

NIGERIA





Nok Civilization



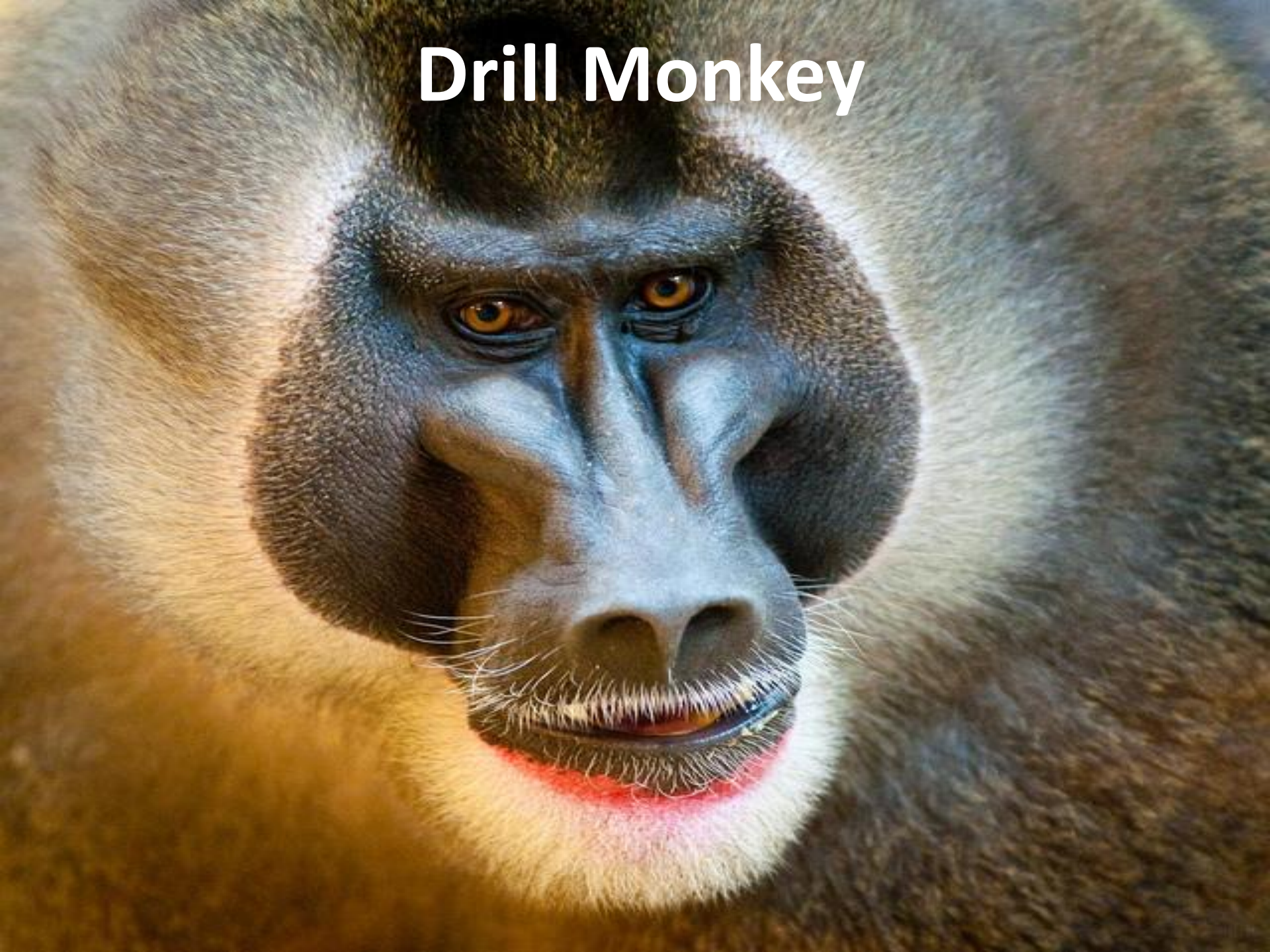
Chappal Waddi

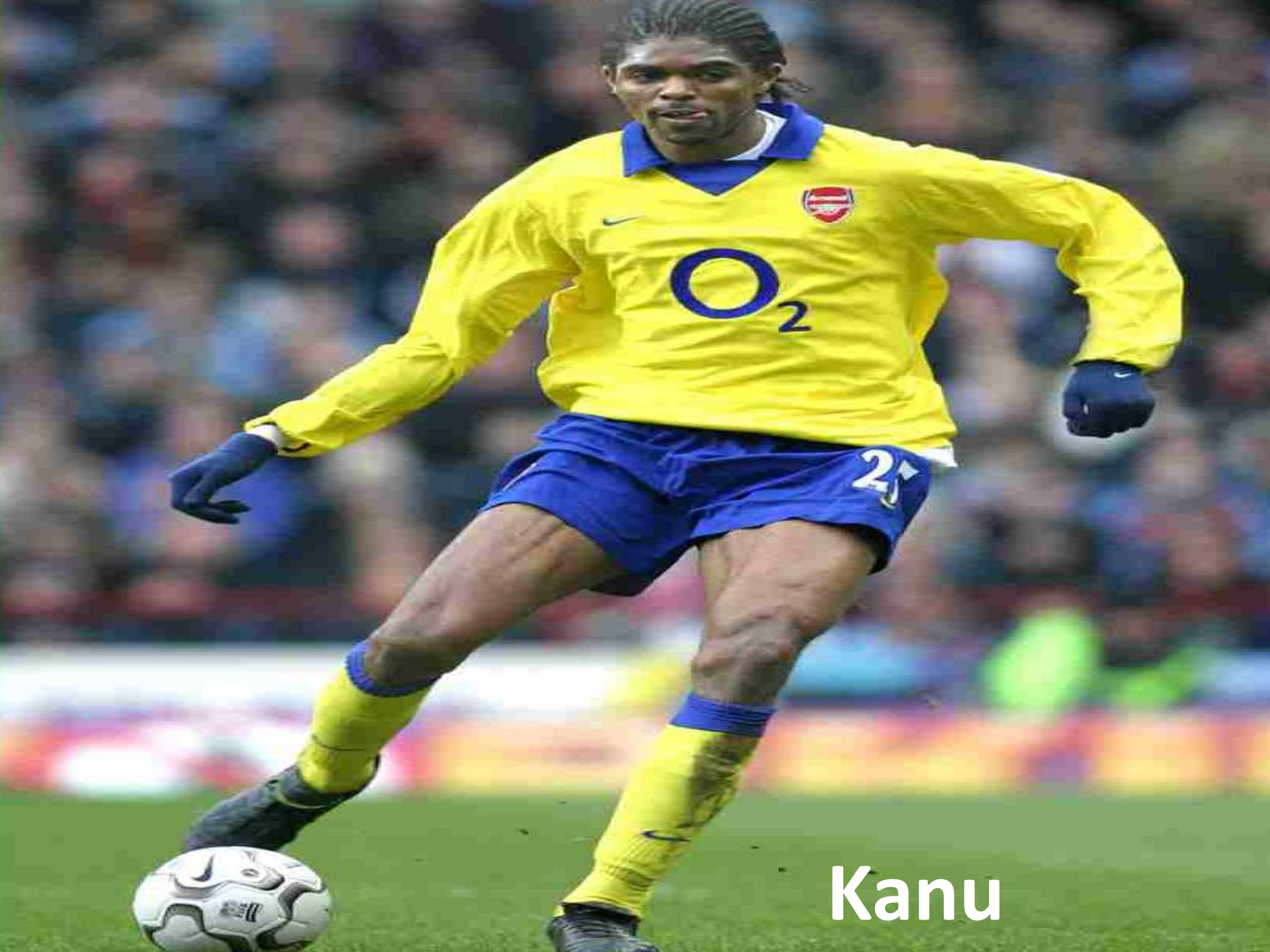


Peter and Paula Imafidon



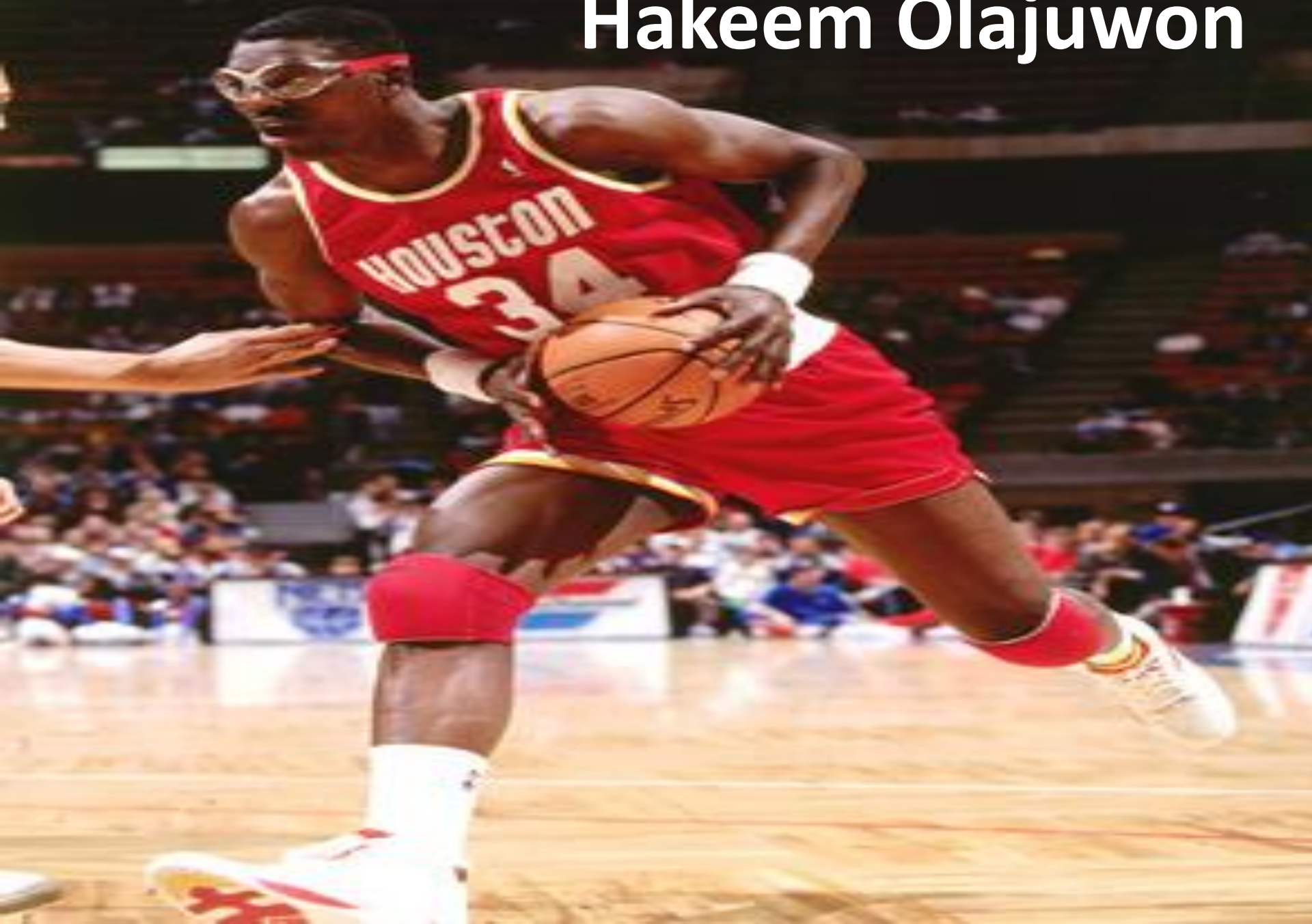
Drill Monkey





Kanu

Hakeem Olajuwon



A promotional image for Sade's 'Live' album. It features a profile view of Sade, a woman with dark hair styled in a bun with a large black flower. She is wearing a black, high-necked, long-sleeved, sequined dress. The text 'SADE' is written in large, bold, red capital letters across the middle of the image, and 'LIVE' is written in smaller, bold, red capital letters below it.

SADE
LIVE



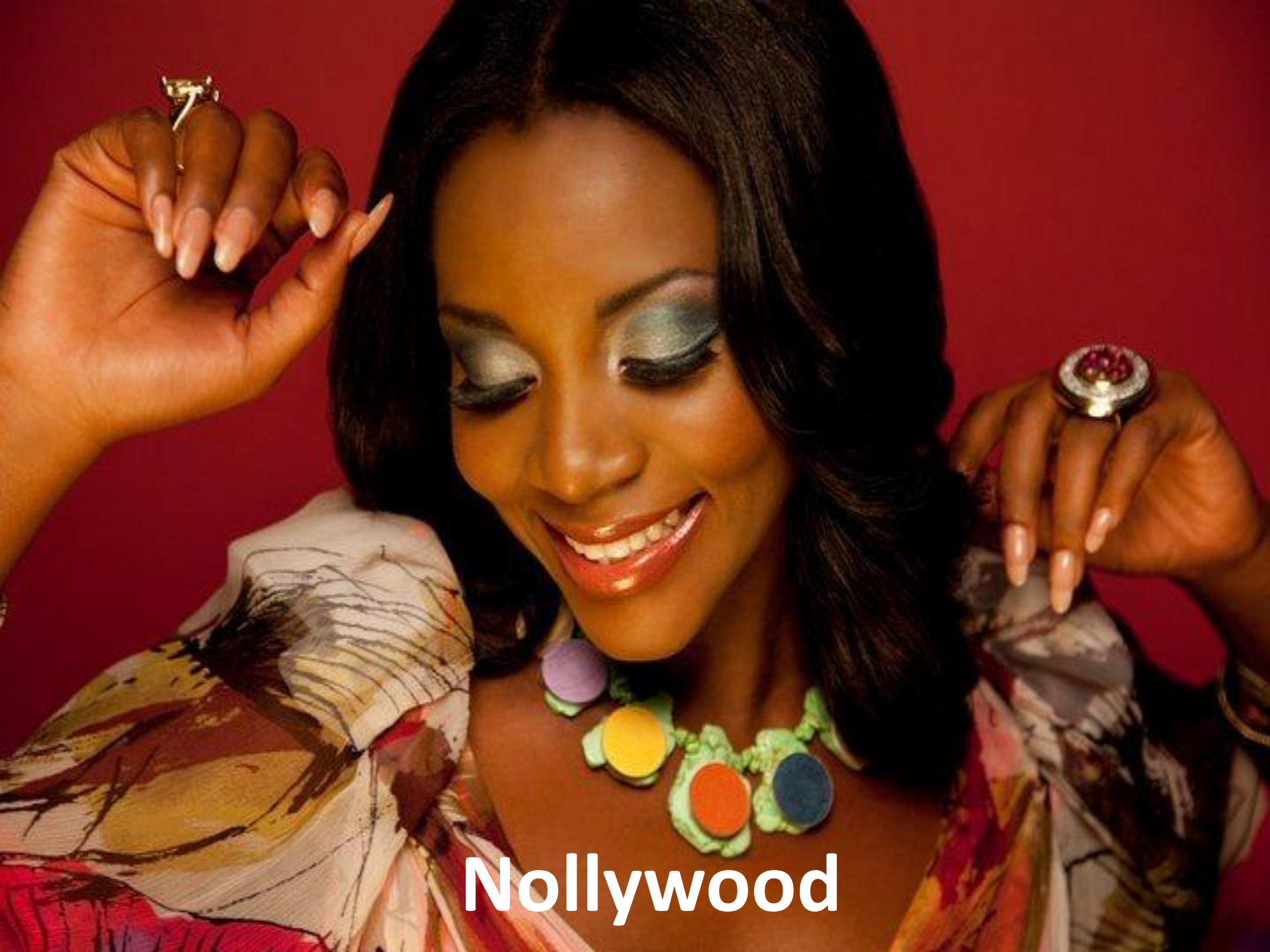
**Dame Shirley
Bassey**



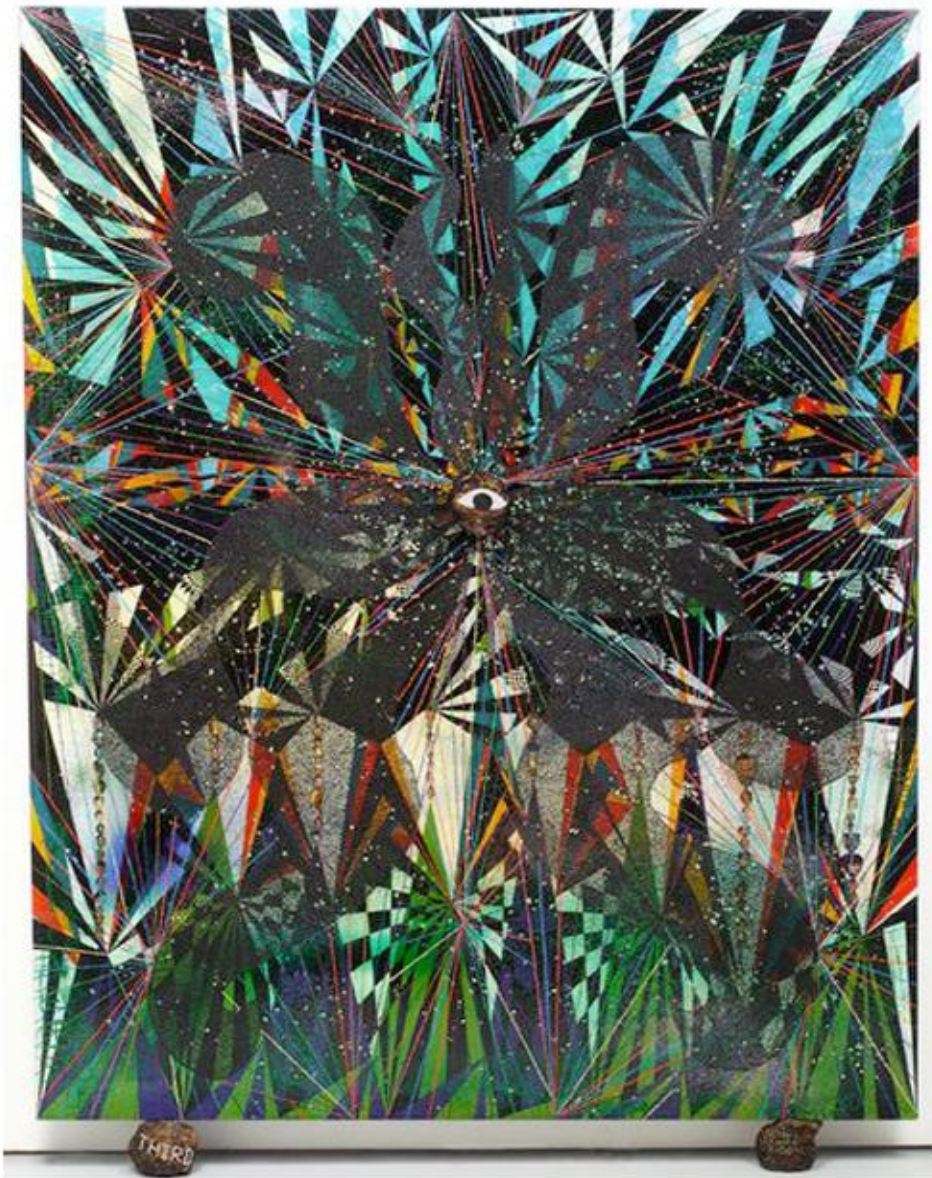
Sophie Okonedo



Seal



Nollywood



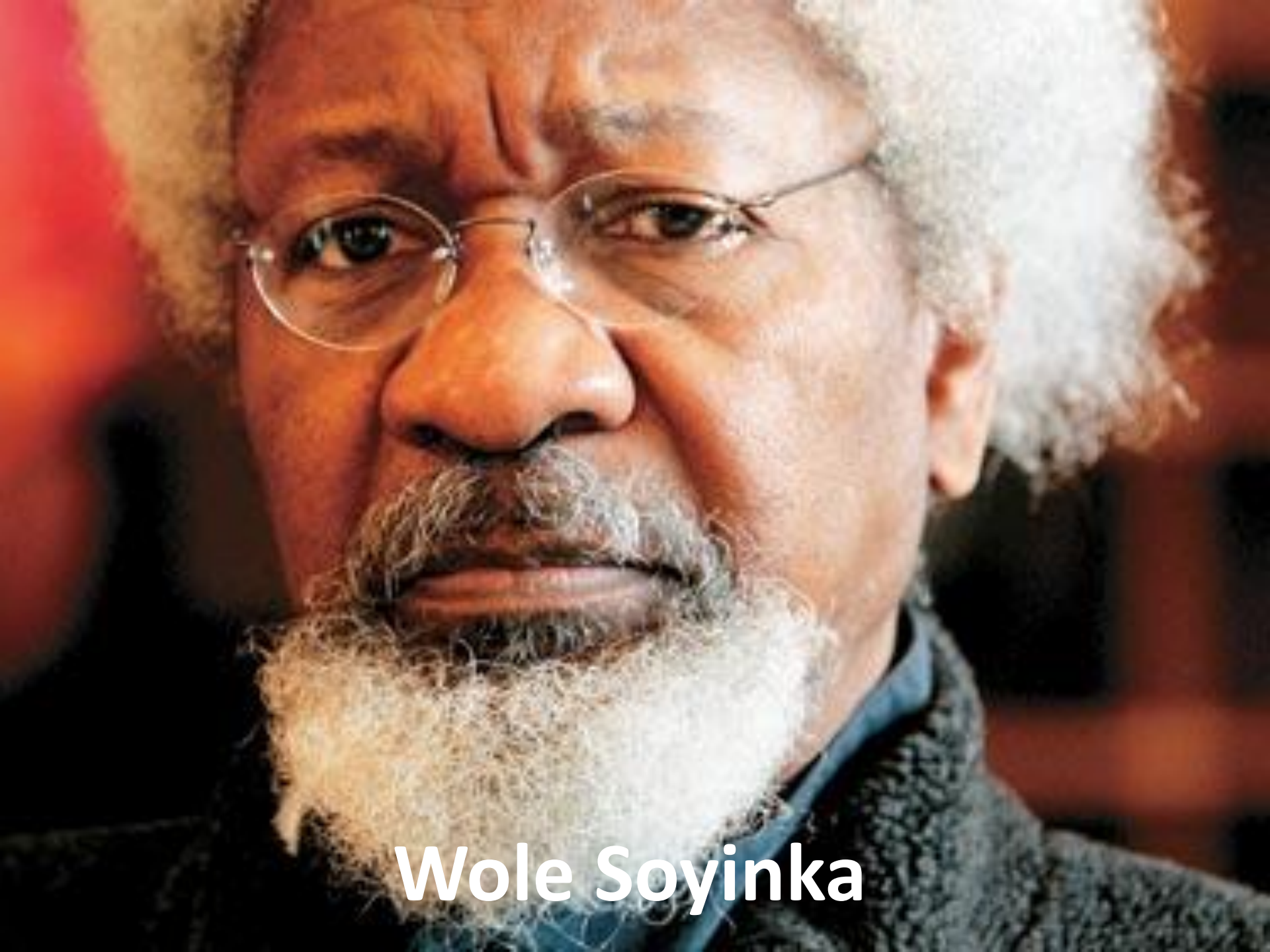
Chris Ofili - Contemporary artist

Chinua Achebe



Femi Oke - Journalist





Wole Soyinka



Alico Dangote - Businessman

Nigerian Space Agency



Nigeria – Fast Facts



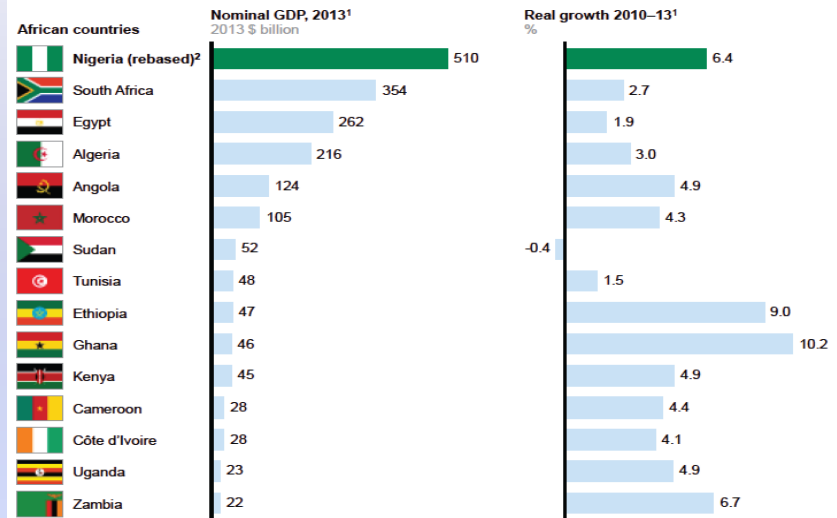
The “Giant of Africa”

- Nigeria gained independence from Britain in 1960
- Most populated country in Africa (approximately 180mil) and 7th largest population in the world
- Politically stable with democratic elected government, new elections in March 2015
- Capital is Abuja with economic center being Lagos
- Official language is English
- US-style federal republic and Nigerian legislation based on English law

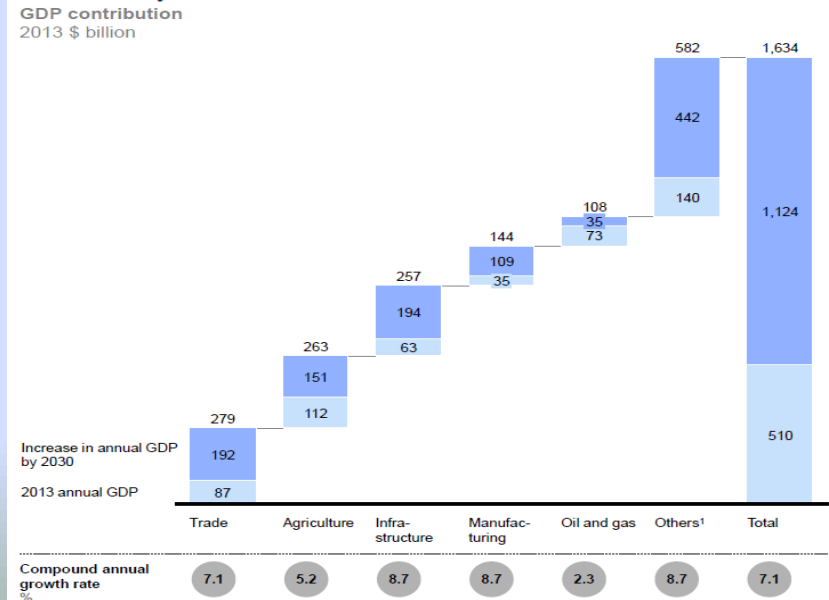
Nigeria at a Glance

- The largest economy in Africa and the 26th largest in the world
- Real GDP grew by 6.4% from 2010 to 2013 and Nigeria has the potential to expand its economy by 7.1% in 2030, raising its GDP to more than \$1.6 trillion
- Africa's leading oil producer and 10th largest in reserves of oil and gas globally
- Country rated BB- by Fitch and Standard & Poor's
- Annual FDI inflows have remained relatively steady, averaging \$7 billion per year from 2007 to 2013, making Nigeria the top destination of FDI in Africa
- The Nigerian Stock Exchange has more than 200 listed companies with more than US\$ 80 billion capitalization
- Low debt economy at about 11.7% of GDP in 2013
- Corporate tax rate of 30%, dividend tax rate of 10%

"Rebasing" confirms that Nigeria is the largest economy in Africa



Should Nigeria reach its full potential, annual GDP could exceed \$1.6 trillion by 2030



SOURCE: National Bureau of Statistics; IHS Global Insight; UN FAOSTAT; World Bank; Canback Global Income Distribution Database (C-GIDD); McKinsey Global Institute analysis

Nigeria - Current Challenges and Opportunities

Opportunities:

- Large population (193mil by 2017)
- Favorable demographics expected to spur demand for goods
- Growing middle class
- Rapid urbanisation growing at 4% p.a.
- Rising household consumption expenditure (\$438 billion by 2017, raising the number of people in consuming-class households to 160 million in 2030)
- Young, educated, entrepreneurial population
- Untapped natural resources
- Nigerian diaspora investing back into their home country

Major Challenges:

- Tackle security issues in the North and the South
- Ensure political stability
- Navigate through failing oil price (rising unemployment, funding inability)
- Poor infrastructure that can lead to higher operating expenses (energy and transport)
- Barriers of doing business due to difficult regulatory processes and undue influence

Key Drivers – Infrastructure Investments

Transport

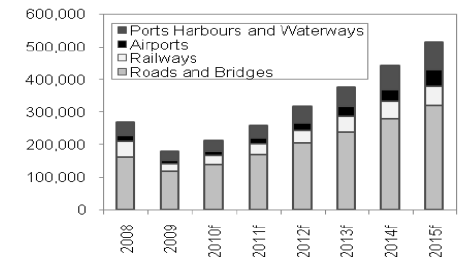
- Road building will be the key generator of infrastructure growth, with a number of contracts being awarded throughout the country, most notably in the Niger Delta region (\$5.25bn for the construction of 127 roads and bridges)
- Government alone cannot finance infrastructure deficit and is looking for public-private partnerships (PPPs) for several transport projects
- In June 2010, the World Bank announced that it would invest \$300 million for the overall development of Nigerian roads
- More than \$2.3bn contracts already assigned to Chinese companies for roads and rail constructions

Oil and Gas

- Growth of 2.5% between 2011 and 2015, mostly driven by ventures in oil and gas pipelines
- Ambitious plans for the construction of new transmission grids already approved by the Government



Transport Infrastructure Industry Value 2008-2015f



f=forecast, Source: BMI,

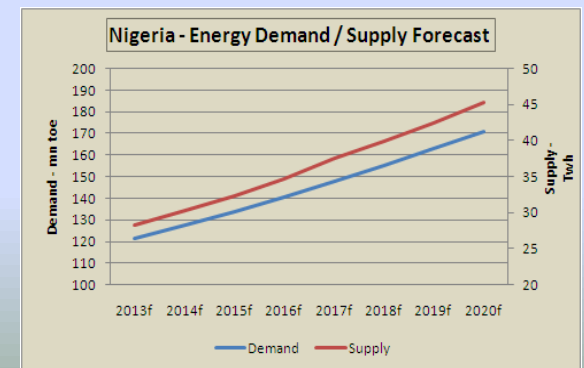
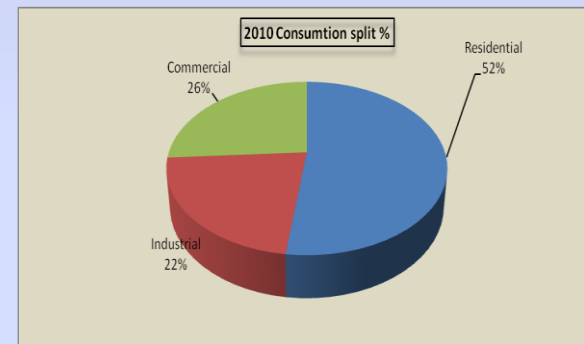
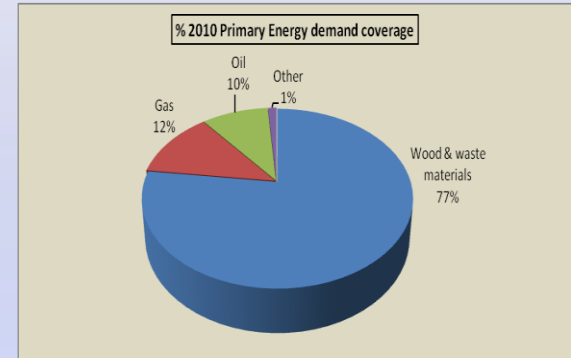
Key drivers: Power Sector

Overview

- Supply/demand gap, since 2000, electricity generation has risen by more than 70% and consumption by more than 170%
- Market characterised by **frequent power shortages**
- Overall **Nigerian electrification** is put at no more than **50%**
- 3,000 to 4,000 MW is currently produced, minimum of 30,000 to 40,000 MW is needed
- **Electricity consumption per capita** forecast to increase by **23%** for the period from 2010 up to 2015
- Nigeria has untapped renewable energy resources, led by solar energy, biomass, wind and hydro-power, with potential existing for geothermal and tidal power

Developments

- **The Nigerian Electricity Regulatory Commission** is working on establishing a regulatory framework for the development of power stations using renewable sources
- The planned reforms include allowing **private sector participation** and the breakup of the **Power Holding Company of Nigeria** into several companies to ensure efficiency in power generation
- **Lack of infrastructure investment** suggest that power market development progress may be slow
- Growth in energy sector expected through IPPs



Key drivers: Mining Sector

Overview

- 34 Solid mineral available in Nigeria to be exploited with significant coal and iron ore reserves and known deposits of gold, uranium, tint and tantalum
- Ministry of Mines and Steel development interest in exploitation of these resources so as to reduce over-dependence on oil industry and fluctuation of oil prices

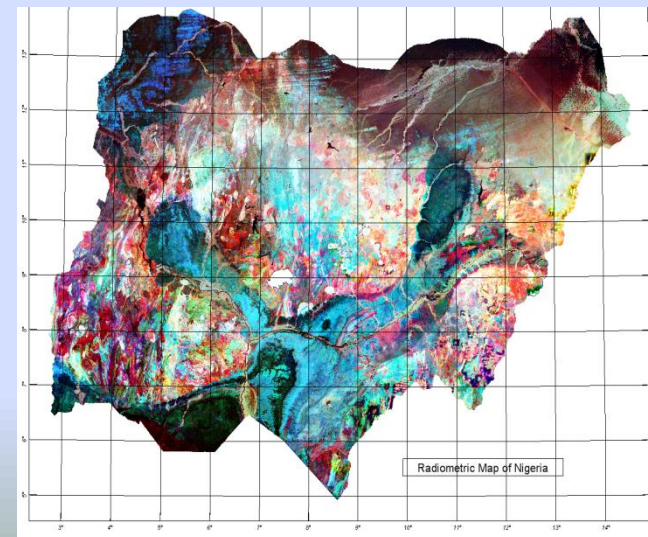
Incentives

- Nigeria's Minerals and Mining Act 2007, has been put in place to bring the mining industry in line with global best practices
- The mining sector has been liberalized, and the Ministry is committed to facilitating the entry of genuine investors into the Solid Minerals sector
- Through the World Bank's support for the development of the solid mineral sector, grants are given to Artisanal and small scale miners to facilitate their operations
- Remittance of foreign capital in the event of sale or liquidation of mining operation attributable to foreign companies
- Exemption from customs and import duties in terms of mining related plants and equipment

Delays

- Simplification of procedure for obtaining mineral licenses.

Bitumen
Gold
Iron Ore
Baryte
Lead Zinc
Coal Limestone
Gemstone
Tantalite
Kaolin
Tin
Columbites



Key Drivers – Agriculture

Overview

- Agriculture contributes almost 22% to Nigeria's GDP and provides employment to around 70% of the workforce
- Main goods produced are yams, cassava, peanuts, millet, sorghum, rice, maize, okra, cocoa, palm oil, rubber, cattle, fish and timber
- Net importer of agricultural goods, in 2009 at \$3 bn and exports \$1.4 bn
- Major agricultural imports are wheat, rice and sugar

Incentives

- Agricultural and agro-processing business qualify for pioneer' status, enabling to take advantage of tax holiday of up to 7 years and capital allowances
- The Agricultural Credit Guarantee Scheme Fund offers a guarantee of up to 75% of loans granted by banks for agricultural and agro-processing enterprises
- Commercial farmers can access loans at single-digits interest rates, under the Commercial Agriculture Credit Scheme
- Untapped potential capped by the inadequate infrastructure (roads, trains refrigeration)

Table 6.3: Growth in Major Crop Production (per cent)

Crop	2009	2010	Crop	2009	2010
Wheat	7.8	5.5	Plantain	7.9	5.5
Sorghum	8.1	4.0	Potatoes	9.9	5.8
Rice (Paddy)	9.1	4.0	Yam	9.0	4.8
Maize	9.1	5.9	Beans	9.0	6.1
Millet	9.7	4.9	Cassava	9.4	6.9
Soya Beans	10.0	8.4	Palm Oil	11.1	8.2
Rubber	9.5	5.6	Cocoa	7.2	6.6



Key Drivers – Real Estate Development

- Main property markets
 - Lagos
 - Abuja
 - Port Harcourt
- Home ownership still at infancy due to under-developed mortgage financing market
- Government is placing high priority on developing large, high quality commercial and residential real estate projects
- Housing deficit of around 15mil-16mil units, with just under 10,000 units per year currently being built
- Government open to public/private partnership arrangements to enable development of large scale projects – water treatment plants, toll roads, bridges, airport concessions, power generation

Leventis Presence in Nigeria

- Operates in Nigeria and Ghana since the 1930's
- Three operating companies, of which 2 are listed on the Nigerian Stock Exchange
- Employs about **12,000 people**
- Has 2014 turnover of over **€800 mil.**
- Has **invested** more than **€670 mil.** in Nigerian operations over the last 10 years





DRUCKFARBEN NIGERIA LTD

- Druckfarben Hellas is the largest Greek manufacturer of flexography and rotogravure inks for flexible packages (plastic bags, food packages, carton boxes, etc.) in the Balkans. The company also produces and sells offset inks for newspapers, magazines and other printed media. It also holds a significant market position in the area of architectural paints and varnishes, under the well-known Greek brands Kraft and Pacific.
- Following a detailed market research in Nigeria before the formation of the JV, the first customer agreement was concluded in March 2011, whereas offers to other customers were at that time in progress.
- A 50%-50% JV between AG Leventis Nigeria and Druckfarben Hellas was established in February 2011.
- The business of the Nigerian company is mixing, filtration, packaging and sale of ready made print packaging ink or intermediates in Nigeria and Ecowas.
- The location of new factory facilities was selected in early 2011 and repairs and renovation were completed in 6 months.



Financial Results

- Over the last 4 years of its operations, Druckfarben Nigeria is a profitable business with good prospects for expansion especially with the introduction of new products and exports in new neighboring markets / countries.
- Initial investment €645k, dividends received up to now €539k.

in €	2011	2012	2013
Sales	1,447,590	2,866,270	3,337,560
EBITDA	292,940	314,960	398,630
EBT	278,480	268,200	336,990



CHRISSTAHL NIGERIA LTD



- Chrisstahl Nigeria Ltd, a Leventis/ ChryssafidisJV Company, is a supplier of quality industrial plumbing products and engineering services.
- Chrisstahl maintains a modern 2000 m2 warehouse and office in Lagos
- Targeted customers are food and beverage manufacturing plants, petrochemical, construction companies, shipping and commercial entities
- Chrisstahl's experienced engineers supporting petrochemical, food and beverage industries.
- Providing maintenance assistance for certain critical product lines. In short, we aim to differentiate the services and products we offer to the Nigerian market by focusing on customer needs and providing solutions to them.



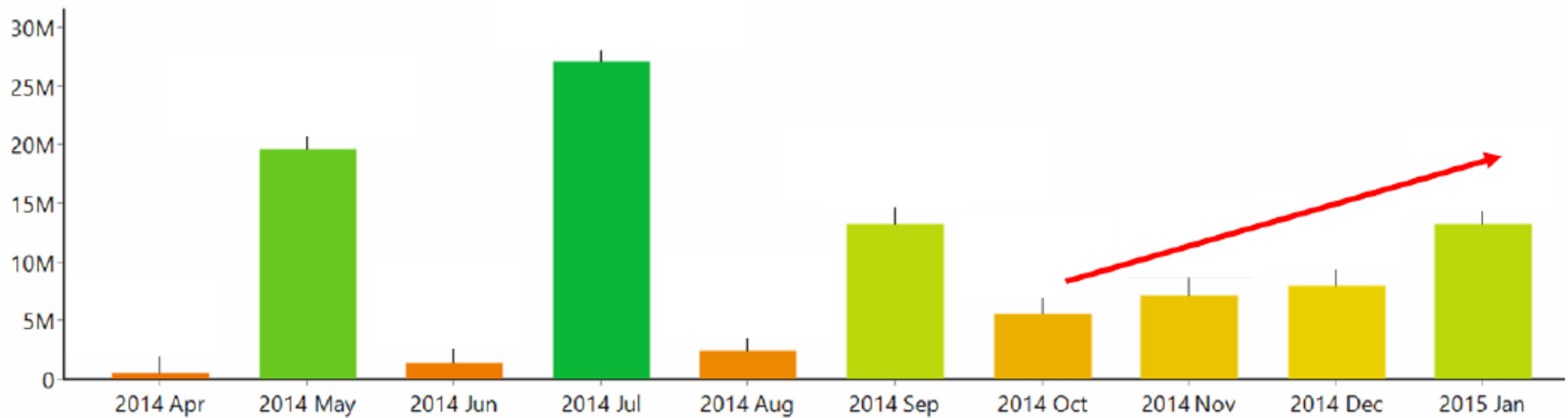



CHRISSTAHL NIGERIA LTD



- Chrisstahl was registered in the Nigerian Chamber of Commerce in September 2013
- Total investment will be €860k
- Commenced Business : 04/2014 (First Invoice)
- 2014 Revenues approximately €65k
- 2015 Budget Revenues €1.1 mil

Sales 2014 / 2015 per month





**Fast forward
2050**



ITALY

14th economy in the world
with GDP 3.8 US\$ trillion



SPAIN

15th economy in the world
with GDP 3.6 US\$ trillion



CANADA

16th economy in the world
with GDP 3.55 US\$ trillion



... the 13th economy in the world in 2050 will be

NIGERIA

with GDP 4 US\$ trillion overtaking Spain, Canada and Italy

THANK YOU

