



# Future Generations, Local Content and Suppliers

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## A Perspective from Nigeria

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Presented By

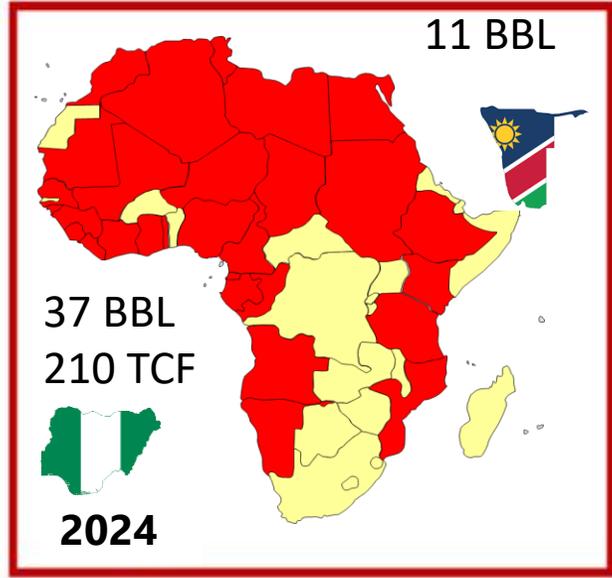
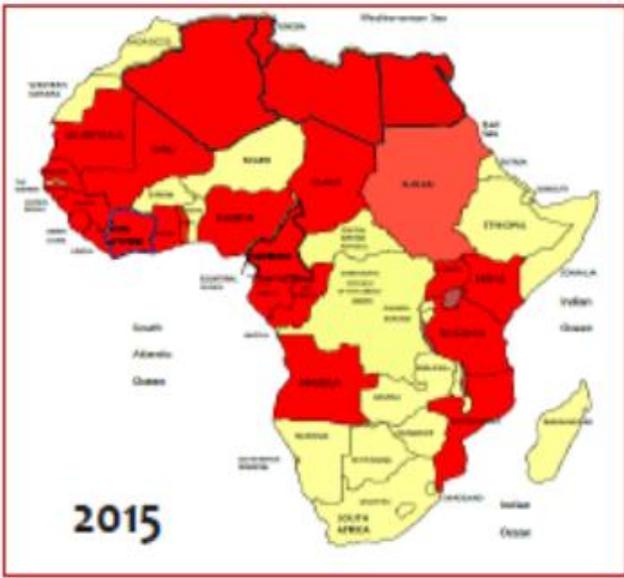
**Eng. Felix Ogbe**

Executive Secretary

Nigerian Content Development and Monitoring Board (NCDMB)



# Africa Hydrocarbon Map



**125 BBL**  
**800 TCF**

**Resource Rich Continent**

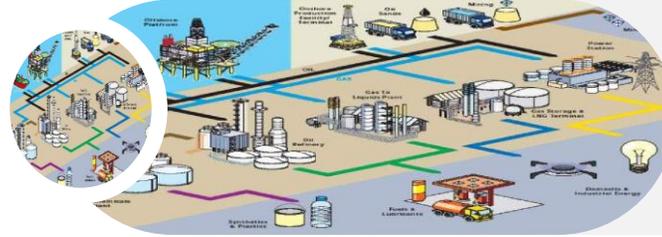
1. Over 10% of global reserves
2. 4% of global consumption
3. 40% of recent gas discoveries in the last 10 years
4. 60% Youth population
5. Namibia - 71.1% is under 25
6. Import dependent

8/19/2025

# Local Content Value Proposition for Africa



**Research and  
Technology  
Development**



**Value chain  
optimisation**



**Local  
Employment**



**Sustainable  
operations**



**Strategic  
Partnerships**



**Increase production &  
utilization of locally  
made goods**



**Ownership and  
control of assets**



**Contribution to GDP**

# Role of Government in supplier development



## Regulatory

Formulation and implementation of policies and monitoring its socio-economic impact

## Developmental

Provision of the economic and social capital necessary for the growth of industries

## Promotional

Provision of enabling business environment to support production and consumption of goods and services by local supply chain

**Technology Development**

**Contribution to GDP**

**National security**

**Sustainable Operations**

# Supplier Development



... structured around financial and non-financial interventions.....

## Non-Financial Interventions

▶ Designed to build capacity and access to business opportunities



Access to Market	Capacity Building - TBMS	Research & Devt.	Business Insights	Policy Interventions
<ol style="list-style-type: none"> <li>1. Host access to market engagements and fairs with Project promoters</li> <li>2. Facilitate onboarding of small enterprises to Operator's vendor list</li> <li>3. Monitor contracts awarded</li> </ol>	<ol style="list-style-type: none"> <li>1. Vendor development training</li> <li>2. Subsea systems &amp; FPSO technology</li> <li>3. Business mentorship</li> <li>4. Production Project Mgt.</li> <li>5. Cost engineering</li> <li>6. Fabrication &amp; construction technology</li> </ol>	<p>Support companies involved in R&amp;D through the Technology Innovation and Incubation Center (TIIC)</p>	<ol style="list-style-type: none"> <li>1. Sponsorship to local &amp; international events - NOGOF, Canada Global Petroleum Show, OTC, APPO conf.</li> <li>2. Access to business insight series on trends in the business environment</li> </ol>	<ol style="list-style-type: none"> <li>1. Number 1 position in ease of doing business ranking, supported by business process automation and investment in ICT</li> <li>2. Inter-agency collaboration to align pro-production policies</li> </ol>

## Financial Interventions

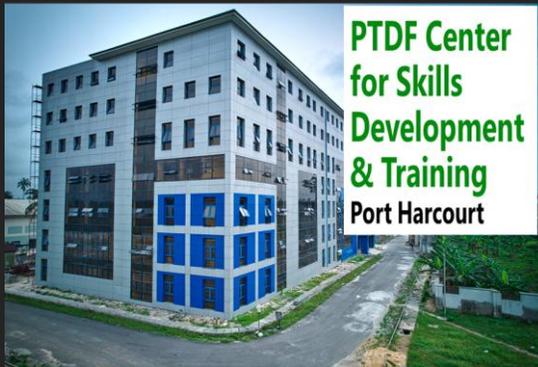
▶ Designed to facilitate access to finance and promote alliance formation



Access to Finance	Partnership & Collaboration
<ol style="list-style-type: none"> <li>1. Beneficiaries awarded NCDMB guaranteed interest free loans through intervention funds for remarkable improvement</li> <li>2. \$300 Million NCDMB-BOI intervention funds and \$50Million NCDMB-NEXIM accessed by suppliers for contract execution, asset acquisition, manufacturing, refinancing, working capital, women entrepreneur development,</li> </ol>	<ol style="list-style-type: none"> <li>1. Promoting mergers and alliances in contract bidding</li> <li>2. Facilitating B2B partnership agreements</li> </ol>

# Human Capital Development

...anchored on skills development, institutional strengthening and Internship Programs



**PTDF Center for Skills Development & Training**  
Port Harcourt



**NOGTECH HACKATHON – 5 winners**

Completed Tech Incubation & Mentoring at NCDMB Facility



Cross section of trainees

Trainee affirming hope for the future based on skills acquired

Rented shops- collection point for online purchase orders

Inspection tour of products made by trainees

Gift presentation and award of starter packs to IDPs in Jos

Beads produced by trainees



**ICT Centers for Schools**  
• Imo – 2  
• Abia – 2



**Vocational Education**

• Upgrade works in Amoli (Enugu) COMPLETED.

# Human Capital Development....



...anchored on skills development, institutional strengthening and Internship Programs

Board Interventions	Institutional Strengthening	Human Capital Development	
Engineering	15 Commissioned	3,031 Nigerians	5,819,520 Man Hours
Seatime Training	5 Ready for Commissioning	<i>Project-based Trainings</i>	
Back to the Creeks	5 Completed	4,533 Nigerians	4,351,680 Man Hours
Vocational Skills Acquisition Training	11 Ongoing	<i>Direct Intervention Trainings</i>	
Teacher's trainings	36 Interventions		
Universal Basic Education digitization			

# Supplier Development Impact Assessment



Remedial Actions across Sub-Capabilities										
Governance and Leadership (192)	Visioning	Shareholder visibility	Leadership Strategy	Leadership evaluation	Co-opting strategic expertise	Succession management	Internal and external assurance	Business risk accountability		
Strategic Planning (227)	Business strategy development	Business strategy execution	Business performance KPIs	Business performance review	Financial planning/projections	Market segmentation and penetration	Business promotion	Product benchmarking	Strategic networking	
Structure and Capability (163)	Organisation structure development	Organisation structure detailing	Job Descriptions Development	Access to human resource capabilities	Manpower resource planning	Staff performance management	Staff training			
Operations, Systems and Processes (354)	PPP Manual Update	Compliance checks	Technology adoption	Information management	Equipment ownership	Equipment utilisation	Equipment register Development	Equipment maintenance	Community Engagement	Stakeholder management responsibilities
	Institution of Quality control processes	Institution of Quality systems indicators	Analysis of quality standards	Quality management responsibility	Institution of corrective actions	HSE policy and procedure manuals	Incident reporting	Visible HSE commitment	Bank account administration	In-house maintenance systems
	Working capital assessments	Taxes and deductions	Independent financial audits	Human resource policy development	HR policy adoption	Personnel policy adherence	Compliance with statutory regulations	Stakeholder relationship management	Book-Keeping & Accounting	

## Highlights

**PMO structure created:**  
Including representatives from support agencies

**Impact assessment:**  
936 remedial actions delivered including improvement in

1. Governance & Leadership development
2. Strategic planning culture
3. Structure and capability development
4. Operational capacity, systems development and business process documentation and automation

# Research and Innovation Ecosystem

## ..... Amal Smart Gas leak detector PIONEER STARTUP from incubation process

### Product features

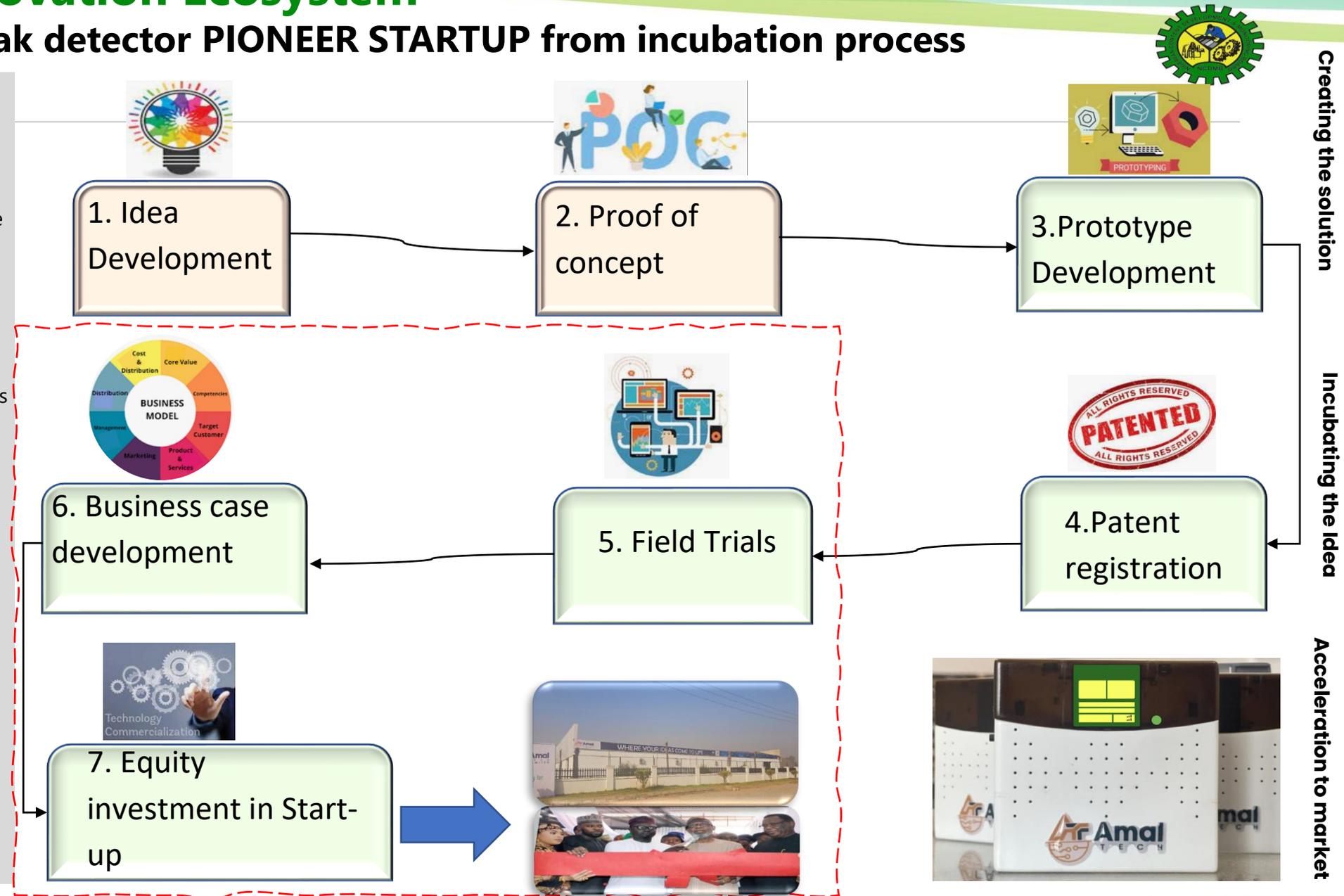
- Detects smoke and combustible gases
- SMS and Call notification
- **WIFI Extender**
- works with smart valve
- Simple and portable
- High sensitivity to LPG and combustible gas
- Fast response time
- Stable and long battery life
- Alarm system
- Power by DC and Internal battery
- Battery last for 10 hours in case of power outage
- Daily SMS notification to check device is working
- App
- Low battery alarm

### End users

- Homes
- LPG Cylinder manufacturers
- Offices
- Schools
- Factories
- Fabrication yards
- Gas distribution Centres

### Economic Impact

- 465 jobs
- Annual turnover \$22 Million
- Spinoffs-- gas penetration, Printed Circuit Board (PCB), electric metering technology



# Key Achievements of NCDMB



## FAB & CONSTRUCTION

1.

- Pressure vessels, Galvanized steel structures, subsea structures, and platforms now increasingly fabricated in Nigeria



## HUMAN CAPITAL DEVELOPMENT

2.

- Over 40 trainers under OGTAN
- 15,000 Nigerians trained in technical skills: welding, marine operations, PMT, design engineering.



## MANUFACTURING INITIATIVE

3.

- Nigeria Content Equipment Certificate (NCEC)
- Nigerian Oil and Gas Parks Scheme (NOGAPS)
- Export of paints



Supply of cables for Train 7 project  
Commercial ventures- refining, gas processing

## SERVICE SECTOR GROWTH

4.

- Over 100 Indigenous companies
- 13 service offerings
- EPC capabilities
- High impact business clusters



## FINANCIAL SUPPORT

5.

Deployment of the Nigerian Content Intervention Fund (NCIFund) — over \$350 million to local companies.



## FPSO INTEGRATION CAPABILITY

6.

Partial integration of major FPSOs in Nigeria



The NOGICD Act has significantly **increased fabrication, services, and manpower** in Nigeria's oil and gas value chain.

# Data Driven Eco-System



# The Data

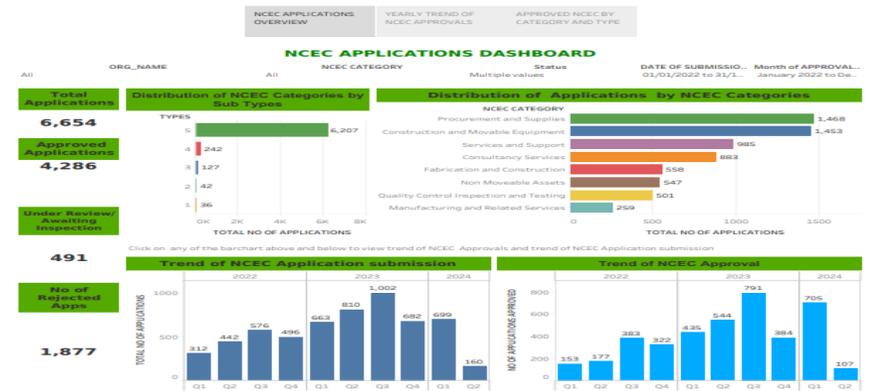
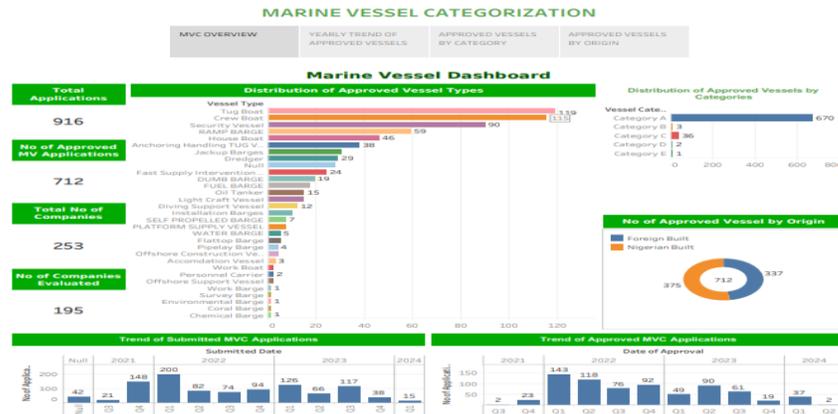


# The Tools

For managing data exchange, tender Operators, Service Companies, tenders, equipment, expats, jobs, training, enforcement, etc

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## Promote Equipment Assembly and component Manufacturing

- Dedicated oil and gas parks
- Frame agreements to attract OEMs
- Apply Rule of origin criteria for First Consideration, tax/ tariff incentives

## SME Development

- Targeted financing, certification support, and mentorship
- Investment in Digital Technology
- Adopt co-sharing of services – equipment, manpower, facilities

## Enforcement of R&D and Technology Transfer

- Reward system for Research breakthrough
- Research Centres of Excellence
- Technology Incubation Centers

## Prioritize Gas Based Industrialisation

- Upstream investment
- Gas handling infrastructure – linepipes, storage tanks etc
- Gas based industries – conversion technology
- Local fabrication of LPG cylinders, CNG kits, gas processing units

Investment in Human Capital Development

R&D capabilities – capital goods, digital technology, sustainable operations

Resilient Oil & Gas Supplier Ecosystem

Enabling business environment – simplified business registration, unified tax regime, data base of talents

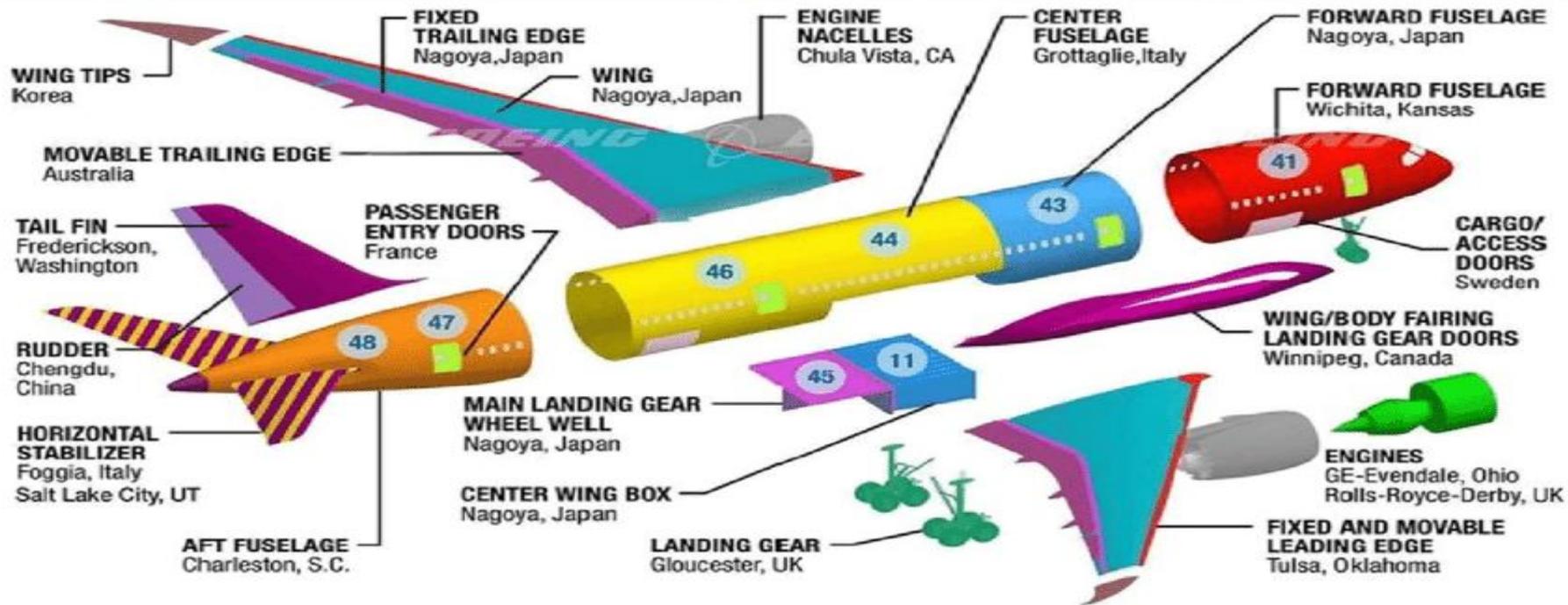
Trade Agreements- ACFTA, WTO, AGOA, ETLS.

# Global Supply Chain – Boeing Company



## THE COMPANIES

U.S.	CANADA	AUSTRALIA	ASIA	EUROPE
Boeing	Boeing	Boeing	Kawasaki	Messier-Dowty
Spirit	Messier-Dowty		Mitsubishi	Rolls-Royce
Vought			Fuji	Latecoere
GE			KAL-ASD	Alenia
Goodrich			Chengdu Aircraft Industrial	Saab



## BUSINESS MODEL

1. Global Supply Chain across over 60 countries
2. Leveraging country specific comparative advantage
3. Annual revenue- \$66.5billion
4. Investment in R&D –6% of annual Revenue (\$3.812 Billion)
5. 172,449 employees
6. Country-to-country tariff agreement

Boeing's global supply chain. Source: The Boeing Company.

# Conclusion



- ✓ Local Content implementation is not a sprint; it's a marathon
- ✓ Local Content is not CSR; it is a business.
- ✓ Local Content is not at-all-cost
- ✓ No one-size-fits-all solution; local peculiarities are key considerations
- ✓ Local content law is for ALL; not ONLY for foreign companies or expats
- ✓ Local content takes time, consistency, and coordination.
- ✓ Capacity building must include grassroots and underserved communities
- ✓ No projects; no local content practice
- ✓ Stakeholder engagement is essential—government, operators, communities, and suppliers.
- ✓ Transparency builds trust and ensures long-term participation.
- ✓ Local content should not exclude foreign investors-blend of local and foreign investors .
- ✓ Namibia is at a pivotal moment—decisions now will shape its energy future.
- ✓ Embed local content early through law, institutions, and investment in people.

**Nigeria is ready to partner with Namibia and other African nations to build an energy sector that empower people and drive shared prosperity**



# **Picture Speak Achievements**



FPSO Integration Yard – SHIMCI, Lagos

# Manufacturing & Assembly



1. NCEC holders
2. ISO certification
3. Project delivery track record
4. Funding support
5. Opportunity for partnerships



Bell Oil & Gas Pipe Spooling Facility



Cameron Valve Assembly



Cables manufacturing



Protective paints

# Hydrocarbon Development



## Local content opportunities



1. Construction & fabrication



2. Materials



3. Human capital development & services



# Fabrication Yards Upgrade



**SAIPEM Heavy Fabrication Yard  
Port Harcourt**



**EWT Heavy Fabrication Yard**  
Flare Knock-out Drum fabricated by EWT for  
EGINA FPSO project



**Pipe Threading & OCTG  
Plant**

- TENARIS
- TITAN TUBULARS
- VALLOUREC
- TOTAL PREMIER
- BOTRO NIG LTD



**YULONG STEEL LEKKI  
HSAW Pipemill**



# Thank You



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