



UK-Nigeria Trade and Investment Mission Summit 2022.

End of Mission Communiqué.

AS FACILITATED BY CATERANDMERGER CONSULT LTD, IN COLLABORATION WITH THE FEDERAL MINISTRY OF INDUSTRY, TRADE AND INVESTMENT NIGERIA.

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COMMUNIQUE ISSUED AT THE END OF THE UK-NIGERIA TRADE AND INVESTMENT MISSION SUMMIT 2022, HELD FROM THE 25TH- 29TH OF APRIL, 2022 IN THE CITY OF PETERBOROUGH AND LONDON, UNITED KINGDOM.

INTRODUCTION:

It was a great week of resourceful activities during the well-attended UK-Nigeria Trade and Investment Mission Summit 2022 held in London and City of Peterborough, with delegates from the private and public sectors.

The delegation was led by the Honorable Minister for Industry, Trade and Investment; Otunba Adeniyi Adebayo and the Honorable Minister of State for Budget and National Planning, Prince Clem Agba. Also in attendance were the Permanent Secretaries and Directors from the two ministries, delegations from Nigeria Ports Authority, Nigeria Export Processing Zone Authority, Oil and Gas Free Zone Authority, Standard Organization of Nigeria, OFICON Group, BABN, Agro-Allied Group, Federal Ministry of Finance and Ministry of Budget and National Planning, etc.

VISIT TO THE NIGERIA HIGH COMMISSION UK

The Trade and Investment Mission, kicked off with a courtesy visit to His Excellency, Ambassador Sarafa Tunji Isola, the Nigeria High Commissioner to the Court of St. James, London.

The meeting started with an opening speech by Mr. A. Bello, the Mission Head of Trade, who stated the importance of the courtesy visit.

The High commissioner welcomed all the delegates and emphasized on the need for Trade and Investment and Venture partnerships with the UK. He stated that there was need to revisit the trading agreements with the UK as equal partners with a long-standing history. He wished the delegates a successful and productive deliberation during the summit.

In response on behalf of the delegation, the Managing Director of Nigeria Export Processing Zone Authority, Prof. Olukayode Adesugba thanked the High Commissioner for receiving the delegates in Nigeria House and assured him of the delegates commitment to meaningful deliberations and discussions over the week of the summit.

The meeting ended with group photographs.



At The Nigeria high Commission London Curtsey Visit-25th April 2022.

LUNCH RECEPTION

After the courtesy visit at the Nigeria High Commission, the delegates moved to the British House of Parliament where the Opening Ceremony was held .The parliamentary engagement was hosted by Lord Taylor of Warwick, Member House of Lords and in attendance were the Hon. Minister for Industry, Trade and Investment Nigeria, His Excellency Hon. Otunba Adeniyi Adebayo, the Minister of State for Budget and National Planning, Prince Clem Agba, Former Minister of Defense, Hon. Barr Adetokunbo Kayode, Special Guest Speaker Lord Alex Carlile QC.CBE. Member House of Lords, the High Commissioner of Sierra Leone and Jamaica to the UK, Top British Business leaders such as; Sir Richard Heygate, Hon Kishan Devani, Mr. Paul Harrison, Mr. Alistar Soyode, Mobin Rafiq and many others. Lord Taylor of Warwick in his welcome address thanked all the delegates and guests for attending the opening ceremony. He stated that there has been a long historic economic and political relationship between

Nigeria and the UK and the need for an urgent review of trade relations between both countries for mutual benefits.

He assured the delegation of his desire to help advocate for better trade deals for Nigeria in view of Britain Post-Brexit UK agenda and emphasized on the need for Nigeria to be at the fore front. In the opening speech of the Hon Minister of Industry, Trade and Investment, Hon. Otunba Adebisi Adebayo, he stated that the Nigerian Government is willing for trade relations and has established economy free zones across the country in readiness to attract investment into the country. He went further to say that the Federal Government has provided incentives to attract foreign investors and local partnerships in Nigeria.

The guest speaker, Lord Carlile spoke on **“The Economics of Trade and Investment Post-Brexit Opportunities and Relations”**. In his speech, he highlighted on the need for a mutually beneficial economic deal between the both countries - post-Brexit UK.

This was followed by the presentation by the Minister of State for Budget and National Planning who explained in detail the informed economic development strategy for the country. There were other speakers from Commonwealth Secretariat, Wanis International Foods, Commonwealth Entrepreneur club, Nigeria Ports Authority, NEPZA, etc.

The CEO of Cater and Merger Consult, the Facilitators of the Summit Mr. Godson Azu, in his closing remark acknowledged the presence of Important Dignitaries and thanked all delegates for being at the Opening Ceremony and Lunch Reception.





At the House of Lords Lunch Reception and Opening Ceremony 25th April, 2022.

DINNER MEETING HOSTED BY ETK GROUP UK

The day's events ended with a private business dinner/meeting, hosted by ETK Group UK, which had the two Hon. Minister's in attendance, with other delegates, meeting with key private business leaders. A warm thanks to Mrs. Bolaji Sofoluwe MD, ETK Group UK for hosting the evening which was a great success, with an interest investment opportunity in Agro-business and infrastructure. Below is ETK report on the meeting

Report on the Ministerial dinner organized by ETK Group in partnership with Crasner Capital

Purpose: During the second Africa Investment Conference held virtually on the 20th January 2022, the UK Government expressed its aim to boost economic cooperation with African nations and enhance its role as the continent's investment partner of choice for greener, climate-friendly projects. In line with this aim, we will be hosting this intimate event which aims to unlock millions of pounds of new investment, in industries both in the UK and across Nigeria. Nigeria has huge economic potential, and our continued partnership will help businesses capitalize on investment opportunities, support high-value jobs and boost enterprise in every part of the UK. ETK was contacted by Carter & Merger Consult UK to design and deliver a private dinner to introduce the Honorable Minister of Industry, Trade and Investment to the business community and key investors, who would be given a platform to discuss issues relating to doing business in Nigeria.

Need: Our attendees need to learn about the latest trends and opportunities taking place in their industry in Nigeria. We carefully selected a small group of business leaders that are doing business in Nigeria or are interested in doing business in Nigeria. In addition to this, there were

presentations from Nigerian Government officials and UK based business leaders who shared their unique insights.

Event Outcome: The Minister spoke passionately about the plans to improve several areas of concern for the guests in attendance, including, but not limited to:

1. Security Challenges
2. Areas of Prioritization
3. Investment incentives
4. Continuity of government policies
5. The legislative imperative

The Minister of State, Budget and Planning who was also in attendance, described some of the efforts being made to maintain and uphold commercial agreements and business commitments through the judicial system. Key Businesses/Individuals in attendance from the UK Business community include;

1. The Africa Team from Santander, UK
2. Dints International
3. Stirling Infrastructure
4. Plexus Cotton
5. Clarke Energy
6. Institute of Export
7. SESO Global (Real Estate)
8. Africa Investment Group
9. Crasner Capital
10. Commonwealth Trade Section (Secretariat)

11. Canada Africa Network

12. Contec Global Group

13. BGEN UK Next Steps

The organizations that attended are actively investing in Africa and would like follow-on conversations with the Minister's office. ETK is strategically positioned to facilitate further action, to ensure that these discussions are fruitful and translate into successful business opportunities for those in attendance, as well as investment opportunities for Nigeria. ETK will be engaging with them one-on-one, to discuss next steps.



At ETK Group Business Dinner Meeting in London 25th-April, 2022.

VISIT TO WANIS INTERNATIONAL FOODS

Day 2 started with a business round table discussion and tour of Wanis International Food Headquarters in East London. Wanis International Foods is one of the big importers and exporters of goods(foods) from and to Nigeria. They are the biggest distributors of Nigerian food product from large and small retailers throughout the UK and Europe. The meeting at Wanis was a huge success, based on the discussions, working agreements, partnership and further investment opportunities reached at the roundtable. Also, various support of improving and increasing imports of Nigeria foods directly from Nigeria, by engaging with more local producers and suppliers. Present at the visit, were delegates from Nigeria Port Authority, Nigeria Export Processing Zone Authority, Nigeria Standard Organization, Nigeria Ministry of Industry, Trade and Investment, Budget and National Planning, the representative of the Hon. Minister, Mr.

Kamar Bakrin, Technical Adviser to the Minister, Mr. Sanjay the MD. Wanis International Foods, Mr. Paul Harrison the Head of Community and other senior members of staff. Cater and Merger Consult is hoping to build a good working relationship with Wanis International Foods having been our exclusive sponsor of the Trade Mission Summit, as we equally hope to join them for their next visit to Nigeria in June for the West Africa Food Expo in Lagos, with the view of connecting Wanis with our Nigerian business contacts during the visit.



At the Wanis International Foods Facility visit and Roundtable meeting with the MD. Mr. Sanjay and Management Staff.

After the facility and roundtable meeting at Wanis International Foods, the delegation was treated to a Boat Cruise along the London Thames River, from Westminster Pier; it was indeed a pleasant experience for many, as we had on the trip, the Perm. Sec. of the Nigeria Ministry of Industry, Trade and Investment, Dr. Evelylin Ngege, Mr. Kishan Devani, Mr. David Smith, Mr. David Apollos, Mr. Robin Marsh, Margert Ail, Ms. Mercy Gilbert, Prof. Ngozi Okike, and many other guests.

From the Boat Cruise, some of the delegates joined the dinner drink receptions held by the EDF team at Lancaster House, with the British Trade Minister, and Nigeria Industry, Trade and Investment Minister, the Prime Minister's Trade Envoy for Nigeria and many other guests.



A TRIP TO PETERBOROUGH

On Wednesday morning, the delegation departed for the city of Peterborough, for the continuation of the Trade Mission Summit, with a conference session. In this session, we had various business presentations and Investment opportunities, with the presentation of Peterborough businesses and prospective partnerships by Mr. Tom Hennessy, CEO Opportunity Peterborough Network. He spoke about the importance of the newly founded ARU Peterborough University of Innovation and Technology, the first of its kind in UK, set to commence academic Sessions in September 2022. Another highly informed presentation was made by Mr. Vincenzo Pampararo, Regional manager of Department for International Trade, East of England, who laid emphases on the need for more engagements and interaction between the both countries on trade relations and Investment, driven through regional cooperation with British businesses in the Agro-business produce, and Agro- tech Investment areas in the Cambridgeshire region. Mr. Pampararo assured delegates of DIT regional office's support in linking up such businesses with interested participants, he also shared his passion for Nigeria, which as a result of his numerous visits to Nigeria on business engagements has

drawn him closer to working along businesses of mutual interest in Nigeria. In his welcome speech to Peterborough by Hon. Paul Bristow MP for Peterborough, who spoke to the delegates through a Zoom link. He started by apologizing for his physical absence at the venue, due to parliamentary duties and the weekly PMs Question-Time ongoing within that period. Paul used the opportunity to welcome the delegates to Peterborough, and assured them of his parliamentary support, for the continuous advocacy for better trading and Investment relations between the UK and Nigeria. There was also a presentation by Mr. David Smith, Chairman of British African Business Alliance, who spoke on the **YOUNG PEOPLE THE CATALYSTS FOR NATION-BUILDING**, looking at investment in young people, creating an enabling and striving entrepreneurship environment in Nigeria, with a Diaspora engagement, through the Diaspora Direct Investment, DDI initiatives. Also equally interesting is the proposal of over \$100 Billion Dollar, train infrastructure development investment by a team of Nigeria Diaspora rail infrastructure investor, brought up at the session by one of the management team, Dr. Emmanuel Ogbonna. There is an ongoing synergy with the NPA on the cargo freight train infrastructure for ports logistics services. This is a great opportunity for an improved systemic rail infrastructure development to support the various Export Free Zones, cargo ports and the supply chain networks. Other speakers at the highly interactive session includes, Mr. Iain Crighton of Allia Future Business Centre, Business Start-Up incubation, Mr. Chike of Angle Meals Peterborough, a food produce processing and packaging business with huge interest in Nigeria imports of vegetables and groundnuts.



At the Peterborough conference session at the Allia Future Business Centre with all delegates in attendance

On Thursday 28th April, the delegation was taking on a tour of the Modernized Free Trade Zone Business Park in Ely, an entrepreneurial town in Cambridge, where they met with the Director of Grovemere Properties: the managers of the business park, Lancaster Business Park Ely, who took time to take the delegation on a tour of the park, with an in-depth guide narration of the expectations of the business module and its projections for the future with hope that such venture could be replicated in Nigeria. The Director introduced the delegation to an inspiring young enterprising Nigerian who bought over a multi-million pounds precession engineering company in the business park; Mr. Ejike, CEO of Paragon Precision Engineering Limited. Mr. Ejike's company employs over 20 high skilled workers, in engineering technology designs, producing various spare parts for high key value manufacturing companies around the world, including defense and aircraft industries. He bought over the two companies out of

administration over a year ago, and has successfully turn it around into a growing business. In his words, he looks forward to liaising with any member of the delegation through Cater and Merger Consult, to see the areas of venture partnerships and inwards investment opportunities between his company and Nigeria, he also assured us of his support for expert training and skills acquisitions, including employment through the high skilled value scheme. The delegates were highly impressed and honored to meet a great Nigerian doing great things in the UK. The important take away from this visit is the opportunity of an inward investment in modern business park, build, manage and transfer, precession engineering, skills exchange program, and work-placement.

Grovemere Property Ltd is a family-owned commercial property business with a strong heritage and focus on exceeding customer expectations, based in Ely, Cambridgeshire.

Their flagship site, Lancaster Way Business Park, it strives to deliver a positive experience for occupiers and are always looking at how the Park can serve businesses both now and in the future. They are committed to sustainable park management and to supporting occupiers for the long-term. You can grow your business with Grovemere.

Lancaster Way Business Park is set in 175 acres and offers excellent amenities, green spaces to boost staff wellbeing and the latest tech including superfast broadband and dedicated leased lines. Occupiers also benefit from first-class 24/7 security, excellent transport links and can call on the supportive on-site management team who provide a rapid response to all enquiries.

Home to over 85 diverse businesses who occupy a range of industrial and commercial properties, the Park could be the ideal location for your new headquarters. They can work with you to design and build a bespoke property where your business can flourish.





At the Lancaster Business Park in Ely, Cambridge, where the delegate's visited Mr. Ejike's Multi-Million Pounds Engineering Company.



MR. EJIKE OKOYE



Tour of one of the oldest cathedrals in the UK, over 900 years and still standing,

Here Delegate's met one of Canons for a Brief History.

Nigeria-UK investment Breakfast – Hosted by Chelgate Consulting

On Friday 29th April, Chelgate Consulting was honored to host an investment breakfast which brought together the trade delegation with UK businesses that already have significant investment in Nigeria and have aspirations to expand their operations. The investors include

the African Director for Genesis Energy Group, the Africa Sales Manager for Alvan Blanch (an agri business who works across the country and has done this for 55 years), and the Managing Director of GKB Ventures. GKB ventures specialize in infrastructure investments across Africa and have a few smaller projects in Nigeria but hope to partner with government on more substantial projects.

The breakfast began with a welcome from Chelgate's Executive Chairman, Terence Fane-Saunders and Managing Director Harry Burns. Attendees were then treated to an inspiring presentation from His Excellency, Prince Clem Ikanade Agba, Minister of State, Budget and National Planning, Federal Republic of Nigeria. The Presentation covered the Nigerian Development Plan 2021-2025 and was very well received by all in the room.

Following the presentation, the investors were all invited up to ask questions of the Minister's presentation and give a short overview of their interests in Nigeria. After the Q&A, the rest of the delegates moved downstairs leaving the investors, the Minister and Chelgate Management to a private discussion. The private discussions covered specific areas of interest for the investors, plus general discussions about some of the challenges of investing in Nigeria and the perception about the ease of doing business in the country and inhibit foreign direct investment.

After the close of the meeting, the attendees gathered for photographs and further discussions.



At the Chelgate' Group Business Breakfast Meeting

The UK-Nigeria Trade Mission Summit 2022, rounded up on Friday, 29th April with a Gala Night and Awards, hosted by the Universal Peace Federation at the federation Ball Room, Lancaster Gate, London. The event started with arrival of delegates and special guests, which included the Deputy Mayor of Bromley Council, Clir Tony Owen, His Excellency, Amb. Dr. Marie. K. Manyeh, Sierra Leone High Commissioner to the UK, the Hon. Minister for Industry, Trade and Investment Nigeria, His Excellency, Hon. Otunba Adeniyi Adebayo, Mr. Mobin Rafiq, Chairman Commonwealth Entrepreneur Club, and many others. The event was anchored by Ms. Priscilla Nwikpo, a London based TV presenter and broadcaster, who took time to welcome and recognize all the delegates and special guests. In his welcome remarks, the Secretary General of Universal Peace Federation, Hon. Robin Marsh, a former Member of Parliament, welcomed everyone to the Peace House, where many peaceful initiatives and advocacy have been promoted for the good of humanity, and earth; he wished all guests a lovely evening of peace and prosperity. The special guest of honor and Keynote Speaker, His Excellency, Hon. Otunba Adeniyi Adebayo, the Hon. Minister for Industry, Trade and Investment Nigeria, delivered his presentation first by showing appreciation to the facilitators of UK-Nigeria Trade and Investment Mission Summit 2022, for all the efforts put together to hold a successful week-long event, he then went on to look at the relationship between the UK and Nigeria, which he emphasized to be in the right pathway, and making good progress. He mentioned that his visit to London has paved way for a further improvement in the trading relations with the UK, as he continues to project Nigeria' readiness for business and industrial revolution, with the government's establishment of more Special Economic Zones, to encourage industrial and manufacturing investment in Nigeria, which he was very proud to promote its values at various sessions during the activities of the Trade and Investment Mission Summit. He further spoke about the increasing trade volumes between the two countries.

Following the Hon. Minister's Keynote Speech, were presentations from Prof. Ngozi Okike, Chair of Book Aid Africa, the representative of the MD of Nigeria Port Authority, Mrs. Eniola Williams, who presented an overview prospect of the Authority operations and areas of cooperation, and partnerships. There was a presentation by the representative of the MD of Nigeria Export Processing Zone Authority by Dr. Oyekunle Rasheed, who also presented an overview of functions and opportunities of the Export Processing Zone, as a one stop platform for managing exports related activities from Nigeria to the rest of the world. The evening did not end without the presentation of membership certificates to newly endorsed members of the Commonwealth Entrepreneurs Club UK and the Award of Peace Ambassadors of the Universal Peace Federation, with His Excellency's the Hon. Minister for Industry, Trade and Investment, Nigeria and the Sierra Leone High Commissioner to the UK receiving UPF Peace Ambassadors Awards. The Vote of Thanks was done by Ms. Joy Opara, the Nigeria Country Director of CaterandMerger Consult Ltd, the facilitators of the summit, who in her words acknowledged the Hon. Minister's commendations of CaterandMerger Consult's efforts of managing the Trade Mission, which was a successful event. She thanked all the delegates for

their participation and contributions, the Ministry of Industry, Trade and Investment Nigeria, the Director of Investment and went on to wish all a safe return back to Nigeria. Ms. Opara appreciated the various contributions of all summit guests and resource persons. Mrs. Kemi Arodudu, the Director of Investment, Nigeria Ministry of Industry, Trade and Investment, the Trade Mission official collaborator, in her vote of thanks scored the trade mission excellently. She used the opportunity to thank all the delegates, from the public and private sectors that successfully attended and participated throughout the summit, the Hon. Minister's, PMs, fellow Directors and all the hosts of key meetings and tours in London and Peterborough cities, she went on to promise a greater event next year.





At the Friday, 29th UK-Nigeria Trade and Investment Mission Summit Gala Night at the UPF House, London.



SOME DELEGATES RECEIVING AWARDS

Conclusion:

On an overall review of the week-long Trade and Investment Mission Summit, which included conferences, roundtable/private business meetings, companies premise tour and meetings across London and Peterborough cities.

There are three takeaway points and propositions:

1. Lord Taylor of Warwick, Lord Carlile and Hon. Paul Bristow MP, expressed desires to help push through the UK parliamentary sessions, advocacy for a better trade relation and deals for Nigeria, post-Brexit arrangements. As the collective feeling of Nigeria being at the head of queue and picking order on the discussion and negotiations timeframe.

2. The improved trading deals and support reached with Wanis International Foods UK, the biggest importer of Nigeria Food Produce to the UK, after a successful meeting with the management team and the delegates, the company has agreed in full to increase its imports from Nigeria through signing more MOUs with local producers/suppliers and by helping out with the issues of quality and packaging in line with the UK regulation. This is great achievement. The company would be in Nigeria soon.

There was also another major takeaway at the Peterborough Session, with the understanding of the major issues of produce processing, third party countries export channels, such as Ghana and the need to have a country-of-origin protection for major Nigeria foods, such as; Yam, Gari, Palm Oil, and Groundnut. We got support from Mr. Vincenzo of DIT East of England, regional office, and also another support came from one Nigeria entrepreneur and importer of Nigeria produce based in Peterborough, Mr. Chike CEO. Angle Meals Ltd UK, who imports produce such as groundnuts to the UK. At the end of discussions, it was resolved to build a synergy for cooperation, to work with relevant government agencies on both sides to review the challenges quality and packaging standards for Nigeria, to allow direct imports, rather than using third party country routes. Establishing Food produce country of Origin Identity rule.

3. The other takeaway from the Peterborough company tour of Lancaster Business Park and Mr. Ejike Okoye's, Multi-Million Paragon Engineering in Ely, Cambridgeshire, the key points here, is the value of developing and managing a good functional infrastructure network for sustainable development in an era of industrial and manufacturing drive, with strong emphasis on good roads and power generation; Mr. Harvey of Lancaster Business Park and Mr. Ejike are ready and willing to support and equally interested in investment opportunities. At the Chelgate Private Breakfast Meeting, the main takeaway are issues surrounding capital investment, and Agro equipment manufacturing interests, as raised at the meeting, captured

on the brief report by Chelgate on this main report, looking at further Investment and partnerships interests by Alvan Blanch Agro-Engineering Business, and GKB Ventures, an infrastructure investment vehicle.

Following all the above takeaways, major investment and venture partnerships opportunities, as emphasized by the interest parties, it's now down to the facilitator, Cater and Merger Consult Ltd, to follow up with the concerned parties by opening up the connectivity, engagement and eventually establishing the business relationship with a deal for partnerships or investment in the next 6-12 months.

Finally, Cater and Merger Consult Ltd, is hoping to facilitate a return Trade Mission to Nigeria by UK businesses, and investors before the end of the year, this is to balance our moral compass of inter-country Trade and Investment exchange opportunities post-Brexit.



Group photographs with some of the delegates.