

ISSF 2018

- Stainless Steel Potential for Nigeria



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Stainless Steel Developers Association of Nigeria (SSDAN)

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Introduction

Good Morning Ladies and Gentlemen, I want to thank you for this great opportunity given to me to speak to this forum.

My presentation is in two parts:

1. Mineral Resources Mining as a Catalyst for Development in Nigeria
2. SSDAN and Stainless Steel Development in Nigeria



Mineral Resources Mining as a Catalyst for Development in Nigeria

- Mining and stainless steel production play a vital role in the economic development of any country and Nigeria is not an exception. This was part of my presentation at the last edition of National Council on Mines and Mineral Resources Development held in Abuja, Nigeria.
- Mining minerals and stainless steel production are catalysts in the economic and industrial development of Nigeria with the capacity to create wealth and millions of jobs.
- Stainless Steel Development Association of Nigeria (SSDAN) is pushing to become a major player in the Nigeria Stainless Steel Industry. **The presence of Nickel, Chromium, Molybdenum has positioned Nigeria to be an investment and foreign exchange haven.**
- A combination of stainless steel, nickel and molybdenum will boost a large number of industries and employ millions of Nigerians. Thereby, increasing the country's Gross Domestic Product (GDP).



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Mineral Resources Mining as a Catalyst for Development in Nigeria

- As an association, we are planning to build the first International Stainless Steel Village in Abuja, Nigeria and open small Fabrication Training Centers in the 36 States of Nigeria. The International Stainless Steel Village will house an International Market, Factory and Clinic.
- Our association has provided jobs for a lot of Nigerian youths through Skill Acquisition Training in Stainless Steel Marketing, Fabrication and Installation. We are working with government, private and foreign investors, you are welcome to be part of it.
- We are also planning to host the first International Stainless Steel Trade Fair & Exhibition Expo in 2019 in Abuja, Nigeria. This will also accommodate all steel related products and services providers.



About SSDAN



- ❑ Established: July 21st, 2014
- ❑ Objective
 - To promote stainless steel industry to the general public, users, the media and investors.
- ❑ Aims
 - Initiate local production, practice, use and re-use of stainless steel in an eco-friendly way
 - Boost the growth of a profit oriented stainless steel market and industry
 - Educate users about the use and benefits of stainless steel
 - Regulate the quality and standard of stainless steel practices
 - Work closely and effectively with all relevant individuals and group of persons in both the public and private sectors

Stainless steel sector in Nigeria

- i. Stainless steel production
- ii. Consumption
- iii. Importation



I. Stainless steel production

- ❑ Nigeria is currently not producing stainless steel and that is why the association is working tirelessly towards initiating local production of stainless steel.
 - The country has a large, profitable and fast growing stainless steel market with only 11% market share tapped from a population of about 200 million people.
 - **Making Nigeria a promising stainless steel production hub in Africa**



II. Consumption

- 2017 was a good year in the stainless steel industry, consumption, increased compared to previous years.
 - Consumption increased by approximately 62%

Year	Consumption (mt)
2011	16,900
2012	15,100
2013	16,350
2014	19,600
2015	26,400
2016	32,600
2017	52,800

Source: SSDAN



II. Consumption

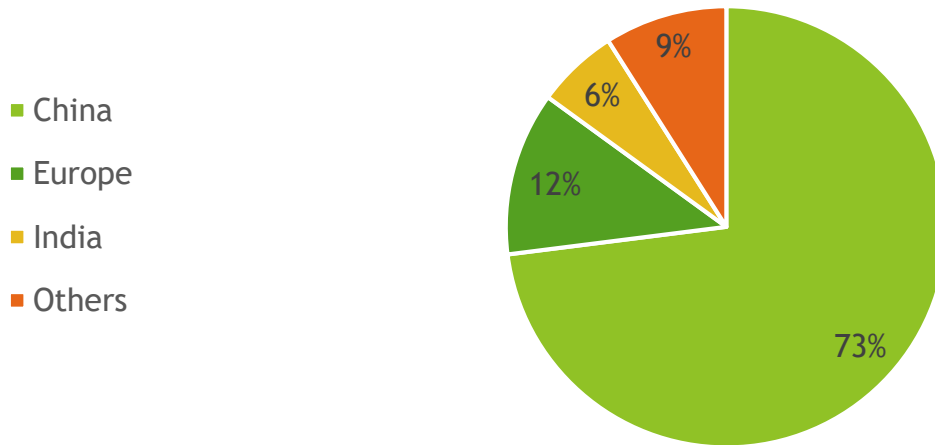
- Stainless steel consumption in Nigeria is very high and cannot be captured completely by the association. This is because most of the stainless steel products that come into Nigeria through the seaports are not declared as “stainless steel products” due to high custom duties and therefore not officially registered.
- **The import duties on stainless steel products are outrageous. It is about 55% which is very high but the good news is that government is working towards giving tax holidays and duty waivers to foreign direct investors who can initiate local production and you should be part of it.**



III. Importation

- 100% of the stainless steel products Nigeria consumes are imported; 73% from China, 12% from Europe, 6% from India and 9% from other countries.

- 2017 Nigerian Stainless Steel Importation



Source: SSDAN

SSDAN Activities

- i. Institutional improvement
- ii. Education and Information
- iii. Growing the Market
- iv. New Applications



I. Institutional Improvement

□ Promoting the many benefits of stainless steel in Nigeria

• Communications

- ✓ Advocating for the use of stainless steel to industry stakeholders, the media, governments and the society at large via print, audio-visual and social media.

• Construction

- ✓ We have enjoined the Federal Ministry of Works & Housing to promote the use of stainless steel material for all building project: balconies, stairways, fence and demarcation needs.

• Climate Change

- ✓ SSDAN is committed to reducing the impact of CO₂ on our climate, stainless steel is a better option in chemical/petrochemical industry compared to titanium.

• Life cycle assessment (LCA)

- ✓ LCA is a continuous assessment of the potential impacts at all stages of production, product use and end-of-life of stainless steel.

We are in talks with the Ministry of Petroleum in establishing a Stainless Steel Research Center for the Oil & Gas Sector



II. Education and Information

- ❑ Establishing a Stainless Steel Library
 - Knowledge-Based Center with up to date materials and research works on stainless steel
 - A team of resource personnel to chat with whenever the need arises
- ❑ Conferences
 - Organizing seminars/workshops quarterly on the new applications and handling of stainless steel
 - Facilitating television interviews to promote stainless steel over wrought iron and stainless steel pipes over plastic pipes in the field of plumbing to reduce water loss and protect the environment
 - Publishing articles and speeches on social media/tabloids



II. Education and Information

- ❑ Lobbying government Ministries, Departments and Agencies
 - The association is regularly visiting Government institutions and campaigning for the use of stainless steel
 - We are hoping that a deal between the association and Ministry of Works and Housing will fly. This will mean that in all building projects across Nigeria, stainless steel products will be used for stairways, balconies, road demarcations and pedestrian bridges
 - Stainless steel as a Course will soon be drafted into the curriculum of Architecture, Building and Civil Engineering studies.



III. Growing the Market

□ History of Stainless Steel in Nigeria

- Stainless steel was introduced into Nigeria 20 years ago, before then, carbon steel has been choice of material.
- The government was the major investor in the carbon steel industry with the construction of Ajaokuta and other Steel Factories.
- Ajaokuta Steel Factory is one of the biggest steel factories in Africa located in North Central Nigeria.
- It is saddening that the factory after over 30 years of establishment, it has not functioned to appreciable capacity despite so much investment
- **We are in search of foreign investors in the production of Stainless Steel in Nigeria.**



III. Growing the Market

- ❑ Stainless Steel Development in Perspective
 - Nigeria is the fastest growing economy in Africa according to World Bank report.
 - Nigeria has emerged as Africa's largest economy, with 2015 GDP estimated at \$1.1 trillion according to CIA World Factbook
 - Stainless steel consumption has grown from 1% to 11% with a larger acceptance.
 - Nigeria is Africa's economic hub, a cardinal focal point for stainless steel production where other African countries can buy their stainless steel products



III. Growing the Market

□ The Present

- Stainless steel consumption is fast increasing on a daily basis
- Nigerian Stainless Steel market is very attractive, large, less competitive and fast growing with no entry barriers
- At the end of 2017, we had an annual turn-over of ₦9.7 billion (\$26.9 million) according to our recent findings
- The industry has given back to the society by providing thousands of jobs through skill acquisition and entrepreneurship programs



III. Growing the Market

□ The Future

- Nigeria is the future of stainless steel in the world and Africa in particular
- **The discovery of Nickel in large deposit is a huge mining investment window**
- To initiate local production and limitless opportunities in the stainless steel market
- To set up a stainless steel e-library for students and for research
- **Nigeria is a very good investment destination for stainless steel production**
- We will be organizing the 1st international stainless steel exhibition in Nigeria next year. We invite ISSF to be part of it



IV. New Applications



Donation box with stainless steel



Frameless glass handrail

IV. New Applications



Glass cup rack with stainless steel



Plates rack with stainless steel

IV. New Applications



Globe with stainless steel @
Distance Learning, Abuja



Stainless steel ladder



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1ST STAINLESS STEEL EXHIBITION IN 2020, ABUJA, NIGERIA
MORE INFORMATION COMING SOON.....

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Sources

- ❑ Stainless Steel Developers Association of Nigeria
- ❑ International Stainless Steel Forum

