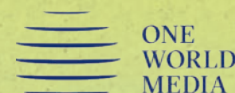


Special Report
2024

Nigeria

This report was produced by One World Media



oneworldmediacorp.com

COLLAGE BY MARICRUZ ROJAS



New hope for Nigerians in economic modernization

After winning the 2023 presidential elections for the APC party, President Tinubu has set in motion his plan for preparing the country for the twenty-first century.

With a GDP of 1.2 trillion in terms of purchasing power parity, Nigeria is the 27th largest economy in the world, the first economy in Africa, and the market with the most potential for growth. For this reason, the eyes of the international community and particularly of US multinationals in the oil and gas industry were focused on Nigeria this past February, when the country elected former Governor of Lagos Chief Bola Ahmed Tinubu as the 16th President of the Republic.

Promising structural changes to bring the economy into the Twenty-First Century and a renewed hope for Nigerians, President Tinubu managed to rally the voters and defeat their rivals by over seven points, earning a strong mandate to carry out an ambitious economic plan based on improving public-private collaboration and fostering foreign investment. "Partnership between the public and private sectors has to be harmonized and encouraged to actualize the dreams of all Nigerians", he said in a campaign speech.

«Partnership between the public and private sectors has to be harmonized and encouraged to actualize the dreams of all Nigerians.»

PRESIDENT TINUBU

For many individual voters and indigenous companies in different industries, Tinubu's promises had the backing of his performance as two-time Governor of Lagos State between 1999 and 2007, during which he oversaw the transformation of a state suffering from insufficient infrastructure, collapsed businesses, and decaying transport and healthcare systems. By the end of his term, focused on building infrastructure in the aid of business development, the state's income had increased tenfold, and Lagos had become a central economic hub for the country's services and oil and gas industries. "Go and see Lagos State, go and see the infrastructural improvement, the taming of the

«Go and see Lagos State, go and see the infrastructural improvement, the taming of the Atlantic, go there and see.»

PRESIDENT TINUBU

Atlantic, go there and see", he said in an interview with ARISE News Channel.

By effectively recruiting the collaboration of players in the private sector in delivering public goods and fostering huge foreign in-

vestment, the State managed to provide solutions for long-term problems faced by residents, including the then-famous traffic jams now eased by new public transport schemes and the creation of new lanes for rapid buses, successes also matched by innovative programs in education and healthcare. "I have demonstrated my capacity, ability and vision in Lagos State, and now I want to bring this experience to the whole country", he said during the campaign.

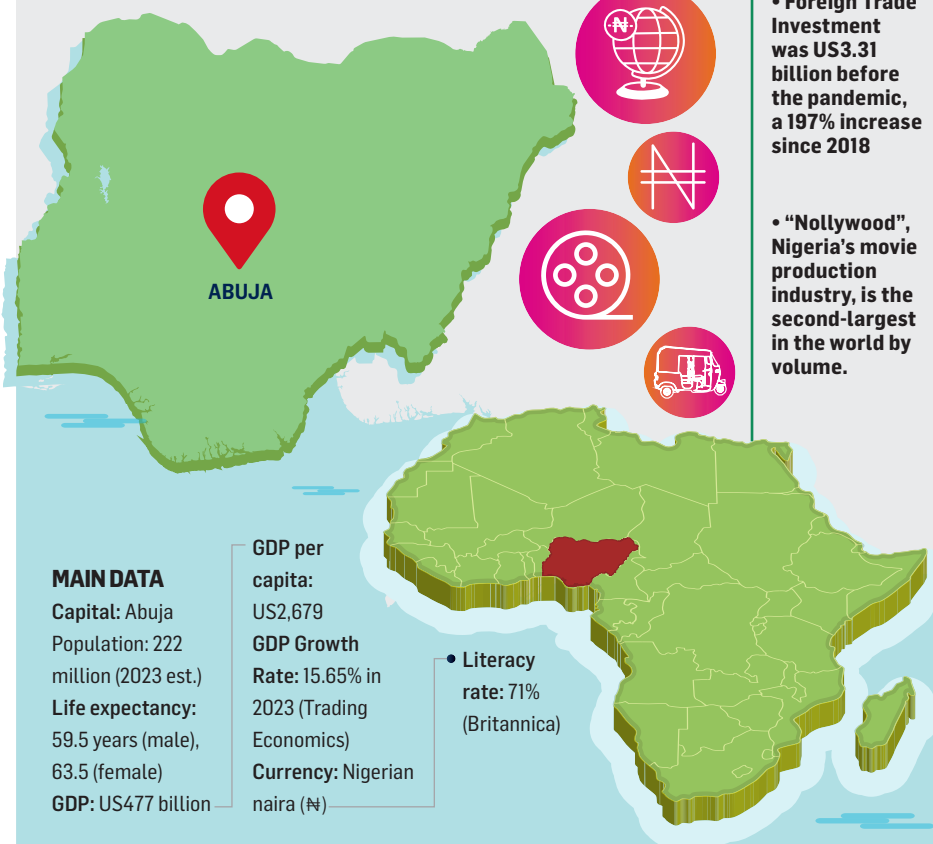
With a solid background in the private sector and experience in the oil and gas industry as former Mobil executive, Tinubu's message of a new hope was also heard by players in this fundamental sector for Nigeria's economic development. Today, this industry provides two thirds of the state's income but only 9% of the GDP and is seen as the key to the future economy. Indigenous oil and gas companies have played an increasingly important role in diversifying, modernizing, and developing the industry, and were eager for a government able to ease the arrival of foreign investment, cut bureaucratic hurdles, and establish solid trade relationships with the US and other main providers of innovation technology and capital for development. And President Tinubu understands their needs. "I come from the private sector", he said during the campaign, "and I know that the key to a new hope is in making our indigenous companies into top-tier players not only in the country, but in the sub-African region, and in the world".

«I come from the private sector and I know that the key to a new hope is in making our indigenous companies into top-tier players not only in the country, but in the sub-African region, and in the world.»

PRESIDENT TINUBU

Nigeria at a glance

Created by decree in 1976, Lagos was replaced by Abuja as the administrative capital, yet it remains the country's leading industrial and commercial city.



STAFF

Pablo Martinez Matosas

International Director
Sasha Papchanka

Country Director
Lucca Afonso

Project Coordinator and Photographer

Alesia Aliaksandrauna

Project Coordinator

Maricruz Rojas Felix

Creative Director and Designer

Giangina Orsini

Chief Editor

Matias Godoy

Writer

Judith Miguélez Díaz

Online Content Manager

Ayesha Alina

Copy Editor



info@techbiz.africa

This edition was prepared with the help of **TechBiz Africa** which facilitates the best IT solutions for your company. Supporting transformational growth in Africa through tech innovations.



Lucca Afonso

International Coordinator, Business Journalist and Photography and Film enthusiast.

lucca@oneworldmediacorp.com



Pablo Martinez Matosas

International relations specialist, journalist, father, and passionate entrepreneur with over 15 years of experience in worldwide markets.

pablo@oneworldmediacorp.com

Oil & Gas



In the early 1970s, Nigeria became a member of the Organization of the Petroleum Exporting Countries (OPEC).



In 1977, the Nigerian National Petroleum Company (NNPC) was founded to regulate the country's oil business.



Nigeria remains one of Africa's key oil producers producing high-value, low sulphur crude oil.

Oil and gas: a renewable energy future for Nigeria

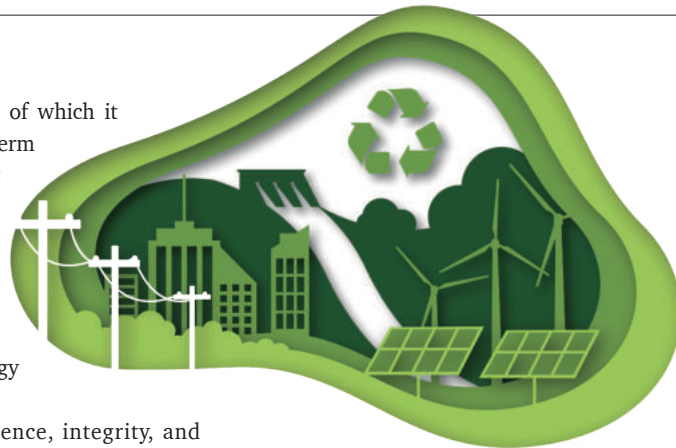
After the discovery of commercial quantities of oil in Oloibri, Bayelsa State, in 1956, Nigeria was quick to create a National Oil Company to maximize this resource for the benefit of the nation, joining OPEC in 1971 and founding the NNPC a few years later, which today leads an industry ripe

with indigenous companies not only in drilling and exploration, but also in finding paths towards a sustainable and renewable energy source for all Nigerians in generations to come.

After new legislation was enacted for the sector in 2021, the NNPC Limited became free to operate in different sectors of the global en-

ergy industry, as a result of which it is now following a long-term decarbonization project by enhancing its liquid hydrocarbon production, upscaling its gas processing and transportation infrastructure, and investing in solar energy and biofuels.

An example in resilience, integrity, and ability to produce value for its stakeholders, the NNPC has managed to jumpstart a fully-fledged energy transition while ensuring domestic energy security, by growing its



global energy delivery capabilities, showing that Nigeria can lead the way towards a sustainable future. ■



Green Energy International: knowledge at the service of Nigeria's energy future

By going beyond oil and gas production, the company is setting itself as the top integrated energy company in the Nigeria economy.

With a PhD from Massachusetts Institute of Technology (MIT), Cambridge, USA and wide experience as an academic and government advisor in energy policy, Professor Anthony O. Adegbulugbe entered the oil and gas industry with a clear realization in mind: Nigeria's energy future depends on its successful integration into the country's economy. "I am not an oil and gas man, I am an energy expert", explains Prof. Adegbulugbe, "and so we are not your typical oil company". Accordingly, Green Energy International was created as an integrated energy company, with a mandate to create localized domestic markets based on small scale gas opportunities in local host communities. This includes integration of Oil production with power generation and LPG extraction from the associated gas (AG).

«I am not an oil and gas man, I am an energy expert and so we are not your typical oil company.»

ANTHONY O. ADEGBULUGBE

In an industry traditionally run by international players and employing a small percentage of the national workforce, Adegbulugbe believes the oil sector is disjointed from the national economy and irrelevant to local communities, and as such it can harbor no real progress for the country. Yet the face of oil and gas has been in rapid change over the past two decades, welcoming the participation of indigenous producers that are now responsible for over 10% of national production, and that are expected to take over 40% of the market over the coming decade. "We are dreamers", says Prof. Adegbulugbe with a confident smile, "but we are putting our money where our dream is, and we have already begun to see wonderful results".

In fact, with oil production going from 4000 barrels per day last year to 12000 barrels per day this year and a projected 25000 barrels per day by 2024, the company indeed seems to be on a relentless path to growth. Associated LPG production which is planned to go into production in Q3 2023 is projected to grow 60 metric tons to 180 to over a year, The company has already begun to sponsor projects in the local host communities. One of the ideas is to promote the largest fish processing facility in an industrial park being developed to promote the main economic activity in the coastal region. "This is what I mean by an integrated energy economy", Prof. Adegbulugbe explains, "a sector that grows on the shoulders of other related sectors, and not at their expense". And he adds: "we have a robust relationship with the community, because we work with them from the scratch even

«We are dreamers, but we are putting our money where our dream is, and we have already begun to see wonderful results.»

ANTHONY O. ADEGBULUGBE



The Otakikpo Field.



ANTHONY O. ADEGBULUGBE
CEO/CHAIRMAN
OF GREEN ENERGY
INTERNATIONAL
LIMITED

«We have a robust relationship with the community, because we work with them from the scratch even when we had not produced a single barrel of oil.»

ANTHONY O. ADEGBULUGBE

when we had not produced a single barrel of oil" We are the first oil and gas company to have the Host Community Trust Fund (HCDT) set up under the new Petroleum Industry Act (PIA)

Behind this holistic vision of the industry's larger role in the economy is the company's one-of-a-kind management structure, whereby top-level training is provided to management not only in their specific areas but across areas, with the legal team holding MBAs, engineers mastering financial models and the financial team undertaking legal training so all can speak the same language, maximizing internal efficiency. "We have perhaps the most



«We have perhaps the most well-rounded managers in the industry, I doubt there is a bank in Nigeria that has the financial modelling human resource we have in our company.»

ANTHONY O. ADEGBULUGBE



Green Energy International Limited Nigeria projects.

well-rounded managers in the industry", says Prof. Adegbulugbe with pride, "I doubt there is a bank in Nigeria that has the financial modelling human resource we have in our company".

The second pillar of this structure is a peer review model, which secures a robust framework for decision making, and reduces the possibility of making wrong decisions which in the oil sector can mean the ruin of an indigenous company. "There's nothing more dangerous in a company than a boss with long experience and no one to challenge his decisions", explains Prof. Adegbulugbe, who formed the peer review model from his academic experience.

Excited about the promises of the incoming administration to give a leading role to private businesses in the quest for a full-scale green energy transition and opening the sector to US investors, Prof. Adegbulugbe believes their multi-disciplinary knowledge of the coun-



Green Energy International Limited workers.

«Come partner with us, we know this sector like no one else, and we can achieve great things together.»

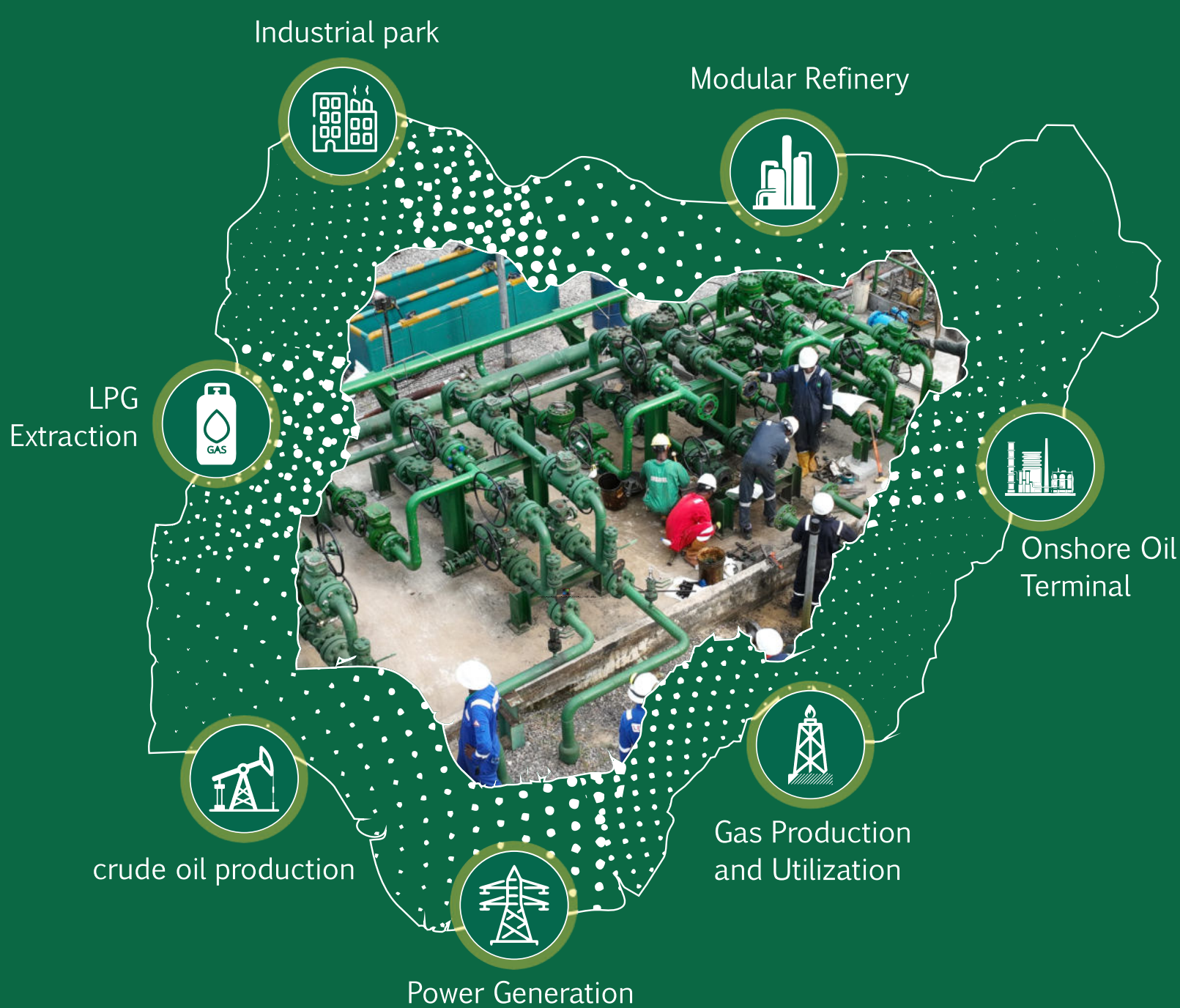
ANTHONY O. ADEGBULUGBE

try's economy will be the key to aligning with US capital and innovation technology that will make his view of an integrated energy industry in Nigeria a reality. "Come partner with us", he concludes, "we know this sector like no one else, and we can achieve great things together". ■



GREEN ENERGY INTERNATIONAL LIMITED

OPERATOR OF OTAKIKPO MARGINAL FIELD OML 11



2021/2023 Projections

CRUDE OIL PRODUCTION

- 4 dual completion Wells onstream
- production **11000 bbls** per day
- 56 MMbbls** proven resource
- 10,000 bpd** production facility
- 150,000** storage capacity
- Drilling of **7** more wells
- 6" x 8km** export pipeline

- Installation of **20kbpd** BPD to upgrade overall production system to **30kbpd**.
- Installation of **5kbpd** Produced Water System
- 750kbbls** Onshore Terminal
- 20inch x 23km** Onshore Terminal Offshore Export Pipeline System
- 14MW** Installed Power Plant at Terminal and Flowstation.
- 8inch x 2.4km** PEPF to Terminal Crude Evacuation Pipeline System.
- 4inch x 2km** CPF to Terminal Fuel Gas Pipeline System.
- 4inch x 2km** Terminal to Flowstation Produced Water Return Line.
- Produced Water Treatment and Injection Sytem.

GAS PRODUCTION & UTILIZATION

- 12** MMSCFD gas processing plant Power Generation
- 6** MW embedded power generation LPG Extraction
- Daily LPG production
- LPG bottling plant
- Industrial Park

Oil & Gas



Nigeria is the 11th largest oil producer worldwide and the largest in the African continent.



Has 18 operating pipelines and an average daily production of some 1.8 million barrels in 2020.



There are currently 15 working crude oil rigs, with an all-time-high of 23 in 2020.



TUNDE J. AFOLABI
CEO OF
AMNI

Amni International: producing the energy to power the world

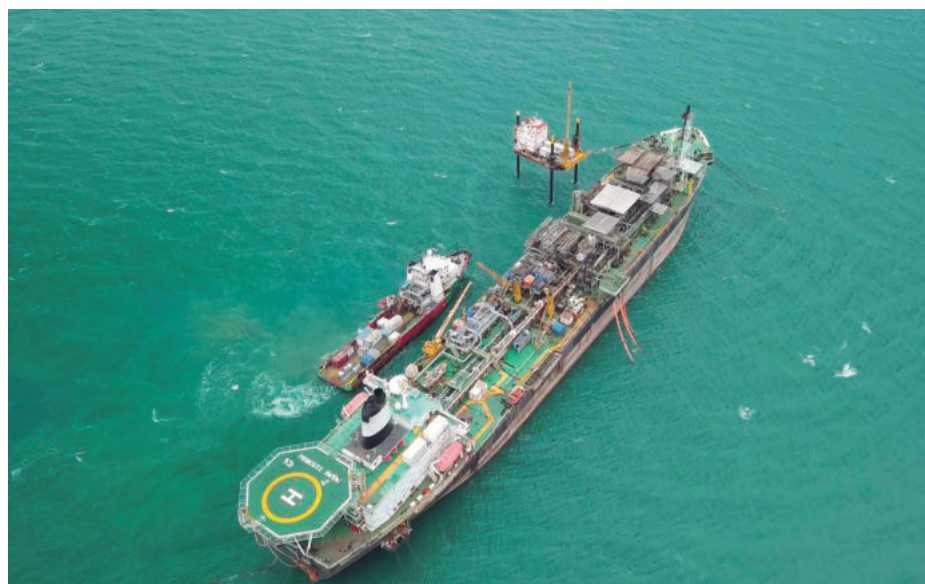
One of Nigeria's leading oil and gas producers, Amni is moving to the top in the whole continent.

Born as an independent oil and gas exploration and production company with its headquarters in Lagos, Amni International is on its way to becoming one of Africa's leading indigenous power producers. From undertaking the acquisition and interpretation of seismic data and drilling exploration and appraisal wells, to conducting field development that resulted in production, Amni has succeeded in acquiring unparalleled field-wide experience in the complete exploration and production life cycle and is now in the process of securing large gas deposits in West Africa. "We are respected and admired for our enterprising spirit and for delivering value to our stakeholders and to Nigeria", explains company CEO Mr. Tunde J. Afolabi.

The company in fact has always had a large stake on offshore gas, and their project of expansion into Ghana, as well as the development of their own FLNG (floating liquefied natural gas plant), are proof of the company's intention

«Amni is a gas company that found oil along the way and we are actively seeking out new assets because we see great opportunities in West Africa.»

TUNDE J. AFOLABI.



The Princess Aweni (formerly the Armada Perkassa) Floating Production Storage and Offloading vessel at the Okoro Field.

of sticking to what they know best and taking the lead in their field. "Amni is a gas company that found oil along the way", explains Mr. Afolabi with a smile, "and we are actively seeking out new assets because we see great opportunities in West Africa".

With a planned growth of 5 to 10 billion dollars in five years from their present 1.5 billion, the company is gearing up for a challenge that will see it catapulted into the top tier of oil and gas exploration companies not only in the sub-region, but in the continent. "The route of our expansion is through Ghana and other countries in the region", explains Mr. Afolabi,

"but we are also preparing to venture into other sources of energy".

Among the reasons for their success is the company's office in Houston, which works as a technology center from which all engineers in the field are coordinated. This provides them with great flexibility while dealing with international partners, and it also ensures reliability in their communications and results. Yet according to Mr. Afolabi, the real secret ingredient is not only their nimble setup, but the strictness of their work ethics. "Transparency and trustworthiness are what sets us apart from our competitors, they are the reason we have kept

«The US market used to be quite unknowledgeable of Nigerian business, but they are now learning about us, and we are learning about them, and the possibilities will be endless when we come together.»

TUNDE J. AFOLABI.

all our partnerships along the years and continue to build more".

The timing of their expansion is not coincidental, as the company has great hope in the new government's ability to attract investors from the US and Europe by increasing the ease of doing business and spreading the news regarding the great potential of Nigeria's large market and increasingly prepared workforce. "The US market used to be quite unknowledgeable of Nigerian business", explains Mr. Afolabi, "but they are now learning about us, and we are learning about them, and the possibilities will be endless when we come together".

In an industry often lead by giants, Amni has made the best of their indigenous know-how when it comes to Nigeria's energy deposits and has found an advantage in agility provided by their relatively small size. "That is why I'm still at the head of the company after all these years", says Mr. Afolabi with a smile: "there is still much room for growth, and if you wanted done right, you have to do it yourself". ■

Amni International Petroleum Development Company Limited (Amni) is an Independent Oil & Gas Exploration & Production (E&P) company with its head office in Lagos, Nigeria. Amni is proud to be one of Nigeria's leading Independent Oil Producing Companies.

Over 25 years, Amni has pioneered the participation of independent companies in offshore oil and gas fields in West Africa. From undertaking the acquisition and interpretation of seismic data, to drilling exploration and appraisal wells, to installing facilities and operating production platforms and export terminals, Amni has gained considerable experience in the complete E&P life cycle.

Amni has entered a new growth phase as it actively seeks out additional assets, expanding into Ghana and other parts of Africa as the first part of this plan. Amni sees great opportunities in West Africa with the multiple basin assessments and discoveries and will actively seek out exploration and production opportunities in the region.



Amni International Petroleum Dev. Coy. Ltd.
Plot 7-11 Dr. Peter Odili Road
By Trans-amadi Gardens
Trans-amadi Industrial Layout
Port Harcourt. Rivers State
Tel: +234 (0) 803 402 0709

Ghana Office
HNO 11, White Avenue
Airport Residential Area
Accra, Ghana.

www.amni.com

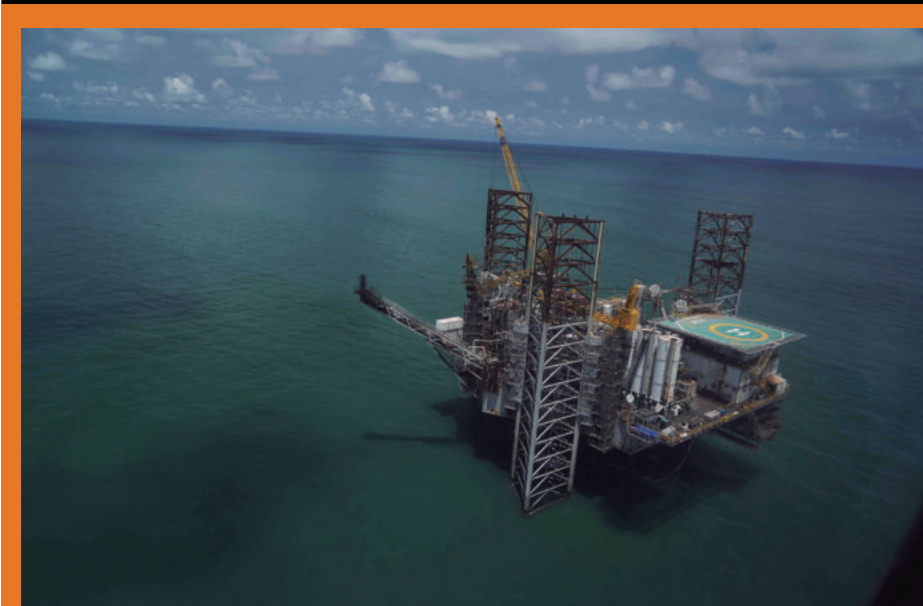
Representative Office
5th Floor, Egyptian House
170-173 Piccadilly
London W1J 9EJ
United Kingdom
Tel: +44 20 7268 2350
Fax: +44 20 7268 2369

Amni International Petroleum Resources, LLC
1330 Lake Robbins Dr., Suite 600
The Woodlands, TX 77380
Tel: 832-246-8330
Fax: 832-246-8327

Head Office
Plot 1377 Tiamiyu Savage Street
Victoria Island
Lagos, Nigeria
Tel: +234-1-9049870-9
Email: communications@amni.com

...focused on growth

AMNI INTERNATIONAL PETROLEUM DEVELOPMENT COMPANY LIMITED





Innovative Engineering Solutions for a Sustainable Future

Who We Serve

Our client base consists of companies in Oil and Gas, Power, FMCG, Water and Telecoms Industries

Our OEMs



Honeywell



Baker Hughes 

YOKOGAWA 

Oil & Gas



Nigeria held an estimated 206.5 trillion cubic feet of proved natural gas reserves at the beginning of 2023.



In 2010, Nigeria exported over one million barrels per day to the United States, representing 9% of total crude oil and petroleum imports.



Petroleum products and crude oil for the US market represent 40% of total Nigerian exports.

TREXM: Engineering an industrial future for Nigeria

By investing in local production and partnering intelligently with international players, TREXM has become a key player in the oil and gas industry.

Originally based in the US and present in Nigeria for the last decade, TREXM has found tremendous success as a project delivery company, providing the oil and gas industry and infrastructure and power sectors with professional services in instrumentation, control and electrical, systems integration and automation, and improving plant efficiency and optimizing business opportunities through technology.

With the Nigerian oil and gas industry on the rise, the company has found great opportunities for growth offering their engineering services to companies foreign and local. Yet according to Managing Director Mr. Bolutife Odusanya, attention to macro headwinds that affect global business development is the key to their survival. "You can't separate the local market from the macro", he explains, "and that is why the center of our strategy is diversification".

«You can't separate the local market from the macro and that is why the center of our strategy is diversification.»

BOLUTIFE ODUSANYA

Indeed, their ability to adapt has allowed the company to stem the tide of global challenges that have hit Nigeria over the past decade, such as high inflation and unemployment rates, and FX devaluation. "You have to be flexible and retain the ability to pivot", explains Mr. Odusanya, "we are not too big that we can't move, and are nimble enough that we can navigate the waters".

«You have to be flexible and retain the ability to pivot, we are not too big that we can't move, and are nimble enough that we can navigate the waters.»

BOLUTIFE ODUSANYA

«We put our money where our mouth is and by focusing on import substitution for key chemicals, we invest in the country and create more work for skilled technicians.»

BOLUTIFE ODUSANYA



BOLUTIFE ODUSANYA
MANAGING DIRECTOR OF TREXM



Installation of Coriolis Flow Meter on a Metering Skid

For this reason, the company has made successful efforts to branch out into complementary ventures such as chemical production, an industry still lagging in Sub-Saharan Africa and forcing countries to import production chemicals and drilling fluids for refineries, a void which TREXM is now intent on filling with focalized local production.

For Mr. Odusanya, the move answers to a broader vision of the necessity of im-

ports substitution as the key to Nigeria's industrial development. "We put our money where our mouth is", he explains, "and by focusing on import substitution for key chemicals, we invest in the country and create more work for skilled technicians".

With strong links to America, Mr. Odusanya believes that the US market is extremely important in its ability to provide technological development for local operations, and as a partner in new joint

«What America can create like no other country is opportunity, and I have applied this to my vision for TREXM. I want to show young Nigerians that the world is their oyster.»

BOLUTIFE ODUSANYA

ventures, but it also sets a key ethical example: by operating with high levels of transparency and efficiency and through sound government policies that favour industrial development, Nigeria will be able to provide real opportunities to its young and eager population. "What America can create like no other country is opportunity, and I have applied this to my vision for TREXM," he explains passionately. "I want to show young Nigerians that the world is their oyster." ■



The Installation of Transducers for Panametrics Ultrasonic Flow Meter



Field Demo with our Portable PT900 for the Measurement of Liquid Volume in a pipe

Oil & Gas



The oil sector alone is responsible for a 8.3% growth in GDP since end of the pandemic, and for 9% of total GDP.



The government announced in December 2022 that it plans to open a mini-bid round for seven offshore exploration blocks in 2023.



Nigeria's local trading index, NSE, grew 18946 points in 2023 alone, a remarkable 36.97% increase.

SpringRock Group: New innovations for Nigeria's oil and gas industry

Through the introduction of numerous innovations, Spring Rock is changing the face of the industry.

Recognizing that most Nigerian independent oil companies were lacking the inhouse knowhow and technology that international companies enjoyed, Spring Rock was created as an oil field management company precisely to fill this gap, bringing competences necessary in all technical fields, and supporting indigenous companies lacking wide breadth technical capacity to operate at an international level. "That is what we do", says CEO Mr. Eke U. Eke, "we support companies make the right choices, chose the right technology and manage their operations efficiently".

The key to SpringRock's success is their abilities in intelligent problem-solving, and introduction of innovative solutions to recurrent challenges in the industry. "People think innovation is building a robot or going to the moon", explains Mr. Eke, "but innovation can also mean finding simpler and more efficient ways of doing what everybody is already doing".

After developing all major competencies in



SpringRock Spot Meeting.

the industry, such as well construction, field management and support, they focused on talent development, creating a talent division for human competency training. This was followed by an innovation group focused on research and development, and their own production management platform, created wholly inhouse

and made in Nigeria. They are also in collaborative research agreement with the Federal University of Technology Owerri and that with University of Lagos is being finalized. Now the company is moving towards part-ownership of their own oil field, to which they will bring all their know-how. "The beauty is we will



EKE U. EKE
CEO OF
SPRINGROCK

have our own laboratory", says Mr. Eke, "and put our own theories and ideas to the test in the full process, from the bottom of the well to exportation".

Indeed, with a projected growth of over 100% for 2024 and quadrupling over the next five years, SpringRock is proving they are in it for the long run and aim to become the leaders in oil field management not only in Nigeria, but in the continent. "In all modesty, we are a force of nature in this aspect of the business today", concludes Mr. Eke with a smile.

SpringRock has also expanded into Information & Communication Technology ICT and are poised to become a recognizable name in this domain. ■

SpringRock Group means Excellence

SpringRock Group is a privately held Integrated Energy Company with interests in Oilfield E&P and Integrated Oilfield Management Services that are built to address the management service white spaces in Africa's Oil & Gas and Energy Industries.

As an E&P player, our goal is to drive value-based partnerships by aligning with likeminded organizations to jointly exploit assets.

As a Management Services Group of Companies, we are designed to bring significant value to E&P companies by integrating our proven project delivery systems to effectively and safely achieve set objectives.

SpringRock has an intimate knowledge of Africa and a proven ability to deploy successful innovative operating systems and deliver outstanding results. We also have the ability to manage local risks and conduct business at high ethical standards, which is one of the key drivers for our success.

"Wells constructed by SpringRock are producing better than wells previously drilled in the same field due to the use of our unique models in real-time while drilling and for delivery of well completions. Speak to us on how to increase the 1P reserve recovery in each of your wells!"

We moved operational and execution efficiency, into the next level via business expansions in new domains: **CBIT Industries Limited** for development of software platforms, programs, applications, and IT solutions. **5C Limited** focused on Talent Acquisition & Development and Organizational Operations Efficiency. **bitMARTe** - Set to become one of the leading eCommerce Platforms and Premiere Service Provider in Africa. bitMARTe is the newest member of the group.



Business Services

Software Platforms & Applications

eCommerce

SpringRock Business Groups

SpringRock E&P Investments



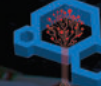
SpringRock Energy Ltd



SpringRock mCONSULTS



SpringRock Crystal Industries



SpringRock Gemini Resources



SpringRock Alliance World



20A Babatunde Anjous Avenue, Off Admiralty Way, Lekki Peninsula Phase 1, Lagos State, Nigeria.
Director Business Development and Operations
Email: Abiodun@springrockgroup.com Phone No: 0908 751 6841
www.springrockgroup.com

Oil & Gas



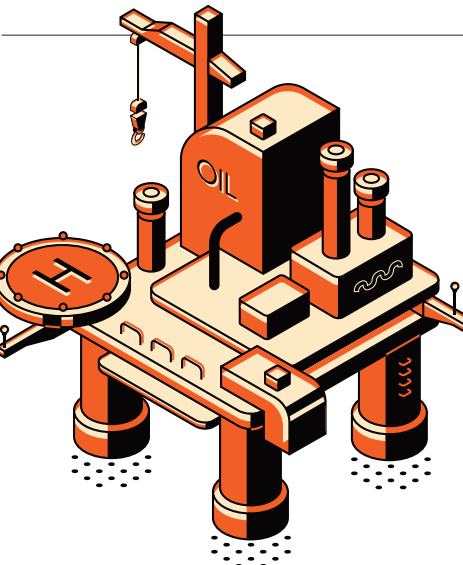
Nigeria holds the largest natural gas reserves on the continent and, according to BP's estimates of 2022.



It was ranked sixth globally among exporters of liquefied natural gas (LNG) in 2021.



The country's exports of natural gas rose by 14% in 2021, accounting for 9.24% of total exports.



Ejovi Dredges: Holistic logistics for the oil and gas industry



With unparalleled expertise in the field, Ejovi is rising to the top of specialized services in the industry.



Dredging & Land Reclamation.



Pipeline Installation & Maintenance.

With a multi-disciplined team of experts offering a range of specialized services

to the African Oil & Gas industry, Ejovi Dredges have become a key player in all things logistics. Covering all phases of project development, from dredging and land reclamation to marine support and security services, construction and pipeline maintenance and installation, Ejovi has been involved in the largest oil and gas projects in Nigeria for over three decades. "We have great expectations about what we can achieve", says Managing Director Mr. Oghenegaren Ejovi, "and we try to develop in all fronts at once, not one by one".

In fact, the company has branched out into drilling waste management, drilling fluid services, procurement, procurement and even hospitality, which certainly accounts for its tremendous growth over the past two years, during which it has increased its workforce by 40%, acquired a large number of assets and overall grown twice its size. "Our key function is logistics, be it in movement, security, accommodation and even personnel management", explains Mr. Ejovi, "that is the heart of our operation, and all our growth is designed with the vision to offer the best logistics services available".

Following this vision, Ejovi has found a

«Our key function is logistics, be it in movement, security, accommodation and even personnel management, that is the heart of our operation, and all our growth is designed with the vision to offer the best logistics services available.»

OGHENEGAREN EJOVI



OGHENEGAREN EJOVI
MANAGING DIRECTOR OF EJOVI

«The nature of our business does not limit us to a single country.»

OGHENEGAREN EJOVI

growing number of international partners and is currently supporting not only foreign developers in Nigeria but also large-scale pipeline and construction projects in India and other Asian countries. "The nature of our business does not limit us to a single country", adds Mr. Ejovi, "and we aim to compete in the international arena with the best of them".

The secret to this tremendous success, according to Mr. Ejovi, is simple: they care. "Caring begins at home", says Mr. Ejovi proudly, "and when a company cares for you, you care for your clients". With this philosophy in mind, the company follows a structure and processes designed to back all their workers not only in their professional development, but in their personal life as well. "We set an example by working with integrity, and more than a job, we offer a sense of belonging", Mr. Ejovi adds.

In the horizon of new projects and part-

«We are excited about new partnerships with US companies and we have been working hard in getting our procedures up to par with US requirements and expectations so that we may work harmoniously together.»

OGHENEGAREN EJOVI

nerships for the coming future, the company is setting its aims towards the US market, encouraged by the new government's efforts to propel the arrival of US companies and investment. "We are excited about new partnerships with US companies", says Mr. Ejovi, "and we have been working hard in getting our procedures up to par with US requirements and expectations so that we may work harmoniously together".

Yet American capital has been historically reticent to enter the Nigerian market, despite being greatly attracted by a market larger than any other in the African continent, with

an overwhelmingly young workforce in the process of professionalization, and a legal and financial framework guided by democratic principles. According to Mr. Ejovi, such reticence has largely been due to the perception of risk, related to the difficulties inherent in navigating a complex industrial sector, but the rise of companies such as his, with the know-how of the country and the ability to offer world-class services with international standards, is sure bring about a new era for business in Nigeria. "It all comes down to knowing the industry from the inside", he explains, "and if you do, like we do, then Nigeria is no doubt the place to invest". ■

«It all comes down to knowing the industry from the inside and if you do, like we do, then Nigeria is no doubt the place to invest.»

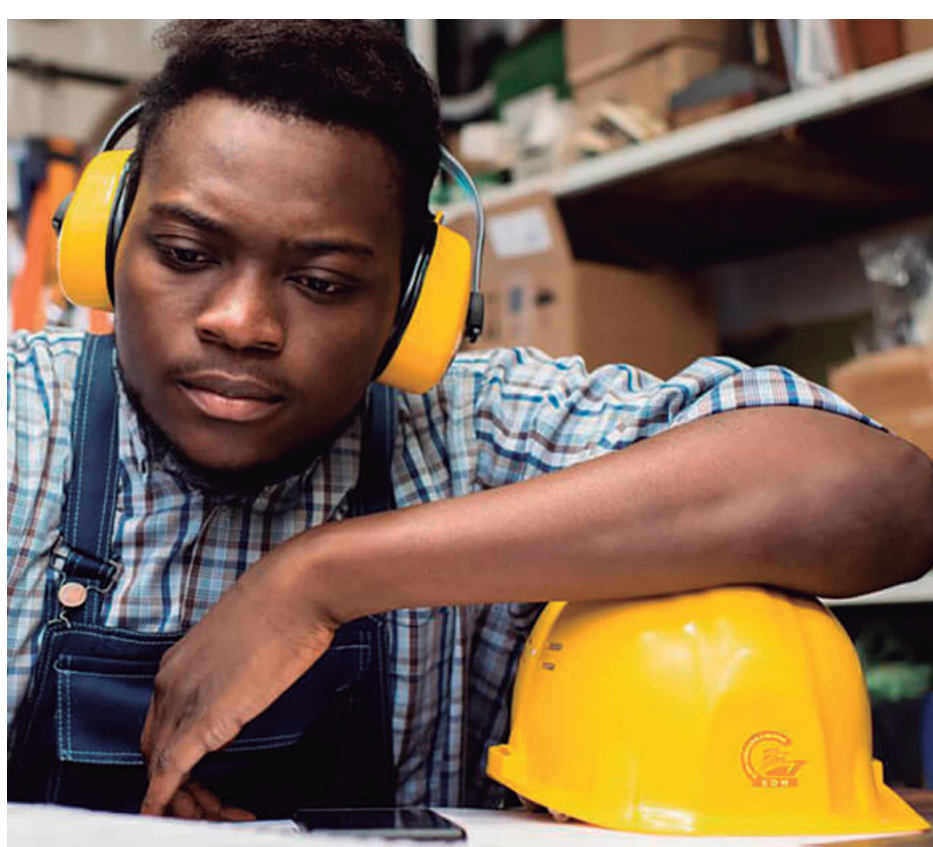
OGHENEGAREN EJOVI



Procurement solutions.



Marine Support Services.



Engineering, Procurement, Installation & Construction.

Safety & Assurance



Internet access grew from 26% to 38% over the past ten years, now covering 108 million people.



Insurance market has a turnover of US\$1.916 billion and penetration rate of 0.37%



Post Assurance Brokers: client-oriented insurance with a global outlook

By tackling all aspects of the Nigerian economy, the company has ensured its place in the future.

Founded in 1985, Post Assurance Brokers entered the Nigerian market offering risk management, commercial and personal insurance services, and swiftly began to grow into one of the most prominent insurers in the continent.

Today, licenced with ISO certification, winners of the 2017 European Quality Award, Post Assurance boasts a portfolio that speaks to their ability of taking its operations globally. According to CEO Mr. Olalekan Ajisafe, their success is largely based on a highly professional team lead methodically and with transparency. “We are well grounded professionally, ethically, and in best practices”, he explains, “so we believe in our ability to keep growing and to defend our ground”.

«We are well grounded professionally, ethically, and in best practices, so we believe in our ability to keep growing and to defend our ground.»

OLALEKAN AJISAFE

With an 18% growth rate since the pandemic and a projected 20% for next year, they are indeed in good shape. Its services



OLALEKAN AJISAFE
CEO OF POST ASSURANCE BROKERS

today extend to aviation, oil and energy, property and construction, agriculture, and marine operations with clients such as Caverton Marine Offshore and Shell. Partnered with American insurance giant Lockton LLP and opening their international operations base in London, they are ready to go global. “What Nigeria needed was a government able to facilitate business with the US and seal the partnership between our two democracies,

«What Nigeria needed was a government able to facilitate business with the US and seal the partnership between our two democracies, and that is what the newly elected President Asiwaju Bola Tinubu can do.»

OLALEKAN AJISAFE

«There has never been a better time to invest in Nigeria.»

OLALEKAN AJISAFE

Insurances our Services

AVIATION

OIL & ENERGY

PROPERTY & CASUALTY

MARITIME INSURANCE

CONSTRUCTION/ERECTION

AGRICULTURE

AUTO

and that is what the newly elected President Asiwaju Bola Tinubu can do”, says Mr. Ajisafe. “There has never been a better time to invest in Nigeria”. ■

Delivering The Best Insurance And Risk Management Solutions

We are integrated insurance professionals, providing cutting-edge insurance services and consultancy for Government and corporate organizations that value best.



POST ASSURANCE BROKERS
RISK MANAGEMENT & INTEGRATED INSURANCE CONSULTANTS

info@postassurancebrokers.com
www.postassurancebrokers.com

Corporate Head Office
47, Raymond Njoku Street,
Off Awolowo Road, Ikoyi,
Lagos,
Nigeria.

Tel: +234 291 8531

London Office
70, White Lion Street,
Angel London
N1 9PP,
United Kingdom.

Tel: +44 204 549 2126
+44 204 549 2246

Abuja Office
Sterling Tower,
Plot 1083 Muhamadu Buhari Way
Central Business District,
Abuja

Mobile No: +234 802 340 8418

Construction & Development



\$900 million Nigeria Erosion and Watershed Program has benefitted over 12 million people.



Renewable energy accounts for 16.4% of total capacity, expected to reach 23% in 2025.

Allott Limited: indigenous knowledge at the service of engineering development

With a track record of nearly fifty years, Allott has become a key partner for environmental projects in Nigeria.

Originally established as the Nigerian practice of a UK consulting firm, Allott Nigeria has become one of the key players in engineering consulting in the country, offering a range of services from feasibility studies, environmental assessments, and construction supervision.

According to Managing Director Mr. Attahiru Bala Usman, the firm's success is largely due to their focus on developing indigenous knowledge of Nigeria's industrial and environmental possibilities. "Data cannot be transplanted from other natural environments", explains Mr. Usman, "and so our ability to provide top class consulting is based on our access to long-term data from marine and environmental institutions with specific knowledge of our country".

«Data cannot be transplanted from other natural environments and so our ability to provide top class consulting is based on our access to long-term data from marine and environmental institutions with specific knowledge of our country.»

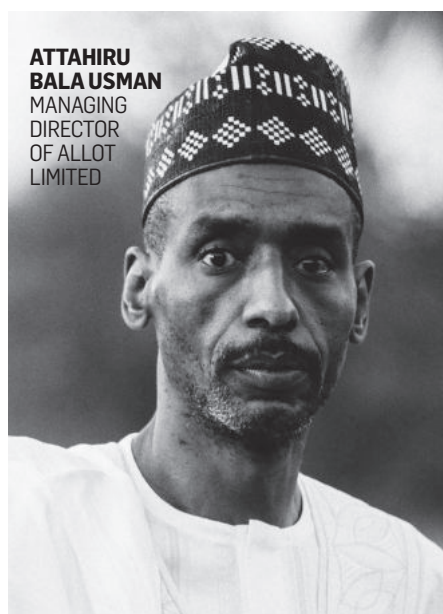
ATTAHIRU BALA USMAN

«All countries face the same environmental challenges, and so we must put our local experience at the service of global solutions.»

ATTAHIRU BALA USMAN

In fact, the company's focus on the value of indigenous science has proved extremely successful and has brought about growing collaborations with international companies developing projects in Nigeria, a field of possibilities Mr. Usman believes can hold the key to the future. "We are indigenous and open to collaboration, and that makes us unique", says Mr. Usman proudly. "All countries face the same environmental challenges, and so we must put our local experience at the service of global solutions".

Among these projects is an ambitious environmental & social impact assessment study of the Kano-Maradi trans boundary railway project connecting Nigeria to Niger Republic, for which the company worked alongside the neighbouring country and developed a framework for trans-border scientific collaboration. According to Mr. Usman, political stability in the country has played an enormous part in the sector's growth, facilitating the sharing of knowledge and expertise. "I am very optimistic about our new government, willing to bring Nigerian technical sectors to the global



ATTAHIRU BALA USMAN
MANAGING DIRECTOR OF ALLOT LIMITED

«I am very optimistic about our new government, willing to bring Nigerian technical sectors to the global arena and to support Nigerian companies in the path to growth.»

ATTAHIRU BALA USMAN

arena and to support Nigerian companies in the path to growth", he explains.

«We keep up to date with global advances in technology through seminars and conferences, because we believe our brightest minds should work for the benefit of our country.»

ATTAHIRU BALA USMAN

Indeed, with engineering projects augmenting steadily over the past ten years in the country, a growing market is rapidly multiplying Allott's possibilities of expansion, and the company is focused on keeping up with the pace. Their main strategy has been to develop new teams of technically trained Nigerian engineers that know their country well but also know how to work alongside foreign partners. "We keep up to date with global advances in technology through seminars and conferences, because we believe our brightest minds should work for the benefit of our country", says Mr. Usman.

With America as a key partner in this push towards modern industrialization, providing the technical knowledge and the experience of past environmental challenges, Mr. Usman believes the growing interest of American investors will continue. "Due to our presidential democracy and similar legal framework, Americans are learning that Nigeria is also a land of the free." ■

EFFICIENT, INDIGENOUS, CREDIBLE, COST EFFECTIVE TECHNICAL CONSULTING SINCE 1975

With over 45 year's experience and over 500 projects executed for both public and private sector clients in Nigeria. Allott have the experience and expertise to deliver efficient and cost effective technical consulting services.



Allott (Nigeria) Limited

Consulting Engineers

Since 1975

SERVICES OFFERED

- Technical feasibility studies
- Engineering designs
- Construction supervision
- Environmental & social impact studies

www.allottnigeria.com

Elalan Construction: building a strong foundation for Nigeria

By offering holistic services, Elalan has risen to the top of the construction sector in the country.

Specializing in all the aspects of construction, Elalan stormed the Nigerian market offering holistic services that include design, building, marketing, and property management.

The move has proved successful in making them the first choice for businesses developing property, and to foreign investors looking to settle their businesses in Nigeria.

According to Managing Director Mr. Andrea Geday, the key to their success is their ability to

«There is no limit to quality, but there is always a limit to price, so our job is to find that spot in the middle that most benefits our clients.»

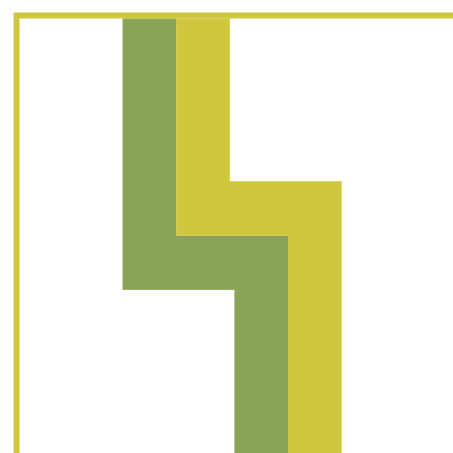
ANDREA GEDAY

find the balance between high quality services and creating value for its clients. "There is no

limit to quality", he explains, "but there is always a limit to price, so our job is to find that spot in the middle that most benefits our clients".

In a sector highly dependent on imported materials and technical knowledge, this has been no easy achievement. In order to tackle it, Elalan created its own technical school, in which talented Nigerians are trained in all abilities ranging from electrical installers to painters and bricklayers. "This is the first school of this kind in the country, and now we have nearly 3000 employees mostly trained by us", he adds with pride.

Despite challenges in inflation and FX scarcity, Mr. Geday is convinced that Nigeria stands as an ideal destination for investment, due to the size of the local market and of its young population, which guarantee that businesses set up correctly can only thrive. "Nigerians are very inventive, they always find a solution", he says, speaking from experience, "and Nigeria will always be there". ■



ELALAN
CONSTRUCTION COMPANY
Live Different

Tourism

28 billion

Tourism made US\$2.3 billion pre-pandemic, and is expected to reach 28 billion by 2025.



Yearly number of arrivals hit a record 6.2 million in 2016 and is expected to return by 2026.



Hospitality industry has grown by 12% since 2019 due to rising hotel rankings.

Sun Heaven Hotels & Resort: a home in Nigeria for visitors from all over the world

With six luxury hotels and two more on the way, Sun Heaven is redefining the hospitality industry.

Seginning his career as a porter in a small hotel in his home state of Kwara, Sun Heavens Group General Manager Zulu Ibrahim can boast of truly knowing the hospitality industry from the inside, having occupied almost every single staff position from service to management in hotels large and small. Today, as Group General Manager of one of the most successful hotel chains in the country, Mr. Ibrahim is sure the rise of Sun Heaven Hotels is largely due to his experience regarding what it is that makes a great hotel work to perfection. “Eventually I undertook postgraduate studies in management, business administration and finance”, he adds with a smile, “but by then I already knew the hotel business inside and out”.

Starting with a 25-room boutique hotel in Victoria Island in Lagos, the company now runs six different hotels in Lekki, Parkview in Ikoyi, and Asokoro in Abuja, and is in the process of building two more, expected to open this year. Catering mainly to local and foreign businesspeople, the hotels are equipped with state-of-the-art facilities for holding large meetings and conferences and are designed to satisfy the needs of an international clientele. “We are proud of being an indigenous company, but we also want our customers to have access to the comforts offered by any hotel in the world”, explains Mr. Ibrahim.

In fact, having among their recurrent clientele foreign & domestic oil companies and service providers, government institutions, and British and Italian multi-nationals, the chain has strived to accommodate all needs, from dedicated services to their restaurant menus, which offer a wide variety of cuisines. “In every hotel I have worked in, I have learned something new, and I have brought all those ideas to Sun Heaven”, explains Mr. Ibrahim.

Part of this vision to accommodate all tastes and needs, are the dedicated apartment rooms for businesspeople traveling for longer periods, and of which the chain has already completed 8 in Abuja and is developing 8 more for the coming year. “We



Sun Heaven Hotel Ikoyi

started small”, says Mr. Ibrahim, “but we are growing fast, and our aim is to become the largest indigenous hotel company in Nigeria, not only present in all 36 states but also in Ghana and South Africa, and why not in Europe and beyond”.

And indeed, Sun Heaven seems to be on a sure way to the top, undergoing several development projects and currently employing over 260 staff members in their branch-

« Attracting US investors could be the greatest economic achievement of my generation, because it will stabilize the economy and allow indigenous businesses to grow.»

ZULU IBRAHIM



ZULU IBRAHIM
GENERAL
MANAGER OF
SUN HEAVENS
GROUP

es, professionally trained to offer top-level hospitality. “Working with our staff is how we make our service excellent, but it is also how we strive to create jobs, and make sure as many people as possible can avoid going through the hardships of the past”, adds Mr. Ibrahim.

With a newly elected government working to support Nigerian companies in all main sectors through fostering foreign investment, the company’s plans for growth seem to be well-supported, and Mr. Ibrahim is highly optimistic about the future, especially regarding the US market. “Attracting US investors could be the greatest economic achievement of my generation”, he explains, “because it will stabilize the economy and allow indigenous businesses to grow”. In fact, with the largest market in Africa and an enormous potential for growth, encouraging investment and facilitating the entry of international companies could prove highly beneficial for Nigeria’s eco-



different
6hotels

in Lekki, Parkview in Ikoyi, and Asokoro in Abuja, and is in the process of building two more, expected to open this year.

nomie future. “To achieve this, we have to stand tall, and show investors we are ready for them, and can work with them professionally and transparently”, adds Mr. Ibrahim.

For the hospitality industry in particular, one important path to growth will be the development of Nigeria’s tourism infrastructure, still in its infancy despite its numerous and unique natural treasures, its wildly rich cultural history, and the variety of experiences it can provide to international visitors. “We must put all our efforts in developing our tourism because it could provide an incredible source of revenue for all Nigerians, and because we have so much to show to the world”, adds Mr. Ibrahim.

And Sun Heaven has already begun to gear up for this bright future, designing its new luxury hotel in Lekki not only as a hub for business but also as leisure accommodation from which to enjoy the area’s beauty as a visitor, and it has found tremendous success among businesspeople looking for enjoyment afterhours and among tourists. “I want to tell the international community that things are happening here”, concludes Mr. Ibrahim, “and this is the time to come invest in Nigeria”.



**SUN HEAVEN
HOTELS & RESORT**

Try Our Heaven, Feel The Difference

Stillwaters Law Firm: securing solid ground for a vibrant economy

With its unparalleled expertise and knowledge of the legal system, the firm is a key partner for investors in Nigeria.

Specializing in corporate and commercial law, intellectual property and litigation in these areas of practice, Stillwaters represents over 600 foreign multinationals, financial institutions, industries and small and medium-size businesses and private entrepreneurs. Based in Lagos and Abuja in Nigeria, the firm has associate offices in Cameroon and Angola to cover matters directly related with Intellectual Property within Sub-Saharan Africa.

«We pride ourselves on protecting the interests of corporations and investors that bring value to the Nigerian economy.»

AFAMEFUNA NWOKEDI

The firm has provided comprehensive business advisory services in all aspects of commercial overseen numerous large-scale transactions earning itself an enviable reputation for navigating the Nigerian legal system for companies looking to enter the local market. “We pride ourselves on protecting the interests of corporations and investors that bring value to the Nigerian economy”,

«The adoption of the long awaited and drafted IP Policy by the new government will articulate and provide a clear pathway for a new phase of Nigeria’s development drive.»


AFAMEFUNA NWOKEDI

explains Principal Council Mr. Afamefuna Nwokedi.



A key element of their strategy is the continuous development of capacity and an insatiable quest to keep abreast with trends and developments in the ever changing legal landscape in Nigeria, Africa and the international arena. According to Mr. Nwokedi “Intellectual property is the bedrock of every business”.

He goes on to say that “the adoption of the long awaited and drafted IP Policy by the new government will articulate and provide a clear pathway for a new phase of Nigeria’s development drive.”

Indeed, new provisions for ease of doing business are welcoming a new era of foreign investments in the country and new possibilities of growth for specialized service providers such as Stillwaters Law, and Mr. Nwokedi is optimistic about what the near future holds in terms of innovation, investment, and growth. “It’s not just



**Stillwaters
Law Firm**

PEOPLE  INTEGRITY  SERVICE

NIGERIA ... ANGOLA ... OAPI

Safeguarding IP in Africa

SERVICES

Intellectual Property
Media, Entertainment, Technology and Sports
Litigation

E-mail: info@stillwaterslaw.com | admin@stillwaterslaw.com
Tel: +234 (0) 1454 7179 | +234 (0) 1 460 5471 | +234 (0) 1 454 4914
2nd Floor, 11 Awolowo Road, Ikoyi, Lagos, P.O Box 56161, Ikoyi 101008, Lagos, Nigeria
WWW.STILLWATERSLAW.COM

about having the right policy, you must have the capacity to drive the policy and aside from being endowed with an enormous market potential, and a dynamic business sector that makes us the ideal destination for investment, Nigeria has the enviable capacity within the context of international best practice to articulate, drive and fully implement the policies it brings to bear”, he concludes. ■

«Nigeria has the enviable capacity within the context of international best practice to articulate, drive and fully implement the policies it brings to bear.»

AFAMEFUNA NWOKEDI

SUN HEAVEN

TRY OUR HEAVEN,
FEEL THE DIFFERENCE

- ◆ Gym
- ◆ Free Parking
- ◆ Swimming Pool
- ◆ Complimentary Breakfast
- ◆ High Speed Wireless Internet
- ◆ 24hours Security, amongs others.....



SUN HEAVEN
HOTELS & RESORT



SUN HEAVEN
RESIDENCE

HOTELS

ASOKORO 36, Mamman Nasir Street, Abuja. Tel: +2349093892086

IKOYI Plot 8, Onikoyi Lane, Parkview Estate, Ikoyi, Lagos. Tel: +2349087492937

VICTORIA ISLAND 191A, Adeleke Adedoyin street, Lagos. Tel: +2348066187774

LEKKI Block 9, Plot 8, Admiralty Road, Lekki Phase 1, Lagos. Tel: +2349090570042

RESIDENCE

LEKKI 8 Amaechi Onuoha Crescent, Lekki, Lagos. Tel: +2349085557664

ASOKORO 15, Kofi Annan, Asokoro, FCT, Abuja. Tel: +2349085549779

sunheavenhotelsandresort  @sunheavenhotels_resort

 www.sunheavens.com [sunheavenhotel](https://www.facebook.com/sunheavenhotel)

 info@sunheavens.com

Tourism



Revenue of hotel industry is projected to reach US\$1.22 billion by the end of 2023.



Hospitality industry contributed 3.6% of GDP in 2022, and is expected to reach 5.4% next year.



Hotel sector expected to have 12% compound annual increase over next five years.



CAPTAIN ADO
SANUSI
CEO OF AERO
CONTRACTORS

Aero Contractors: new wings for Nigeria's most unique aviation company

By developing its maintenance capability during the pandemic, the company has stemmed the tide and is flying higher than ever.

From its humble beginnings as an air charter operation in 1959, Aero Contractors has become one of Nigeria's most successful indigenous aviation companies, providing both rotary and fixed wing services to all the major oil and gas players working in Nigeria and in West Africa. "Ours is a very unique company", says CEO Captain Ado Sanusi, who joined the company in 2017. "Today we provide charter, oil and gas flight services, maintenance and overhaul, run a training institution and have a mainstream airline as well".

In fact, one of the company's major successes was their strategy for facing the long hiatus in flight business caused by the pandemic, which consisted in developing their heavy

maintenance ability. Receiving certification to provide C Checks on Boeing models 737-300, 737-400 and 737-500 and opening a new MRO division (Maintenance Repair Organisation), the company specialized in servicing planes from airlines within and outside the country until it was able to resume flights late last year. "Our esteemed customers began flying with us right away, showing they believe in the brand and making us all very proud", says Captain Sanusi with a smile.

An aggressive short-term strategy to get back in the air resulted in six aircraft currently in operation, and four more projected to be flying by next year, when the company will launch its West Africa operations in full and expects to open 12 new destinations in Nigeria for commercial flights. "Numbers are looking good", confirms Captain Sanusi, "we are averaging load factor at 65%, which is impressive for a company that was forced to shut down its flights during the pandemic". Today, Aero operates passenger services with the Bombardier Dash8 Q300 (a modern 50-seat pressurized turboprop aircraft), and the Boeing 737-400 and 500 variants, with 104 to 140 seats, as well as Q-400 (with 74 seats).

According to Captain Sanusi, Aero's success rests largely on its ability to provide safe, reliable, and on-time air transportation, while delivering to customers the highest standards of professionalism and efficient customer services. "Aero has always aimed to be a step ahead", he adds, "with a strong focus on innovation, convenience, reliability and affordability".

Yet major challenges still lie ahead for indigenous companies such as Aero which rely heavily on foreign contractors and supplies, and therefore can be particularly affected by instability in foreign exchange rates and obtrusive regulation and taxation. "Lack of access to foreign exchange is particularly dangerous for aviation companies, as is the multiple taxation system now in place which plays against us, because a country cannot tax itself to economic prosperity", Captain Sanusi explains.

Yet optimism in the future has been brought back by the new President's intention to bring new hope to Nigeria supporting the development of indigenous companies and fostering foreign investment. "Aviation is a catalyst of economic growth", says Captain Sanusi, "and with the new govern-

«Africa is the last frontier of aviation, it is a green field for international investors.»

CAPTAIN ADO SANUSI

ment we feel we are finally putting round pegs into round holes". Indeed, with the promise of a government of national competence, in which appointments are guided by expertise in the field and by accountability, the future seems more promising every day, and the sky is literally the limit.

The reason for such optimism is the great potential of an aviation sector in a country with the market size of Nigeria, which has the ability to provide 10 million yearly travelers within the nation alone, a number that grows greatly considering the West African sub-region. "Africa is the last frontier of aviation", says Captain Sanusi, "it is a green field for international investors".

The key to the future is attracting investment and innovation development from the US, with which Nigeria has already signed an open sky agreement, showing that American companies are eager to tap this potential. "We need to let them know that we are doing things right in Nigeria", concludes Captain Sanusi, "that there is nowhere else in the continent with such promising avenues for investors, and that right now Nigeria is the place to be". ■

«Aviation is a catalyst of economic growth and with the new government we feel we are finally putting round pegs into round holes.»

CAPTAIN ADO SANUSI

«Today we provide charter, oil and gas flight services, maintenance and overhaul, run a training institution and have a mainstream airline as well.»

CAPTAIN ADO SANUSI



aero 
...the reliable way to fly

Let's
FLY YOU

Reliably and in Comfort

Do you want to book a **Charter flight?**
Do you want to be a **Travel Agent?**
Do you want to **Travel as a Group?**

We are pleased to welcome you on board.



Send a mail now to:

Charter: chartersales@acn.aero

Agent: travelagencydesk@acn.aero

Group Booking: gdm@acn.aero

OR

contact our executive team on
executiveteam.cmcl@acn.aero.

ICT & Future



Nigeria is Africa's largest ICT market with about 82% of the continent's telecoms subscribers.



The government approved 5G in 2021, and NCC has completed auctions for the 3.5GHz spectrum.



Nigeria has over 206 million mobile subscriptions. MTN dominates the market with over 79 million subscribers.

NITDA: Turning Nigeria into a tech superpower

Through an aggressive plan of technological development, NITDA is connecting Nigeria to the world of tomorrow.

A techie at heart, NITDA Director General, Mr Kashifu Inuwa Abdullahi began as an engineer, but moved on to solution design when he learned that the key to developing businesses was in using the technology available to yield the best possible results. From his role as Technology Architect at the Central Bank of Nigeria, where he worked on the country's cashless infrastructure, he moved to the National Information Technology Development Agency (NITDA) as Technical Assistant to the immediate past Director General, whom he eventually succeeded. "It was eye-opening to me", says Mr Inuwa, "I had always wanted to be Chief Information Officer of a company, and in NITDA I became the Chief Technology Officer of Nigeria".

Established in 2001 to implement the country's pioneer National IT policy, the Agency had a paradigm shift in 2019, when it was tasked with implementing substantial initiatives of the newly crafted National Digital Economy Policy and Strategy (NDEPS), focusing on using technology to foster economic growth and devel-



KASHIFU INUWA ABDULLAHI
NITDA DIRECTOR GENERAL

opment. Under the leadership of Kashifu, the Agency's target became to make Nigeria a key global player in technology innovation by playing to the country's strengths: the largest market in Africa, with a large and young population with the power of becoming a global tech talent hub, while closing the talent deficit gap faced by world. "Talent is the keyword", explains Mr. Inuwa. "We already supply the world with talent in sports, music, and films, so we believe we can do it in technology as well".

Such a difficult task required tackling many areas at once. For this purpose, NITDA designed a plan based on seven strategic pillars, the first of which is developmental regulation. "We call it developmental because its purpose is not to stifle innovation, but to unlock opportunities and work hand in hand with the industry", the DG explains. In this spirit, a policy was drawn to democratize access to markets, enable innovation, protect consumers and suppliers, and increase efficiency in service delivery, with one underlying approach: a non-ruled regula-

«Remote work in the tech industry could produce over \$50.9 billion annually in foreign exchange earnings, so our main task is to get our people into the global value chain.»

KASHIFU INUWA ABDULLAHI

tion that allows and encourages industries to set their own standards. "The time that government sits in an office and used armchair theory to produce regulation is gone, we have to work within the ecosystem", he explains.

With the startup ecosystem in mind, the Agency focused on digital transformation, digitizing conventional government and business processes while also fostering digitalization, using the power provided by technology (ubiquitous data, unlimited connectivity, and processing power) to provide solutions for innovative startups. From 2019 alone, NITDA has impacted in this way 219 startups that have won prizes all over the world and more importantly have created 14,000 jobs in the country. This has no doubt accelerated the job creation drive aimed at closing the gap in tech jobs and even help address the country's forex challenges. "Remote work in the tech industry could produce over \$50.9 billion annually in foreign exchange earnings, so our main task is to get our people into the global value chain", the optimistic Kashifu projected.

1,036 IT Centers Established

36,662 Digital Literacy Training

7,680 Jobs Created

For this, the key is indeed training in skills and capacity building, the second pillar of NITDA's roadmap which is already underway. Providing training for over 200,000 Nigerians and focusing strongly on promoting BPO, the aim is to become the global preferred outsourcing destination, perhaps even over India, making the most of the fact that Nigerians are young, speak English, and enjoy a convenient time zone. "Digital economy is knowledge-based, and talent is our most valuable resource", he added.

As the race for new technologies increases, NITDA is keen on capturing value from innovation, which is why it dedicated specific policy to target blockchain technology, training 32,000 Nigerians in the emerging field. Cybersecurity, which costs the world 6 trillion dollars, and finally artificial intelligence, which according to the Nigeria's CTO is where the country could make the largest leap forward: "We want to make Nigeria a superpower in AI because it will make us a force to be reckoned with when it comes to technology".

To make this all happen, the Agency is lastly working on securing investments from the US, which also use non-rule-based regulation, lead in innovation, and need the talent that Nigeria can provide, holding the key to developing a continent with 20% of the global population. "Providing talent and attracting investors into the startup ecosystem is how we move onto the big leagues", concludes Kashifu Inuwa with a smile. ■

«We want to make Nigeria a superpower in AI because it will make us a force to be reckoned with when it comes to technology.»

KASHIFU INUWA ABDULLAHI

«We call it developmental because its purpose is not to stifle innovation, but to unlock opportunities and work hand in hand with the industry.»

KASHIFU INUWA ABDULLAHI

NITDA
National Information Technology Development Agency

OUR FUTURE IS IN OUR hands

No. 28, Port Harcourt Crescent,
Off Gimbiya Street
P.M.B. 564 Area 11, Garki Abuja, Nigeria

Tel: +234 816 840 1851
email: info@nitda.gov.ng

ICT & Future



Lagos state government announced the construction of a free tech zone that will become a major technology cluster.



The Broadband Plan is designed to deliver data download speeds of a minimum 25 Mbps in urban areas, and 10 Mbps in rural areas.

Bolton White Group: Local comfort open to the world

Already a household brand in Nigeria, Bolton White hotels are taking their winning formula to the rest of Africa

Founded twenty years ago by the father of current Managing Director Kingsley C. Obiukwu, Bolton White hotels have become a household brand in Nigeria as an indigenous, family-run business that rose to the top of the hospitality industry by offering an unmatched service in accommodation. Today the group runs five hotels in Abuja, is opening a new one in Lagos, and runs a line of luxury apartment rentals in the capital.

With 176 luxury bedrooms, en-suite and self-catering, the Classic Hotel is a favorite among

business travelers from all over the world working with multinationals or on government business. Its location, only 30 minutes from the International Airport and five minutes from the International Conference Center, the National Assembly and the Federal Secretariat, makes it ideal for business travelers. In fact, the hotel is equipped with various conference and banqueting facilities, with seating capacity of 160 to 200 people, and are regularly used to host meetings and celebrations for the many international corporations that have their bases in Abuja. "My father built the Classic Hotel with the idea that Nigeria would

grow to be an African hub for international companies, and he was right", says Mr. Obiukwu.

Yet locals also grew fond of the Bolton White brand, attracted by the professionalism in service and the fact that nearly all the 8000 people employed by the hotel are Nigerians, trained by the hotel itself. For a crowd looking for a more comfortable setting in which to relax while visiting Abuja or to celebrate weddings and special occasions, the Group created the Bolton White Hotel Premium, a luxury resort in the heart of Garki, in one of the most secure locations in the city, and designed to offer guests the best in Nigerian hospitality. "The Bolton White stays in people's memories because so many Nigerians have celebrated unforgettable moments in their lives in our facilities", adds Mr. Obiukwu with pride.

Complementing the Hotels are the Bolton White Apartments, set in the most prestigious neighborhood of Abuja and offering long-term visitors in the capital distinctive and stylish accommodation in studios, exclusive lofts, and elegant bedroom apartments to ensure a home away from home for those remaining



KINGSLEY C. OBIUKWU
MANAGING DIRECTOR OF BOLTON WHITE GROUP

longer. "We designed the apartments so guests could feel at home in them, but in a home in which all daily tasks are done for them, and they need only to focus on what they came here to do", adds Mr. Obiukwu.

With a strong presence in Nigeria, the Group is now designing an aggressive plan for expansion into other African capitals, looking to take the Bolton White brand to other countries and make it a recognized brand in the whole continent. "For this purpose we are looking to partner with US investors, our biggest customers, so that we can send a message all over the world saying come discover Africa, come discover what Nigeria has to offer", concludes Mr. Obiukwu with a smile. ■

Lendsqr: Letting people build their dreams

By commodifying lending technology, Lendsqr is revolutionizing credit in Nigeria

Founded by Mr. Adedeji Olowe, Lendsqr was born with one goal in mind: helping certified lenders land new business, by providing the data technology and know-how that makes lending efficient and safe. "If Nigeria, and Africa, was going to transform, we needed to have credit", he explains, "and so we did what no one was willing to do".



ADEDEJI OLOWE
FOUNDER / CHIEF EXECUTIVE OFFICER AT LENDSQR

Today, with 1.4 million customers and 3,200 registered lenders, and ready to double that amount by next year and expand to the rest of Africa, Lendsqr is helping thousands of new small businesses come to life, helping to solve the credit gap, and improving the lives of millions.

With simplified SaaS platform for smart loan decisions, and one of the largest blacklist to screen borrowers, Lendsqr is creating a one-of-a-kind data ecosystem in which lenders and borrowers can de-

velop in safe and cost-efficient ways. "That's what makes me proud about this company", concludes Mr. Olowe, "it lets people build their dreams." ■

«lets people build their dreams.»

ADEDEJI OLOWE

Touch and Pay: taking Nigeria beyond cash

Through NFC technology, the company is modernizing payment in the country.

Until recently, all micropayments in Nigeria, that is transactions

under 10 dollars, occurred in cash exchanges, allowing no record for transactions, inconveniencing users with securing access to cash in a country that has had cash crises, and costing the government often more to move the cash than the value of the cash itself. This is why indigenous IT company Touch and Pay developed Near Field Communication technology to allow for digital and off-line micropayments between businesses and individuals as well, tackling, according to CEO Olamide Afolabi, a problem that is not only technical: "payment is a social problem, technology is just the medium to solve it, and we have the technology, so we want to help solve this problem for people."

With 3.5 million customers currently, and a goal of reaching 7 million by the end of 2024, the company is surely in the right track and with the right idea: by leveraging the use of NFC, its services are now widely used not only for transactions which save customers the need to worry about cash, but for communicating ideas, products, services and information through end-to-end business solutions including prototyping, production, quality checking and product launches. "We cannot have another cash crisis in Nigeria nor in Africa; we want everybody in Africa to use money more effectively, securely, and intelligently," adds Mr. Afolabi.

Indeed, with plans of expanding into the rest of the continent, the company's services have ventured into all systems that can benefit from cashless infrastructure, such as transport,



OLAMIDE AFOLABI
CEO OF TOUCH AND PAY

«We cannot have another cash crisis in Nigeria nor in Africa; we want everybody in Africa to use money more effectively, securely, and intelligently.»

OLAMIDE AFOLABI

«Payment is a social problem, technology is just the medium to solve it, and we have the technology, so we want to help solve this problem for people.»

OLAMIDE AFOLABI

utility payments and grocery shopping, among others. For Mr. Afolabi, the end goal is not just to replace cash, but to create a marketplace in which also foreign investment - a key focus of the new government's economic agenda- can flow into Nigeria without fear of losing track of expenditure, making sure it goes where it needs to go, and ultimately making business in the country a synonym of transparency, accountability, and profitability. "Our aim is real financial inclusion", concludes Mr. Afolabi, "improving people's financial literacy so we all can make better, more informed decisions in the future". ■

«Improving people's financial literacy so we all can make better, more informed decisions in the future.»

OLAMIDE AFOLABI



ICT & Future



Lagos remains the top destination for investments going into what has been dubbed "Africa's Silicon Valley."



Nigerian fintech start-ups raised over \$1.3 billion in 2022 out of the \$4 billion invested in Africa.



The United States remains the leading source of investment, with nearly 60 percent of all fintech investment flowing into Nigeria.

Open Access Data Centres: a vision to bring Africa to the world

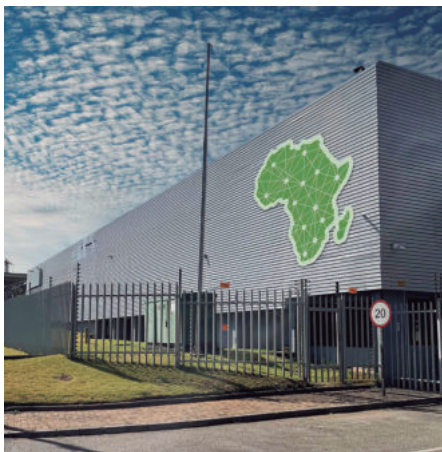
With the largest-ever investment in digital infrastructure, the company is revolutionizing connectivity in the continent.

Part of the WIOCC group, which provides wholesale connectivity solutions all over Africa, Open Access Data Centres is the group's bid to change the face of Africa's digital infrastructure. With a 500 million investment over the coming five years, OADC is developing carrier-neutral data centres and vibrant ecosystems of interconnection, while providing open access hyperscale connectivity. "This is just the start of the pan-African vision we are working towards", says company CEO Dr. Ayotunde Coker, "and we are quickly being recognized as a prominent African brand".

With core centres already running in Nigeria, South Africa, and the Democratic Republic of Congo, they are indeed on their way to connecting Africa to itself and to the world. Beyond these six hyperscale core data centres, which are open-access, tier-111 facilities, the



OADC Brackenfell Core Data Centre



OADC ISANDO Core Data Centre

company has 30 edge data centres, that is with core-to-edge architecture, that support improved application performance. "The Lagos centre is designed to be the most client-centric data centre in Africa", adds Dr. Coker.

First in the pan-Africa network to be certified by the Uptime Institute, the Lagos centre is designed to cater for telcos, ISPs, cloud operators, content providers, internet exchanges and major enterprises seeking to expand their business in Africa. Connected directly to the Equiano sub-sea cable, which connects South Africa to Portugal by way of Nigeria, the cen-

«The Lagos centre is designed to be the most client-centric data centre in Africa.»

AYOTUNDE COKER

«We're offering a fresh, client-centred approach to data centres in West Africa, providing innovative facilities and support that enable businesses to expand into new markets with greater flexibility and scalability.»

AYOTUNDE COKER

tre has already made significant impact on the market in terms of its rapid speed and flexible client solutions. "We're offering a fresh, client-centred approach to data centres in West Africa", adds Dr. Coker, "providing innovative facilities and support that enable businesses to expand into new markets with greater flexibility and scalability".

In simple terms, the company's goal is to make the transfer of information from and into Africa happen on a scale proportional to a continent considered the next significant growth area in the world, with a consumer market of great potential and already producing vast amounts of information for large markets at a global level. The key to this transformation is a combination of connectivity and data centre infrastructure able to bring information closer to points of consumption, which raises economic activity. "With 10% broadband penetration you can add 2.5 points to your GDP", explains Prof. Coker, "so our approach is extremely transformative for economic development".

The key to their success is their unique core-to-edge architecture, unifying local and core data centres fully connected into Africa's network so that content can be made available closer to where it is generated or consumed, and ever-greater volumes of data can be processed. "We are the partner of choice for companies tapping into this market, and together we are connecting Africa to the world", says Dr. Coker with a smile. ■

www.openaccessdc.net

enquiries@openaccessdc.net

Accelerating Nigeria's digital transformation with a world-class data centre in Lagos

A WIOCC GROUP COMPANY

Open Access
Data Centres LAGOS

Spleet: cracking the code on providing homes for Nigerians

With a vision to tackling housing problems in Lagos, prop-tech company Spleet is changing the rules of housing in the country.

In bustling and rapidly growing Lagos, many still face the challenge of finding accessible, affordable accommodation due the hurdles imposed by a lacking legal infrastructure which fails to protect landlords and secure housing for tenants. Having to pay two years' rent in advance in most of the country, and one year in Lagos, adds a great deal of pressure to the already difficult process of find-

ing a proper place to live. Solving that problem was the reason Spleet was created. "Our aim was to put technology at the service of people, connecting owners and tenants and simplifying the process for everyone's benefit", explains co-founder and CEO Akintola Adesanmi.

Backed by prop-tech giant MetaProp, the company managed to raise 3.7 million dollars in the seed round and began offering customers a marketplace in which to advertise and contract



AKINTOLA
ADESANMI
CO-FOUNDER
AND CEO

housing in an organized, secure way, creating a reliable system for monthly rent payment. Soon they added rent collection and verification services for landlords and have now launched their Rent Now Pay Later credit service, where tenants can borrow money for paying deposits and

rent. The company is expected to expand credit to 100,000 users by next year, and surpass the 1 million yearly revenue mark by 2024.

"We work on bringing solutions in what I call FACT: food, accommodation, clothing and transportation", Mr. Adesanmi explains: "if you are solving problems in those four areas, you can't go wrong." Looking to take their services nationally, the company is growing at tremendous pace, and is now looking for partners in venture capital and grant funding to substantially expand the offer accessible and affordable shelter for Nigerians. With a growing credit data base, the company is aware of its ability to bring value for US and European companies looking for ways of verifying Nigerians based in their countries or for up-selling and cross-selling layered solutions in other aspects of life. "The future is coming to Nigeria", concludes Mr. Adesanmi, "and we are proving to the world that we have intellectual resources, that we can get it done, and that we are here to do business". ■

Spleet

Twitter Facebook Instagram spleetafrica

Rent Now Pay Later

Rent your dream apartment without the financial burden
Low interest, collateral-free loans just for you.

www.spleet.africa