

# International Construction Companies Eye The Nigerian Market As The Big 5 Launches In Lagos

- *Manufacturers from around the world share their plans in Nigeria as The Big 5 international construction show launches in Lagos (9-11 September 2019, Landmark Centre)*
- *Over 200 exhibiting companies and 5,000 attendees are expected at The Big 5 Construct Nigeria, as construction expenditure in the West African country reached USD 2.2 billion in 2018.*

**With the government's capital expenditure on construction reaching USD 2.2bn in 2018, Nigeria is the polestar of the international business community today.** The reason is clear: the pipeline of construction projects in Africa's most populous country is nothing but impressive.

**Beyond building schools, hospitals, sports facilities and social infrastructure, the recent National Integrated Infrastructure Master Plan is addressing an estimated 17 million unit housing deficit.** As a consequence, Nigeria's construction sector is growing at an ever fast pace, nearing a 9% year-on-year increase in the first quarter of 2018, according to reports by the Oxford Business Group.



Aerial view of Ojota Victoria Island exchange

**It is no surprise that today more and more international construction companies are taking active steps to enter the lucrative Nigerian market,** which serves as a strategic business hub to expand into the wider West Africa region. The Big 5 portfolio of construction events, the largest in the Middle East and Africa, has therefore announced the launch of its first ever event in the country's largest and fastest growing city, Lagos.

According to the organisers of The Big 5 Construct Nigeria, which will take place at the Lagos Landmark Center on 9-11 September 2019, the feedback from international manufacturers is extremely positive on the launch of the new construction show.

*“There’s true excitement within the industry looking at Nigeria’s business potential and the huge investments currently underway in both the infrastructure and urban construction sectors”,* says **Muhammed Kazi, Portfolio Event Director at dmg events.**

*“As mature markets become increasingly competitive, construction companies are now finding fresh opportunities in Africa.”*

Rastone srl, an internationally renowned company in the stone industry, was one of the first exhibitors that secured their space at The Big 5 Construct Nigeria. According to its **CEO, Roberto Alimonti**, today the company’s top priority is to open new markets outside Europe. *“Nigeria is on the top of the list”,* he says. *“News about their economical, commercial and financial potential confirm Nigeria and the Sub-Saharan Africa to be the markets of the future.*



Roberto Alimonti, CEO of Rastone Srl

*“We have already participated in some events in Nigeria over the past years, and our previous investigations there confirm the positive outlook. Supported by our experience and high professional skills, we do really believe to have a chance to develop good business relations in the Nigerian construction field.”*



**Tatyana Kim, the Export Executive at Aquagas Plastic Industries**, a UAE based manufacturer of polypropylene pipes and fittings also participating in the show in Lagos, echoes Alimonti: *“The Nigerian market is competitive, yet there is a huge chance to get a share of it. Nigeria is the largest economy in the African continent with a constant GDP growth. Opportunities abound there for worldwide exporters in fields like agriculture, construction, education, electricity and power generation, healthcare, oil and gas equipment, as well as security and safety equipment.”*

Kim explains: *“The Nigerian Government continues to promote Nigeria as a rewarding target for Foreign Direct Investment. Foreign capital is flowing into all major sectors of the economy with the United Kingdom, United States, Canada, France, and China being the main sources. The construction sector itself is going hand in hand with the economic development to provide not only the social infrastructure but basically to allow all other sectors of Nigerian economy to operate.”*



Tatyana Kim, the Export Executive at Aquagas Plastic Industries

IVR, an Italian manufacturer of systems, components and accessories for the sanitary, plumbing and heating sector, is also gearing up for The Big 5 Construct Nigeria. **Gianmarco Micheloni, the company's Export Manager**, comments: *“We are now focusing on the Nigerian market because the trend in the sector is positive in Africa's most populous state, with a steady acceleration in construction activities.”*

*“We are sure that many of our product ranges fit very well in the Nigerian market, bringing Italian quality, services and knowledge in the HVAC R sector. We decided to join The Big 5 Construct Nigeria to meet wholesalers, consultants and contractors, architects and other*

*stakeholders, developers and trade professionals in the building and construction sector. We are sure that we will get into this market very soon!”*



Gianmarco Micheloni, IVR Export Manager

**Expected to welcome 200 exhibitors and 5,000 visitors, The Big 5 Construct Nigeria will bring together influential decision-makers, innovators and suppliers from around the globe for three days of business and networking opportunities in Lagos.**

The latest construction products from both Nigerian and international manufacturers and distributors will be showcased across five dedicated product sectors: Concrete & PMV (Plant Machinery and Vehicles), Building Materials & Tools, HVAC R (Heating, Ventilation, Air Conditioning and Refrigeration), Building Services, and Building Interiors.

Moreover, 40 free to attend and certified educational sessions will be presented by renowned industry experts promoting best practices and providing quality training to the Nigerian construction community.

Organised by dmg events, The Big 5 Construct Nigeria is the latest addition to The Big 5 portfolio of construction events. Running for four decades in Dubai, the largest platform to network, learn and do business for the global construction community in the Middle East has successfully launched satellite shows in a number of African countries recently, including Egypt and Kenya.

The Big 5  
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Accelerating business through face-to-face events, The Big 5 shows are recognized as a fly-wheel for the development of the construction industry, providing a professional and dedicated platform for international and local players to discover innovative products, generate leads, and sign new partnerships.

To know more about the first edition of The Big 5 Construct Nigeria (Lagos Landmark Centre, 9-11 September 2019), visit [www.thebig5constructnigeria.com](http://www.thebig5constructnigeria.com).