

National Sugar Development Council

Call for Expression of Interest (EOI) to Participate in the NSDC Sugar Outgrower Development Programme.

INTRODUCTION

This is an official invitation to participate in the Sugarcane Outgrower Development Programme (SODP), a key initiative by the National Sugar Development Council to revitalize Nigeria's sugar industry. National Sugar Development Council (NSDC), a parastatal under the Ministry of Industry, Trade and Investment, has been mandated to promote investment in Nigeria's sugar industry with the aim of achieving 70% self-sufficiency in sugar production, reduce import dependency, and foster economic growth within the shortest possible time. The Council therefore serves as the main focal agency responsible for the regulation of all activities in the sugar sub-sector ranging from production, processing, marketing, importation and enforcement of relevant industry standards in collaboration with relevant government agencies.

BACKGROUND

NSDC has been working to revitalise the sugar industry through the National Sugar Master Plan II, which outlines the strategic pillars necessary to promote a sustainable and competitive sugar sub-sector. One of the key areas identified to close the supply gap for sugar in Nigeria, is the integration of outgrower farmers into the sugar production system. To this end, the NSDC is launching a Sugarcane Outgrower Development Programme (SODP). This programme is expected to address the pressing need to strengthen local sugarcane supply and complement existing large-scale sugar estates by integrating outgrower farmers into the supply chain, thereby closing the supply gap, enhancing local supply, and contributing to rural economic development to reduce Nigeria's dependency on sugar imports. The NSDC is seeking qualified farmers, cooperatives and experienced agribusinesses to submit their Expression of Interest (EOI) to participate in this programme. Selected organizations will be responsible for establishing and managing sugarcane farms in designated locations throughout the country, thereby strengthening the local sugarcane supply and fostering rural economic development.

Objectives

The SODP seeks to:

1. Increase sugarcane production to meet the growing national demand for raw materials essential for refined sugar manufacturing and other derivatives.
2. Empower farmers and rural communities by providing smallholders and commercial farms with resources, training, and financial support to improve productivity.
3. Promote sustainable agricultural practices by implementing best practices in environmental conservation, efficient land use, and water management
4. Enhance market access and price stability through guaranteed offtake agreements and fair pricing mechanisms, making sugarcane farming a profitable and sustainable business

SCOPE

Participants selected for the Sugarcane Outgrower Development Programme (SODP) will be expected to adhere to the following scope of work, with specific requirements varying by category:

1. **Cultivation and Duration:** Commit to cultivating sugarcane for a minimum of 6 years, adhering to NSDC's quality guidelines. The scale of cultivation must align with the participant's category:
 - Agribusinesses: Operate a sugarcane field of minimum of 50 hectares
 - Cooperatives: Operate a consolidated sugarcane field of a minimum of 30 hectares
 - Individual Farmers: Operate a sugarcane field of up to 30 hectares

2. **Off-take Agreement:** All participants must enter into an agreement with NSDC and a designated Off-taker for the duration of the programme (up to 6 years, renewable upon expiration). This agreement will govern the coordinated cultivation of sugarcane and its supply to the off-taker at a pre-agreed price or pricing model
3. **Farm Management and Technology:** Participants are required to manage their cultivation using modern agricultural practices.
 - Agribusinesses must provide full mechanisation and establish comprehensive irrigation systems to ensure sustainability and optimal crop growth
 - Cooperatives and Individual Farmers are expected to utilise mechanisation services and adopt efficient irrigation techniques as recommended by the programme
4. **Inclusive Growth Model (Agribusiness only):** Agribusiness are required to establish fields by integrating 'ingrowers'. This model involves dividing the farm into smaller plots managed by individual participants, thereby allowing smaller farmers to benefit from commercial-scale operations
5. **Input Sourcing:** All participants must procure farming inputs from providers certified by NSDC to ensure quality and compatibility with agronomic guidelines. The cost of inputs is the direct responsibility of the participant, who may opt to use approved input financing arrangements to ease capital requirements
6. **Monitoring and Evaluation:** All participants must comply with the programme's Monitoring and Evaluation (M&E) framework. This will be used to track performance against agronomic targets, financial sustainability, and social impact

PRODUCTION GOALS AND TARGETS

Selected participants will be expected to meet specific production targets that contribute to the programme's success. All participants, regardless of category, must:

- Achieve a minimum yield of 100 metric tonnes of cane per hectare
- Ensure a minimum sucrose content of 8%

Participants will be categorised based on the scale of their cultivation, with the following hectare targets:

- **Individual Farmers:** up to 30 hectares
- **Cooperatives:** minimum of 30 hectares
- **Agribusiness:** minimum of 50 hectares

ELIGIBILITY REQUIREMENTS

Category 1: Individual Farmers (up to 30 hectares)

Interested individual farmers must provide:

1. National Identification Document (International Passport, National Identity Number (NIN), Permanent Voter's Card (PVC), Driver's License etc.)
2. Verifiable proof of access to land (ownership or long-term lease) suitable for the proposed hectare
3. Demonstrate at least three years of experience in farming, with a proven track record of cultivating at least 5 hectares of land (documents or pictures will suffice)
4. Provide farming records from the last farming cycle, including crops grown, yields, input usage and challenges faced
5. A Reference Letter from a reputable commercial bank indicating good financial standing
6. All documents must be submitted with a cover letter providing a contact address, telephone number, and email address.

Category 2: Cooperatives (minimum of 30 hectares)

Interested cooperatives must provide:

1. Evidence of Certificate of Registration issued by the relevant government body (e.g., CAC or State Cooperative Agency)

2. Document including list of active executive committee/leadership structure with clear roles, responsibilities, and transparent decision-making processes.
3. Proof of verifiable experience in agricultural production, with preference given to those that have engaged in sugarcane cultivation or other commercially viable crops
4. A Technical Proposal which contains a proposed approach for implementing the outgrower scheme, including methods for farming and yield improvement
5. Records of crop production in the last farming cycle, including crop types, hectarage, yields, irrigation techniques, and off-take arrangements
6. Demonstrate financial capacity through a Reference Letter from a reputable commercial bank indicating the cooperative's financial capability to participate
7. All documents must be submitted with a cover letter on the cooperative's official letterhead, bearing the Registration Number, contact address, telephone number, and email address.

Category 3: Agribusiness (minimum of 50 hectares)

Interested firms or organisations must provide:

1. Evidence of Certificate of Incorporation issued by the Corporate Affairs Commission (CAC), including Forms CAC2 and CAC7 (or CAC 1.1).
2. A Technical Proposal detailing the proposed approach for implementing the outgrower scheme, including methods for farming and yield improvement.
3. A Company Profile providing an overview of the organisation and key staff, with relevant CVs attached.
4. Demonstrate experience in commercial-scale crop production (minimum of 30 hectares) with at least three years of continuous experience in open-field cultivation
5. Provide detailed cultivation records from the last farming cycle, including crops grown, hectarage, harvest data, irrigation techniques (if applicable), and input sourcing/financing approaches
6. Details of off-take arrangements for crops cultivated over the last three years
7. An organisational chart and profiles of the management team, along with a list of existing machinery, equipment, and partnerships that might add value to participation in the outgrower programme
8. Evidence of a Reference Letter from a reputable commercial bank in Nigeria indicating financial capability.
9. The most recent full-year audited financial statement (FY2024 preferred) or the management account for the same year.
10. All documents must be submitted with a cover letter on the company's official letterhead, bearing the RC Number, contact address, telephone number, and email address.

EVALUATION CRITERIA

Submissions will be evaluated based on:

S/N	CRITERIA	DESCRIPTION
1	Technical Competence	Expertise, capacity and tailored-strategy to deliver on project requirements.
2	Relevant Experience	Success in similar projects, especially in sugarcane or similar agricultural initiatives.
3	Financial Capacity	Evidence of sufficient financial strength and access to necessary resources.
4	Compliance	Alignment with Nigerian regulatory standards and documentation.
5	Innovation and Value Addition	Proposals with added benefits such as environmental sustainability practices or additional training for farmers.

Please Note:

- *The Financial Capacity criterion is mandatory for all applicants (both individual, cooperative and agribusiness). Failure to meet this requirement will result in disqualification*

SUBMISSION GUIDELINES

- All EOIs must be submitted **by Friday, November 21st, 2025**
- Submissions shall be made exclusively via the NSDC website using the official EOI Application Form provided online
- Applicants are required to upload all supporting documents in PDF format through the application portal
- Only submissions made through the designated website platform will be accepted. Hard copy or email submissions will not be considered
- All documents must be clearly arranged and paginated in line with the requirements specified in this call

Please ensure that all documents are paginated and arranged according to the requirements specified.

GENERAL INFORMATION

- EOI Submissions must be in English and signed by an authorised official.
- EOI Submissions after the deadline will not be accepted.
- All costs incurred by bidders in preparing and responding to this Call for EOI will be borne by the bidders.
- Successful applicants may be contacted to provide additional information.

DISCLAIMER

Submissions to this Call for EOI does not constitute an offer of contract nor oblige NSDC to proceed with any proposals. The NSDC reserves the right to cancel the process at any time without incurring any liabilities.

For further inquiries or clarifications, please contact us:

Email: commercialoutgrower@nsdc.gov.ng

Phone number: 0707 353 6567, 0707 394 9998

Click [here](#) to submit your EOI

Signed
Management