



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Embassy of Switzerland



 **SWITZERLAND
GLOBAL
ENTERPRISE**
enabling new business

BUSINESS TRIP TO NIGERIA

ABUJA - LAGOS 2–6 September 2013

Nigerian economy

With a population of 158 million people, Nigeria is the largest country in Africa and accounts for 47% of West Africa's population. It is also the biggest oil exporter in Africa, with the largest natural gas reserves in the continent. Nigeria is Africa's 2nd biggest economy (behind South Africa) in terms of GDP. Together they account for one-half of sub-Saharan Africa's GDP.

According to a recent UNCTAD study, Nigeria was in 2011 with 9bn USD the top destination in Africa in terms of FDI flows (=20% of all FDI to Africa, ahead of South Africa which received 6bn USD).

Over the last ten years, Nigeria has been carrying an ambitious reform agenda. The economy responded with strong growth between 2003 and 2012 – averaging 6-7% per annum. Growth is expected to continue in the same range, whilst inflation is expected to come down to 9.5% in 2013 from 12% in 2012. Growth continued to be broad based, oriented primarily toward the domestic market, and driven by strong performance of the agricultural, trade, telecommunications, and manufacturing sectors. Strong economic growth, however, has not translated into higher employment rates. Employment remains the major issue for Nigeria with an estimated 50 million underemployed youth.

The Government has recently engaged in a vision 20:2020 (target = become a top 20 economy in the world by 2020). The corresponding transformation agenda includes massive investments into infrastructure: energy, transport, security and food production/security.

Political context

Nigeria's population is made up of about 200 ethnic groups, 500 indigenous languages, and two major religions — Islam and Christianity.

In April 2011, Nigeria held its fourth consecutive national elections, further consolidating the transition from military to democratic rule that began in 1999. The elections signified substantial progress in Nigeria's electoral and democratic development, and were characterized by observers as freest and fairest in Nigeria's history.

Internationally, Nigeria continues to be a leading player in the African Union, the New Partnership for Africa's Development (NEPAD), and in the Economic Community of West African States (ECOWAS).

Swiss – Nigerian business relations

Nigeria is Switzerland's 5th most important trading partner in Africa (behind South Africa, Libya, Algeria and Egypt). 60-70 Swiss companies are currently active in Nigeria, employing around 4'000 people.

A recent survey done by the Swiss Embassy in Abuja amongst 15 Swiss companies with activities in Nigeria showed a rather positive picture: the companies are in most cases pursuing a long-term strategy, have invested substantially in their business in recent years and are expecting on average 10-15% growth per annum.

The trip in a nutshell:

- **Overview on business opportunities in Nigeria**
- **Information about the economic situation / investment incentives / local characteristics**
- **Contacts to private and governmental key promotion institutions / organisations in Nigeria**
- **Meeting with Swiss business community in Nigeria and Swiss Embassy**
- **Individual meetings with Nigerian companies and entrepreneurs, as well as local services providers**
- **Individual company and/or site visits**

Sectors especially targeted:

The business trip is of interest to Swiss companies from all sectors. **In particular** we focus on:

- Agriculture, Agro-Processing
- Manufacturing
- Cleantech
- Life Sciences
- Public transport
- Financial Services
- Health Services
- Water industry

Who should participate:

- CEOs / members of boards / business development managers
- Export managers
- Individual investors / investment advisors / fund managers
- Sector specialists from business and research institutions

Programme:

The programme will be tailor-made according to your objectives and needs. Prior to the trip an in-depth-interview with all participants will serve to identify specific expectations and needs. These company profiles will then be sent to our local partners in Nigeria, to allow for a better planning of the individual part of the programme.

The general structure of the visit will be:

- Introductory information regarding the economical overview, investment incentives, local characteristics, opportunities and risks, followed by
- 1:1 individual meetings with companies according to your own profile and/or
- individual visits of companies / sites

For more details see **separate draft programme.**

Administrative details and conditions:

Price: **3500.— CHF** (members SABC, Switzerland Global Enterprise or SwissCham Africa)
4250.— CHF (non-members)

Included:

- Accommodation 4 nights in 4-5-star hotel incl. breakfast
- All transport locally (inside Abuja and Lagos)
- Local flight Abuja-Lagos in the morning of day 3
- 1 lunch or dinner per day
- Overall organisation of business trip
- Facilitation of top business contacts to authorities and private business, organisation of 1:1-meetings and company/site visits

Not included:

- Flights Switzerland-**Abuja** and return flight **Lagos**-Switzerland (allowing individual arrival and departure dates)
- Visa, 80 CHF (normal), **Visa application process takes 2-3 weeks time**, for details see www.nigerianbern.org
- 1 lunch or dinner per day
- Cost for transport for company- and site visits outside Abuja / Lagos
- Additional tourism programme in Nigeria (can be arranged through travel agency upon request)

In order to insure a tailor-made-programme, the group size will be limited to maximum 12-15 participants.

Important: All participants are fully responsible for their own insurance coverage (travel

insurance, baggage loss, health, accident, et al) and to comply with vaccination requirements.

This programme can be subject to changes.
The programme will be conducted in English language.

Deadline for enrolment: 30 June 2012

Enrolment confirmed on a first come first serve basis.

Cancellation fee after official enrolment:

Before 31.07.2013 : 50% of fee

After 31.07.2013 : 100% of fee

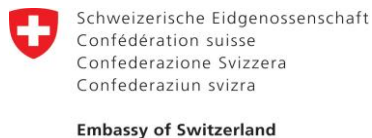
Organisation / Administration:



Thomas Seghezzi / Michael Rheinegger
Managing Directors
Swiss-African Business Circle
c/o rainbow unlimited gmbh
Impasse Colombelle 8B
1218 Grand-Saconnex / Geneva
Tel: +41 (0)22 788 42 77
Fax: +41 (0)22 788 42 76
info@sabc.ch
www.sabc.ch

Suhail el Obeid
Consultant Africa + Middle East
Osec
Stampfenbachstrasse 85
8006 Zürich
Tel: +41 44 365 54 72
Fax: +41 44 365 52 21
suhail.elobeid@switzerland-ge.com
www.switzerland-ge.com

Partners:



Swisscham-Africa
Member of the European Business Network EBGM
Wirtschaftskammer Schweiz-Afrika
Chambre Economie Suisse-Afrique
Camera Economica Svizzera-Africa





Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Embassy of Switzerland



 **SWITZERLAND
GLOBAL
ENTERPRISE**
enabling new business

Draft Programme

Swiss Business Delegation Nigeria

2 to 6 September, 2013

Monday, September 2	Individual Arrival
	Transfer to Hotel from Abuja International Airport
→	Check-in Hotel
17:30 hrs	Briefing of participants in Hotel
18.30 hrs	Transfer of participants to Residence of Swiss Ambassador
19:00 hrs	<p>Welcome reception hosted by Swiss Ambassador, H.E. Hans-Rudolf Hodel, in the presence of selected members of the Nigerian and international business community.</p> <p>Input by Consultant from the Oxford Business Group on: “Business Opportunities and Priority Areas of Investment in Nigeria: Prospects and Outlook”</p>
Tuesday, September 3	
09.00 hrs	<p><u>General part</u></p> <p><u>Doing Business in Nigeria / Exporting to Nigeria</u></p> <p>Presentations and Q&As by invited stakeholders, including:</p> <ul style="list-style-type: none"> - Abuja Enterprise Agency, - Federal Capital Development Authority, - National Agency for Food and Drug Administration and Control (NAFDAC) - Customs - Specialised Law Firm on corporate law, how to open a business, forms of businesses, cooperation with banks, etc. - Nigeria Investment Promotion Commission (NIPC)

12:30 hrs	Lunch break at the Hotel (individual meetings possible)
14:00 hrs – 16:00 hrs	<u>Company site visit</u> <u>Visit to the site operations of an international firm doing business in Abuja, experience sharing</u>
17:00 hrs – 19:00 hrs	<u>Individual part</u> <u>One-on-one meetings for each participant</u> - organized in cooperation with different local partners (see separate programme) Venue: Hotel
Evening	individual
Wednesday, September 4	Lagos
05:15 hrs	Transfer to airport, meeting place: Hotel lobby
07:15 hrs – 08:30 hrs	Flight Abuja – Lagos, Arik Air
→	Transfer from Lagos airport to company site
09:00hrs – 11:30 hrs	<u>Company site visit</u> <u>Visit to the site operations of an international firm doing business in Lagos, experience sharing</u>
→	Transfer from Lagos airport to Hotel Check-in Hotel

13:00 hrs	Lunch break at the Hotel
14:00 hrs – 17:30 hrs	<p><u>Individual part</u></p> <p><u>One-on-one meetings for each participant</u></p> <p>- organized in cooperation with different local partners (see separate programme)</p> <p>Venue: Hotel</p>
18:00 hrs – 21: 00 hrs	<p><u>General part</u></p> <p>“Business meets Politics” Forum, in collaboration with the Nigerian-Swiss Chamber of Commerce</p> <p>Topic and speakers to be determined.</p> <p>Venue: Hotel</p>
Thursday, September 5	
09:00 hrs – 11:30 hrs	<p><u>Individual part</u></p> <p><u>One-on-one meetings for each participant</u></p> <p>- organized in cooperation with different local partners (see separate programme)</p> <p>Venue: Hotel</p>
11:30 hrs – 14:30 hrs	<p><u>General part</u></p> <p>Lunch Meeting with the Institute of Directors</p> <p>(Presentation by the companies in the delegation, one-to-one meetings with members of IOD)</p> <p>Venue: tbc</p>

<p>Afternoon</p>	<p><u>Individual part</u></p> <p>- organized in cooperation with different local partners (see separate programme)</p> <p>Venue: Hotel</p> <p>And/or</p> <p><u>Company site visit / Meeting Swiss companies</u></p> <p><u>Visit to the site operations of an international firm doing business in Lagos, experience sharing or</u></p> <p><u>meeting with Swiss companies who make a feedback on their experiences by doing business in Nigeria</u></p>
<p>19:00 hrs</p>	<p>Casual / informal Round-up Evening</p> <p>Evening together with Swiss Club Lagos</p> <p>Venue: Lagos Motorboat Club</p>
<p>Friday, September 6</p>	
	<p>Individual departures, or individual continuation of business trip</p>

Contacts:

Michael Rheinegger
Rainbow unlimited gmbh
Phone: +41 (0)22 788 42 77
Mobile Nigeria: +234 (0)706 437 78 22
Mobile CH: +41 (0)79 418 36 01
michael.rheinegger@rainbow-unlimited.com

Mr. Suhail el Obeid
Switzerland Global Enterprise
Consultant Africa + Middle East
Tel. direkt +41 44 365 54 72
Mobile +41 79 398 66 41
suhail.elobeid@switzerland-ge.com
www.switzerland-ge.com

Mr. Okokon Odiongenyi
Embassy of Switzerland in Abuja
157, Adetokunbo Ademola Cr., Wuse II, Abuja
Mobile: + 234 (0) 803 473 00 51
odo@eda.admin.ch

24/7 Stand-by phone Swiss Embassy: Mobil. +234 (0)803 408 12 11