



*Unlocking Africa's Investment & Trade Potential*



# REPORT

3rd Edition

## NIGERIAN PORTS & TRADE INVESTMENT FORUM 2023

THEME

Revolutionizing Nigeria's Ports: Embracing Shifting Landscapes in Technology to Create World-Class Hub for Trade.

**The LillyGate Lagos**

**13th Sept. 2023**

MEDIA



## INTRODUCTION

The third (3rd) Edition of the Nigerian Ports and Trade Investment Forum organized by Welcome2Africa International, was held at the Lilygate Hotel Lagos, Nigeria on the 13th of September 2023. The theme of the event was **Revolutionizing Nigeria's Ports – Embracing Shifting Landscapes in Technology to Create World-Class Hubs for Trade.**

The program brought together public and private participants to deliberate, provide solutions and create a part to purpose. In partnership with Zenith Carex International, APM Terminals, Port of Antwerp, Webb Fontaine, Kaystone Globals, NEPC, LFZ, Nigerdock, Nanocentric, US Africa Trade Council and OAL the event aim to create a part for driving investments into Nigeria's port while address technological and infrastructural issues in at the ports.



## OPENING REMARK

In her opening remark, the CEO of Welcome2Africa International welcomed all participants for the 3rd Edition of the Nigeria Port and Trade Investment Forum. She stressed on Welcome2Africa International Mission to become a leading catalyst in the facilitation and promotion of trade in Africa. Stating that the program reflects the company's commitment to bring together thought leaders, experts, and stakeholders to explore new horizons and capitalize on opportunities that can reshape the future of Nigeria's maritime and trade landscape.

She mentioned that over the course of this event, we will delve into pivotal discussions surrounding investment in infrastructure, technological advancements, and other key areas that can propel Nigeria's maritime and trade sectors to new heights. She pointed out some programs which the company was organizing in the agricultural sector, and how these programs have assisted in strengthening bilateral trade relationships and agreements.

# SEAPORTS 2023 Report

## THE BLUE ECONOMY EXPANSION INITIATIVE

The launched of The Blue Economy Expansion Initiative by Welcome2Africa International marked the highlight of the event. At the launched of the initiative Mr. Agharite Efe, Strategic Partnership Lead for Welcome2Africa International stated that the program which is going to facilitate over \$20 billion for the maritime sector was birthed from a series of engagements with stakeholders in the sector, he stated that the project seeks to add a component of deal sourcing and trade facilitation.

### Objectives of BEEI

- Facilitate a minimum of \$20 billion in trade and investment for a 5 year period of 2024 - 2026. into the Maritime sector
- Create 10 million job opportunities in the maritime sector.
- Reduce the turnaround time of ships by investing in Maritime technology and infrastructure  
Attract local and international investment to the Maritime sector.



**Agharite Efe**  
Strategic Partnership Lead  
Welcome2Africa International



# SEAPORTS 2023 Report

## PANEL DISCUSSIONS

### PANEL SESSION I:

TOPIC: Optimizing Inter-Organizational and Agency Integration for Trade Efficiency in Nigeria,



**MODERATOR**  
**Bamidele Ayemibo,**  
 Lead Consultant,  
 3T Impex Trade Academy)



### PANELISTS



**Ayoola Quadri**  
 Assistant  
 Director, Central  
 Bank of Nigeria,



**Innocent  
 Gamboro Umar**  
 GM Corporate and  
 Strategic Planning,  
 Nigeria Port  
 Authority, Captain



**Dr. Alfred  
 Oluwasegun Oniye**  
 SG, Merchant  
 Seafarers Association  
 of Nigeria.

### MAIN POINTS

This session discussed issues bordering inter-agencies collaboration, value addition, regulatory compliance, maritime safety and security, and the need for public-private partnerships

Mr. Ayo Quadri:

Emphasized that the Central Bank of Nigeria was committed to driving value addition for the purpose of promoting exports in Nigeria. He stressed the fact that the bank was working in collaboration with the Nigeria Export Promotion Council to promote the export of made-in-Nigeria products to foreign countries.

Captain Alfred Oluwasegun Oniye

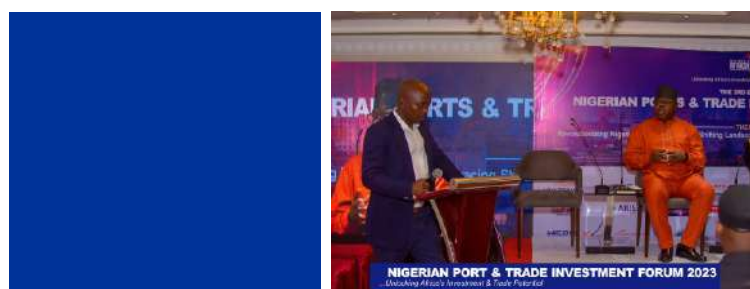
Stressed the need for removing revenue collection from the different government agencies would strengthen inter-agency collaboration between the different agencies of government, He further stated that inter-agency collaboration was needed in order to make efficiency in Nigeria's port and Maritime workable.

Innocent Gamboro Umar

Mentioned that inter-agency collaboration was needed to facilitate trade and improve efficiency in Nigeria, he mentioned that using the monetary instrument to improve sectoral allocation across all export products and value chains in Nigeria was a key area for consideration.

## QUESTIONS RAISED

1. How can the collaboration between the Central Bank of Nigeria and the Nigeria Export Promotion Council be further enhanced to effectively promote the export of made-in-Nigeria products to foreign countries, and what specific strategies are being employed to drive value addition in exports?
2. Considering the importance of inter-agency collaboration in improving efficiency in Nigeria's ports and maritime sector, what practical steps can be taken to streamline revenue collection and regulatory compliance among various government agencies operating within these sectors?
3. In the context of using monetary instruments to enhance sectoral allocation across export products and value chains, what are the key challenges and opportunities, and how can public-private partnerships be leveraged to facilitate trade and improve overall efficiency in Nigeria's export ecosystem?



## RECOMMENDATIONS.

Strengthen inter-agency collaboration for efficient revenue collection and export promotion to boost Nigeria's maritime sector.

Focus on expanding exports of locally-made products in partnership with the Nigeria Export Promotion Council to add value to Nigeria's exports.

Utilize monetary instruments to strategically allocate resources across export sectors, promoting diversification and growth.

Implement and enforce the Cabotage Act to restrict foreign ships in Nigerian waters, fostering domestic shipbuilding and creating jobs.

Recognize the ship construction industry's potential to generate over 20,000 jobs for unemployed Nigerian youth and trained seafarers, promoting economic development.

# SEAPORTS 2023 Report

## PRESENTATION I

By Mr. Tankian Coulibaly Director of Operations, Web Fontaine

Mr. Tankian Coulibaly discussed the Republic of Benin port, focusing on its infrastructure and the challenges faced by Web Fontaine in upgrading it. He highlighted the introduction of the Benin Republic Port Community System, including features like an electronic tracking system, single-window operations, and the integration of artificial intelligence and machine learning into custom management systems.



**Mr. Tankian Coulibaly**  
Director of Operations,  
Web Fontaine

## Panel session II:

The role of technology in improving efficiency in Nigerian ports operations.

This panel session stressed the different activities around Nigeria Port emphasizing the role of technology, digitization, and the Internet of Things in optimizing port operations and driving efficiency in Nigeria Port.

## MODERATOR:



**Mr. Laurence Smith**  
Web Fontaine



**Mr. Aderinola Oloruntoye**  
Senior Industry & Value  
Advisor SAP Nigeria  
Africa



**Mr. Chinedu Nneke**  
Associate Partner  
and  
Core Litigation  
Lawyer with ardent



**Mr. Regis Uzoma**  
Executive Vice  
President & CMOUS  
Africa  
Trade Council



**Mr. Esmil Abaji**  
Commercial Manager  
of west Africa terminal  
in Onne



## MAIN CONTRIBUTIONS

Mr. Chinedu Speaking from the legal side, Mr. Chinedu spoke on adopting technology to improve legal processes in port operations. He went further to speak on the need for public-private partnerships in the ownership and operations of the Nigerian port. He spoke about the two spectrums in the development of smart ports and the place of the private sector in designing, building, renovating, and financing port infrastructures.





**Mr. Lauren Smith:** Spoke on the need for developing technology infrastructure systems that lead to more robust electronic processes in customs and port operations. He mentioned that such investment was capable of yielding profitable investment returns to both investors and customers.

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**Mr. Regis Uzoma** spoke on smart thinking meeting good investment as a way forward to develop a common port ecosystem in Nigeria. He spoke on the need for the development of an accelerator and a port incubator system for maritime development.

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**Mr. Esmil Abaji:** Linked the ease of doing business with the need to deploy sophisticated technologies in port operations. He spoke on several software and hardware technological investments made by APM Terminal to improve port efficiencies such as the APM port Appointment System technology.

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**Mr. Aderinola:** He spoke on the need for a data-driven port that connects all organizations within the port ecosystem through the application of digital technologies such as the Internet of Things. He spoke on all the strategic functions for the development of data-driven ports and the need for a digital board room for by port operators.

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## QUESTIONS RAISED

In the context of adopting a community system for technology implementation, what specific strategies and initiatives can be developed to ensure effective information gathering and dissemination through port communities, and how can technology optimize these processes?

Expanding on the importance of public-private partnerships for port efficiency, what concrete steps and collaboration models can be established to facilitate infrastructure design and renovation within Nigerian ports, and how can these partnerships be structured to maximize their impact?

Regarding the transition to a data-driven port tailored to customer needs, what are the critical challenges and opportunities in implementing technology inspired by advanced ports like Hamburg in Nigeria, and how can these advancements be effectively integrated into existing port operations while ensuring customer-centricity and efficiency?

# SEAPORTS 2023 Report

## RECOMMENDATIONS

Promote a collaborative community system to effectively implement technology for information sharing within port communities.

Foster public-private partnerships for the enhancement of port efficiency by investing in infrastructure upgrades and renovations.

Embrace a data-driven approach, inspired by advanced ports like Hamburg, to tailor port services to customer needs.

Allocate resources to modernize port infrastructure, encompassing both new facility designs and existing facility improvements.

Learn from international best practices, particularly the Port of Hamburg, to adapt successful technology adoption and operational strategies for Nigerian ports.





## PRESENTATION II

By Mrs. Dabney Shall-Holma Director, Nigeria Shippers Council  
Mrs. Dabney Shall-Holma presented on the Sealink Consortium's mission to enhance maritime logistics efficiency and reduce costs. She mentioned achievements such as the construction of an industrial park in Ajaokuta and the development of safety architecture to improve maritime safety.



**Mrs. Dabney Shall-Holma**  
Director, Nigeria Shippers,  
Council

## PANEL SESSION III

The role of Lekki Deep Sea Port and the free trade zone in transforming the supply chain for global trade dynamics.



**MODERATOR:**  
Bamidele Ayemibo  
Lead Consultant  
3T Impex Trade  
Academy

## PANELISTS



**Laurence Smith**  
COO  
Lekki Port  
LFTZ Enterprise  
Limited



**Prem Krishna**  
GM - Power &  
GasLagos Free Zone



**Benita Afolabi**  
Managing  
Director  
KayStone  
Global Resources  
Limited





## QUESTIONS RAISED

Building on Aderinola Oloruntoye's insights on reshaping global supply chain dynamics, how can the Lekki Deep Sea Port and Free Trade Zone proactively collaborate with international partners to reduce lead times and costs, ultimately enhancing the competitiveness of Nigerian trade?

In light of Dinesh Rathi's focus on investment opportunities, what specific strategies and incentives can be implemented to attract businesses in the identified sectors and industries that have the potential to contribute significantly to the growth of the Free Trade Zone and the port?



## MAIN CONTRIBUTIONS

**Aderinola Oloruntoye:** contributed to the Impact on Supply Chain Dynamics. He contributed insights into how the Lekki Deep Sea Port and Free Trade Zone could significantly reshape global supply chain dynamics, potentially reducing lead times and costs for international trade.

**Dinesh Rathi:** Spoke on Investment Opportunities, and shed light on potential sectors and industries that could benefit from or contribute to the growth of the Free Trade Zone and the port.

**Mr. Du Ruogang:** Provided a comprehensive analysis of the regulatory framework for the Free Trade Zone and examined the policies and incentives in place to attract foreign investment and create a business-friendly environment, distinguishing them from traditional port regulations.

**Mrs Benita Afolabi:** elaborated on the impact of technology and automation in the port and logistics industry and how Lekki Deep Sea Port plans to leverage these advancements to enhance efficiency and competitiveness.



## RECOMMENDATIONS

- Develop collaborative supply chain optimization strategies for Lekki Deep Sea Port and the Free Trade Zone.
- Target specific sectors for investment promotion within the Free Trade Zone.
- Simplify regulatory processes to attract foreign investors to the Free Trade Zone.
- Invest in technology and training to boost efficiency at Lekki Deep Sea Port.
- Establish continuous monitoring to adapt to changing global trade dynamics.

## PRESENTATION III

By Mr. Greg U. Ogbeifun Chairman and CEO, Starz Nigeria Investment Limited

Mr. Greg U. Ogbeifun discussed the construction of the Benin Port, emphasizing its status as the first modern, futuristic, environmentally friendly smart port in Nigeria. He also highlighted the technical management partnership with the Port of Antwerp and the port's design for electronic vehicle operations.



**Mr. Greg U. Ogbeifun**  
CEO, Starz Nigeria,  
Investment Limited

## PANEL SESSION IV:

The need to improve Nigerian Port infrastructure for enhanced trade facilitation.

The panel session was moderated by Mr. Ambrose Chodja Orogun, country representative of Nigeria, Port of Antwerp, and Bruges International. The following participated as panelist:



**Moderator:**

Ambrose Chodja Orogun.  
Country Representative.  
Nigeria Port of Antwerp-Bruges  
International.



**Mr. Greg U. Ogbeifun**  
Managing Director/CEO  
Starzs Marine  
Engineering Limited  
(SMEL)



**Hope Yongo**  
Technical Adviser to  
the MD/CEO Nigeria  
Export-Import Bank  
(NEXIM)



**Mrs. Dabney  
Shall-holma**  
Chairperson Sealink  
Consortium

Mr. Greg U. Ogbeifun highlighted the operational challenges faced in Nigerian ports, including delays and increased costs due to issues such as congestion and outdated facilities. He emphasized the critical areas requiring immediate investment intervention.

Hope Yongo: Addressed the process of investment in port infrastructure from both sides of the public-private partnership. In his statement, he mentioned that the Sealink consortium had entered into a partnership with the Nigeria Navy and the development of security infrastructure for the Inland waters ways to develop a green corridor in the Nigeria ports.

Mrs. Dabney Shall-Holma discussed the importance of reliable data and information by Nigerian port and customs authorities to help drive better decision-making processes for port operators, She also spoke on the need for effective and efficient trade and freight negotiation processes in the port and maritime sector.



## QUESTIONS RAISED

How can Nigerian ports prioritize and address specific operational challenges such as congestion and outdated facilities, and what strategies should be implemented for immediate infrastructure improvements?

What concrete steps can be taken to attract foreign direct investment (FDI) into Nigerian ports? How can the investment process be streamlined, and which sectors of port infrastructure should be highlighted to attract FDI for sustained growth?

In the context of enabling Nigerian ports to handle larger vessels and growing trade volumes, what are the key infrastructure modernization strategies that should be prioritized, and how can stakeholders collaborate effectively to execute these strategies?



## RECOMMENDATIONS

Prioritize critical infrastructure upgrades in Nigerian ports to alleviate delays, congestion, and outdated facilities, ensuring immediate investment in essential areas.

Streamline investment processes to attract foreign direct investment (FDI) by identifying opportunities, simplifying procedures, and involving relevant authorities in port development projects.

Implement modernization strategies as proposed by Mr. Franklin Olakunle Amoo to enhance port infrastructure, enabling Nigerian ports to handle larger vessels and increased trade volumes.

Promote collaborative governance involving the government, port operators, and stakeholders to foster sustained cooperation and drive impactful improvements in Nigerian ports.

Explore the potential of public-private partnerships (PPP) and engage international maritime investment communities to secure funding and expertise, ensuring the long-term sustainability



## CLOSING REMARK

By Favour Ezenwankwor, Program Officer  
Miss Favour Ezenwankwor expressed her deepest gratitude to all participants for their invaluable contributions and unwavering commitment to the discussions. She mentioned that through thoughtful insights, visionary ideas, shared belief, and innovation, stakeholders can transform Nigeria's maritime and trade sectors into dynamic engines of growth and prosperity. She stressed that the conversations had, recommendations made, and the connections fostered are not merely words spoken but the building blocks of a brighter future, and encouraged stakeholders' dedication to this cause as a testament to the potential that lies within our reach.



She extended her sincere appreciation to our panelists for their expertise, and Welcome2Africa International partners for their support. Miss Favour further encouraged the spirit of collaboration, innovation, and determination between stakeholders to work tirelessly to implement the ideas that have been born and strive to make a positive impact on Nigeria's maritime and trade landscape.



## CONCLUSION

In conclusion, the Third Edition of the Nigerian Ports and Trade Investment Forum, brought together visionaries, experts, and stakeholders from the public and private sectors to address the industry's pressing challenges. This forum illuminated key pathways toward more vibrant and competitive port operations in Nigeria including.:

### Integration and Collaboration:

Panel Session I emphasized the necessity of inter-agency collaboration and public-private partnerships. This collaborative spirit will be instrumental in fostering regulatory compliance, ensuring maritime safety, and enhancing the efficiency of Nigeria's ports.

### Technology as the Catalyst

Panel Session II underscored the transformative potential of technology, digitization, and the Internet of Things in revolutionizing port operations. These innovations offer a path toward greater efficiency and customer-centric services.

### Strategic Investments

Panel Session III shed light on the pivotal role of Lekki Deep Sea Port and the Free Trade Zone. These developments are poised to not only reshape Nigeria's supply chain dynamics but also bolster regional trade integration and attract foreign investments.

### Infrastructure for Growth

Panel Session IV delved into the urgent need for infrastructure improvements within Nigeria's ports. Addressing congestion, modernizing facilities, and inviting both local and foreign investors are key steps in enhancing trade facilitation and economic growth.

In closing, the Third Edition of the Nigerian Ports and Trade Investment Forum served as a testament to Nigeria's commitment to fostering growth and innovation in its maritime and trade sectors. The insights shared and collaborations formed during this event will undoubtedly guide the nation toward the creation of world-class port facilities, ensuring Nigeria's position as a vital hub for global trade well into the future.

WELCOME 2  
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