



2022

ANNUAL REPORT



InvestJigawa
...tune to the future

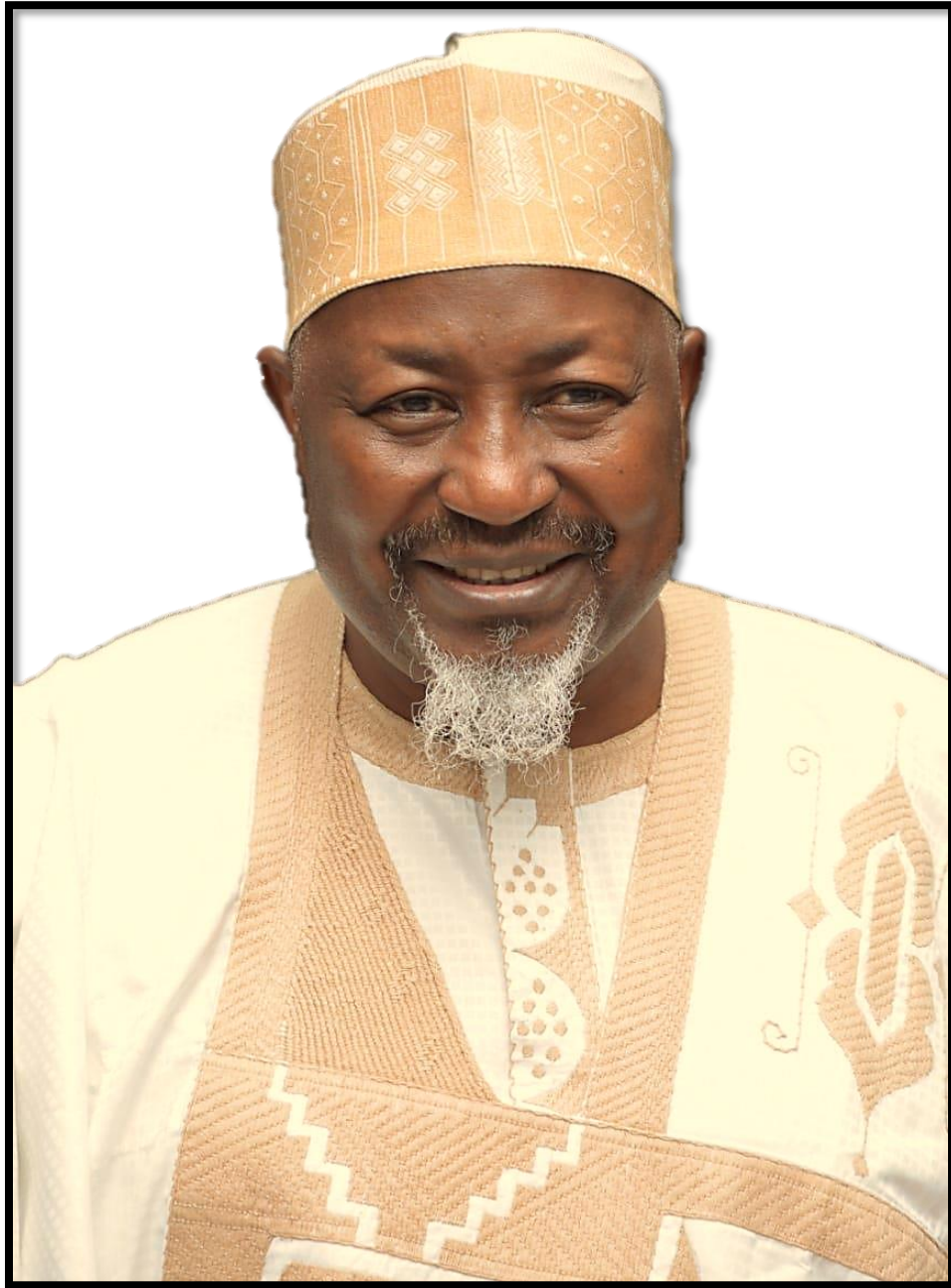
NATIONAL ANTHEM

Arise, O compatriots, Nigeria's call obey
To serve our fatherland
With love and strength and faith
The labour of our heroes past
Shall never be in vain
To serve with heart and might
One nation bound in freedom, peace and unity.

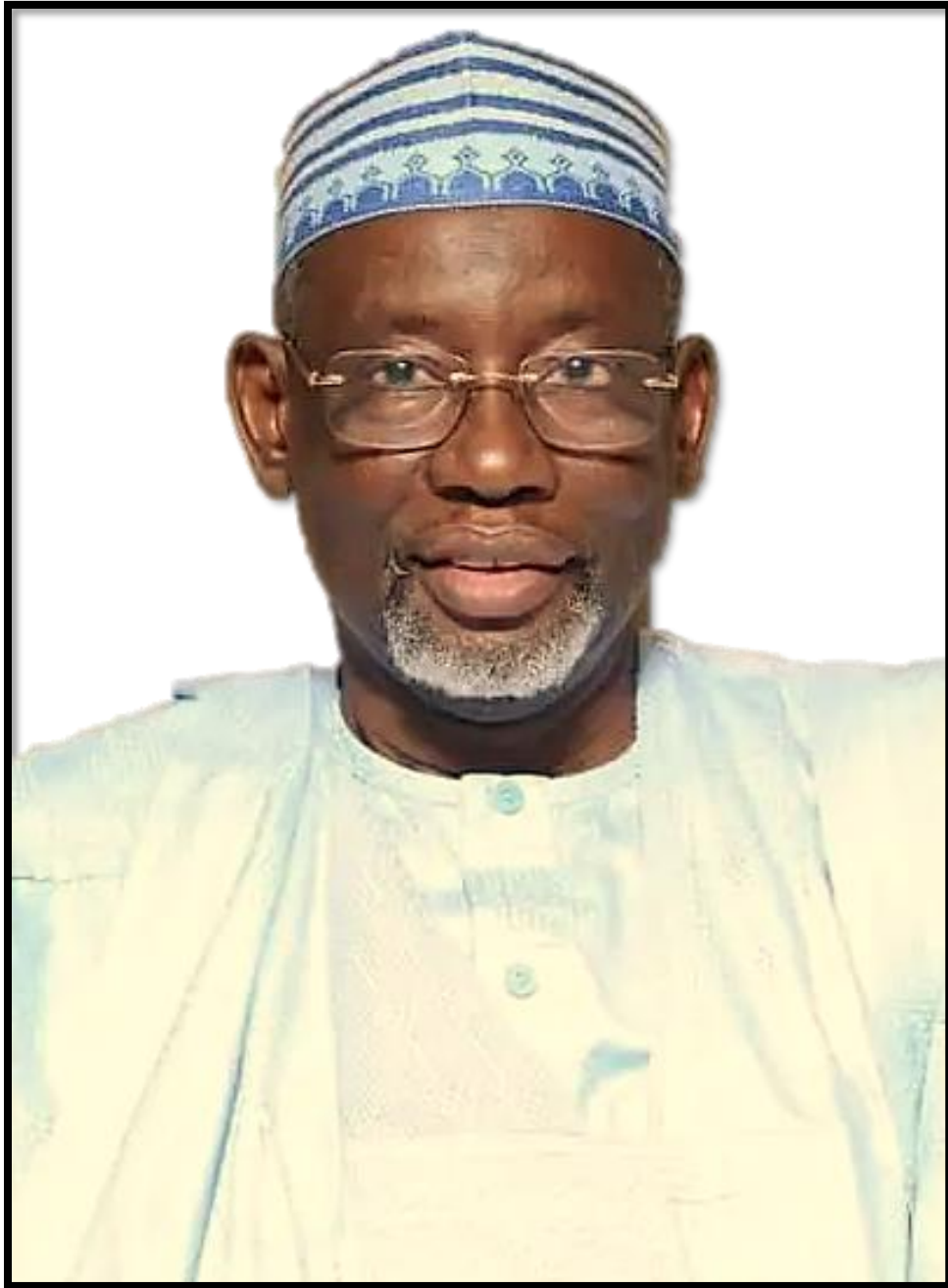
Oh God of creation, direct our noble cause
Guide our leaders right
Help our youth the truth to know
In love and honesty to grow
And living just and true
Great lofty heights attain
To build a nation where peace and justice shall reign

NATIONAL PLEDGE

I pledge to Nigeria my Country
To be faithful, loyal and honest
To serve Nigeria with all my strength
To defend her unity
And uphold her honour and glory
So help me God



**His Excellency Muhammadu Badaru Abubakar MON, mni
Executive Governor
Jigawa State**



**His Excellency Umar Namadi
Deputy Executive Governor
Jigawa State**

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1 2022 IN SUMMARY

6 POLICIES/Frameworks

- OGS Policy
- PPP Policy
- 5 Year Strategic Plan
- Executive Order on Incentives for investors

27 INVESTMENTS/PPPs ATTRACTED

- 16 members of MAN
- 5 at introductory stage
- 2 at implementation stage
- 4 in the pipeline
- MoU with Comtraex Ltd
- Lease Agreement with Kadume Green

5 REFORM AREAS

- Small Claims Court
- Business Clinics
- E-Registration
- State Employment Portal
- MSMEs Contributory Health Scheme

11 STAKEHOLDER ENGAGEMENTS

- 6 aftercare visits to operational investors
- 2 investors dinners with public and private sector
- 3 stakeholder forums with MSMEs and private sector

2 INVESTJIGAWA TEAM



FURERA ISMA JUMARE
DIRECTOR GENERAL



MUHAMMAD TAHIR
SECRETARY/LEGAL ADVISER



NAFI'U HALILU
HEAD OF INVESTMENT FACILITATION



BINTA YUSUF YAWALE
DIRECTOR ADMIN & FINANCE



RABIU USMAN
SNR. TECH. ASST. STAKEHOLDER MGT.



IBRAHIM MUKHTAR
ACCOUNTANT



YUSUF BADAMASI
HEAD OF RESEARCH



ABDULRAHMAN ADAM
RESEARCH OFFICER



IBRAHIM ABDULKARIM
DATA ANALYST



ABUBAKAR MUSA
TECHNICAL ASSISTANT (ICT)



USMAN MUHAMMAD SAUDI
TECH. ASST. INVESTOR RELATIONS



AMINA BINIYAMINU
TECH. ASST. ADMIN

3 DIRECTOR GENERAL'S REMARKS



In 2022, we at InvestJigawa continued our core function of embarking on activities that would support the attraction of investments to our state. Thus, we focused on developing and reviewing policies and frameworks that would give impetus to that goal. Some of the policies/frameworks developed include the Jigawa State Public-Private Partnership (PPP) Policy, the Jigawa State Off-Grid Solar Policy, InvestJigawa Five-Year Strategic Plan and signing of Executive Order by His Excellency the Governor, on incentives for investors. We also embarked on a review of the InvestJigawa Law. To boost industrialisation in the State, work on the Gagarawa Industrial Park continued in earnest, with completion of phase one of the park projected to be concluded before the

end of the current administration. Already, fifteen investors from Manufacturers Association of Nigeria (MAN) have been allocated land, and are eager to begin the construction of their factories.

The year was also one in which the Presidential Enabling Business Environment Council (PEBEC) continued its interactions with subnationals to effect reforms that would make it easy for businesses to thrive. For us in InvestJigawa, we used the opportunity to work closely with PEBEC's Ease of Doing Business (EoDB) Secretariat on necessary reforms that would ensure a more conducive environment in Jigawa State. Some of the reforms embarked upon include the establishment of Small Claims Court, revival of Business Clinics, automation of business registrations, tax processes, land application and processing, development of state employment portal, and upgrade of the Jigawa State website.

In 2023 we plan to continue our drive to attract investors, work with more stakeholders to continue to ensure a conducive environment for businesses, and especially focus on industrialisation of the state that would generate more revenue and create employment.

We are however not mindful of the fact that the 2023 elections, and transition from one administration to another at both federal and state level may slow down some activities aimed at achievement of some of our goals. We are hopeful that any such effect will be minimal

Furera Isma Jumare

4 INTRODUCTION

In October 2013 Jigawa State Government created the Jigawa State Advisory Council on Economic Management and Investment Promotion. This transmuted into the Jigawa State Investment Promotion Agency (InvestJigawa) in 2016 with the enactment of the Investment Promotion Agency Law No.12, 2016. The Agency was established mainly for investment attraction and facilitation, and for the coordination of all investment promotion activities in the state.

Functions and Powers of the Agency

- Advise and assist the Government on the implementation of all projects and programmes in the investment promotion roadmap of the State;
- Advise and assist the government in creating an attractive and competitive climate for business that will lead to robust economic activities in the State;
- Identify and advise the Government on the programmes and projects that will exploit the natural resources base of the State and create employment for the citizens of the state;
- Source on behalf of the Government, finance for investment from multilateral and bilateral development partners as well as private investors – both domestic and foreign – through public/private partnership and other financial arrangements;
- Assist the State in building capacity for investment project identification, evaluation, planning, execution and management;
- Develop appropriate institutional and regulatory frameworks for investment promotion and facilitation in the State;
- Advise and assist in the establishment of a framework for monitoring and evaluating the progress of the State’s strategic economic investment programmes and projects for effective implementation;
- Establish a framework for identifying and proactively engaging the Federal Government and its agencies in the investment promotion drive of the State;
- Articulate clear private sector growth strategies for providing needed support and appropriate incentives to grow the local and private sectors and enlarge the economic base of the State;
- Advise and assist the Government in developing and maintaining a comprehensive and reliable database on investment opportunities for effective planning, especially in areas where the State has demonstrable comparative and competitive advantages;
- Develop a database of reputable and potential investors both within and outside Nigeria with a view to reaching out to them when opportunities arise;
- Conclude arrangements with any person or authority for the effective implementation of any programme or project and to enter into such other contracts as it may deem necessary to facilitate its functions under this law;
- Publish and periodically revise data and information on the investment status of the State in order to assist prospective investors both domestic and foreign and also to evaluate State’s potential as an investment destination;

- Plan and organise targeted and well-researched investment promotion activities including tours and road shows aimed at promoting specific investment projects in areas where the State has demonstrable comparative and competitive advantages;
- Procure within its budgetary limit, any property or service it may require for the effective discharge of its function under this law and to dispose of any such property or terminate any such service;
- Request the head of any ministry, department or agency of the Government to furnish it with any document, explanation or other information it may require for the due execution of its functions under this law;
- Regulate its own proceedings;
- Do such other things as are necessary and incidental, supplemental or conducive to its function under this law.

Services

- Provision of information about investment opportunities in key sectors.
- Investment advisory and facilitation.
- Incentives negotiation and facilitation.
- Negotiation of Public-Private Partnership agreements between the state government and private investors.
- Support in accessing land or other state government services.
- Facilitation of contractual arrangements between investors and local producers/suppliers.

Vision

That Jigawa State shall be the preferred investment destination in Nigeria.

Mission

To identify, promote and facilitate the exploitation of opportunities for private sector investments that will create jobs for and promote the prosperity and wellbeing of the citizens of Jigawa State.

Core Values

- **Professionalism:** Having a collection of traits that make up an exceptional staff, and in turn handles responsibilities and investors with high regard and standards.
- **Collaboration:** Working together, helping and supporting each other for the sake of our collective goal.
- **Transparency:** Being open, honest and straightforward about dealing and operations.
- **Accountability:** Being answerable and taking responsibility for actions and actions of the team.
- **Responsiveness:** Ability to respond to service inquiries and fulfil them in a timely manner.

InvestJigawa in delivering its mandate aims to foster an enabling environment that attracts private sector investments, especially climate-smart investments, and support their growth and impact on the State. From 1st January to 31st December 2022 the Agency embarked on activities that would achieve these objectives. The activities included investor targeting events, town hall meetings, stakeholder forums, aftercare visits to existing investors, as well as reaching out to potential investors and engaging with other stakeholders in both the public and private sectors.

Apart from fulfilling its core functions, InvestJigawa also had other ad hoc assignments that engaged the agency in 2022. Some of these assignments included its role as secretariat for the Ease of Doing Business (EoDB) Steering Committee and the Industrial Park Committee, as well as participation in quarterly meetings of the Infrastructure Concession Regulatory Commission (ICRC)'s Nigeria Public Private Partnership Network (NPPPN) and that of the Presidential Enabling Business Environment Council (PEBEC)'s EoDB Secretariat's Quarterly Meeting of State EoDB Reform Champions.

Summary of 2021 and Our Plans for 2022

In the year 2021, Jigawa State Investment Promotion Agency (InvestJigawa) continued its quest to attract both foreign and domestic investments into the state. We also served to support Jigawa State Government in ensuring a conducive environment for business to grow and thrive. To effectively deliver on its mandate, we embarked on solidifying the Agency's structure, conducting communication and marketing activities, engaging with relevant stakeholders, and building our investor pipeline. The following were some major achievements in 2021.

1. Jigawa State ranked 3rd in the PEBEC's Ease of Doing Business Subnational Baseline Survey of 2021 with 2nd highest score on the sub-indicator for Investment Promotion. InvestJigawa is the secretariat of the State's Ease of Doing Business Steering Committee, and our Director General its secretary.
2. InvestJigawa solicited, and obtained funding of One Hundred Million Naira (₦100,000,000) from Nigeria Export Promotion Council (NEPC), for the development of the hibiscus sub-sector; especially for research, warehouses, and fumigation chamber.
3. InvestJigawa facilitated the signing of a lease agreement between the State Government and Caraway Africa Nigeria Limited, for the establishment of a 500-ha tomato project.
4. InvestJigawa facilitated the establishment of a Small Claims Court for the State, Business Clinics in Hadejia and Dutse, and the development of e-registration platforms for the Ministry of Commerce, Industry, Cooperatives and Tourism (MoCIC&T), Jigawa State Internal Revenue Service (JIRS), Ministry of Land, Housing, Urban Development and Regional Planning (MLHUD&RP), and Jigawa Chamber of Commerce, Industry, Mines and Agriculture (JICCIMA), under the sponsorship of the EoDB Steering Committee.
5. The Agency also facilitated and fast tracked the development of Gagarawa Industrial Park, with 16 Manufacturers Association of Nigerian (MAN) industrialists being allocated plots to set up factories.

Going into 2022, we planned to ensure a well-structured agency in InvestJigawa that is able to effectively deliver on all of its mandates, have InvestJigawa's five-year strategic plan

approved, commence review of the InvestJigawa law and develop a PPP Policy for the state in line with global best practice. We also planned activities that would enable effective engagement with stakeholders to ensure synergy as we attract investors, closing on some of the engagements that have already begun, and signing agreements with them. As we welcomed all investors to key into our priority sectors, our focus was also those investors interested in value addition (processing) and manufacturing, and especially climate-smart investments.

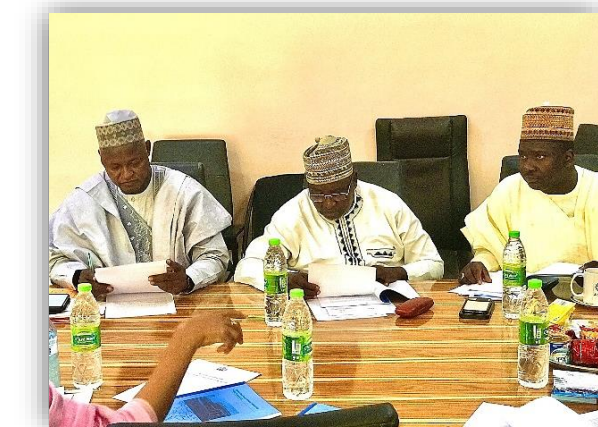
Following is a report on our activities from 1st January to 31st December 2022. The report is in six sections namely; (i) Agency Administration; (ii) Communication and Marketing; (iii) Advocacy and Stakeholder Management; (iv) Investor Relations; (v) Ad Hoc Assignments (vi) Achievements, and (vii) Going Forward.

5 AGENCY ADMINISTRATION

In an effort to ensure the functionality of the Agency and effective delivery of its mandates, apart from the periodic management and general staff meeting, on 8th March 2022, InvestJigawa held progress review and strategy meetings with Foreign, Commonwealth and Development Office (FCDO)-LINKS programme (FCDO-LINKS) led by Andrew Thorburn and Gail Warrander of the British High Commission. Staff also participated in a two-day training on Investment Due Diligence organised by FCDO-LINKS in collaboration with the Nigerian Investment Promotion Commission (NIPC) in January, and commenced the conduct of organisational development activities which included the development of the Agency's

structure, systems, processes, and procedures, which had hitherto not been in existence since InvestJigawa's establishment in 2016.

The Governing Council of InvestJigawa was also inaugurated on the 23rd of June, and held its inaugural and second meetings in line with the provisions of the Jigawa State Investment Promotion Agency Law No. 12 2016, on 4th August and 16th October, respectively.



We also reviewed and submitted InvestJigawa's five-year strategic plan to the State Executive Council for approval. To ensure that the Agency delivers its mandates in line with best practice, the Agency kick-started a review of the law establishing it with the approval of the InvestJigawa Council, having received the approval of His Excellency the Governor earlier in 2021. We also developed the State's Public Private Partnership (PPP) Policy, underpinned by the State's PPP Framework and Infrastructure Concession

Regulatory Commission's template. These were done to ensure alignment with the strategic plan and proper delineation of roles and responsibilities.

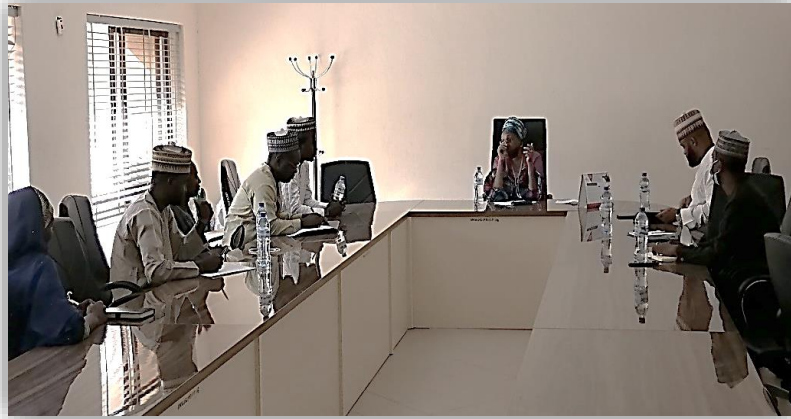
Staff of InvestJigawa also participated in workshops that would enhance their abilities to carry out their functions. These included:

- Revenue Generation from PPP and Special Concession Accounts (SCA) held in September; and
- Medium-Term Revenue Strategy (MTRS) Implementation Action Plan, in November.



6 COMMUNICATION AND MARKETING

Within the first quarter of 2022, the Agency's team continued developing a concept, and proposal on research - a deep dive into each of the priority sectors, partnering with a team from Federal University Dutse and two external consultants.



from Federal University Dutse and two external consultants. The goal of the research was to ensure access to reliable data and information about existing investment opportunities in the state across the priority sectors, which will provide robust database.

To ensure effective sensitisation of the populace, InvestJigawa continued the sponsorship of the programme *Da Ruwan Ciki* and other sensitisation programmes with two radio stations; Freedom Radio Dutse and Radio Jigawa.



We also facilitated the upgrade of the Jigawa State Government website by the Ministry of Information, Youth, Sports and Culture.

7 ADVOCACY AND STAKEHOLDER MANAGEMENT

InvestJigawa continued convening the weekly meeting of Ease of Doing Business (EoDB) Steering Committee and engagement with stakeholders. Also, in line with the workplan developed for the implementation

of EoDB reforms in the state, InvestJigawa coordinated the collation, completion, and reviewing of information required by PEBC for the 2022 Sub-national Ease of Doing Business Survey. To further assess whether the reforms were reaching Micro, Small and Medium Enterprises (MSMEs), on 27th April InvestJigawa held an MSMEs stakeholder forum on EoDB. The forum was attended



by 170 participants from the public sector, representatives of the organised private sector like Nigerian Association of Small Scale Industrialists (NASSI), individual small investors and Non-Governmental Organisations (NGOs). There were fruitful discussions, mainly around sensitising the MSMEs on reforms embarked upon by the Jigawa State Government meant to provide a

conducive environment for them to thrive.

Some of the reforms discussed in detail include establishment of the Small Claims Court, development of e-registration platforms, establishment of Business Clinics, and strategies adopted by the State to strengthen security and access to electricity for MSMEs.

In its continued investments drive (both foreign and domestic), our Director General visited the Republic of Turkey in August 2022, and met with Window of Turkey, an economic hub connecting and facilitating trade between Turkey and African countries through a package of professional and effective services. This was with a view to explore investment opportunities and attract direct investments from the country, to Jigawa State.



It is the role of InvestJigawa to liaise with all MDAs of government (federal and state) to develop, compile and collate data and information, serving as the repository of information on investment opportunities in Jigawa State. In this role, InvestJigawa has been receiving the best possible support from the MDAs. In pursuance of strengthening collaboration with relevant public and private organisations for effective engagement with stakeholders, the following activities were carried out throughout the year:

1. *Investment Appraisal Committee (IAC) meetings:* Some of the proposals reviewed and submitted for to the Ministry of Land, Housing, Urban Development and Regional Planning (MoLHUD&RP) further processing included; Fursa Foods Limited (rice production and proposed rice mill), Prime Waves Limited (rice production and proposed rice mill), Hasina Restaurant and Confectionery Limited (agricultural production), Blue-sea Limited (agricultural production), and Basic Engineering Limited (sugarcane plantation and sugar factory).
2. *Investment Intelligence Committee (IIC) meetings:* This committee was segregated into two sub-committees, one to handle the Nigerian Investment Promotion Commission (NIPC) certification programme for states and the other to compile incentives that have been coded, to be captured by NIPC in its Compendium of Incentives.
3. *Industrial Park Committee meetings:* the committee in collaboration with the Manufacturers Association of Nigeria (MAN) met several times and embarked on several site visits to the Gagarawa Industrial Park site, to ensure that contractors engaged to provide road, water and electricity were working on schedule. Meetings were also held

with MAN on documentation for land allocation to the investors screened, who would establish factories in the park.



4. *Working closely with the MoLHUD&RP:* InvestJigawa has been working closely with MoLHUD&RP to actualise investments that require land allocated. During the year under review, we liaised with the ministry to make sure that recommendations of the IAC were implemented to facilitate the



actualisation of proposed investments. Existing investors were also supported in conjunction with MoLHUD&RP under our aftercare responsibility. This includes Great Northern Agribusiness Limited Ltd (GNA). The company is establishing a sugarcane plantation and sugar factory at Gagarawa LGA, and has been working with the Agency and the ministry to host stakeholder

meetings for resolution of issues, sometimes in the presence of His Excellency Deputy Governor, Garki and Gagarawa Local Government Chairmen and other stakeholders.

Some other activities (Inter-agency engagements): In addition to the aforementioned activities, InvestJigawa participated in other programmes, activities and events as follows:

- Meetings of the State Action on Business Enabling Reforms (SABER) Programme with Presidential Enabling Business Environment Council (PEBEC) and SABER consultation virtual meeting with World Bank and Federal Ministry of Finance. These held in the months of February and March 2022, and it was to ensure that critical measures and interventions were addressed, with a focus on accelerating targeted business enabling environment reform actions at the state level.
- Virtual meeting with the Presidential Enabling Business Environment Council (PEBEC) EoDB Secretariat on 8th to 10th of March, which was a technical deep dive session to review the 2021 subnational EoDB Survey report's methodology. During the workshop InvestJigawa presented Jigawa State's existing reforms.
- Kano-Jigawa Professionals Forum meeting on 12th of February, aimed at supporting the two states in ensuring a sustainable and resilient approach to economic and social development.
- The Agency's Director General represented the His Excellency the Governor at an art exhibition event at the Embassy of the Republic of Korea – an exhibition that aimed at displaying the talents and fantastic artworks and other craftsmen's inventions. In Abuja, held on 8th of March.
- Weekly meetings of the Northern States Governors' Forum (NSGF) Technical Committee on Solar Project (which later transmuted into the Northern Nigeria Renewable Energy Company (NNREC) – a limited liability company owned by the nineteen northern states, to facilitate the establishment of solar plants in the nineteen northern states and Federal Capital Territory. The Director General was appointed to the board of the NNREC.
- In the month of March, staff of InvestJigawa participated in a four-day sensitisation activity and capacity building on donor coordination with FCDO. The aim is to ensure an effective donor coordination system in the state.
- InvestJigawa Director General participated in the "Tech-day Jigawa" event held on 30th of March 2022, as a guest speaker. The event was organised to explore the hidden potentials of Jigawa State in Information Technology, and Innovations.
- Virtual meeting of the National Public Private Partnership Network (NPPPN) aimed at



facilitating the institutionalisation of global best practice regarding implementation of PPP projects.



- Attendance at pre-sensitisation meeting with FCDO on Jigawa Mutual Accountability Framework (JIMAF), and main JIMAF meeting with relevant stakeholders of Jigawa State Government. The meeting discussed areas of support, collaboration, and mutual accountability as signed between Jigawa State and FCDO.
- InvestJigawa's Secretary/Legal Adviser attended the African Public Private Partnership Network (APPPN)

Investment Summit in Abuja from 4th to 6th July 2022. The summit was to share ideas, learn from other agencies responsible for PPPs at the subnational level, and establish partnerships.

- Virtual meeting on 19th of July 2022 with the Nigeria-Malaysia Business Council (NMBC) to discuss the potentials of Jigawa State that could be attractive to investors from Malaysia, notably in the rice value chain.
- The Director General attended the launch of British International Investment (BII) at the Deputy British High Commissioner's residence in Lagos on 3rd November 2022. BII is a rebranding of UK development finance institution and impact investor CDC Group. The



outcome of the Director General's attendance at the launch included (a) a meeting with the UK Department for International Trade (DIT) on 21st July 2022, to explore possible areas of collaboration with British businesses and (b) a presentation to the British Business Group on the 3rd of

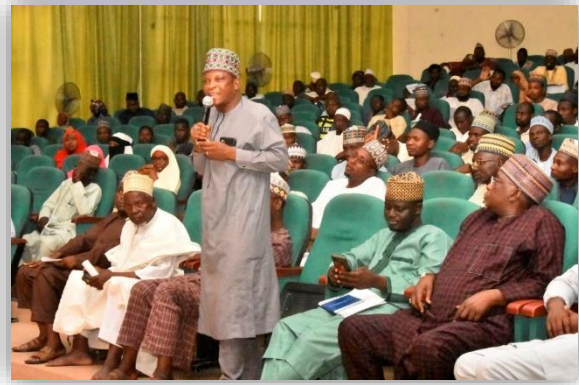
November 2022 with the Deputy British High Commissioner in attendance. There has been positive feedback from the meeting.

- Facilitation of meetings and funding of site inspections with members of the Presidential Implementation Committee on Technology Transfer/Information Exchange between Nigeria and The Czech Republic, which includes the National Agency for Science and Engineering Infrastructure (NASENI), and officials of the Jigawa State government regarding the selection of the State for the proposed Irrigation Nigeria Project. The committee selected Birniwa Railway Forest Reserve in Birniwa LGA for the pilot project.
- Facilitated and led the development of an Off-Grid Solar (OGS) Policy for Jigawa State in collaboration with other relevant State Ministries, Departments and Agencies (MDAs) and FCDO's Africa Clean Energy (ACE) Technical Assistance Facility (TAF). The Jigawa State OGS policy was adopted by the State Executive Council in March, and InvestJigawa had it gazetted the same month.
- InvestJigawa, Rural Electrification Board (REB) and the State's Alternative Energy (AEA) Agency subsequently attended the OGS Investment Summit in Abuja in June. The goal of the summit was to network with players in the sector and expose the OGS policies of the states that had



adopted theirs, to potential investors. Jigawa State was the only state that made a presentation on its solar energy space. InvestJigawa funded the trip for both its staff and those of the two other agencies. As a result of the summit, InvestJigawa is in discussions with two companies; Sosai Renewable Energies Company and Trust Synergy Company Limited. The companies are proposing to provide mini grids and other solar solutions to underserved areas in Jigawa State.

- On 11th August InvestJigawa convened a meeting with His Excellency the Governor, His Excellency the Deputy Governor, and FCDO-LINKS, regarding potential funding solutions for infrastructural development in Gagarawa Industrial Park. FCDO-LINKS proposed InfraCredit, a specialised infrastructure credit enhancement facility established by the Nigeria Sovereign Investment Authority (NSIA) in collaboration with GuarantCo (a member of the Private Infrastructure Development Group) to provide guarantees that enhance the credit quality of local currency debt instruments issued to finance eligible infrastructure projects in Nigeria.
- A meeting was held on 24th June between InvestJigawa and the Jigawa Contributory Health Insurance Management Agency (JICHIMA) on the new State health insurance scheme. The goal of the meeting was to explore the possibility of partnering for effective sensitisation of Jigawa State's residence on how to key into the scheme.
- In continuation with active engagement with stakeholders implementing the EoDB reforms, InvestJigawa organised training for relevant MDAs on e-registration, inspected equipment purchased for the Small Claims Court to ascertain that once it took off the court would function effectively, and participated in the inauguration of the court. InvestJigawa also participated in the training of MSMEs on Business Clinics, conducted town hall meetings and stakeholder forums on EoDB, all to mobilise for the effective implementation of EoDB reforms in the state and ensure that business owners are benefiting from it.





Other activities (Community engagement): In its pursuit of seamless implementation of investors' projects in the State, InvestJigawa during the period under review also conducted the following community engagement activities geared towards enhancing cooperation and support for such projects.

- 27th of January: Meeting with Gumel Emirate Foundation (GEF) on the GNA sugar project to facilitate community support, understanding, and buy-in, and coordination of a high-level sensitisation on the GNA out-grower scheme.
- 10th and 11th of May: Joint site inspection of Gagarawa LGA for site assessment, and panel review session of the report on the Environmental and Social Impact Assessment (ESIA) conducted prior to the development of the park. The review was done in collaboration with Federal Ministry of Environment and stakeholders from Taura, Garki, and Gagarawa LGAs, LGAs that the project would traverse.
- Advocacy visit to the District Head of Dutse and stakeholder sensitisation meeting with community stakeholders in respect of Kadume Green Consortium's large-scale rice project in Baranda Forest Reserve, Dutse LGA. This was to ensure the buy-in of community leaders in the area.
- Meeting with Birniwa community stakeholders in respect of Sonia Farms and Integrated Services Limited (SONIA)'s tomato project, and advocacy visit to Hadejia Emirate Council on the same project, to discuss issues bordering on the



renting out of farmland by SONIA in return for produce, and to find a resolution and the way forward.

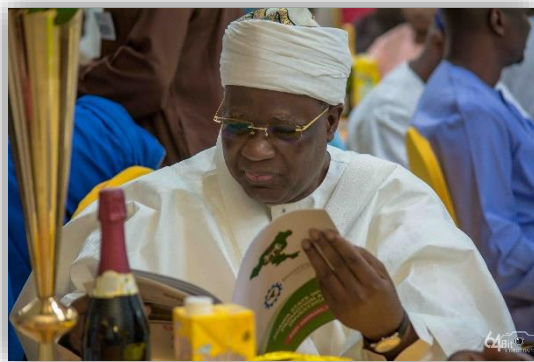
- Courtesy visit to the Chairman and members of the State House of Assembly Committee on Commerce to brief them on the activities of InvestJigawa and to establish a harmonious working relationship.
- Sensitisation meetings with communities to facilitate engagement between Caraway Africa Nigeria Limited and stakeholders in Yankwashi LGA communities, where the company's tomato project is based, to ensure a continued mutually beneficial relationship.
- On the 1st of September, InvestJigawa participated in a business dinner organised by FDCO for public sector officers, the private sector and civil society organisations, in Dutse. The dinner aimed at discussing investment-related matters, challenges, and ways forward for effective collaboration among the parties. In attendance were MDAs and existing investors in the state such as GNA, GCC Vanguard Limited, and Tambajam Multi Links Limited.



On the 6th of December, InvestJigawa hosted a dinner for its investors. About one hundred guests attended the event. Apart from traditional rulers, investors, InvestJigawa Council members and state MDAs, the following federal MDAs were represented; Central Bank of Nigeria (CBN), Nigerian Export Promotion Council (NEPC), Nigeria Investment Promotion Commission (NIPC), Corporate Affairs Commission (CAC), Federal Inland Revenue Service (FIRS), Standard Organisation of Nigeria (SON), Small and Medium Enterprises Development Agency (SMEDAN), Nigeria Police Force (NPF), Nigeria Immigration Service (NIS), Nigeria Custom Service (NCS), Infrastructure Concession Regulatory Commission (ICRC), and Nigeria Agency for Food & Drug Administration (NAFDAC).

InvestJigawa presented its activities since 2020 when the current Director General was appointed, and its plans, especially in 2023. FCDO programmes PERL ARC and LINKS were also present, with LINKS presenting a paper on investment and financing opportunities in the State. The MDAs were also on hand to respond to questions on investors' concerns. His Excellency the Deputy Governor joined and gave his remarks remotely. The dinner provided an avenue for networking and linkages between investors and the public sector.







8 INVESTOR RELATIONS

One of the core functions of InvestJigawa is being the one-stop-shop for investors in Jigawa State, facilitating the actualisation of viable investment projects. To ensure the maintenance of a conducive environment where investment projects operate without hindrance, from the beginning of the 2022 InvestJigawa embarked on a series of aftercare and deal-closing engagements with investors. These include the following:

- Site inspections to Sonia Farms and Integrated Services Limited tomato project in order to resolve the project's water channelisation issues.



- Progress review meetings (which take place twice in each quarter) at the GNA sugar project at Gagarawa LGA with relevant MDAs, members of the Local Government Council, community leaders and other stakeholders for continued harmony between the project and its host communities and hitch free operations.
- For the resolution of issues around the site of Erisco Foods Limited tomato production and factory project, the matter was presented before the Investment Appraisal Committee (IAC), reviewed in accordance with the State's Land Acquisition and Resettlement Framework (LARF) and a joint site inspection carried out to Garki and Taura LGAs together with the company. This included sensitisation meetings with the District Head of Taura and other community stakeholders. Another joint site inspection of Maza Communal Grazing Reserve in Taura LGA was conducted. The IAC's recommendation is awaiting approval.
- One of the agreements closed during the year was with Comtraex Nigeria Limited. InvestJigawa on behalf of the Jigawa State Government signed a PPP agreement with the company on the 27th of October, under which the company established a hibiscus flower processing facility in Maigatari Export Processing Zone. The partnership will include trading the commodity under the brand name "Comtra Jigawa". The agreement followed numerous meetings between the investor and Jigawa State Government facilitated by



InvestJigawa. Some of the meetings included His Excellency the Governor, His Excellency the Deputy Governor, as well as Jigawa State Investment and Property Development Company Limited (JSIPDC).

- L&Z integrated Farms Nigeria Limited: To achieve its vision of processing 20,000 liters of milk daily, L&Z is establishing a model farm and processing facility in Jigawa State, also going into collaboration with other parties to establish milk collection centres in strategic locations across the State. Facilitated by InvestJigawa and the State's Livestock Development Committee, in June 100 ha of land was allocated to the investor at Baranda Forest Reserve, Dutse LGA for the project. L&Z has mobilised to site and commenced land preparation with the full involvement of members of the host community.
- Dutse International Airport (DIA): Following the Director General's meeting with Nigeria's Honourable Minister for Aviation in 2021, by the second quarter of the year InvestJigawa had commenced discussion with Overland Airways to recommence its scheduled flights to Dutse, which had been suspended in 2015. This was to ensure full utilisation of the airport and give both potential and existing investors easy access to the State's seat of government and relevant MDAs they would have to interact with. The Agency facilitated the commencement of Overland Airways scheduled flights from Abuja to Dutse on the 14th of November.
- Crystal Sugar International Limited: InvestJigawa facilitated meetings with the investor and relevant MDAs such as MoLHUD&RP, regarding the company's integrated sugar project in Hadejia LGA, including presentations by the company during a meeting with the IAC. Furthermore, based on a new proposal by the company, a joint site inspection was carried out to the project site and other potential areas the project may utilize. Subsequently, a review meeting was held between the InvestJigawa Council chairman His Excellency Deputy Governor, Director General InvestJigawa and her team, and Secretary to the State Technical Committee on Agriculture, The meeting was to fast-track implementation of the company's integrated sugar project.



- Manufacturers Association of Nigeria (MAN): After numerous meetings and site visits to Gagarawa Industrial Park together with representatives of the Jigawa State government and executives of MAN, InvestJigawa recommended to the State Executive Council, allocation of plots to sixteen of the association's members. The allocations were approved and have been processed by MoLHUD&RP.



- Aftercare visits to Hanan Hangout and Events, Hasina Confectionery and Restaurants and MTown Hotel and Suites all in Dutse LGA. Hanan Hangout and Events provides catering and hospitality services which include parties, workshops, meetings, and various charity



programmes, while Hasina Confectionery and Restaurants Limited also deals in food supplies and other catering services. The visit to MTown Hotel was to welcome the newly built hotel's proprietor as an investor to Jigawa State, and assess the hotel for utilisation by the Agency, in the future.

- InvestJigawa Council members, together with the InvestJigawa management team visited two industries on 7th of December – Great Northern Agribusiness Limited's sugarcane plantation and proposed factory site at Gagarawa LGA, and Vinylon Footwear Industry Limited's shoe factory at Ringim





LGA. Members also visited Gagarawa Industrial Park, which is under development. The trip was to acquaint members of the new council with knowledge about on-going investment activities in the state, as well as the effort toward making Jigawa state an industrial hub for investments.

- Merivale Consulting Limited: This Company intends to establish a waste management facility in the state. After receiving the proposal from the company, InvestJigawa engaged severally with the investor in collaboration with the state Ministry of Environment and other relevant stakeholders, which included site visits to potential locations for the business. It was resolved that the company would submit a fresh proposal. InvestJigawa is awaiting the proposal.
- MHA Bio Fuels Limited: This Company proposed to establish two farms; (1) a sweet sorghum farm, and (2) a jatropha farm in the state. After several meetings with the investor, the IAC reviewed the proposal and a joint site inspection was conducted in Maigatari LGA. Recommendations have been made and submitted to MoLHUD&RP for further action on provision of suitable land for the project.
- Tree World Limited: This is a proposed investment in date farming. After a meeting with the investor, the IAC reviewed the proposal and a joint site inspection was conducted to Kuka Inkiwa Forest Reserve at Birniwa LGA, Rabadi Forest Reserve at Maigatari LGA, and Maifari Forest Reserve at Gwaram LGA. Recommendations have been made and submitted to MoLHU&RP for further action on the provision of suitable land for the project.
- Other proposed investments, and action taken:
 - Gran Clan Farms Limited intends to establish a wheat cultivation farm and flour mill. The company will come up with a revised proposal to incorporate a plan for the utilisation of Jigawa State-owned Cassava Products Company Limited, a cassava processing factory in kila, Gwaram LGA. InvestJigawa is awaiting the revised proposal.
 - Solgreen Agribusiness and Biofuels Limited has proposed to establish a farm for the cultivation of maize and soybean and the establishment of a 150 ton per day soybean crushing and feed milling plant. Upon the receipt of the proposal a virtual meeting between the company and the IAC was conducted and a presentation

- made by the company. InvestJigawa is awaiting more information and documents on the project, to guide decision-making.
- Tomato Jos Farming and Processing Limited (Tomato Jos): Following a meeting between the company and InvestJigawa's Director General in June, a meeting between InvestJigawa, FCDO-LINKS and the company was held on 22nd September to discuss the company's interest in expanding their tomato production and processing project to Jigawa State. InvestJigawa is awaiting a detailed proposal from Tomato Jos.
 - As an outcome of the stakeholder forum with MSMEs on EoDB conducted by InvestJigawa in April, the Agency held meetings with the following:
 - Jigawa State GSM Repair, Sales and Accessories Association on the association's proposed GSM market. Subject to the submission of a detailed proposal from the association, the Agency pledged to support with facilitation to ensure linkage with all concerned authorities, to see the proposal through.
 - Managing Director of Star Mining and General Contract Limited which operates in the solid minerals sector, and are into the exploration, mining, and marketing of solid mineral resources in Jigawa State. He solicited the support of Jigawa State Government for MSMEs that are into the exploration, mining, and marketing of solid minerals in the State, including artisanal miners. The Agency pledged to seek support for businesses like his, through referrals and follow up with the MoCICT and Jigawa State Mineral Resources Development Agency.















9 AD-HOC ASSIGNMENTS

Apart from its statutory responsibilities as enshrined in the law establishing it, InvestJigawa is also the secretariat for two standing committees; the Ease of Doing Business (EoDB) Steering Committee and the Industrial Park Committee. During the year under review, the Agency continued to perform these functions, especially with the release of the 2021 Subnational EODB Baseline Survey Report by PEBEC and the commencement of the development of Gagarawa Industrial Park.

Ease of Doing Business (EoDB) Steering Committee

InvestJigawa as the secretariat of the EoDB Steering Committee, remained committed to engaging with relevant stakeholders to ensure that necessary reforms were implemented. Membership of the Committee includes the following:

- His Excellency the Deputy Governor of Jigawa State (Chairman)
- Director General (DG), Jigawa State Investment Promotion Agency-InvestJigawa (Secretary)
- Honourable Commissioner, Ministry of Information, Youth, Sports, and Culture (MoIYSC)
- Permanent Secretary (PS), Ministry of Commerce, Industries, Cooperatives, and Tourism (MoCICT)
- Executive Secretary, Urban Development Board, Ministry of Land, Housing, Urban Development, and Regional Planning (MoLHUD&RP)
- Honourable Commissioner / Attorney General, Ministry of Justice (MoJ)
- State Coordinator, Standards Organization of Nigeria (SON)
- Tax Controller, Federal Inland Revenue Service (FIRS), Dutse
- Secretary, Nigerian Association of Small-Scale Industrialists (NASSI), Dutse Chapter
- The President, Jigawa Chamber of Commerce, Industry, Mines and Agriculture (JICCIMA)
- Director Administration and Finance, Jigawa State Internal Revenue Service (JSIRS)
- State Head, Corporate Affairs Commission (CAC)
- Financial Flows Manager, Foreign, Commonwealth & Development Office (FCDO) – LINKS
- State Coordinator, National Agency for Food and Drug Administration and Control (NAFDAC)
- Representative- Central Bank of Nigeria (CBN)
- The Chairman, Nigerian Bar Association (NBA), Dutse
- Chief Registrar, High Court, Jigawa State
- Managing Director, Jigawa State Investment and Property Development Company Limited (JSIPDC)
- State Manager, Small and Medium Enterprises Development Agency of Nigeria (SMEDAN)
- Director Special Services, Directorate of Special Services and Council Affairs, Office of the Secretary to the State Government (SSG)
- Honourable Commissioner, Ministry of Agriculture and Natural Resources
- Honourable Commissioner, Ministry of Environment
- Chairman, Manufacturers Association of Nigeria (MAN), Kano/Jigawa Office
- Honourable Commissioner, Ministry of Land, Housing, Urban Development, and Regional Planning (MoLHUD&RP)
- Investment Promotion and Facilitation Manager, LINKS-FCDO
- Honourable Commissioner, Ministry of Commerce, Industries, Cooperatives, and Tourism (MoCICT)
- Honourable Commissioner, Ministry of Finance and Economic Planning
- Honourable Commissioner, Ministry of Works and Transport
- Permanent Secretary, Ministry of Health
- Managing Director, Rural Electrification Board
- Clerk, Jigawa State House of Assembly
- Assistant Director Skills, Directorate of Economic Empowerment

Some of the state MDAs that are implementing EoDB reforms MoCICT, JSIRS, Rural Electricity Board, Directorate of Economic Empowerment, Ministry of Information, Youth Sport and Culture, and MoLHUD&RP. Following are reforms embarked upon during the year under review:

1. Establishment of Small Claims Court.
2. Revival of Business Clinics.
3. Automation of business registrations, tax processes, land application and processing
4. Development of state employment portal.
5. Upgrade of Jigawa State website.
6. Facilitation of linkage between MSMEs and JICHIMA towards the enrolment of SMEs in the state health contributory programme.

InvestJigawa is awaiting the release of the report of the 2022 EoDB Sub-National Survey conducted by PEBEC to assess the State's performance and plan the conduct of activities that will improve the business environment, going into 2023.

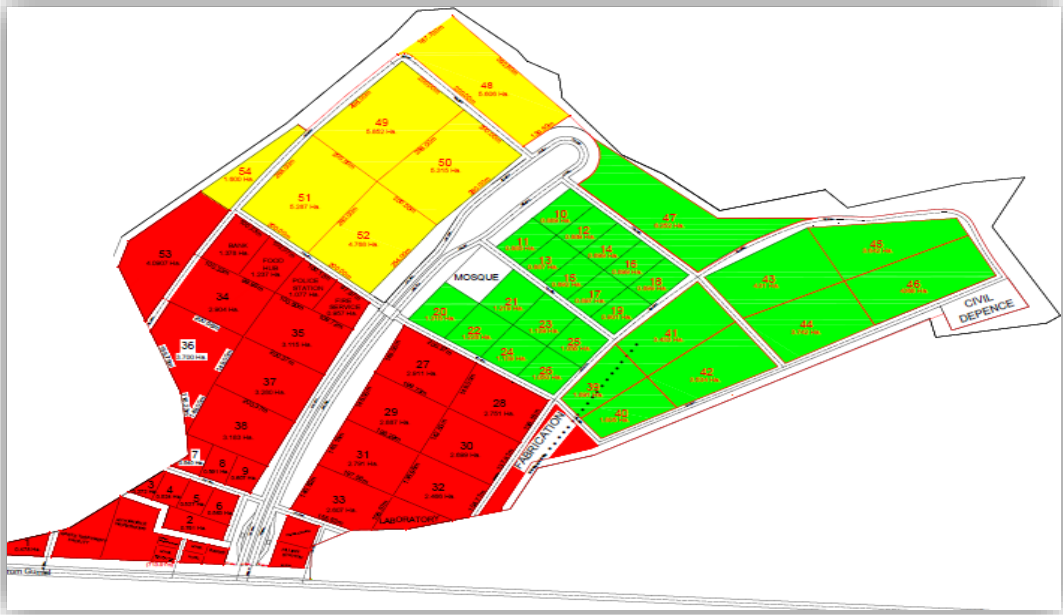
State Action on Business Enabling Reforms (SABER)

His Excellency, the Governor has established a committee headed by Honourable Commissioner, Ministry of Finance and Economic Planning to ensure compliance with the SABER requirements.

InvestJigawa in collaboration with relevant MDAs has completed the required annual work plan for SABER and has submitted same to PEBEC for review. Jigawa State Government is waiting for PEBEC to send Independent Verification Agencies (IVAs) for verification of submissions.

Industrial Park Committee

In 2021 the Jigawa State Executive Council approved the development of phase one of three phases, at Gagarawa Industrial Park. Sixteen plots were allocated to investors introduced by MAN as their members in 2022. InvestJigawa as the secretariat was also directed by the Executive Council to coordinate all MDAs that have a stake in development of the industrial park, to ensure effective implementation and establishment of approved works for infrastructure. InvestJigawa conducted numerous site inspections to closely track progress for road, electricity, and water works.





10 SUMMARY OF ACHIEVEMENTS

1. Agreement signed between Jigawa State Government and Comtraex Nigeria Limited on PPP to establish a hibiscus flower cleaning and processing facility, and trading the commodity under the brand name “Comtra Jigawa”.
2. InvestJigawa presented to the State Executive Council for approval (a) a PPP policy developed by the Agency, (b) the InvestJigawa five-year strategic plan, and (c) a list of incentives for codification to enable NIPC incorporate it into the commission’s “Compendium of Incentives” to be published.
3. Facilitated and led the development of Jigawa State OGS Policy supported by FCDO ACE TAF, presented the draft policy to the State Executive Council which approved and adopted it on the 8th of March, and again had it gazetted by InvestJigawa on 8th of March. As a result of adoption of the policy, two investors – Sosai Renewable Energies Company and Trust Synergy Company Limited, were attracted and are willing to invest in the provision of OGS services in the state.
4. Facilitated the signing of the lease agreement between the Jigawa State Government and Kadume Green Consortium Limited, for the establishment of a 1,000-ha rice nucleus farm.
5. Facilitated the grant of 100 ha of land to L&Z Integrated Farms Nigeria Limited for the establishment of a dairy farm and processing facility in Baranda Forest Reserve, Dutse LGA.
6. As secretariat of the Industrial Park Committee, secured the approval of the State Executive Council for (i) infrastructure (road, electricity, and water) for the development of phase one of Gagarawa Industrial Park, and (ii) grant of plots to 16 MAN investors to establish factories.
7. Successfully brought Overland Airways to the State to continue scheduled flights from Abuja to Dutse on Mondays, Wednesdays, and Fridays, which had been discontinued in 2015.
8. InvestJigawa collated a list of incentives for investors wishing to establish in Jigawa State, had the list approved by the State Executive Council, and codified by signing it into law by His Excellency the Governor on 1st of December 2022, via an Executive Order.

11 GOING FORWARD

- In 2023, with the organisation development activities we have embarked upon, we will ensure that InvestJigawa functions more effectively. This will also include ensuring the finalisation and adoption of (i) InvestJigawa’s five-year strategic plan, (ii) The reviewed InvestJigawa Law, and (iii) The Public-Private Partnership (PPP) policy.
- One of our goals for 2023 is actualising the transformation of InvestJigawa into the on-stop shop for investments that it should be. We plan to man a virtual unit with a team led by our Agency, which will include desk officers from relevant business-facing MDAs.
- The Agency will continue engaging with stakeholders to ensure synergy as we work to provide the enabling environment for businesses to continue to thrive, and help Jigawa State realise its vision of becoming the preferred investment destination in Nigeria.

- We will continue to provide well-researched reliable facts and figures about investment opportunities in the state, and to showcase our priority sectors. This is to support investors make informed decisions regarding investing in Jigawa State.
- We will embark on more robust sensitisation and enlightenment programmes through the adoption of an admirable communication strategy and implementation of our marketing strategy, which will not only go further to showcase the potentials of Jigawa State, but will also guide interested parties towards more positive information that would attract them.
- In 2023, even though we will continue to welcome all investors, our focus will especially be on those investors interested in value addition and manufacturing, as well as climate-smart investments. This we believe will contribute to the industrialisation of our state, with the attendant economic benefits.