

ASSISTANCE SUPPORT SERVICES (Case Scenario)

The agency's actions demonstrate a comprehensive "assistance" service model, which is critical for attracting and retaining Foreign Direct Investment (FDI). The support provided can be categorized into several key areas:

1. Business Registration and Regulatory Compliance (The Foundation)

Challenge: Navigating a foreign country's bureaucratic and legal system is a primary hurdle for investors.

Action: The agency provided hands-on guidance to transition the company from its foreign entity (DHINAT GLOBAL INVESTMENT COMPANY) to a legally compliant Nigerian entity registered with the Corporate Affairs Commission (CAC) — DHINAT GLOBAL VENTURES LIMITED (RC: Zamfara-registered).

Impact: This is the most fundamental step. It legitimizes the business, allows it to open bank accounts, sign contracts, and operate within the Nigerian legal framework. Dhinat Global Ventures Ltd, now duly incorporated in Nigeria and operating from Gusau, Zamfara State, serves as a testament to ZIPA's capacity to hand-hold investors through this critical gateway. The agency acted as a trusted intermediary, simplifying a process that would otherwise have taken months of independent navigation.

2. Market Intelligence and Risk Mitigation (The Strategy)

Challenge: Investors lack deep local knowledge, leading to poor strategic decisions and misallocated capital.

Action: Guiding the investors to conduct comprehensive feasibility studies that specifically account for Zamfara's unique environment:

- **Local Environmental Factors:** Water access along the Sokoto River basin, land-use patterns, soil profiles suitable for large-scale agriculture and agro-processing, and climate variability across Zamfara's three senatorial districts.
- **Political Factors:** State government stability under the current administration of Governor Dauda Lawal, alignment with the Six-Point Rescue Agenda (Security, Agriculture, Healthcare, Education, Infrastructure, and Social Empowerment), and community leadership relations.

- **Business Factors:** Supply chain logistics, availability of skilled and semi-skilled labour in Gusau and surrounding LGAs, local market demand, and the competitive landscape for infrastructure and trading.
- **Other Factors:** Cultural norms and religious sensitivities, the evolving security situation and government-led stabilization efforts, and existing infrastructure — including the under-construction Gusau International Airport, road networks, and the ongoing ₦25 billion water expansion project linking Gusau, Talata Mafara, Tsafe, and Kaura Namoda.

Impact: This moves the investor from a position of assumption to one of knowledge. A well-conducted feasibility study de-risks the investment and provides a data-driven roadmap for success, preventing costly mistakes and building long-term investor confidence in the Zamfara market.

3. Legal Stay and Personnel Logistics (The Enabler)

Challenge: Securing visas, work permits, and residency status for expatriate staff can be a prolonged and frustrating process that delays operational readiness.

Action: The agency did not merely provide instructions. We guided, linked the investors up with the Nigerian Immigration Service (NIS) at the Gusau Area Command, made active follow-ups on behalf of the company, and handled all necessary correspondence to facilitate the smooth processing of expatriate documentation.

Impact: This proactive advocacy is invaluable. It significantly speeds up the process, reduces stress for the investors, and ensures their key personnel can reside and work in Nigeria — specifically in Zamfara State — legally and without operational interruption. This is a key differentiator for us at ZIPA. The investor's team was operational on the ground in Gusau within a significantly shorter timeline than the national average for similar FDI transactions.

4. Asset Acquisition and Operational Setup (The Execution)

Challenge: Identifying and securing suitable land or property for business operations in an unfamiliar terrain is both time-consuming and risky without local guidance.

Action: Guiding the investors to secure the project site and procurement arrangements for the Ultra-Modern Market complex in Gusau — a flagship infrastructure investment at the heart of Zamfara State's commercial revitalization agenda. The project reflects Dhinat Global Ventures Ltd's interest in

large-scale infrastructure development and commercial facility management, aligning with Zamfara's strategic push to modernize its trading environment and attract regional commerce.

Impact: This provides the investors with a tangible asset and a physical base of operations from which to commence business. ZIPA's local knowledge directly connected the investor to a specific, high-potential opportunity that they would not have easily identified without a credible local partner — contributing to Gusau's emergence as a commercial and economic hub in the Northwest.

Overall Assessment and Value Proposition

At the Zamfara State Investment Promotion Agency, we consistently demonstrated an investor-centric approach. We moved beyond mere promotional activities to providing end-to-end support, functioning as a single point of contact and a dependable navigator for investors throughout the entire setup process — from initial inquiry to ground-breaking.

This type of service has a powerful ripple effect:

1. **Positive Experience:** Dhinat Global Ventures Ltd's experience is already becoming a reference point for other potential investors looking to enter Northwest Nigeria through Zamfara State.
2. **Job Creation:** Successful setup directly generates employment for the local population of Gusau and surrounding communities, contributing to the governor's economic agenda.
3. **Economic Diversification:** Investments in infrastructure and commercial real estate complement the state's core strengths in agriculture and solid minerals, broadening Zamfara's economic base beyond a single sector.
4. **Knowledge Transfer:** The project brings modern construction standards, facility management expertise, and commercial operational models that local businesses and government agencies can learn from and replicate.

Our Current Action Lines To Ensure Long-Term Success

To ensure this initial interest translates into a long-term, successful, and replicable investment, we:

- **Assign a Dedicated Relationship Manager:** A single point of contact within ZIPA for Dhinat Global Ventures Ltd to handle any future regulatory, operational, or expansion-related matters without delays.

- **Facilitate Community Integration:** Actively introduce the investors to local Emirate Council leadership, Gusau market traders' associations, and relevant LGA stakeholders to foster the community trust essential for sustainable operations in Zamfara.
- **Ongoing Monitoring:** Conduct periodic check-ins after project delivery to assist with any emerging issues related to utilities, property titling, expansion licensing, or further regulatory compliance.
- **Showcase the Success:** Once the Gusau Ultra-Modern Market is fully commissioned, leverage this investment as a flagship success story in ZIPA's investor marketing materials, at the Zamfara Economic and Investment Summit, and at national trade fairs — to attract further investment from similar infrastructure-focused firms domestically and from the international market.

Zamfara Investment Promotion Agency (ZIPA) | No. 1 Investment House, Gusau, Zamfara State, Nigeria | zitda@zamfara.gov.ng | 08166694590

APPENDIX







