

EU-Regional Business Forum - West Africa Corridors

Unlocking Investments along West Africa's Strategic Corridors

Forum d'affaires UE-régional – Corridors de l'Afrique de l'Ouest

Mobiliser des investissements sur les corridors stratégiques de l'Afrique de l'Ouest

SEALINK PROJECT – Connecting African Markets



Developing Freight Corridors for Inland Waterways
Operation & Coastal Trade Connectivity

**BEING A JOINT SEALINK PRESENTATION AT THE EU
BUSINESS FORUM**

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Why SEALINK Project?

The **Regional SEALINK Project** is a strategic partnership **led by NEXIM** with **PoABI as strategic partner**, working alongside key stakeholders to bridge critical logistics gaps and promote trade connectivity. It focuses on **two powerful trade corridors**:

Regional Coastal Trade Corridor – Boosting direct shipping links for intra-African trade under AfCFTA by:

Reducing logistics costs and transit times to strengthen Nigeria's trade competitiveness, thereby enhancing sustainable regional trade

Enabling trade efficiency under the AfCFTA regional market framework

Raising Nigeria's ranking in Liner Shipping Connectivity Index (LSCI) and its Logistics Performance Index (LPI)

Inland Waterways Freight Corridor – Transforming inland waterways into a navigable hinterland “trade highway” and enabling:

The restoration of moribund ports functionality

The expansion inland waterway operations for bulk commodities / perishables

The development of the lower River / Benue as a green freight and economic corridor, thereby supporting industrial port complexes development

In short: SEALINK is about connecting coasts and rivers, facilitating transport modal shifts, unlocking Nigeria's trade potential, and driving regional integration in line with Nigeria's National Integrated Infrastructure Master Plan (NIIMP)

Bridging Africa's Maritime Infrastructure Gaps



Why SEALINK Project?

The SEALINK Project being designed / implemented as a PPP framework **delivers lasting value** across Nigeria's coastal shipping and inland waterways by:

Boosting Logistics Efficiency – Reducing transport costs and transit times, thereby improving the World Bank LPI and ease of doing business rankings.

Powering Bulk Commodity Trade – Enabling cleaner, large-scale movement of minerals and agricultural goods via sea and river corridors.

Driving Economic Growth / Boosting Non-Oil Exports – Increasing the contribution of shipping and inland freight to GDP and strengthening Nigeria's AfCFTA trade readiness.

Attracting Private Investment – Opening investment opportunities in port, river terminal, and logistics infrastructure developments.

Enabling Cold Chain Solutions – Expanding end-to-end storage and transport to reduce post-harvest losses.

In essence: SEALINK is designed to integrate coasts and rivers into a single trade network — delivering a more cost-efficient, faster, greener, robust, and a more secure supply chain that will boost regional integration and enhance trade efficiency.

Transforming Maritime & Inland Waterway trade



Organizational Design: Sealink as a broad-based PPP framework has the public sector under the auspices of an SPV undertaking promotional, developmental and advocacy activities, while the private sector undertakes operational and commercial activities as Sealink consortium members.

Why SEALINK Project?

Facilitating the Transformation of Nigeria's Maritime Sector by:

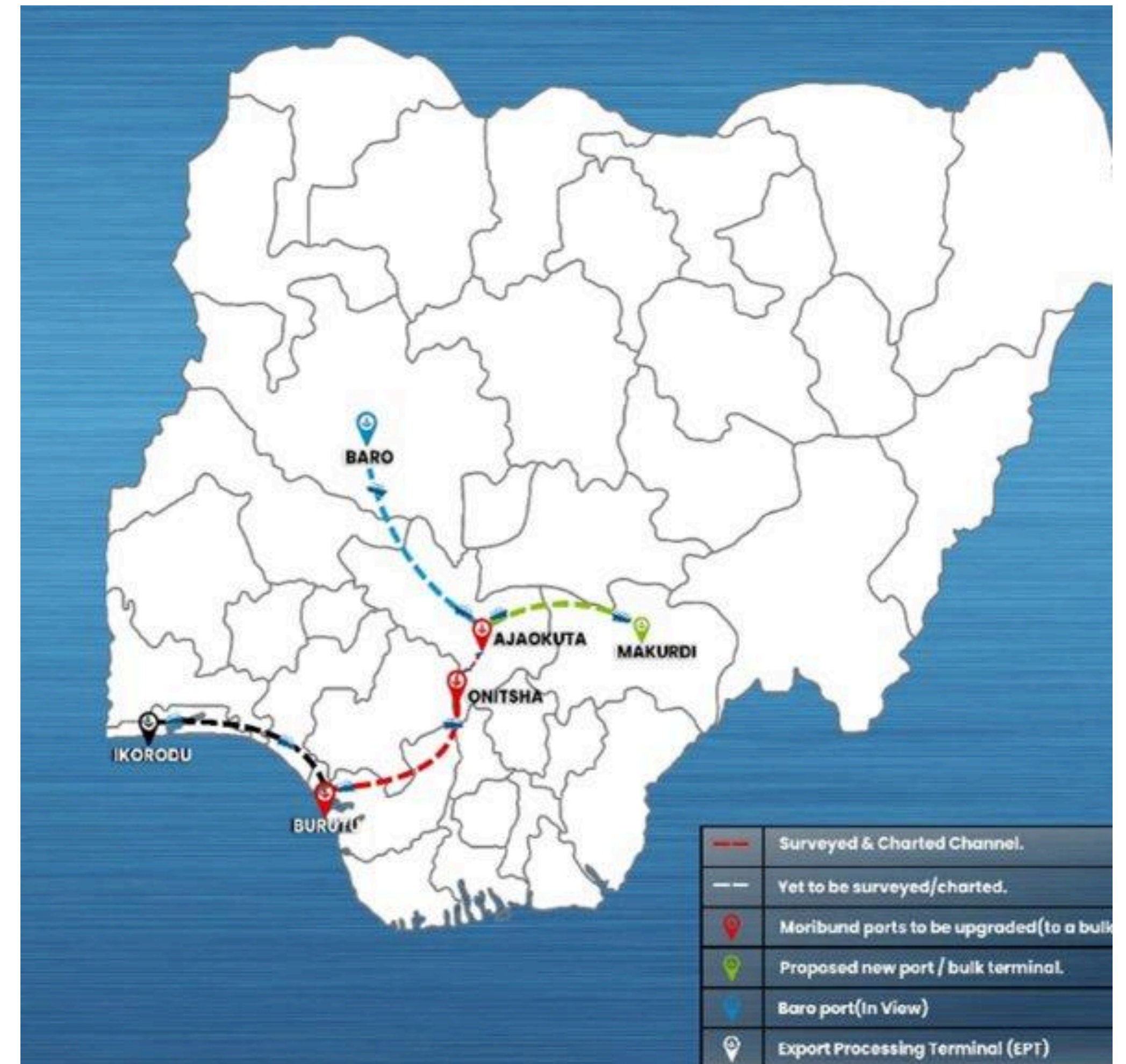
- ✓ **Attracting Investments** – To drive growth in maritime logistics / shipping infrastructure.
- ✓ **Employment & Training for Seafarers** – Providing opportunities for sea-time / practical experience, thereby building a skilled maritime workforce.
- ✓ **Enhancing Fiscal Revenue Potentials** – Expanding the scope of taxable economic activities in shipping / logistics services in the economy.
- ✓ **Growing the Nigerian Fleet & Ship Flag Registry** – Strengthening the national maritime identity and capacity.
- ✓ **Reactivating Moribund Ports** – Restoring functionality of Ajaokuta Port, Onitsha Port, Burutu Port and Ikorodu Port to decongest Lagos Ports.
- ✓ **Developing New Industrial Port Complexes & Terminals** – development of additional berths / dedicated terminals to boost annual cargo throughputs.
- ✓ **Promoting Modal Shift for Bulk Commodities Trade via Waterways** – Moves solid minerals / agricultural commodities by water, avoiding ~34,000 truck trips per 1M tonnes.
- ✓ **Creating a Green Freight Corridor** – Deployment of LNG/CNG-powered vessels in line with Nigeria's 2060 commitment to carbon neutrality goal.



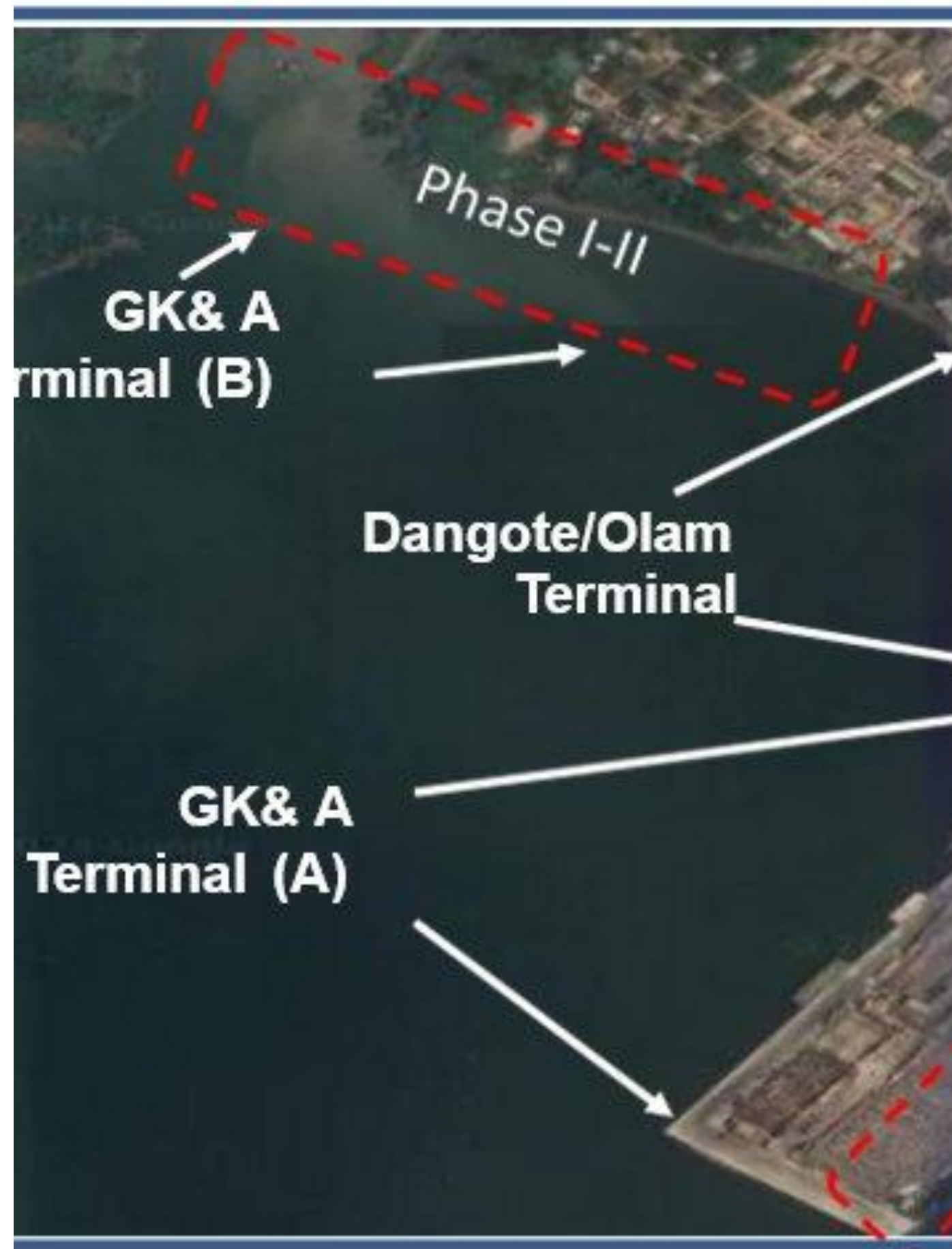
Implementation Phases

- **Core Focus** - Reactivating / modernizing key ports, terminals and jetties to create a fully operational Sealink freight corridor for inland / coastal trades.
- **Identified Strategic Partnerships / Platforms:**
- **Burutu Port** – A Sealink Consortium member platform
- **Ajaokuta Jetty** – A Sealink leased platform
- **Onitsha Port** – A concessioned platform identified for partnership
- **Ikorodu Terminal** – A Sealink Consortium member platform
- **Strategic Expansion:** Partnerships for new inland ports / dedicated terminals.
- **Implementation Framework and Strategic Engagements**
- **Navigable Channel Creation** – Shift freight from road to river.
- **Upgrade Dormant Assets** – Modernize Burutu, Ikorodu & Ajaokuta platforms to restore functionality.
- **Boost Bulk Trade** – Attract investment for berths and terminals.
- **Cold Chain Solutions** – Cold rooms & warehouses to broaden trade / reduce losses of perishable commodities
- **Logistics Hubs** – Creation of cargo consolidation & distribution centers.
- **Dockyard Services** – Inland maintenance and repair facilities.

Turning Dormant Assets into Thriving Trade Hubs



Implementation Phases



- **Burutu Port**
- Concessioning approval granted by the Government for brownfield port upgrade and greenfield port development. The proposed upgrade / development is being planned under a 3-phase implementation framework – Port upgrade, Port Expansion and new port development.
- The promoters are currently exploring investment partnership for renovation works and logistics equipment acquisition to commence Phase 1 upgrades.
- **Ajaokuta Jetty – A Sealink platform**
- Approval obtained for Sealink to operate the port under a renewable medium term lease arrangement. Port upgrades ongoing and over 85% completed. Pilot operations have skeletal commenced at the port. Sealink awaiting arrival of logistics equipment under a technical partnership framework.
- **Ikorodu Terminal**
- 2 –Phase implementation with the Phase 1 involving the upgrade of the terminal on the approved long term lease as well as acquisition of logistics handling equipment. Ongoing upgrade currently at over 70% completion.
- Phase 2 implementation would involve the development of the approved greenfield terminal and the securing of strategic project partners.

Implementation Phases

Progress

All regulatory approvals obtained / Technical and Operational Partnership negotiations ongoing for both Port and Dockyard services

Channel Surveyed / Charted:

Brownfield shallow port rehabilitation (6m draft).

Greenfield deep-water port construction (22.5m draft).

Partial renovation works and installation of cold chain systems

Sealink as sub-concessionaire in the revived port with dedicated berth operations for Sealink cargo and services.



Burutu Sea Port Project



Implementation Phases

- Progress
- **All regulatory approvals obtained / Technical and Operational Partnership** negotiations ongoing for one of Nigeria's largest terminal facilities for modern container shipping.
- Commencement of renovation / upgrade of facilities in collaboration with NPA / NCS
- **Negotiation ongoing for service offtakes with major shipping lines / cargo owners**
- **Sealink Consortium members arranging to deploy barges for lightering service within the Lagos Pilotage District**
- **Sealink to have a dedicated berthing operation** for its cargo to support inland operations for its hinterland clients.

Ikorodu Terminal



GK & A Terminal

Terminal A

Brownfield has a warehouse space of 6,040m² and paved stacking area of 8,871.10m²

Terminal B

Greenfield site approved for reclamation and port development

Implementation Phases

- **Progress**
- **All regulatory approvals obtained / Technical and Operational Partnership** negotiations ongoing for both Port and Dockyard services.
- **Navigation Channel Surveyed / Charted** with trial shipment being undertaken to confirm channel navigability / safety. Sealink' would operate as barge Operators, Owner / Developer / Lessor of new terminal facilities and direct management of port operations and infrastructure upgrades.
- **Port / Terminal Development**
- Brownfield Ajaokuta jetty being upgraded (over 85% completed), while awaiting deployment of logistics handling equipment.
- Waterfront acreages acquired for the development of Greenfield inland port / dedicated terminals as well as an industrial port complex.
- **Erection of warehouses / acquisition of cold chain systems**

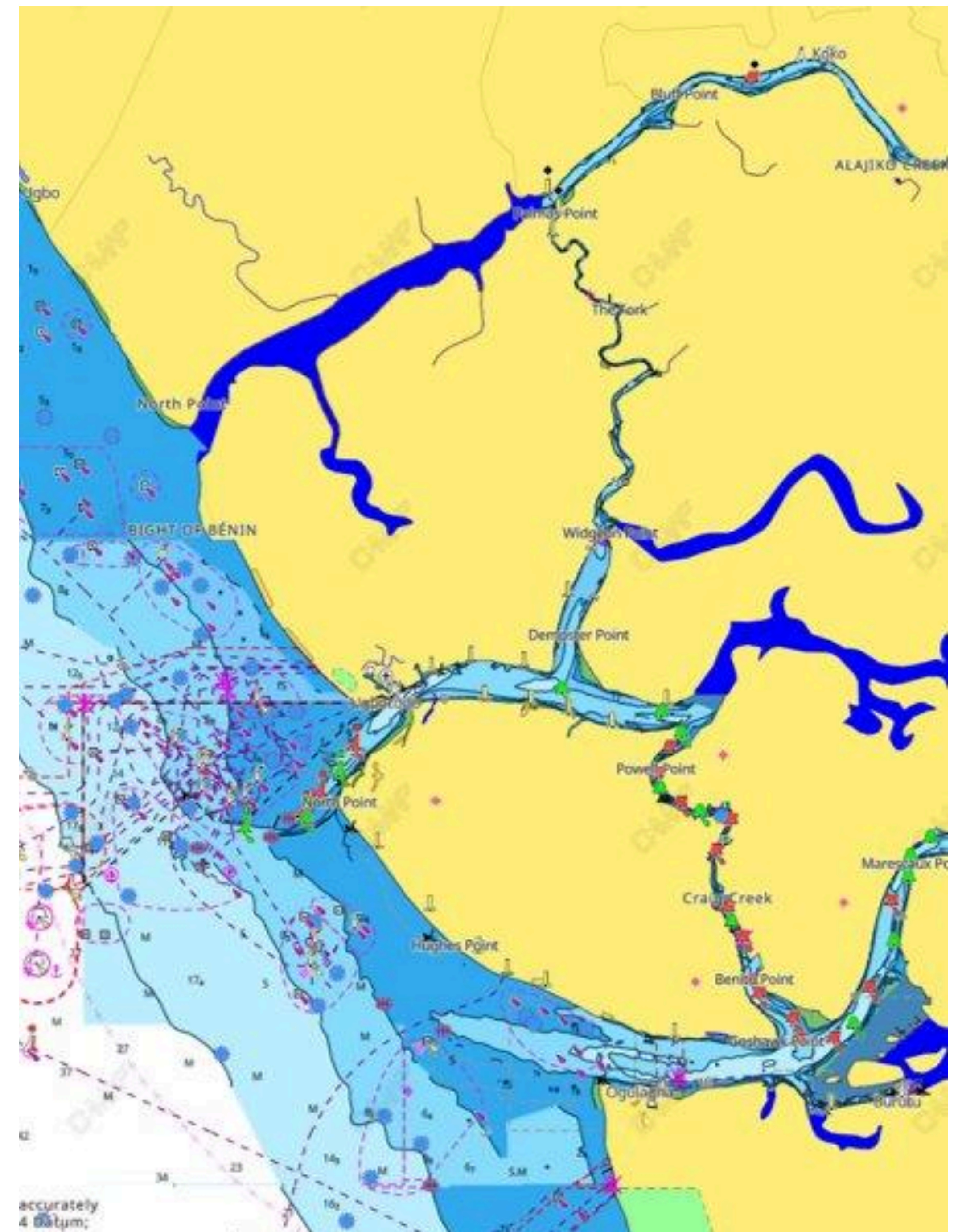


Ajaokuta Jetty

Technical needs

Building a Logistics Corridor / Trade Highway

- Besides the need for the execution of technical and strategic operations partnership framework, it is pertinent to have technical needs assessment of the entire scope of Sealink's inland and regional coastal operations. This would entail that the underlisted areas have to be evaluated towards developing a sustainable operational framework.
 - Navigational Safety
 - Operational Needs Assessment
 - Training Needs Analysis
 - Technology Needs Assessment
- Also, the following studies needs to be conducted / undertaken
 - Inland Waterway Connectivity Master Plan
 - Navigation Channel Improvement Study / Plan
 - Digitisation of Inland Barges operational plan



FINANCIAL / FUNDING NEEDS

Activity / Funding Estimates	(US\$)
Empty Containers – 40 ft / 20 ft	27,250, 000
Reefer Containers – 20 ft / 40 ft	4,750, 000
Subtotal	54,500,000
Phase 1 – Port Equipment	7,400,000

Activity / Funding Estimates	(US\$)
Empty Containers – 40 ft / 20 ft	27,250, 000
Reefer Containers – 20 ft / 40 ft	4,750, 000
Subtotal	54,500,000
Phase 1 – Port Equipment	7,400,000
Greenfield Port / Terminals Development	200,000,000
Subtotal	207,400,000

Activity / Funding Estimates	(US\$)
Brownfield Port – Expansion / Logistics Equipment	10,500,000
Greenfield Port Development	250,000,000
Total	260,500,000

	IRR	NPV
Burutu Port	17%	US\$295m
Ikorodu Port	19.4%	US\$487m

Areas for Collaboration / Partnership Support

Charting the future / Vision to Reality

Sealink as a Public-Private Partnership (PPP) special purpose vehicle and its various private sector consortium partners working strategically together to bridge logistics and maritime gaps are open to investment collaborative / transactional partnerships in the underlisted three areas

Investment Options

Options to be explored are, etc equity shareholding, joint ventures, debentures, build operate & transfer model (BOT/ DBOT), etc

Funding Options

- To support project Preparation of greenfield projects
- To support Promotional & Development activities of the SPV
- To support additional studies like inland waterway connectivity plan, Small-scale Aquaculture Development study, etc

Equity / Debenture Partnership

Grant Funding / Technical Assistance

Loans / Guarantees

Financing Options

Concessional Loans / Guarantees / Buyers' Credit / forfaiting / ECA Financing, etc

Burutu Port – Akewa Colmar Terminal

- a) Port Upgrade
- b) Logistics Handling Equipment
- c) Greenfield Port Development

Ikorodu Port – GK&A Terminal Ltd

- a) Port Upgrade / Logistics Handling
- b) Greenfield Terminal Development

Ajaokuta Ports / Terminals – Sealink Promotional Co. Ltd that will convert to Sealink Transnational Co. Plc

- a) Port / Terminal Development
- b) Logistics Handling Equipment
- c) Inland Barges
- d) Dockyard Service

Conclusions

