



Investment opportunities in Plateau

INVESTOR DECK

SEPTEMBER 2019

Agenda

A state on the path to sustainable development

Accelerating our growth

New opportunities

For investors: What's next

For Plateau: Next steps



A state on the path to
sustainable development

Located in middle belt of Nigeria, Plateau has numerous natural features that contribute to its economic potential...

Map of Plateau State



Natural resources in Plateau State



Vast arable land and favorable soil conditions to grow traditional and specialized crops not found elsewhere in Nigeria (e.g., strawberries)



Abundant rivers and rainfall for hydropower generation and irrigation



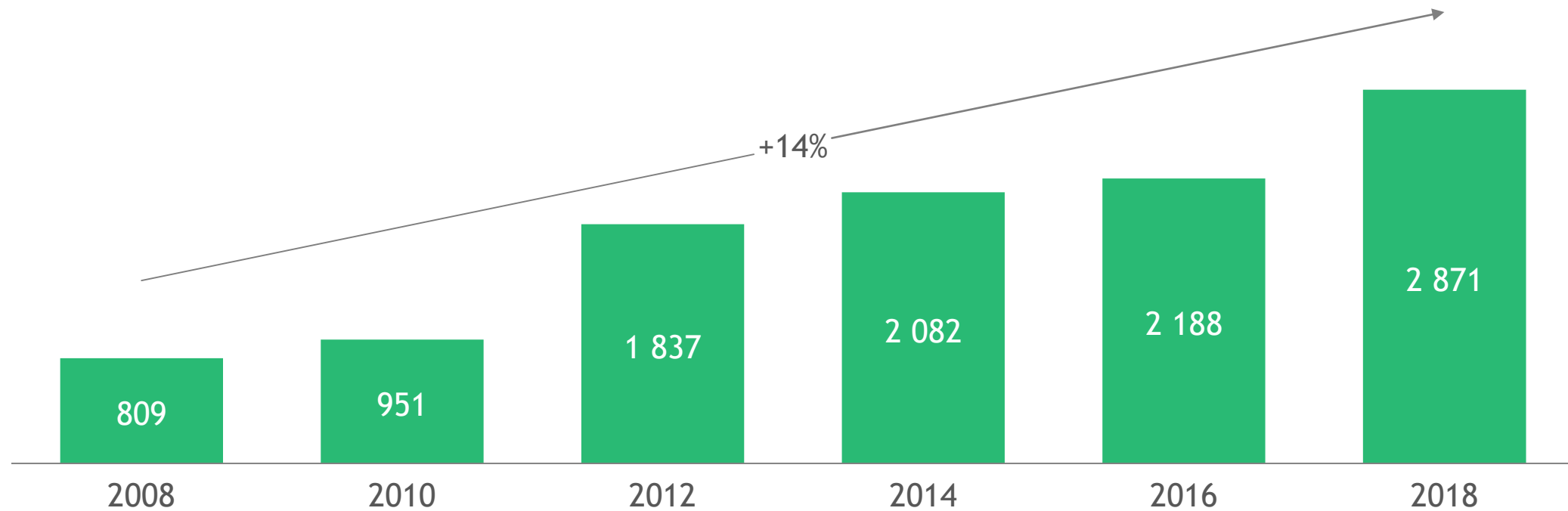
Plentiful deposits of tin and columbite, both high-value ores



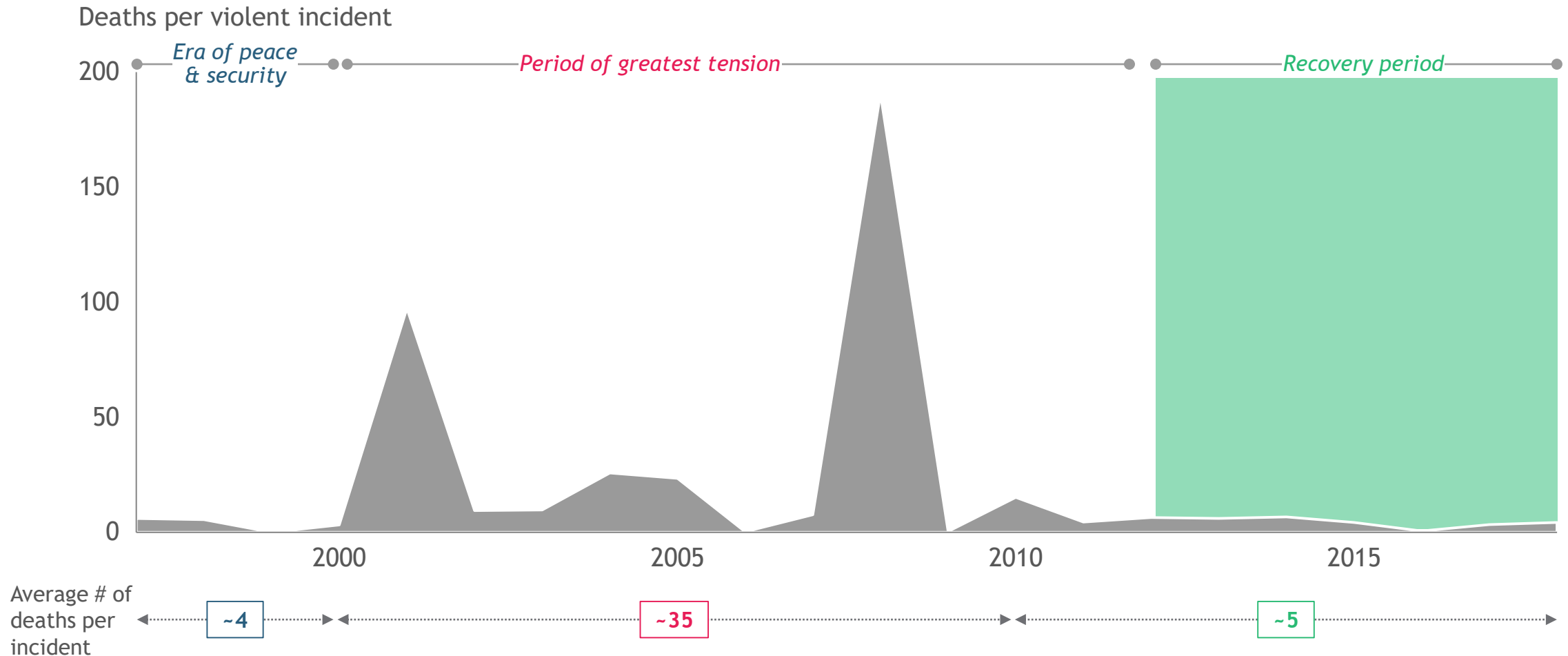
Varied natural landscape rich in unique outdoor features (e.g., waterfalls, rock formations)

...and has experienced significant economic growth in the last decade

Plateau State: IGR/Capita (NGN, 2008 - 2018)




Known as the Home of Peace & Tourism, Plateau has enjoyed relative peace during Governor Lalong's tenure...



Source: Aclad database

...and has recently attracted a range of private investments

Sector	Sample project	Year	Partner
 Agriculture	Privatization of a state-owned enterprise producing fertilizer	2016	 Bejafta Ltd
 Mining	Mining and trading of columbite, tin, and zinc	2019	 Globalink China Investment
 Tourism	Rehabilitation and upgrading of Panskhin Hotel	2017	 Kanerkrizo Park Ltd
 Infrastructure	Construction of two solar mini-grid plants at Shendam	2018	 Green Valley Energy
 Food and beverage	Revival of a softdrink and water factory in full production	2017	 Hummer Drinks Ltd
 Manufacturing	New state of the art packaging facility	2018	Hamtul Chemical and Packaging LTD

Source: Media Coverage

The geography and population make Plateau a favorable place for business



Favorable weather conditions for living (avg. temp. between 13 and 22°C)



Significant power supply with Nigeria's only fully integrated power utility, NESCO



Growing peaceful conditions, sustained through creation of the Plateau State Peace Building Agency



Young and growing labor force with ~50% of ~4M inhabitants <15 years



Close proximity to multiple large markets and international airports (e.g., Abuja)



Tertiary educational institutions which attract external students and funding

1. Plateau Peace Building Agency
Source: Media Coverage

Plateau has also implemented several reforms in the past four years to improve its business environment



Reduction in time to start a business

Created an online platform that allows entrepreneurs to register a business electronically

Established new stamp duty offices, reducing transport cost and travel time to complete stamp duty requirements



Reduction in time to process a CoC¹ after construction

Implemented new technology to eliminate need for site inspections for permits

Streamlined approval process, reducing avg. time to obtain certificate of completion to one day



Creation of incentives to attract private investors

Introduced tax holiday programs for new investors and cut business registration fees in half

1. Certificate of Completion
Source: Media Coverage

The government is now embarking on an ambitious Vision 2023 intended to revamp its economy...



Vision

A sustainable growing economy

Improved physical infrastructure

Lasting peace & security and good governance

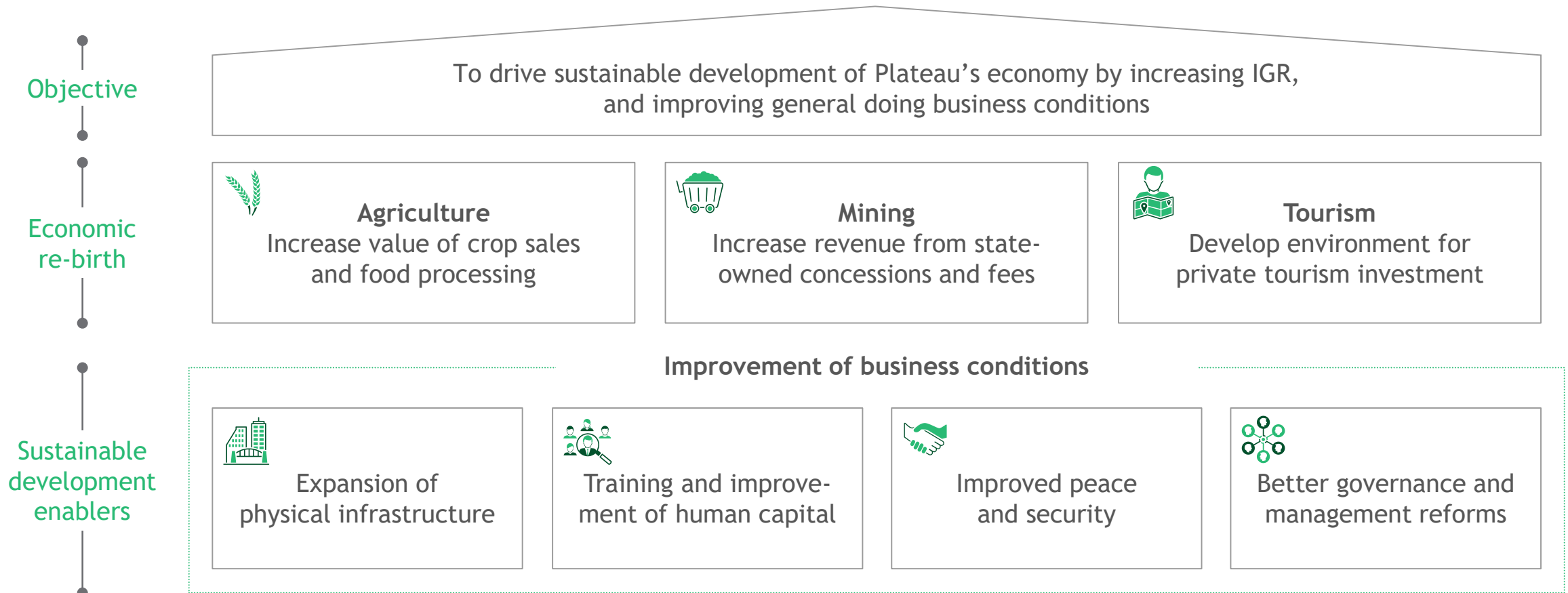
Key priorities

- Prioritize key crops and identify opportunities for processing
- Tap into the potential of the mining sector
- Develop tourism and ICT
- Increase IGR within MDAs

- Prioritize infrastructure projects with multiplier potential
- Redevelop Jos market
- Improve roads and sanitation infrastructure

- Ensure peaceable co-existence and equitable development
- Reform and restructure MDAs
- Sustain and increase partnership with development partners

...through government reforms and by improving the business environment



This new strategy will lead to **accelerated growth** and a more **attractive environment** for private investments





New opportunities

Plateau has four main areas of opportunity for investors



Agriculture

A thriving production and agro-processing industry for key crops



Mining

An attractive place for tin and columbite mining and processing



Tourism

A weekend get-away destination for Nigerian tourists



Infrastructure

Modern, safe roads and electrification for citizens and industry

Agriculture

Vision: A thriving production and agro-processing industry for key crops



Market conditions and opportunity for efficiency improvements make Plateau ripe for agricultural investment



Plentiful supply of existing major crops (potatoes, maize, rice, milk)



Large market demand outside Plateau for most fruits & vegetables (e.g., tomato, cabbage) grown in the State



Close proximity to multiple large markets (e.g., Abuja, Kaduna, Kano)



Opportunity to profit from value chain improvements in storage and transport



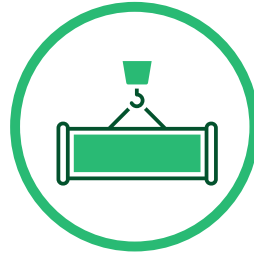
Available federal financing for local production and agro-processing



Mining

Vision: An attractive place for tin and columbite mining and processing

Vast untapped natural resources await private investment to unlock increasing value



Large deposits of minerals especially tin and columbite, which form ~50% of Nigeria's total tin & columbite reserve



Growing market demand and prices of tin and columbite products globally (e.g., electronics)



Abundant but disaggregated supply of tin & columbite from local artisanal miners



Tourism

Vision: Get away weekend destination for Nigerian tourists

Existing sites and infrastructure are ready for rehabilitation and connection to demand



Multiple forms of tourist attractions including wildlife, waterfalls, rocks, different cultures, etc.



Daily flights from Lagos, a major air travel hub, increase accessibility to tourists



Several pre-existing structures, with high tourism potential, are ready for private sector investment



Infrastructure

Vision: Modern, safe roads and electrification for citizens and industry

Growing demand and government support for investment create clear opportunities for profit



Renewed government interest to improve infrastructure along key agricultural, mining, and tourism routes



Recent PPP law allowing for concessions and state government willingness to partner with the private sector for the construction of tolls, bridges, terminals and stops along key transit routes



Planned expansion of State's integrated power utility and mini-grid development programs allow for partnerships with investors



Agriculture

Agriculture

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Opportunity to profit from value chain improvements in storage and transport



Available federal financing for local production and agro-processing



Four major agricultural products offer high potential for agro-processing investments



Potatoes

- Very unique to Plateau's soil conditions
- High local demand, representing ~12% of cultivated land area and ~20% of revenues from agriculture



Maize

- High local demand, representing ~22% of cultivated land area and ~13% of agricultural revenues
- Robust livestock and poultry industry which utilizes maize as feed



Rice

- Expansive arable land suitable for growing rice across all 3 senatorial districts
- Low cost of raw material with a 33% difference compared to average price of other Northern states



Milk

- Large number of cattle rearers & cows to provide unlimited supply of milk
- One of the few states in Nigeria to test ranches for livestock rearing



Fruits & vegetables unique to Plateau have large markets outside the State

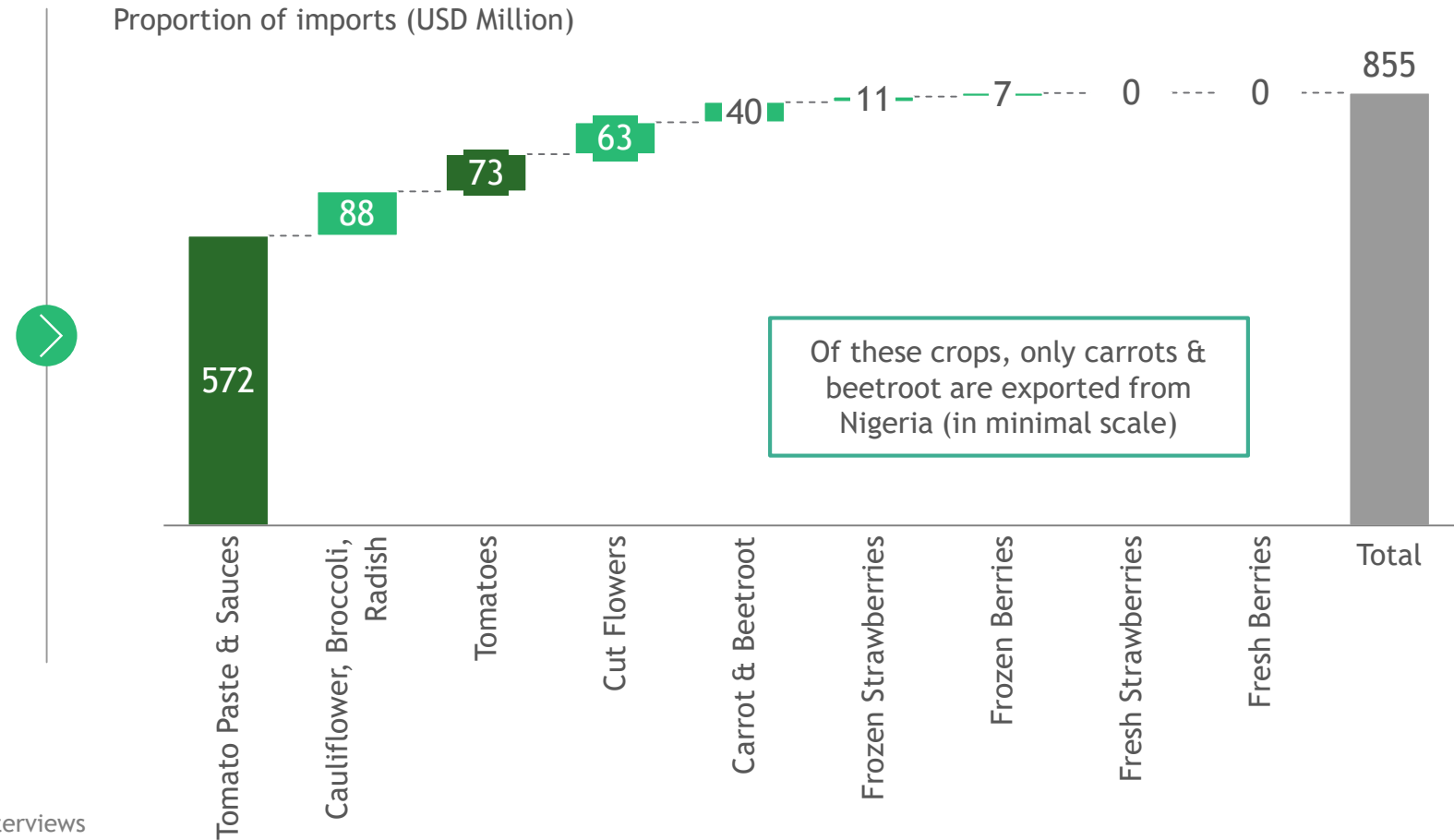


Fruits & vegetables predominantly grown in Plateau

- Strawberry
- Celery & cucumber
- Lettuce & cabbage
- Eggplant
- Zucchini
- Beetroot
- Carrot
- Broccoli & Cauliflower
- Radish & Soursop
- Tomato & pepper

Of these crops, cauliflower, broccoli, and radish have the highest internal market demand

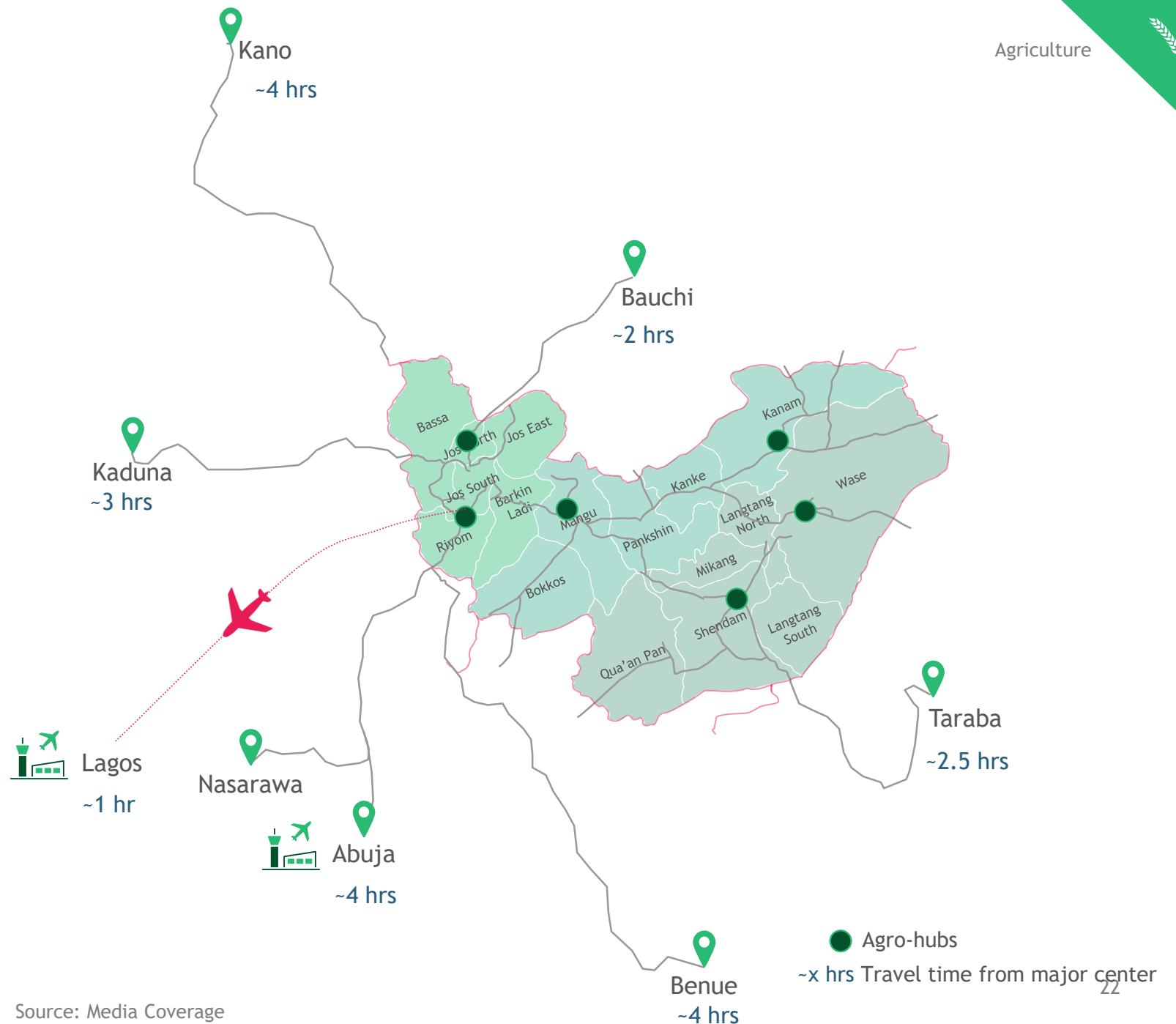
Proportion of imports (USD Million)



Of these crops, only carrots & beetroot are exported from Nigeria (in minimal scale)



- ✓ Over 40M people in neighboring states
- ✓ Less than 400 km to major population centers
- ✓ A broad existing road network linked to agro-hubs
- ✓ Access to the international airport in Abuja
- ✓ 1 hour flight to Lagos



Source: Media Coverage

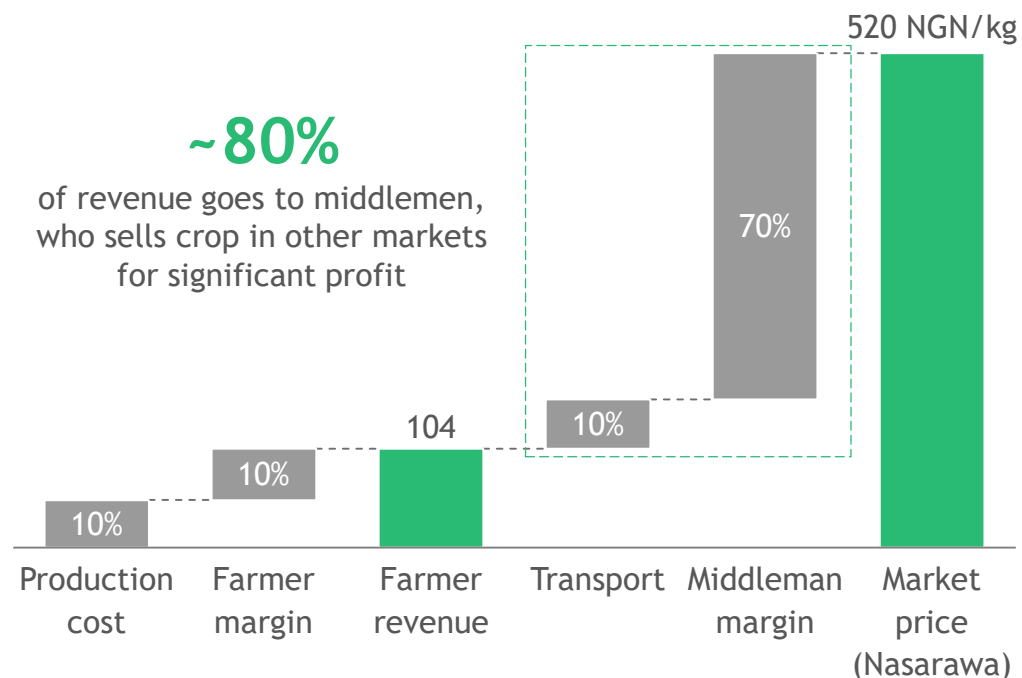


Improvements to perishable crop value chains can allow investors to profit from price fluctuations and access to high-paying markets

Farmers currently sell at low margin due to imminent crop spoilage...

...but cold storage & transport can result in improved sales price for perishable crops

Illustrative breakdown of cassava value chain (NGN)



Cold storage & freezing facilities for storing perishable agricultural goods (e.g., cassava) for a longer time period



Refrigerated transports to enable farmers directly access farther markets (e.g., Lagos)



Plateau is developing the key requirements to help your agriculture business flourish



Dedicated locations with infrastructure hook-ups and close to sources of supply

- Improvement in connections to power to agro-hubs & food-processing centres through the targeted expansion of NESCO, Nigeria's only integrated power utility and off-grid solutions
- Improved consistency of supply from cooperatives to agro-hubs and food-processing centres



Transport infrastructure to and from major locations

- Expansion of road networks leading to agro-hubs and food-processing centres
- Ongoing plans for several terminals and truck-stops connecting cooperatives and food-processors to agro-hubs, food-processing centres and other locations



Availability of labor and programs to train management skills in tertiary institutions

- Growing young labor force with increasing access to secondary and vocational education
- Ongoing roll-out of workforce training in management skills at tertiary institutions and existing industries



Improved business conditions

- Streamlined company registration processes in a one-stop shop
- Current effort to roll out a single yearly tax bill with online payments
- Improved peace & security in agro-hubs and food-processing centres through increased patrols and mediation efforts

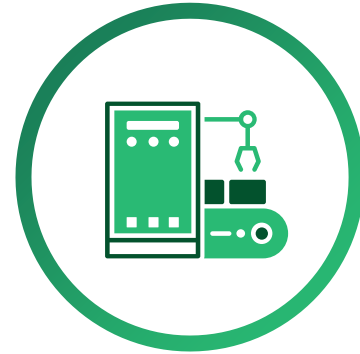


Availability of federal financing makes it even easier to invest in Plateau



The Agricultural Credit Guarantee Scheme

Initiative of Federal Government and CBN² to provide guarantee on loans granted by banks to farmers for agricultural production & agro-allied processing



Commercial Agriculture Credit Scheme

Program set up by CBN² to promote commercial enterprises in Nigeria by providing credit facilities at single-digit interest rates for production, processing, storage, and marketing of agricultural commodities



Anchor Borrowers' Program (ABP)

Program introduced by CBN² to provide farm inputs (cash and kind) to small-holder farmers to boost production of key agricultural commodities and stabilize input supply to agro-processors



Agricultural Input and Mechanization Services

Initiative of FMARD¹ to provide agricultural distributors with farm inputs (cash and kind) for onward lending to farmers



Key opportunities for investors in agriculture



Activity



Opportunity



Coordinating ministries

<p>1 Mid- and large-scale production of high-demand fruits and vegetables (e.g., tomato, broccoli, cabbage)</p>	<ul style="list-style-type: none"> Tap into the underserved demand (~\$220m worth) for fruits and vegetables in Nigeria, by leveraging the good weather conditions, fertile land and improving operating environment in Plateau to build fruit and vegetable farms to cover supply gap 	<ul style="list-style-type: none"> Ministry of Agriculture
<p>2 Construction of potato, maize, rice, and milk processing facilities at planned agro-hubs and Jos town</p>	<ul style="list-style-type: none"> Leverage the ready, large scale production of potato, maize, rice and milk, that are sold at lower prices compared to neighbouring states, & build processing plants for these crops to serve close by large consumer markets 	<ul style="list-style-type: none"> Ministry of Agriculture Min. of Commerce and Investment
<p>3 Building of cold chains to link planned agro-hubs to key agricultural off-taker markets (e.g. Abuja, Kano, Lagos)</p>	<ul style="list-style-type: none"> Serve high demand for refrigerated transports and storage facilities by farmers and off-takers, in order for them to reduce loss of produce when transporting to consumer markets and store produce to sell at higher prices 	<ul style="list-style-type: none"> Ministry of Agriculture ASTC¹



Investment opportunity: Mid- and large-scale production of high-demand fruits and vegetables (e.g. tomato, broccoli, cabbage)

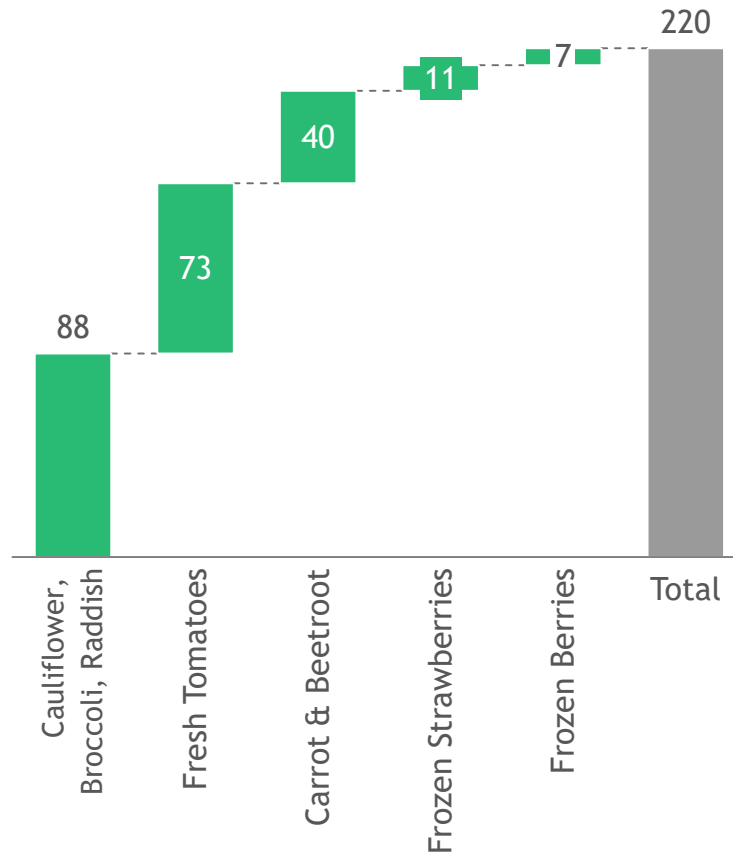
Access to quality inputs and favourable operating conditions

- Favourable weather conditions and large expanse of arable land to grow fruits and vegetables in large scale
- Access to high-quality seedlings and fertilizers from various certification programs focused on improving seed growing and fertilizer production in Plateau state
- Guaranteed water supply with the current repositioning of 365 hectares of water surface area towards large-scale irrigation for farming
- Availability of low cost financing for local production

Access to large markets & strong interest from institutional off-takers

- Close proximity to large consumer markets (e.g., Kano, Abuja)
- High market demand at national level for tomato, cabbage and broccoli
- State government focus on development of cold chains from agro-hub to support storage and cold transport of these perishable crops
- Proven interest from large off-takers such as Shoprite in purchasing crops produced in Plateau state

Demand gap: Value¹ of imported fruits & vegetables grown in Plateau state (USD M)



\$220m+
opportunity
to replace
imports

1. 2016 values

Source: Plateau state website, Stakeholder interviews, NAERLS, COMTRADE, Media,



Investment opportunity: Construction of potato, maize, rice and milk processing facilities at planned agro-hubs and Jos town

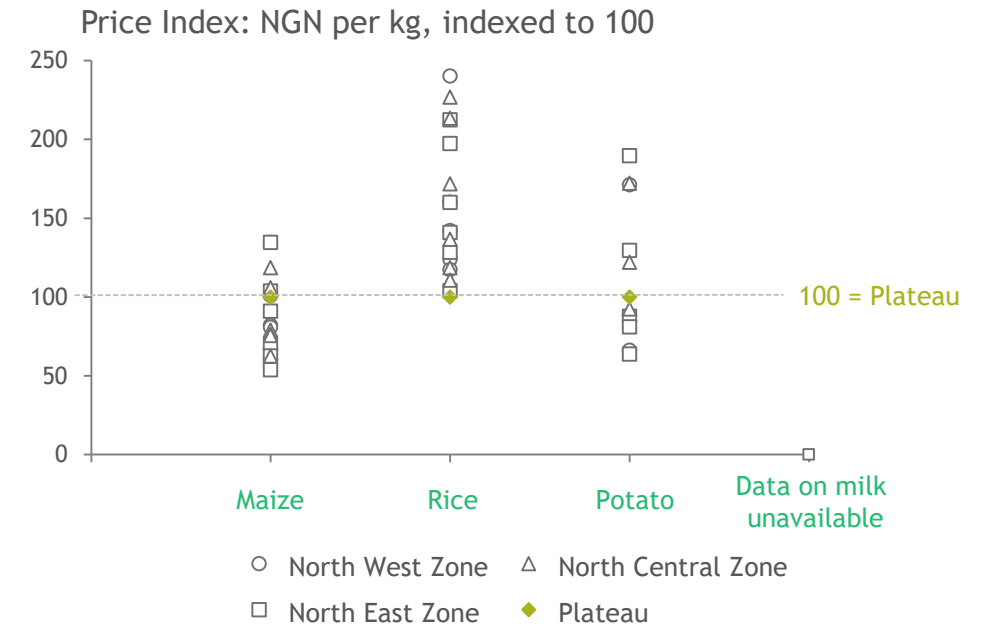
Reliable, low cost, quality inputs for operations

- Access to quality, consistent supply of Potatoes, Maize, Rice and Milk
 - Plateau produces Potatoes, Maize and Rice in large quantities
 - Sustained, quality supply is guaranteed, as these crops are a priority for the state government and the focus of future co-ops and seed programs
 - Raw materials cost less than in neighbouring states
 - Large number of cattle rearers & cows, and local National Veterinary Research Institute ensure quality supply
- Quality tertiary educational institutions that provide low cost quality labour
- Government focus on expanding connectivity to electricity supply and water hook-ups

Easy access to market to sell finished products

- Close proximity to large consumer markets (e.g. Kano, Abuja)
- Existing road connectivity to major markets and Abuja's international airport
- Renewed state government focus on maintenance and additional road construction to support the food processing industry
- Planned rehabilitation of the eastern railway line connecting Plateau to populous states in Southern Nigeria

Price of raw inputs in Plateau is below that of neighboring states

1st

Largest producer of potatoes in Nigeria

4th

Largest producer of maize in Nigeria

40

Million people in neighbouring states



Investment opportunity: Building of cold chains to link planned agro-hubs to key agricultural off-taker markets (e.g. Abuja, Kano, Lagos)

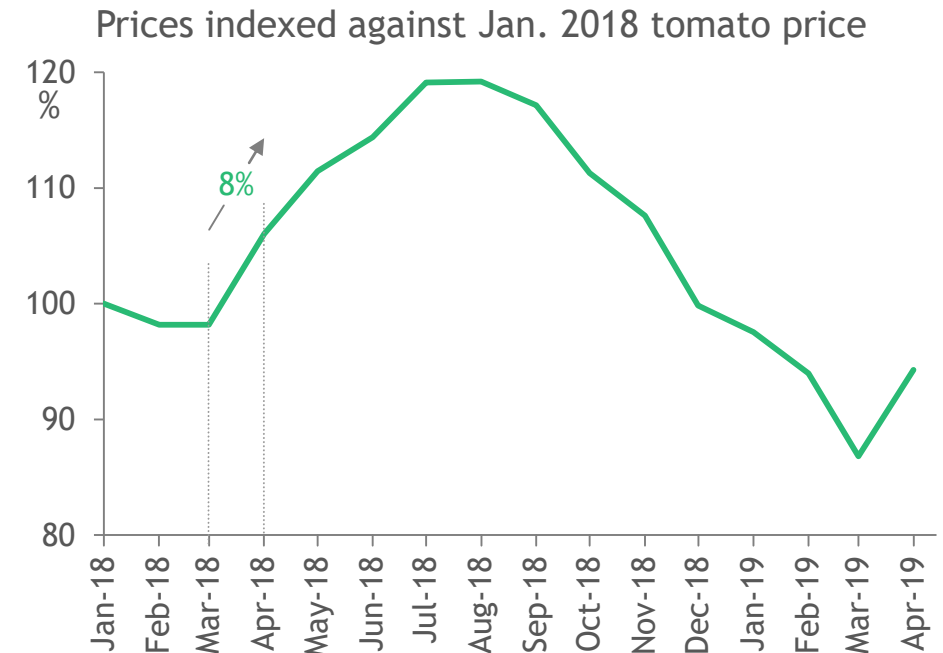
Cold chains will allow sellers to maximize revenue from perishable crops

- Large market demand at national level for fruits and vegetables
- Increasing production of fruits and vegetables in Plateau state is growing demand for cold chain logistics
- Cold storage will enable sellers to maximize revenue by extending life of produce
- Refrigerated vehicles will reduce loss of produce when transporting to consumer markets, and increases range to reach greater centres of demand

Favorable business and operating environment

- State government plans to subsidize the cost of cold transport to encourage farmer participation, and ensure private businesses can offer service at commercially viable prices
- Renewed state government focus on improving quality of roads to planned agro-hubs and Jos
- Planned expansion of grid and mini-grid electricity supply

Example: Tomato farmers can improve revenue by ~8% over 21 days of storage





Potential investors by project type (I/II)

Organization and example projects in Africa	Type	Investor HQ	Projects in Nigeria	Opportunity		
				Mid- and large-scale farming	Agro-processing plants construction	Agriculture cold chain investments
African Development Bank - Rice cultivation; through rehabilitation of irrigation infra.	Development Bank	Ivory Coast	✓	✓	✓	
AGRA - PPP (AGRA & UPL): \$2 billion cold storage project to address challenges of post-harvest losses for potato farmers in the continent.	AGRA (partnership driven institution) & UPL (Industrial Conglomerate)	Namibia & India	✓			✓
APM Terminals - Launched refrigerated trucks for Nigerian farmers	Supply chain company	Netherlands	✓			✓
China Canton Investments - Is developing a cassava processing factory in Tanzania	Food & agri business	Singapore	✓		✓	
Dangote - Constructed tomato paste plant in Nigeria and looking to supply their own tomatoes to plant, also setting up rice mill	Industrial Conglomerate	Nigeria	✓	✓	✓	
Danone - Acquired remaining interest in West Africa's fan milk	Food manufacturer	France	✓		✓	
FrieslandCampina - Opened a 5th milk collection facility for dairy farmers in Saki, Oyo Stat	Global Conglomerate	Netherlands	✓	✓		
Lee Group - Has plans to establish a factory for sugar production in Nigeria	Global Conglomerate	Hong Kong	✓		✓	
Norfund - Offers capital & expertise to build sustainable agriculture businesses	Private Equity	Norway	✓	✓		















Potential investors by project type (II/II)

Organization and example projects in Africa	Type	Investor HQ	Projects in Nigeria	Opportunity		
				Mid- and large-scale farming	Agro-processing plants construction	Agriculture cold chain investments
Nestle - Breakfast cereal factory in South Africa	Food Processor	Switzerland	✓		✓	
Olam - \$120mn loan facility by IFC to Olam to finance 3 food plants in Nigeria	Food & agri business	Singapore	✓		✓	
Phatisa African Agri - Palm oil milling, processing agri products	Private Equity	South Africa	✓		✓	
Sierra Tropical - Has a production unit for juice processing in Sierra Leon	Food & agri business	Japan		✓	✓	
TG Arla Dairy Products LFTZ - Dairy product production, marketing and distribution in Nigeria	Food & agri business	Denmark	✓	✓		
Toyota Tusho - Joint venture with German Amatheon Group: crop cultivation, irrigation facilities & transportation of harvested produce	Global Conglomerate	Japan	✓	✓		✓










Contact details of potential investors (I/II)

Investor	Location	Contact person	Phone number	Email address	
	African Development Bank	Ivory Coast	Ebrima Faal	+234 9 700 2092	info.rdng@afdb.org
	AGRA	Namibia & India	N/A	+233 302 740660 ¹	info@agra.org
	APM Terminals	Netherlands	Stephan Gouws	+27 (0) 11 613 2270	Stephan.gouws@apmterminals.com
	China MOC	China	Dr. Paulin Basinga	23494628410	N/A
	Dangote	Nigeria	N/A	234 1448815	communications@dangote.com
	Danone	France	N/A	0873502032	N/A
	FrieslandCampina	Netherlands	Ben Langat	+ 234 (01) 271 5100	N/A
	Lee Group	Hong Kong	N/A	234-1-7746124	N/A
	Norfund	Norway	N/A	+233302906774	post.ghana@norfund.no
	Nestle	Switzerland	Syed Saiful Islam	234014934131	N/A
	Olam	Singapore	Mukul Mathur	23419055555	Nigeria@olamnet.com
	Phatisa African Agri	South Africa	N/A	+27 (0) 11 463 1920	N/A

1. AGRA Ghana contact number
Source: FDI Markets, Press Search



Contact details of potential investors (II/II)

 Investor	 Location	 Contact person	 Phone number	 Email address
Sierra Tropical	Japan	N/A	N/A	N/A
 TG Arla Dairy Products LFTZ	South Africa	Steen Hadsbjerg	N/A	N/A
 Toyota Tusho	Japan	N/A	+27(11) 779-6700	N/A



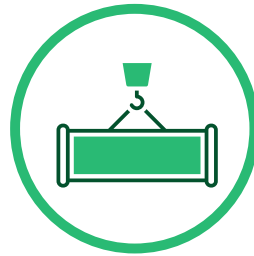
Mining



Mining

Vision: An attractive place for tin and columbite mining and processing

Vast untapped natural resources await private investment to unlock increasing value



Large deposits of minerals especially tin and columbite, which form ~50% of Nigeria's total tin & columbite reserve



Growing market demand and prices of tin and columbite products globally (e.g., electronics)

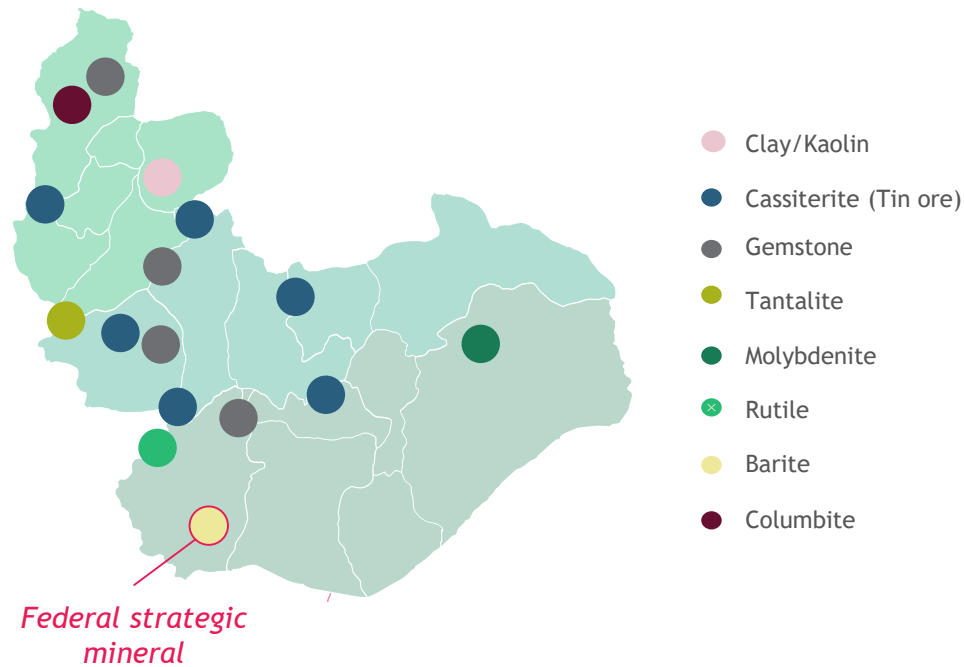


Abundant but disaggregated supply of tin & columbite from local artisanal miners

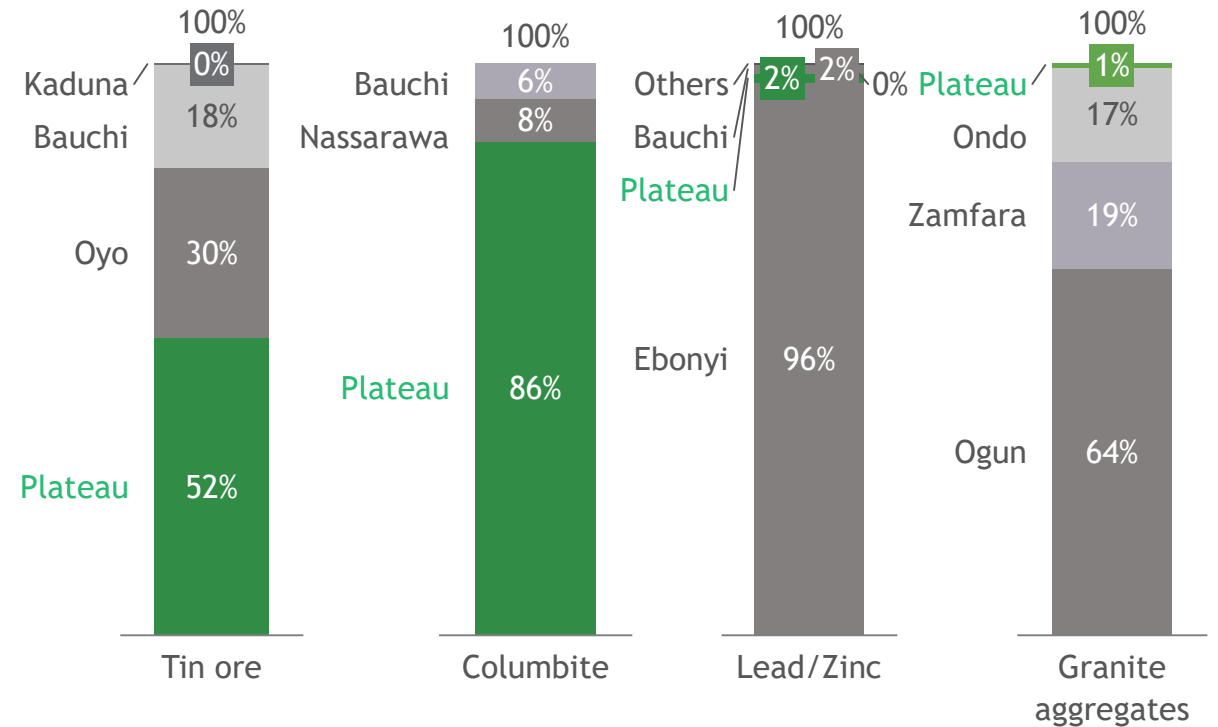


Plateau is blessed with multiple high-value mineral resources, especially in tin and columbite reserves

Multiple minerals currently mined in Plateau...



...with Plateau's tin and columbite accounting for most of Nigeria's total production by volume

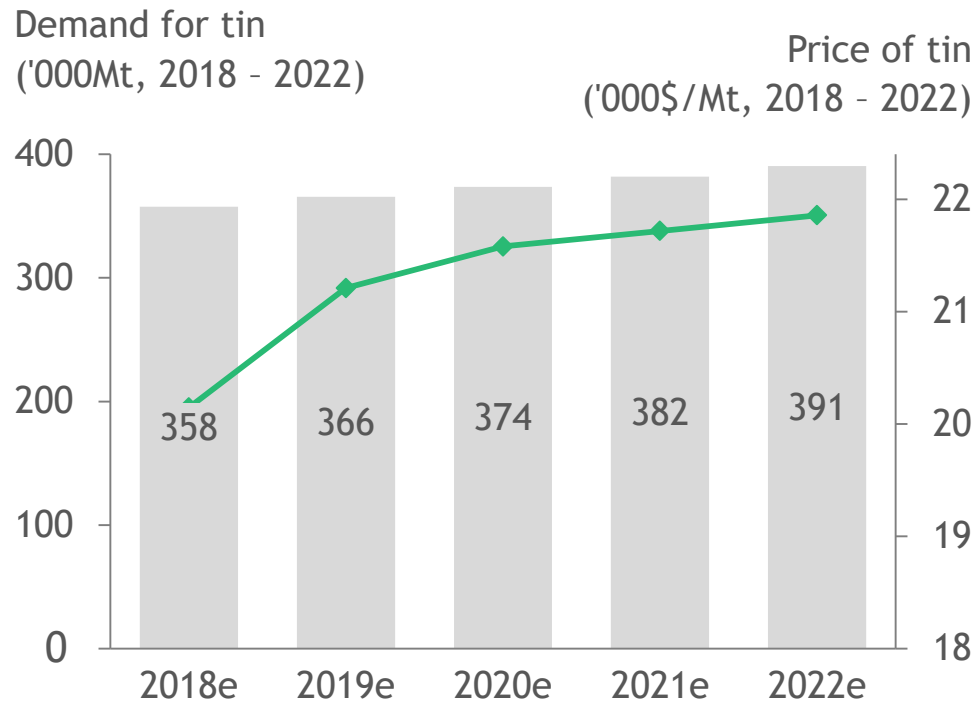


Note: All figures are from 2018
Source: National Bureau of Statistics

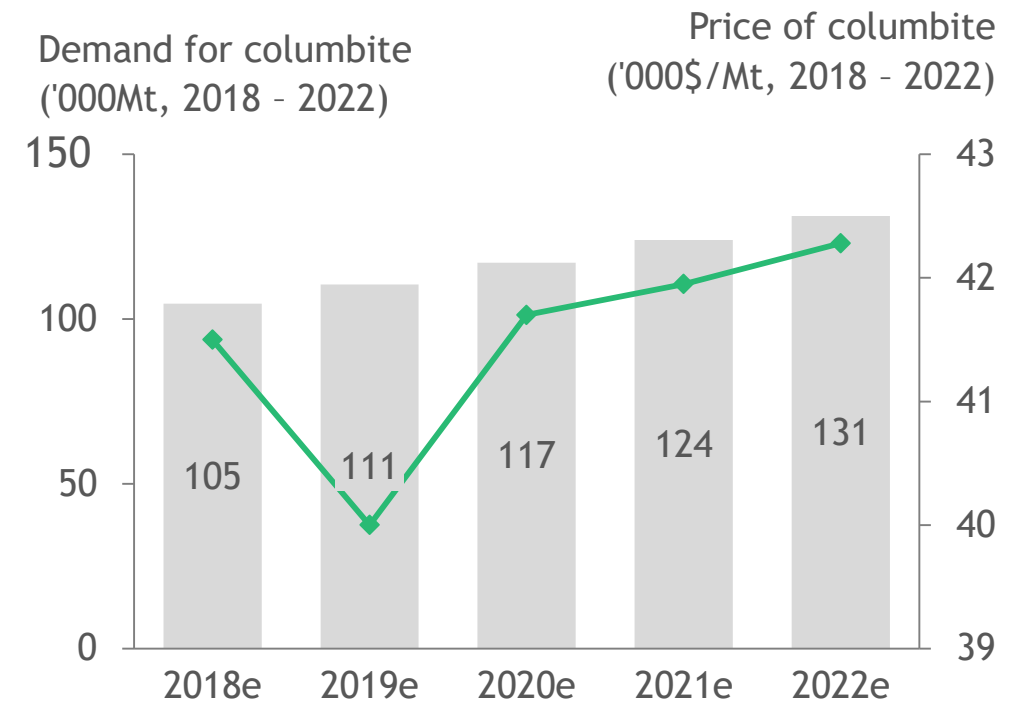


Demand and price for both tin and columbite continue to grow

World-wide: Demand and price of tin



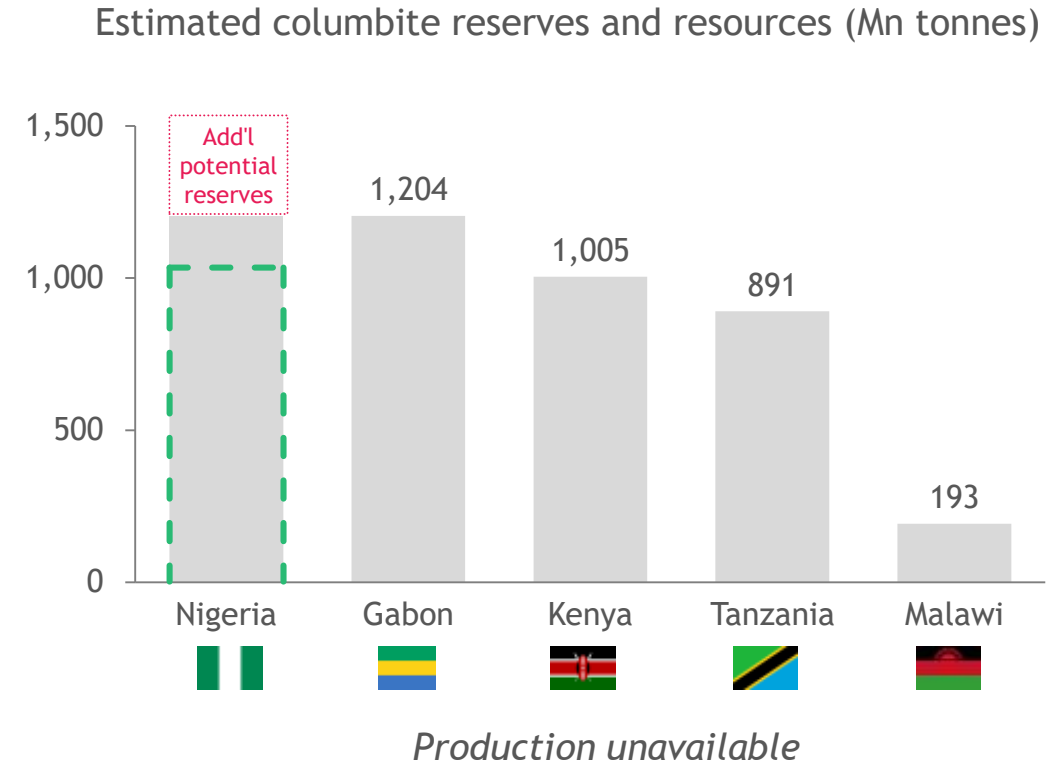
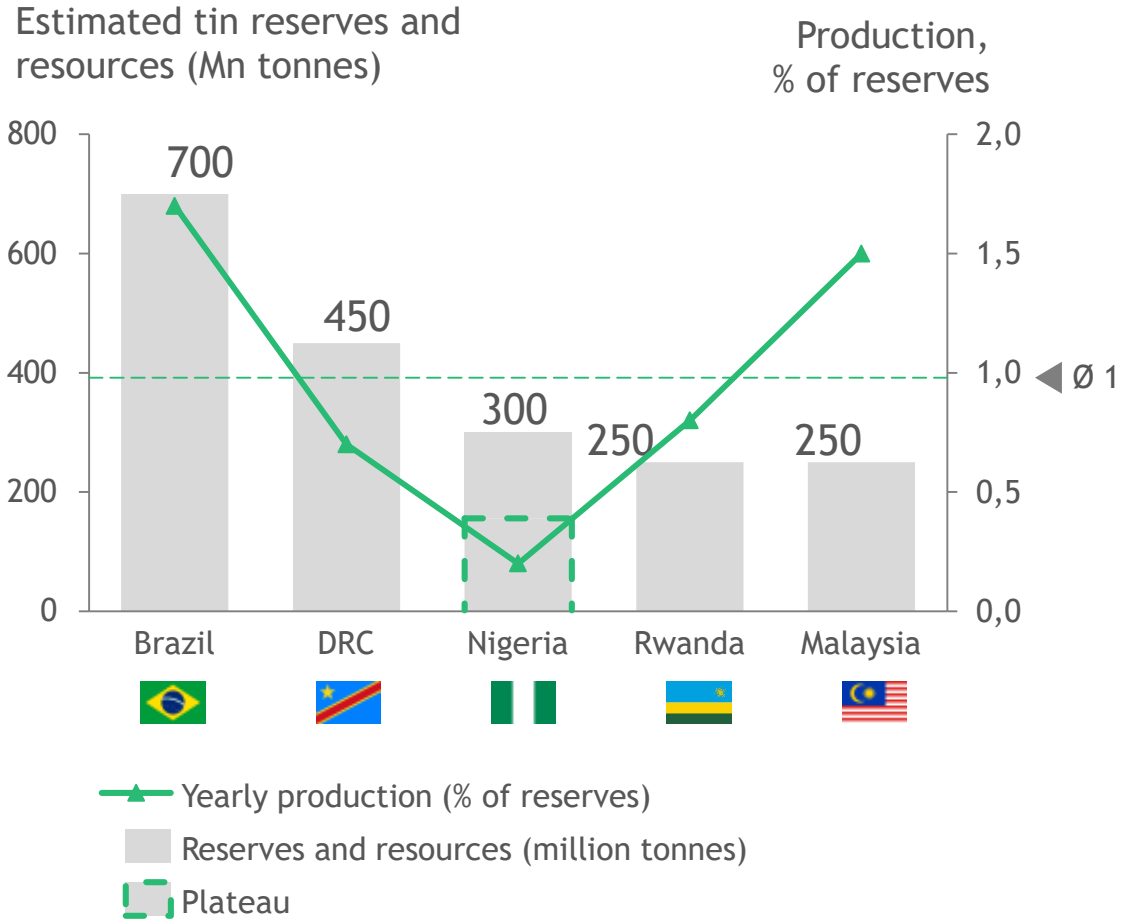
World-wide: Demand and price of columbite



◆ Price ■ Demand



There is huge potential to increase Plateau's production given existing reserves



1. Scaled to a minimum of 0.2, maximum of 5. DRC's actual figure is 38, Rwanda is 29, Brazil is 146, Malaysia is 49, Malawi is 0.05 2. All figures in 2013
 Source: SNL Metals and Mining; UN Comtrade; International Information and Engineering Technology Association (IIETA), United States Geological Survey (USGS) Minerals Resources Program,³⁸ CIA's World Fact Book

Plateau is developing the key requirements to help your mining business flourish



Dedicated locations with infrastructure hook-ups and close to sources of supply

- Improvement in power connections to prime mining areas and processing centres through the targeted expansion of NESCO, Nigeria's only integrated power utility and off-grid solutions
- Consistent supply of minerals to potential processing centres due to their close proximity to mines



Transport infrastructure to and from major locations

- Expansion of road networks leading to prime mining areas and haulage routes
- Ongoing efforts to build several terminals and truck-stops along haulage routes connecting miners from one location to another



Availability of labor and programs to train management skills in tertiary institutions

- Growing young labor force with increasing access to secondary and vocational education
- Ongoing roll-out of workforce training in management skills at tertiary institutions and existing industries



Improved business conditions

- Streamlined company registration processes in a one-stop shop
- Reformed contract enforcement practices and support through one-stop-shop
- Presence of PMDC¹, State's mineral agency, to assist in navigating state laws
- Improved peace & security in prime mining areas through increased patrols and mediation efforts

1. Plateau Mineral Development Company



Investors can partner with state-owned PMDC, fast-tracking operations in Plateau

PMDC offers several advantages to potential investors



Pending concessions and licenses for mineral exploration



Connections to local artisanal miners for supply



Navigation of state and federal mining laws



Key opportunities for investors in mining



Activity

Joint venture with PMDC to **scale up exploration** for tin & columbite



Opportunity

- Partner with the PMDC to secure mineral licenses and concessions to **exploit and mine** Nigeria's **largest reserves of tin and columbite**, and serve the **growing global demand** for these **high-value minerals**



Coordinating ministries

- Plateau Mineral Development Company

1 Building of **buying centres** to consolidate supply from artisanal miners

- Build **buying centres** to **consolidate supply** from the **large group of artisanal miners** with **no structured access to markets**, and **attract processing companies** to purchase minerals from these buying centres

- Plateau Mineral Development Company

2 Construction of **processing facilities** for tin & columbite

- Leverage the state's **large scale production (largest in Nigeria)** of **highly valuable** tin and columbite, and build processing plants for these minerals to meet **growing global market demand**

- Plateau Mineral Development Company

Investment opportunity: Building buying centres to consolidate supply from artisanal miners

High demand

- High demand from large groups of artisanal miners in Plateau with no structured access to markets
- Large number of processing companies interested in purchasing minerals from centralised locations where they can access attractive volumes of supply

Suitable business and operating environment

- Existing road connectivity and renewed state government focus on road construction connecting buying centres to key markets
- Government focus on expanding connectivity to electricity supply and water hook-ups
- Planned rehabilitation of the railway line connecting Plateau to states with key export terminals (e.g. Rivers state) will attract processing companies



Investment opportunity: Construction of processing facilities for tin & columbite

Large supply of quality inputs for operations

- Access to quality, consistent supply of tin and columbite
 - Plateau produces tin and columbite in large quantities
 - Sustained, quality supply is guaranteed, as these minerals are a priority for the state government and the focus of future development of buying centres
- Quality tertiary educational institutions that provide low cost quality labour
- Government focus on expanding connectivity to electricity supply

Improving connectivity linking Plateau to major seaports and airports

- Existing road connectivity to major markets and Abuja's international airport
- Renewed state government focus on maintenance and additional road construction to support the mining industry
- Planned rehabilitation of the railway line connecting Plateau to states with key export terminals (e.g. Rivers state)



1st

Largest producer of tin and columbite in Nigeria

1st

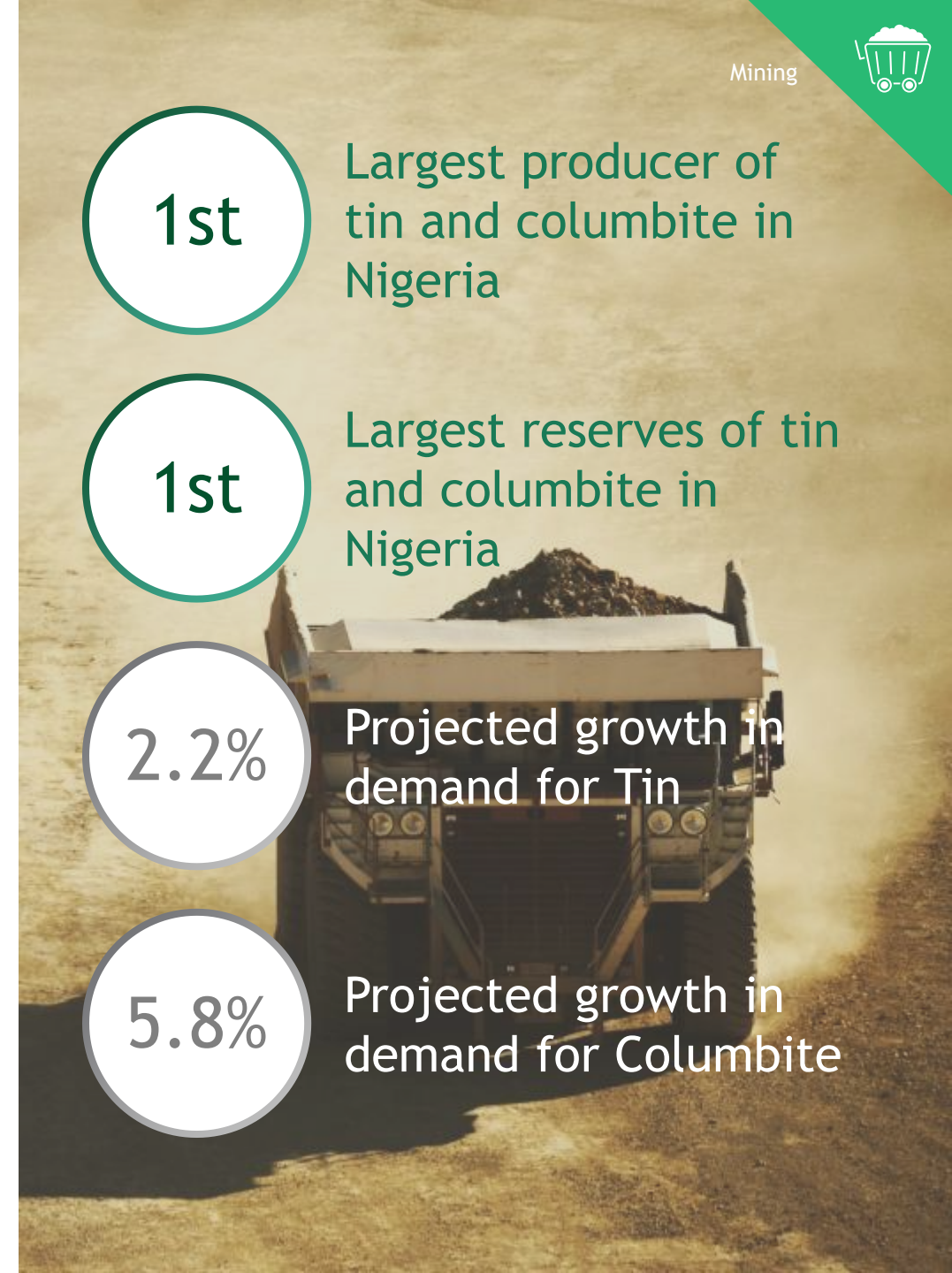
Largest reserves of tin and columbite in Nigeria

2.2%

Projected growth in demand for Tin

5.8%

Projected growth in demand for Columbite





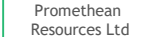








Potential investors by project type

Organization and example projects in Africa	Type	Investor HQ	Projects in Nigeria	Opportunity		
				Exploration of tin or columbite	Construction of processing facility ¹	Building of buying centres
Promethean Resources Ltd - Produces high grade tin concentrate and set up Nigeria's first tin smelting facility in Gurum with initial investment of \$20m	Mining company	Gurum, Nigeria	✓	✓	✓	Typically run by the state or local SMEs
PT Timah Tbk - Has fully-fledged tin mining operations in Indonesia & has signed a JV with Nigerian company Topwide Ventures, to conduct exploration & mining activities, processing and refining, shipment, sales and marketing of tin and its derivatives in Nigeria	Mining company	Pangkal Pinang, Indonesia		✓	✓	
Alphamin Resources Corp. - Has a tin mining project, Bisie, DRC, one of the world's largest tin deposits	Mining company	La Croisette, Mauritius		✓		
Kasbah Resources - primary asset is the Achmmach Tin Project in Morocco which it has been developing since 2007	Mining company	Melbourne, Australia		✓	✓	
Multiverse PLC - 2 granite quarries in Ogun State, and 8 mining concessions in Nasarawa State, Nigeria	Mining company	Nigeria	✓			
Tinco Group - primary asset consists of a series of tin mines in the Rutongo area of Rwanda	Mining company	United Kingdom		✓		
Carnavale Resources - Owns 70% of the Kikagati Tin Project, located in Uganda comprising of seven exploration permits and a mining lease with potential to host a large-scale tin resource	Mining company	Australia		✓		

1. For tin/columbite
Source: Press Search



Contact details of potential investors

Investor	Location	Contact person	Phone number	Email address
 Promethean Resources Ltd	Gurum, Nigeria	Demola Gbadegesin	N/A	N/A
 PT Timah Tbk	Pangkal Pinang, Indonesia	Alwin Albar	+62 717 425 8000	corsec@pttimah.co.id
 Alphamin Resources Corp.	La Croisette, Mauritius	Boris Kamstra	+2302694166	boris.kamstra@alphaminresources.com
 Kasbah Resources	Melbourne, Australia	Evan Spencer	+61 8 9463 6651	espencher@kasbahresources.com
 Afritin Mining	St Peter Port, Guernsey (registered office)	Anthony Viljoen	+27 11 268 6555	info@afritinmining.com
 Multiverse PLC	Nigeria	Ayedun Fasina	(+234) 9060004520	info@multiverseplc.com
 Tincogroup	United Kingdom	Brian Menell	+44 (0)20 7370 9150	info@tincogroup.com
 Carnavale Resources	Australia	Andrew Beckwith	+61 8 9380 9098	admin@carnavaleresources.com
 Piran Resources	Guernsey	James Beams	-	info@piran-resources.com



Tourism



Existing sites and infrastructure are ready for rehabilitation and connection to demand



Multiple forms of tourist attractions including wildlife, waterfalls, rocks, different cultures, etc.



Daily flights from Lagos, a major air travel hub, increase accessibility to tourists



Several pre-existing structures, with high tourism potential, are ready for private sector investment

Tourism

Vision: Get away weekend destination for Nigerian tourists



Plateau has a unique mix of culture and natural endowments that have long attracted tourists



Diverse mix of culture

Over 40 tribes with unique cultures and festivals



Cool weather conditions

Avg. temp. between 13 and 22⁰ C offer an escape from Lagos humidity

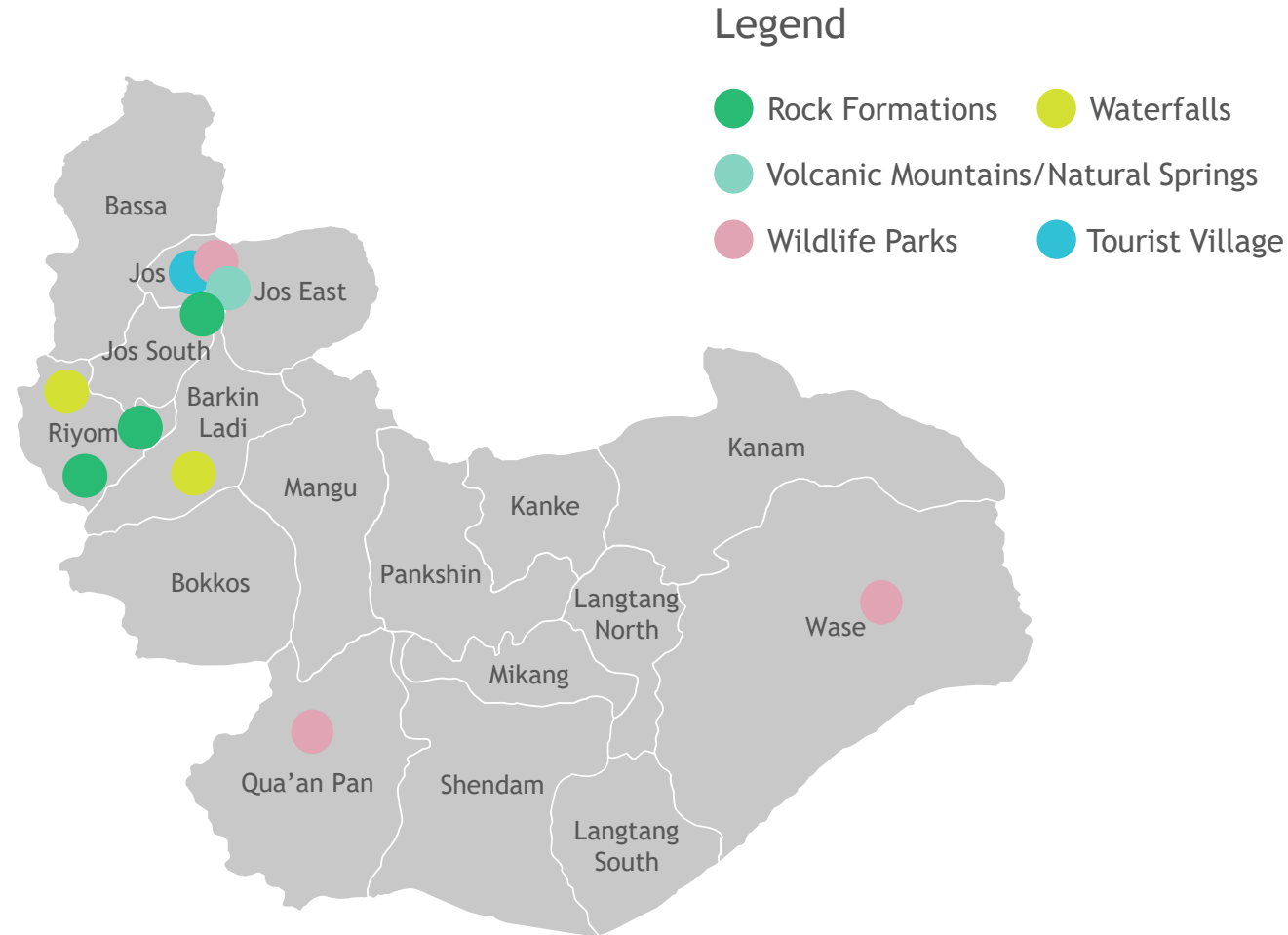


Natural attractions

Assop waterfall, Shere Hills, Wase Rock, and other hiking spots



Attractive sites exist across the State, but many are concentrated in the north



Source: Media Coverage



Rock Formations

- Shere Hills, Riyom Rock, Kahwang Basalt Rock Formation



Waterfalls

- Assop Falls, Kurra Falls



Volcanic Mountains/Natural Springs

- Kurang Volcanic Mountain



Wildlife Parks

- Jos Wildlife Park, Pandam Game Reserve, Wase Rock Game Reserve



Tourist Village

- Mado Tourist Village

Mado Tourist Village



Rayfield Golf Course



A cluster of sites near Jos have ready infrastructure available for private sector investment...

Jos Wild Life Park



Solomon Lar Amusement Park






...and are further
connected to Lagos by a
short daily flight,
creating the opportunity
for weekend explorers
and domestic business
travelers






Several tourist archetypes exist for a tour company expanding into Plateau

Example of target tourist archetypes

1  **The adventurers**

2  **Groups/families**

3  **The lovers**

Example Initiatives to be developed¹

Shere Hills: Develop to attract mountain climbers, hikers and thrill seekers. Also, ensure tour guides are present on site for tourists

Riyom rock and Assop Falls: Create joint package tours of Riyom and Assop falls for tourists looking for the perfect nature-inspired pictures

Jos Wildlife Park: Develop for family, friends or couples as a place they can have a picnic and learn a thing or two about wildlife. Partner with Ministry of Women Affairs and Social Development to allow women sell handcrafted items such as stuffed animals, souvenirs etc.

Create on week long “Peace Festival”: consolidate various current cultural days and complement with events like music performances, competitions for youth etc. in conjunction with **Jos wildlife park**

Suitable to all three archetypes

1. Based on proximity to Jos Town



Key opportunities for investors in tourism



Activity

1 Privatization of tourist centres around Jos

- **Short term:**
 - e.g. Mado Tourist Village, Jos Wildlife Park, Solomon Lar Park, Rayfield Golf Course
- **Long term:**
 - e.g., Wase Game Reserve, Pandam Game Reserve

Partnerships to create "Plateau weekend adventure tour" or other packages

Rehabilitation of hotels with meeting spaces to attract domestic business tourism



Opportunity

- **Rehabilitate and operate** any of a large variety of tourist attractions in a state with a **vast array of natural and manmade tourist offerings** in and around the state's capital Jos
- **Initial focus** will be on **locations in Jos** (a city of ~1M people) that have ready infrastructure and good connectivity to Lagos
- Longer term **expand to sites that are attractive to tourists** but with less developed infrastructure

• Create attractive **tour packages** in **partnership with airlines, hotels, event organisers** etc. for tourists to visit several tourist attractions and attend events in the state

• **Revitalize hotel accommodations**, restaurants, and meeting spaces and **advertise Jos** as a central location for meetings and conferences



Coordinating ministries

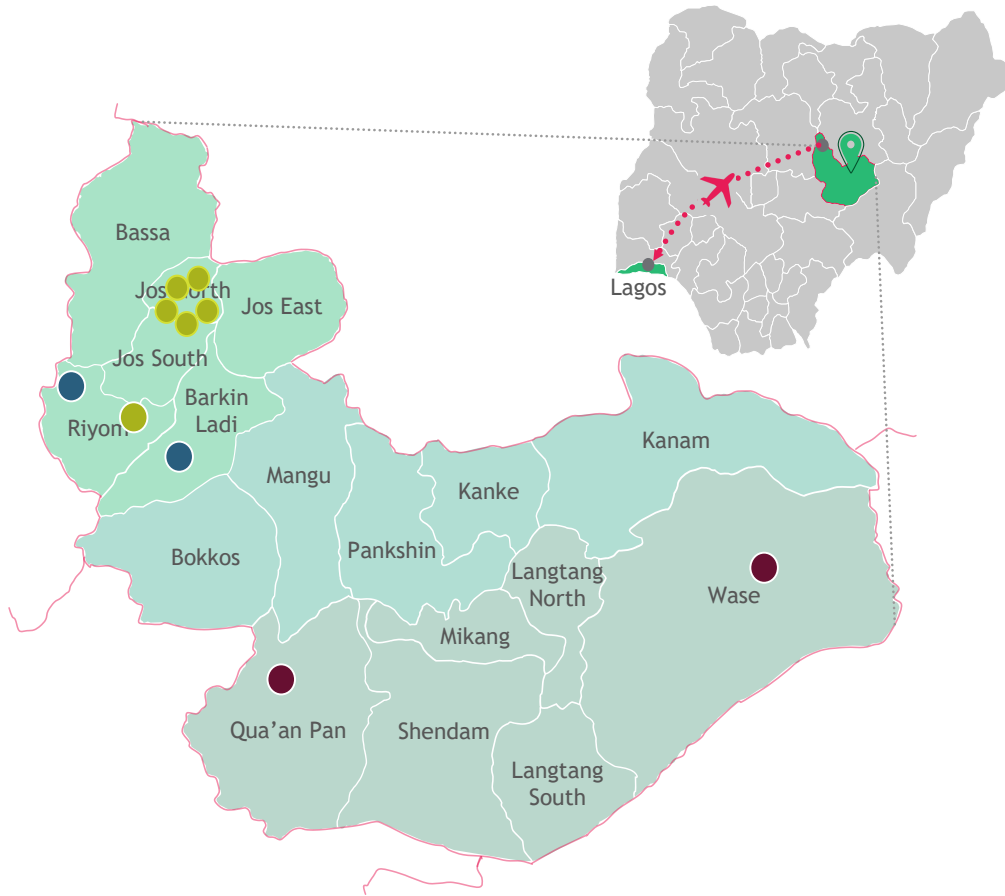
- Ministry of Tourism, Culture and Hospitality

• Plateau State Tourism Agency

• Plateau State Tourism Agency
• Ministry of Tourism, Culture and Hospitality

1

Investment opportunity: Privatization of tourist centres



Example prioritized sites

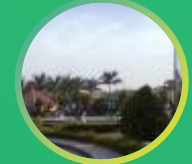
Short term



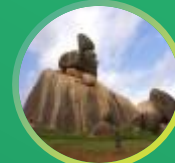
Mado Tourist Village



Jos Wildlife Park



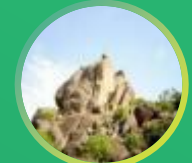
Solomon Lar Park



Riyom Rock



Rayfield Golf Course



Shere Hills

Medium term



Kurra Falls



Kahwang Basalt Rock Formation

Long term



Pandam Game Reserve



Wase Rock Game Reserve


















Potential investors by project type

Organization and example projects in Africa	Type	Investor HQ	Projects in Nigeria	Opportunity		
				Privatization of tourist centres	Partnerships to create tour packages	Construction/rehabilitation of hotels and restaurants
Marriott International - 5 new hotel signings in Africa, including in SA, Morocco, Ghana and Kenya	Hospitality	United States	✓	Plateau should engage local or national SMEs		✓
Tsogo Sun - Southern Sun Ikoyi in Lagos, Nigeria	Hospitality	South Africa	✓			✓
Accor Hotels - Currently operates over 100 hotels on the continent including in Nigeria	Hospitality	France	✓			✓
Hilton - Operates at least 5 hotels in Nigeria	Hospitality	United States	✓			✓
Radisson Hotel Group - 5 hotels in Nigeria (20 in Africa altogether)	Hospitality	Belgium	✓			✓
Louvre Group - 14 hotels in Africa across ~8 countries already and a present Nigeria	Hospitality	France	✓			✓
Thompsons Africa - Destination Management company with transfers and tours	Destination management	South Africa	✓		✓	
Wakanow - Travel management company operating in Nigeria	Hospitality	UAE	✓		✓	✓
Jumia Travel - Travel agency providing online travel management services across the African continent	Hospitality	UAE	✓		✓	✓



Contact details of potential investors

 Investor	 Location	 Contact person	 Phone number	 Email address
 Marriott International	United States	Karim Cheltout	+1 714 440 7761	karim.cheltout@marriot.com
 Tsogo Sun	South Africa	Marcel Nikolaus	+27 1 461 9744	N/A
 Accor Hotels	France	Alexis Janoray	+33 11 326 3300	N/A
 Hilton	United States	Charl Nel	+1 21 418 4063/78 830 0947	charl.nel2@hilton.com
 Radisson Hotel Group	Belgium	Andrew McLachlan	+32 82 313 0503	andrew.mclachlan@radissonhotels.com
 Louvre Group	France	N/A	+234 1 279 2980	post.ghana@norfund.no
 Thompsons Africa	South Africa	N/A	+27 (0) 11 463 1920	N/A
 Rotana Hotels	Kenya	N/A	+254 20 760 1005/6/7/8	N/A
 Wakanow	Nigeria	N/A	+234 703 009 5727	info@wakanow.com
 Jumia Travel	Nigeria	N/A	+234 (1) 7000611	ca.travel@jumia.com



Infrastructure



Infrastructure

Vision: Modern, safe roads and electrification for citizens and industry

Growing demand and government support for investment create clear opportunities for profit



Renewed government interest to improve infrastructure along key agricultural, mining, and tourism routes



Recent PPP law allowing for concessions and state government willingness to partner with the private sector for the construction of tolls, bridges, terminals and stops along key transit routes



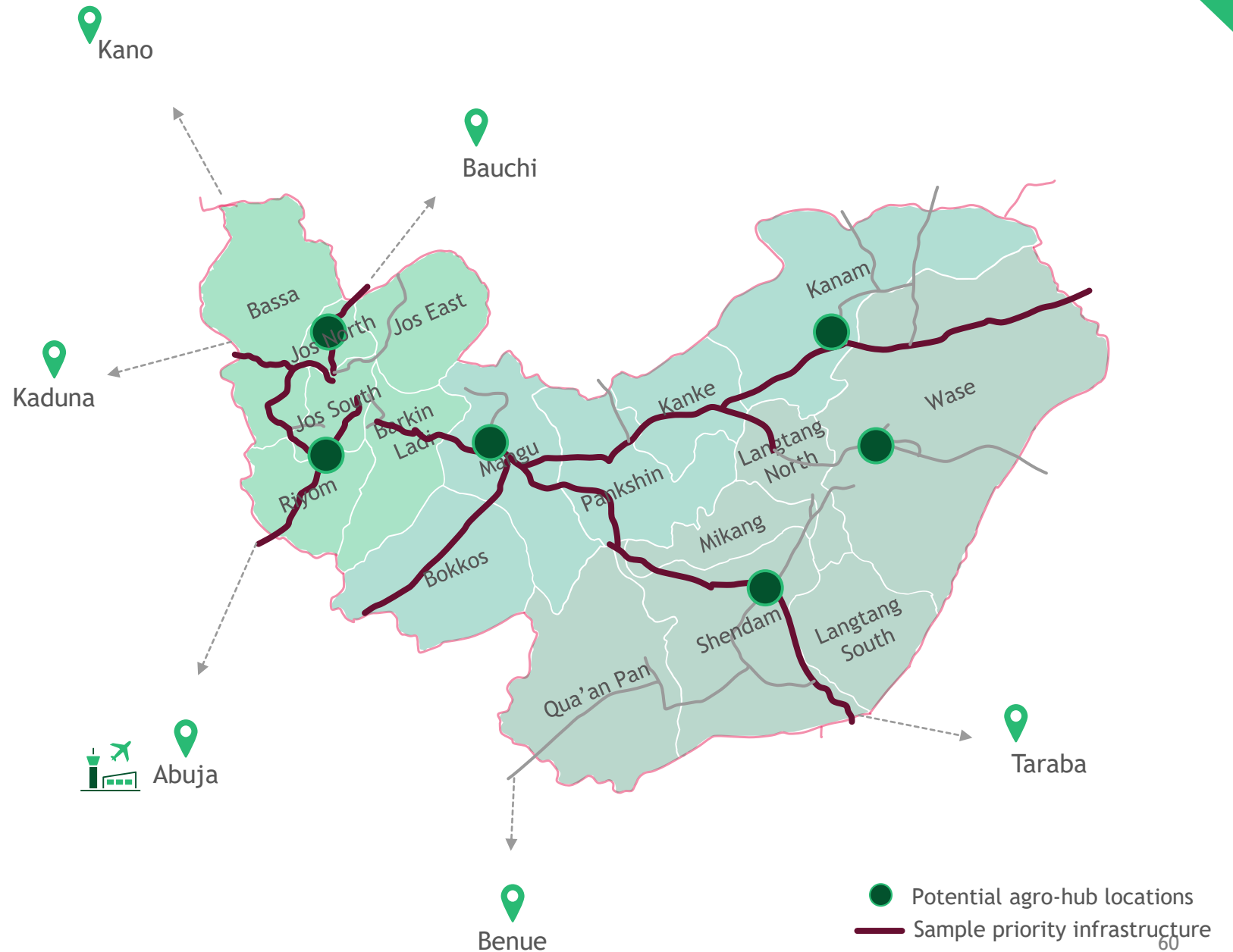
Planned expansion of State's integrated power utility and mini-grid development programs allow for partnerships with investors

Government is significantly investing in building agro hubs and promoting tourist centres...





...which will result in increased commercial traffic and a need for improved infrastructure to connect hubs to population centers



Source: Media Coverage



Plateau is exploring expansion of grid and mini-grid connections to areas with high GDP potential

550

Potential sites for prioritized power connections

6

MW unused generating capacity at NESCO

3

MDAs currently running on solar energy

2

Ongoing solar mini-grid projects



Current efforts in energy will help investors determine high potential sites and navigate regulations



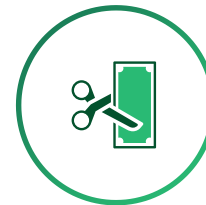
Recent passage of the **Energy Corporation Law** introduces the Plateau State Energy Corporation to focus on **supporting private sector investors**



Mapping and **profiling of priority sites** for grid and mini-grid connections



Establishment of **single point of contact** for all investors interested in energy initiatives



Upcoming plans to offer **tax holidays** to investors



Several infrastructure have potential for PPPs with investors



Activity

Expansion & rehabilitation of roads, linked to major economic centres

1 Construction of truck terminals & stops at key transit routes

Construction of mini-grids linked to key commercial districts



Opportunity

- Potential build operate transfer partnerships for construction of 6 high traffic roads linking:
 - Dengi - Wase
 - Shendam - Namu
 - Bisischi - Mangu
 - Mato - Shimankar - Knanade
 - Panyam - Shendam
 - Mangu - Musu - Bokkos

- Potential build operate transfer partnerships for construction of truck terminal along 3 key transit routes:
 - Dengi - Wase
 - Bisischi - Fan - Mangu
 - Panyam - Shendam

- Build mini-grids to supply power to key commercial districts (current and planned)
 - Agro-hubs
 - Priority mining sites



Coordinating ministries

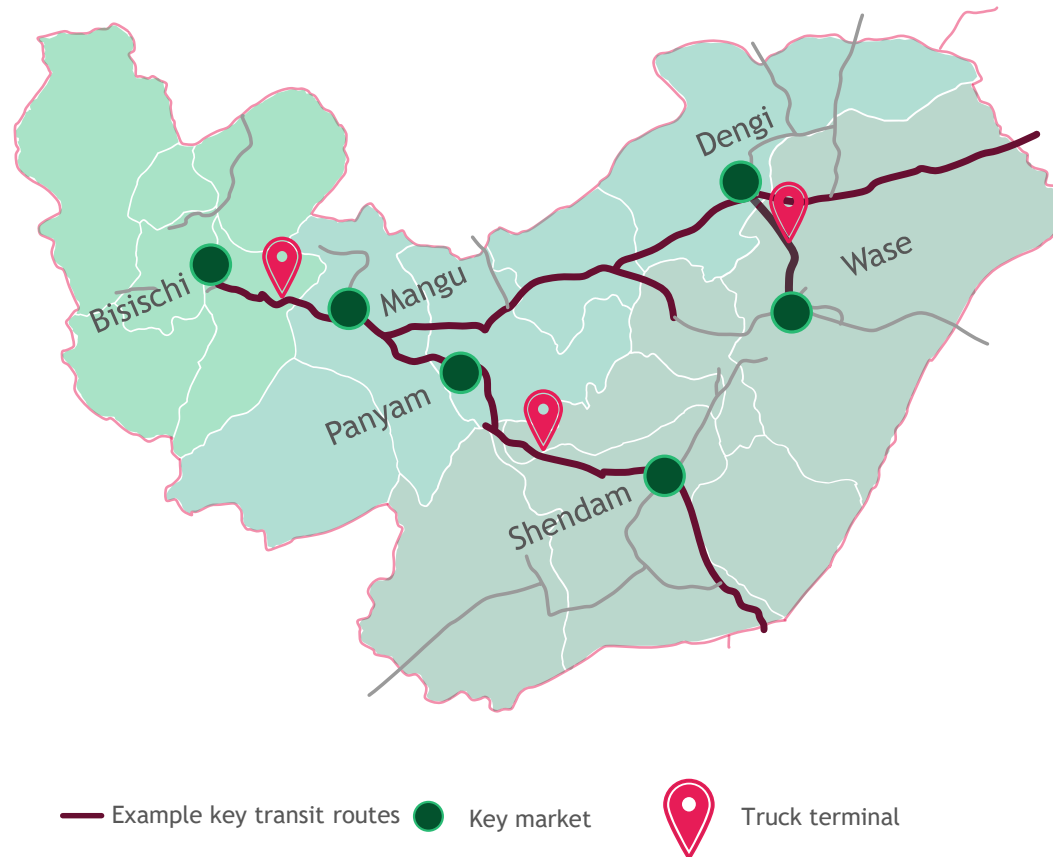
- Ministry of Works

- Ministry of Works

- Ministry of Energy and Water Resources

1

Investment opportunity: Construction of truck terminals & stops at key transit routes



Source: Media Coverage

Build truck terminals with accommodation, restaurants, filling station and facilities for the transfer and short-term storage of cargo to serve Plateau's large Agriculture and Mining industry



Potential investors by project type (I/II)

Organization and example projects in Africa	Type of investor	Investor HQ	Projects in Nigeria	Opportunity		
				Partnerships to build roads	Development of truck terminals	Development of mini-grid
African Development Bank - Nigeria Electrification Project- upfront subsidies to private sector developers to support the rollout of solar and/or hybrid mini-grid solutions	Development Bank	Ivory Coast	✓			✓
Grupo Dragados - Upgrading of a major transport corridor in the North of South Africa, linking Pretoria with Botswana	EPC ¹ contractor	Spain	✓	✓	✓	
Intertoll - has been actively involved projects in the North-South Corridor such as Abidjan Yaounde corridor. Harare-Mutare Toll Roads	Toll road development company	South Africa		✓		
Bidvest - Partnered with international logistics specialist Petredec to develop a R1billion 22600-ton capacity LPG terminal	Services, trading and distribution group	South Africa			✓	
JICA - Rehabilitation and construction of 242km road (136km in Kenya and 106km in Tanzania). jointly funded with African Development Bank	Governmental agency	Japan	✓	✓		✓
KfW - Labour based road construction project in Namibia	Development Bank	Germany		✓		✓
AFC - Konan Bedie toll bridge project in Côte d'Ivoire	Development Bank	Nigeria	✓	✓		✓
Julius Berger - Road project linking Akwa Ibom and Cross River in Nigeria	EPC ¹ contractor	Nigeria	✓	✓	✓	

1. EPC - Engineering, procurement, and construction; 2. Liquefied Petroleum Gas
Source: Press Search




















Potential investors by project type (II/II)

Organization and example projects in Africa	Type of investor	Investor HQ	Projects in Nigeria	Opportunity		
				Partnerships to build roads	Development of truck terminals	Development of mini-grid
OPIC - Nairobi - Mombasa expressway project in east Africa	Development Bank	USA	✓	✓	✓	✓
AZURA: 100MW solar energy project in partnership with Katsina State	Energy Co.	Nigeria	✓			✓
Green village electricity - 25kW Centralized Mini-Grid Solution in Nigeria	Energy Co.	Nigeria	✓			✓
Eauxwell Nigeria Ltd. - Installed mini-grids benefitting over 700 residential households	Energy Co.	Nigeria	✓			✓



Contact details of potential investors

 Investor	 Location	 Contact person	 Phone number	 Email address
 African Development Bank	Ivory Coast	Ebrima Faal	+234 9 700 2092	info.rdng@afdb.org
 Grupo Dragados	Spain	N/A	(+34) 956 47 07 00	info-dossa@dragadosoffshore.es
 Intertoll	South Africa	Laurent Bouchacourt	+27 010 060 1626	lbouchacourt@groupfive.co.za
 Bidvest	South Africa	N/A	+27 (11) 772 8700	info@bidvest.co.za
 JICA	Abuja	N/A	+234 806 652 3611 / +234 701 323 4598	ng_oso_rep@jica.go.jp
 KfW	Germany	N/A	+49 697 431 4260	info@kfw-entwicklungsbank.de
 AFC	Africa Finance Corporation	Nigeria	N/A	+234 1 279 9600 info@africafc.org
 Julius Berger	Julius Berger	Nigeria	N/A	+234 803 906 7000 N/A
 OPIC	Overseas Private Investment Corporation	USA	N/A	+1 202 336 8400 info@opic.gov
 Azura	Azura	Nigeria	N/A	+44 203 889 4800 info@azurapower.com
 GV	Green village electricity	Nigeria	N/A	+234 909 222 7483 info@gve-group.com
 Eauxwell	Eauxwell Nigeria Ltd.	Nigeria	Orjiako Edwin Enwegbara	+234 1 818 0190 c.edwin@eauxwell.com



For Investors: Next steps

What comes next?



Explore the opportunities

Experience Plateau and see the potential

Meet the ministries and learn the market

Make the connections that will drive your business forward



Discuss how we can work together

Identify your needs and requirements to the government

Discover how the government can help you with land, infrastructure, financing, and other critical needs



Close the deal

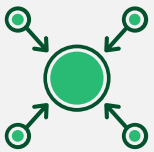
Formalize our partnership and create growth together

Come visit us today to learn more!



Meet your relevant ministries and agencies

- Discuss the supply and demand landscape
- Understand the relevant laws and regulations



Experience the One-Stop-Shop

- Meet your contacts in the Ministry of Commerce and Investment
- Identify what you need to start a business
- Guide you through state and federal processes



Get connected to the local community

- See the supply chain in action
- Find your suppliers and distributors
- Identify your workforce

Tour your investment sites and see the potential
for yourself

Contact:

Name

Number

Email

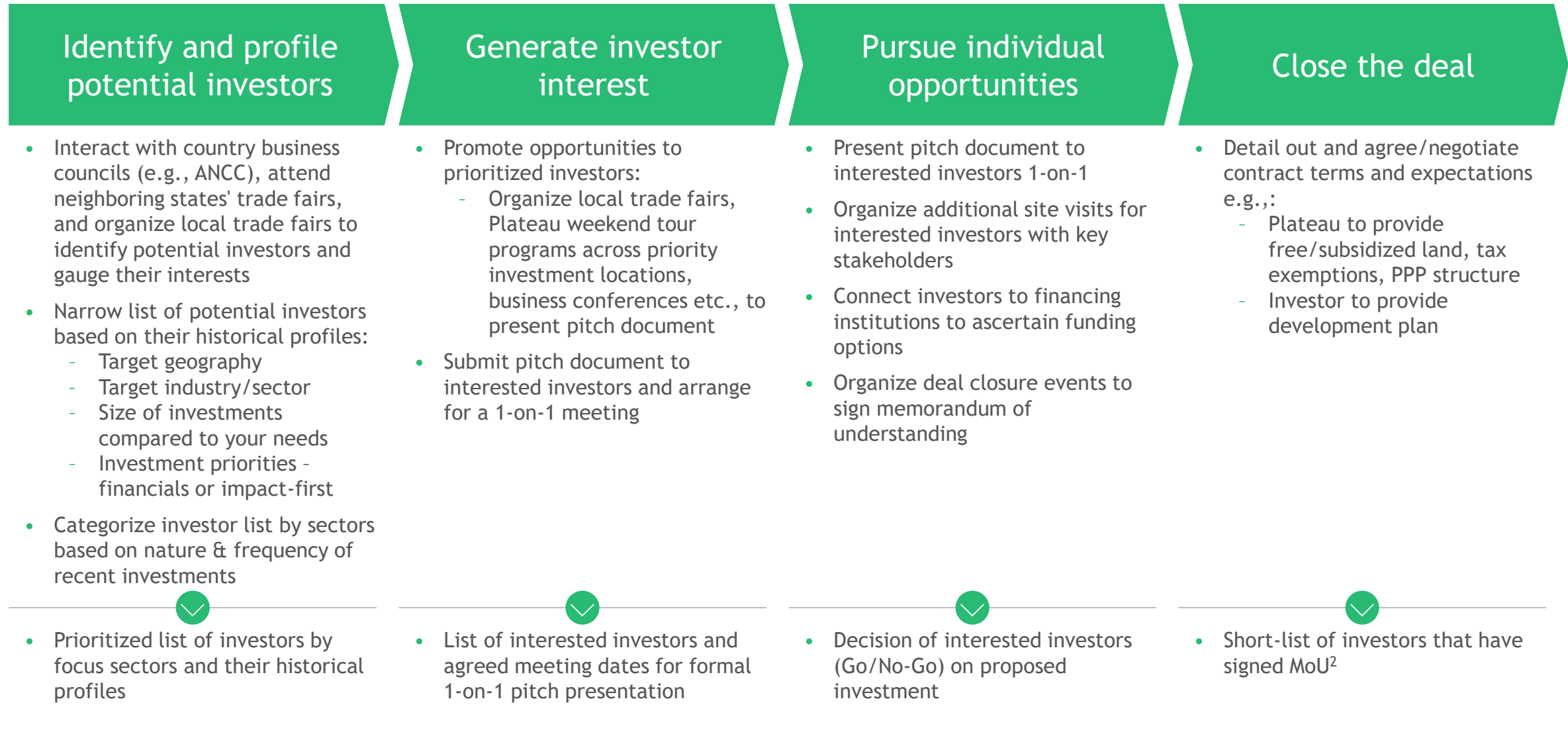


For Plateau: Next steps

Plateau's path to capture investment

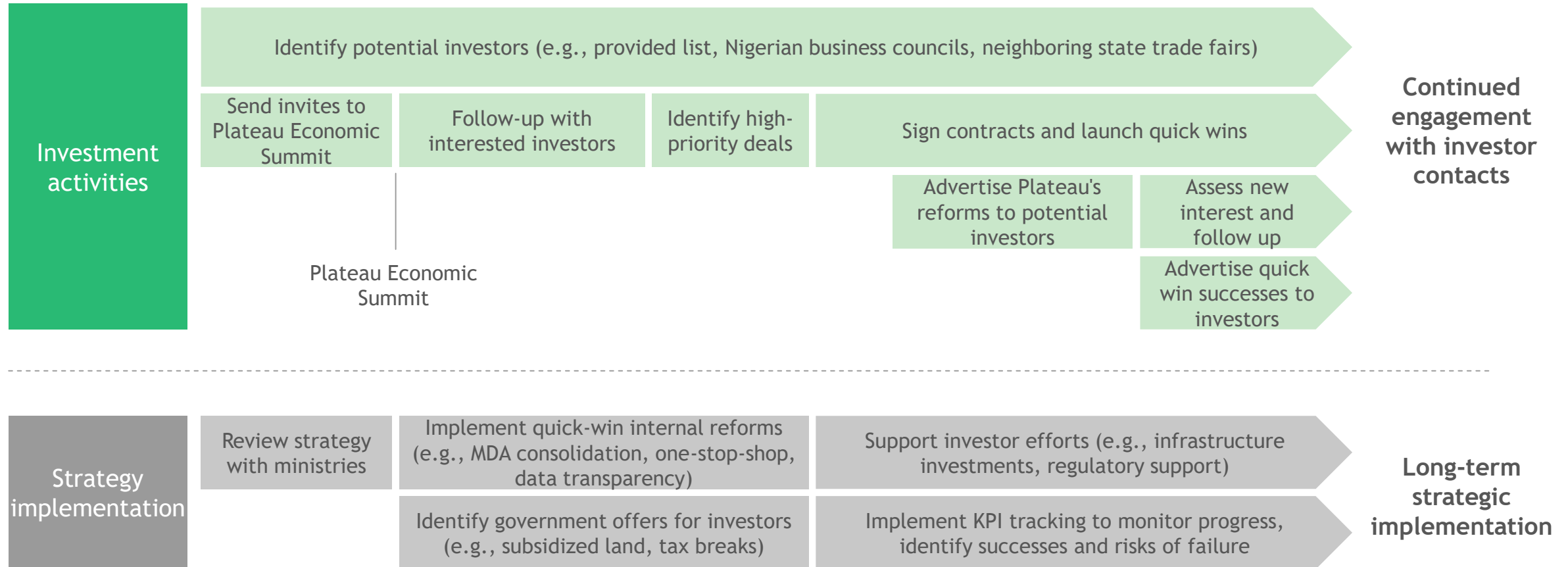
Activities

Result



1. American-Nigerian Chamber of Commerce 2. Memorandum of Understanding

Strategy implementation should support investor interactions



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