



REPORT

This mission has been inspired by the need to strengthen trade and economic cooperation between Nigeria and Malaysia, as well as to create a vehicle and platform for foreign direct investments and business exchange.

15-July 2019
Monday

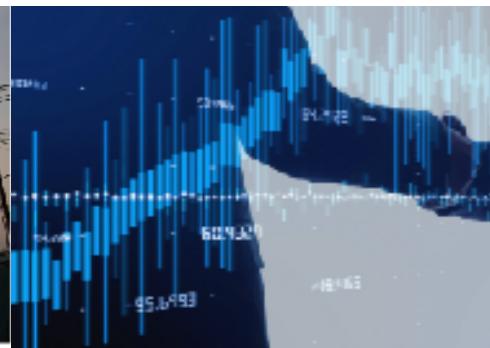
- Forum
- Business Meetings
- Hi-Tea Networking

16-July 2019
Tuesday

- Sectoral Programme (by groups)
- Tour of Putrajaya
- Tour of MAEPS
- Lakeside Sunset Dinner



Nigeria is an emerging economy with a fledgling democracy seeking to forge deeper relations with Malaysia towards strengthening public institutions, develop global best practices in the private sector, integrate challenges for the accelerated implementation of economic reforms and overall nation building.



Improve foreign direct investments towards economic development and diversification

**Increase foreign
private sector
capital in
infrastructural
development**

Forge deeper
trade and
investment
relations between
Nigeria and
Malaysia



The Objectives

01

Improve foreign direct investments towards economic development and diversification.

02

Attract foreign private sector capital in infrastructural development.

03

Forge deeper trade and investment relations between Nigeria and Malaysia.

04

Market Nigeria as preferred FDI destination.

05

Enhance PPP and counterpart collaborations towards mutual national competitiveness.

06

Foster Malaysia and Nigeria's economic renaissance.

07

Foster greater understanding on public policy formulation and implementation.

The forum was designed to attract Malaysian investment to sectors identified under the Nigeria Industrial Revolution Plan (NRIP) and the Nigeria Economic Recovery & Growth Ian (ERGP), including

- agriculture & allied agro industries,
- banking and financial services,
- education and knowledge management,
- entrepreneurial development,
- hospitality,
- housing development,
- information communication technology,
- marine business,
- oil and gas,
- off-grid power generation,
- renewable energy,
- tourism, and
- transportation.

A – MALAYSIA INVESTMENT & ECONOMIC FORUM
15TH JULY 2019
MATRADE Hall, Malaysia External Development Corporation, Kuala Lumpur



The Inaugural Nigeria-Malaysia Investment & Economic Forum 2019 opens



Mrs Olukemi Abimbola Arodudu,
Director of Investment Promotions,
Federal Ministry of Industry, Trade
& Investments, Nigeria



The Opening Session

The Opening Session saw welcome addresses from both Nigeria and Malaysia respectively, reminding participants of the long-standing relationship between the two nations, and the excellent opportunity to reinforce shared commitment towards even greater cooperation.

NIGERIAN ADDRESS

by Mrs Olukemi Abimbola Arodudu,
Director of Investment Promotions,
Federal Ministry of
Industry, Trade and Investment
(FMITI), Nigeria

MALAYSIAN ADDRESS

by Mr Ahmad Hussein Tajuddin,
Deputy President, Kuala Lumpur
Malay Chamber of Commerce
(KLMCC), Malaysia

OFFICIATING Striking of the Gong

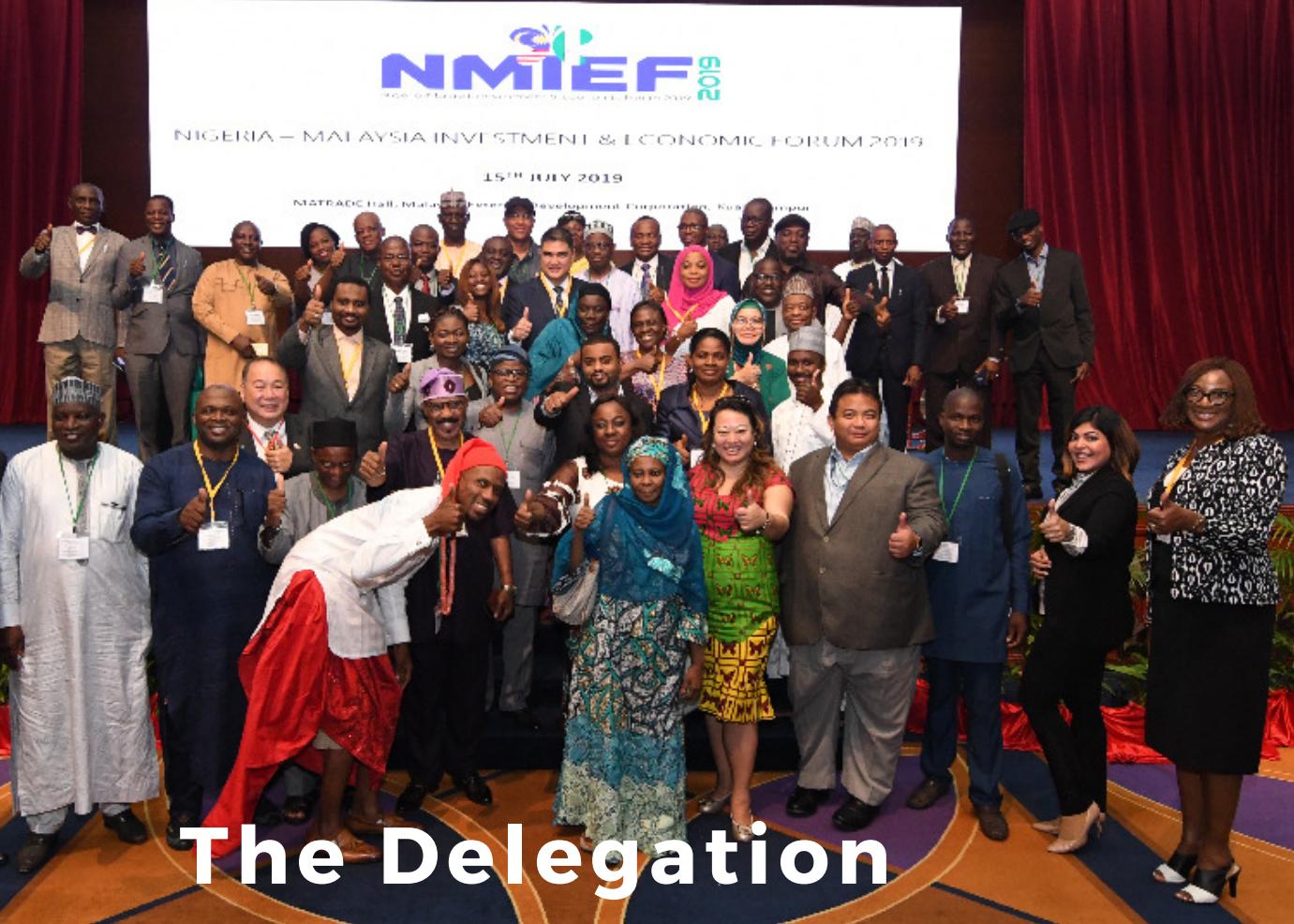


Talking Business : Nigeria-Malaysia

The Forum comprised interactive panel sessions with powerful speakers to introduce investment opportunities in various sectors in Nigeria, explore new investment horizons and interact with high-level country representatives.

The Forum kick-started with an overview briefing by MATRADE followed by 3 panels representing the 3 groups at NMIEF 2019.

**MALAYSIA-NIGERIA :
BUSINESS OPPORTUNITIES**
by Mr Jai Shankar, Director of Oil & Gas, Chemical & Energy Section, Export Promotion & Market Access Division, Malaysia External Trade Development Corporation (MATRADE), Malaysia



The Delegation

- 1) Federal Ministry of Industry, Trade and Investment (FMITI)
- 2) Federal Ministry of Water Resources
- 3) Federal Ministry of Power, Works and Housing
- 4) Federal Ministry of Transport
- 5) National Inland Waterways Authority (NIWA)
- 6) Raw Materials Research & Development Council (RMRDC)
- 7) Nigeria Export Processing Zones Authority (NEPZA)
- 8) Federal Competition & Consumer Protection Commission
- 9) National Automotive Design & Development Council (NADDCC)
- 10) National Agency for Food & Drugs Administration & Control (NAFDAC)
- 11) Nigerian Maritime and Safety Administration (NIMASA)
- 12) Abuja Infrastructure Investment Center (AIIC) Federal Capital Tertiary Administration
- 13) Abuja Investment Company Ltd
- 14) GR8 Dreams Worldwide Network Ltd



Agriculture & Food

- Federal Ministry of Agriculture & Rural Development
- Raw Materials R&D Council (RMRDC)
- National Agency for Food & Drugs Administration & Control (NAFDAC)
- Federal Competition & Consumer Protection Commission
(Formerly Consumer Protection Council)
- Federal Ministry of Water Resources
- Bauchi State Ministry of Agriculture

Transport, Automotive, Maritime

- Federal Ministry of Transportation
- Federal Ministry of Industry, Trade & Investment (FMITI)
- National Automotive Design & Development Council (NADDC)
- Nigerian Maritime and Safety Administration (NIMASA)

Housing, Development & Infrastructure

- Federal Ministry of Power Works & Housing
- Federal Ministry of Water Resources
- Nigeria Export Processing Zones Authority
- Nigerian Export Free Zones Authority
- National Inland Waterways Authority
- Abuja Infrastructure Investment Center (AIIC) Federal Capital Tertiary Administration
- Abuja Investment Company Ltd



Agriculture, Food

Forum Panel

INVESTMENT OPPORTUNITIES IN THE MALAYSIAN AGRICULTURE SECTOR

by Mr Mohd Farish Kamaludin, Investment Officer, Investment Department, Ministry of Agriculture & Agro-Based Industries, Malaysia

STRATEGIC RAW MATERIALS FOR INVESTMENT IN NIGERIA

by Mr Sayuti Lapai Wali, Deputy Director Raw Materials R&D Council (RMRDC), Nigeria

FOOD AND DRUG REGULATION PROSPECTS FOR COOPERATION BETWEEN NIGERIA AND MALAYSIA

by Ms Kadiri Heleemat Gbonjubola, Chief Regulations Officer, National Agency for Food & Drugs Administration & Control (NAFDAC), Nigeria

Sectoral Programme



Visit to micronutrient integrated aquaponics farm

Multi-income high-yield facility using latest technology to boost food productivity towards food security.

Visit to Malaysian Agricultural Research and Development Institute (MARDI)

MARDI is a statutory body mandated to conduct research in agriculture, food and agro-based industries. In the past 50 years MARDI had fruitfully generated many new crop varieties and clones, animal breeds, best management practices, cutting-edge technologies in food processing and post-harvest handling



BRIEFING SESSION

Addressing Food Security in Malaysia by Dr Roslina bt Ali, Deputy Director, Programme of Market Intelligence and Agribusiness Socio-Economy, MARDI

TOUR

Centre for Marker Discovery and Validation, MARDI



Transport, Automotive, Maritime

Forum Panel

ACHIEVING GLOBAL COMPETITIVENESS IN THE NIGERIAN TRANSPORT INDUSTRY THROUGH INTERNATIONAL COOPERATION

by Mrs Nko Asanye Esuabana, Director, Ministry of Transport, Nigeria

NIGERIA AUTO SECTOR REVIEW : AVAILABLE TRADE & INVESTMENT OPPORTUNITIES BETWEEN MALAYSIA & NIGERIA, THE ROADMAP FOR MALAYSIAN COMPANIES

by Mr Jelani Aliyu, Director General, Nigerian Automotive Design & Development Council (NADDCC), Nigeria

INDUSTRY 4.0 ROBOTICS - AI & MOBILITY : NEW HORIZONS FOR A DATA-DRIVEN ECONOMY

by Mr Azhar Taib, Deputy Chief Executive Officer, Malaysian Automotive, Robotics & IoT Institute (MARii), Malaysia

OPPORTUNITIES IN THE NIGERIAN MARITIME AND PORTS SECTOR

by Mrs Rita Chinedu Uruakpa, Director General, Nigerian Maritime & Safety Administration (NIMASA), Nigeria

INVESTMENT OPPORTUNITIES IN NIGERIA INLAND WATERWAYS

Sectoral Programme



Visit to National Emission Test Centre

The National Emission Test Centre (NETC) is the first full-fledged vehicle emissions testing facility in Malaysia and is open to all ASEAN vehicle manufacturers. The centre's facilities include real-time measurement of exhaust emission gasses for passenger cars in accordance with UN Regulation 83 and 101.

Visit to MARii Academy of Technology

MARii's functions to enhance technology, human capital, supply chain, market outreach and aftersales capabilities of all stakeholders and ecosystems of the automotive industry and overall mobility including intelligent transportation systems (ITS) and related services through adoption of robotics & IoT.



Visit to LMG Railcar and LMG Locomotive

SMH Rail is Malaysia's largest privately owned rolling stock manufacturer and service provider, one of the world's pioneers of remanufactured locomotives and is currently in rail projects across 17 countries including several African nations.



Housing, Development, Infrastructure

Forum Panel

INVESTMENT OPPORTUNITIES IN THE WATER SECTOR OF NIGERIA

by Mr IR Benson A. Ajisegiri, Director, Federal Ministry of Water Resources, Nigeria

DELIVERING AFFORDABLE HOUSING FOR THE LOW INCOME EARNERS IN NIGERIA THROUGH PUBLIC-PRIVATE PARTNERSHIP

by Mr Roberts Obiajulu Abraham Dikedi, Assistant Director (Structure), Federal Ministry of Works, Power & Housing, Nigeria

FREE ZONES AND STRUCTURED ENVIRONMENTS FOR FOREIGN INVESTMENTS IN NIGERIA

by Mr Terhemba David, Acting Managing Director, Nigerian Export Free Zones Authority, Nigeria

ACHIEVING GOOD GOVERNANCE, ENVIRONMENTAL MANAGEMENT & INFRASTRUCTURE DEVELOPMENT IN THE FEDERAL CAPITAL TERRITORY : PROSPECTS FOR STRATEGIC PARTNERS & INVESTMENTS

by Mr Kubau Muhammad, Coordinator, Abuja Infrastructure Investment Center (AIIC), Federal Capital Tertiary Administration, Nigeria

INVESTMENT OPPORTUNITIES IN THE FEDERAL CAPITAL TERRITORIES

by Mr Ibrahim Abubakar Aliyu, Senior Vice President, Abuja Investment Company Ltd,

Sectoral Programme



Visit to Indah Water Konsortium (IWK)

The technical visit fostered better understanding of the importance of good sewerage services, with sharing on waste water management experience with several Asian countries under the IWK 2020 Transformation Plan.

Visit to Westports Malaysia

Westports is known as the world's best port for productivity, the "pit stop" for container vessels plying the world's busiest shipping lane. It is a multi-cargo port which handles all types of cargoes. Westports is currently the 18th busiest seaport in the world.



Visit to Port Klang Authority

Port Klang plays a pivotal role in the economic development of the country, and is currently being developed as the National Load Centre, and eventually a hub for the region. Working visit to review port operations, mainly involving customs procedures, trade facilitation, port planning and development, regulatory oversight of privatised facilities and services, free zone authority and asset management.

Other Programmes



Tour of Putrajaya : a federal administrative township as tourist attraction

Putrajaya is the federal administrative center of the Malaysian Government. As Kuala Lumpur was getting overcrowded, the administration of Malaysia was shifted to Putrajaya in 1999. The city is well planned and boasts of artistically designed bridges, public parks, malls, and monuments.

Tour of MAEPS : agrotourism as tourist attraction

MAEPS was established by the Ministry of Agriculture to serve as a centre for agro-based events and activities.

It is host to the massive Malaysia Agriculture, Horticulture and Agrotourism Expo (MAHA) every 2 years, and is also home to more agro-focused events and activities developed to promote the agriculture industry to the Malaysian public.

MAEPS resides on a 130 hectares land belonging to the Malaysian Research and Development Institute (MARDI), and is the largest exhibition park and showground in the region.



MAEPS is also the official agrotourism destination of Malaysia, and a proud showcase of the success of the agriculture industry in Malaysia. Through MAEPS, the Ministry of Agriculture and Agro-based Industry (MOA) has successfully positioned agriculture as a profitable industry with its motto "Agriculture is business".

Other Programmes



Optional Tour of Genting Highlands : main tourist attraction



Water

A discussion on water conservation, management, treatment, services and security was held between the Federal Ministry of Water Resources and the Malaysian Water Association (MWA).

- MWA was established in 1998, with members from water supply and sewerage sectors
- Main MWA activities include training & capacity building, conference and exhibitions, education and advisory roles to government on water issues
- there is great potential for collaborations for water projects

Plastics

A discussion on plastic packaging industry, especially food-grade plastic packaging, was held between the Raw Materials Research and Development Council (RMRDC) with the Malaysian Plastics Manufacturers Association (MPMA).

- only 30% of plastic is produced locally in Nigeria
- Malaysia is a global player in the plastic industry with approximately 1,300 plastic manufacturers and over RM30 billion in exports
- there is great potential for collaborations for plastics in primary forms



OUTCOMES

1) Usage of micronutrients in farming (aquaculture, livestock and crops)

- to test and register micronutrients under NAFDAC (currently already in progress)
- to identify existing farms to convert/upgrade
- to identify available land to operate

2) Setting up integrated aquaponic farm as high-yield multi-income food production projects

- to identify existing farms to convert/upgrade
- to identify available land to operate
- possibility of future expansion on a franchise model

3) Food processing facilities for tilapia, cashew and other high-yield crops for exports

- to identify existing farms with abundant crops
- to identify available land to operate
- possibility of future expansion on a franchise model

4) Explore methods of improving capabilities and world ranking (production, food inspection etc)

- for agriculture produce, agriculture chemicals, local forestry and herbs

5) Upgrade current biolab facilities

- better lab equipment (qualitative and quantitative equipment, tissue culture, genetics lab, lab chemicals)
- more training for R&D personnel in agriculture, biomedical, biotech

6) Design of Nigeria's first national car

- design services

7) New and remanufactured bus and auto parts

- assembly facility in Nigeria as Gateway to Africa

8) Explore setting up 3D printing and AR testing facilities towards adopting suitable IR 4.0 technologies

- software detection and filter system related to automotive needs

9) Linking ports and inland waterways to rail

- rails as means of transportation for freight, mining, livestock, produce, timber
- SMH Rails are already in Ghana, Tanzania and other neighbouring countries, can easily set up projects in Nigeria
- explore remanufacturing of landed locomotives particularly in North-East region

10) Study of good sewerage services

- implementation of community-friendly facilities within critical infrastructure

11) Microdot technology for labelling

- adoption of microdot technology for labelling in the automotive, livestock and military sectors for better security monitoring, tracking and creation of a national repository of assets.

12) Training

- customised training programme for mid-level government employees encompassing areas of public policy, modern economics, comparative laws and business culture integration to equip public sector with strategic mindset and global readiness in the digital era.

13) Medical supplies

- portable and instant self-administered medical test kits
- medical-grade rubber gloves



AREAS OF CONCERN

1) Access to consistent power supply

- possibility of setting up own power generation on a mini grid?

2) Access to infrastructure and digital technology

3) Access to capital and credit

4) Cumbersome government regulations

- takes too long to set up businesses

5) Uncertainty around economic growth

- difficulty to business planning and strategic development



THE WAY FORWARD

1) Follow-up visit to Nigeria

- target end of November 2019 to early December 2019
- further in-depth discussions
- site visits
- meeting with potential local partners for collaboration

2) NMIEF as annual programme

- for consistency in promoting Nigeria as investment destination

Malaysian Invitees: Government

Civil Aviation Authority of Malaysia
Consumer Advisory Council
Custodian of National Water Assets
Department of Agriculture (DOA)
Department of Irrigation & Drainage
Department of Museums
Export-Import Bank of Malaysia Berhad (EXIM Bank)
Malaysia Agriculture R&D Institute (MARDI)
Malaysia Automotive, Robotics and IoT Institute (MARii)
Malaysia Aviation Commission (MAVCOM)
Malaysia Cocoa Board
Malaysia External Trade Development Corporation (MATRADE)
Malaysia Maritime Enforcement Agency, Prime Minister's Department
Malaysia Palm Oil Board (MPOB)
Malaysia Petroleum Resources Corporation (MPRC)
Malaysia Rubber Board (MRB)
Malaysia Rubber Export Promotion Council (MREPC)
Malaysia Timber Industry Board (MTIB)
Malaysia Tourism Centre
Ministry of Agriculture & Agro-Based Industries (MOA)
Ministry of Health
Ministry of Housing, Land & Local Government (KPKT)
Ministry of International Trade & Industry (MITI)
Ministry of Tourism, Arts & Culture (MOTAC)
Ministry of Primary Industries
Ministry of Transport (MOT)
Ministry of Water, Land & Natural Resources
National Pharmaceutical Regulatory Agency
National Water Services Commission (SPAN)
Port Klang Authority
Public Private Partnership Unit, Ministry of Finance
Royal Malaysia Custom Department
Sustainable Energy Development Authority (SEDA)
Syarikat Bekalan Air Selangor (SYABAS)

Malaysian Invitees: Chambers & Associations

Bumiputera Manufacturers & Services Industry Association of Malaysia (BMSIAM)
Federation of Malaysian Consumer Associations (FMM)
Klang Chinese Chamber of Commerce (KCCC)
Kuala Lumpur Chinese Chamber of Commerce & Industry (KLCCCI)
Kuala Lumpur International Chamber of Commerce (KLICC)
Kuala Lumpur Malay Chamber of Commerce (KLMCC)
Kuala Lumpur Selangor Indian Chamber of Commerce & Industry (KLSICCI)
Malaysia Automotive Recyclers Association (MAARA)
Malaysia Association of Amusement Themepark & Family Attractions (MAATFA)
Malaysia International Chamber of Commerce & Industry (MICCI)
Malaysia Water Association (MWA)
National Chamber of Commerce & Industry (NCCIM)
Small & Medium Enterprises Association (SAMENTA) of Malaysia
The Electrical & Electronics Association of Malaysia (TEEAM)

Malaysian Invitees: Private Companies

AECOM
Aliran Ehsan Resources Berhad
APM / Tan Chong Group
Asia Pacific Wing Sdn Bhd
Azman Hamzah Plastik Sdn Bhd
Cyberlab
Daiichi Group of Companies
Datmel Technology Sdn Bhd
Delloyd Group
Detini Armada Sdn Bhd
DRB-Hicom Group
Eco World Development Group Berhad
Forward Digital Solutions Sdn Bhd
Gamuda Berhad
IGM Land Berhad
IOI Properties Group Berhad
Inspire Persona Sdn Bhd
Heritage One Nur Sdn Bhd
Kanaz Holdings Sdn Bhd
La Ruta De Via Sdn Bhd
Mah Sing Group Berhad
Malakoff Corporation Berhad
Mfrener Corporation (M) Sdn Bhd
Micronutrients Technologies Malaysia SB
Muhibbah Engineering (M) Bhd
Muhibbah Marine Engineering Sdn Bhd
Naza Group of Companies
Neu-Bio Sdn Bhd
Oval Growth Limited
Palm Oleo Sdn Bhd
Petronas Energy Trading Limited
Puncak Niaga Holdings Berhad
Qube Group of Companies
Ranhill Holdings Berhad
Ranhill Holdings Berhad
Sabah Electricity Sdn Bhd (SESB)
Sarawak Energy Berhad
Sime Darby Property Berhad
SP Setia Berhad
SMH Rail Sdn Bhd
Sun Suria Group
Sungai Sendok Holdings Sdn Bhd
Sunway Group
Tanjong PLC
Teknologi Tenaga Perlis Consortium SB
YTL Power



Prepared for
The Federal Ministry of Industry, Trade & Investments
(FMITI)

July 2019 . Kuala Lumpur
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