



PIONEER STATUS INCENTIVE (PSI)

PROJECT PRESENTATION GUIDELINES

FOR NEW APPLICATIONS

**NIGERIAN
INVESTMENT
PROMOTION
COMMISSION**

Each prospective applicant for PSI will be required to make a project presentation to NIPC.

The presentation should be no longer than **30 pages** and should cover all the topics below.

On the day of the project presentation, the company is required to bring along **12 hard copies of the presentation** and **a soft copy of the presentation on a flash drive.**

I. Company overview (5 mins)

- a. History
- b. Organizational, board, management and shareholding structure

II. Project overview (10 mins)

- a. Sector overview
- b. Sector opportunity
- c. Description of project
- d. Description of production / service delivery process
- e. Key competitors
- f. SWOT analysis
- g. Objectives for seeking PSI

III. Project impact (30 mins)

a. Economic diversity & growth

Discuss:

- how project will contribute to Nigeria's economic diversity and growth

b. Industrial & sectoral development

Discuss:

- how project will contribute to the growth of the industry and sector;
- state current percentage of local raw materials utilization

c. Employment

Discuss:

- state clearly
 - 5 years employment plans for Nigerians and foreigners at management
 - supervisory / technical, sales / administrative and
 - unskilled levels.
- state clearly:
 - % of Nigerians in full employment;

- % of Nigerians in Management positions;
- % of Nigerian staff remuneration to total staff remuneration.

d. Skills & technology transfer

Discuss:

- 5 years training plans
- % of Nigerian staff to be trained,
- training cost as a % of total emolument and
- indicate sources of technical know-how

e. Export development

If applicable, discuss:

- 5 year export development plans.
- if possible indicate:
 - export destinations, ,
 - % of export to total production,
 - % of export to total revenue and potential foreign exchange earnings

f. Import substitution

Discuss:

- raw materials used and sources.
- If applicable, discuss:
 - 5 year import substitution plans and
 - plans to develop the domestic value chain or backward integration

g. Sustainability plan

Discuss:

- host community development programme;
- existence of health, safety and environmental policies to mitigate occupational hazards;
- energy & resource – efficient manufacturing policies/ service processes
- what sustainable waste management programme is in place and
- compliance with governance policies, plans and codes

IV. Financial analysis (15 mins)

a. Project cost

specify total non-current tangible assets, amongst others

b. Financing

specify source and type e.g.

- debt / equity,
- local / foreign;
- total domestic direct Investment (DDI) and
- total foreign direct investment (FDI), amongst others

c. 5 years projected profit and loss, cash flow and balance sheet

d. 5 years projected tax savings and utilization

V. Q&A and any other business (30 mins)

Please note that failure to submit all information required will affect our ability to access your eligibility for the incentive

VERSION 2: 010118