



PIONEER STATUS INCENTIVE (PSI)

PROJECT PRESENTATION GUIDELINES

FOR EXTENSION APPLICATIONS

**NIGERIAN
INVESTMENT
PROMOTION
COMMISSION**

Each prospective applicant for PSI Extension 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. Changes to organisational, board, management and shareholding structure

II. Project overview (10 mins)

- a. Description of project
- b. Description of production / service delivery process
- c. SWOT analysis

III. Historical value add (10 mins)

- a. Benefits of PSI
- b. Performance
(3 years historical performance including output and financials)

IV. Project impact (25 mins)

- a. Economic diversity & growth
discuss how project has contributed and will continue to contribute to Nigeria's economic diversity and growth
- b. Industrial & sectoral development
discuss:
 - *how project has contributed and will continue to contribute to the growth of the industry and sector*
 - *% rate of expansion in the last three years*
 - *Capacity utilisation*
 - *% increase in capacity utilisation during PSI period*
 - *Backward integration undertaken*
- c. Employment
discuss 3-year:
 - *employment plans for Nigerians and foreigners at management, supervisory / technical, sales / administrative and unskilled levels*
 - *% increase of Nigerians in employment during PSI period*

- *% of Nigerians in full time employment*
- *% of Nigerians in Management position*
- *% of Nigerian staff remuneration to total remuneration*
- *% of Nigerians trained during the PSI period*
- *Training cost as % of total emolument*

d. Skills & technology transfer

discuss 3-year training plans and indicate sources technical know-how

e. Export development

if applicable, discuss:

- *3-year export development plans.*
- *If possible, indicate export destinations*
- *Estimate of foreign exchange earnings in 2-3 years*
- *% of total production/ service exported*

f. Import substitution

discuss:

- *raw materials used and sources. If applicable,*
- *% of output relative to quantum of imports*
- *% increase in output over 3-5 years relative to imports*
- *3- year import substitution plans and any plans to develop the domestic value chain or backward integration)*

g. Sustainability plan

discuss:

- *Existence of HSE policies*
- *Energy & resource efficient manufacturing/service processes*
- *Sustainable waste management programme*
- *Compliance with corporate governance code.*

V. Financial analysis (10 mins)

a. Project cost

specify:

- *changes total non-current tangible assets, amongst others*

b. Financing

specify:

- *total domestic direct investment (DDI) and*
- *total foreign direct investment (FDI), amongst others*

c. 3-year projected:

- *profit and loss,*
- *cash flow and*
- *balance sheet*

d. 3 year projected tax savings and utilisation

VI. 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

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