



NIGER STATE'S COMPREHENSIVE INVESTOR SERVICES FRAMEWORK

2024

Niger State Government Investment Promotion Support

The objective of this assignment is to provide a guideline through which the Investment Promotion Agency in Niger State can enhance its effectiveness in attracting and supporting investors.

Niger State Investment Services Framework

The Final Report presents the Investor Service Framework guidelines proposed for Niger State Government (NGSG), updated based on the feedback and inputs received from the Client and NGSF stakeholders.

Opinions and Limitations

Unless otherwise indicated, the opinions expressed herein are those of the authors and do not necessarily reflect the views of the Client. Greenswitch Consult makes efforts to validate data obtained from third parties; however, it cannot guarantee the accuracy of this data.

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1. Executive Summary

With its unique geographic location and rich natural resources, Niger State is strategically positioned to become a leading destination for investment in Northern Nigeria. The state's proximity to major West African markets, its vast agricultural potential, abundant mineral resources, and renewable energy opportunities offer significant investment prospects across a range of sectors.

However, to fully capitalise on these opportunities, it is critical to implement a robust investor services framework. This framework is designed to provide the Niger State Investment Promotion Agency (NSIPA) with the tools necessary to attract, facilitate, and retain investments while ensuring a seamless and efficient investor experience.

The framework is structured into four key service areas:

- **Marketing Services**
- **Information services**
- **Assistance services** and
- **Advocacy services.**

These service areas are designed to support investors at every stage of the investment lifecycle from initial engagement to project execution and reinvestment.

NSIPA's mission is to position Niger State as a competitive, investor-friendly state that adheres to global best practices in investment promotion and facilitation. This framework provides a roadmap for achieving that mission by implementing a suite of services that cater to investors' specific needs while promoting long-term economic growth in the state.

Introduction

As global foreign direct investment (FDI) becomes increasingly vital for economic growth, the role of Investment Promotion Agencies (IPAs) has gained prominence in achieving government objectives for attracting, establishing, retaining, expanding, and linking productive private investment. In Niger State, we recognize our IPA's need to provide high-quality, relevant services tailored to the diverse needs of investors throughout different stages of the investment life cycle. The World Bank Group's Comprehensive Investor Services Framework (CISF) offers a structured approach that Niger State can adopt to effectively align our investment promotion strategies with investor requirements.

Understanding the Landscape

Currently, nearly 200 investment-promoting institutions operate at the national level, with approximately 2,000 at the subnational level globally. This proliferation intensifies competition among regions to attract FDI, especially during periods of declining investment flows. Even in growth phases, there is a constant need for governments to compete for new investments while retaining existing ones.

Historically, investment promotion focused primarily on attracting potential investors, with less emphasis on the establishment and post-establishment phases of investment. Recent surveys indicate that many IPAs, including those in developing economies like Niger State, have not adequately addressed the full spectrum of investor services beyond the initial attraction stage.

The Comprehensive Investor Services Framework (CISF)

The CISF is designed to be a comprehensive, investor-centric framework that guides IPAs in delivering standardized services that meet the needs of investors throughout the investment cycle. In the context of Niger State, the CISF will enable our IPA to identify and provide critical services in the following areas:

1. **Marketing:** Developing targeted marketing strategies to effectively communicate the unique advantages of investing in Niger State. This includes understanding investor needs, crafting a compelling value proposition, and promoting sector-specific opportunities.
2. **Information:** Ensuring the availability of accurate, up-to-date information on regulatory requirements, market conditions, and sector opportunities. This service will aid investors in making informed decisions.
3. **Assistance:** Offering comprehensive support to investors during their entry and establishment phases, including facilitating necessary permits, licenses, and connections to local resources.

4. **Advocacy:** Representing investor interests in policy discussions, helping to shape a favorable business environment that addresses the challenges faced by the private sector.

By focusing on these four categories across the investment life cycle—attraction, entry, retention, and expansion—Niger State can build long-term relationships with investors and enhance the overall investment climate.

Understanding the Investment Life Cycle

The investment life cycle outlines the investor journey, encompassing various stages:

- **Planning:** Investors conceptualize their projects and assess potential locations.
- **Exploration:** Investors research and evaluate options before making a decision.
- **Establishment:** Investors enter and set up operations in Niger State.
- **Operation and Expansion:** Investors grow their businesses and may consider future expansions or divestments.

For Niger State, it is essential to understand that foreign investors, particularly those unfamiliar with the local context, require substantial support during these stages. By viewing the investment process from both the investors and the IPA's perspective, we can enhance our service offerings and create a more conducive environment for investment.

Servicing Investors Across the Life Cycle

The CISF emphasizes the importance of aligning services with the needs of investors. By categorizing services into marketing, information, assistance, and advocacy across the investment life cycle, the Niger State IPA can ensure comprehensive service delivery.

A recent survey indicates that a significant majority of investors find IPA services valuable, with many considering services like advocacy and operational assistance to be critically important. To address the gap between investor expectations and actual service delivery, Niger State's IPA must prioritize:

- **Enhanced Communication:** Regular engagement with investors to understand their needs and gather feedback on services provided.
- **Sector-Specific Initiatives:** Tailoring services to the unique requirements of strategic sectors identified in the state's economic development plans.
- **Post-Establishment Support:** Developing aftercare programs to ensure ongoing investor satisfaction and addressing any operational challenges.

Rationale for Action

Given the competitive nature of investment promotion, Niger State’s IPA must adapt to the changing needs of investors. Implementing the CISF will position the IPA as a proactive service provider that not only attracts new investments but also fosters a supportive ecosystem for existing investors.

To achieve this, it is crucial to establish a clear framework that outlines service offerings and sets benchmarks for performance. By investing in capacity building, training staff, and leveraging technology, the IPA can enhance service delivery, ultimately leading to increased investment and reinvestment opportunities.

2. Introduction to Niger State: Investment Potential and Opportunities

2.1 Overview of Niger's Economic Landscape

Niger State, located in north-central Nigeria, is the country's largest state by landmass and a vital player in Nigeria's agricultural economy. Agriculture remains the backbone of the state's economy, employing a large share of the population and contributing significantly to food security. The state is especially renowned for its production of rice, maize, millet, sorghum, and yam, alongside a thriving livestock sector that includes cattle, sheep, goats, and poultry. These agricultural activities not only sustain local communities but also supply raw materials to agro-processing industries across Nigeria. The vast agricultural potential underscores the importance of adopting modern farming methods, irrigation, and climate-smart technologies to boost productivity, reduce post-harvest losses, and enhance resilience.

Beyond agriculture, Niger State is richly endowed with mineral resources such as gold, limestone, kaolin, granite, and marble. However, these assets remain underexploited, creating opportunities for economic diversification and industrial growth. Strategic investments in mining and mineral processing have the potential to unlock new revenue streams, generate employment, and support infrastructure development. With the right partnerships and sustainable extraction practices, Niger State is well-positioned to expand its economic base beyond agriculture while ensuring long-term environmental stewardship.

Niger's strategic geographical location further strengthens its role as an economic hub. Bordered by the Federal Capital Territory (FCT) to the southeast and sharing boundaries with Benin Republic to the west, the state sits at a crossroads for domestic and regional trade. Its position within the Economic Community of West African States (ECOWAS) trade corridor facilitates cross-border commerce and provides local businesses with access to wider regional markets. Ongoing improvements in transport networks and border facilities are enhancing this advantage, positioning Niger State as a gateway for investment and trade in West Africa.

Recognizing the critical role of infrastructure in driving growth, the Niger State government has prioritized investments in transport, energy, and industrial infrastructure. Efforts are underway to expand road and rail networks, strengthen power generation capacity through hydroelectric dams such as Kainji, Jebba, and Shiroro, and create enabling environments within Special Agro-Industrial Processing Zones (SAPZ). These initiatives are improving connectivity, lowering the cost of doing business, and facilitating the movement of goods and services within and outside the state. By pursuing this integrated development approach, Niger State is reinforcing its competitiveness, attracting new investments, and laying the foundation for inclusive and sustainable economic prosperity.

2.2 Priority Sectors for Investment

1. Agriculture and Agribusiness

Crop Production

Niger State is one of Nigeria's leading agricultural powerhouses, often referred to as the "Food Basket of the Nation." It accounts for a significant proportion of the country's staple food production, with rice, yam, maize, millet, and sorghum dominating cultivation. In particular, the state is a focal point for Nigeria's Special Agro-Industrial Processing Zone (SAPZ) program, with investments targeted at large-scale rice processing and integrated value chains. The potential for mechanized and climate-smart farming practices in Niger is vast, offering investors opportunities to scale operations, introduce precision farming, and expand irrigation systems along major river basins. Partnerships with research institutions, such as the Federal University of Technology, Minna, can further drive innovation and agricultural productivity.

Livestock Farming

Niger State hosts one of the largest livestock populations in Nigeria, with thriving cattle, goat, and poultry production supporting both domestic consumption and inter-state trade. Livestock markets in Bida, Kontagora, and Mokwa serve as major commercial hubs linking Niger to the southern states and neighboring countries. Investment potential lies in modern meat processing plants, dairy production facilities, and veterinary health services that can enhance productivity and food safety standards. Given Niger's vast grazing lands and the presence of nomadic pastoralist communities, opportunities also exist in feed production, ranch development, and disease control programs. With increasing demand for meat and dairy across West Africa, Niger State is strategically positioned to become a livestock processing hub.

Agro-Processing

Agro-processing presents a critical growth sector for Niger, with opportunities in rice milling, tomato paste production, yam flour processing, and shea butter extraction. The government's drive to operationalize the SAPZ in Badeggi and establish agro-industrial parks provides a strong enabling environment with access to infrastructure, incentives, and supportive policies. By encouraging private sector participation in processing facilities, the state aims to reduce post-harvest losses, create jobs, and strengthen value chains. Cooperative development among farmers is also being promoted to guarantee steady raw material supply for investors in agro-processing.

2. Mining and Solid Minerals

Mineral Resources

Niger State is endowed with rich mineral deposits including gold, limestone, granite, marble, kaolin, silica, and tantalite. Gold mining is particularly prominent in areas such as Kuta, Minna, and Paikoro, attracting artisanal and small-scale miners. However, the sector remains underdeveloped, presenting vast opportunities for investment in modern exploration, large-scale mining, and mineral beneficiation. With rising demand for construction materials and industrial minerals, investors can take advantage of Niger's natural wealth to develop cement plants, marble finishing industries, and silica-based manufacturing.

Investment Climate

The state government is implementing reforms to streamline licensing procedures and enhance transparency in the sector. Incentives include tax holidays, reduced import tariffs on mining equipment, and facilitated land access for large-scale mining operations. The government also emphasizes environmental sustainability, requiring responsible mining practices that balance economic growth with ecosystem preservation. With federal and state support, Niger's mining industry is positioned for transformation into a key revenue earner and employment generator.

3. Renewable Energy

Hydropower and Solar Potential

Niger State is Nigeria's hydropower capital, hosting the Kainji, Jebba, and Shiroro dams that collectively supply a significant portion of the national grid. The presence of these facilities not only underlines the state's energy significance but also presents opportunities for investment in dam rehabilitation, expansion, and auxiliary power projects. In addition, Niger's high solar irradiation makes it suitable for both on-grid and off-grid solar investments, particularly for rural electrification and industrial power supply within the SAPZ.

Energy Infrastructure Development

Private sector investment is encouraged in power transmission and distribution to complement generation capacity. Opportunities exist for mini-grids, solar farms, and biomass energy projects that can serve industrial clusters, commercial centers, and rural communities. By diversifying its energy mix, Niger State aims to enhance reliability, reduce energy poverty, and support its industrialization agenda.

4. Infrastructure and Real Estate Development

Transport and Logistics

As the largest state by landmass, Niger is strategically located at the crossroads linking the Federal Capital Territory (Abuja), northern Nigeria, and the Niger Republic border. This makes it a prime candidate for logistics hubs, inland container depots, and cross-border trade facilities. Investment in road networks, warehousing, and modern transport systems will strengthen Niger's role as a regional trade gateway within the ECOWAS framework.

Real Estate and Urban Development

With a rapidly growing population and expanding urban centers like Minna, Bida, and Kontagora, demand for affordable housing, industrial estates, and commercial complexes is increasing. The government encourages public-private partnerships (PPPs) in real estate development, offering investors opportunities in housing estates, shopping centers, and industrial parks. Such projects will not only meet rising urban demand but also support the state's economic diversification efforts.

The Role of the Niger State Investment Promotion Agency (NSIPA)

Niger State Investment Promotion Agency (NSIPA) serves as the principal government body dedicated to promoting and facilitating investments in the region. Established with the primary goal of attracting both foreign and domestic investors, NSIPA plays a crucial role in highlighting the unique competitive advantages that Niger State has to offer. These advantages include its strategic geographical location, abundant natural resources, and a diverse economic landscape that encompasses agriculture, mining, renewable energy, and more. By effectively showcasing these strengths, NSIPA aims to position Niger as a prime destination for investment.

To achieve its objectives, NSIPA is committed to providing accurate and timely information to potential investors. This includes comprehensive data on investment opportunities, market trends, regulatory frameworks, and potential challenges that investors may face. By ensuring that investors are well-informed, NSIPA fosters a transparent and trustworthy environment that encourages investment decisions. Furthermore, NSIPA actively engages with various stakeholders, including local communities, businesses, and government agencies, to create a collaborative ecosystem that supports sustainable investment practices.

In addition to information dissemination, NSIPA offers continuous support throughout the investment process. From initial inquiries to project implementation, the agency serves as a one-stop shop for investors, providing guidance on regulatory compliance, permits, and licenses. NSIPA also assists investors in navigating the local business landscape, helping them to connect with relevant partners and resources. By streamlining these processes, NSIPA not only enhances the ease of doing business in Niger but also strengthens investor confidence and commitment to the region.

Ultimately, NSIPA's overarching mission is to drive economic growth and development in Niger State by attracting high-quality investments that create jobs, enhance local capacities, and promote sustainable development. Through its proactive approach and unwavering support, NSIPA aims to transform Niger into a thriving investment hub that contributes significantly to the overall prosperity of Nigeria.

To ensure effective service delivery, NSIPA has adopted the following strategic pillars:

3.1 Attraction and Promotion

NSIPA's marketing initiatives are strategically designed to position Niger as a compelling investment destination, leveraging a multifaceted approach that encompasses various promotional strategies. One of the key elements of these initiatives is the development of high-quality promotional materials that effectively communicate the state's unique selling points. These materials include comprehensive investment brochures, informative videos, and engaging online content that highlight Niger's competitive advantages, such as its diverse economic landscape, abundant natural resources, and strategic geographical location. Additionally, NSIPA emphasizes the importance of storytelling in its marketing

efforts, showcasing success stories of existing investors and businesses that have thrived in the region. By crafting a compelling narrative around Niger's investment potential, NSIPA aims to capture the attention of potential investors and encourage them to consider the state for their investment ventures.

Participation in international investment forums is another crucial aspect of NSIPA's marketing strategy. By engaging in these forums, NSIPA not only showcases Niger to a global audience but also builds valuable relationships with key stakeholders, including potential investors, business leaders, and government officials. These events provide a platform for NSIPA to present investment opportunities, share insights into the state's economic landscape, and highlight ongoing development projects that can attract interest. In addition to forums, NSIPA conducts direct outreach to targeted investors through tailored campaigns, leveraging data analytics to identify sectors and companies that align with Niger's growth objectives. By combining targeted outreach with participation in global investment dialogues, NSIPA is effectively working to enhance Niger's visibility and attractiveness as an investment destination, ultimately driving economic growth and development in the state.

3.2 Investment Facilitation

NSIPA plays a pivotal role in facilitating a seamless investment experience for both foreign and domestic investors by providing hands-on support that encompasses a wide range of services tailored to meet their specific needs. One of the agency's core functions is to guide investors through the often-complex regulatory landscape, helping them navigate the myriads of laws, regulations, and compliance requirements that govern business operations in Niger State. NSIPA's knowledgeable staff offer expert advice on obtaining necessary permits and licenses, ensuring that investors are fully informed about the legal frameworks that affect their ventures.

In addition to regulatory guidance, NSIPA assists with site selection, leveraging its comprehensive knowledge of local markets and infrastructure to help investors identify optimal locations for their projects. This site selection process is crucial, as it considers factors such as accessibility, resource availability, and proximity to target markets, ultimately influencing the success of the investment. Furthermore, NSIPA supports investors with business registration, streamlining the often-cumbersome administrative processes involved in establishing a legal business entity.

Acting as a liaison between investors and various government agencies, NSIPA ensures that communication flows smoothly and efficiently, addressing any potential obstacles that may arise during the investment process. By providing these critical support services, NSIPA not only enhances the overall investment climate in Niger but also fosters long-term relationships with investors, contributing to the sustainable economic growth of the region.

3.3 Aftercare and Retention

To cultivate long-term relationships with investors, NSIPA prioritizes aftercare services that extend well beyond the initial investment phase. Recognizing that the success of an investment is not solely determined at the outset, the agency provides robust post-investment support to ensure that investors have the resources and guidance needed to thrive in Niger. This includes actively monitoring project progress, assessing operational challenges, and facilitating regular check-ins to address any issues that may arise. NSIPA's dedicated team remains accessible to investors, offering tailored solutions and strategic advice to help them navigate any obstacles, whether they pertain to regulatory compliance, market dynamics, or operational efficiency.

Moreover, NSIPA actively encourages reinvestment by highlighting opportunities for expansion and diversification within the state. By fostering a supportive environment and demonstrating a commitment to investor success, NSIPA helps to build trust and loyalty, making Niger an attractive place for businesses to grow and expand. This approach not only enhances the sustainability of existing investments but also contributes to the overall economic development of the region. By maintaining open lines of communication and a collaborative partnership with investors, NSIPA positions itself as a valuable ally in the journey of business success, ultimately contributing to Niger's reputation as a premier investment destination in Nigeria.

3.4 Advocacy and Reform

NSIPA plays a crucial role in advocating for policy reforms aimed at improving the overall business climate and investment ecosystem in Niger State. Recognizing that a conducive environment is essential for attracting and retaining investors, the agency actively engages with both investors and government stakeholders to identify existing bottlenecks that hinder business operations. This collaborative approach allows NSIPA to gain valuable insights into the challenges faced by businesses, ranging from regulatory hurdles to infrastructural deficiencies. By synthesizing feedback from the investment community and government entities, NSIPA can effectively pinpoint specific areas that require reform, whether it be simplifying licensing processes, enhancing infrastructure, or streamlining tax regulations.

Once these challenges are identified, NSIPA takes proactive steps to propose actionable solutions that can enhance the ease of doing business in Niger. This may involve advocating for legislative changes, promoting best practices, or implementing training programs designed to educate government officials on investor needs and expectations. NSIPA's commitment to fostering a collaborative dialogue between the public and private sectors ensures that policies are not only informed by regulatory frameworks but also shaped by the real-world experiences of businesses operating in the state. By championing these reforms, NSIPA is instrumental in creating a more transparent, efficient, and investor-friendly environment, which ultimately contributes to sustainable economic growth and development in Niger. Through these efforts, NSIPA reinforces its position as a vital partner in the state's journey toward becoming a leading investment destination.

in Nigeria.

4. Marketing Services for Niger State

NSIPA's marketing services are designed to raise awareness about Niger's investment opportunities, attract high-value investments, and enhance the state's image as an investor-friendly destination. These services will focus on promoting the state's competitive advantages in key sectors and ensuring that potential investors are well-informed about the benefits of investing in Niger.

4.1 Conducting Media Campaigns to Build and Reinforce Investment Image

- **Strategic Objective:** Position Niger as a top-tier investment destination by building a strong, positive image through media outreach and digital marketing.
- **Implementation Strategy:** NSIPA will develop and execute comprehensive media campaigns targeting both national and international investors. This will include:
 - **Press Releases and News Features:** Regular press releases highlighting Niger's investment successes, new projects, and government reforms will be published in major local and international news outlets.
 - **Social Media Campaigns:** NSIPA will leverage social media platforms such as LinkedIn, Twitter, and YouTube to share promotional videos, infographics, and success stories that highlight Niger's unique investment opportunities.
 - **Investor Testimonials:** Publishing success stories from current investors in Niger's agriculture, mining, and energy sectors will help build credibility and attract new investments.

4.2 Advertising Priority Sectors via International Media Outlets

- **Strategic Objective:** Raise awareness of specific investment opportunities in Niger's priority sectors (agriculture, mining, and renewable energy) through targeted advertising campaigns.
- **Implementation Strategy:**
 - NSIPA will collaborate with prominent international business and sector-specific publications such as *The Economist*, *Financial Times*, and *Africa Investor* to run advertisements showcasing Niger's economic potential.
 - Digital platforms like Google Ads and LinkedIn Campaign Manager will be used to reach a global audience, specifically targeting investors in Europe, the Middle East, and Asia.
 - **Sector-Specific Adverts:** Each advertisement will focus on a particular sector, such as agribusiness or renewable energy, offering detailed insights into Niger's investment climate, available resources, and government incentives.

4.3 Participation in International Business Conferences and Events

- **Strategic Objective:** To showcase Niger's investment potential, engage directly with potential investors at international trade shows, conferences, and business summits.
- **Implementation Strategy:** NSIPA will actively participate in high-profile investment conferences such as:
 - The *World Economic Forum* (WEF) in Davos to position Niger as a global player.
 - *Africa Investment Forum* and *Renewable Energy World Africa* to target sector-specific investors.
 - NSIPA will organize local and international investment roadshows where state officials will meet one-on-one with potential investors to discuss opportunities and incentives.

4.4 Proactive Promotion through Networks of Intermediaries

- **Strategic Objective:** Leverage existing relationships with local and international trade associations, chambers of commerce, and business networks to promote Niger's investment opportunities.
- **Implementation Strategy:** NSIPA will work closely with:
 - The *Nigerian Investment Promotion Commission* (NIPC), *Niger Chamber of Commerce*, and other relevant industry bodies to promote Niger at both national and international levels.
 - International trade and business councils such as the *UK-Nigeria Chamber of Commerce*, *American-Nigerian Business Council*, and *African Investment Forum* to tap into new markets and potential investors.

5. Information Services for Niger State

Providing investors with timely, accurate, and relevant information is critical to their decision-making process. NSIPA's information services are designed to equip investors with everything they need to make informed investment decisions and navigate Niger's business environment effectively.

5.1 Published Investment Guide for Niger State

- **Objective:** Provide a comprehensive, easy-to-access guide that outlines key investment opportunities, regulations, and incentives available to investors in Niger.
- **Implementation Strategy:** The **Niger State Investment Guide** will be published both digitally and in print. It will cover:
 - **Overview of the State's Economy and Key Sectors:** Highlighting investment opportunities in agriculture, mining, energy, and infrastructure.
 - **Investment Incentives and Reforms:** Including tax exemptions, reduced tariffs, and streamlined business registration processes under SABER.
 - **Regulatory Framework:** A step-by-step guide to navigating the legal and regulatory landscape in Niger, including land acquisition and licensing.
- **Distribution Channels:** The guide will be distributed at international conferences and trade fairs, and made available on NSIPA's website for easy download by potential investors.

5.2 Sector-Specific Brochures

- **Objective:** Offer targeted, sector-specific insights that allow investors to explore opportunities in key industries.
- **Implementation Strategy:** NSIPA will produce brochures focused on:
 - **Agriculture:** Highlighting investment prospects in crop production, livestock farming, and agro-processing.
 - **Mining:** Detailing the state's mineral reserves, regulatory reforms, and available concessions.
 - **Renewable Energy:** Showcasing Niger's solar energy potential and current projects such as the **Niger Solar Power Plant**.

- **Distribution Channels:** Brochures will be distributed at trade shows, business forums, and through NSIPA’s network of intermediaries.

5.3 Detailed Project Opportunity Profiles

- **Objective:** Provide investors with in-depth profiles of investment-ready projects in Niger.
- **Implementation Strategy:** NSIPA will compile and regularly update detailed profiles of major projects that are ripe for investment, such as:
 - **Agro-Processing Zones:** Highlighting available infrastructure, incentives, and projected returns for investors.
 - **Mining Concessions:** Presenting information on available mining licenses, mineral deposits, and expected outputs.
 - **Energy Projects:** Showcasing renewable energy initiatives and partnerships for solar and wind energy development.
- **Project Profile Structure:**
 - **Project Description:** A comprehensive summary of the project, including location, sector, and scale.
 - **Feasibility Studies:** Market demand, ROI projections, and timelines for project implementation.
 - **Government Incentives:** Relevant incentives and support from the state government.

5.4 Tailored Responses to Investor Inquiries

- **Objective:** Provide personalized information and assistance to meet the specific needs of individual investors.
- **Implementation Strategy:** NSIPA will maintain a dedicated team responsible for handling investor inquiries. This team will provide:
 - **Custom Research:** Tailored data on specific sectors, regulatory requirements, and market conditions based on the investor’s interests.
 - **Clarifications on SABER Reforms:** Explaining the benefits of SABER reforms in areas such as land acquisition, taxation, and business registration.
 - **Sectoral Deep Dives:** In-depth information on the investor’s sector of interest, including current players, competition, and potential partnerships.

6. Assistance Services for Niger State

Providing hands-on assistance throughout the investment process is a cornerstone of NSIPA's operations. From the first point of contact to post-investment support, NSIPA will ensure investors have access to the necessary tools, information, and networks required to succeed in Niger.

6.1 Support for First-Time Site Visits

- **Objective:** Facilitate comprehensive site visits for potential investors, ensuring they have a positive and informative first impression of Niger.
- **Implementation Strategy:** NSIPA will offer:
 - **Itinerary Planning:** Customized site visit itineraries based on the investor's area of interest. Visits will include tours of industrial zones, agricultural hubs, and mining sites, as well as meetings with key government officials and business leaders.
 - **Logistical Support:** Assistance with travel arrangements, hotel accommodation, and coordination of local transport to ensure a smooth experience.
 - **Local Stakeholder Engagement:** Arranging meetings with relevant stakeholders, including business leaders, community representatives, and government officials.

6.2 Comprehensive Briefing and Accompaniment During Site Visits

- **Objective:** Provide investors with a detailed understanding of Niger's investment opportunities and business climate.
- **Implementation Strategy:**
 - **Investment Briefings:** NSIPA will provide investors with in-depth briefings on the state's economic environment, priority sectors, and regulatory framework. These briefings will include detailed presentations on ongoing infrastructure developments, such as road networks and energy projects, which are part of SABER's broader agenda.
 - **Site Tours:** NSIPA will organize visits to key investment sites, including industrial parks, agro-processing zones, and renewable energy installations.

6.3 Business Start-Up Support

- **Objective:** Guide investors through the process of starting and registering a business in Niger.

- **Implementation Strategy:** NSIPA will offer:
 - **Business Registration Support:** Assistance with company registration, tax documentation, and acquiring necessary permits.
 - **Regulatory Compliance:** Guidance on navigating regulatory requirements, such as environmental assessments, labor laws, and licensing.
 - **Access to Incentives:** Helping investors access government incentives, including tax holidays, duty exemptions, and grants for strategic sectors.

6.4 Ongoing Post-Investment Support

- **Objective:** Ensure investors receive continued support throughout the lifecycle of their investment.
- **Implementation Strategy:** NSIPA will establish an Aftercare Program that includes:
 - **Regular Check-Ins:** Scheduled follow-up meetings with investors to assess progress, address any challenges, and provide additional services as needed.
 - **Expansion Assistance:** Helping successful investors explore opportunities for expansion or diversification within Niger.
 - **Reinvestment Opportunities:** Encouraging reinvestment by presenting new opportunities and government-backed initiatives that align with the investor's strategic goals.

7. Advocacy Services for Niger State

Advocacy is key in ensuring that Niger's business environment remains competitive and conducive to investment. NSIPA's advocacy services focus on identifying areas for improvement, proposing reforms, and working with government stakeholders to implement investor-friendly policies.

7.1 Coordination with Investors and the Private Sector

- **Objective:** Establish a feedback loop between investors, private sector representatives, and government agencies to ensure continuous improvement of the investment climate.
- **Implementation Strategy:** NSIPA will facilitate:
 - **Regular Roundtables:** Quarterly roundtable discussions with key investors and private sector leaders to gather feedback on the investment climate and identify challenges.
 - **Business Councils:** Establishment of sector-specific business councils (e.g., for agriculture, mining, and renewable energy) to foster collaboration between investors, the government, and industry stakeholders.

7.2 Identifying and Addressing Investment Climate Challenges

- **Objective:** Tackle systemic issues that hinder investment and propose actionable solutions to the government.
- **Implementation Strategy:** NSIPA will:
 - **Conduct Investment Climate Surveys:** Regularly survey investors to identify challenges, such as bureaucratic delays, infrastructure gaps, and regulatory barriers.
 - **Compile Reports:** NSIPA will compile findings into actionable reports that highlight the most pressing issues affecting investors. These reports will be shared with government stakeholders for immediate action.

7.3 Formulating and Submitting Policy Improvement Proposals

- **Objective:** Advocate for continuous policy improvements that enhance the ease of doing business in Niger.
- **Implementation Strategy:**
 - **Policy Proposals:** Based on investor feedback, NSIPA will draft policy proposals aimed at improving business conditions. These may include recommendations for tax reforms, infrastructure investments, or simplified business registration procedures.
 - **Collaboration with Government:** NSIPA will work closely with relevant

government ministries and agencies to ensure the swift adoption of these proposals.

7.4 Follow-Up on Government Actions

- **Objective:** Ensure accountability and follow-through on government commitments to improving the investment climate.
- **Implementation Strategy:**
 - **Tracking and Reporting:** NSIPA will track the implementation of key government reforms under SABER and provide regular updates to investors on the progress of these reforms.
 - **Engagement with Investors:** Investors will be kept informed of any changes in the regulatory environment, ensuring they remain confident in Niger's commitment to creating a favorable business climate.

8. Case Studies: Successful Investment Initiatives in Niger State

This section will provide in-depth case studies that highlight successful investments in Niger State, demonstrating the state's potential and NSIPA's role in facilitating these projects.

8.1 Niger-Africa Rice Partnership Rice Expansion Project

Project Overview: The Niger State Government signed a strategic partnership (worth about US\$1.2 billion) with Africa Rice Farm Centre (based in Bouaké, Côte d'Ivoire) to scale up rice production in Niger State.

The plan includes establishing a 5,000-hectare seed/foundation/breeder farm to produce 25,000 tonnes of high-quality rice seeds. These seeds will be used to cultivate a total of 500,000 hectares across the state (100,000 hectares in new modern commercial farms + 40,000 hectares for micro, small & medium farms).

Investment Outcome / Potential Impact: It is expected to increase Niger State's annual paddy yield from ~1.5 million tonnes to 10 million tonnes by 2030, boost food security, create employment (well over 100,000 farm jobs), and enhance local processing and seed production infrastructure.

8.2 PJS Group Agricultural & Agro-Processing Expansion

Project Overview: PJS Group, in partnership with Niger State, has been investing in rice, soyabean, and shea butter production. One significant project is their 3,000-hectare rice farm in Swashi (Borgu LGA), with about US\$15 million investment. Also, Kiara Rice Mills Limited has built a large rice mill in Kpatsuwa (Mokwa LGA), and there are other upstream/downstream investments.

Part of the strategy includes diversifying into agro-inputs (like agro sacks via Pack-it Packaging) and value addition in soya, rice bran oil, etc.

Investment Outcome / Potential Impact: This has created jobs, strengthened local value-chains (processing and packaging), attracted additional private capital, and supported the State's food security and economic growth agenda.

8.3 Shiroro Solar-Hydro Hybrid / Solar Pilot Project at Shiroro

Project Overview: The Nigerian Sovereign Investment Authority (NSIA), in partnership with local firms, is piloting a 20 megawatt solar plant co-located with the existing Shiroro Hydropower facility in Shiroro, Niger State. This is a part of a broader 300 MW solar program.

Investment Outcome / Potential Impact: The plant is intended to improve energy supply reliability, reduce dependence on diesel generators, lower carbon emissions, and enhance power for both households and industrial users in the region. It also serves as a model for integrating solar with existing hydro infrastructure.

9. Implementation Roadmap for NSIPA

The implementation roadmap provides a detailed, step-by-step plan for rolling out the comprehensive investor services framework in Niger. The roadmap is divided into short-term, medium-term, and long-term goals, each with specific milestones.

9.1 Short-Term Goals (0-6 Months)

- **Launch of Marketing Campaigns:** NSIPA will launch targeted digital and media campaigns to promote Niger's priority sectors.
- **Publication of Investment Guide:** The Niger State Investment Guide will be published and distributed both online and at international conferences.
- **Initial Investor Engagement:** NSIPA will organize its first round of investor forums and business roundtables to gather feedback and promote investment opportunities.

9.2 Medium-Term Goals (6-18 Months)

- **Full Participation in Global Conferences:** NSIPA will participate in international investment summits and trade fairs, positioning Niger on the global stage.
- **Facilitation of Key Investments:** NSIPA will assist investors in completing the initial phases of major projects, particularly in the agro-processing and renewable energy sectors.
- **Expansion of Assistance Services:** The agency will expand its on-the-ground assistance services, including site visit support, business registration help, and post-investment follow-up.

9.3 Long-Term Goals (18+ Months)

- **Positioning Niger as a Leading Investment Hub:** NSIPA will continue to build Niger's reputation as a top-tier investment destination in Nigeria and West Africa.
- **Institutionalization of Advocacy Mechanisms:** NSIPA will establish permanent advocacy structures that ensure continuous feedback between investors and the government.
- **Sustainable FDI Growth:** The agency will aim to sustain a steady pipeline of foreign direct investment, with a focus on reinvestment and long-term partnerships.