The Association of German Chambers of Commerce and Industry (Deutscher Industrie- und Handelskammertag, DIHK) is the central organisation for German Chambers of Commerce Abroad (AHKs) and has representative offices at 140 locations in 92 countries worldwide. Thus, the DIHK represent the interests of millions of businesses around the globe.

The Delegation of German Industry and Commerce in Nigeria (AHK Nigeria) together with its commercial affiliate DGIC International Business Services Ltd. support German and Nigerian companies in fostering their business relations through their extensive network and expertise. Besides offering relevant B-2-B services, we also have Competences centres in Business Development, Energy and Environment, Skills Development and Innovation and Startups.

We are the Delegation of German Industry and Commerce in Nigeria and we are your partner!
Advisory support is an essential part of international business venture. Through our range of services, we provide necessary market entry support to German and Nigerian companies who are intending to introduce their products and services into the Nigerian and German market. We also provide support services to existing German businesses in Nigeria. When it comes to offering our services, bilateral trade promotion and investment relations are our key focus.

**OUR SERVICES AT A GLANCE**

- General Market Information
- Market survey
- Address and contact research
- Business partner search
- Match-making / B2B
- Individual / Fact Finding Mission
- Verification Service
- Legal and Tax (Basic) Information
- Recruitment
- Financial Services
- Delegation Trips
- Events Organisation
- Trade Fair Services
- Visa Invitation

Contact us today as that trusted partner in your market entry endeavour.

For more information please contact: bdu@lagos-ahk.de or events@lagos-ahk.de
At the Competence Centre Energy and Environment, our mission is to connect German and international clients to verifiable opportunities and reputable partners in Nigeria’s Energy and Environmental technology sectors.

Our in-depth knowledge of the market and qualified advisors; help German companies navigate the Nigerian market whether they want to explore trading opportunities, identify suitable business partners/representatives or establish a presence in Nigeria.

We provide the following services:

- Providing up-to-date market studies, sector reports and target market analyses to improve the awareness of the opportunities within the Nigerian energy sector in the German market.

- Unlocking business opportunities by facilitating German-Nigerian business contact through networking events, seminars and workshops, business-to-business (B2B) meetings or scheduled one-on-one meetings with potential partners.

- Facilitating effective business trips of German companies to Nigeria and mobilizing local participation to fact-finding trips and information events in Germany (under the framework of the “Energy Export Initiative”) and to other sector relevant international trade fairs and conferences.

- Advising and assisting businesses in establishing contact with relevant public sector institutions in Nigeria.

- Identifying potential business partners and clients for German companies in Nigeria.

- Providing consultancy and advisory services on market entry and business development for the Nigerian market.

For more information please contact: energy@lagos-ahk.de
The Skills Experts Program (SEP), funded by the German Ministry for Economic Affairs and Energy (BMWi) is the backbone of the Competence Centre Skills Development and aims to strengthen small and medium-sized German companies and their service providers in Nigeria; in the training and qualification of local workers. Emphasis is put on advising partner institutions on the development of qualifications and auditing standards.

To guarantee globally comparable and quality-assured standards of in-company training and its certification according to the German model. The Skills Experts work closely with the German Chamber of Commerce and Industry (DIHK) in order to guarantee globally comparable and quality-assured standards. The Delegation of German Industry and Commerce in Nigeria (AHK Nigeria) maintains offices in Lagos and Abuja, with active and extensive local network, playing a central role in establishing practice-oriented vocational training locally, using a dual approach.

A Dual Training System combines extensive theoretical knowledge (in-class) and practical hand-on skills (“on the field”) in a craft or profession.

Improving the quality of services provided for skills development with high standard of compliance and best practices, thus setting up a business model that guarantees sustainability and quality of vocational education; for the world of work and industrialisation.

Contributing to the employability of Nigerian youth in a demand driven approach by engaging the organised private sectors, vocational institutions, training centers and schools.

For more information please contact: skills@lagos-ahk.de
COMPETENCE CENTRE
INNOVATION & STARTUPS

We are committed to collaborate with all relevant stakeholders in the Nigerian innovation and start-up space in order to strengthen the Nigerian start-up ecosystem and provide you with comprehensive information on innovation and business opportunities in the digital industry in Nigeria.

To achieve our objective of supporting the Nigerian start-up ecosystem we provide a range of services to European and Nigerian companies looking to enter or expand in the Nigerian innovation and start-up industry.

OUR MAJOR SERVICES

- Private and public stakeholder consultation on projects in the areas of innovation and start-ups with up-to-date information on sector initiatives.
- Organising and facilitating capacity building workshops, seminars, stakeholder conferences and B2B meetings.
- Facilitating fact-finding missions and delegation trips from Germany to Nigeria and from Nigeria to Germany.
- Support in assessing and identifying potential business partners and clients.
- High-value market studies, trade information and sector reports.

For more information please contact: innovation@lagos-ahk.de
Given the urgent need for food security and sustainable food production, agriculture is emerging as one of the key mainstays of the Nigerian economy. And with renewed focus on diversification away from a hydrocarbon dependent economy and growing the non-oil sector, concerted efforts geared towards incentivising private sector participation, improving productivity and increasing the contribution of the sector to the GDP are taking centre stage.

Undoubtedly, Nigeria is endowed with enormous agricultural resources and a huge consumer market. What is important, however, is getting professional and qualified insights into the different segments of the market for investment. With an extensive local and international network abroad, the Delegation of German Industry and Commerce in Nigeria is uniquely placed to advise and support businesses and investors seeking to explore the huge potentials of the sector. The Agribusiness Unit serves as an information, networking and advisory platform for the Nigerian agriculture and food value-chain.

**OUR RANGE OF SERVICES / ACTIVITIES**

1. Promotion of “Made-in-Germany” agricultural machinery and product brand
2. Consulting on market entry information and business development strategy
3. International trade and contact facilitation, business initiation
4. Market research, target market analysis and sector-wide / product range evaluation
5. Organising individual fact-finding missions, and market exploration trips to and from Germany
6. Support with trade fair and exhibition
7. Providing platforms for knowledge sharing, product presentation and best practices (experts’ dialogues, roundtables, seminars, conferences, B2B settings)
8. Support and implementation of publicly and privately funded programmes

For more information please contact: agribusiness@lagos-ahk.de
OUR TEAM

Ms. Katharina Felgenhauer  
Delegate

Mrs. Ursula Adaobi Ononuju  
Deputy Delegate / Head of Finance and Administration

Mr. Mmotoh Ugochukwu  
Accountant

Mrs. Bisola Amuda  
HR and Administrative Assistant

Mr. James Onyeneneue  
IT Manager

Mr. Godwin Aigbokhan  
Head of Competence Centre Energy and Environment

Mr. Ifeoluwa Abdul  
Project Assistant, Competence Centre Energy and Environment

Engr. Kehinde Stephen Awoyele  
Office Manager, Abuja Skills Expert and Head Competence Centre Skills Development
OUR TEAM

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Project Assistant, Competence Centre Skills Development

Olayinka Makinwa
Project Manager, Competence Centre Skills Development

Mr. Daniel Merki
Head of Competence Centre Innovation and Start-Ups

Ms. Rian Yesufu
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Mr. Olasunkanmi Akindele
Project Manager, Agribusiness

Mrs. Debra Egerue
Head of Competence Centre Business Development

Ms. Yolanda Oghumah
Manager, Events and Tradefair

Ms. Oluwatosin Arowoselu
Manager, Competence Centre Business Development
OUR TEAM

Mrs. Jennifer Aina
Head of Marketing and Communications

Mr. Aliyu Akanbi
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Ms. Hope Samuel
Office Assistant