

NIGERIA BUSINESS ENVIRONMENT AND OPPORTUNITIES

Nigeria-Taiwan Business Forum

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17 December, 2021

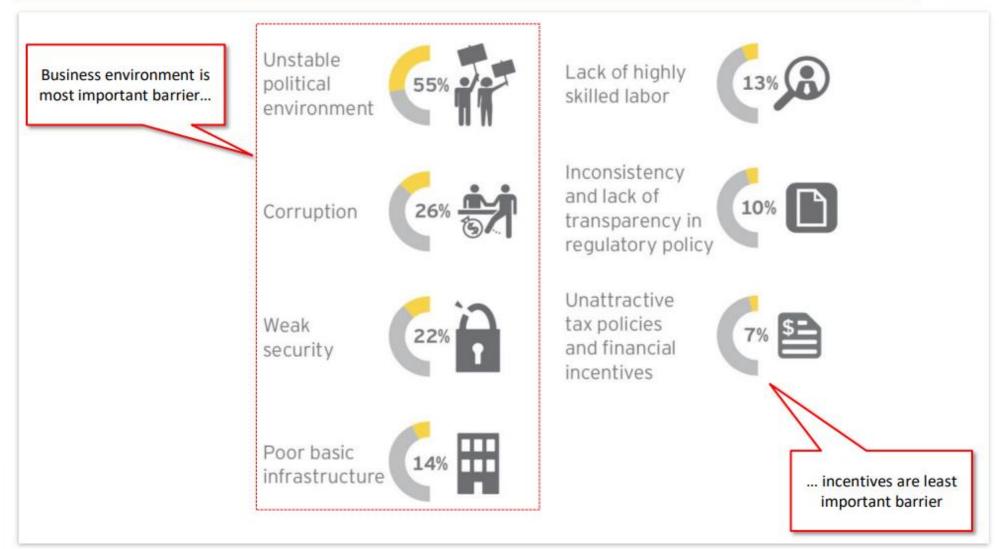
Presentation Outline



- The Nigeria Business Environment
- Investment Opportunities by Sectors
- Investment Incentives given to Investors
- Proactive Investment Promotion Initiatives
- About NIPC: Core functions
- One-Stop Investment Centre (OSIC) at NIPC

Africa's perceived barriers to investment...





The Nigeria Business Environment



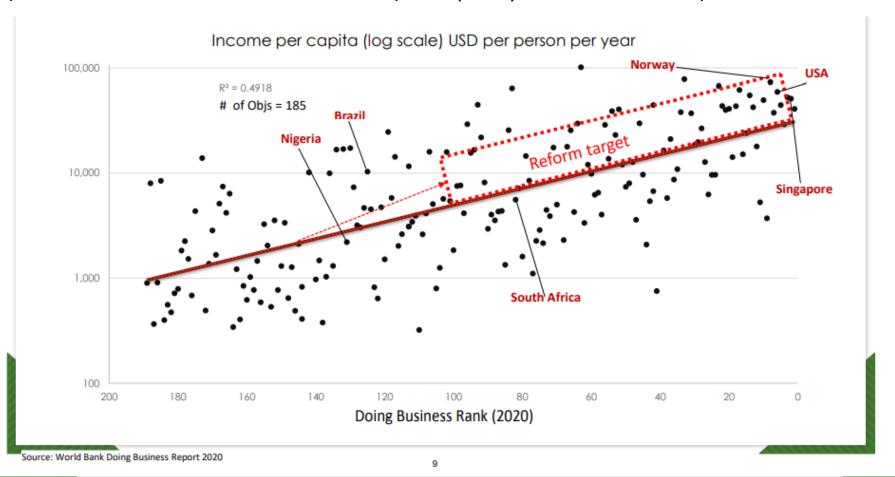
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Business environment reforms

Strong correlation between economic prosperity and ease of doing business

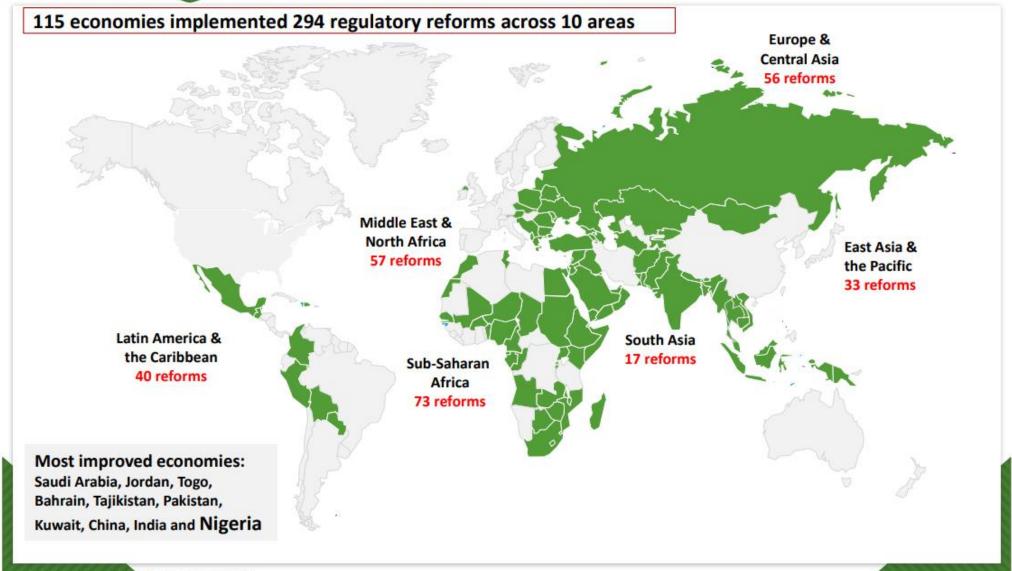


When the ease of doing business improves and a country rises in the rankings, its economy is performing better, more jobs are created mainly because of expanded small and medium enterprise (SME) business activity.



Many governments committed to business environment improvements





In Nigeria, highest level commitment to ease of doing business reforms





Buhari, GCFR



Vice President Yemi Osinbajo SAN, GCON

Presidential Enabling Business Environment Council (PEBEC) inaugurated in July 2016



Remove critical bottlenecks and bureaucratic constraints to doing business in Nigeria <**70**



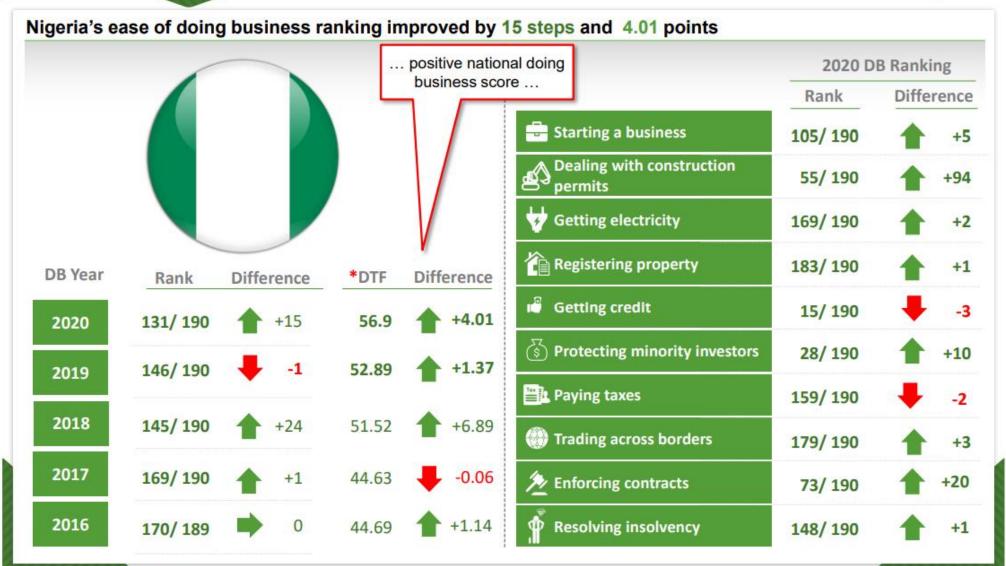
Ranked 70th by 2023

test initiative	Launch	No of announced reforms	No of initiatives	Participating agencies	Success rate
NAP 1.0	February 2017	8	22	12	72%
EO 1	May 2017	transparency and improving the business environment			
NAP 2.0	October 2017	11	22	29	52%
NAP 3.0	February 2018	9	28	26	68%
NAP 4.0	March 2019	deepen reforms and drive sustainability and institutionalization			

NAP: National Action Plan, EO: Executive Order

Improved ease of doing business ranking: Nigeria (131/190)

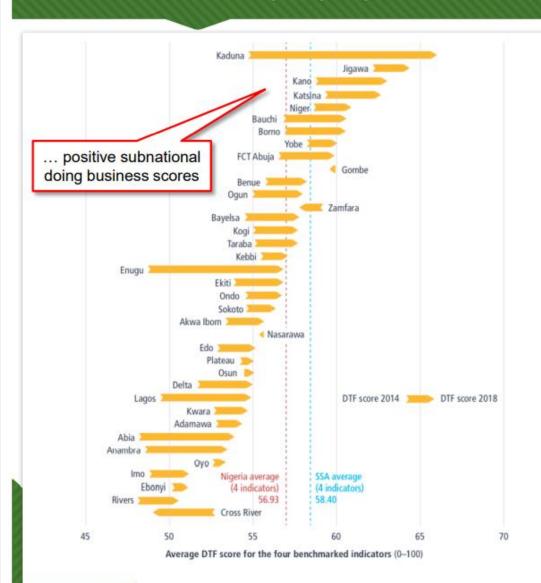




Source: World Bank, Doing Business 2020

Subnational reforms equally important







In the past 4 years, 29 Nigerian states implemented 43 reforms across the four areas benchmarked.

Kaduna, Enugu, Abia, Lagos and Anambra showed the largest advance toward the global good practice frontier

IN 2021 HOMEGROWN NIGERIA'S SUBNATIONAL EASE OF DOING BUSINESS SURVEY WAS CONDUCTED



	S. No	State	Position	Score	
H.was son	1	Gombe	1	7.68	Council
It was conc	2	Sokoto	2	6.88	∤ Council
chaired by	3	Jigawa	3	6.79	rvey
methodolc	4	Bauchi	4	6.54	ıal
Economic	5	Akwalbom	4	6.54	
The group	6	Kebbi	6	6.49	:al zones as
•	7	<u>Anambra</u>	7	6.35	
well as the	8	<u>Ondo</u>	8	6.16	erian
Bureau of S	9	Katsina	9	6.14	, the
Nigeria Exp	10	<u>Bayelsa</u>	10	5.92	roup and
other priva	11	Imo	11	5.88	
	12	Rivers	11	5.88	
Indicators	13	Kaduna	13	5.74	lematic
areas – In	14	Plateau	14	5.68	s to
	15	Osun	15	5.57	
Informatic	16	Benue	16	5.56	adiness.
	17	FCT	17	5.51	
	18	Ekiti	18	5.35	
Three state	19	Ogun	19	5.34	ps on
Nigeria's st.	20	Lagos	20	5.28	L



Investment Opportunities by Sectors

Some Investment Opportunities By Sectors

Overview of the Nigerian Agricultural Industry









Overview

- The agricultural sector plays a key role as Nigeria's key growth driver
- The sector is the second largest contributor to GDP (21% in 2015) and provides employment for over 70% of the population
- Nigeria has some of the richest natural resources for agriculture production in the world
- Abundant and reliable rainfall in over two thirds of the territory

Opportunities

- Nigeria is the most populous country in Africa and a fast-growing population will increase domestic consumption
- A young and growing population provides a large pool of labour
- Favourable climate, fertile land and water resources ideal for exportoriented production
- 84 million hectares of arable land, of which only 40% has been cultivated













The Natural Choice













Initiatives/incentives

- Machines and equipment enjoy a 0% duty
- Capital allowance of up to 50% for plants and equipment

Investment opportunities in Power



Large Hydro Power

- Potential of over 11,500MW
- 3,050MW Mambilla Hydro Power Plant Project
- 360MW Gurara II Hydro Power Plant Project

Medium Hydro Power

- **38MW** Dadinkowa Hydro Power Plant Project
- 40MW Itisi Hydro power Plant Project

Small Hydro Power

- Potential of over 734MW
- Over 83MW small hydro power projects across the country

Renewable Energy

- It is estimated that 20% of electricity generated will come from renewables by 2030
- Investment is required in the following areas:
 - ➤ Manufacture of solar panels
 - > Capacity building in the field of renewable energy technologies
 - > Supply of renewable energy equipment and accessories
 - > EPC(engineering, procurement, and construction) contracting in renewable energy projects

Wind

Average wind speed of Nigeria is 2 - 6.5 m/sec measured at 10m

Solar Power

- In most regions of the country there are approximately 4 8 hours of sunshine daily
- Estimated that 4000MW of electricity will come from Solar power by 2025

Biomass - animal waste

Nigeria produces over 61 tons of animal waste yearly





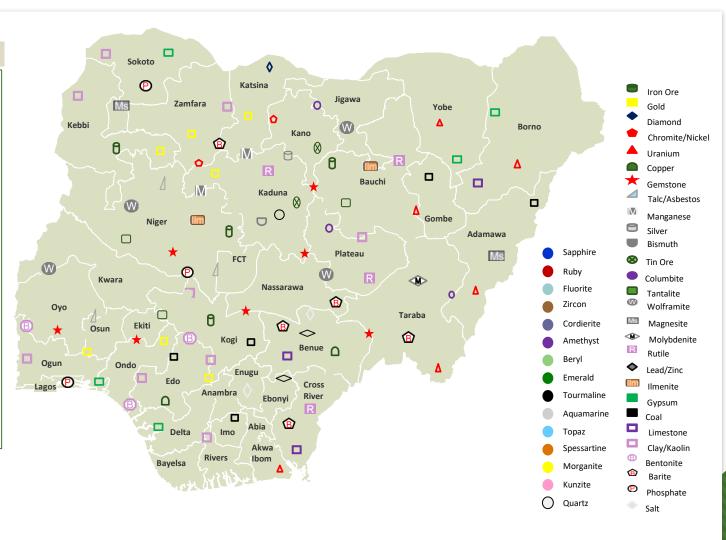


Nigeria is richly endowed with variety of solid mineral deposits and multiple coloured gemstones



Overview

- Nigeria's mining sector is diverse in mineral resources including high value commodities
- 44 Exploitable minerals in proven commercial quantities in more than 500 locations
- Despite the abundant resources, However, the mining sector only accounts for 0.3% of national employment, 0.02% of exports and about US\$1.4 billion to the Nigerian GDP
- The government has designated a number of strategic minerals that it believed had the potential to make a significant contribution to Nigeria's economic development. These include: Barite, Gold, Bitumen, Iron ore, Lead/Zinc, Coal and Limestone



The Nigerian Manufacturing Industry offers several attractive investment opportunities



Agro-allied and Agro Processing

- Food Processing (Beverages, Packaged Foods, etc)
- Sugar Production
- Palm Oil Processing
- Leather and Leather Products
- Rubber Products (Tyre)
- Cocoa Processing

Metals and Solid Minerals Product

- Cement Production
- Automobile Assembly
- Basic Metal/Steel
- Aluminum
- Chemicals

Oil & Gas Related Industries

- Petrochemical
- Fertilizer
- Methanol
- Refineries
- Plastics

Construction and Light Manufacturing

- Housing
- Cotton, Textile and Garment
- Electronics
- ICT Equipment









Selection of investment incentives in Nigeria



Pioneer status incentive

- For companies in industries recognised as "pioneer"
- Allows a company income tax holiday for 3-5 years
- Dividends also exempt from tax

Deduction for research and development

- For companies undertaking R&D activities for commercialization
- Allows 20% investment tax credit on qualifying expenditures

Rural investment allowance

- For companies >20km from government facilities who incur capex for providing electricity, water, tarred roads, etc for the purpose of a trade or business
- Allowance rates:
- •100%: no facilities, 50%: no electricity, 30%: no water, 15%: no tarred road

Investment tax relief

 Similar to rural investment allowance, but only available for 3 years max for companies who have not enjoyed pioneer status

Export expansion grant

- Post-shipment incentive for non-oil exports
- Qualifying exports must fully repatriate proceeds within 300 days

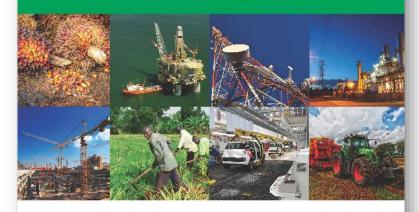
Export processing zones incentives

- 100% capital allowance
- Rent-free land during construction
- Full holiday from federal, state and local government taxes

Compendium of Investment Incentives in Nigeria



COMPENDIUM OF INVESTMENT INCENTIVES IN NIGERIA



NIGERIAN INVESTMENT PROMOTION COMMISSION

AND

FEDERAL INLAND REVENUE SERVICE







FIRST EDITION: 31 OCTOBER 2017

- Compilation of fiscal incentives in Nigerian tax laws and duly approved sector-specific incentives
- 6 principal sections
 - O Investment policies and protections
 - O General tax-based incentives
 - Sector-specific incentives
 - O Tariff-based incentives
 - Export incentives
 - O Special Economic Zones
- First step in understanding impact of incentives in achieving Government's economic objectives and considering incentive reforms
- O Available at www.nipc.gov.ng



Proactive Investment Promotion Initiatives

BOOK OF STATES: Shows the competitive advantages and key investment opportunities being promoted by each state, to help investors appreciate the investment potentials across Nigeria







Savannah

ewel in the

Gombe State



Domestic Airport Yes International Airport No **Railway Station** No Seaport No

Capital	Gombe			
Land Area	17,100 km ²		[23 of 37]	
Population (2017E)	3,240,675	[32 of 37]		
	0-14:	1,540,008	[48%]	
Demography	15-64:	1,613,457	[50%]	
	65+:	87,209	[2%]	
Labour force (Q3 2018)	995,947		[37 of 37]	
Climate	Tropical savanna, hot semi-arid			
Topography	Sandstone, clay			

For further details

NIGERIAN INVESTMENT PROMOTION COMMISSION

statesco@nipc.gov.ng

GOMBE STATE INVESTMENT AND PROPERTY DEV. COMPANY LTD.

md@gombeinvestment.com.ng

IGR (2019)

¥6.8bn/\$17.9m

36 of 37

32 of 36

Budget (2020) ¥130.8bn/\$344.2m_{32 of 37}

Household Consumption (2019) ₩451bn/\$1.1bn

Competitive Advantages

- Mining (abundant mineral deposits: clay, limestone, gypsum, uranium, diatomite, hydrocarbon)
- Agriculture (85% agrarian population and largest grains depot in North East Nigeria)
- · 3 large dams (Dadin Kowa, Balanga, Cham) with huge irrigation and hydropower potentials
- Trade and services delivery network: Depots (Unilever, CFAO, NASCO, PZ, Dangote Group, BUA, etc)
- Commercial hub of the North East sub region Investment Opportunities







Maize









Tomato

Energy



Did you know?

Gombe Emirate was founded by the Fulani Jihad of 1804

Doing Business Ranking (2018)

26 of 37

Gum Arabic



Sorghum



17 of 37



Starting a Business

Registering Property

Dealing with Construction Permits

Enforcing Contracts

Sources: National Bureau of Statistics, World Bank Report on Doing Business in Nigeria 2018 climate-data.org, State Government Exchange rate= \$1/N380 (Central Bank of Nigeria)

Abbreviations:

NICPS: Nigerian Investment Certification Programme for States

Nigerian Investment Certification Programme for States



State Certification following training and assessment on 3 standards



Information Standard

The State's ability to provide complete, accurate and relevant information to investors in a timely manner.



Property Standard

The State's ability to offer sites and buildings that meet targeted investors needs in a transparent and efficient manner.



Marketing Standard

The State's ability to promote and sell the region in a focused manner and to offer professional levels of service to potential and existing investors.







help foreign and domestic investors



Qualified to help foreign and domestic investors



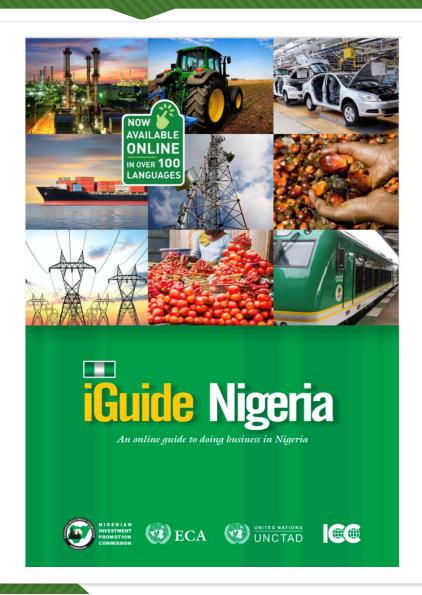
Not yet ready to help investors



Serious weaknesses that need to be addressed

iGuide Nigeria





- O An easy-to-use online investment guide that provides investors with up-to-date and pertinent information on the processes, procedures and basic costs of doing business in Nigeria
- It provides information on starting business, labour, production factors, land, taxes, investor rights, growth sectors and opportunities
- O The information will enable investors to make better informed decisions on Nigeria as a preferred investment destination
- O Available at:
 - O www.theiguides.org/nigeria
 - O www.nipc.gov.ng

E-Newsletter



Electronic newsletter that culls investment-related news about Nigeria from various sources

6 days a week since October 2016



INVEST NIGERIA

Explore the possibilities

A daily newsletter from the Nigerian Investment Promotion Commission

www.nipc.gov.ng | nipc.newsletter@nipc.gov.ng | +234 (0) 809 297 5220

Objectives

- Showcase Nigeria as an investment destination of choice
- Disseminate information on government's invest-climate reform activities
- Showcase investment opportunities
- O Share information on NIPC's activities

Contents

- O Nigerian economic news
- New investments, startups, reinvestments and expansions
- O Upcoming investment-related events
- O Investor testimonials
- NIPC publications
- O Investor surveys/opinion polls

About NIPC: NIPC's principal functions



Nigerian Investment Promotion Commission (NIPC) is an agency of the Federal Government and was established by the NIPC Act 16 of 1995 to **encourage, promote and co-ordinate** investments in Nigeria.

Project Attractive Investment Image

- Promote Nigeria as an attractive investment destination
- Provide information on investment opportunities and capital sources

Investment Promotion

- Promote investments in Nigeria, by Nigerians and non-Nigerians
- Co-ordinate all investment promotion activities in Nigeria

Investment Facilitation

- Provide support services to investors and register enterprises in Nigeria
- Match-make investors with specific projects and advise on partners for JVs
- Provide information on investment incentives and approve Pioneer Status Incentive applications

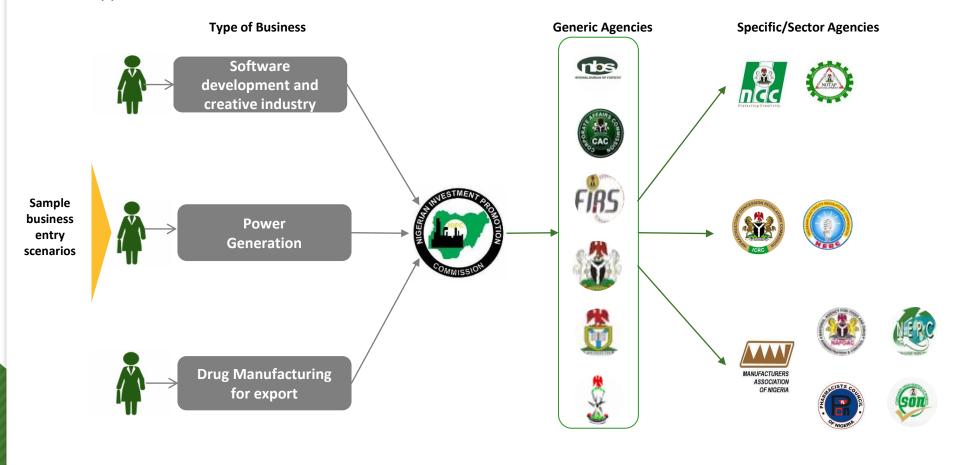
Policy Advocacy

- Initiate and support measures that enhance the investment climate
- Evaluate the impact of investments and incentives in Nigeria and make appropriate recommendations
- Advise Government on policy matters to promote Nigeria's economic development

One-Stop Investment Centre (OSIC) at NIPC

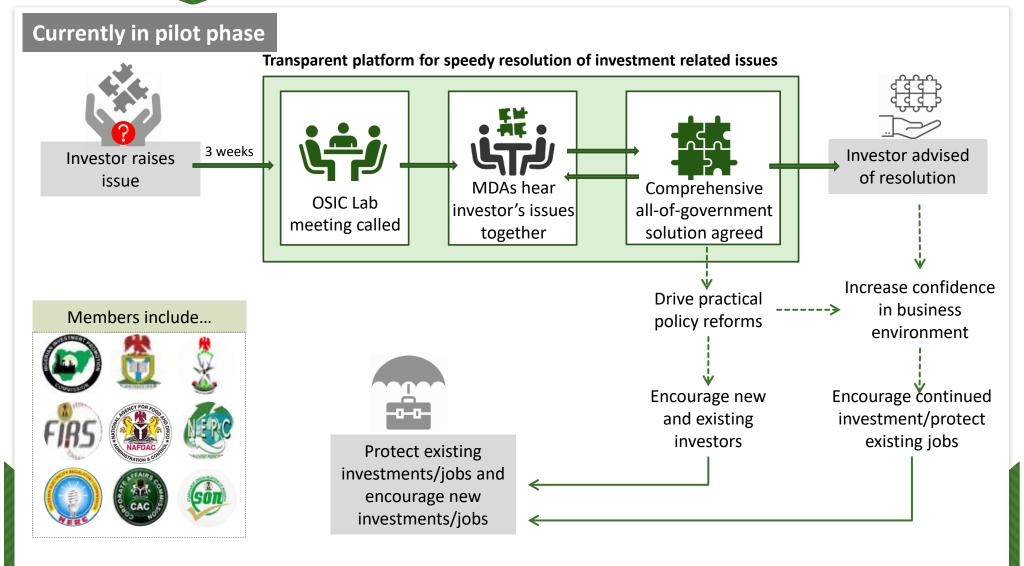


- Houses 27 agencies to facilitate investments and reduce time required to process regulatory approvals and permits
- Provides assistance with information and requirements from incorporation to expansion
- Also supports with business visa facilitation



WIP: OSIC Lab

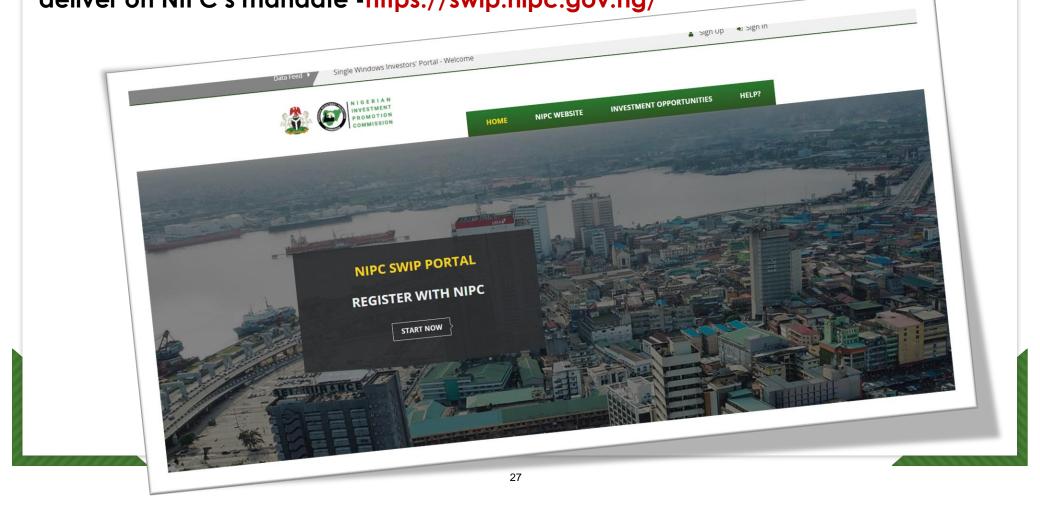




NIPC's e-OSIC initiative of the Single Window Investors' Portal (SWIP)



With e-OSIC, investors can now have access to all services offered at OSIC remotely, and apply for business registration, submit relevant documents, and make appropriate fee payments. The initiative leveraged technology to better deliver on NIPC's mandate -https://swip.nipc.gov.ng/



Investor Obligation and Protections in the NIPC Act



Registration Obligation

 Enterprises in which foreigners can participate are required to register with NIPC before commencing business

Ownership

- Nigerians and foreigners can invest in any sector, except for those on the negative list
- No restriction on foreign percentage ownership

Guarantees

- Government will not nationalize or expropriate any enterprise
- Right of access to courts and fair and adequate compensation if acquisition is in national interest/for public purpose
- No restriction on repatriation by foreigners of investment returns or sale proceeds through an authorized dealer

Dispute Resolution

- Amicable resolution by mutual discussion or arbitration of investor/government disputes
- Provisions of any Bilateral Treaty with the investor's country will apply
- Right of recourse to international arbitration under ICSID Rules

What NIPC can do for investors



■ The NIPC Act empowers NIPC 1995 to encourage, promote and co-ordinate investments in Nigeria

- Accordingly, NIPC is happy to:
- Assist investors to navigate challenges in investing in Nigeria
- Assist with connecting prospective foreign investors with domestic partners
- Facilitate discussions with government agencies and policy makers
- Assist investors with quality information to help them implement their investment plans in Nigeria
- Facilitate investor input into the policy making process

Awards for transparency and compliance: NIPC ranked 2nd in 2019 and 2020



2020 Ranking: 2nd of 213 MDAs



Rank

002/213 2020

NIPC ranked 2nd for the second successive year and had the most consistent ranking amongst leading MDAs.

In 2021, NIPC emerged first position out of 213 Ministries **Departments and Parastatals (MDAs)**

	Responsiveness				
Proactive	to request for	Level of	FOI	FOI Desk	FOI Annual
	information		training	Officers	Report







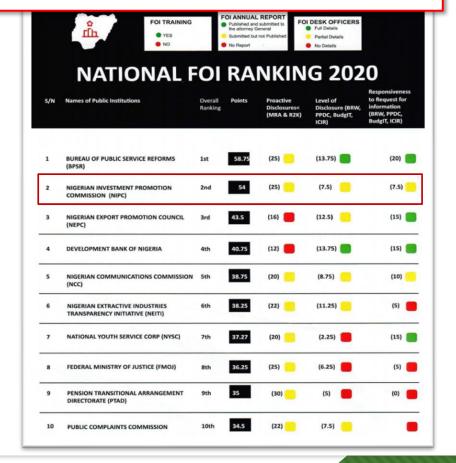






2016 - 2019 Ranking

Year	Rank	Proactive disclosure	Responsiveness to request for information	Level of disclosure
2019	002/ 191			
2018	017/ 187			
2017	075/ 166			
2016	090/ 131			



Despite the challenges, there are very many reasons to invest in Nigeria...



Large growing population	Sophisticated financial markets	Improving business climate	Strategic location	Generous investor protections
Abundant natural resources	Large tech-savvy population	Young, energetic, entrepreneurial population	Generous investment incentives	Growing middle class
Resilient, hard-working "can-do" spirit	An essential component of every Africa strategy	Optimistic mobile population	Large population of consumers	Strategic time zone GMT +1
Fast growth projections	Abundant economic opportunities	3 rd most populous country by 2050	14th Largest economy by 2050	Language: English
Private sector-led economy	Two decades of political stability	Huge unfilled demand	Home to many large local and international brands	Favourable weather

Conclusion



THANK YOU FOR LISTENING!

For further details, please contact us



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Investment information www.theiguides.org/nigeria

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