

EXECUTIVE SEARCH



DOING BUSINESS IN NIGERIA: OPPORTUNITIES, CHALLENGES AND FINDING THE RIGHT TALENT

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NIGERIA: FACTS AND FIGURES



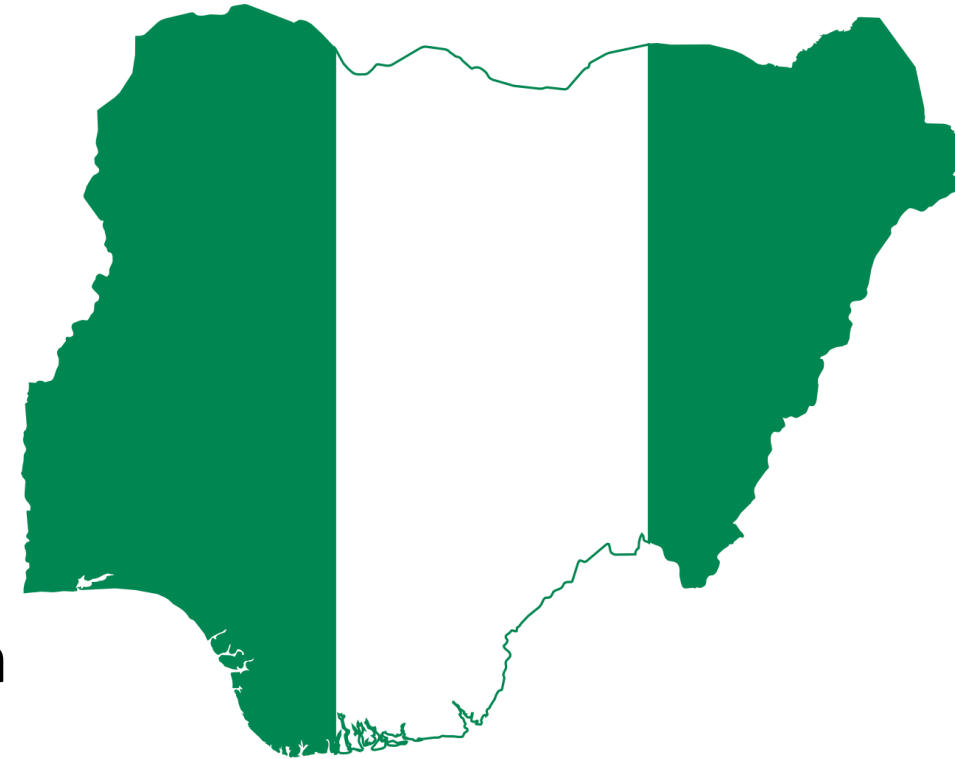
Population: 195.88 million inhabitants by 2018.¹

GDP:

2019 - 448.10 billion US dollars

2020 - expected to reach 250.00 USD Billion²

Oil & Gas: Largest oil producer in Africa and 6th in the world, world's 5th largest exporter of LNG.



¹ <https://www.statista.com/statistics/383118/gross-domestic-product-gdp-in-nigeria/>

² World Bank and projections from Trading Economics.

NIGERIA: FOREIGN DIRECT INVESTMENT

- According to the UNCTAD 2020 World Investment Report, FDI flows to Nigeria totaled to USD 3,3 billion in 2019.
- The total stock of FDI was estimated at USD 98,6 billion in 2019.
- Some of the main investing countries in Nigeria include the Germany, USA, China, United Kingdom, the Netherlands and France. ³



³ <https://santandertrade.com/en/portal/establish-overseas/nigeria/investing>

INVESTMENT OPPORTUNITIES IN NIGERIA: THE TOP 5 SECTORS

- 1. MANUFACTURING:** important manufacturing industries include beverages, cement, food processing, textiles and detergents. ⁴
- 2. INFORMATION AND COMMUNICATION TECHNOLOGY SERVICES:** In 2020, Nigeria had 99.05 million internet users. This figure is projected to grow to 131.7 million internet users in 2023. ¹
- 3. AGRICULTURE:** crops, livestock, transportation, farm equipment
- 4. CONSTRUCTION:** the construction industry in Nigeria is expected to record a Compound annual growth rate (CAGR) of 16.6% to reach 34 560 195.6 USD by 2024. ⁵
- 5. MINING:** iron, bitumen, gold, columbite, tin, uranium, marble



¹ <https://www.statista.com/statistics/383118/gross-domestic-product-gdp-in-nigeria/>

⁴ <https://nipc.gov.ng/>

⁵ <https://www.researchandmarkets.com/reports/5093826/nigeria-construction-industry-databook-series>

WHY SHOULD YOU INVEST?



PwC has projected Nigeria among the top world economies in 2050 ahead of Italy, Canada, South Korea, Spain, Netherlands, Australia and others⁵

1. Large internal market with access to the regional and continental markets;
2. Trainable workforce with a competitive wage demand;
3. Considerable size of disposable income by the population;
4. Predictable macro-economic policy framework;
5. Supportive government policy that is geared towards industrialization.⁴



⁴ <https://nipc.gov.ng/>

⁵ <https://www.businessinsider.com/pwc-ranking-of-biggest-economies-ppp-2050-2017-2?IR=T#5-brazil-7540-trillion-28>

WHY SHOULD YOU INVEST?

1. **Income tax relief** for a period of three years and which can be extended for a period of one year and thereafter another one year or for one period of two years – Pioneer Status Incentives
2. **Zero Import Duty:** Zero percent import duty tariffs (custom, excise and value added) for import of agricultural equipment and agro-processing equipment.
3. **Exemption of interest from tax** on loans granted to agricultural activities.
4. **Avoidance of double taxation agreement** which eliminates double taxation with respect on income and capital gains.
5. **Investment promotion and protection agreement** provides reciprocal baseline protections for investments.
6. Nigeria qualifies for the Africa Growth and Opportunity Act (AGOA).⁴



⁴ <https://nipc.gov.ng/>