



# MARITIME INVESTMENT AND TRADE MISSION TO NIGERIA (MITM2024)

## THEME

Unlocking Opportunities in Africa's Maritime Gateway

**23 - 26 September 2024 | Nigeria**

**A unique opportunity for international investors and companies  
to explore the vast potential of the Nigerian maritime sector.**



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# INTRODUCTION

**N**igeria, with its vast coastline, abundant natural resources, and growing economy, presents a unique opportunity for maritime investment and trade. The sector accounts for roughly 95% of the means of international trade in Nigeria. The sector has the capacity to generate revenue estimated at N7 trillion per annum. To unlock the Nigerian maritime and trade potential, Welcome2Africa International is organising the Maritime Investment and Trade Mission to Nigeria. This mission, taking place September 23rd–26th, 2024, will connect you with key stakeholders in the Nigerian maritime sector, allowing you to explore the exciting potential across the sector.



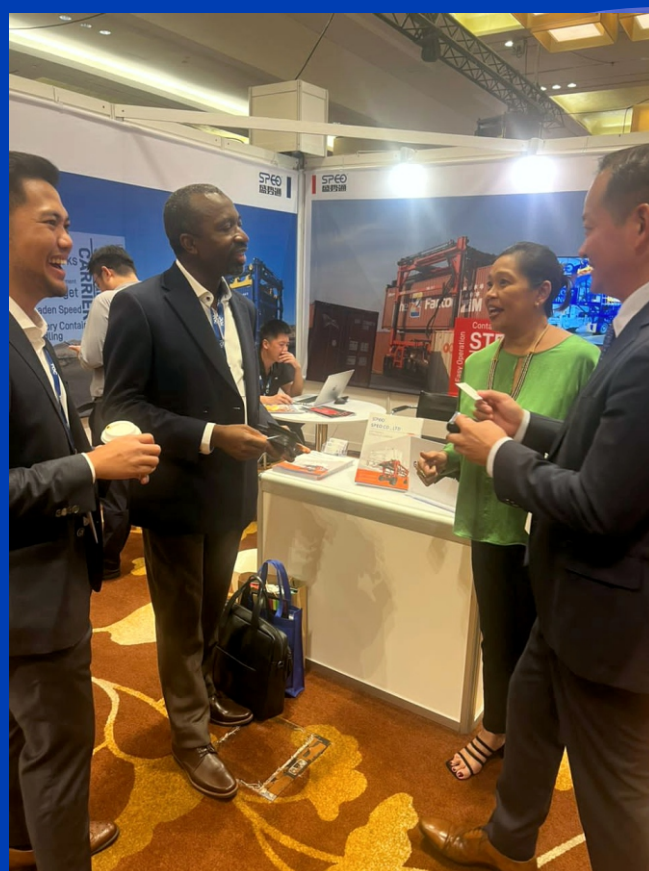
# MISSION OPPORTUNITIES

With special focus on ports, terminals, shipbuilding and logistics, here's a deep dive into some of the most lucrative opportunities:

## Ports & Terminals: Modernization Mania (Estimated Market Size: \$30 Billion).

Modernization is the key to unlocking this sector's full potential. Investments are needed in:

- **Efficient cargo handling systems** (e.g., automated cranes): Estimated investment opportunity: \$5 Billion
- **Cutting-edge automation** technologies: Estimated investment opportunity: \$10 Billion
- **Expansion projects at existing terminals**: Estimated investment opportunity: \$15 Billion



## Greenfield ports like Akwa Ibom offer a unique opportunity for investors to establish

- **Ancillary services** (e.g., cargo surveying, freight forwarding): Estimated investment opportunity: \$2 Billion
- **Critical logistics infrastructure** (e.g., warehouses, container parks): Estimated investment opportunity: \$3 Billion



## MISSION OPPORTUNITIES

### Shipbuilding & Repair: Building a Domestic Powerhouse (Estimated Market Size: \$10 Billion)

Currently, Nigeria relies heavily on foreign shipyards, spending millions abroad.

Investment in domestic shipbuilding and repair facilities will:

- Slash dependence on external sources
- Create thousands of new jobs
- Stimulate the growth of related industries (e.g., steel production)

Estimated investment opportunity for domestic shipbuilding and repair facilities: \$5 Billion - \$7 Billion



### Logistics: Innovation opportunities (Estimated Market Size: \$25 Billion)

Nigeria's booming import and export sector demands innovative logistics solutions.

Opportunities abound for investors in:

- **Modern warehousing facilities:** Estimated investment opportunity: \$5 Billion
- **Efficient last-mile delivery networks:** Estimated investment opportunity: \$7 Billion
- **Technological advancements** that streamline cargo movement: Estimated investment opportunity: \$8 Billion
- **Supply chain optimization software:** Estimated investment opportunity: \$5 Billion



# AGENDA - Day One

## Meeting with Authorities and Regulatory (Abuja, FCT Nigeria)

Understanding port opportunities, the Regulatory Landscape, and government support for maritime investors.

- Engage in high-level round table discussions with government officials and regulatory bodies to gain insights into investment policies, incentives, and the overall business environment.
- Network with industry leaders and representatives from key maritime institutions



### Participating Organizations

- The office of the vice president of Nigeria
- Nigeria Port Authority (NPA)
- Nigeria Customs Service (NCS)
- Nigerian Maritime Administration and Safety Agency (NIMASA)
- Federal Ministry of Marine and Blue Economy
- Federal Ministry of Transportation
- Other maritime related organization based in Abuja.



# AGENDA - Day Two

## Investment visit and Tour

### Port Harcourt & Onne



#### Exploring Efficiency Enhancements

- Witness ongoing modernization efforts at the Port Harcourt and Onne facilities, identifying potential areas for investment in terminal management, automation systems, and infrastructure development.

### Ibom Deep Sea Port: Greenfield Potential



- Tour the Akwa Ibom port, a newly developed facility showcasing Nigeria's plans for expanded port capacity.
- Discuss investment opportunities in establishing ancillary services and logistics operations that will complement the port's growth.

# AGENDA - Day Three

## Investment visit and Tour

### Lekki Deep Sea Port



- Visit the Lekki Deep Sea Port, a state-of-the-art facility revolutionizing Nigerian maritime infrastructure.
- Explore investment opportunities in port management, free trade zones, and associated logistics services.

### Lagos Apapa



- Tour the bustling Apapa port, experiencing the high demand for efficient cargo handling solutions.
- Identify investment opportunities in terminal expansion, logistics optimization, and technological advancements that can address existing challenges.

# AGENDA - Day Four



## 4th Edition Nigerian Port and Trade Investment Forum (4th Edition)

September 27th 2024 | Lekki Coliseum Lagos, Nigeria

### SPEAKERS



**Daniel Odibe**  
Deputy Chief  
Operating  
Officer  
Lekki Port



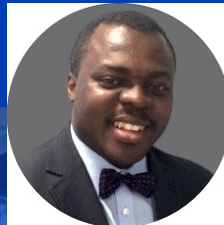
**Mr. Greg U. Ogbeifun**  
Managing Director/CEO  
Starzs Marine  
Engineering Limited  
(SMEL)



**Olalekan Tella**  
Partner  
Calm hill Partners /  
Accountability Initiative  
for Africa Development



**Victor Ndukauba**  
Deputy Managing  
Director  
Afrinvest West  
Africa



**Aderinola  
Oloruntoye**  
Senior Industry &  
Value Advisor -  
Africa  
SAP Nigeria



**Oluseyi Oluyede**  
Managing Director  
Niger-Benue  
Transport Company  
(NBTC) Limited

Participate in this premier platform where over 200 investors and maritime stakeholders gather to discuss the future of Nigeria's maritime sector.

- Gain valuable insights into the latest trends and policy directions, while forging connections with key decision-makers that can propel your investment journey forward.
- Immerse yourself at the exhibitions and opportunities in the Nigeria shipping and trade sub-sectors.



# PHOTO GALLERY



# PARTICIPATION FEES

**USD 6,500** SUPER EARLY-BIRD  
February 1st - April 1st

**USD 7,500** EARLY-BIRD  
April 2nd - June 1st

**USD 8,500** STANDARD  
June 1st - August 1st

- Local Accommodation for 5 days
- Local flight and ground transportation within Nigeria
- Site visit/ Tour
- Meals and refreshments (excluding dinners)
- Dedicated mission coordinator
- Access to AICM2024 Participation
- ▶ Branding materials and gears
- Pre-partnership engagement facilitation
- Security
- All local travel expenses



## NPTIF2024 EXHIBITIONS

- 1 Exhibition Space
- 1 Table
- 2 Chairs
- 1 slot in being a panel session moderator
- Opportunity to feature on our social media
- Advert placement in the event brochure
- Opportunity to bring along your promotional materials such as banners
- Company's merchandise can be included in the conference bag for attendees



WELCOME 2  
**AFRICA**  
INTERNATIONAL





## OUR VISION

TO BECOME THE WORLD'S LEADING  
CATALYST OF INVESTMENTS, TRADE AND  
FINANCE INTO AND ACROSS AFRICA

## OUR MISSION

THROUGH OUR KNOWLEDGE DISSEMINATION  
ENDEAVORS, BESPOKE CLIENT SERVICES AND  
INNOVATIVE PROGRAMS WE STRIVE TO BECOME  
A CENTRE OF EXCELLENCE FOR THE  
FACILITATION OF INVESTMENTS, FINANCE AND  
TRADE ON THE AFRICAN CONTINENT.

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