Early Warning System

IFC-45814

JAT Africa

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Quick Facts

Countries	Ghana, Nigeria, Tanzania, Uganda
Specific Location	Ibadan (Nigeria), Accra (Ghana), Kampala (Uganda) and Dar Es Salaam (Tanzania).
Financial Institutions	International Finance Corporation (IFC)
Status	Completed
Bank Risk Rating	B
Voting Date	2022-06-29
Borrower	Jubaili Holding for Investments SAL
Sectors	Agriculture and Forestry
Investment Type(s)	Loan
Investment Amount (USD)	$ 35.00 million
Project Cost (USD)	$ 35.00 million

Project Description

According to the Bank’s website, the project consists of senior loan package up to USD35 million (mn) to Jubaili Holding for Investments SAL, the holding company of a leading importer, distributor and formulator of agrochemicals in Africa (the “Group”). The Group was established in 2002 by the Jubaili Family in Nigeria and expanded its geographical footprint to Ghana (2014), Uganda (2015), Tanzania (2016) and Kenya (2017). As of June 30, 2021, the Group employs over 2,300 people and sells to over 3,000 retailers, wholesalers, farmers and dealers through 80 outlets in the five operating countries. Jubaili’s investment plans include (i) capacity expansion plans in Nigeria, Ghana, Uganda, Tanzania and (ii) permanent working capital needs (the Project).

Investment Description

- International Finance Corporation (IFC)

The cost of the Project is estimated at USD35mn and IFC will support with a USD35mn senior loan. IFC’s financing will be used to support the Group’s expansion and working capital needs in Nigeria, Ghana, Uganda and Tanzania.

Private Actor Relationship

Jubaili's main shareholders are three siblings: Rajab Jubaili, Wissam Jubaili and Lara Jubaili with 40%, 40% and 20% shareholding respectively.

Private Actors Description

Jubaili Holding for Investment SAL and its subsidiaries ("Jubaili Agrotec" or the "Group", http://www.jubailiagrotec.com/) is a leading importer, formulator/manufacturer and distributor of agrochemicals in Africa, including over 130 crop protection products (CPPs), to farmers, retailers, and other value chain players. The product portfolio includes crop protection products (i.e., insecticide, herbicide, fungicide), animal feed, veterinary drugs, fertilizer and sprayers and seeds. It reaches over 50,000 farmers and has c. 40 warehouses and over 100 retail depots.

Jubaili business was originally founded in Lebanon in 1944. The Jubaili Agrotec Group branched out their operations into Africa from the family's Lebanese business and established in Nigeria in 2002 with distribution operation and started manufacturing operations at two facilities in 2019 – in Ibadan and Kano in the manufacturing of CPPs and veterinary drugs. Both facilities are operated by a subsidiary – Global Alliance for Chemical Industry Limited (GACI) Nigeria and are semi-automated. The Ibadan facility is involved in formulation and filling of CPPs (i.e., Glyphosate and Paraquat) while the Kano facility is mainly focusing on equipment assembly (CPP sprayer). The Group imports the pesticides, inputs raw materials (i.e. active ingredient), resins; and locally purchases packaging materials like high density polyethylene (HDPE) for polyethylene terephthalate (PET) production.

The Group has expanded its geographical footprint for the distribution and sale of its products in Ghana (2014), Uganda (2015), Tanzania (2016) and Kenya (2017). As of September 2021, the Group employs over 2,300 workers in five operating countries. The Group has separate subsidiaries for distribution, formulation / manufacturing and procurement in various countries.

Private Actor 1	Private Actor 1 Role	Private Actor 1 Sector	Relation	Private Actor 2	Private Actor 2 Role	Private Actor 2 Sector
-	-	-	-	Jubaili Agrotec Group	Parent Company	-

Contact Information

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The Compliance Advisor Ombudsman (CAO) is the independent complaint mechanism and fact-finding body for people who believe they are likely to be, or have been, adversely affected by an IFC or MIGA- financed project. If you submit a complaint to the CAO, they may assist you in resolving a dispute with the company and/or investigate to assess whether the IFC is following its own policies and procedures for preventing harm to people or the environment. If you want to submit a complaint electronically, you can email the CAO at CAO@worldbankgroup.org You can learn more about the CAO and how to file a complaint at http://www.cao-ombudsman.org

Bank Documents

- Environmental & Social Review Summary (ESRS)