



AHK



DGIC



Business Representation Service

 PartnerInNigeria
www.nigeria.ahk.de

COVID-19 has impacted countries, businesses, and people all around the world. For now, social distancing is the only way we can limit the spread of the virus. During these times, when people are staying and working from home, their needs and buying patterns have also changed drastically.

Nigeria is an appealing market for German SMEs and a great hub to expand into other markets in Sub-Sahara Africa.

However, establishing an independent subsidiary might not be suitable for everyone due to regulatory challenges, COVID-19 and an unfamiliar business culture. We believe that these problems should not prevent your company from engaging in this appealing market.

Our company representation service is designed to help companies to explore opportunities in the Nigerian market, have a local contact window for their clients, yet at the same time avoid the hassle of establishing an independent subsidiary.

As an experienced partner on site, we are driving this innovation for our clients in a timely manner while building on our decades-long first-hand experience in Nigeria.





Business Support Services: Office Services & Back Office

- **Answering of all incoming phone calls by a trained staff of AHK Nigeria on behalf of your company**
- **Support with Nigerian clients and business partners**
- **Correspondence with Nigerian clients and government agencies (via phone, e-mail, postal)**
- **Travel organization for you and your employees' business trips; per your request we will accompany you to client meetings**
- **Providing information on tax and regulations in Nigeria**
- **Handling of store-checks and sample purchases, including shipping to parent company**



Business Support Services: Marketing & Sales

- **Customer service executed by a staff of AHK Nigeria trained by you**
- **Acquisition and initial contact establishment to potential customers and business partners in Nigeria**
- **Market research and observation**
- **Usage of AHK conference rooms for meetings/events**
- **Trade fair preparation, service and follow-up**
- **Company event organization, workshops and round-table discussions**
- **Adjustment or development of marketing and promotional materials (ad placement, press releases, mailing) for the Nigerian market**

YOU CAN CHOOSE A BUSINESS REPRESENTATION PACKAGE ACCORDING TO YOUR INDIVIDUAL NEEDS:

Option	Bronze	Silver	Gold	Platinum
Contractual obligation	6 Months	12 Months	12 Months	12 Months
Hours Per Month	0	3	10	20
Monthly Fee excl. VAT	€ 100	€ 1000	€ 1200	€ 1500
Add. Hours per workload* excl. VAT	€ 90	€ 90	€ 90	€ 90
One-time Set-up Fee excl. VAT	€ 350	€ 350	€ 350	€ 350
Reservation of meeting room** excl. VAT	€ 200 – 300/ ½ day*** € 300 – 500/ day***	1 free day / month****	2 free days / month****	4 free days / month****

*billing occurs per hour in a 15-minute interval

**usage of conference room is depending on availability and should be booked in advance

*** depending on meeting room size, from 10-30pax

****additional usage: € 50-200 / ½ day or € 300-500 / day



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Delegation of German Industry and Commerce in Nigeria (AHK Nigeria) together with its commercial affiliate DGIC International Business Services Ltd supports Nigerian and German companies in fostering their business relation through its extensive network and expertise. Besides offering relevant B2B services, we also have Competence Centres in Business Development, Energy and Environment, Skills Development, Innovation and Startups and a newly launched Agribusiness portfolio.