Invest in Ogun State
The Gateway State
Nigeria
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1.0 Overview
Ogun State – The Gateway State, in South-Western Nigeria is a major manufacturing hub with the largest concentration of industries in Nigeria.

Location and land mass

- **74% Arable land (1.2 million ha)**
  Only c.30% of arable land is under cultivation. Key crops include Cassava, Cocoa, Maize, Cotton, Oil Palm and Rice.

- **30% Contribution to National solid minerals production**
  Solid minerals are available in commercial quantities - Limestone, Bitumen, Phosphate, Granite, Silica Sand, Feldspar, Kaolin, Clay etc.

- **16,432 km²**
  Market size and access
  Bordering four states (Lagos, Ondo, Ibadan and Benin) with access to West African cluster markets of c.400m population; which makes the State a major logistics hub.

Next to Lagos State - the 5th largest economy in Africa

Borders Lagos from the South at major cities - Ipokia, Ijoko, Sagamu and Odogbolu.

Demography

- **7.2 million Population**

- **Gender**
  51% Female
  49% Male

- **Road network**
  The Gateway State - Strategic link to the Northern, Southern, Eastern regions of Nigeria.

- **70% Gas supplied through pipeline**
  65% of gas is used for industrial purposes.

- **Young and agile population mix**
  Abundant vibrant and competitive labour force.

- **0-15 years**
  48%

- **16-60 years**
  46%

- **Above 60 years**
  6%
Ogun State – The Gateway State

- Ogun State - The Gateway State, in South-Western Nigeria is a major manufacturing hub with the largest concentration of industries in Nigeria.

### Economic highlights

- **N553k (US$1,620)**
  - Per capita income

- **c.N450 billion (US$1.2bn)**
  - Annual budget
  - c.60% of the state budget is capital in nature which is line with global benchmark.

- **11 Industrial hubs**
  - Investment hubs mostly share resources, hence benefit from economies of scale.
  - Home to several global MNC’s, large local corporates

- **3 Free Trade Zones (FTZs)**
  - Highest number of FTZs in Nigeria - Olakola FTZ, Igbesa FTZ and Kojola FTZ.

### Others

- **1st Number of Tertiary institutions**
  - Highest number of tertiary institutions in Nigeria (23) with easy access to trainable labour.

- **477 Primary health centres**
  - Only 268 of the PHCs are operational with opportunity for investment in rehabilitation.

- **11 Industrial hubs**
  - Investment hubs mostly share resources, hence benefit from economies of scale.

- **3 Free Trade Zones (FTZs)**
  - Highest number of FTZs in Nigeria - Olakola FTZ, Igbesa FTZ and Kojola FTZ.

- **c.20 Tourist attractions**
  - Including Olumo rock, one of the most popular tourist destinations in Nigeria, located in the ancient city of Abeokuta.

- **World Bank Subnational Study on Ease of Doing Business Ranking**
  - For starting a business, out of 36 states in Nigeria and the Federal Capital Territory, Abuja.
• Similar to Lagos State - the commercial hub of Nigeria, and the 5th largest economy in Africa, Ogun has a well diversified portfolio. Key sectors - manufacturing, agriculture and trade jointly constitute c.65% of the states’ GNP value.

GNP contribution per sector

- Agriculture: 27.55%
- Mining & Quarrying: 7.03%
- Manufacturing: 12.94%
- Construction: 20.48%
- Trade: 28.21%
- Transport: 0.74%
- ICT: 0.73%
- Other Services: 2.33%
2.0
Why Ogun State?
## Ogun State – Case for Investment

### Location
- Ogun **borders** Lagos State to the South, Oyo and Osun States to the North, Ondo to the East and the Republic of Benin and African sub-continent to the West. The State also has a **road network link** from North to West, from West to East and West to South.

### Rich Arable Land
- The State has **large expanse of land for agricultural, industrial and commercial purpose**. It also has fertile land with 90% of its total landmass being arable land **suitable for Agriculture**, but only 30% of it is under cultivation.

### Industrial Hub
- Largest industrial zones in the country - the Ogun-Guandong Free Trade Zone located at Igbesa, Olokola Free Trade Zone and Kajola Free Trade Zones with **potential for value chain effect**. Ogun State is delivering three **Technology Incubation Centres** run in partnership with the Federal Government.

### Technological Hub
- Establishment of Technological Hubs in partnership with some global tech companies.

### Competitive labour costs
- One of the most competitive labour costs in Nigeria.
- Our **skilled labour force** offers a huge opportunity for investors and investments to thrive.

### Market size and access
- Closest in proximity to Lagos, that contributes over 60% of Nigeria’s GDP and is Africa’s 5th largest economy. The state benefits immensely from this proximity and is growing as an investment hub.
- The State offers **ready access to 181 million consumers in the Nigerian Market**, as well as consumers in the **West African Market**.

### Investment Promotion and Facilitation Agency
- The establishment of OgunInvest, the Investment Promotion Agency. The Agency will lead to the **coordination of all private sector investment activities**, act as a **one stop shop for investors** and enable an investor friendly business environment.
Ogun State – Policy Thrust

Reforms
- Land Reforms
- Energy Reforms
- Judicial Reforms
- Tax Reforms
- Financial Reforms
- Civil Service Reforms

Policies
- Governance Policy
- Agric Policy
- Industrialization Policy
- Fiscal Policy: Taxes, Revenue
- Land Policy
- Investment Policy
- Digital Policy
- Energy Policy
- Housing Policy

Partnerships
- Public-Private Partnerships (PPP)
- Development Partners
- Multilateral financial Institutions

Agencies
- Ogun State Public Works Agency (OGPWA)
- Investment Promotion Agency (Ogun Invest)
- Public-Private Partnerships (PPP) Office
- Enterprise Development Agency
- Bureau for Public Procurement
- Bureau of Statistics
- Fiscal Responsibility Commission
- Debt Management Office
- Bureau of Public Utilities

Initiatives
- Job Portal
- Tech Hubs
- Digital Transformation
- IPSAS Implementation
- SIFTAS Implementation
- Financing Plan
- Sector Delivery Units & Performance Measurement
- Security Trust Fund
- Youth Empowerment
- Tax Harmonization
- MTEF
In connection with the government’s commitment to boost investment across the state, several policy initiatives have been introduced including the following:

### Federal Government Incentives

- **One-stop-shop** to facilitate investments.
- **Industrial hubs for special services** and value chain optimisation.
- Indefinite utilisation of **Corporate Tax Losses**.
- **Unlimited repatriation** of foreign exchange earnings.
- **Special Economic zones:**
  - 100% foreign ownership of investment.
  - **Free transferability** of capital, profits and dividends by Foreign Investors.
  - **Tax holiday** for investment in identified industries/products approved as pioneer industry/product for a maximum period of 5 years.
  - **Duty-free, tax free** on import of raw materials for goods destined for re-export.
  - **Waiver on all import and export licenses**.
  - Waiver advantage on **expatriate quota** for companies operating in the Zones.

### Ogun State Government Incentives

- **Available land for allocation to interested investors** (Over 50,000 ha of land available for land clearing).
- Industrial hubs with available infrastructure (Power, Water and Security) for shared services, with potential synergies and value chain opportunities - 10,000ha of industrial hubs to be developed.
- **3 Licensed FTZs** (Largest number in Nigeria), including the Olokola FTZ which has the deepest shore in Nigeria and 2nd deepest shore in Africa).
- **Tax holiday** for FTZs.
- **Harmonised taxes**.
- **OgunInvest - One-stop shop** to facilitate entry/investors.
- **Rebates on select levies and charges**.
- **Rebates on land acquisition costs**.
- Availability of **tax credits**.

*FTZ – Free Trade Zones*
3.0 Sector opportunities
3.1 Agriculture
Overview of Key Sectors – Agriculture

AGRICULTURE

OVERVIEW

• The State’s high agricultural potential, location advantage to Lagos (Biggest consumer market in Nigeria) and other West African countries, as well as the recent signing of the AfCFTA agreement, positions her to becoming one of Nigeria’s agricultural powerhouses.

COMPETITIVE ADVANTAGE

• Industrial capabilities for food processing with access to human capital.
• 1.2 million ha of arable land.
• Easy access to market given its strategic location.

KEY STATISTICS

Demand and supply for key agricultural products

<table>
<thead>
<tr>
<th>Products</th>
<th>Annual demand (MT)</th>
<th>Current supply (MT)</th>
<th>Supply gap (Investment opportunity)</th>
<th>Hectares to cultivate deficit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maize</td>
<td>444,600</td>
<td>135,000</td>
<td>309,600</td>
<td>154,800</td>
</tr>
<tr>
<td>Cassava</td>
<td>300,900</td>
<td>85,200</td>
<td>215,700</td>
<td>10,785</td>
</tr>
<tr>
<td>Rice</td>
<td>257,000</td>
<td>60,000</td>
<td>197,000</td>
<td>130,000</td>
</tr>
<tr>
<td>Oil palm</td>
<td>206,050</td>
<td>94,000</td>
<td>112,050</td>
<td>24,900</td>
</tr>
<tr>
<td>Fish</td>
<td>67,200</td>
<td>35,486</td>
<td>31,714</td>
<td>793</td>
</tr>
<tr>
<td>Soybean</td>
<td>60,300</td>
<td>31,000</td>
<td>29,300</td>
<td>14,650</td>
</tr>
<tr>
<td>Cocoa</td>
<td>30,000</td>
<td>15,000</td>
<td>15,000</td>
<td>7,500</td>
</tr>
</tbody>
</table>

* AfCFTA - Africa Free Continental Trade Agreement
### Agriculture – Key Opportunities (1/3)

**High-level Opportunity Assessment Across the Agriculture Value Chain**

<table>
<thead>
<tr>
<th>Preparation</th>
<th>Crop farming</th>
<th>Livestock farming</th>
<th>Ranching</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pre-planting</strong></td>
<td><strong>Arable crops</strong></td>
<td><strong>Poultry</strong></td>
<td><strong>Ranching</strong></td>
</tr>
<tr>
<td>c.100,000 ha Available land for clearing</td>
<td>c.500,000 ha Available land for cultivation</td>
<td>Layers, Broilers</td>
<td>c.50,000 ha Available land for ranching</td>
</tr>
<tr>
<td>Land clearing</td>
<td>Arable crops</td>
<td>Poultry</td>
<td>Ranching</td>
</tr>
<tr>
<td>Stumping</td>
<td>Cash crops</td>
<td>Aquaculture</td>
<td>Storage</td>
</tr>
<tr>
<td>Seed preparation</td>
<td>Crop planting at the following locations:</td>
<td>Fish, Crab</td>
<td>Warehousing, Barn</td>
</tr>
<tr>
<td>Ploughing</td>
<td>– Oil palm: 300,000 ha.</td>
<td>Piggery</td>
<td>Meat processing</td>
</tr>
<tr>
<td>Stumping</td>
<td>– Cassava: 180,000 ha.</td>
<td>1st</td>
<td>Available land for clearing</td>
</tr>
<tr>
<td>Ploughing</td>
<td>– Cotton: 10,000 ha.</td>
<td>Largest poultry producer in Nigeria</td>
<td>Available land for ranching</td>
</tr>
<tr>
<td>Ridge</td>
<td>Steady supply of inputs for agro-processors.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Irrigation</td>
<td>• Sales/purchase of product/input.</td>
<td>• Current ecosystem de-risks the sector for all value chain actors.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Breed improvement.</td>
<td>• This ensures a steady supply of inputs for agro-processors.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Incubation and hatching.</td>
<td>• Agriculture hubs also ensure potential for value chain effect.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Egg collection and grading.</td>
<td>• Feed production.</td>
<td></td>
</tr>
</tbody>
</table>

**Opportunity**

- Land clearing in the following regions:
  - Ogun Central: 50,000 ha.
  - Ogun West: 25,000 ha.
  - Ogun East: 25,000 ha.

- Crop planting at the following locations:
  - Oil palm: 300,000 ha.
  - Cassava: 180,000 ha.
  - Cotton: 10,000 ha.

- Steady supply of inputs for agro-processors.
Agriculture – Key Opportunities (2/3)

Land clearing

• As part of the expansionary activities to drive agriculture in the State, opportunity exists for land clearing at the following locations:
  – **50,000 hectares** of Land at Ogun Central (Odeda/Obafemi-Owode).
  – **25,000 hectares** of Land at Ogun West (Imeko Afon).
  – **25,000 hectares** of Land at Ogun East (Ikene, Isara, Ijebu-Ode and Ijebu-Igbo).

Out growers/Off takers Agro-processing

• Cassava
  – Opportunities exist in the expansion of cassava production through increase in size of farmland cultivated and through the introduction of high yielding varieties.
  – Ogun State currently has over 30 cassava medium processing outfits and 5 large processing industries.
  – Land available for cassava planting is **180,000 hectares**.

• Oil palm
  – There are opportunities for joint Investment to rehabilitate State Owned Plantations - government plantations in Ipokia, Lomiro and Apoje and establish new ones.
  – Linkage to Existing Farmers - **646 registered oil palm farmers** are registered with the Ministry of Agriculture.
  – Land available for oil palm cultivation is **30,000 hectares**.

• Cotton
  – Best climate and soil to produce the best varieties of cotton preferred in the international market (**Samcott11, 12, 13**). Ogun State is the major producer of these varieties which are largely grown in Iwoye-Ketu, Imeko-Afon LG, Aworo, Pedepo in Yewa North LG and Imala in Abeokuta North LG of the State.
  – Land available for cotton planting is **10,000 hectares**.
### Ranching

- Ogun state currently **meets 20% of the meat needs of Lagos State**, with an opportunity to increase supply.
- The State has an enabling policy to support ranching:
  - Anti-grazing Bill and a Meat Traceability and Animal Identification Bill.
  - Promotion of investment into Quality Beef slaughter / processing facilities through PPP or direct investment.
- The opportunity for ranching in the State includes **management of existing facilities** at Lafenwa and Ogere and **Joint Investment on Green Field projects**:
  - Ogun West axis for cattle market, abattoir and meat processing.
  - Ogun Central axis for meat processing.
  - Ogun East axis for cattle market, and meat processing.

### Other opportunities

- Poultry farming - the State has the **highest commercial poultry rearing** (c. 4.5million birds) in the country. Investors are invited to consider Broiler production and in storage facilities for profit.
- Fish farming/ Aqua-culture – the State has the **largest production cluster** in the fish sector in Africa situated at Eriwe, Ijebu Ode.
- **Management of rice farms** in the state in a fully mechanized system: planting, routing management, harvesting and post-harvest. This would lead to reduction in costs of inputs and ensure more stable sourcing.
3.2 Healthcare
Overview of Key Sectors – Healthcare

HEALTHCARE

OVERVIEW

- With increasing demand for quality services, increasing middle class and huge outbound medical tourism, the private sector is responding through increased private-public partnerships in healthcare delivery.

COMPETITIVE ADVANTAGE

- Significant potential for import substitution which takes the form of outbound national medical tourism (US$500 million to US$1 billion annually).
- Projected market growth with CAGR of 16.2% from USD9 billion in 2013 to USD111 billion in 2030 for health related goods and services nationwide.

KEY STATISTICS

<table>
<thead>
<tr>
<th>Number of state government hospitals</th>
<th>Number of private health care facilities</th>
<th>Number of general practitioners (10 GPs per bed)</th>
</tr>
</thead>
<tbody>
<tr>
<td>40</td>
<td>352</td>
<td>119</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number of primary health care facilities (Only 268 PHCs are functional)</th>
<th>Number of tertiary health care facilities (1 private owned)</th>
</tr>
</thead>
<tbody>
<tr>
<td>477</td>
<td>2</td>
</tr>
</tbody>
</table>

VALUE CHAIN

Phase 1 Production
- Pharmaceuticals
- Equipment
- Devices

Phase 2 Primary
- Wholesalers
- Distributors
- Government

Phase 3 Providers
- Tertiary
- Specialist
- Government

Phase 4 Insurers
- Private
- UHC/NHIS

Phase 5 Payers
- Government
- Employers
- Individuals

SUPPORTING POLICIES

- Ogun State Health Sector Policy is aimed at:
  - Increasing Coverage - Primary Health Care is a priority. Making healthcare services accessible and as wide a reach as possible.
  - Funding - Leveraging innovations in health insurance and Fintech solutions.
  - Preventative Healthcare and Quality Assurance.
  - Develop the State as a Regional and National hub for Medical Tourism with an emphasis on a hub and spoke approach.
Healthcare – Key Opportunities

Public private partnerships

• **350-bed university teaching Hospital facility** with opportunities to contract on specific service delivery points.

• **250-bed hospital** situated in Abeokuta (Capital of Ogun State) equipped to provide Radiology Diagnostic, Laboratory, Accident and Emergency, Maternal & Childcare services, Oncology & Nephrology services, Surgical services and Outpatient Clinics.

Pharmaceutical opportunities

• Imports still remain key to meeting **growing local demand for medicines** in Nigeria.

• Nigeria’s imports of pharmaceutical products was **US$606.31 million** in 2018.

• The combined revenue base for the sector for Nigeria and Ghana is estimated to be **$3.12 billion in 2018** - representing a an average growth rate of **13.4% since 2003**.

• **Significant opportunity for Greenfield investment** for import substitution and to serve West African markets.

• Large deposits of resources required for the pharmaceutical industry - **Large deposits of Kaolin, Gypsum, Calcium, Mica and Tar sand**.

Other opportunities

• Conversion of the remnant of a moribund **Gateway pharmaceuticals to a medical equipment assembly plant** that is capable of supplying CT scanners as well as digital X-ray machines to the Nigerian and regional tertiary and secondary level hospitals.

• **Health Care Infrastructure rehabilitation** - opportunity to upgrade existing and develop Primary Healthcare Centres, given the high number of out of service PMCs (c.45% non-operational).
3.3 Infrastructure
## Overview of Key Sectors – Infrastructure

### Infrastructure

#### Overview
- The existing transportation system in the State is dominated by road transport which provides over 98% of the transport requirement. The road network in State is relatively good, as most places within the State can be accessed.

#### Competitive Advantage
- Opportunity to leverage existing National rail network in the establishment of a light-rail project.
- Opportunity to construct a link road to the Dangote Refinery and Lekki Free Trade Zone in Lagos State.
- Opportunity to plug demand-supply shortfall for power at existing residential and industrial hubs in OPIC estates.
- Opportunity to create a logistics hub by leveraging rail access at the proposed industrial park and dry port at Ewekoro.

### Key Statistics

<table>
<thead>
<tr>
<th>Component</th>
<th>Statistic</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Road</td>
<td>98%</td>
<td>Contribution to transport requirement</td>
</tr>
<tr>
<td>Rail</td>
<td>#1</td>
<td>Largest rail network in Nigeria</td>
</tr>
<tr>
<td>Power</td>
<td>45%</td>
<td>Current National Access Rate (Rural - 36% Urban -55%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2030 National target for universal assess</td>
</tr>
</tbody>
</table>

### Supporting Policies
- Establishment of Ogun State Public Works Agency.
- Commencement of the Energy Sector Reforms.
- Establishment of Ogun State Waste Management Agency.
- Establishment of Government Delivery Unit for Infrastructure.
Infrastructure – Key Opportunities (1/2)

**Light rail system**

- Opportunity exists to invest in an **electrified standard gauge rail line infrastructure** (“Ogun Rail” or “the Project”) in Ogun State, Nigeria.
- Ogun Rail is a **c.82km development running from Ijoko to Olodo**, with **c.9 rail stations**.
- Key investment considerations include **strong projected cashflows, tax free cashflows** through Pioneer Status Legislation and **improved quality of life** for Ogun State and other neighbouring states in Nigeria.

**Toll Roads At Strategic Locations**

- **19km Atan/Lusada/Agbara/Morogbo road**
  - The project is in a densely populated area due to its proximity to Lagos State and other international towns.
- **14km Epe/Ijebu-Ode road**
  - Ijebu-Ode is a boundary road between Lagos State and Ogun State. The road when completed would ease the challenges of transportation of goods and services along the corridor.
- **23km Sagamu/Ogijo/Ikorodu road**
  - This opportunity is to reconstruct the current road infrastructure. If reconstructed, it would provide access to several industrial factories and schools.
- **45km Abeokuta/Sango/Lagos Boundary**
  - This opportunity is to BOT and is in a urban community with a high population of traders.

**Power**

- **Independent Gas Power Plants** for Residential /Industrial Hubs with **power requirement** as follows:
  - Agbara Industrial Estate: **200MW**
  - Flourgate Estate: **50MW**
  - Ota: **50MW**
- Renewables energy for **community and industrial hubs** (10,000 ha of industrial hubs to be developed).
## Logistics

- Planned **sea port at Olokola Free Trade Zone**.
- Planned **cargo airport**.
- Development of a **2000ha industrial park and dry port** in Ewekoro, one of the proposed train stations for the National rail line.
- The light railway project would strategically **connect Ogun State to the national railway line** - the Lagos-Ibadan railway project - (which is near completion) at Ewekoro and Abeokuta location.
- The Project is expected make Ogun state a **strategic logistic hub** in Nigeria.

## Others

- Development of embedded/captive **Independent Power Plants** for Residential / Industrial Hubs / Estates developed by Ogun State Property Investment Corporation (OPIC) such as Makun City, Agbara Industrial Estates, Flourgate Estates etc.
- Development of a **2000ha industrial park and dry port** in Ewekoro, which is one of the proposed train stations for the National rail line.
- Development and operations of the Ogun State Water Corporation **4mw capacity power generating plant**.
- **Waste to wealth** programme.
- Development of **affordable mass housing** estates.
- Development of **logistics hubs**.
- Development of **mixed-use real estate**.
- Development of **shopping malls**.
3.4 Information, Communication and Technology
INFORMATION, COMMUNICATION AND TECHNOLOGY (ICT)

OVERVIEW
• Digital transformation is an overarching strategic focus for the State. This would enhance deployment of technology across various smart city initiatives.

COMPETITIVE ADVANTAGE
• Ogun State boasts of the largest technology hub in Nigeria.
• High mobile phone and internet adoption rate.
• Highest number of tertiary institutions in the Country.
• The awareness of the great possibilities provided by emerging trends in ICT is well entrenched in the youth population of Ogun State.
• Access to technology talent.

KEY STATISTICS

8.5 million
Mobile phone users
(1.2x population)

5.6 million
Internet users
(0.7x population)

36%
Cloud saturation
(Untapped potential of 67%)

1st
Highest number
of Tertiary Institutions
(Access to technology talent)

1st
Largest technology hub
in Nigeria

SUPPORTING POLICIES
• Ogun State IT policy was launched 2018 to fast-track the development of ICT in the State.
Business Process Outsourcing

- The global market for BPO, according the US research firm HfS, already has surpassed $300 billion and is growing at 5% per annum.
- With the largest population on the continent, favourable demographics (half of which is below the age of 25), English as the official language and the cultural proximity to serve clients in the Middle East, Africa, Europe and the USA, this amounts to a compelling proposition. Nigeria’s time zone, particularly suited to serving Europe, gives the country a major advantage over outsourcing destinations in Asia.
- The BPO sector is labour-intensive and ideally suited to the demographics of Ogun State, the propensity is to create a large numbers of jobs, of which 50% to 60% tend to be taken up by women.
- Since BPO tends to bring the jobs to where the people are, it can be delivered effectively from Ogun State.
- Advances in communication technologies have enabled operational functions to be performed remotely and this is effectively supported by the State’s infrastructure which includes a Fibre Optic broadband internet access.

Other opportunities

- Establishment of IT Training Centres for the training of students to become proficient in Information Technology.
- Establishment of IT Innovation Hubs where resources would meet with IT knowledge and skills.
- Provision of internet facilities across the State.
- Establishment of data centres given the unsaturated cloud market in the State.
- Provision of E-governance in order to drive the agenda of the State by providing new and innovative information systems which the State can integrate into existing systems in areas such as education, health, revenue generation.
- Delivery of Smart City Initiatives - Information Systems (hardware and software) etc. to drive the State and society in areas such as home management, waste management, transport system, and healthcare.
OGUN STATE
the Gateway State!
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