S05 – AGRO-INDUSTRY & AGRICULTURAL PROCESSING

Gaya Cassava Agro-Industrial Hub (PAI)

Sponsored by **High Authority for Waqf**
Administrative authority



ESTIMATED PROJECT COST	LOCATION	FINANCING SOUGHT	CAPACITY
EUR 12.96 million	**Gaya border area, Dosso Region, near the Niger River and Beninese and Nigerian markets**	**Mixed: sovereign debt contracted by the State, equity, and PPP**	**12,000 metric tons of fresh tubers per year, equivalent to 40 metric tons per day over 300 days; 200 ha developed for intensive cultivation**

Own contribution: EUR 2.59 million, or 20%. Funding sought: EUR 10.37 million, or 80%. All monetary figures are in EUR. Converted estimates are indicative and rounded; source estimates may use different valuation bases.

Investment opportunity

With its humid microclimate and proximity to the Niger River, Gaya Department is the country's most productive cassava-growing area. Despite satisfactory natural yields, the value chain remains confined to artisanal operations. The lack of local industrial processing facilities leads to substantial postharvest losses, estimated at more than 30% by the Directorate General for Rural Economy Promotion of the Ministry of Agriculture and Livestock.

Niger imports several tens of millions of EUR in wheat and related products annually. High-quality cassava flour can replace 15–20% of wheat flour without changing the taste of bread, but the country does not yet have the industrial capacity to produce this flour to bakery standards.

The project combines a 200 ha core production area irrigated through solar pumping, a plant producing breadmaking flour, gari, and attiéké with starch extraction and a quality control laboratory, and a storage, packaging, and distribution center. Consistent with the waqf model, profits will support State social safety nets.

AT A GLANCE

PROJECT SPONSOR	High Authority for Waqf
REFERENCE	F2IN catalog, project CI-007

PROJECT STATUS

- **Studies** : None
- **Authorizations** : Not obtained
- **Site** : Not available

Objectives

Industrialize the cassava value chain to strengthen food security and reduce Niger's trade deficit

- Produce high-quality cassava flour for 15–20% inclusion in domestically produced bread

- Organize Gaya producer cooperatives through purchase contracts at guaranteed prices
- Increase yields from 10–15 t/ha to more than 25–30 t/ha through technical support
- Facilitate access to seasonal credit for cooperative members

Components

1. Develop 200 ha for intensive cultivation: solar pumping with sprinkler or drip irrigation, improved mosaic-resistant INRAN/IITA cuttings, mechanical planters and harvesters, and organic fertilization
2. Processing unit handling 40 metric tons of fresh tubers per day: breadmaking flour line, gari and attiéké line, starch extraction, and quality control laboratory
3. Storage and distribution center: standardized warehouses for 3 months of production, 1, 5, and 50 kg bagging, logistics platform, and baker showroom

Expected outcomes

Year 3 targets

- 450 direct and 2,000 indirect jobs
- 15–20% substitution of imported wheat
- More than 60% of final value retained in Gaya
- 10% of net profit redistributed as waqf income

Expected impact

- Foreign currency savings estimated at EUR 2.29 million per year

Strategic alignment

The project aligns with the Republic's Refoundation Program: food sovereignty, domestically driven industrialization through processing cassava into flour, gari, and starch, regional balance by making Gaya an industrial growth hub, and development of waqf assets.

Business model

Revenue streams

- Sale of breadmaking flour to flour mills and major bakeries in Niamey and Dosso, the main revenue source, accounting for 60% of revenue
- Sale of gari and attiéké to urban markets and for export to Nigeria and Benin
- Industrial starch sold to local industries
- Livestock feed produced from peelings and fibers

Profitability assumptions

- Conversion ratio of 1 kg of flour for 4 kg of fresh cassava
- Purchases from cooperatives at a fixed annual price
- Biogas and solar energy to reduce drying costs by 35%
- State support for mandatory inclusion of local flour
- Annual revenue of approximately EUR 5.79 million; operating margin of approximately 42%

Partnerships sought

Technical partners

IITA, International Institute of Tropical Agriculture; INRAN, National Institute of Agricultural Research of Niger; National Federation of Bakers of Niger

Financial partners

Philanthropists and development organizations: IsDB, Arab Bank for Economic Development in Africa (BADEA), and nongovernmental organizations; Banque Islamique du Niger; Coris Banque Internationale

Government role

Interministerial order setting mandatory inclusion of 15% local flour in breadmaking; support for Gaya village cooperatives; feasibility and profitability study, and land

Risks and mitigation

RISK	PLANNED MITIGATION
Health: hydrocyanic acid present in certain bitter cassava varieties	Automated pressing and fermentation line; systematic in-house laboratory testing, Niger and ECOWAS standards
Logistics: fresh cassava ferments within 48 hours after harvest	Plant at the center of the production area, within a radius of less than 20 km; just-in-time collection by a fleet of dump trucks
Commercial: possible baker resistance to cassava flour inclusion	Framework contracts with the Federation of Bakers of Dosso and Niamey; blended-flour breadmaking training
Productivity: declining soil fertility under intensive cultivation	Short fallow periods, organic fertilization using plant residues, and high-yield cuttings through IITA
Security: border area and risks of diversion	Industrial fencing and digital bag traceability using QR codes

INVESTOR CONTACT

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INVESTOR INTRODUCTIONS

ANPIPS is the single point of contact: it connects investors with the project sponsor and arranges B2B meetings at F2IN 2026.