

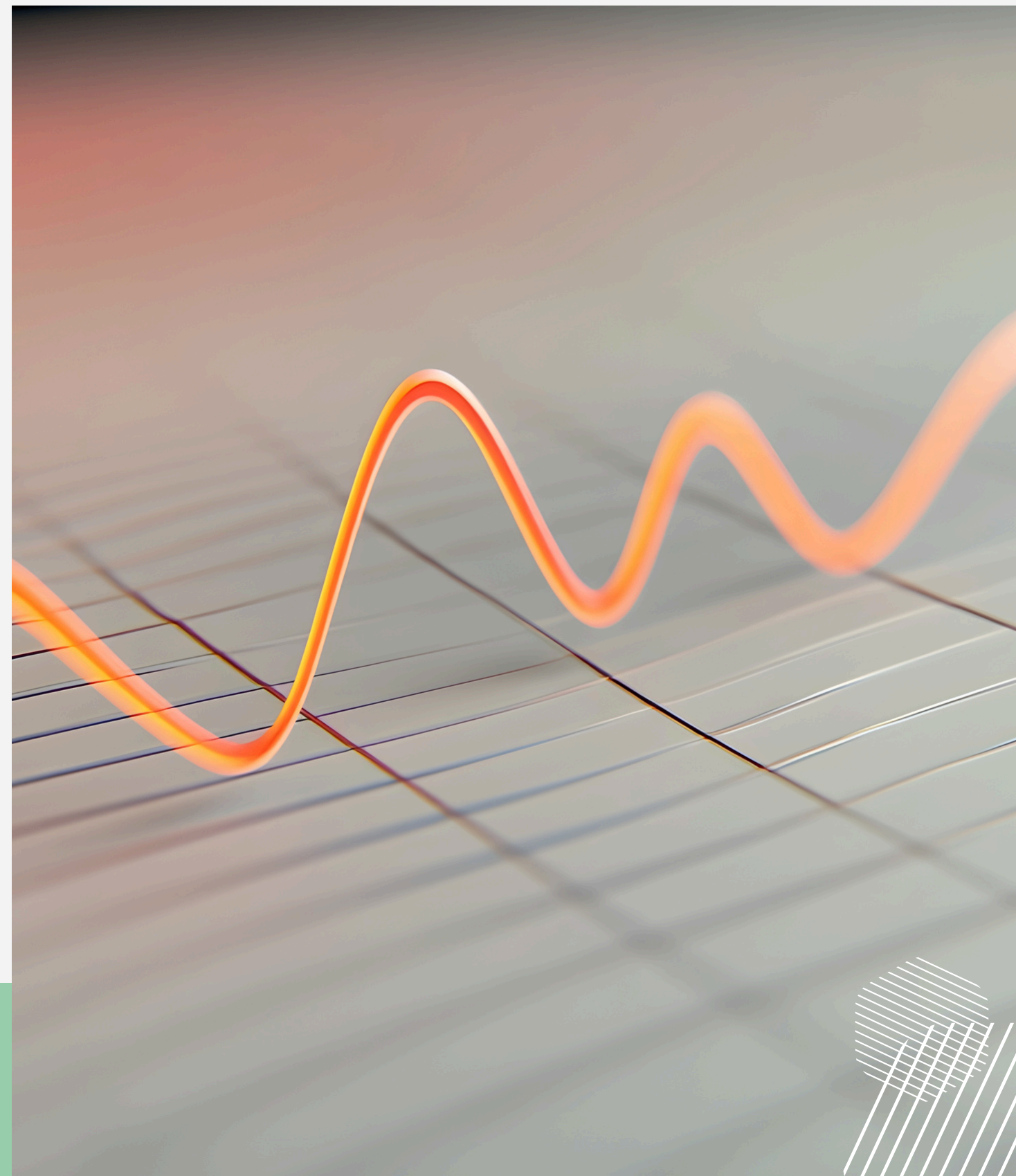


KWARA STATE AFTERCARE PROGRAMME

EXECUTIVE BRIEFING PRESENTATION

Presented by :
Kwara State Investment
Promotion Agency (KWIPA)

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1. OVERVIEW

Kwara State Investment Promotion Agency (KWIPA) implemented the Aftercare and Investor Retention Program in 2025 to support existing investors, resolve operational constraints, encourage reinvestment, and strengthen investor confidence across the State.

The Program was strategically structured around priority sectors to ensure alignment with Kwara State's economic development and transformation objectives. Throughout the reporting period, KWIPA actively engaged investors within key sectors, provided regulatory navigation and facilitation support, strengthened collaboration with public and private sector stakeholders, and promoted reform-oriented interventions to improve the overall investment environment.

Robust monitoring and follow-up mechanisms were deployed to track investor concerns and resolve a wide range of investor and MSME-related issues. This Executive Brief summarizes Program activities, outputs, outcomes, and overall impact for 2025.

2. INTRODUCTION

Aftercare and retention are critical pillars of an effective investment promotion strategy. While attracting new Foreign Direct Investment (FDI) and Domestic Direct Investment (DDI) remains important, sustaining and expanding existing investments is equally essential for inclusive economic growth, job creation, and long-term development.

The KWIPA Aftercare and Retention Program was therefore structured to provide continuous and targeted support to investors throughout the investment lifecycle. By proactively identifying investor needs, addressing operational challenges, and facilitating partnerships, the Program reinforced Kwara State's competitiveness as a credible destination for long-term investment.



3. PRIORITIZATION CRITERIA

To ensure efficient use of resources and maximize developmental outcomes, KWIPA applied clear prioritization criteria to identify investors eligible for targeted aftercare services.

3.1 Sectoral Relevance

Investors were prioritized based on alignment with Kwara State's strategic economic sectors and broader investment ecosystem.

Engagement covered stakeholders across manufacturing, MSMEs, finance, chambers of commerce, civil society, academia, ICT, and green economy actors.

Within the ICT sector, engagements focused on broadband expansion, protection of critical digital infrastructure under the Federal Government's Critical National Information Infrastructure (CNII) Order (2024), and investment incentives such as the State's waiver of right-of-way fees for telecom operators. Technical Working Groups (TWGs) comprising public and private sector representatives were constituted across ten priority sectors:

- Agriculture and Agro-Processing
- Solid Minerals
- Tourism and Hospitality
- Healthcare and Pharmaceuticals
- Education
- Light Manufacturing
- ICT
- Renewable Energy
- Transport and Logistics
- Green Economy

These TWGs helped define sector-specific aftercare priorities.

3.1 Sectoral Relevance

Investors were considered strategically relevant where their operations:

- Generated significant employment
- Demonstrated reinvestment or expansion potential
- Strengthened local value chains
- Had capacity for wider economic impacts

4. KEY SERVICES DELIVERED

The Program delivered the following targeted services:



Regulatory Navigation Support:

Guidance on state and federal regulatory requirements, compliance processes, and administrative procedures.



Permit Renewals and Expansion Support:

Facilitation of licence renewals, approvals, and expansion requests through engagement with relevant MDAs.



Strategic Linkages:

Connections with MDAs, suppliers, service providers, financial institutions, and domestic and international partners.



Investment Climate Advocacy:

Policy dialogue and stakeholder engagements on investment policy reforms, sector incentives, and ICT infrastructure protection.

These interventions strengthened policy coherence and reinforced Kwara State's commitment to a predictable and investor-friendly business environment.



5. KEY ACHIEVEMENTS (2025)

Program performance indicators included:



- Investors Supported: Approximately 4,950 MSMEs and investors received facilitation support.
- Issues Raised: Investor concerns relating to licensing, land access, and regulatory delays were documented.
- Issues Resolved: 100% of registered investor issues were resolved within the reporting period.
- Stakeholder Engagements: Four major ecosystem engagements were conducted, including PWD Investors Workshop, ICT Sector Roundtable, Green Economy Dialogue, and the Made-in-Kwara Business Carnival 1.0.

6. DATA AND INTELLIGENCE GATHERING

KWIPA convened targeted investors and ecosystem roundtables to generate actionable intelligence:

- PWD Investors Workshop: Addressed accessibility and inclusion barriers.
- ICT Sector Roundtable: Focused on broadband investment and regulatory challenges.
- Green Economy Dialogue: Explored renewable energy, sustainable agriculture, waste-to-value, and green technology opportunities.
- Ecosystem Forum: Informed priority investment needs and led to the organization of the Made-in-Kwara Business Carnival 1.0 (2–6 December 2025).

Insights informed aftercare interventions and strategic initiatives to enhance market access, visibility, and investor confidence.



7. SUPPORT RENDERED

Key interventions included:



Made-in-Kwara Trade Fair I 1.0:

A coordinated investment promotion and MSME development platform implemented with PLASMIDA, KWIPA, and development partners.



Investment Policy and Incentives Framework:

Development and validation of a State Investment Policy and New Investment Incentives through sector-based TWGs.



Project and Business Profiling:

Identification and preparation of investor-ready projects across hospitality, agro-processing, logistics, and industrial development sectors in collaboration with national and international partners.



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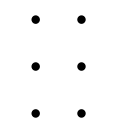
8. PERFORMANCE OUTCOMES (2025)

- Increased investor confidence
- Strengthened local value chains and job creation
- Improved regulatory efficiency
- Enhanced domestic and international investment collaboration



9. CONCLUSION

The 2025 KWIPA Aftercare and Retention Program delivered measurable results in supporting investors, resolving operational challenges, and strengthening Kwara State's investment ecosystem. Through strategic prioritization, responsive interventions, and effective partnerships, KWIPA reinforced Kwara State's position as a credible, competitive, and sustainable investment destination.





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