



The Deputy High Commission of Canada in Lagos and the Canadian Council on Africa are proud to announce the organization of a mission to Nigeria, to take place during the **2012 Nigerian Oil and Gas Exhibition (NOG)** in Abuja, Nigeria from February 20 – 25, 2012.

In addition to, or instead of, exhibiting in the Show, delegates can use this opportunity to explore other sectors of interest to them. We are particularly hopeful to encourage companies in the vocational or specialized training, environmental services or remediation industry (soil and water), the infrastructure and power sectors to join us.

This mission is a great opportunity to shine and promote your enterprise or institution as well as expertise at one of the largest energy gatherings in Africa! At this venue, you will get to better understand the business culture of this country and to meet potential business partners from both Nigeria and more than 29 countries, including other African countries and beyond.

This mission is for everyone who has an interest in exploring the truth about doing business in the second fastest growing African country (see note below) and making the initial contacts to further their commercial strategy and plans. Business development reps, consultants, investors and vocational or specialized educators are all encouraged to join us. .

During this mission, we will be in both Abuja and Lagos, the commercial metropolis. Depending on the specific interests of the delegates, we will organize meetings with appropriate agencies as well as set up networking opportunities.

## 1- To discover the Nigeria's business opportunities

Nigeria, a country of the size of British Columbia, is the most populous country of Sub-Saharan Africa and Canada's most important trading partner in Sub-Saharan Africa distancing Angola and South Africa. It is making progress with economic reforms that are delivering strong economic fundamentals. The government has maintained prudent macroeconomic policies, strengthened financial institutions and, albeit slowly and unevenly, is undertaking reforms to transform the economy structurally. The reform effort, aided by revenue from high oil prices, has led to significantly improved macroeconomic outcomes, including weaker inflation and strong GDP growth. Real GDP growth rose from 7.0% in 2009 to an estimated 8.1% in 2010. The robust growth in 2010, in the aftermath of the global financial and economic crisis, underscored the resilience of the Nigerian economy and to some extent, the prudence of its economic policies. Medium-term prospects are also bright, with real GDP growth projected to remain strong and stable at 6.9% in 2011 and 6.7% in 2012.



<http://www.africaneconomicoutlook.org/en/countries/west-africa/nigeria/>

[http://www.africaneconomicoutlook.org/fileadmin/uploads/aeo/Country\\_Notes/2011/Full/Nigeria.pdf](http://www.africaneconomicoutlook.org/fileadmin/uploads/aeo/Country_Notes/2011/Full/Nigeria.pdf)

2. The following details are provided from a recent report by Morgan Stanley:

"Nigeria's economy may overtake South Africa's by 2025 to become the biggest on the continent as oil prices climb and consumer spending in Africa's most populous nation expands.

Gross domestic product, which will probably reach \$400 billion by the end of the decade, is forecast to increase 8.4 percent in 2011 and 8.5 percent in 2012.

Crude output in Africa's biggest oil producer is estimated to climb 9.5 percent to 2.3 million barrels a day by 2012 from last year, while oil prices may average \$113 a barrel over the next year. Rising wages and an increase in borrowing is also helping to boost consumer spending in a country of 150 million people.

The sources of output growth are broadening and accelerating, retail trade is vibrant and its financial markets are deepening. The economy is on a growth charge.

Nigeria's economy is forecast to climb to about \$400 billion by 2016 from \$268 billion this year, while South Africa's is expected to reach more than \$500 billion from \$383 billion in the same period, according to the International Monetary Fund.

Nigeria's economic boom may push the market value of the equity index to \$1 trillion in five years' time from \$74 billion currently, (quoting Oscar Onyema, chief executive officer of the Nigerian Stock Exchange). South Africa's bourse has a market value of \$494 billion.

Minimum wages in Nigeria more than doubled to 18,000 naira (\$114.69) a month before elections in April after remaining unchanged at about 7,500 naira since 2000. Public-sector wages are budgeted to rise 20 percent in 2011 and 10 percent in 2012, helping to spur consumer spending.

The naira, which may strengthen to 153 against the dollar by year-end and 150 by the end of 2012, “should help to lift consumer confidence and support the retail sector,” Morgan Stanley said. The wholesale and retail trade industry accounted for 19 percent of GDP in 2010, higher than oil, which makes up 15 percent”.

<http://www.bloomberg.com/news/2011-06-28/nigeria-s-economy-may-overtake-south-africa-by-2025-morgan-stanley-says.html>

**Participation in this Mission is to:**

- Discover a country with one of the fastest economic growth in Africa
- Meet serious and motivated business people
- Develop a network of contacts in a professional environment
- Participate in the most important international Oil and Gas Exhibition in Africa,
- Explore new markets and opportunities
- Present your business and services to a target audience
- Exhibit in the Canadian Pavilion

Partial List of NOG 2012 Exhibitors as of November 1, 2012 can be found at:

<http://www.cwcnog.com/exhib-12/exhibitorlist.aspx>



## Planned schedule for the Promote 2011 Exhibition

- Suggested Departure from Calgary/Edmonton/Vancouver: **February 18, 2012**
- Arrival in Abuja: **February 19, 2012**
- Set-up at NOG for Exhibitors/ Meetings for Other Delegates: **February 20, 2012**
- Welcome Cocktail from Canadian High Commission: **February 20, 2012**
- NOG 2012 Official Opening Ceremony: 5 PM - **February 20, 2012**
- NOG 2012 Exhibition and participation in Abuja: **February 21 - 23, 2012**
- Departure for Lagos: **February 22, 2012**
- Meetings and Networking in Lagos: **February 22 – 24, 2012**
- Departure from Lagos: **February 24 / 25th**

## Participation Package

### PARTICIPANT –EXHIBITOR Package

**\$4,000**

- Booth set at NOG 2012
- 1 VIP pass for NOG 2012 Exhibition
- Transportation from the airport to the hotel
- Transportation between the hotel and NOG 2012 site
- Exhibition space in the Canadian Pavilion
- One page on your company in the booklet of the Canadian economic mission in Nigeria
- Invitation to the welcome cocktail

### Extra Company Representative

**\$1,000**

### PARTICIPANT – Mission Package

**\$1,600**

- Inscription and logistic
- Transportation from the airport to the hotel
- Transportation between the hotel and NOG 2012 site (if desired)
- Appropriate meetings arranged for you to develop your understanding of doing business in Nigeria
- One page on your company in the booklet of the Canadian economic mission in Nigeria
- Invitation to the welcome cocktail

## General Information

### 1. VISA AND FORMALITIES:

Your passport must be valid **six months** after your return date.

A visa is required to enter Nigeria. It is your responsibility to apply to the High Commission of Nigeria in Canada at least **4 weeks prior** to the departure date:

<http://www.nigeriahcottawa.com/nhc/consular/index.html> .

Applicants should seek an invitation letter from the Deputy High Commission of Nigeria in Lagos who will provide you with an introduction letter for the Visa section of the Nigerian High Commission in Ottawa.

For applicants from Alberta and British Columbia, we recommend you use **IVCPS** for your visa needs: [calgary@ivpsc.com](mailto:calgary@ivpsc.com) or [vancouver@ivpsc.com](mailto:vancouver@ivpsc.com). They know the forms, offer excellent assistance and have an office in Ottawa to expedite your application.

### HEALTH AND SECURITY

The Yellow fever vaccine is mandatory. The Hepatitis B vaccine is also recommended.

Take note that in case of medical fees during the mission, you will be responsible of the charges. Make sure you have travelling insurances before your departure.

To consult the most recent travelling advices for Nigeria, visit the Foreign Affairs and International Trade Ministry website: [www.voyage.gc.ca](http://www.voyage.gc.ca)

### ACCOMODATIONS

A preferential rate will be negotiated with a few major hotels in Abuja and Lagos subject to availability. So, first arrived first served!

Please note that each participant is responsible for hotel expenses and the payment of penalties is applicable in case of cancellation.

### TRANSPORT

We suggest that the most direct flights from Western Canada are Air Canada / Lufthansa (Frankfurt) or Air Canada (London).

#### Additional data of Possible Interest

Natural resources: Oil and natural gas (37% of 2006 GDP), tin, columbite, iron ore, coal, limestone, lead, zinc.

Agriculture (40% of GDP): *Products*--cocoa, palm oil, yams, cassava, sorghum, millet, corn, rice, livestock, groundnuts, cotton.

Industry: *Types*--textiles, cement, food products, footwear, metal products, lumber, beer, detergents, car assembly.

Trade (2007): *Exports*--\$65.5 billion: fuels and mining products (97%); agricultural products (cocoa, rubber, oil, nuts) (2.2%); manufactures (0.8%). *Partners*--United States (38.3%); European Union (21.8%); India (9.9%); Brazil (6.8%); Japan (4%). *Imports*--\$29.5 billion: machinery; chemicals; transport equipment; manufactured goods (72.3%); agricultural products (23.7%), fuels and mining products (4%). *Partners*--European Union (33.2%); United States (15.6%); China 7.2%; Korea (2.8%); U.A.E. (2.6%); others (15%).

Foreign direct investment (FDI, 2008): 29.5% of GDP.