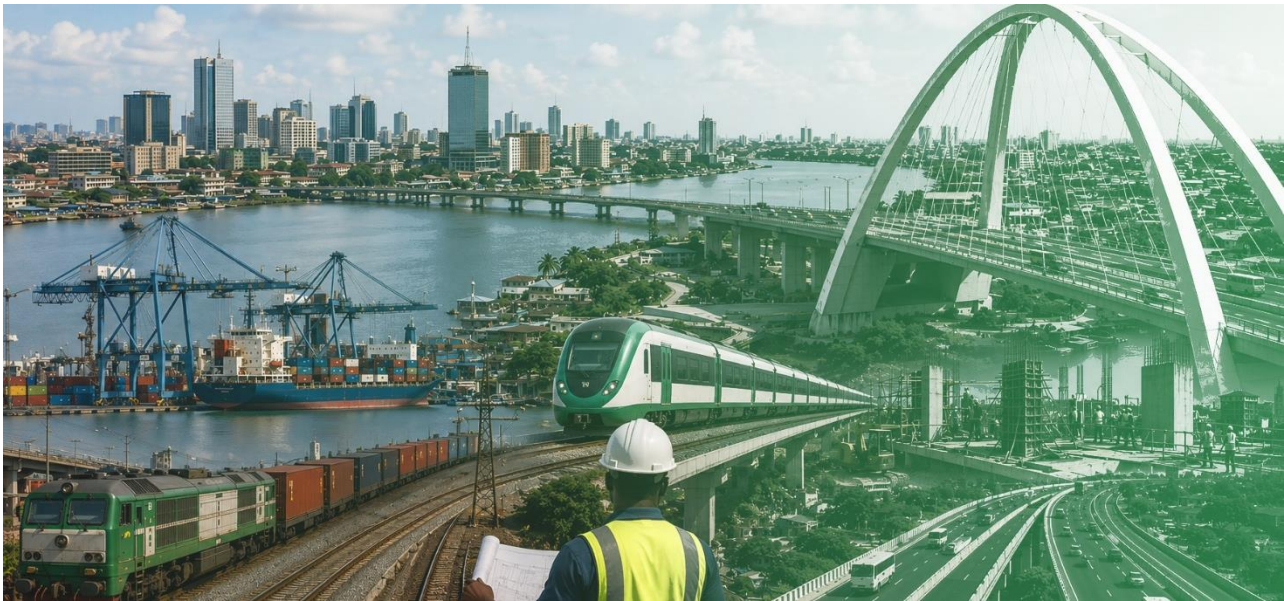


# Transport Infrastructure in Nigeria

Joint Trade Mission | 30.11.-04.12.2026



Bridging Markets: Transport Infrastructure Opportunities in Nigeria for German and French Businesses

From 30.11 to 4.12.2026, SBS systems for business solutions GmbH, on behalf of the German Federal Ministry for Economic Affairs and Energy (BMWE), will carry out a Joint Trade Mission to Nigeria. This is a project-based funding measure within the Market Development Programme (MEP) for SMEs. The target group primarily consists of small and medium-sized companies from Germany and France.

## Target market and sector

As Africa's most populous country and one of its largest economies, Nigeria is entering a decisive phase of infrastructure development. The country faces an infrastructure financing gap estimated at up to €809 billion by 2040, creating substantial demand for international expertise, technology, and investment. To address this challenge, the federal government has significantly increased infrastructure spending, allocating €92 billion to infrastructure projects in its 2024 budget, including €861 million dedicated to road construction. However, annual infrastructure investment needs are estimated at around €92 billion, creating significant opportunities for private-sector

participation and international partnerships through structured Public-Private Partnership (PPP) frameworks. Supported by ongoing economic reforms and a growing commitment to foreign investment, Nigeria is increasingly becoming a market where infrastructure plans are being translated into concrete projects and procurement opportunities.

The transport infrastructure sector offers particularly attractive prospects for German and French companies. Nigeria is investing heavily in the modernization of its rail, road, port, logistics, and urban mobility systems. Major projects include a planned **4,000-kilometre high-speed rail network**, the expansion of urban rail systems in Lagos, and the modernization of the strategic Lagos–

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Kano railway corridor. In the maritime sector, investments include the **€1.38 billion Lekki Deep Sea Port**, while additional projects such as the **€3.22 billion Bakassi Deep Seaport** and **€552 million in announced port modernization investments** are further strengthening Nigeria's position as a regional logistics hub. Growing demand for logistics services, cold-chain infrastructure, intelligent transport systems, electric mobility solutions, and digital traffic management creates opportunities across the entire value chain. Combined with rapid urbanization, a population of over 230 million people, and increasing intra-African trade under the African Continental Free Trade Area (AfCFTA), Nigeria offers long-term growth potential for companies seeking to establish a strong presence in one of Africa's most dynamic infrastructure markets.

## Target group in Germany and France

This trade mission is designed for German and French companies active in the development and provision of innovative solutions for transport infrastructure. Eligible participants include businesses working across key segments such as road and motorway infrastructure, rail transport and urban rail networks, ports and maritime infrastructure, logistics, supply chains and cold chains, as well as urban mobility and intelligent transport systems.

## Unlocking Market Opportunities Through International Cooperation

Engaging with local companies, public authorities, infrastructure operators, and relevant research institutions gives participants direct access to key decision-makers and insights into upcoming projects, procurement processes, and market trends. This enables companies to identify business opportunities, understand local requirements, and position their solutions in Nigeria's transport infrastructure sector.

The joint participation of German and French SMEs creates a strong platform for strategic partnerships and complementary expertise. By combining technologies and value-chain capabilities, companies can develop more competitive solutions, while exchange with Nigerian stakeholders strengthens networks and supports long-term cooperation and market presence.

### Benefits of participation

- Gain a comprehensive understanding of the target market through a dedicated webinar and detailed briefing materials prior to the delegation trip.
- In-depth insights into the legal and economic framework conditions, helping you assess risks, identify opportunities, and position your solutions effectively in the local market.
- Showcase your company and technologies in front of a selected audience, increasing your visibility among key decision-makers in the sector.
- Benefit from individually arranged, high-quality business matchmaking meetings with carefully identified potential partners.
- Participate in exclusive group visits to leading companies and innovation hubs in the transport infrastructure ecosystem.

### Programme

Date	Activity
Online	<b>Webinar:</b> Market analysis and insights, security training
<b>29.11.2026</b>	<b>Individual arrival in Lagos</b>
<b>30.11.2026</b>	<b>Country briefing session</b> <b>Workshop:</b> Presentation of selected reference projects followed by moderated group discussions
<b>1.12.2026</b>	<b>Information event:</b> Company pitches, expert presentations, and panel discussion <b>Individual B2B agenda</b> (arranged by the organisers)
<b>2.12.2026</b>	<b>Company site visits</b>
<b>3.12.2026</b>	<b>Individual B2B agenda</b> (arranged by the organisers)
<b>4.12.2026</b>	<b>Individual B2B agenda</b> (arranged by the organisers) <b>Closing meeting</b>

## Participation costs and expenses

The project is part of the Market Development Programme for SMEs of the German Federal Ministry for Economic Affairs and Energy and is subject to the de minimis regulations. The participants' own contribution depends on the size of the company:

- 250,- Euro (netto) for companies with less than EUR 2 million in annual turnover and fewer than 10 employees;
- 850,- Euro (netto) for companies with less than EUR 150 million in annual turnover and fewer than 750 employees;
- 1.500,- Euro (netto) for companies with EUR 150 million or more in annual turnover or 750 or more employees.

In addition, each participating company shall bear its own travel, accommodation, and subsistence costs.

Up to a maximum of 10 companies from Germany and from France are intended to participate in the project respectively. In total, the group should consist of at least 16, but no more than 20 companies.

## Partner



SBS systems for business solutions GmbH is an experienced consultancy specializing in the internationalization of businesses. The company develops, plans, and implements tailored internationalization strategies for German SMEs and provides them with expert support in expanding and managing their global export activities.



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AHK Nigeria fosters bilateral business by supporting German

companies in market entry, business development, and establishing strong economic partnerships in Nigeria.



Business France is the national agency supporting the international development of

the French economy, helping companies expand abroad. It provides market insights, business matchmaking, and tailored

support services to facilitate trade and strengthen France's global economic presence.

## Registration and Contact

Interested in being part of the trade mission to Nigeria? You can easily register online via our project page. If you have any questions about the project or would like to arrange a video call to discuss the details in more depth, please feel free to contact the project manager, Ms. Mihaela Nistorica, who will be happy to assist you.

SBS systems for business solutions GmbH

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[Link to project webpage](#)

**Registration deadline: 28.08.2026**

The Market Entry Programme for Small and Medium-sized Enterprises is a funding programme of the:



Federal Ministry  
for Economic Affairs  
and Energy



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