



The 2nd Annual UK-Nigeria Trade and Investment Mission Summit 2023.

Theme:

“BUILDING SUSTAINABLE TRADING AND INVESTMENT ROOTS: AND UNDERSTANDING THE RULES OF ORIGIN FOR NIGERIA”.

20th to 28th August 2023 | @ Cities of London and Birmingham



The ties between Nigeria and the UK may have been deep-rooted in its historical and political heritage although over the past sixty years it has since evolved into a more dynamic relationship that includes education, trade, arts and culture exchanges. The UK and Nigeria have an excellent commercial relationship with over £6.1 billion worth of trade per year and the 2nd largest African market for goods. UK companies are extremely well-known in Nigeria and UK brands (especially luxury goods) are in very high demand, from household items to whiskey. Nigeria has one of the lowest income tax rates in the world, 7%-24%, and therefore the growing consumer base of Nigerians has a lot more disposable income. As a foreign investor, there are investment incentives in Nigeria. Some of these incentives cover all sectors, while others are limited to specific sectors.

EXECUTIVE SUMMARY

The first UK-Nigeria Trade and Investment Mission was held in April 2022 in the cities of London and Peterborough, with participants from Nigeria and UK. The Nigeria delegation was led by the Hon. Minister for Industry, Trade and Investment, His. Excellency Otunba Adeniyi Adebayo, accompanied by the Hon. Minister of state for Finance, Budget and National Planning, Prince Clem Agba with both ministries Permanent Secretaries, Senior Directors, delegations from the Nigeria Port Authority, Standard Organisation of Nigeria, Nigeria Export Processing Zone Authority, Nigeria Oil and Gas Free Zone Authority; and from the private sector delegation are, top directors of, Agro-Allied Commodities and Produce Services Ltd Nig, OFICON Group Ltd Nig, Automatic Fit and Energy Ltd Nig, Fisolak Global Resources Ltd Nig, and British Nigeria Business Network while the UK participants were representatives of the House of Lords led by Lord Taylor of Warwick, representatives from the Commonwealth's trade department, Foreign and Commonwealth office, DIT East of England office, British Africa Business Alliance, Opportunity Peterborough, Commonwealth Entrepreneurs Club UK, while we had private businesses such as; Wanis International UK, ETK Group UK, Across Atlantic UK, Book Aid Africa, Chelgate Group, Genesis Energy Group, GKB Ventures UK, Alvan Blanch UK, Angle Meals, Grovemere Property Cambridge, Lancaster Business Park Ely, Paragon Precision Engineering Ely, Cambridge Commodities.



The delegation went on two business site visits of Wanis International and Paragon Precision Engineering Ltd. 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.



DELEGATION AT WANIS

The delegation met with the company Managing Director and the management staff and Paragon Precision Engineering Limited employs over 20 high skilled workers, in engineering technology designs, producing various spare parts for high key value manufacturing companies around the world, including defence and aircraft industries. Paragon Precision Engineering Ltd is owned by Mr. Ejike a Nigerian of Igbo extraction.



MR. EJIKE WITH DELEGATES AT PARAGON PRECISION ENGINEERING LIMITED.

The main focus of the mission is to identify key challenges and opportunities of improving trade and investment relations between UK and Nigeria post-brexite, which was very well re-emphasised in his keynote speech at the opening session in the House of Lords, Lord Carlile, who spoke on the “Economics of trade and investment post-brexite opportunities and relations, identified key policy issues and regulatory disadvantages which needs to be reviewed to better improve trade relations between the UK and Nigeria.

Though some of this regulatory and product quality specifications were obviously made know during the business site visit at Wanis International one of UK biggest importers of Agro-Produce from Nigeria.

In consideration of the above issues this year's trade mission and summit would definitely build on the major achievements from last summit, one of which is setting the agenda and process of creating key Nigeria Produce exports with a recognised country of origin statues into the UK market. In view of this, the trade mission would discuss and negotiate the issues surrounding the Rule of Origin and the UK policy direction on “The developing countries trading scheme” (DCTS)

RULES OF ORIGIN

Rules of origin (RoOs) are used to determine where goods are 'from', for example, where they have been produced or had substantial work done to them. This is used in determining appropriate tariff rates, access to preferential trade arrangements or application of trade sanctions.

Rules of origin provide the criteria for testing whether a good can be considered to have been produced in a particular country. They determine whether a good qualifies for any reduction in tariffs.



The Developing Countries Trading Scheme cuts administrative costs for businesses by reducing more tariffs and bringing more countries in scope of the most generous tariff reductions. It also cuts red tape for developing countries, for example by simplifying rules of origin requirements for the least developed nations. This helps the world's poorest countries to export to the UK and play a more active part in fast growing global supply chains.

It also helps lower costs for UK businesses, leading to lower prices for consumers across a range of everyday products, by reducing tariffs on imports from low income and lower-middle income countries. Increasing trade and decreasing tariffs is another way the government is supporting businesses and individuals with cost-of-living increment.

The government is introducing the Developing Countries Trading Scheme (DCTS) to improve access to the UK market for developing countries. The DCTS will come into effect in early 2023. In line with the government's new International Development Strategy, the scheme contributes to developing countries' integration into the global economy, creating stronger trade and investment partners for the future, and strengthening supply chains. It grows free and fair trade with developing countries, boosting the economy and supporting jobs in those countries, as well as in ours.

With the theme of this year summit centred on: “Building Sustainable Trading and Investment Roots and understanding the 'Rules of Origin for Nigeria’”. The Trade Mission and Summit would be exploring the potential opportunities in which the Rules of Origin and DCTS in 2023, would do in projection balance exports of both fresh/processed and finished Agro-produce to the UK market, considering the tendency of Nigeria opening up to a Non-Oil Economy, new money, through its next 5 years National Economic Development Plan, which tends to promote private sector-led non-oil growth to build the foundation for economic diversification.

Based on the above the activities of this year's mission and summit would be focused on two major economic cities of the United Kingdom, which are; City of London, the financial heart beat, and the City of Birmingham, the Black-County and the sustained Industrial heartland of the Northern Power House.

As a result of the need for access and roots to exports, we would make possible arrangements for delegates, especially intended exporters and Nigeria Port Authority officials to visit at least two major UK ports. There are 7 major shipping ports in the UK, managed by 5 different privately run companies. For the purposes of this mission we would consider visiting the Ports of Felixstowe, somewhere up North and the Ports of London (Tibury) down South.

BRIEF INFORMATION ON BOTH PORTS:

THE PORTS OF FELIXSTOWE

A Felixstowe feature is one of the top 10 busiest European port facilities at the 9th position. The port shares most of its container handling duties (48%) amongst all the ports in the UK.

It spreads across 33.83 sq. km and has a total of 10 berths for container operations. The harbour originated in the late 1700s, while the facility is in existence since 1875.

The early operations at Felixstowe port were pipeline and railway pier transport records. Commercial cargo operations and breakthrough container handling started in the late 1960s.

Cargo Handling

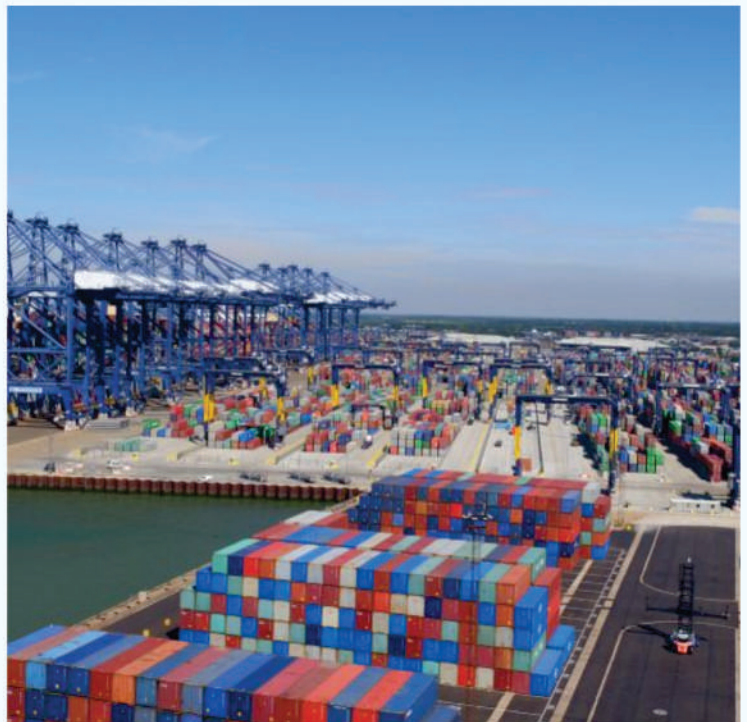
Container operations at Felixstowe recorded an average of 3.8 million TEU for the past five years. Meanwhile, the figures from 2020 reflect 25.8 million MT cargo volumes with 65% of the inward flow. It shows that Felixstowe port is the pivot of major inbound finished goods trading for the UK.

There are a total of 22 movable gantries with a tire design for mobile lifting. The mega cranes at these berths have the largest capacity globally, lifting over 70 MT at once. Each crane has a maximum outward reach of 62 meters and a weight of approximately 2000MT.

Network and Layout

The human network at Felixstowe features over 3500 employees with an additional 2500 for internal handling. Over 11,000 meters of railway length and three terminals feature 72 rail calls per day.

The facility is also amongst the few in the UK to try 5G connections for security and surveillance matters. It is also one of the few harbours to have the super container vessels traffic inflow.

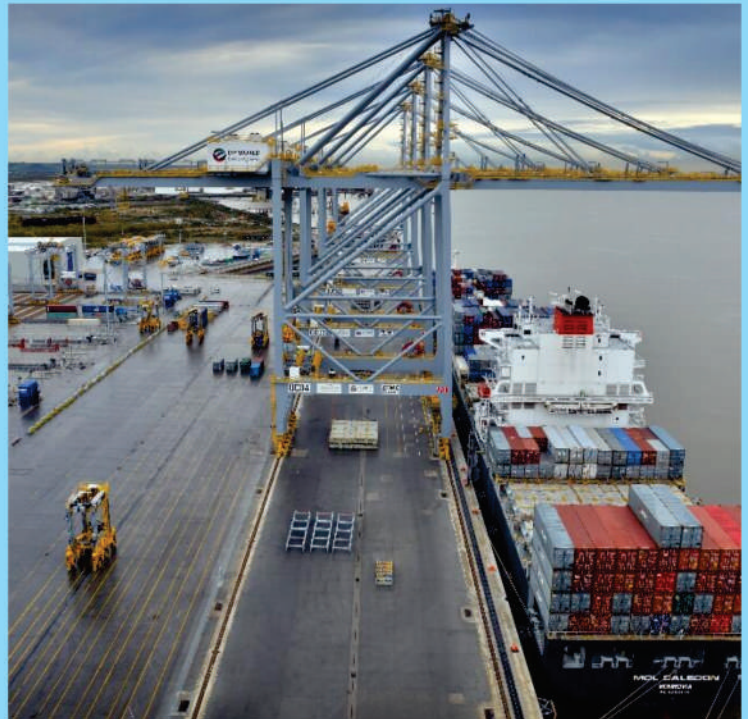


THE PORTS OF LONDON

The establishment of London port occurred during the 1st century as the most important trading port. The modern shipping trades in this port originated in the mid-1800s. London stands as the second biggest port facility in the UK behind Immingham in terms of tonnage. The port's geographical location on the Bank of Thames invites high sea-going traffic through the North Sea. As the highest contributor, the port's annual turnover is £4 billion over the last decade.

Cargo Handling

London is amongst the two ports in the UK to handle 54 million MT of cargo in 2019. The trade graph has a 4% decline for the port's cargo in 2020. There are a total of 30 berths available for sea-going vessels of all sizes. Meanwhile, the average draught for vessel traffic is 17.5 meters. London Port's 82% trade belongs to the inward flow of dry bulk, liquid cargo, and container vessels. The maximum quay length ranges around 655 meters with an average depth of 15.5 meters



Network and Layout

The inland water network leading to the port amounts to 60% of vessel traffic within the region. The port facility employs over 45,000 staff that works for surveillance, cargo operations, and handling. It also allows passage to the national freight handling rail network.

WHY THE TWO CITIES?

We believe it's the right time for exporters of products from Nigeria, interested government agencies and sub national governments to look beyond the city of London, and seek further trading and investment opportunities north of the United Kingdom. We're also convinced that this would be of great interest to the UK government and businesses too.



THE CITY OF BIRMINGHAM

Birmingham is the second largest city of the United Kingdom and a metropolitan borough in the West Midlands metropolitan county. It lies near the geographic centre of England, at the crossing points of the national railway and motorway systems. Birmingham is the largest city of the West Midlands conurbation, one of England's principal industrial and commercial areas, for which it acts as an administrative, recreational, and cultural centre. The city lies approximately 110 miles (177 km) northwest of the city of London.



Birmingham remains the chief centre of Britain's light and medium industry and is still sometimes described as “the city of 1,001 different trades.” The key to its economic success was the diversification of its industrial base, although it has been principally concerned with the metal and engineering trades. The largest single industry in terms of employment is the production of motor vehicles. Bicycles and motorcycles are made in the area, though the bicycle trade has declined. The city is also one of the main centres of the machine-tool industry since the 1970s. However, the city's service sector has grown to revive the manufacturing sector. So we hope to engage and tap into it's machine tools for mechanised and green house farming, food processing equipments and packaging



CITY OF LONDON

London is a leading city on a world-wide scale. With over eight million residents, 40 universities and hundreds of global businesses headquartering there, it is an international capital that has provided a draw for firms for centuries.



London is the world's most international and connected financial centre, providing unrivalled access to global markets. It is a magnet for workers from around the world, who make up a diverse pool of financial and professional services specialists, with huge diversity, deep human linkages to virtually every economy globally. We hope to leverage on the huge technological innovation hubs, developing new digital solutions for Agribusinesses, including distribution networks and supply chain integration



TWINNING AND COMMON COOPERATION

"The need for City Twinning between UK and Nigeria, Post-Brexit and its potentials"

WHAT IS CITY TWINNING?

"A twinning is the coming together of two communities seeking its way, to take action with a European perspective and with the aim of facing their problems and developing between themselves closer and closer ties of friendship".

This was the definition of twinning given many years ago by Jean Bareth, one of the founders of the Council of European Municipalities and Regions (CEMR) after the 2nd world war. In this way, he identified the primary values which twinning represents: friendship, co-operation and mutual awareness between the peoples of Europe.

Importantly this definition fits with the thinking of UK Cities and, we believe is applicable to new twinning with partners on a global basis.

Given the time available on this mission, the target twin needs to share some of the same issues as in the city-state and be centred on the same type of historical references and commercial activities.

There could be many twinning prospects, who share the industrial, manufacturing and agricultural heritage, but then we would look into those UK cities that have strengths in those areas. One that is fully developed, in human capacity, economy and population that would be effective in driving the prospect that will enable the twin city-state in Nigeria strive to double or triple its economic and social growth in the coming years.

Taking all these factors into consideration, we're tempted to propose that we might want to accept considering one or two of the participating States to this Trade Mission and Summit for the UK City Twinning Ceremony. Please in view of this kindly provide us as soon as possible your City-State profile, cultural, social and economic outlook for march-making and confirmation.

KEY TRADE AND INVESTMENT FOCUS



TRADE AND INVESTMENTS IN AGRICULTURE

The trade mission forums have been designed to address strategic mutual interests in Agriculture specific to Country needs with interests in developing horticulture and livestock. The primary goal of these engagements is finding partnerships in research, produce processing and standardisation through direct investment models. In horticulture, the investor forums will align interest parties with strategic elements in developing

the four key areas of horticulture; flowers, vegetables, herbs and fruits. In the livestock sector the investment forums will be strategic in developing the dairy sector by providing technology driven solutions from proper genetically enhanced dairy animals to boost milk production and finding markets for both dairy and meat products to the European and Asian markets.



INVESTMENTS IN INFRASTRUCTURE

The trade mission forums would be very important in creating import leverage for infrastructure growth in the key participating states, with essential steps on inward-outward infrastructure development. Key to this would be development and operation of existing ports (Sea, Air, Dry) and the construction of strategic new ports in states such as Anambra, Abia, Imo, Benue, Kogi, and Zamfara to provide the required growth in the transportation of finished goods. Development of strategic infrastructure that include cold storage facilities and other storage facilities that will be critical in establishing most of the states as an exporter of fruits, vegetables, dairy, fish and meat products to major markets in the UK. Investments in low-cost rural housing scheme will be an area of interest in aligning with government strategic plans to provide adequate housing for its citizens. Investments in road networks and bridges to open up existing local and regional markets will be an added value to the rural-urban integration. Delegates will be able to engage partners to formulate private public partnerships in actualizing the necessary infrastructure a key resource in enabling government and businesses realise its full potential.

A close-up photograph of a person's hands operating a sewing machine. The machine is mounted on a wooden stand. In the background, there are various items including colorful fabrics, a bottle of orange liquid, and other workshop tools. The scene is brightly lit, suggesting an indoor workshop environment.

INVESTMENTS IN MANUFACTURING AND THE SME'S SECTOR

Manufacturing and the SME's sectors are a fundamental part in addressing job creation a quantum phenomenon affecting most of the state governments. Technical and Vocational Education (TVET) states as sub-national with a devolved function underscores the importance of states in developing opportunities for manufacturing and supporting SMEs growth. Ideally the skills created at the TVET level should be two pronged; stimulate entrepreneurship and match skills to the manufacturing sector. Promoting investments in the manufacturing sector and enabling SMEs is a

priority for the states to reduce the national unemployment rates. Our investor forums are designed to provide opportunities for states and institutions to define their manufacturing priorities and find investors keen on establishing partnerships. Creating enablers for SMEs growth is central to our investor forums; consequently, establishing partnerships throughout the entire SME ecosystem shall form the basis of our investor forums. The idea is to position key states, as a major manufacturing hub in the country and an important contributor to economic development.

INVESTMENTS IN THE USE OF INFORMATION & COMMUNICATIONS TECHNOLOGY (ICT) IN AGRO-PROCESSING AND MECHANIZED FARMING

The trade mission forums would be exploring the use of information & communications technology (ICT) in agro-processing and mechanized farming. ICTs have largely revolutionized the way people, governments, and businesses both large and small function in the modern world. Our investor forums will look to create an agro based tech startup which will deploy relevant software, technologies and innovative approaches to farming & agro processing such that farmers and agro producers can be empowered by access to more effective production strategies, newer and more advanced ways of enhancing crop quality, access to banking and financial services/financial aids from investors and a better and easier way to connect with local and international market to sell their farm produce.





SUMMIT AIM

We would be focusing on an outcome that would enable Nigeria Agro-Export like cocoa, edible vegetables, raw hides and skins, oil seeds, rubber, cassava flour, fly's, fruits and grains compete favourably, based on their comparative advantages in Africa. This would require well-guided bilateral meetings between the two countries key policy makers, to reconsider the place of Nigeria, in the era of Britain Going Global, and Opening-Up, for mutual sustainable development.

Furthermore, Nigeria has one of the fastest growing SMEs in Agro-business, Fintech and Info-tech innovations, despite lacking key expert support and investment

deficit from foreign and diaspora led engagements, there is still an enormous opportunity to bridge the gap.

Following all business engagements and discussions both in London, and Birmingham the delegates will be meeting and interfacing with key experts and investors from the Agro-business, Fintech, Renewable Energy and Infrastructure Sectors.

The final expectations of this trade and investment mission is to open-up Britain to Nigeria, for Nigerians and friends of Nigeria to increase trade and investment in SMEs through the establishment of a fair import/export regulatory system and through positive aggressive dialogue, agreements and

cooperation between the historically mutual nations, and as such we look forward to a robust engagement from key public and private sector stakeholders.

During the course of the summit activities, such as networking sessions, cities and company tours, there would be a business dinner to facilitate important business introductions between potential business partners for increased direct engagements in collaboration with key UK business groups like the British African Business Alliance, the Manchester Chambers of Commerce, Birmingham Chambers of Commerce, London Chambers of Commerce, DIT East of England, DIT West Midlands,

African Business Chambers , Commonwealth Trade Department, and the Commonwealth Entrepreneurs Club UK.

Through a three-way partnership between Cater and Merger, the Nigerian Ministry of Industry, Trade and Investment, UK Agencies and business networking groups, would engineer sustainable sector- specific bilateral trade operations between the UK and Nigeria.

Following the UK's willingness to engage with Nigeria on new trading terms that would be “simpler and more generous” than the EU's generalized scheme of preferences that governed UK foreign trade before Brexit, the opportunity for a positive balance of trade on mutually beneficial terms presents itself.

Increased trade between both countries would be beneficial for the following reasons

- ▶ The Large Nigerian Diaspora population
- ▶ Nigeria remains a commonwealth nation.
- ▶ Modest time differences for business communications
- ▶ Open market economies
- ▶ Lingua franca, the Standard English
- ▶ Regular flight routes between both countries

OUR WORKING PARTNER MINISTRY

The Federal Ministry for Industry, Trade and Investment Nigeria

The Federal Ministry of Industry, Trade and Investment was restructured in 2011 to drive the growth of the Nigerian economy, using the model being implemented in both developed and emerging economies like the United Kingdom, Malaysia and Singapore. This transformation expanded its portfolio to include investment that hitherto was not part of its original mandate as the Federal Ministry of Commerce and Industry.

In view of its restructuring the ministry's mandate is to create an enabling environment to stimulate domestic investment and attract foreign direct Investment in all sectors of the economy and make Nigeria a preferred investment destination.

KEY DEPARTMENTS OF THE MINISTRY

1. Industrial Inspectorate Department
2. Weights and Measures Department
3. Commodities and Products Inspectorate Department
4. Commercial Law Department
5. Investment Promotion Department
6. Trade Department
7. Industrial Development Department

THE AGENCIES ARE:

1. Corporate Affairs Commission (CAC)
2. Nigeria Investment Promotion Commission
3. Industrial Training Fund (ITF)
4. Financial Reporting Council of Nigeria (FRCN)
5. Nigeria Export Processing Zone Authority (NEPZA)

CATER AND MERGER

Cater & Merger is a management consulting company based in the United Kingdom with presence in Nigeria. We facilitate global business and political engagements in and outside the United Kingdom. Focusing on our mission of; building democratic peace and good governance, through fair trade and social responsibility with the aim of bridging the gap between politics and business in real world order.



Investors Meeting with the Governor of Akwa Ibom State and key business persons.

CATER AND MERGER PORTFOLIO

We have also facilitated intergovernmental engagements, trade missions and social development intervention programs in the United Kingdom one of which was NAIDA Funders Forum held in February 2020 with participants from the Delta and Abia State governments interfacing with three boroughs in Peterborough, London - Islington, Brent and Enfield.

We have bespoke plenary for the promotion of international trade and public and private partnerships, one of which is the book launch in April 2021 tagged “Britain/EU Post-Brexit African Relation, Geopolitics and Globalization” with the attendance of industry leaders, ambassadors across countries, members of parliament and ministers of state on Nigeria and the United Kingdom.

We have organised the London Political Summit and Awards consecutively for the last seven years, with key ambassadors in various governmental and non-

governmental organisations across Europe and Africa.

Find attached the Cater and Merger 2022 profile of events held in UK.

WHAT WE BELIEVE

We believe that with collaboration we can harness social and economic resources to improve our community. Thus, we belong to an extensive business network spanning Europe, America and Africa for the specific purpose of engaging in projects to better our communities.

BENEFITS OF THE TRADE MISSION

Collaboration for venture partnerships between the United Kingdom and Nigeria to engineer sector specific growth in Agro-business and non-oil exports, deriving stronger foreign exchange and new money into the Nigerian economy

Funding for emerging ventures in Agriculture, Information Communication Technology, Tech Start ups, Education, Health, Environment, Mineral Resource Utilization and Renewable Energy.

PARTNERSHIPS

Partnerships across sectors after round table discussions with British Business Networks, including but not limited to, the British African Business Alliance, various Chambers of Commerce, the Across Atlantic Development – accredited project partners with the European Union and other big businesses to achieve a positive balance of trade between the UK and Nigeria.

Opportunity for Access To Trade Hubs in the United Kingdom
London > Birmingham

An opportunity for access to exclusive state and business resources of the two cities in one

LIST OF EXPECTED PARTICIPATING INSTITUTIONS AND AGENCIES

- Ministry of Industry, Trade and Investment
- Department for Business and Trade
- Commonwealth Trades Department
- Commonwealth Enterprises
- Commonwealth Countries League
- Commonwealth Entrepreneurs Club UK
- Nigerian High Commission, London
- Across Atlantic Development UK
- Birmingham African Business Network
- Book Aid for Africa UK
- British/Nigeria Chambers of Commerce
- British/Nigeria Business Forum
- British High Commission Abuja
- DBT Nigeria
- Nigeria Port Authority
- British African Business Alliance
- DBT West Midlands
- Birmingham Chamber of Commerce
- Africa Business Chamber
- DBT Midland
- DBT East of England
- Nigeria Export Processing Zone Authority
- Standard Organisation of Nigeria
- UK Department for Environment, Food and Rural Affairs

With a pathway to open business relationships between The United Kingdom and Nigeria we are assured that this Second Trade Mission will yield much more potential returns for all participants

For more information, contact the Ministry of industry, trade and investment on +2348037020436 or Cater and Merger on +234 8033079606, +44 7488389428, 092910644 or email us at info@caterandmergerconsult.com or visit our website at www.caterandmergerconsult.com/tm/

"Our mission is to Cater for your desirable needs, through mergers, collaboration and partnership; bringing together every element to optimize economic and social development".

Mazi Godson Azu CEO
Cater and Merger UK

ANTICIPATED ITINERARY (TBC)

-  **20th August:** Delegates Arrival to London
-  **21st August:** Delegates Courtesy Visit to the Nigeria High Commissioner, Nigeria House. Then the Trade Mission/Summit Opening Ceremony and Exhibitions. Chelsea and Kensington Town Hall. London
-  **22nd August:** Mayoral Courtesy visit to the London Borough of Brent and Then Business Tour of The ports of London Authority (Tiubry).
-  **23rd August:** London Business Site Tour. Wanis International Ultra-Modern Distribution Centre. Raiham, London.
-  **24th August:** Arrival at Birmingham City, and City Business Tour
-  **25th August:** Birmingham City Day Conference and Business Summit.
-  **25th August:** Departure from Birmingham City to London.
-  **26th August:** Gala Dinner and Awards Ceremony Night.
-  **27th August:** Delegates Rest Day
-  **28th August:** Delegates Departure from London.