



BORNO STATE INVESTMENT PROMOTION
AGENCY

INVESTOR PROSPECTUS 2026

Borno: Build With Us

From recovery to returns. A State ready to build with the private sector, for its people and for prosperity.

Private Sector Investment Engagement for Durable Solutions · BWC Hotel, Lagos · 8–9 October 2026



A pivotal moment, and an open door

WELCOME TO INVESTORS

Borno State stands at a pivotal moment of transformation. Our government is fully committed to creating a secure, transparent, and investor-friendly environment. We welcome every partner ready to grow with us and share in the immense opportunities this State offers.



EXECUTIVE GOVERNOR

H.E. Prof. Babagana Umara Zulum



DIRECTOR GENERAL, BIPA

Hajiya Maryam Shehu

YOU ARE ALREADY HERE

Your products are already on our shelves.

Your networks already carry our calls. Your banks already serve our traders. Your trucks already run our roads.

Borno is not a market you need to discover. It is a market you already serve, from a distance. The next step is to **produce, process and hire here**, and share in the growth that comes with it.

We will not hide the risk. We will help you manage it.

What remains

- Pockets of insecurity, mainly in parts of the northern and border LGAs
- Some road corridors still need movement planning
- Higher insurance and logistics costs than in many other states

What has changed

- Maiduguri and major towns trade every day; markets are open
- Displaced communities are being resettled and rebuilt
- National brands, banks and traders keep doing business here

How we manage it together

- BIPA security liaison for every site and visit
- Phased entry: start in stable corridors, expand as conditions improve
- Trust Fund guarantees and first-loss cover to protect capital

Risk is real. So is the return, and early movers are already earning it.

A State with a plan, and a place in it for you

25 years

Development Framework

The long-term vision for diversifying Borno's economy across agriculture, industry, trade, human capital and infrastructure, with spatial priorities for all 27 LGAs.

10 years

Strategic Transformation

Turns the vision into phases, with targets for jobs, exports and investment, and puts durable solutions for displaced people at its centre.

For you

What it means

- Policy continuity beyond one term
- Priority sectors already named
- Public spending aligned with private projects

MARKET FUNDAMENTALS

Size, people and borders on your side

70,898

km², Nigeria's 3rd-largest state by land area

≈6.27m

people, a young and growing consumer market

27

LGAs across three investment corridors

3

neighbouring countries: Cameroon, Chad and Niger

A gateway, not a frontier. Maiduguri has served trans-Saharan Saharan trade for centuries and remains the distribution hub for hub for North-East Nigeria and the Lake Chad basin.

Demand is ahead of supply. Food, housing, power, health and finance are under-served, so first movers set the standard and the price.

Our displaced people are not a burden to manage. They are a workforce, a supplier base and a market.

Producers

Farmers, herders and fisherfolk with generations of skill, ready to supply your mills, abattoirs and cold stores.

Workers and makers

Masons, welders, tailors, mechanics, traders and food processors who can staff and supply your operations.

Customers

Households rebuilding their lives need homes, food, power, phones, finance and insurance, every month.

Support them to earn, and they buy, sell and build. Every resettled community is new supply and new demand.

Where business fits at every step



Government and humanitarian partners lead the early steps. **Private investment is what makes steps 3 to 5 last.**

Six ways to invest in IDP economic recovery

Window	What to build	How displaced people gain	Door
Housing and materials	Model housing estates, block and roofing plants	Jobs for returnee builders; homes to own	Invest · Partner
Agri value chains	Outgrower and offtake schemes: sesame, rice, maize, fish	Guaranteed buyers and inputs on credit	Invest · JV
Energy and water	Mini-grids, solar irrigation, pay-as-you-go solar	Power for homes, shops and farms	Invest · Partner
Skills to jobs	Employer-led TVET, apprenticeships, digital skills	Certified skills matched to real vacancies	Partner · CSR
Finance and insurance	Agent banking, microfinance, micro-insurance	Savings, credit and cover against shocks	Invest · Partner
Markets and distribution	Market stalls, aggregation centres, retail agents	Access to buyers and a stake in trade	Invest · CSR

BUSINESS MODELS

Good business and durable recovery can be the same deal

Outgrower and offtake

You secure raw materials at scale; returnee farmers and fisherfolk get a buyer, inputs and a fair price.

Supplier development

Buy locally from returnee enterprises; cut logistics costs and build loyal suppliers close to your plant.

Distribution networks

Recruit returnees as retail, agent-banking and mobile-money agents, and reach the last mile you cannot reach alone.

Shared-value CSR

Point CSR budgets at the skills, suppliers and communities your own business will depend on.

FOUR DOORS IN

Choose how you build with Borno

Invest

Own and run a commercial project.

The State brings: land, permits, incentives and aftercare.

Partner

Deliver public assets or services through a PPP.

The State brings: the revised PPP Policy, with provisions for durable solutions, and viability support.

Joint venture

Co-own with the State or a Borno enterprise.

The State brings: equity, land or or assets, and trusted local partners.

CSR

Fund livelihoods, skills and community assets.

The State brings: target communities, co-funding through the Trust Fund, and transparent reporting.

Capital with a safety net



Guarantees

Partial cover for lenders financing returnee enterprises and investors



First-loss cover

Absorbs early losses on blended deals, so private capital enters safely



Co-investment

Matching funds for projects that create jobs for displaced people



Pooled CSR

One trusted channel for social investment, with transparent reporting

Full structure presented by DynaVest West Africa during the forum.

Three corridors, three distinct plays

BORNO NORTH

Lake Chad and border markets

- Fish processing, ice and cold chain
- Irrigated onion, pepper and wheat
- Livestock markets and border logistics

BORNO CENTRAL

Maiduguri growth and services hub

- Wholesale, storage and last-mile distribution
- Construction materials and affordable housing
- Health, education, digital and solar mini-grids

BORNO SOUTH

Agri-industrial and minerals belt belt

- Sesame, groundnut, maize and sorghum processing
- Cattle fattening, feed, hides and skins
- Quarrying and mineral value addition

Start where it is stable, grow where it is opening: Central and South today; North as resettlement advances.

AGRICULTURE AND AGRO-INDUSTRY

Land, water and hands ready to work

7m ha

total land

1.5m ha

irrigable fadama

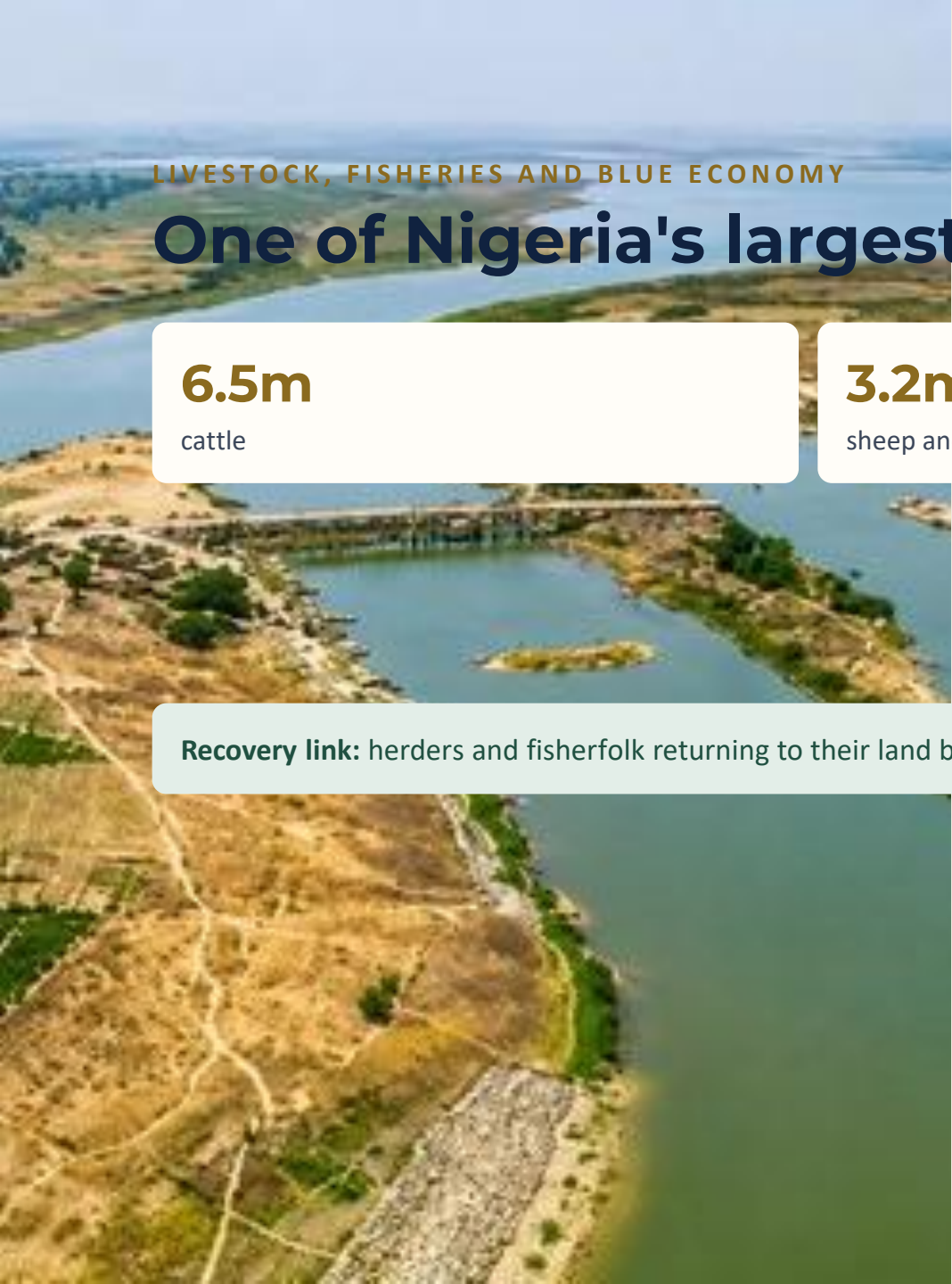
₦500bn+

output potential a year

- Processing: rice, flour, groundnut oil, sesame cleaning
- Solar irrigation, seed, mechanisation and inputs
- Storage, cold chain and commodity aggregation

Recovery link: outgrower schemes with returnee farmers give you supply and supply and give them income.





LIVESTOCK, FISHERIES AND BLUE ECONOMY

One of Nigeria's largest herds, and Lake Chad

6.5m

cattle

3.2m

sheep and goats

120k t

fish a year

- Feedlots, modern abattoirs and meat processing
- Hides and skins tanning, animal feed
- Fish smoking, ice plants, cold storage, aquaculture

Recovery link: herders and fisherfolk returning to their land become your steady suppliers.

SOLID MINERALS AND MANUFACTURING

Build the reconstruction with materials made in Borno

Mineral	Where (LGAs)	Used for
Limestone	Bama, Gwoza, Damboa	Cement
Kaolin	Biu, Kwaya Kusar, Shani	Ceramics, paint
Gypsum	Maiduguri, Jere, Konduga	Plaster, cement
Diatomite	Chibok, Askira/Uba	Filtration
Iron ore	Biu, Damboa	Steel

30+ commercially viable minerals; less than 5% currently exploited.

FLAGSHIP

Njimtillo Industrial Cluster

Serviced plots on the Maiduguri–Damaturu corridor for agro-processing, packaging, building materials and light manufacturing, with BIPA handling permits and utilities.

Recovery link: every resettled town needs cement, blocks, roofing and rods, and the workers to make them.

ENERGY, HEALTH, EDUCATION AND HOSPITALITY

Services people need, and will pay for

Opportunity	What it is	Model	Indicative scale
Rural mini-grids	Solar power for 500+ communities	Private / PPP	\$2–5m each
Utility-scale solar	50–100MW farms near Maiduguri	IPP	\$80–200m
General hospitals	200-bed hospitals in Bama, Monguno, Dikwa	PPP / BOT	\$20–50m each
Pharmaceutical plant	Essential drugs, IV fluids, consumables	Private	\$15–40m
Vocational centres	Industry-certified skills training	Private / Partner	[Scale TBC]
Eco-tourism	Biu Plateau eco-lodge, Lake Chad circuit	Private / JV	[Scale TBC]

OUR SIDE OF THE PARTNERSHIP

What Borno brings to the table

One-stop BIPA desk

One contact from first enquiry to aftercare

Land and sites

Serviced plots at Njimtillo and fast-tracked land titles

PPP framework

Revised PPP Policy with a dedicated section on durable solutions

Incentives

Support to access Pioneer Status and State incentives [confirm list]

Security coordination

Liaison for sites, staff movement and exploration teams

Ready projects

Packaged project fiches with data, sites and local partners

Six steps, one window, BIPA beside you

01

Enquiry

Sector briefs, data packs and first guidance

02

Matching

Your profile matched to LGA opportunities

03

Due diligence

Site visits, regulatory briefings, local partners partners

04

Approvals

Permits, land and incentives coordinated for you for you

05

Set-up

Recruitment, utilities and supply-chain links links

06

Aftercare

Problems solved fast; expansion supported

FROM THIS ROOM TO A DEAL

The next 90 days



We will follow up with every firm in this room. That is our commitment.

PARTNER WITH BIPA

Let's build Borno together.

Invest, partner, co-own or give. Whichever door you choose, we will walk through it with you.

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INVEST BORNO · BUILD VALUE · CREATE JOBS · CONNECT MARKETS

