

ONDO STATE *The Hub of
Investment
opportunities.*

INVESTMENT AND DEVELOPMENT OPPORTUNITIES

Photo: Idanre Hills, a location on the UNESCO World Heritage Site Tentative list.

AUGUST 2017

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SUTOL Crushed Rock Industries, Supare Akoko

INVESTING IN ONDO STATE

DEMOGRAPHY

It is ranked 20th in population out of the 36 states in Nigeria, including the Federal Capital Territory, and the population is mostly agrarian. Ondo has a youthful population that provides affordable labour for industrial activities. Ondo State puts education as a high priority, which is evident from the fact that the State has the largest number of public schools in Nigeria. Ondo's considerable crop of educated elites has led to its classification as one of the most educationally advanced states in Nigeria.

Its economy, which is thirteenth largest in Nigeria, is dominated by oil & gas and agriculture which together generate 90% of the State's Gross Domestic Product.

ECONOMY

Ondo State has an extensive deposit of crude oil. In addition, Ondo State is arguably the most peaceful state in the oil-rich Niger-Delta region, boasting a stable political atmosphere and a relatively peaceful coexistence among its various ethnic and religious groups. This fact makes her a most viable investment destination.

The State's economy is basically agrarian with 65% percent of the State's labour force in the agriculture sub-sector. There is large scale production of cocoa, oil-palm produce and rubber. Other crops like maize, cashew, kolanut, yam and cassava are also produced in large quantities. Ondo State is richly blessed with varied and favourable ecological and climatic conditions with vegetation ranging from mangrove swamps to southern coastal riverine areas through the rainforest of the midlands to derived savannah in the northern part of the state suitable for cattle grazing. The southern zone is home to some of the most exotic timber in Nigeria and forest resources like teak, gmelina and indigenous tree species.

Ondo has one of the longest coast line in Nigeria of 90km, which supports fishing activities. The wide variety of fish deposits account for the core of economic activity in the riverine area of the State. The presence of a large deposit of stockfish offers remarkable opportunities for potential investors.

Renewed Federal Government focus on the promotion of non-oil exports aids the budding industries in Ondo state. Large amounts of mineral deposits of bitumen, glass sand, kaolin, granites and limestone also exist in the State. Granite, which is mostly found in the northern Senatorial District, is a key export commodity. Other minerals available include tar sand, clay, iron ore, quartz sand, coal and marble. Many of these minerals are at different stages of prospecting, extracting and development. Therefore, the State has great potential for rapid industrial growth in view of its raw materials base. The construction of a sea port and free trade zone will further stimulate economic activity.

Finally, the tourism potentials of the State are also high. Its historical sites, long coastline, lakes, forest and cultural events are avenues to be developed for tourism. Other identified opportunities in the tourism value chain include hotel and infrastructure provision.

18 REASONS TO INVEST IN ONDO STATE

- 1. Proximity to all 6 geo-political zones and commercial nerves in the Country**
- 2. Proximity to low-cost labour, as Ondo State has a low cost of living**
- 3. Proximity to high-level intellectual research and skilled labour, as Ondo State is home to 6 globally recognised universities**
- 4. Availability of low-cost industrial cities and parks that provide amenities for manufacturing and processing**
- 5. Availability of professional pre-investment services and support for potential investors**
- 6. Presence of One-Stop Shop that provides investor after-care services**
- 7. Availability of fiscal and monetary incentives such as tax holidays etc.**
- 8. Availability of abundant minerals such as kaolin, silica sand, limestone, iron ore etc.**
- 9. It is the largest producer of cocoa in Nigeria which can be processed to produce chocolates, beverages etc.**
- 10. Accounts for 12% of national crude oil reserves, with potential for extraction, refining and marketing**
- 11. Boasts Africa's largest deposit of Bitumen**
- 12. Has 80% arable soil which facilitates large scale production of cash and food crops**
- 13. Has tree species used to produce the most exotic timber in Nigeria for construction and furniture making**
- 14. It is home to the nation's best technology university and other schools of science and technology that provide manpower for technology companies**
- 15. Presence of a Free Trade Zone that serves as an oil and gas logistics base and an export processing zone for heavy and light weight companies**
- 16. Presence of a vibrant and fast growing community of technology start-ups**
- 17. Availability of a functional local airport, road network and internet connectivity across the State**
- 18. Its 180km coastline is the longest in Nigeria and can facilitate sea trade, construction of sea ports and fishing**

PROXIMITY TO MARKET

In order to get goods and services down to consumers or users, it is essential for a company to locate itself close enough to its central source of demand. Ondo State is one of the most strategically located states in Nigeria.

a. Proximity to Lagos:

Proximity to Lagos: Lagos is known to be the commercial and financial heart of Nigeria. It is home to a number of local and international companies. The present administration of Ondo state has commissioned a 50km road project from Araromi area in Ilaje Local Government, Ondo State to Akodo in Ibeju-Lekki Local Government in Lagos State. Once the road is completed, it would take less than 40 mins to transport people, goods and services from Ondo to Lagos and vice versa. The estimated completion time of the road is 2-3 years.

b. Proximity to the South and East

Proximity to the South and East: The southern and eastern parts of Nigeria are home to 2 major commercial nodes in Nigeria: Aba and Port Harcourt. Ondo State is a gateway to these two areas through the Benin-Ore road. This allows for ease and speed of transportation from Ondo State to these areas.

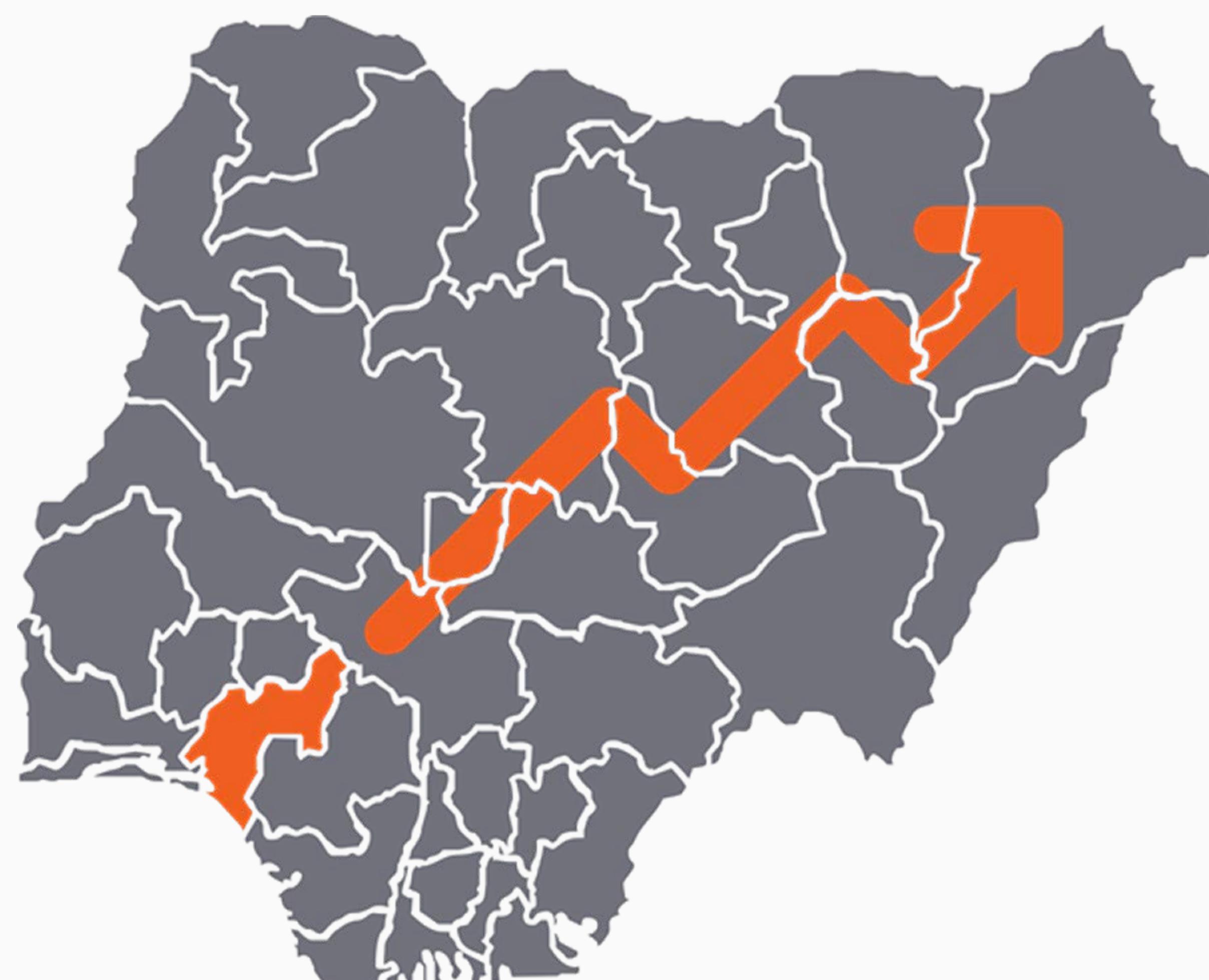
c. Proximity to the North

The northern part of Nigeria has the largest land mass in Nigeria and is known for food crop farming which serves as raw materials to the Fast Moving Consumer Goods (FMCG) Industry. The North has a central commercial node: Kano, and Ondo state has major roads such as the Akoko-Ikenne-Lokoja road that links to the North.

Ondo St It is a gateway to all six geo-political regions in Nigeria as well as all central commercial nerves in the country i.e Lagos, Port-Harcourt and Kano through two major Inter-State Inter-Regional Transit Points;

Ore is a major Transit-Point between South-West/South-South/South-East regions

Ikare Transit-Point between the South-West/North-Central/North-West regions



CONNECTIVITY

PIONEER STATUS

WHAT IS IT

The Pioneer scheme governed by the Industrial Development (Income Relief) Act exists to give tax holidays to industries that the FG considers pioneer, not mature, to enable them to grow and attract investment. A new company or an existing company with an expansion plan may apply for a certificate of pioneer status which lasts for 3 years and is renewable upon application for 1 year or 2 years. It may also be a seven-year tax holiday in respect of industries located in economically disadvantaged local government areas of the country.

The Government may also direct that an industry be categorised as pioneer and therefore qualify for up to 5 years tax holiday if:

1. the industry is not being carried on in Nigeria on a scale suitable to the economic requirements of Nigeria; or there are favourable prospects of further development in Nigeria of that industry; or
2. it is expedient in the public interest to encourage the development or establishment of such an industry and the products of the industry to be a pioneer product.

A pioneer status may also be granted if the new investment provides for some level of support and alignment to the efforts of the government in terms of poverty alleviation, by direct and indirect employment of more Nigerians.

BENEFITS OF PIONEER STATUS INCENTIVE

Tax holiday: This enables the company to make reasonable levels of profit within its formative years or initial period of expansion. The profits made are expected to be ploughed back into the business.

Tax free dividends paid during the tax holiday: Dividends are the returns payable to investors/shareholders of a company. These dividends are subject to withholding tax (WHT) before distribution to investors/shareholders. The WHT deducted from the dividend, reduces the amount received by the investors/shareholders. When a company has pioneer status, these dividends are not subjected to WHT. As a result, the investor/shareholder receives the full amount of dividends due.

Capital allowances and Tax Losses: Capital allowances are tax deductions allowed on the costs of a company's assets. These deductions are granted in lieu of depreciation. They are used to reduce a company's profits which may be subject to tax, thus reducing the tax payable. Where a company has pioneer status, its profits are not subject to tax, so it is not advisable to use its capital allowances to reduce its profits. The pioneer status provisions allow for these unutilized capital and losses to be carried forward. This way, qualifying companies are entitled to further years of tax relief when their period of pioneer status expires.

This incentive is one of the many incentives available to encourage investment in the Nigeria. In order to take maximum advantage of this incentive, it is advisable that an interested company applies for this incentive when its profits are on the increase or when it anticipates that its profits will increase and would like to maximise the returns to investors/shareholders.



PIONEER STATUS

INDUSTRIES ELIGIBLE

A total of 71 industries exist Under the pioneer scheme 50 of which fall into the key focus sectors for Ondo State.

1. Mining and processing of coal;
2. Manufacture of starches and starch products;
3. Processing of cocoa;
4. Manufacture of animal feeds;
5. Manufacture of paints, vanishes and printing ink;
6. Manufacture of plastic products (builders' plastic ware) and moulds;
7. Manufacture of steam generators;
8. Manufacture of railway locomotives, wagons and rolling stock;
9. Manufacture of metal-forming machinery and machine tools;
10. Manufacture of machinery for metallurgy;
11. Manufacture of machinery for food and beverage processing;
12. Manufacture of machinery for textile, apparel and leather production;
13. Manufacture of machinery for paper and paperboard production;
14. Manufacture of plastics and rubber machinery;
15. Waste treatment, disposal and material recovery;
16. E-commerce services;
17. Software development and publishing;
18. Real estate investment vehicles under the Investments and Securities Act;
19. Business process outsourcing.
20. Cultivation, Processing and Preservation of food crops and fruits
21. a) Deep sea trawling and processing b) Coastal fishing and shrimping
22. Smelting and refining of non-ferrous base metal and the manufacture of their alloys
23. Manufacture of glass and glassware
24. Manufacture of lime from local limestone
25. Quarrying and processing of marbles
26. Manufacture of ceramic products
27. Manufacturing of machinery involving the local manufacture of substantial proportion of components thereof
28. Manufacture of products made wholly or mainly or metal
29. Manufacture of nets from local raw materials
30. Manufacture of gas cylinder
31. The processing of local wheat flour materials
32. Rubber plantation and processing
33. Manufacture of fertilizer
34. Oil palm plantation and processing
35. Book Printing
36. Large scale mechanized farming
37. Cattle ranching and piggery of not less than 500 herds
38. Refining or re-cycling of waste oil
39. Ship building, repairs and maintenance of oceans going vessels
40. Manufacture of computer and computer chips
41. Manufacture of cameras, photographic equipment and other materials
42. Diving and underwater engineering
43. Local fabrication and machinery equipment
44. Manufacture of tools
45. Installation of facilities for aircraft manufacture and the maintenance and manufacture of aircraft
46. Manufacture of gas and gas distribution
47. Manufacture of scientific instruments and communication equipment
48. Manufacture of yeast, alcohol and related products
49. Manufacture of paper pulp
50. Manufacture of Basic and Intermediate industrial chemicals from predominantly Nigerian Ray materials

FREE TRADE ZONES

ONDO INDUSTRIAL CITY

This FTZ is housed on 2,531-hectares of land in Ilaje Local Government Area of the State. In 2015, the State was licensed by the Nigeria Export Processing Zones Authority (NEPZA) to commence building of the park. The park is located 70 kilometres away from Lagos and has been provided 2 50MW turbine power plants to supply electric energy to power the park. The park has slated to provide amenities for the following:

- o Bitumen Industry
- o Granite Industry
- o Petrochemical Refineries
- o Oil and Gas Logistics
- o Rubber Processing
- o Haulage Services
- o Cement and Marble Manufacturing
- o Wood Products
- o Ship Building and Ship repairs

ECONOMIC ZONES

OLOKOLA FREE TRADE ZONE (OKFTZ)

Olokola is an integrated multi-purpose deep sea port and was established through a partnership between Ondo state and Ogun state. OKFTZ lies along the coastal areas of Ondo and Ogun states and occupies 10,000-hectares of land. It would serve majorly as an oil and gas logistics base and an export-processing zone for heavy and light industries.

Why OKFTZ?

- o Proximity to oil blocks
- o It is a 35 minute drive away from Lagos which is home to all headquarters of International Oil Companies (IOCs) and oil-servicing firms
- o It is more secure because it is relatively distant from restive minority communities and youth
- o It requires less frequent dredging because it is outside the Niger-Delta depositional zone
- o It serves as an alternative to other oil logistics base e.g. the one in Onne in Rivers State

Incentives Free Trade Zones:

- o Exemption from Company Income Tax, Value Added Tax (VAT), sales tax and all federal, state and local taxes and levies
- o No restriction on expatriate staff
- o No exchange controls and restriction on foreign capital transaction
- o Duty free import of raw materials, components and equipment, and machinery and spares

OPPORTUNITIES

Ondo State is seeking investors interested in setting up industries in the Free Trade Zones. The State is also open to partnering with investors who desire to establish their own private FTZs to take advantage of the State's geographic position and access.

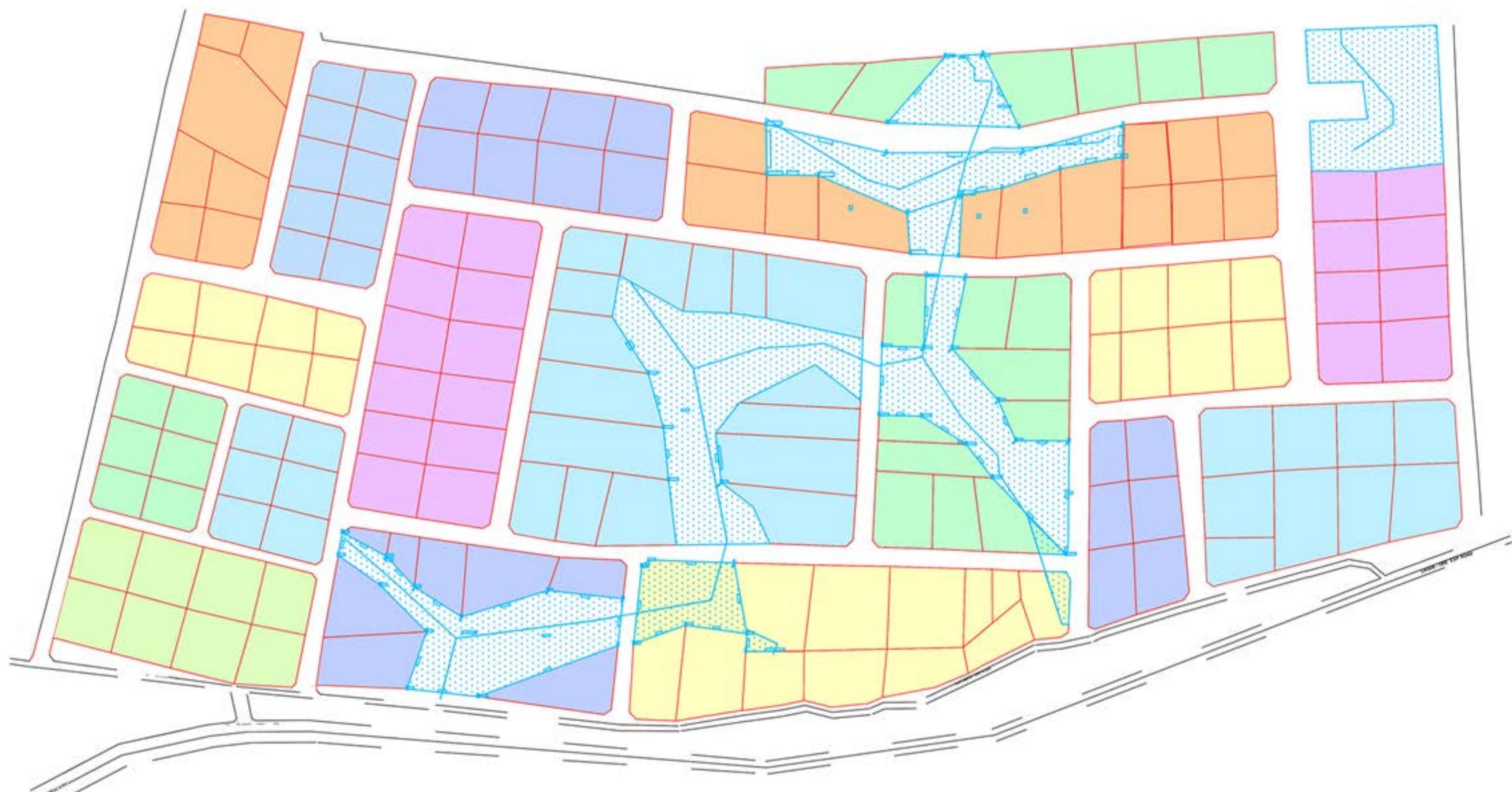
INDUSTRIAL PARKS

ORE INDUSTRIAL PARK

This park is located in Ore area of the state and spans across a 400-hectare land. It is expected to be a host to companies involved in manufacturing, processing, storage etc. who majorly source for natural resources within the state to serve as a raw material input within their production processes. The park is centrally located, just as there are series of local raw materials for value-chain processing that investors can take advantage of for the available regional markets of South West, South East, North Central, etc.

SPECIALIZED CROP PROCESSING ZONES

In order to capitalize on the rapid agricultural growth in Nigeria, Ondo State has set out to create three specialized Staple Crop Processing Zones spread across in close proximity to the staple crop clusters. The focus crops for the zones are; Cassava, Cocoa and Oil Palm located in Owo, Ijare and Okitipupa/Irele LGAs respectively. Each of these industrial parks are at least 400 hectares with room for expansion.



Layout of Ore industrial Park

Ondo State is predominantly an agrarian state with about 60% of its labour force engaged in agriculture. The State is acclaimed to have the most fertile ground in the region with a mix of different land types that can be found across Nigeria and varied and favourable ecological and climatic conditions – from swampy lands to the tropical rainforests to the savannah lands. 80% of the land in the State is arable and can be utilized for lucrative and commercial agriculture. The present Ondo State administration has currently embarked on reviving old farm settlements and building new ones for people who are interested in assisting with the growth process of the agricultural sector. The State is looking for investors and partners who are willing to take advantage of the favourable agricultural conditions and invest in agriculture within the State.

OPPORTUNITIES

There are opportunities existing for large scale agricultural production and processing, and reviving moribund production and processing plants. The following table represents Ondo State's agricultural products and their key locations.

CASH CROPS

Cocoa

Ondo state is the largest cocoa producer in Nigeria responsible for over 40% all cocoa export in Nigeria. The current cocoa production volume of the state stands at 240,000 metric tonnes per annum with plans of significantly increasing the volume in coming years.

The State is in cocoa production partnerships with institutions and multilaterals such as International Institute of Tropical Agriculture (IITA), USAID, French Association of International Development of Exchange of Food, Agricultural Products and Techniques among others. There are ongoing plans by the Federal Government for cocoa to gain significant commodity pricing and value at the Nigerian Stock Exchange.

The State has also embarked on a Cocoa Revolution Project that is targeted at rehabilitating moribund cocoa plantations established on a 2,000-hectare land. The project is ultimately aimed at boosting cocoa production and introducing new premium hybrid cocoa seedlings that are disease resistant and harvestable in 18 months as opposed to 5-6 years.

AGRIBUSINESS & AGRO ALLIED INDUSTRIES



Ondo State is a large producer of Cocoa housing over half of all cocoa processing capacity in the country.

SPAGnVOLA Chocolatier, an American firm in partnership with the State, is currently producing chocolate from the cocoa harvested in Oda Cocoa Farm Estate within the State. At the 2015 Academy of Chocolate Awards, chocolate produced with cocoa beans from the Oda Farm estate won a silver award.

There are vast opportunities for cocoa production and processing for local and foreign consumption. With the help of the Cocoa Revolution Project and short gestation time of the improved seedlings, investors would be able to turn over profits from cocoa within a shorter period of time.

Oil Palm

Ondo State is currently in partnership with Agro Bayu, a Malaysian firm to revolutionize all oil plantations located within the State. The targeted annual oil palm produce is 320,000 metric tonnes. There are 3 major players in the oil palm industry in State: Okitipupa Oil Palm Company Plc., Ore-Irele Oil Palm Company Limited and Ararom i-Ayesan Oil Palm Limited.

The State is looking for opportunities to partner with private or institutional investors to resuscitate moribund companies and invest in large-scale production and processing.

Rubber

The State has a targeted annual production volume of 60,000 metric tonnes. This industry has one key player: Rubber Estates Company Nigeria Limited located on a 4,500-hectare plantation in Araromi area of Ilaje Local Government in the State.

There are huge investment prospects within the rubber industry and an avenue for investors to get a quick return on investment through production and processing of rubber.

CROPS	PRODUCTION AREA	PRODUCTS	OPPORTUNITIES
Cocoa	16 of 18 LGAs	Cocoa beans, butter, cake, powder, wine, soap	New Plantations, rehabilitation of existing ones, enormous gap in processing capacity. New plantations, rehabilitation of existing plantations, establishment of large-scale processing plants
Oil Palm	All LGAs	Palm Kernel, oil, cake, butter, soap/detergent, Candle	
Rubber	6 LGAs	Lump rubber, Tires, Plastics, Insulators	Rehabilitate existing rubber plantations, establish new plantations, establish plastic industries
Cashew	All LGAs	Cashew juice, nuts, vegetable oil, brake fluid, peanut butter	Establish Cashew plantations and processing factories
Kolanut	16 of 18 LGAs	Kolanut, Kola-wine, Soft drinks, Dye, Liquide Soap, Fertilizer	Establish Kolanut Farms and processing factories
Cassava	All LGAs	Gari, Cassava flour, chips, grits, ethanol, glucose	Expansion of existing farms, establishment of and rehabilitation of processing factories
Yam	All LGAs	Yam flour, Pounded Yam flour	Establishment of Yam flour factory
Cocoyam	All LGAs	Chips	Establishment of Cocoyam chips factory
Maize	All LGAs	Pap, Alcohol, corn syrup, glucose, animal and fish feed	Feed mills
Rice	5 of 18 LGAs	Flour, Livestock feeds, Rice Grains, Ash	Expansion of existing farms, establishment of more processing factories
Sugarcane	Swampy areas in each LG	Refined Sugar, Alcohol	Sugarcane Factories, Ethanol Production
Pineapples	All LGAs	Pineapple juice and concentrates	Establishment of plantations and processing plant
Citrus	All LGAs	Soft drinks and juice	Establishment of plantations and processing plant
Mango	All LGAs	Soft drinks and juice	Establishment of plantations and processing plant
Pepper	All LGAs	Farm insect repellant	Establishment of plantations and processing plant
Tomatoes	All LGAs	Tomato Juice	Establishment of plantations and additional processing plant
Okro	All LGAs	Seed Fruit, Vegetable	Establishment of plantations and processing plant
Melon	All LGAs	Melon Seed	Establishment of plantations and processing plant
Teak Wood	10 of 18 LGAs	Sawn timbers, Poles, Furniture components, Saw logs	Increase existing plantations, establish new wood processing plant and furniture cluster
Melina	10 of 18 LGAs	Sawn timbers, Poles, Furniture components, Saw logs	Increase existing plantations, establish new wood processing plant and furniture cluster
Indigenous Species, Masonia, Nauclea, Terminalia	3 of 18 LGAs	Sawn timbers, Poles, Furniture components, Saw logs	Increase existing plantations, establish new wood processing plant and furniture cluster
Fish (Sole, Snapper, Bigeye Grunter, Croakers, Jacks)	Riverine LGAs	Smoked fish, fresh fish, dried fish, fish oil, fish meal, condiments	Trawling, Aquaculture, Fish Processing, Fish Meal
Shrimps	Riverine LGAs	White shrimps, pink shrimps, condiments production	Trawling, shrimp Processing,
Shrimp farming	None yet		Could be established in riverine areas

FOOD CROPS

Ondo state has a wide variety of food crops produced within the state that are viable for local and foreign consumption. The list of major food crops produced includes yam, maize, rice, cassava, cocoyam and sugarcane. Growing International demand for these crops creates a new opportunity for investors. The aim of this government is to ensure the increase in yield of these crops for both local consumption as well as for the international market. Production and processing opportunities exist in this industry for investors to tap into.

Cassava

With an output 3.8M tonnes in 2016, Ondo State is one of the largest producers of cassava in Nigeria. Ondo State is the most efficient cassava producing state in Nigeria with an average yield of 17.8 ton/Ha (country average is 11 ton/Ha). 77.4% of farmers in the southwest report that cassava contributes over half of their income (IITA). The southwest has the highest percentage of farmers whose cassava is a cash crop (60%) (IITA). Ondo State is one of the only 3 southwest states with a high production and High processing potential according to the UN. Of these three southwest states, Ondo has the largest land area best suitable for cassava production.

Ondo has the potential of becoming a major player in local and international starch, sweeteners, ethanol, HQCF, and dried chips industries. The Federal Government through the FADAMA project recently partnered with the State to clear and supply farm inputs for 3000 hectares of farmland for cassava production.

The State recently partnered with two investors to begin rice production and processing on a combined land area of 9000 hectares.

FORESTRY

The State is known as a major source of timber for construction and furniture making in Nigeria. It is endowed with rich forest reserves that have exotic and varied economic trees such as teak, gmelina, indigenous tree species amongst others. To make industry entry easy, the government gives out licenses to participants in that industry to cut and process timber.



The State has a volume target of 6 million M³ per annum. There are existing players in this industry such as Premier Timber industries, Wanwood Nigeria Limited amongst others.

There are opportunities for local and foreign investors to set up timber processing plants and furniture factories in the State because of the abundant presence of raw materials used in furniture-making within the state.

AQUACULTURE

The longest coastline in Nigeria, which is 180km, can be found in Ondo State. In the waters of the State, a variety of exotic fish and seafood such as catfish, croaker, sole snapper, mixed fish, and shrimp can be found. There is a major fishing terminal, Igbokoda Fishing Terminal, which is used for fishing in the state.

There are opportunities for large scale production of fish fingerlings, fish production and processing to meet local and foreign demand.

INCENTIVES

There are incentives for investors with interests in agro production and processing as compliant with the Nigerian Investment Promotion Commission. The incentives are:

Tax credit for 5 years for all production and processing businesses (see Pioneer Status section)

Zero tax in agriculture loans with moratorium period of over 18 months and repayment period of over 7 years

Zero import duty on machines and equipment

No capital allowance restrictions

No payment of minimum tax

Up to 75% guarantee for loans granted by commercial banks for agro processing and production as stipulated under the Agricultural Credit Guarantee Scheme Fund

Ondo State's offers a wide array of investment opportunities in the Energy and Mining sectors. Its potential for renewable and non renewable power generation has been left relatively untapped. In the Mining sector, the State's status of holding the largest deposits of Bitumen in Africa gives it the potential of meeting Nigeria and even Africa's road asphalt demand.

BITUMEN

Studies have shown that Ondo State has over 42 billion barrels of bitumen in place with a reported overburden varying between 0 and 50 metres, which makes for easy access and exploitation with extensive seepages in some locations. Probable reserves of recoverable bitumen in Ondo State is estimated to be about 156 million metric tons (1,016 billion barrels).

With an import bill of over N300 Billion/yr (\$.97 Billion) in 2016, imports have failed to meet local demand for construction and road infrastructure development. The expected increase in demand for road development to meet the country and the continent's growth needs creates huge potential for investors interested in exploiting bitumen.

Past efforts have prepared the ground for the commencement of the commercial exploration of this proven high quality bitumen/oil sand that has multiple uses. Current efforts by the State in partnership with the Federal Ministry of Mines & Solid Minerals and investors have led to the issuance of another Bitumen exploration license to the State in addition to the four (4) licenses already owned by the State Government.

The State is willing to partner with private investors who are seeking to explore the existing state owned blocks.

42,000,000,000

BARRELS OF HEAVY CRUDE
(PROBABLE RESERVE)



42 BILLION METRIC TONS MINEABLE TAR SANDS

Other minable mineral resources in the state are silica sand, quart sand, clay, granite, ball clay, salt, limestone, talc, kaolin, coal, columbine, rock, marble, and tin all of which have been predominantly untapped and offer promising prospects for investors.

ENERGY & MINING

A large industrial photograph showing a haul truck and a dump truck at a mining site at night. The trucks are illuminated by their own lights, and the background shows the vast, open-pit mine landscape under a dark sky.

A

A typical Mining site collecting Oil Sands. Ondo State has the largest Oil Sands deposit in Africa.

Image Source: Syncrude

ENERGY

Every country's economic, industrial, and technological growth rests unequivocally on the power infrastructure available to her. Generation, transmission and distribution of power has been a major bottleneck to the growth and development agenda of Nigeria. Recent reforms by the Federal Government to allow eligible customers purchase power directly from the generation companies have opened up investment opportunities in the off-grid captive power generation market.

In the country, national access to electricity is only at 54% and the country's peak generation can only meet 30% of total demand. Within the State alone, less than 50% of its 260MW demand load is being met while power demand is expected to double in the next 5 years. The vision of the State Government is to generate reliable, sustainable and affordable electric power and integrated energy across the State.

NON-RENEWABLES

Natural gas constitutes the most promising power generating source in the region. Investors will find the State's proximity to large gas reserves and high demand industrial clusters (Shagamu and Lagos Island) enticing for investments in the power sector. The Ondo State Government administration recently commenced the construction of a 30MW Independent Power Project to complement electricity supply to the State from the national grid. This power project is being undertaken principally to cater to the interests of the growing industrial companies coming into the State. It is a clear pointer to the commitment of the government of Ondo State to provide an enabling environment for investors in the State.

The Ondo State Government and a Korean firm, Kingline Development Limited, have sealed a deal for construction of a 550MW power plant valued at \$500million. The electricity project, named Kingline Ondo IPP Project, is to be situated at the Ore Industrial Park. The power plant, which is operated using the Public-Private Partnership (PPP) model, is to generate about 550 MW in the first phase using simple-cycle with combined-cycle option.

The State desires to engage investors interested in investments in power generation from natural gas and the construction of a statewide natural gas supply infrastructure running through the current and proposed industrial parks, free trade zones and the major cities of the State all of which will provide access to guaranteed off takers.

Ute field in Ondo state is a developing coalfield with proven reserves and mine access roads. The field has begun to generate interest with a recent investment in the development of a 125MW Coal Fired Power Plant. With clean coal showing promise, investors looking to develop coal fired power plants are welcome to explore the mostly unexploited mineral resource.

RENEWABLE ENERGY

The potential for renewable energy generation in Ondo State presents investors with lucrative opportunities in the area of

solar, wind and hydropower. The State's renewable energy sources are widespread with the greatest reach to proposed agricultural clusters within the state. Nigeria lies within the high sunshine belt with the northern parts of Ondo State having a mean average of total solar radiation of about 5KWh/m²/day and over 2,200 hours of sunshine each year. Ondo has significant growth potential in solar energy for basic household and large-scale deployment.

Opportunities for investment in hydropower generation exist in Ondo State. This comprises of medium and small scheme hydropower. The State's existing small dams in Owena and Ogbese can be converted to hydropower stations and are fast entry points for investors. UNIDO explored 9 other potential small hydro sites within the State capable of generating between .5 – 10MW. A power study also showed the potential for 30MW of power from Osse river.

Mineral	Estimated Reserves	Location	Existing Players/ Processing Capacity	Opportunities
Ball Clay	49 billion MT	Erusu Akoko, Oranyin River, Ute, Arimogija, Ifon	Jackestee Nigeria Limited - 77,000m ² tiles per annum	Available market for more players
Limestone	8 billion MT	Okeluse, Arimogija	None	Establishment of cement factory
Salt	Extensive sea water	Ilaje	None	Establishment of salt production factory
Granite	Over 100 million MT	Akure, Ore, Ilaramokin, Akungba, Igbara Oke, Idanre, Ile-oluji, Ondo	Crush Rock Industries Limited (non - operational) 10sqm 2/annum of dimension stones Gems Nigeria Limited – 3,000 cm ² / annum	Available market for more players
Iron Ore	N/A	Akunu-Akoko, Oba Akoko, Ase	None	Establishment of iron ore processing factory
Silica Sand	3 billion MT	Igbokoda, Akata, Agbala, Aboto, Agerige, Zion Pepe	Oluwa Glass Plc (moribund) - 8 million m ² per annum	Establishment of glass manufacturing plant
Kaolin	1 billion MT	Omialafara, Ewi Ode-Aye, Omifum, Abusoro	None	Ready for exploitation and production

A HUB FOR INNOVATION

The state houses universities of national and international repute with growing ICT and innovation programs: Federal University of Technology, Akure (Nigeria's foremost university of Technology) has been at the forefront of space research and development. It was the first university in the country to develop and launch a satellite to space.

Home to the Center for Space, Energy & Environmental University of Technology Akure (FUTA) takes the lead by having a renowned e-library and being host to an innovation hub developed in conjunction with the Akure Tech Up community. Akure Tech Community (Akure Tech Up) is a group of young, energetic, creative and innovative individuals, who though from different professional backgrounds, have found solace in developing solutions to

the world's most challenging problems via the use of open and closed source technology tools. The community has online and offline meeting points and serves as a classifieds for tech expertise in the state. They host workshops and training for amateurs and grow their strength on the business side by business training and sourcing for grants.

A HUB OF SCIENTIFIC AND TECHNOLOGICAL DEVELOPMENT

Less than 50km away from FUTA at the Adekunle Ajasin University (AAUA) is the Centre for Bio-Computing and Drug Development. The centre has been at the forefront of developing a cure for lassa fever and continues to outshine its peers with the Federal Government calling it "a research hub in Nigeria" and siting the South-West Centre for National Bio-Technology Development.

Also in Ondo State are the University of Science and Technology, Federal College of Agriculture, Elizade University, Achievers University and Wesley University of Science and

Technology. The total student population across these universities is over 42, 000 and a faculty/staff population of over 4,500 which provides an opportunity for high-level intellectual, research and labour exchange between the academic community and companies located in Ondo state.

Areas of potential investment include:

- o Innovation hub development
- o Technology University in Igbara Oke, Ifedore LGA
- o IT Outsourcing centers
- o Software development centers
- o Research and Development Centers
- o Data centers
- o Science parks

3D rendering of model innovation hub under construction in three Universities around the State. Expected completion date for the first hub is December 2017.



Onshore and offshore production of crude oil is currently ongoing in the rather peaceful riverine areas of the State, with a daily crude oil production of about 0.25 million barrels per day. The State reserve of crude oil is believed to be in the region of 4 billion barrels combined.

The Ondo State's Oil fields are acknowledged for holding huge volumes of natural gas. At present, there is no commercial exploration of the huge deposits many of which are in shallow water and onshore in close proximity to ready markets of Lagos and Shagamu. Ondo State recently engaged the Federal government for the inclusion of its coastal zone in the gas masterplan for the supply of 450 - 600 mmscf of gas to its free trade zone.

A proactive investor will benefit from the advantages of having a head start over their competition.
Investment opportunities include:

- o Domestic production and marketing of Liquefied Petroleum Gas (LPG)
- o Installation of LPG bottling plants etc.
- o Gas to Urea (Fertilizer) development
- o Petroleum refining
- o CNG – LNG
- o Tank farm development



Sub Saharan Africa has been classified a high growth tourism region and is expected to continue to see rapid growth. According to the worldbank report – Tourism in Africa: Harnessing Tourism for Growth and Improved Livelihoods, returns on investment in the sector remain among the highest in the world.

Tourism is the only service section in which African countries have a trade surplus. Nigeria's tourism potential has remained relatively untapped with the vast amount of revenue going to South and East African countries. Ondo State's abundant natural and cultural resources pitches the state as a great location for investments in the tourism industry.

A HUB OF SCENIC BEAUTY

Ondo State presents an inviting prospect for investors in the tourism industry. All across the State are attractive, and non-replicable antiquities of historical landmarks with very rich history behind them. Their exclusivity offers an investor a unique opportunity to package them to the taste of the international tourism market.

Ondo State's majestic scenery makes it an ideal location for movie production. From the undulating idanre hills in the to the maze of creeks, rivers and lakes in the coastal areas, the state's landscape enhance its tourism appeal especially in the film industry. Critically acclaimed, award winning Nigerian historical thriller October 1st had about 80% of its scenes filmed in Akure and Ilara Mokin, both in Ondo State.

Tourist attractions the state has available for partnerships include:

- Idanre Hills Tourist Centre
- Ebomi Lake Tourist Centre
- Igbo Olodumare
- The Dome

The International Centre for Events and Culture, situated at parliament road, Akure, is a world-class multi-purpose facility designed to host high profile meetings, conferences and conventions. It is strategically situated at the hub of Government Reserved Area (GRA), the dome offers wide range of attraction and event management.

Other areas of interest for investors includ;

- o Resort development along the state coastline
- o Hotel & hospitality development in the capital city
- o Recreational Parks and gardens development

TOURISM



Araromi Seaside in Ilaje Ondo State.

As Nigeria continues to rise in prominence as a key investment destination in Africa, the significance of transportation and logistics continues to increase. With rapid growth and greater involvement in the global economy comes the need for key supporting infrastructure in the moving of resources, goods and services in and out of the country. Nigeria's tremendous growth prospects opens up opportunity in the transport and logistics industry.

In order to get goods and services down to consumers or users, it is essential for a company to locate itself close enough to its central source of demand. Ondo State's strategic positioning as a gateway hub to key agricultural corridors in the north and its status as the gateway for oil

and gas resources and other commodities to the west gives it natural geographic advantages for the logistics and transportation businesses. Goods coming from the south and eastern parts of the country going west and north pass through the State. Ondo State offers tremendous potential for investors to invest in the shipping & ports and airline & airports subsectors.

AIRLINES & AIRPORTS

2016 saw a 68% increase in international air cargo exports in Nigeria and with cargo transportation forecasts to be nearly eight times bigger in 2030 than in 2010 , there is a need to develop air cargo capabilities in the country.

Akure has a full functioning airport with all year round availability of commercial flights and is one of 12 designated perishable goods cargo airports in Nigeria. The Akure airport, although underutilized, is one of the largest airports in Nigeria by total land area (32.8 sq km). According to airport authorities, all screening machines for cargo deployment are already on site. If developed, the cargo airport will be able to serve 8 neighboring states reducing travel time of goods to Lagos by an average of 3 hours.

TRANSPORTATION & LOGISTICS



Airpeace maiden flight to Akure from Lagos.

The airport experienced a 129% growth in passenger traffic and 19% growth in aircraft traffic between 2015 and 2016. Growth was 228% and 34.2% in the 4th quarter of 2016 compared to 2015 . In its pursuit to improve access, the State Government partnered with a local airline to commence service from the country's industrial hub Lagos to Akure in August 2017. The Akure airport has the potential of being a major cargo hub in West Africa. Key areas of partnership with the State in this sub sector include:

- Passenger Terminal completion and equipment installation
- Runway rehabilitation and expansion
- Airport facilities development
- Construction of cargo terminal
- Bond warehousing and refrigerated spaces for perishable goods
- Maintenance hangers for planes

SHIPPING AND PORTS

Long dwell times of import containers are a major problem for most of Africa's ports. In West Africa, the three biggest ports – Abidjan, Lagos and Tema – all face major capacity and efficiency issues.

Potential investment opportunities in shipping and ports are awash in Africa's largest market, Nigeria. The limited amount of ports cannot handle its current traffic, much less growth. The Lagos port complex, the primary port serving Nigeria, is massively congested and cannot accommodate vessels with more than 5000 TEUs leading to higher costs from Ship-to-Ship (STS) expenses. These constraints will continue to strain the region unless new investments are made in the shipping sub-sector.

Ondo State has tremendous potential to be a maritime hub in west Africa. Advantages to investors include;

- Two Free Trade Zones both of which have made accommodations for ports in their masterplan.



- Over 100km of coast line with natural depths of 14m – 18m allowing for the construction of deep sea ports capable of handling the largest class of container vessels thereby saving costs for Ship-to-Ship activities.
- Less than 40km via the coast and inland waterways to Lagos, Nigeria's biggest market
- Facilities on the State's coastline are closest to three major oil fields in the country; ABO, BONGA and ERHA
- Access to strategic road networks leading to important trade corridors for the movement of commodities to and from the ports.

The proposed 55km coastal access road linking Ondo State and Lagos is to better connect the FTZs in Ondo with the FTZ in Lekki and the Lagos Port complexes. The State is also being considered to site a naval base by the Federal Government. Key areas of partnership with the State in this sub sector include:

- Deep seaport development
- Offshore logistics base development
- Coastal road development

VALUES (SETTING THE PACEEE)

- Passion for Innovation and entrepreneurial growth
- Accountability and Transparency in all we do
- Commitment to development
- Equality & integrity in all endeavours
- Efficiency, quality, speed and teamwork to guarantee success
- Empowerment of labour workforce

ABOUT ONDIPA



VISION

To make Ondo state the investment hub and destination of choice in Nigeria for domestic and international investors, donor nations and organizations.

Enacted August 2017 by the House of Assembly of Ondo State, the Ondo State Development and Investment Promotion Agency Law established ONDIPA as the State's agency responsible for investment promotion and multilateral cooperation. ONDIPA was structured to meet all corporate best practices to ensure seamless integration of potential investors, development partners and investments into the growth and development of the Ondo State economy.

RESPONSIBILITIES

The Agency's broad range of responsibilities are summarized in 7 key areas;

1. Investor and sector Targeting / Marketing
2. Policy formulation and advocacy
3. Promotion of Tourism
4. Business facilitation, support & aftercare
5. Partnerships & sectoral cooperation
6. Multilateral and Donor relations
7. Management of economic zones

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MISSION

To actively facilitate, promote, manage and support domestic investment, foreign direct investment, foreign portfolio incentives and grant investments to help nurture new and foster existing industries for social and economic development of Ondo State

STRATEGIC OBJECTIVES

In line with Arakunrin Akeredolu's 5 cardinal points, ONDIPA developed its 7 strategic objectives towards #OndoDevelopment

1. Job Creation
2. Transfer of Technology/skills
3. Reduction of capital flight and value chain improvements
4. Import substitution
5. Industry/Economic Diversification
6. Infrastructure development
7. Improvement of Internally generated revenue

PRIORITY SECTORS

Although the investment opportunities in the state are broad, ONDIPA has 7 priority sectors of the economy it focuses on:

1. Agriculture & Agribusiness
2. Information and communications Technology
3. Oil and gas
4. Energy and Mining
5. Tourism
6. Manufacturing and agro allied industries
7. Logistics and transportation



ONDIPA

ONDO STATE DEVELOPMENT AND
INVESTMENT PROMOTION AGENCY

Connect . Invest . Transform

ONDO STATE *The Hub of
Investment
opportunities.*

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