



# *KANO STATE OF NIGERIA*

*Africa's Emerging Investment Destination*

*A PAPER PRESENTATION ON  
INVESTMENT OPPORTUNITIES IN KANO STATE*

*BY*

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# *Kano State of Nigeria*



*Africa's Emerging Investment Destination*

# *our vision*

**“To transform Kano State into the best and most economically and socially desired state in Nigeria”.**

# Overview of Kano State Background

- ❖ History started from 990 AD
- ❖ Modern Kano created on April 1, 1967
- ❖ Population - 15million -
  - male (51%) and female (49%).
  - Fairly young population—49% (0-15years)
  - Population growth – 3.7% per annum
- ❖ Urbanization - 45% .
- ❖ Native Muslim Population - 99%
- ❖ Predominant Ethnic Group- Hausa-Fulani
- ❖ Presence of other numerous ethnic groups.
- ❖ Trade with the Arabia - Trans-Saharan period

*Dala Hill*

# Overview of Kano State

## Geography

- ❖ Land mass - 20,760 square kilometers,
- ❖ Located in the Sahel savannah
- ❖ Tropical climate
- ❖ Rainy Season - May to October
- ❖ Dry Season - November to April.
- ❖ Temperature March – May 30C- 33C;  
Lowest–10C - Oct. to Feb.



*Museum*



# *Overview of Kano State*

## *Economy*

- ❖ Kano State's GDP (2007) – USD\$12.39 billion –est.
- ❖ GDP per capita – USD\$1,288 (2007)
- ❖ Global Market – population of over 15 million
- ❖ 5 Well established Industrial Estates
- ❖ Center of commerce for the country and neighboring Chad, Niger, Benin Republic etc.
- ❖ Several Specialized Markets
- ❖ Revenue Sources – 63% External, 36% IGR and 1% donor agencies
- ❖ Main economic drivers
  - ❖ Agriculture
  - ❖ Commerce
  - ❖ Industry
  - ❖ Transportation

# Overview of Kano State

## Strategic Advantage



- ❑ Global Market - Largest population in the country
- ❑ Young population – 49% (0-15 years)
- ❑ Huge and available Land for any kind of investment
- ❑ An international Airport
- ❑ Railway line linking Kano to Lagos
- ❑ Good Road Network to other states and neighboring West African Countries
- ❑ Dry Port
- ❑ Free Trade Zone
- ❑ Relative peace and security
- ❑ Stable democracy
- ❑ Literacy level - average

# *Development Sectors*

**1**

**Agricultural  
Industrialization  
Development**

**3**

➤ **Commerce**  
➤ **Manufacturing**

**5**

**Tourism  
and  
Recreation**

**2**

**Infrastructure**  
➤ **Power**  
➤ **Transport**  
➤ **Housing**

**4**

**Solid Minerals  
Exploration  
and  
Development**





*Tomatoes*



*Livestock*



*Rice*

1

# *Agriculture*

# *Agriculture*

## **Government Initiatives**

- Fertilizer blending plant
- Institutions of Horticulture, Poultry, Livestock and Fish farming – capacity building.
- Land Reform to accommodate large scale mechanized farming
- Creation of value chain through the establishment of small scale Agro allied processing industries
- Free extension services to farmers
- Micro credit to small and medium scale farmers

# *Investment Potentials in Agriculture*

- **Agricultural Inputs**

- Fertilizers
- Agrochemicals
- Heavy equipment & machineries
- High yielding Seeds/ seedlings varieties
- Irrigation infrastructure

- **Livestock Production**

- Export
- Domestic market

- **Diary Production**

- Milk and milk related products

- **Meat Production**

- Potential to breed and export live Rams and Goats to Saudi Arabia & other countries
- Establishing a standard abattoir for processing meat for local and export market

## *Investment Potentials in Agriculture:- continues*

- **Value chain in Tomato cultivation**

- Export of fresh Tomatoes
- Production of Tomato paste/puree
- Production of Plum Tomato
- Production of Tomato Juices
- Production of Tomato Ketchup
- Production of Sundried Tomato



## *Investment Potentials in Agriculture:- continues*

- Production of edible oils from:-
  - Soybean
  - Groundnut
  - Sesame seeds
- Potentials of establishing large scale Tannery for leather production in both hides and skin
- Ginnery – for textile industries
- Fish farming- available dams (17)

2

# *Infrastructure*



# *Investment Potentials in Power*

- Estimated load demand – over 500MW
- Average daily dispatch- 80-100MW
- Distribution network installed capacity – 600MVA
- 10 year demand projection (2020) - 2,000MW
- Immediate need - IPP of 350MW - 500MW
- At 300MW generation using a tariff of between 15-20 cents/KWh = annual income of about \$350 million.
- **Fuel Sources-** Hydro, Wind, Solar, Biogas and Solid Waste

# *Potentials in Transport*

- High potential due to large population and huge commercial activities.
- Kano is the commercial and Transportation hub for the entire northern states and other neighboring countries
- Over 3million people commute daily within the state.
- An estimated 4,000 long buses would be required to provide efficient and effective transportation system for the state.
- The World Bank & NIAF are already advising the state on the establishment of a modern urban Transportation system.

## **Investment areas**

- Urban Bus Services
- Inter State Bus services
- Metro line or Monorail



# *Potentials in Housing*

## **Investment Areas**

- **Population of over 15million**
- **Young population – over 7million**
- **Population growth – 3.7% annually**
- **High potential due to large urban population**
- **Huge influx of people from within and outside the country due to commercial activities.**
- **Huge urban housing deficit - over 250,000 units**
- **Increasing standard of living and income has generated increasing desire for luxury accommodation.**
- **Government's initiative of opening new townships for development and enforcing planning laws.**
- **3 New Townships opened up for development in the 1<sup>st</sup> phase – Ummarawa Kwankwasiya City, Gurjiya and Tumfafi**
- **Over 25,000 of plots reserved for Mass Housing & commercial development by the private sector through PPP**
- **Government to provide basic infrastructure**
- **Mortgage financing being put in place to assist the over 40,000 civil servants and other citizens to buy the houses when completed**
- **Up to 100% foreign/private ownership.**
- **Long lease on land by the government**



3

## *Commerce & Manufacturing*

# *Potentials in Commerce & Manufacturing*

- The strategic commercial and industrial position of Kano State in Nigeria offers unique opportunities for both domestic and international investors.

Investors are welcome to the state to explore opportunities in Commerce and Manufacturing

# *Potentials in Commerce & Manufacturing - Continues*

## • **COMMERCE**

- ✓ Investment in the Kano Export Processing Zone
- ✓ Establishment of Commercial activities in the rural areas.
- ✓ Joint venture with the State Government.
- ✓ Partnership with local investors
- ✓ Fast food centers.
- ✓ Shopping complex/Malls in urban centers.

## • **INDUSTRY**

- ✓ Textiles
- ✓ Tannery
- ✓ Automobile spare parts.
- ✓ Pharmaceuticals
- ✓ Bicycle
- ✓ Perfumes and cosmetics

# *Potentials in Commerce & Manufacturing - Continues*

## **Industrial Park & Investment Export Free Zone**

- Development of a modern Industrial Park
  - Construction of processing plants for export
  - Warehouses for storage and cold rooms for perishable food
- Over 250 ha of land made available by government
- Located right behind the International Airport

# *Kano Export Processing Zone*

- ***Investment in Export Free zone***

- The Export Processing Zone is located at two places, namely Panisau just near the Mallam Aminu Kano International Airport and Kanye village in Kabo Local Government Area. The zone was established with the aim of providing appropriate enabling environment that will encourage development and growth of Export oriented industries particularly those relating to the non-oil sector of the economy.
- Amongst the objectives of establishing the zone are to:
  1. Attract local and foreign investors
  2. Ensure maximum utilization of the abundant raw materials available in the state.
  3. Encourage diversification of the state's and Nigeria's revenue base.
  4. Provide opportunities for employment.

# *Benefits of Investing in the Export Processing Zone*

- Investors who establish export-oriented industries in the zone enjoy certain advantages and incentives apart from location advantages such as proximity to International Airport, hence to major foreign markets. Investors have also the following incentives:
- Exemption from Federal, State and Local Government taxes. Rates and custom duties.
- No Import or Export licenses required for raw materials and finished goods respectively.
- Rent free land during construction of factory buildings.
- Repatriation of capital and profit permitted to foreign investors.
- Sale of up to 25% of production in the domestic market permitted.
- Provision of infrastructural facilities such as Warehousing, Electricity, Water, Sanitation, Built-up factories, Catering, Transportation etc.
- 100% foreign ownership allowed.



*Quartz*



*Silica Glass*



*Amethyst*

# 4

## *Solid Minerals*



# *Solid Minerals*

## **Abundant Solid Minerals Wealth**



*Sapphire*



*Quartz*

- Niobium and Uranium – 200 million tonnes of ore valued at over \$1billion as at 1952
- Kaolin deposits – over 6million tonnes worth over \$250billion
- Gold– unquantifiable huge deposits mined since 1920's
- Feldspar and Quartz available in commercial quantities
- Tin-Zinc-Silver-Lithium – over 5 million tonnes to last for over 35 years; annual return of over \$2million
- Rare- Earth Element (REE) – economic grades of about 0.4% total REE –oxides
- Silica Sand – over 3million tones can last for over 40 years at annual production of 60,000 tones
- Several types of Granite and marble deposits

# *Solid Minerals - Continues*

- Precious stones – traces of:-
  - Aquamarine
  - Tourmaline
  - Corundum
  - Amethyst
  - Topaz
  - Garnet
  - Emerald
  - Zircon
  - Quartz of different colors



*Amethyst*

# *Potentials Solid Minerals*

- ***SOLID MINERALS***

*Investors are welcome for*

–Geo-physical surveys,  
Exploitation, Exploration.



5

## *Tourism and Recreation*

# Tourism

## Bagauda World Tourism Resort Zone



- ❖ Over 3,000ha of free land for Tourism Development
- ❖ Government to provide Land and Basic Infrastructure
- ❖ Sovereign Guaranty
- ❖ Tax Holiday
- ❖ Up to 100% foreign ownership
- ❖ Convergence of two (2) rivers – Tiga & Bagauda with potentials for IPP to power the entire zone
- ❖ Good topography
- ❖ Accessibility – Good Road & Transportation network
- ❖ Proximity to the city & International Airport- 70km
- ❖ Proposed plan to link the zone with the city & Airport by metro line
- ❖ Government's initiative to establish a Police & Army outposts in the zone to increase security.



# *Tourism - Continues*

## **Wonderland & Night Safari**

- Night and Day Zoo; Theme Parks; Hotel and Restaurants; Cinemas, Holiday Villas  
Primary purpose is to promote tourism. Subsequently projecting Kano into the limelight among West African nations and the world in general.
- It will be the first of its kind outside Asia and in Africa
- High-end focusing on tourists & higher spending locals.
- Family outings & entertainment for guests.
- Providing vast jobs and business opportunities for locals – over 20, 000 jobs



# *Tourism - Continues*



- About 100ha of land reserved for the development of an international standard Horse/camel racing arena
- About 100 ha of land reserved for the development of an international standard Golf Course with a 5 star Hotel.
- Premium land along the TIGA River exclusively reserved for luxury vacation villas and condominiums.
- The development of the Tiga and Bagauda Rivers for power generation to power the entire TWRZ.

# *Potentials in Hospitality*

- About 16,57ha reserved in the new Kwankwasiya City - 10km from city center
- About 100ha reserved in the Bagauda World Tourism Resort Zone for a 5 Star Hotel and International Golf Coast – 70km from city center
- Commercial and Transportation hub for the entire northern states and other neighboring countries
- International Airport with destination to Europe, Middle East, Asia and the USA
- Absence of a 5 Star Hotel is impeding on the start up of operations by major Airlines like Emirates, Qatar, British Airways etc



# *Potentials in Tourism*

- Development of 5 Star Hotel
- High Class Restaurant
- International Airline Travels and Tours
- Recreation facilities Centers

# *Incentives for Investment*

## **State's incentives**

- Available land for the construction of both industry and staff quarters to investors wishing to invest in the rural areas
- Long lease on land for industrial development
- Establishment of Kano One-Stop Investment Center – KOSIC to facilitate ease of doing business for the investors
- Tax Holiday

## **National Incentives**

- Pioneer status – Tax Holiday
- Tax relief for R&D
- Capital allowances
- Unconditional transferability of funds
- Remittance of proceeds (net of all taxes) in the event of sale or liquidation of the enterprise
- Total repatriation of capital should the investor choose to relocate elsewhere
- Investment Protection Assurance
- Investment Promotion and Protection Agreements - IPPA

***WHY INVEST IN KANO  
NOW?***

# *The Driving Force*



*Engr. (Dr.) Rabiu Musa Kwankwaso*

# **THE NEW FACE OF LEADERSHIP WITH REALISTIC TRANSFORMATION – CLEAR ENABLING ENVIRONMENT AS A RESULT OF:**

- ❑ *PRUDENT MANAGEMENT OF RESOURCES*
- ❑ *TRANSPARENCY AND ACCOUNTABILITY*
- ❑ *PROVISION OF INFRASTRUCTURES*
- ❑ *SECURITY*
- ❑ *INVESTMENT IN THE REAL SECTORS*
- ❑ *CAPACITY BUILDING/EMPOWERMENT*

*Thank you !!!*