



INVITATION

Official Danish Trade Delegation to Nigeria, Abuja

26-27 November 2017

DEADLINE Friday 8th Sept

VISA: Formal invitation provided by the Danish Embassy in Abuja

Travel: Please contact the organizing team listed in this invitation



OFFICIAL DANISH TRADE DELEGATION

Danish Agriculture & Food Council and the Embassy of Denmark in Nigeria invite you to participate in an official trade delegation to Abuja.

The programme and content is organised with the Trade Council in Lagos and the Embassy in Abuja. The focus is on the necessity of solid value chains in order to do successful business in Nigeria. The seminar will hold focus on cases on how to establish them in Nigeria specifically and West-Africa in general.

The programme includes an open and direct briefing on the current political and economic situation, meetings with locally established Danish companies to hear about their view on the current possibilities in the region, conference, sector relevant site visits and an official reception with local officials and other key stakeholders.

Benefits from an official trade delegation:

- Country & region insights and networking
- Sector specific knowledge & facts
- Access to ministries and local officials

WHO SHOULD JOIN

Companies engaged in:

- Dairy, livestock and fisheries
- Breeding and genetics
- Agro-industry and barn equipment
- Ingredients, technical services & equipment needed in the value chain from farmer to food processing industry and retail.
- Animal feed (pork, fish, poultry, cattle)
- Veterinary standards & food safety
- Cold chain
- Trading

WHY

- Nigeria has opportunities and risks – meet key stakeholders – and learn more
- Gather insights on value chain thinking for strategic purposes
- The primary sector (livestock and grains) are of great importance to the established retail and wholesale sector. We focus on how to do business when the value chain is non-existing or with missing links.

PROGRAMME ABUJA

ABUJA: 26-27 November

Sunday 26 November

Arrival in Abuja

- 15:00 Welcome briefing
- Site-visit
- Informal networking dinner

Monday 27 November

- Seminar
 - “The Agricultural Value Chain – Nigerian & Danish contribution”
 - Business lunch with high officials
 - “The food & agricultural development by examples”.
 - Doing business, Financing, Funding, “The cold chain”, “Milk production”
 - Networking
 - Nigerian – Danish Network reception
- Flight back to Denmark

Please contact the organizing team for more information – especially if you are travelling directly from Ghana to Abuja.

COUNTRY FACTS

Nigeria’s economy should see modest gains in 2017. OPEC’s agreement to reduce oil production will help Nigeria since the deal exempts the country from production cuts. A recovery in private final consumption and exports provide crucial support. Annual growth of real GDP will average about 3.4% in the medium term. The Nigerian government has a strong focus on enabling growth in the agricultural sector in order to be more self-sufficient and feed a growing population.

DANISH EXPORT OPPORTUNITIES – INSIGHTS

Retail growth requires:

- Primary production and strong value chains: professional & efficient (genetics, processing technology, know how)
- Logistics & food safety
- Business partners and financing

Nigerian households are undergoing a major transition period as the rural population are moving to the cities in large numbers in search of jobs and education. This is creating new markets in cities, particularly for rentals, mortgages and fast moving consumer goods.

Modern retailing channels continue to post strong growth in Nigeria

Retailing in Nigeria has steadily become more organised. With a growing urban population, seeking greater convenience and comfort while shopping and with many state governments keen to modernise trading standards, modern grocery retailers and non-grocery retailing in addition to internet retailing have posted strong growth rates.

Although growth for retailing slowed in 2016 due to the economic recession, modern grocery retailers grew at a similar rate. The increasing popularity of modern retailing is contributing to the overall growth of the market, since products are less subject to tax avoidance and are more likely to be genuine than if purchased through less modern and informal channels.

Three trading platforms continue to co-exist in Nigeria 1) the traditional open markets or street trader 2) the semi-formal modernised markets 3) Western-style shopping centres or formal retail outlets.

INSIGHT

2016 was the most difficult year for the Nigerian economy since the early 1990s – the first recession in 25 years!

However, there are some recent positive signals but economic activity will still remain very weak and business will remain tough (but better than in 2016)

Food/beverages – corporate results and expectations 2016-2018

- In 2016, just 33% of food and beverages firms had top-line growth, while only 10% of firms had an increase in profits (others predominantly had falling business)
- In 2017, 45-46% of food and beverages firms expect growing revenues/profits
- 18% and 33% of firms expect falling revenues and profits in 2017 respectively
- For 2018, 90% of firms expect top-line growth, while 63% expect profit growth
- Collecting receivables is a problem for 45% of surveyed firms in this sector

CONTACT FOR FURTHER INFORMATION:

Commercial relations:



Danish Agriculture
& Food Council

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Embassy of Denmark in Nigeria



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PRICE

The total price for participation in the Nigeria trade delegation to Abuja is **DKK 8.500** excl. flight, hotel and VAT per company.

HOTEL & TRAVEL INFORMATION

We recommend flights and hotels approved by the Danish Embassy. To enhance networking and keeping security in mind we suggest staying together at one hotel.

Please contact BCD Travel by e-mail: delegation@bcdme.com

The price is calculated based on 6 participating companies and an expected subsidy from the Trade Council of Denmark (25% SME participation). If the subsidy is not obtained, and/or the number of participating companies changes, we reserve the right to offer you participation at a different price. Should this result in a higher price than quoted above for the basic package, you have the right to cancel your participation. Other expenses not mentioned above are at own expense including flights and hotel.

HOW TO REGISTER

Please submit attached registration form by e-mail to Eva Friis Mortensen emo@lf.dk or Susanne Z. Teilmann, szt@lf.dk, +45 20457626

No later than Friday 8 September 2017

BINDING REGISTRATION

Participate in the official Danish Trade Delegation to Nigeria, Abuja 26-27 November 2017

We hereby register for participation in the event as described in the invitation:

The total price for participation in Nigeria is DKK 8.500 excl. flight, hotel and VAT per company

NOTE:

The price is calculated based on 6 participating companies and an expected subsidy from the Trade Council of Denmark (25% SME participation).

Company _____

Address _____

Postal Code _____ City _____

Danish CVR number _____

Contact person _____

Title _____

Direct telephone _____

E-mail _____

Date, signature & firma stempel _____

Please return the completed registration form to Danish Agriculture & Food Council to Eva Friis Mortensen, emo@lf.dk or Susanne Z. Teilmann, szt@lf.dk

No later than FRIDAY 8 September 2017

Registration is made in accordance with DAFC's terms of participation (attached)



Conditions for participation in export promotion events under the auspices of the Danish Agriculture & Food Council – DAFC, 25 November 2013

1. Basis of the agreement/contract

The contractual basis for participation in a collective export promotion event under the auspices of DAFC is comprised by:

- 1) a binding registration form filled in and signed by a duly authorised representative of the company, and
- 2) these present general conditions for participation.

2. Conditions for participation

The extent and conditions of participation as well as the services to be provided by DAFC are laid out in the presentation material sent, which includes a description of the practical implementation of the export promotion event. By signing the binding registration form, participating companies give their approval of the presentation material sent and of the prices, conditions and provisions described therein.

DAFC is under obligation to supply the services described in the presentation material. The participating companies are obligated to comply with the conditions for planning and implementing the export promotion event described in the material, including meeting the deadlines given for sending in material etc. to DAFC.

DAFC's handling of services is conditional on not being delayed or prevented by *force majeure*, including but not limited to war, lockout, strikes, civil commotion, natural disasters or other circumstances beyond the control of DAFC. If an export promotion event is cancelled on one or more of the above grounds, the companies registered are under an obligation to pay their share of costs already defrayed during preparation, insofar as these costs cannot be covered by co-financing via export promotion funds.

3. Financial conditions

By returning the binding registration form, the company commits itself to paying the cost indicated for participating in the export promotion event. DAFC' cost calculations (see material sent) are based on a minimum number of participants. Should this minimum number of participants not register, DAFC reserves the right to cancel the event or send out revised material containing new prices, which will form the basis for the possible implementation of the promotion with a reduced number of participants. DAFC reserves the right to adjust the prices given to follow changes in exchange rates, in the event of increases in rental for the premises, and in the event of higher prices due to common decisions about changing and expanding the event relative to the original material sent out.

4. Invoicing

Unless otherwise agreed, invoices will be issued as follows: 1) 100% on account with binding registration, 2) final invoice when the event is over and after all costs, such as any extra services agreed upon, are included. In the event that DAFC' terms of payment are not met, DAFC reserves the right to consider the agreement repudiated in accordance with section 6. If the invoices issued are not paid by the deadlines set, DAFC is entitled to add interest to the amounts due at the prevailing rate for overdraft facilities as of the expiration of the deadline for payment.

5. Co-financing

In the event that co-financing can be expected via general export promotion funds, the representation material sent will indicate that co-financing will be applied for by DAFC. Participating companies are obligated to provide the necessary documentation and other information relevant to co-financing of the export promotion event.

6. Cancelling the agreement

Registering for an export promotion event is binding once the registration form has been filled in and sent to DAFC. Thus DAFC has a claim on the price agreed regardless of whether the company subsequently cancels or reduces its participation. In cases of co-financed promotion, the company's registration is conditional on whether co-financing is granted.

7. Transport and insurance

Unless otherwise agreed with DAFC, participating companies are charged with buying their own necessary insurance for their own employees and own goods, exhibition and information materials, covering damage incurred in transit or while the event is being held.

8. Venue

In the event of any dispute or controversy between the parties regarding the interpretation or construction of the conditions for participation or an alleged breach of contract by either party to this Agreement, such dispute or controversy shall be settled by arbitration.