuable addition to the diets of many people.
- 6. Ease of storage: Eggs are easy to store and transport, making it possible to sell them over a large geographical area.
- 7. Sustainability: Eggs are produced in a sustainable way, making them an environmentally-friendly option.
- 8. Easy to market: Eggs are a popular and well-known product, so they are easy to market and sell.
- 9. **Opportunity for growth:** Egg supply businesses have the potential to grow and expand by increasing their customer base and product offerings.
- 10. **Versatile product:** Eggs can be used in many different ways, such as for cooking, baking, and as a standalone food item, providing versatility and flexibility for egg suppliers.

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Health Benefits of Eggs

- 1. **High-quality protein:** Eggs are a rich source of high-quality protein, which is essential for building and repairing muscles, bones, and tissues.
- 2. Brain function: Eggs contain choline, a nutrient that is important for brain development and function.
- 3. Eye health: Eggs are rich in lutein and zeaxanthin, which are antioxidants that protect the eyes from damage caused by UV rays.
- 4. **Heart health:** Eggs contain heart-healthy nutrients such as vitamin B12, folate, and omega-3 fatty acids, which can help reduce the risk of heart disease.
- 5. Weight management: Eggs are a low-calorie, high-protein food that can help you feel full and satisfied, which may aid in weight management.
- 6. Strong bones: Eggs are a good source of vitamin D, which is important for calcium absorption and bone health.
- Improved immunity: Eggs contain selenium, an antioxidant that can help boost the immune system and protect the body from infection.
- 8. Healthy skin and hair: Eggs contain biotin, a nutrient that is important for healthy skin, hair, and nails.
- Reduced risk of birth defects: Eggs are a good source of folate, which is essential for preventing birth defects in unborn babies.
- 10. **Increased energy levels:** Eggs are a good source of iron, which is important for energy production and can help prevent anemia
- 11. **Reduced inflammation:** Eggs contain choline, which has anti-inflammatory properties and may help reduce inflammation in the body.
- 12. **Improved brain function in older adults:** Eggs are a good source of vitamin B12, which may help improve brain function in older adults.
- 13. **Improved muscle strength and function:** Eggs are a rich source of leucine, an amino acid that is important for muscle strength and function.
- 14. Reduced risk of certain cancers: Eggs contain choline, which may help reduce the risk of certain cancers, such as breast cancer.
- 15. Improved mood and mental health: Eggs contain tryptophan, an amino acid that is important for mood and mental health.

Overall, incorporating eggs into your diet can provide numerous health benefits and can be a valuable addition to a healthy and balanced diet. As an Egg Supply Business, it is important to promote the health benefits of your product to your customers to help them make informed choices about their diet.

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Business Opportunities In Egg Supply Business In Nigeria and Africa

- 1. **Poultry Farming:** The primary opportunity for egg supply business is poultry farming. Setting up poultry farms to produce eggs can be a lucrative business opportunity.
- 2. **Hatcheries:** Hatcheries are another business opportunity for egg supply, where eggs are hatched into chicks, which are then sold to farmers to raise for egg production.
- 3. **Egg Packaging and Distribution:** Entrepreneurs can also set up egg packaging and distribution businesses to supply eggs to supermarkets, restaurants, and other businesses that require a regular supply of eggs.
- 4. **Egg Processing:** Egg processing involves taking the eggs through a series of treatments that result in different products such as liquid eggs, dried eggs, egg powder, and eggshells.
- 5. **Organic Egg Farming:** Organic egg farming has become increasingly popular in recent years, and entrepreneurs can take advantage of this trend by setting up organic egg farming businesses.
- 6. **Egg Export:** There is also an opportunity for entrepreneurs to export eggs to other countries. This requires meeting the necessary export standards and obtaining the required certifications.
- Feeds Production: The production of poultry feeds is another business opportunity for egg supply businesses in Nigeria and Africa.
- 8. **Animal Health Products:** The production and distribution of animal health products, such as vaccines, supplements, and medications, can be an additional business opportunity.
- Poultry Equipment Sales: Entrepreneurs can also set up businesses that sell poultry equipment such as feeders, drinkers, cages, and other related products.
- 10. **Education and Training:** Education and training services in poultry farming and egg production can be another business opportunity for egg supply businesses.

See Also: How To Start A Lucrative Vegetable Farming Business In Nigeria Or Africa: The Complete Guide

Facts About Egg Supply Business In Nigeria and Africa

- 1. The poultry industry in Nigeria is the largest in Africa, and it contributes about 25% to the agricultural GDP of the country.
- 2. Nigeria is the second-largest egg producer in Africa, with an estimated 1.2 billion eggs produced annually.
- 3. Egg supply business is a lucrative venture in Nigeria due to the high demand for eggs by consumers.
- 4. There is a growing trend towards organic and free-range eggs, which provides an opportunity for egg suppliers to differentiate their products in the market.
- 5. Egg supply business can be started with relatively low capital, making it accessible to small-scale entrepreneurs.
- The market for egg supply business in Nigeria is relatively untapped, presenting significant growth opportunities for new entrants.
- 7. Egg supply business provides a source of employment and income for many people in rural and urban areas.
- 8. The egg supply business contributes to food security in Nigeria by providing a readily available source of affordable protein.
- 9. The use of modern egg production technology, such as automatic egg incubators and feeders, can improve the efficiency and profitability of egg supply businesses.
- 10. Egg supply business can provide a reliable source of income for farmers, who can earn additional income by selling eggs from their poultry farms.
- 11. Nigeria is a significant exporter of eggs, with exports mainly to countries in the West African region.
- 12. The egg supply business is not limited to table eggs, as there is also a market for hatching eggs and day-old chicks.
- 13. Egg supply business can be integrated with other poultry production activities, such as broiler production and feed production, to create a more sustainable and profitable enterprise.
- 14. Egg supply business has a relatively short production cycle, with eggs ready for sale within a few weeks of starting the business.
- 15. There is a growing trend towards the consumption of processed egg products, such as egg powder and egg white, which presents an opportunity for egg suppliers to diversify their product offerings.
- 16. The egg supply business is highly scalable, allowing entrepreneurs to expand their businesses rapidly as demand grows.
- 17. The egg supply business provides a reliable source of income, as eggs are consumed all year round and demand remains relatively stable.
- 18. Egg supply business can be operated on a small scale, making it an attractive business option for women and young people in rural areas
- 19. There is a growing demand for high-quality, nutritious eggs, which presents an opportunity for egg suppliers to differentiate their products in the market.
- 20. The egg supply business can benefit from government support and incentives aimed at promoting agricultural development and food security.

See Also: How To Start A Lucrative Fruit Farming Business In Nigeria Or Africa: The Complete Guide

Types Of Egg Supply Businesses In Nigeria and Africa

There are several types of egg supply businesses in Nigeria and Africa, including:

- Poultry farming: This involves breeding and raising different types of birds, such as chickens, ducks, geese, and turkeys, to
 produce eggs for consumption and sale.
- Egg distribution: This involves purchasing eggs from poultry farms and selling them to consumers, retailers, wholesalers, or other businesses.
- Egg processing: This involves cleaning, sorting, grading, packaging, and labelling eggs to prepare them for sale to consumers and other businesses.
- 4. Hatchery operations: This involves breeding and hatching chicks to supply poultry farmers with day-old chicks.
- Egg production equipment sales: This involves selling egg production equipment such as incubators, hatchers, feeders, drinkers, and other accessories to poultry farmers and other businesses.
- Egg exports: This involves exporting eggs to other countries, either fresh or processed, to meet the demand for high-quality eggs in different markets.
- 7. **Organic egg farming:** This involves producing eggs from chickens that are raised in a natural and organic environment, without the use of chemicals or antibiotics, to meet the demand for organic food products.
- 8. **Specialty egg production:** This involves producing eggs with specific attributes, such as free-range, cage-free, brown, or white, to cater to the specific needs and preferences of different consumers and businesses.
- Value-added egg products: This involves producing value-added egg products such as mayonnaise, cake mixes, and other food products that contain eggs as a primary ingredient.
- 10. **Home-based egg supply businesses:** This involves producing and selling eggs from a small-scale operation, such as backyard poultry farming or a small egg distribution business, to earn income and meet local demand.

See Also: How To Start A Lucrative Rice Farming Business In Nigeria Or Africa: The Complete Guide

Types Of Eggs Used For Egg Supply Business In Nigeria and Africa

Egg supply business in Nigeria and Africa can utilize different types of eggs. Here are some common types of eggs used for egg supply businesses in Nigeria and Africa:

- 1. **Chicken eggs:** Chicken eggs are the most common type of egg used for egg supply businesses in Nigeria and Africa. These eggs are widely available and are used in many households and restaurants.
- 2. **Turkey eggs:** Turkey eggs are another type of egg that can be used for egg supply businesses. These eggs are larger than chicken eggs and have a richer flavor.
- 3. **Quail eggs:** Quail eggs are smaller than chicken eggs but are considered a delicacy in many parts of Nigeria and Africa. They are higher in nutrients than chicken eggs and are often used in high-end restaurants.
- 4. **Duck eggs:** Duck eggs are larger than chicken eggs and have a unique flavor that is popular in many parts of Nigeria and Africa. They are also higher in fat and protein than chicken eggs.
- 5. **Guinea fowl eggs:** Guinea fowl eggs are similar in size to chicken eggs, but have a tougher shell. They are often used in traditional Nigerian and African dishes.

It is important to choose the type of egg that suits your business needs and target market. Each type of egg has its unique characteristics, and some are more expensive than others. It is important to understand your customers' needs and preferences to make the right choice.

See Also: How To Start A Lucrative Maize Farming Business In Nigeria Or Africa: The Complete Guide

The Production Season For Eggs In Nigeria and Africa

Egg production in Nigeria and Africa is a year-round activity, as it can be done under controlled conditions, independent of seasonal changes. However, the level of production may vary throughout the year, with peak production typically occurring in the cooler months of the year. This is because chickens are more comfortable and produce more eggs in cooler temperatures. Additionally, the availability and cost of feed, as well as disease outbreaks, may affect egg production.

Therefore, to ensure a steady supply of eggs, farmers often practice continuous egg production by rotating their flocks to ensure a constant supply of eggs throughout the year.

How To Start Egg Supply Business In Nigeria and Africa: Step-By-Step Guide

Starting an egg supply business in Nigeria and Africa requires the following step-by-step guide:

- Conduct Market Research: Research the egg market to understand consumer demand and competition. Identify market gaps and egg distribution channels.
- Choose a Business Model: Decide on the type of egg supply business to operate, whether it is wholesale or retail. Consider the cost of overheads, packaging, transportation, and storage when selecting a business model.
- 3. **Develop a Business Plan:** Create a business plan that outlines your business model, financial projections, marketing strategies, and operational activities.
- 4. **Register Your Business:** Register your egg supply business with the relevant regulatory agencies and obtain all necessary licenses and permits.
- 5. **Source for Eggs:** Find a reliable and affordable egg supplier. Establish a good relationship with them, so you are assured of a constant supply of eggs.
- Establish a Distribution Network: Decide on the best method for distributing your eggs, whether it is through a direct sales team, supermarkets, or online platforms.
- 7. **Establish an Egg Storage System:** Eggs require a specific temperature and humidity level to remain fresh. Set up a cooling system to maintain the quality of your eggs.
- 8. **Establish an Effective Marketing Strategy:** Develop an effective marketing strategy to reach your target audience. Use social media, advertisements, or promotions to promote your egg supply business.
- Set Reasonable Prices: Ensure you set prices that are competitive and fair to your customers and profitable to your business.
- 10. Provide Excellent Customer Service: Customer satisfaction is crucial to the success of your egg supply business. Ensure you have a customer service team that responds promptly to inquiries and complaints.

See Also: How To Write The Perfect Business Plan In Nigeria and Africa That Will Get Funded: The Complete Guide

How To Process & Package Eggs In Nigeria or Africa

Processing and packaging eggs in Nigeria and Africa is an important part of the egg supply business. Below is a step by step guide on how to process and package eggs in Nigeria and Africa:

- 1. Collecting the eggs: Eggs should be collected daily to ensure that they are fresh and free from bacteria.
- 2. Cleaning the eggs: Dirty eggs should be cleaned with warm water and mild detergent to remove any dirt, feces, or other debris.
- 3. Candling the eggs: Candling involves shining a light through the egg to check for any cracks or defects. Any eggs that are cracked or have defects should be removed from the batch.
- 4. Sorting the eggs: Eggs should be sorted by size and weight to ensure that they are packaged correctly.
- 5. **Packaging the eggs:** Eggs can be packaged in either cardboard or plastic trays, which can hold between 6 and 30 eggs per tray. The trays should be labelled with the date of packaging and other necessary information.
- 6. **Storage and transportation:** Eggs should be stored in a cool and dry place at a temperature of between 10 and 20 degrees Celsius. They should be transported in a well-ventilated vehicle to prevent damage and breakages

See Also: How To Start A Lucrative Animal Feed Production Business In Nigeria Or Africa: The Complete Guide

Types Of Equipment Used To Produce, Package & Supply Eggs In Nigeria or Africa

Here are some of the equipment needed for producing, packaging, and supplying eggs:

- 1. **Poultry House:** A poultry house is needed to keep the birds in a comfortable environment. It is important to choose the right location for the house and ensure proper ventilation and lighting.
- 2. **Egg Grading Machine:** An egg grading machine helps to sort eggs according to their size, weight, and quality. This machine saves time and effort and improves efficiency.
- 3. **Egg Washing Machine:** An egg washing machine is used to wash the eggs before packaging. This helps to remove dirt and bacteria, making the eggs clean and safe for consumption.
- 4. **Egg Packaging Machine:** An egg packaging machine is used to package the eggs in a hygienic and attractive manner. It helps to reduce breakages and increase shelf life.
- 5. **Refrigerator:** A refrigerator is needed to store the eggs before they are transported to the market. It helps to keep the eggs fresh and prevent spoilage.
- 6. **Delivery Van:** A delivery van is needed to transport the eggs from the farm to the market. It should be properly maintained to ensure the safety of the eggs during transportation.
- 7. **Weighing Scale:** A weighing scale is needed to measure the weight of the eggs before packaging. This helps to ensure that the eggs are of the right size and weight.
- 8. **Egg Trays:** Egg trays are used to hold the eggs during packaging and transportation. They should be made of a durable and hygienic material.
- Feeders and Drinkers: Feeders and drinkers are used to provide food and water for the birds. They should be properly cleaned and maintained to ensure the health of the birds.
- 10. **Incubators:** Incubators are used to hatch eggs into chicks. They should be of a good quality and properly maintained to ensure the best hatch rates.
- 11. **Brooders:** Brooders are used to provide warmth for the chicks after hatching. They should be properly maintained to ensure the health of the chicks.
- 12. **Egg Candling Lamp:** An egg candling lamp is used to check the quality of the eggs. It helps to identify eggs with cracks, blood spots, or other defects.
- 13. **Backup Generator:** A backup generator is needed to provide power in case of an outage. It helps to ensure that the equipment is running smoothly and prevents losses.
- 14. Cleaning and Sanitation Equipment: Cleaning and sanitation equipment is needed to maintain the hygiene and cleanliness of the farm and equipment.
- 15. **Safety Equipment:** Safety equipment such as gloves, boots, and masks are needed to ensure the safety of the workers and prevent the spread of diseases.

Proper planning and investment in these equipment can help start a successful egg supply business in Nigeria and Africa.

Target Market For The Egg Supply Business In Nigeria or Africa

- 1. **Egg Grading Machine:** This machine grades the eggs by weight and size. It separates the eggs into different grades, such as jumbo, extra-large, large, medium, small, and peewee. The graded eggs are then packed in their respective sizes.
- Egg Washing Machine: This machine washes the eggs with water and disinfectant to remove dirt, bacteria, and other contaminants from the eggshells.
- 3. **Egg Sanitizing Machine:** This machine sanitizes the eggs with ultraviolet (UV) light to kill any remaining bacteria or viruses that may be present on the eggshells.
- 4. Egg Candling Machine: This machine uses a bright light to illuminate the eggs and check the quality of the egg contents. It is used to identify cracked or defective eggs.
- 5. **Egg Breaking Machine:** This machine separates the eggshells from the egg white and yolk. The eggshells are removed, and the egg white and yolk are collected in separate containers.
- 6. **Egg Pasteurizing Machine:** This machine pasteurizes the egg liquid by heating it to a specific temperature to kill any bacteria or viruses that may be present in the eggs.
- 7. **Egg Filling Machine:** This machine fills the egg liquid into cartons or containers. The filled cartons are then sealed and labeled with the date of packaging, batch number, and other relevant information.
- 8. Egg Carton Sealing Machine: This machine seals the egg cartons with adhesive tape or glue.
- 9. **Egg Carton Labeling Machine:** This machine prints and attaches labels to the egg cartons with information such as the date of packaging, batch number, and expiration date.
- 10. Egg Carton Stacking Machine: This machine stacks the filled egg cartons onto pallets for easy storage and transportation.

Overall, these machines help to automate the process of egg processing and packaging, improving efficiency and reducing labor costs. They also ensure the quality and safety of the eggs, which is crucial in the egg supply business.

See Also: How To Start A Lucrative Import/Export Business In Nigeria and Africa: The Complete Guide

How To Sell or Market Egg Products In Nigeria or Africa

- 1. **Local markets:** One of the primary ways to sell and market egg supply business products in Nigeria and Africa is through local markets. There are various markets in different states and towns that offer opportunities for egg sellers.
- 2. **Supermarkets and grocery stores:** Supermarkets and grocery stores are becoming increasingly popular in Nigeria and Africa, and these retail outlets offer opportunities for egg suppliers to reach a wider audience.
- 3. **Online stores:** In today's digital age, online stores offer a convenient way for egg suppliers to sell and market their products to customers
- 4. **Hotels and restaurants:** Hotels and restaurants are always in need of eggs to serve their customers. As an egg supplier, you can target these businesses to sell your products.
- 5. **Bakeries:** Bakeries use eggs to make cakes, bread, and other baked goods. As an egg supplier, you can supply eggs to bakeries.
- 6. Food processing companies: Food processing companies that make products such as noodles, pasta, and mayonnaise require large quantities of eggs. This can be a lucrative market for egg suppliers.
- 7. **Export:** Nigeria and Africa have a growing export market for eggs, with countries like the UK, USA, and other African countries as potential markets.
- Door-to-door sales: Egg suppliers can also sell their products directly to consumers by going door-to-door in residential areas.
- Egg vending machines: Egg vending machines have become popular in some parts of Nigeria, offering a convenient way for consumers to buy eggs.
- 10. Egg production training: Egg suppliers can also offer training on egg production and supply, which can be a source of income and a way to build their brand in the market.

See Also: How To Start A Lucrative Rabbit Farming Business In Nigeria Or Africa: The Complete Guide

Challenges Of The Egg Supply Business In Nigeria and Africa

- 1. Lack of adequate infrastructure: The lack of adequate infrastructure, such as good roads, electricity, and water supply, can make it difficult to transport eggs and store them properly.
- Disease outbreak: The outbreak of diseases, such as avian influenza and Newcastle disease, can lead to a reduction in egg production and result in a loss for egg suppliers.
- 3. **Difficulty in accessing credit:** Many egg suppliers face difficulty in accessing credit to finance their business operations, which can hinder their growth and expansion.
- 4. **High cost of feed:** The high cost of feed, which accounts for up to 70% of the cost of production, can reduce profit margins for egg suppliers.
- 5. Price fluctuations: Egg prices can be unpredictable due to factors such as supply and demand, weather conditions, and the cost of inputs, making it difficult to plan and budget effectively.
- 6. Lack of training and knowledge: Many egg suppliers may lack the necessary knowledge and training to effectively manage their business, leading to inefficiencies and reduced profitability.
- 7. Seasonal variations: Egg production can be affected by seasonal variations, such as temperature and daylight hours, leading to fluctuations in supply and demand.
- 8. **Competition:** The egg supply business is highly competitive, with many suppliers vying for the same market share, making it difficult for new entrants to break into the market.
- Transportation costs: The cost of transporting eggs from farms to markets can be high, particularly in areas with poor infrastructure.
- 10. **Limited access to markets:** Many egg suppliers may have limited access to markets, particularly in rural areas, which can limit their potential customer base.
- 11. Lack of modern technology: Many egg suppliers may lack access to modern technology, such as automated egg collection and grading systems, which can improve efficiency and reduce costs.
- 12. **Predation:** Predation by wild animals, such as foxes and raccoons, can lead to a reduction in egg production and result in losses for egg suppliers.
- 13. Power supply: Frequent power outages and unreliable power supply can lead to losses in egg production and quality.
- 14. **Inadequate storage facilities:** Inadequate storage facilities can result in spoilage and loss of eggs, reducing profitability for egg suppliers.
- 15. **Regulations and compliance:** The egg supply business is subject to regulations and compliance requirements, which can be complex and costly to adhere to, particularly for small-scale egg suppliers.

See Also: How To Start A Lucrative Potato Farming Business In Nigeria Or Africa: The Complete Guide

To Sum It Up

In conclusion, the egg supply business is a lucrative venture that has great potential in Nigeria and Africa. With a growing population and increased demand for egg products, entrepreneurs can tap into this market to create profitable businesses. Egg supply businesses offer numerous benefits, including low start-up costs, high profit margins, and opportunities for growth and expansion. However, there are also challenges to be aware of, including disease outbreaks, high production costs, and stiff competition.

To start an egg supply business in Nigeria and Africa, entrepreneurs need to conduct market research, secure funding, acquire equipment, and establish reliable supply chains. There are various types of egg supply businesses, including layer farms, hatcheries, and egg processing plants, each with its own unique requirements and challenges.

To be successful in the egg supply business, entrepreneurs must find effective ways to sell and market their products. This can include strategies such as direct selling, distribution through wholesalers and retailers, and online marketing.

Overall, the egg supply business presents an attractive opportunity for entrepreneurs in Nigeria and Africa, offering the potential for significant returns on investment and the chance to contribute to the development of the agricultural sector.

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What are your thoughts on how to start an egg supply business in Nigeria, Africa, or any other part of the world? Let me know by leaving a comment below.