



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO ITPO Germany Private Sector Mission to Nigeria

*Mobilizing sustainable technologies and
investments for the Nigerian market*

03 – 11 December 2023





UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

Organization:

**United Nations Industrial Development Organization (UNIDO)
Investment and Technology Promotion Office (ITPO) Germany**

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Organized by UNIDO ITPO Germany



ABOUT UNIDO ITPO GERMANY

UNIDO is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization and environmental sustainability. As part of the United Nations Industrial Development Organization (UNIDO), the Investment and Technology Promotion Office Germany (ITPO Germany) mobilizes and supports technology transfer, private sector investments and industrial cooperation with developing countries for sustainable, private sector-led economic development. Energy, agribusiness and food processing are key sectors of ITPO Germany, which encompasses sustainable production and resource efficiency in agriculture as well as renewable energy generation in order to protect the environment and save costs.

ITPO Germany was established in 2017 and is located at the UN Campus in Bonn, Germany. An additional office was opened in 2023 in Berlin. Through its Advisory Programme, ITPO Germany provides services to the private sector and governments on industry related issues by local advisors in target markets. ITPO Germany runs the programme since 2021 in three countries: Côte d'Ivoire, Nigeria and Sudan.

Working directly with the private sector, ITPO Germany provides:

- **Advisory services:** Scouting and promoting sustainable technologies and projects on the ground
- **ITPP:** Matching partners and investors at the Investment and Technology Promotion Platform (ITPP), managed by ITPO Germany
- **Delegate Programme:** Organizing delegation trips for private sector representatives from Africa to connect with partners in Europe
- **Private Sector Missions:** Organizing delegation trips for European companies to Africa to connect with partners on the continent



Fostering Private Sector cooperation between Europe and the biggest economy in Africa

ABOUT THE PRIVATE SECTOR MISSION

The mission aims at fostering sustainable industrial development in Nigeria, leading to job creation, energy savings, improvements in infrastructure and production processes in the agribusiness and food-processing sectors. Through various company visits in Lagos, Ogun and Oyo States and the capital city Abuja, participants gain insights into the needs of local food-processing companies and manufacturers. Further meetings include dedicated Free Trade Zones in the respective states, offering tailor-made packages and services for international investors. The mission will provide the opportunity to discuss technological solutions with decision makers in order to facilitate long-term cooperation between European and Nigerian companies.

Participants are German and international companies with innovative and sustainable solutions for food processing and clean energy. The selection of participants was based on the relevance and applicability of their technologies, their investment and business models and their capacity to promote inclusive and sustainable industrial development.

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ITPO Germany's Engagement in Nigeria

ITPO Germany has been targeting Nigeria as one of its key markets since it was established in 2017. As of 2021, ITPO Germany employs a National Advisor based in Lagos. With support of the Advisor, ITPO Germany mobilized a high number of delegates from Nigeria to various trade shows in Germany and Europe such as IFAT, Interpack or iba. To complement these efforts, German companies were provided with matchmaking opportunities and tailor-made consultancy through the support of the National Advisor. After preparing the Private Sector Mission to Nigeria on the ground in August, the ITPO Germany Team is keen to promote yet untapped business opportunities in order to foster economic growth in Nigeria and cooperation with Germany and European stakeholders.

Nigeria Market Overview

Nigeria is the biggest economy on the African continent and with more than 200 million inhabitants the most populous country in Africa. This number is expected to double until 2050 which is why the Nigerian consumer market has a high growth-potential in the future. The country is currently diversifying its economy as oil and gas are still the biggest contributors to its economy. Agribusiness, energy, health and sanitation, ICT (Information- and communications technology), infrastructure development as well as financial services are growing sectors. The important role of food-processing companies is based on the growing domestic market, leading to interesting business and investment opportunities to support sustainable industrial development and food security in the country.



Participating companies

Asantys Systems GmbH
BAE Batterien GmbH
(B) Energy GmbH
Bühler Nigeria Limited
DeFuTech UG
EMPO-NI off-grid solutions
EWIA Green Investments GmbH
Fosera Solarsystems GmbH & Co. KGaA
Freddy Hirsch Group Ltd. (VEMAG)
GEA West Africa Limited
Harvest Waste
Kowry Energy Services UG
MAN Energy Solutions
Robert Bosch Limited
SAP West Africa
SOLAR23 GmbH
Sustainable Energy Group (Pty) Ltd.
Syntegon Technology GmbH
Vita Pura GmbH
Wilo Pumps Nigeria Limited

Business Support Services

Delegation of German Industry and Commerce in Nigeria
VDMA



Asantys Systems GmbH

Nicolas Rohrer

Managing Director

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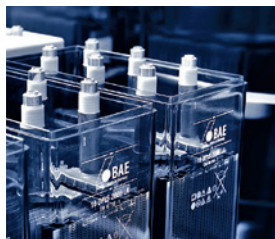
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Asantys Systems GmbH is a Germany-based 360° service provider for solar projects across Africa. As an EPC and system integrator, we provide turnkey solutions and acts as a one-stop shop for all kinds of solar projects. Our expertise extends to the Commercial and Industrial (C&I) sector, where we provide comprehensive and tailored solutions. We design and implement solar energy systems to power a diverse range of C&I facilities. From large cooperations to local businesses, non-profits, schools, religious institutions, and government agencies, we meet organisations' unique energy needs. One of our key focuses is on delivering financial savings to our C&I customers. Our team custom-designs efficient solar installations that incorporate energy storage systems for increased resilience and financial returns. Whether it's a rooftop array, ground-mounted installation, or carport solar system, we optimize each project to maximize energy savings. By partnering with Asantys Systems GmbH, businesses can not only significantly reduce their energy costs, but also showcase their sustainability efforts, attracting new customers and driving business growth in the rapidly evolving solar industry.





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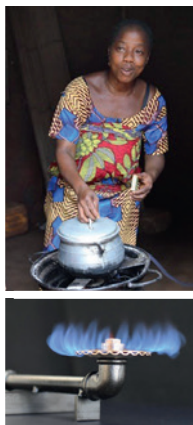
Since 1899 BAE stands synonym for proven reliability in the market for industrial lead batteries. Nowadays the core business is the production of reliable and sales of premium and sustainable lead batteries for stationary and renewable energy applications. BAE excels in its customer orientation and highest quality „Made in Germany“ is our hallmark.

Outstanding quality, highest reliability and sustainability are the core elements of the long-lasting proven success of our premium products and company philosophy.

BAE SECURA SOLAR - BATTERIES

BAE solar batteries are used in renewable energy applications such as photovoltaic power generation. They are used in hybrid applications as well as in stand-alone photovoltaic systems, which include a very wide range of sizes and application fields. So BAE solar batteries have been proven in industrial energy systems even under extreme conditions as well as in private households, e.g. to increase the content of self consumed solar PV energy.





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Katrin Pütz is the founder of (B)energy, a Germany-based biogas company specialized on domestic-scale systems. The company's mission is to make biogas technology accessible and affordable through an aid-free business approach. Particularly in regions where energy and environmental challenges are prevalent the technology has great potential to serve people with a clean and modern source of cooking energy.

Operating on four continents, (B)energy collaborates with local distributors to bring its innovative biogas solutions to market. With representatives in 10 African countries it is now time to make relevant connections in Nigeria.

(B)energy's biogas technology encompasses a semi-mobile biogas digester, biogas backpacks, and biogas stoves, designed for diverse applications in businesses, schools, households, and farms. The standout feature is the biogas backpack, which allows surplus gas to be sold, creating economic opportunities for users.

Due to the challenges faced by the private biogas sector in Africa, which is largely caused by uncoordinated development aid, Katrin, together with African partners, founded BiogasUnite. The initiative addresses widespread failures of biogas systems by establishing a Pan-African repair and maintenance service for biogas systems.





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Bühler Nigeria is a leading provider of grain and food processing equipment and offers full solutions for a wide range of applications including grain drying and storage, flour milling, rice milling, cocoa and chocolate processing, wafer and biscuit, pasta and noodles, feed, and aqua feed milling. Bühler Nigeria also offers solutions for ink and coating applications as well as flexible packaging systems. We are close to our customers with offices and service stations in Lagos and Kano.





DeFuTech UG

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DeFuTech helps close the digital divide by providing affordable wireless internet connection to hard-to-reach communities. Our easy-to-use solution takes the guesswork out of setting up complicated IT systems so you can bring the people you serve online, faster. Together, we can empower local populations with the technology and skills to create their own future.

We combine the quality of German technology with strategic and local consulting to ensure solutions are successfully deployed. By integrating applied research to test prototypes and market readiness, we continuously adapt our products to fit our customers' evolving needs. Our global contacts across industries allow us to source the necessary equipment to implement your project while considering the country context.

At DeFuTech, we believe connectivity is a basic human right. That's why our mission is to empower local communities to build their own future, both by bringing them online and giving them the skills to maintain their own internet connection. DeFuTech is a trusted partner to the Fraunhofer Institute, one of the largest applied research institutes in Europe, as well as organizations and internet service providers on four continents.





EMPO-NI off-grid solutions

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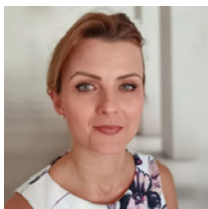
www.empo-ni.de

EMPO-NI off-grid solutions is specialized in development and production of PV-powered MPPT controlled solar equipment and systems for off-grid applications MADE IN GERMANY. EMPO-NI is extending its range of PV-solar powered, battery less motor drive solutions for productive use and robust battery charging equipment.

EMPO-NI's award winning solutions like the first solely PV-powered Solar oil press open new CO₂ neutral opportunities to fight poverty by reduction of post-harvest losses, creates local value chains and business models that unprecedentedly return their investment within a year

Our IP54 protected family of Solar Direct Drives („SDD“) drive all kinds of 3-phase induction motors up to 5,5kW. EMPO-NI has a wide range of submersible pump solutions based on our SDDs and offer them as a „kit“ SDD + pump, optimized hydraulic systems from 15m to 400m pump head and 0,37kW to 5,5kW of power.

Focussing on productive use our PV-powered robust MPPT PV- Solar Direct Drive kits easily replace existing motors in all kind of standard applications like grinders, compressors, hammer mills, blowers, milk machines, pelletizers etc. and make these PV-off-grid using a minimum of PV-panels only.





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EWIA Green Investments GmbH (EWIA) is a Munich-based investment company from Germany with offices in Munich and Accra. Through its subsidiary in Ghana, EWIA covers the energy and infrastructure sectors on the West African market.

Together with German and international investors and in cooperation with local technology partners in Ghana, EWIA offers fully financed solar power solutions & services for commercial and industrial (C&I) clients. These can be ground-mounted or rooftop systems and mini-grids.

EWIA plans, builds and operates the solar power plants, including regular maintenance & service and insurance of the plants. With its Solar as a Service (SaaS) solution, EWIA enables commercial and industrial (C&I) clients to produce their own solar power for a fixed monthly fee (flat rate). This enables customers to replace expensive grid power and even more expensive diesel generator power with cheap, clean solar power. Depending on the legal regulations, EWIA also offers Power Purchase Agreements (PPA) as a long-term electricity supply contract with the customer.

Other fields of activity of EWIA are the construction of infrastructure projects such as solar-powered mobile phone towers, solar-based automatic traffic monitoring systems and electrification of villages (off-grid systems).





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Fosera is a off grid solar company that designs and manufactures sustainable solar home systems, founded in 2011. Our headquarter is located in Ulm, Germany and our factory, where our systems are manufactured in Pathumthani, Thailand. With our German engineering team do we stand for reliable and long lasting systems.





**Freddy
Hirsch**

Driven by Sustainable Innovation™

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Represented by Freddy Hirsch Group, VEMAG Maschinenbau GmbH is one of the leading machine manufacturers for filling, portioning, dividing, forming and depositing doughs and masses with different consistencies. No matter if you are going to produce toast, rye or whole grain bread, pizza, cookies, hamburger buns, English Muffins, various batters, bars or gluten-free products – VEMAG Maschinenbau GmbH, Verden/Aller, Germany, has been developing and selling flexible solutions for bakery and confectionery manufacturers all over the world for many decades. The specialists offer a wide range of solutions for both small scale businesses and large bakeries as well as confectionery producers.





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GEA is one of the world's largest systems suppliers for the food, beverage and pharmaceutical sectors. Our portfolio includes machinery and plants as well as advanced process technology, components and comprehensive services. Used across diverse industries, they enhance the sustainability and efficiency of production processes globally.

GEA is active in the food, beverage, chemical, pharma, dairy processing, dairy farming and marine industries. Our portfolio includes machinery and plants as well as advanced process technology, components and comprehensive services. Our group structure is based on technologies and includes five divisions, each with leading market positions. The divisions are supported by central, regional and local functions.

Our business model has evolved significantly since our founding in 1881 as a metals trading company. Today, our five business divisions are supported by more than 18,000 dedicated employees located in 62 countries. GEA customers benefit from our global reach, extensive local presence.





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Harvest Waste develops, engineers, finances, owns and operates Waste-to-Energy plants around the world using our proprietary High Efficiency (HE) WtE technology. We turn residual municipal solid waste, which in many parts of the world still ends up untreated on landfills or worse openly dumped, into baseload renewable energy closing the loop of the circular economy. Using our unique HE technology, we can produce >30% more electricity than conventional WtE technology, improving the business case for investors and making WtE competitive to landfilling. We are providing a sustainable solution to treat end of life waste at the lowest cost to society, improving public health while creating local jobs.





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Kowry Energy is a sustainability-focused energy service provider with a mission to enhance energy access in Sub-Saharan Africa. Kowry offers customized solutions to local independent energy and is dedicated to industrializing energy access in Sub-Saharan Africa, thereby driving economic growth.

Our primary focus is on conceptualizing, financing, procuring, and delivering scalable hybrid energy systems. We work with internationally renowned technology providers to provide reliable energy access fast, ensuring optimal performance for small and medium-sized enterprises, as well as communities.

We actively build, support, and foster long-term partnerships and alliances, all working harmoniously towards a shared goal of sustainable energy access.





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MAN Energy Solutions is leading the way in advanced engineering for more than 250 years. We provide a unique portfolio of technologies and address tomorrow's challenges within the following sectors:

Marine: We offer alternative drive technologies, including hybrid drives, and exhaust gas treatment systems in order to further reduce the environmental impact of shipping traffic.

Energy: Offering our customers sustainable power solutions from a single source – combining thermal power plants, renewables and energy storage solutions. Smart energy management systems use the energy sources that are most economical and environmentally friendly.

Industrial: Offering reliable and efficient turbomachinery solutions for a wide-range of industrial applications. From oil & gas to process industries – we make sure that resources are produced and used in the most sustainable and efficient way.

Headquartered in Germany, MAN Energy Solutions employs some 14,000 people at over 120 sites globally.





BOSCH

Invented for life

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Bosch has been present in West Africa with offices in Nigeria, since 2014 and since 2015 in Ghana, operating a sales, marketing, and service organization, covering all its four business sectors namely, Bosch Mobility, Industrial Technology (Drive and Control Technology), Consumer Goods (Power tools, Household appliances), and Energy and Building Technologies (Building Technology and Home Comfort).

The company focus on catering to demand in the food processing as well as energy and infrastructure industries – working closely with local partners to ensure the best possible customer benefit and, on a larger scale.





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SAP is the world's largest provider of enterprise application software and was founded on April 1, 1972. In Walldorf, Germany. SAP is market-share leader in Enterprise Resource planning (ERP). ERP is a modular software made to integrate the main functions of an organization's core business processes into a unified system.

SAP Nigeria was incorporated in 1998 and fully operational by 2000. Nowadays, 94% of the world's 500 largest companies are SAP customers.





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SOLAR23 with headquarters in Ulm / Germany, is a German leading provider of complete solar power solutions and a globally active company with partners worldwide. As a turnkey solution provider with over 20 years' experience, we can proudly look back on our success stories and established reputation as a reliable partner and specialist within the solar power industry. In order to solve the challenges of today's world you need tailor-made, high quality solutions focusing on efficiency & sustainability.

As a pioneer in terms of design technology, sales, installation and development of eco-friendly photovoltaic systems.

SOLAR23 specializes in: rural electrification, solar street lighting, grid and off-grid connected photovoltaic systems, power supply for telecommunications, solar water pumping, village power supply, health facility and hospital power solutions, solar water heating, solar refrigeration, vaccine and medical refrigeration.





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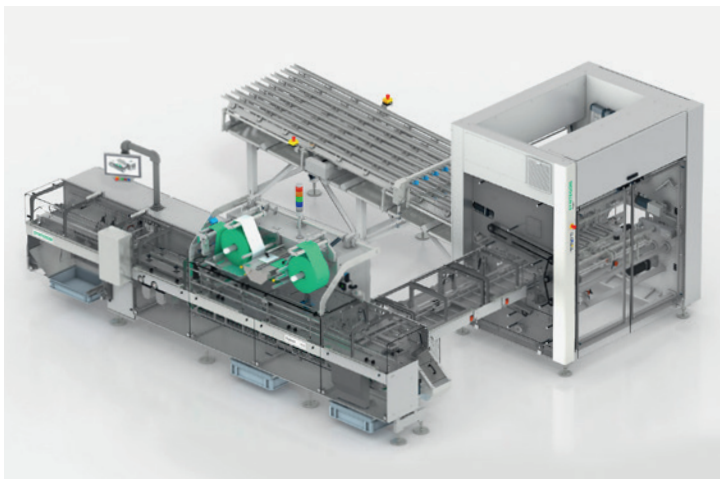
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SustainGroup is a leading African clean energy equipment and operations company mastering niche technologies such as biogas, landfill gas, off-grid solar, battery storage and others. The SustainGroup's brands integrate complex, clean energy technology in rugged packages, ensure turn-key delivery and provide operations and service supported by financing solutions.





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Welcome to Syntegon. We are your reliable partner for processing and packaging technology in the pharmaceutical and food industry. We draw on 160 years of experience as a processing and packaging machine manufacturer with a global presence of more than 35 locations. Our vision: intelligent and sustainable solutions for everyone. Whether you require individual machines, automated systems, or services: we offer you tailor-made solutions for your requirements. Syntegon sets standards in packaging innovations, providing you with reliable production processes for high-quality results.





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Vita Pura is a leading importer and processor of high-quality nuts and dried fruits. With an excellent network of partners in the European food industry and retail, Vita Pura aims to develop new partnerships with West African producers of cashew nuts and tropical fruits. With a strong focus on sustainability and healthy nutrition, Vita Pura is also interested in working with local partners to develop nutritious products for the local market.

We go beyond by innovating technologies to extract the utmost value from nature for our food, particularly in the face of scarcity, creating added value. Vita Pura takes food trends, innovations, and taste experiences and adapts them to modern nutrition. We are proud to provide added value to our stakeholders while maintaining excellent quality, social, and environmental standards.





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The Wilo Group is one of the world's leading premium providers of pumps and pump systems for the building services, water management and industrial sectors with around 8,000 employees worldwide. As a solution provider in the pump industry, we have our production plants in over 8 countries across the world to cater to various pump needs of our customers across the globe with our highly efficient and sustainable solution. Wilo SE started its foray into the Nigerian market in 2010. As part of its drive to put the premium pump manufacturer in the Nigerian map, a subsidiary was set up in 2013, with the name Wilo Pumps Nigeria Limited. In 2016, Wilo Pumps Nigeria Limited became a full fledge subsidiary with her 200 square meters warehouse stocked with pumps to cater to customers' pump needs and a team of professionals to manage its affairs cutting across presales, sales and after-market services in Nigeria and across some West African countries. Some of our products include pumps needed for Heating, Air-Conditioning & Cooling, Electric/Solar Powered Borehole Pump for Agriculture/Household Application, Transfer Pumps for Irrigation/Water Supply, Fire Pump for Industry/Commercial Buildings, Pressure Boosting System, Vertical Line Shaft, Sewage/ Drainage Pump, Circulator Pump, Mixers, Aerator and High flow pumps - End Suction, Split Case, Vertical Turbine pumps etc.



Delegation der Deutschen
Wirtschaft in Nigeria
Delegation of German Industry
and Commerce in Nigeria

Delegation of German Industry and Commerce in Nigeria

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The Delegation of German Industry and Commerce in Nigeria (AHK Nigeria) is part of the worldwide network of German Chambers of Commerce (AHK's) in 140 locations in 92 countries abroad, set up by the DIHK. (German Chamber of Commerce and Industry). Established in 1981, the Delegation of German Industry and Commerce in Nigeria together with its commercial affiliate, DGIC International Business Services Ltd. promote bilateral trade relations between Germany and Nigeria.

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on the basis of a decision
by the German Bundestag





VDMA

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VDMA is the largest network organization and an important voice for the machinery and equipment manufacturing industry in Germany and Europe. The association represents the common economic, technical and scientific interests of this unique and diverse industry.

With its broad based organizational structure and the know-how of more than 500 employees worldwide, VDMA is able to offer a wide range of services and benefits to its 3,600 member companies.

Since its founding in 2014 the VDMA initiative “Skilled workers for Africa” has put a focus on the demand of many countries of Sub-Saharan Africa for skilled workers, especially in the mechanical and plant engineering sector. By setting up training centers in collaboration with local partners, VDMA is helping its member companies and their customers in the countries to build up the necessary local capacities for operating, servicing and repairs of high efficient and complex machines and equipment.



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO INVESTMENT AND TECHNOLOGY PROMOTION OFFICE GERMANY

Innovative technologies, projects and
financing solutions



itpo-germany.org

ITPO Germany Website



itpp-germany.org

Investment and Technology Promotion Platform

Driving sustainable industrial development
in emerging markets



Renewable Energy



Environmental
Technologies



Agribusiness



Health & Sanitation



Manufacturing



Infrastructure &
Affordable Housing



Energy Efficiency



Natural Resources
& Mining



Mobility



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