

# NICOP's Support To Leather And Garment Value Chains



## 01 Business Member Organisation (BMO) identification

- The two largest leather goods production clusters in Nigeria (Kano and Aba) were identified from background scoping study for NICOP
- Relevant BMOs and associations within these clusters were identified for support with a special focus on gender i.e. AFDEC, MADAFa and to institutionalise support i.e. LEPMAAS, KALAPMA

## 02 Technical, entrepreneurship and marketing training provided

- Needs assessment conducted with BMOs to identify priority skill gaps and for alignment with their priorities
- Collaborations established with formalised training institutions (public & private) to use existing training materials and drive trainings
- Enterprise development and marketing trainings deployed

## 03 Quality improvement

- Achieved through a combination of technical training to improve production skill and access to appropriate production equipment within shared facilities
- Embedded within training curriculum/manuals

## 06 Access to market

- Dedicated marketing support to initiate and mentor on engagements with offtake markets
- Exposure to exhibitions and trade fairs to increase product visibility
- E-commerce linkages in collaboration with Jumia

## 05 Quality improvement support

- Achieved through a combination of technical training to improve production skill and access to appropriate production equipment within shared facilities
- Embedded within training curriculum/manuals

## 04 Product development support

- Assessment of market potential for products from supported groups
- Introduction of technical expertise within clusters to drive product innovation trainings targeting products for niche markets

## 07 Savings and loans groups (internal funding)

- Gender based initiative with focus on women groups in leather goods production
- Saving and loans approach introduced to reinforce financial discipline, reinforce record keeping and create a record history
- Groups selected from recommendations by apex BMOs (KALAPAMA and MADAFa)
- Female groups trained on savings and loans group formation, processes and management of savings and loans

## 08 Access to finance (external funding)

- Preselected enterprises recommended and prepared by SME Loop coaches in Aba and by enterprises recommended by BMO's in Kano
- Financial institution supported to design and launch financial product specifically addressing needs and constraints of beneficiaries
- Financial literacy training provided to selected beneficiaries that were further supported in the loan process
- Support to business formalisation provided where required (i.e. Corporate Affairs Commission registration, etc)
- Eligibility checks independently conducted by financial institutions (Bank of Industry, Jaiz Bank, NIRSAL MFB)

## 09 Empowering of BMOs

- Introduction of technical support to build service capacity of BMOs
- To enable associations to continue providing professional business services and support to all their members

## 11 Improved Business Enabling Environment for leather value chain

- Support to NILEST with Public Private Dialogues in Aba and Kano and Business to Business meetings in Kano to encourage dialogue and trade
- Support to the launch and the implementation of leather policy with vice president endorsement
- Capacity building for public and private sector actors on policy implementation
- Associations empowered to continue advocacy process

## 10 Introduction of technology and innovation

- Introduction of technical support to build service delivery capacity of BMOs
- Clusters trained on business development and value addition with introduced innovation

**NICOP**

Implemented by

**giz** Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH



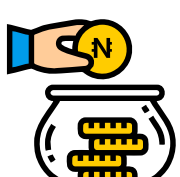
# Impact of NICOP's Journey in the Leather & Garment Value Chain



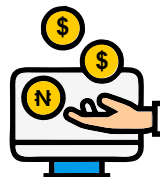
25 Business Support Organisations Partnerships supported



+1,900 beneficiaries are MSMEs and artisans 36% are women, have been supported with SME Loop, grow your business and other trainings tailored towards improved finished products.



25 saving and loan groups setup with over 400 members in Kano state only.



+900 MSMEs supported with product aggregation services and support for the Jumia e-commerce platform



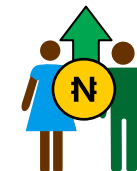
62% of beneficiaries trained on entrepreneurship are women



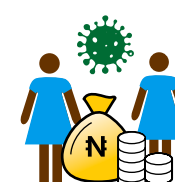
90 SMEs supported to take part in export promotion and experience exchange missions



89% of beneficiaries confirm their knowledge has improved and 98% of beneficiaries recorded adoption and practice of lessons learned



79% of beneficiaries increased their income up to 20%



+700 beneficiaries, 42% are female, accessed various finance and investment options, including COVID-19 stimulus funds, worth over 55 million naira



74% of finance accessed are from Jaiz bank, 21% from COVID-19 stimulus funds and 5% from the Self Financing Communities (Saving groups), and other finance options