

STRATEGIC PARTNER



SPONSORSHIP & SUPPORT



MEDIA PARTNERS



For further enquiries on sponsorship packages & exhibition spaces, contact

NILE Nile Support Services
The Business Development Director,
Tel: +234 802 305 0678
Email: info@afriexporterintexpo.com
www.afriexporterintexpo.com

eBSI Export Academy
Tel: +353 87 6783785
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HEEDS & FIELD Heeds & Fields Resource Ltd.
Tel: +234 803 393 5639
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www.afriexporterintexpo.com



presents

PROFESSIONAL CERTIFICATE PROGRAM

Take your EXPORT experience to the next level!!!
Increase your status and be world class certified.
SECURE YOUR SEAT NOW!!!

DATE: 24th - 26th April, 2018

TIME: 8:00am - 5:00pm Daily

VENUE: Oriental Hotel, Lekki, Lagos, Nigeria



WHY YOU SHOULD ATTEND

- Add to your knowledge & get inspired by fresh ideas
- Gain practical solutions and upgrade your level in export business
- Network with other Export professionals

BENEFITS OF THE CERTIFICATION

- Deliver best export management approaches
- Gain competitive edge in the challenging and complex world of export
- Understanding international policies and practices in export trade business
- Increase in income and professional development opportunities in the industry
- Adding value to your knowledge in the industry

REGISTER HERE

<http://www.afriexporterintexpo.com/certification-program/certificate-registration/>

FACILITATORS & LECTURERS



Thomas Smith
CEO - eBSI



Idris Mamukuyomi
CEO - Afriexporter



Amara Nnaji
International Trade Consultant



Bamidele Ayemibo
Lead Consultant, JT Impex Consultancy

Amongst other notable lecturers



Consultant:



presents



•Conference •Exhibition •Networking •Dinner

2018

THEME:

Nigeria Export Industry

Products / Prospects / Profitability

Featuring:

- PAPER PRESENTATION/ TECHNICAL SESSION/ WORKSHOP
- EXHIBITION/ PRODUCT PRESENTATION
- NETWORKING SESSIONS
- AWARD DINNER –“Celebration of African Exporting and the awakening of a continent full of potential”.

Date: 27th - 28th April, 2018
Venue: Oriental Hotel, Lekki, Lagos, Nigeria
Time: 8:00 am - 6:00 pm Daily



Consultant:



THE NIGERIAN ECONOMY:

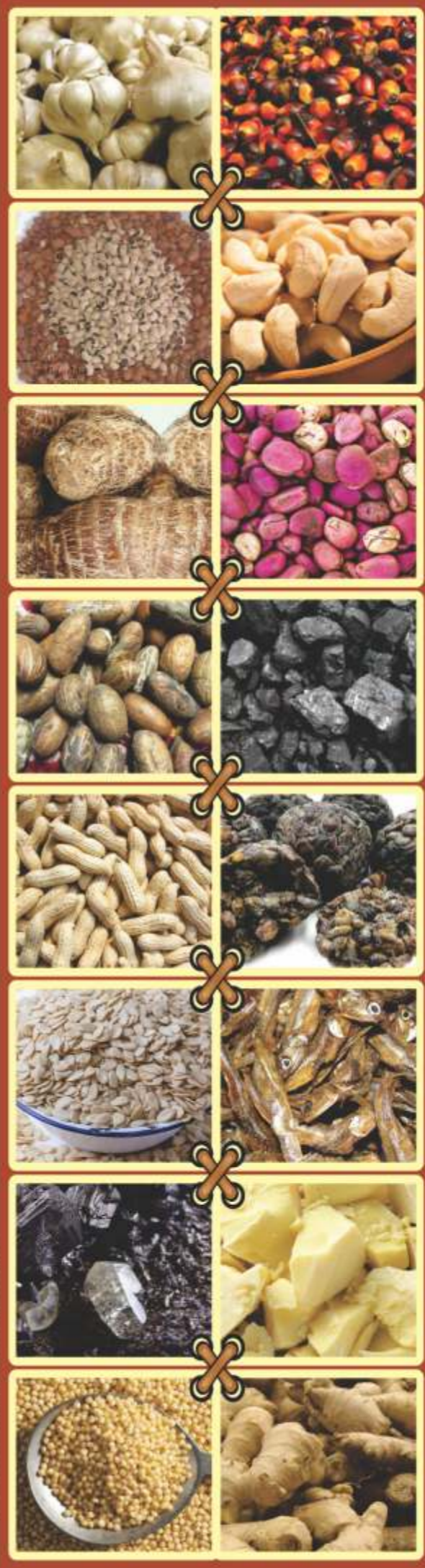
- The largest economy in Africa and the 26th largest in the world, with GDP of \$510 billion. Only 14% of GDP is from resources, with retail and wholesale trade the biggest drivers of GDP growth. Its re-emergent manufacturing sector became the largest on the continent in 2013, and it produces a large proportion of goods and services for the West African subcontinent.
- Potential to achieve 7.1% annual GDP growth could make Nigeria a top-20 economy in 2030, with GDP of more than \$1.6 trillion supported by rapid infrastructure expansion through investment of up to \$1.5 trillion
- Over 160 million people in consuming-class households, more consumers than the current populations of France and Germany combined. Road density is 17 that of India, and power generation capacity is just 15 that of India
- Since 2010, Nigeria's GDP growth has been driven primarily by improving productivity, which has contributed 55 percent of total growth, more than labour-force expansion. Most GDP growth is coming from beyond the resources sector, which is now just 14 percent of GDP. However, historical weaknesses in the agricultural sector and a poorly functioning urbanisation process have prevented most Nigerians from benefiting from this growth.
- Nigeria has the potential to expand its economy by roughly 7.1 percent per year through 2030, raising GDP to more than \$1.6 trillion in 2030. This could move Nigeria from being the 26th-largest economy today to a top-20 economy by 2030 and would potentially make it bigger than the Netherlands, Thailand, or Malaysia. Trade and infrastructure represent the majority of the growth potential, likely contributing about a third of GDP expansion through 2030. In addition, we estimate that nearly 120 million Nigerians could move above the Empowerment Line and 70 million could be lifted out of poverty if growth can be made more inclusive than it has been.
- Nigeria is developing a large consuming class. By 2030, some 160 million Nigerians (out of a projected population of 273 million) could live in households with sufficient incomes for discretionary spending. That would be more Nigerian consumers than the current populations of France and Germany combined. Therefore, we estimate that sales of consumer goods could more than triple by 2030, to almost \$1 trillion. To succeed in Nigeria's evolving consumer markets, companies will need to deal with a fragmented wholesale and retail environment that favours local players. New players will need to manage distributors effectively and take a city-level view of markets.
- Exports from Nigeria rose sharply by 72.2 percent year-on-year to NGN 985816.9 million in December of 2016. Considering the fourth quarter of 2016, exports jumped 53.5 percent to NGN 2978.9 billion mainly due to sales of crude oil and manufactured goods. Main export partners were India (16 percent of total exports), Netherlands (11.2 percent), the US (10.7 percent) and Spain (9.6 percent). Exports in Nigeria averaged 374664.72 NGN Millions from 1981 until 2016, reaching an all time high of 2648881.76 NGN Millions in December of 2011 and a record low of 322.93 NGN Millions in February of 1983.



AFRIEXPORTER INTERNATIONAL EXPO 2017 comprises of **Conference, Exhibition, Technical Session and Award Dinner**. This entire event is for 2 days and has been fully packaged in such a way that would make it become the ultimate annual professional development conference and exhibition in Nigeria. **AFRIEXPORTER INTERNATIONAL EXPO 2017** is primarily organized to bridge the gap between the **SELLERS** and the **BUYERS** by bringing them together to interact and create value for both parties. The theme of the conference is **"NIGERIAN EXPORT INDUSTRY – PRODUCTS, PONTENTIAL & PROFITABILITY"**, which is geared at creating awareness for all stakeholders on best international practices and policies of operating successfully in the global economy. It also tends to educate stakeholders on the great potentials available in the African continent especially Nigeria by **"sourcing locally and selling globally"**. **AFRIEXPORTER INTERNATIONAL EXPO 2017** is basically an **EXPORT- IMPORT forum** for the purpose of increasing exports and influencing economic growth while protecting the interest of small and medium scale enterprises (SME) in the territory. The EXPO is also geared at bringing together all stakeholders to share the in-depth knowledge and insight on all areas of the EXPORT industry by taking advantage of the Federal Government's drive to seek alternative revenue source for the Nigerian economy. **AFRIEXPORTER INTERNATIONAL EXPO 2017** is the excellent platform for buyers looking for authentic Nigerian products and services to meet with genuine Sellers from both with and outside the region.

The objectives of this prestigious international event includes amongst others:

- To bring together all Professionals, Captains of Industries and Stakeholders as well as service providers and exhibitors around the world under one roof in Nigeria with a common goal of harnessing the value and benefits of the Nigerian export industry;
- To advance the technical know-how of operators in the field and apply relevant current innovative technologies in safety delivery and performance.
- To provide continental networking opportunities with the authorities, international organizations and top industry players.
- To unmask the difficulties of participating in the export industry.
- To position a free operating environment as the powerful driver of economic development.



PROFESSIONAL CERTIFICATE PROGRAM:

TAKE YOUR EXPORT EXPERIENCE TO THE NEXT LEVEL!!! INCREASE YOUR STATUS AND BE WORLD CLASS CERTIFIED.

Some topic's to be covered amongst others include:

- Introduction to Exporting and elements required for export
- International Contracts and Incoterms 2010
- International Trade fraud identification and prevention
- Export Documentation

WHY YOU SHOULD BE CERTIFIED:

- Add to your knowledge & get inspired by fresh ideas
- Gain practical solutions and upgrade your level in export business
- Network with other Export professionals

BENEFITS OF THE GLOBAL CERTIFICATION

- Deliver best export management approaches
- Gain competitive edge in the challenging and complex world of export
- Understanding international policies and practices in export trade business
- Increase in income and professional development opportunities in the industry
- Adding value to your knowledge in the industry



SEE MORE DETAILS ON THE BACK COVER

CONFERENCE:

The entire event has been packaged to be organized in such a way to make it easily become the ultimate annual export trade conference and exhibition in Africa. The conference shall provide enough time for ample practical and academic discussion while the exhibition is the surefire demonstration centre. The timeline is flexible enough to accommodate quality sessions per segment. The speakers and the panelists are the best of Africa. High government officers from many African countries will converged to give the event the credibility desired from the onset.

This conference will go beyond having a great socio-economic impact to providing a new robust political blueprint on cutting edge best practices in the housing sector. On display shall be ideas and experiences that will cause a paradigm shift on the way to solve tomorrow's problems today. It is certainly a networking marketplace provided at the highest continental level.

The areas of discussion include but are not limited to **Export financing, Product sourcing, Packaging, Government policies & intervention, Security, Insurance and International Standards & Policies.**

CONFERENCE & TECHNICAL SESSIONS:

Speakers from both within and outside Nigeria would be invited to deliver professional papers at the conference. You will have the opportunity to choose from different sessions from the vast areas of focus ranging from export matters to finance related subjects.

Conference fee is:

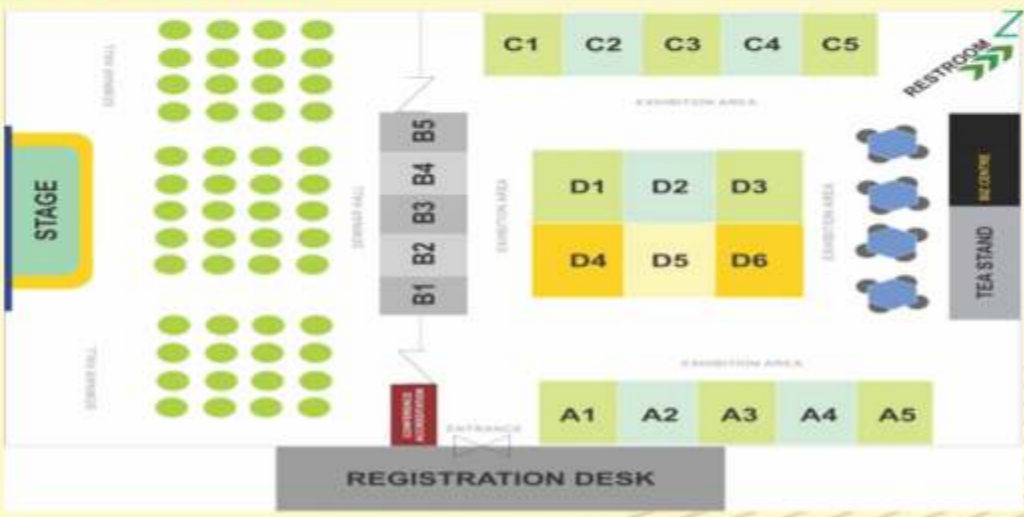
	NAIRA	EURO	USD
Early Bird (Closes 29/12/2017)	N35,000.00	€90.00	\$100.00
Late Registration	N45,000.00	€115.00	\$130.00
eBSI Alumnus	N25,000.00	€70.00	\$80.00

(This fees covers – all access to conference & technical sessions, lunch, conference materials)

EXHIBITION & PRODUCT PRESENTATION:

Exhibition area has been created for organizations to display and present their products to the delegates / visitors at the conference. Also opportunities would be given to a select few to make presentations of their unique products. (see attached space booking form and sponsorship package for more details or visit (www.afriexporterintexpo.com))

FLOOR PLAN:



Why Exhibit:

- It is the gateway to Nigeria export industry providing both exhibitors and visitors with the opportunity to conduct serious business with like-minded professionals.
- This is an "export trade event" organized by the "export industry" for the exporting world". Simply put, it's a one stop shop for services and support of the industry.
- Networking and marketing at the highest level to a captive audience of buyers, decision makers and influencing technicians.
- Increase in brand awareness and value
- Investment and expansion opportunities
- Market products and services, a pivotal showcase for world class technology in the field of manufacturing, production, transportation, etc in the export industry
- Expand your business in the booming regional and international market.
- Effectively launch new products to exhibitors and through the International Media Centre, on-site.
- Source new potential customers and find new markets
- Network and Appoint agents / seek principles
- Bring the most active prospects to your stand
- Chance to position your company as a market leader
- Opportunity to build prospect databases
- Build relationships with existing customers/ to consolidate market position

Who To Exhibit:

- Agri-business
- Chemicals & Plastics
- Construction, Architecture & Engineering Services
- Cultural Industries
- Educational Services
- Fashion Apparel & Footwear
- Financial Services
- Food & Beverage
- Furniture
- Handicraft
- Health & Wellness
- ICT & Related Services
- Marketing, Public Relations and Communications
- Professional Services
- Recreational, Cultural & Sporting Services
- Tourism

Visitors:

- Government officials from related ministries and agencies
- Contractors / Consultants
- Financial Institutions and funding agencies
- Equipment Manufacturers and leasing organization
- Chamber of commerce and Bi-lateral trade groups
- Haulage & Logistics professional / organization.
- Export related associations, institutes and groups
- Maritime business owners / technology companies
- Investors and Entrepreneurs
- Engineering firms and technical services companies
- Universities and academic leaders
- Interested General Public

EVENT PROMOTION & VISITOR MOBILIZATION PROGRAMME

This event is supported by a very effective promotion campaign that includes:

- Mailed / Posted Invitations to establishments and professionals of the entire industry including importers, traders, manufacturers, exporters & re-exporters, distributors, agents, traders, wholesalers & retailers, government agencies, service providers, related media, business promotion agencies etc.
- Email Invitations to all the above.
- Advertising in local and regional newspapers, publications, magazines, directories and related catalogues.
- Advertising in the National Radio, FM and TV
- Hoardings & Billboards