



“We strive to ensure that policy and decision makers, as well as government agencies, understand the significance and economic impact of free-trade zones.”



## Chris Ndibe

CEO, Carlcon Group

## ABOUT CARLCON GROUP

Carlcon is a group that has vast knowledge and expertise in integrated marketing communications, trade promotion, research, strategic planning, Free Zone management and staff training. Carlcon consult has passion for excellence and operates under the highest of business and ethical standards.

Carlcon has developed a Freezone Academy offering relatively new service to stakeholders and posses a rich library of freezone materials as well as handle research and annual report for zones.

The CEO, Chris Ndibe, an experienced technocrat, a PR man and a Teacher. He has a Masters Degree in Mass Communication from the University of Nigeria, and Second Masters in Public Administration and Policy Analysis from the University of Abuja. A fellow of International Trade Promotion of Tamkang University, Taipei, Taiwan.

He rose to a General Manager, Nigeria Export Processing Zones Authority (NEPZA) and at a point the General Manager of Calabar Free Trade Zone, Nigeria.

Chris has authored three books on free trade zone practice. He is the MD of The Freezone Channel (*an online media*) and currently the Executive Secretary of the Africa Free Zone Association (AFZA), and one of the founding Board Members of The World Free Zone Organization (WFZO).





## OUR SERVICES (Contd)



Tanger Free Trade Zone, Morocco

## FTZ/SEZ ADVOCACY, TRAINING & CONSULTANCY SERVICES

---

We are actively involved in **advocacy missions** to ensure that the interests of a free trade zone community are effectively represented, recognized, and advanced through practical application of international trade policies and regulations to achieve maximum simplicity and effectiveness for the FTZ/SEZ operation/management. We operate within Africa.

*We strive to ensure that policy and decision makers, as well as government agencies, understand the significance of local and national economic impact of free-trade zones.*

When and where necessary, we provide quality education on FTZ programme through workshops and trainings, also provide valuable information that can help drive the establishment of industry best practices including compliance.

Our training courses provide the skills that staff of Free Zones and stakeholders need to develop their competencies, improve their performances and drive to achieving the business success. Our talented team of international instructors has exceptional credentials with real-life practical experience.

Our clients' need drive the development of every training course and workshop we design and conduct. The latest trend and best-in-class practices is what we mould our content with.

**OUR FREE ZONE CONSULTING** is a unique blend of international trade related services to importers, exporters, manufacturers, distributors, suppliers, and governments at all levels, focusing on the development and management of Free Trade Zones and industrial clusters. We understand international trade problems, and our services are designed to help the local and international trade community sort those complexities.

We offer qualitative and quantitative research methods through our networks in Africa Free Zones Association (AFZA), World Free Zones Organisation (WFZO), World Export Processing Zones Association (WEPZA), World Free Zones Conventions (WFZC). Our services entail FTZ feasibility and securing approval for Free Zone status, activation, strategic marketing, zones development & management /regulatory compliance.

We have the expertise and depth of experience to help guide our clients in cost consulting solutions, with efficiency and expediency in mind.

In the Free Zone industry, we are reliable and cost effective. With our wealth of Public Service knowledge, we are effectively structured to serve Government, its agencies and the private sector.

### Free Zone Port in Morocco





**Lekki Free Trade Zone, Lagos**

## We take on the following:

---

Our Free Trade Zone Services can be customized to meet your company's specific needs:

- ✓ Zone Project Applications
- ✓ FTZ Management & Operational Training and Retreat
- ✓ Feasibility Study/ Analysis Report
- ✓ Activation, Zone Schedules / Tariffs
- ✓ Customs Services and free zones symbiosis training
- ✓ Operational manual development and its training
- ✓ Zone Strategic Marketing / Promotion
- ✓ Subzone and Expansion Applications
- ✓ Non Financial Annual Report
- ✓ Customs Annual Reconciliation/ Systems Review
- ✓ Zone-to-Zone Transfer Set-Up
- ✓ Audits/Spot Checks; Guide on monitoring & Evaluation
- ✓ Advocacy; we speak for the zones.



We operate an online platform that provides news on Free Zones, Trade and Investment. Visit [www.thefreezonechannel.com](http://www.thefreezonechannel.com).

The media focuses on activities and happening around Free Trade Zones in Africa and the World, aimed at educating and informing the free zone developers, operators, policy makers, managers and the business community, service providers, on the tenets, trends and activities surrounding the scheme.

This medium provides timely discussions of crucial issues in contemporary international trades & investment, especially as it concerns Africa.



Visit [www.thefreezonechannel.com](http://www.thefreezonechannel.com)

**We are african number 1 freezone channel providing:**

Daily online news on FTZ, Members Directory, Yellow Page, Access to Periodic Publications, Zones' Rating & Ask the Experts

For further inquiries, please call:

**+234 815 341 0000, +234 809 941 0000**  
**+234 814 800 0999**



# POINTS TO NOTE

---

Over the last 30 years or more, the globalization of economic activities has continued apace. The process by which economic activities become more globalized and economies become more 'joined up' and interdependent are fuelled by the international exchange of goods, services and factors of production. Or, to put it much shorter: globalization is best thought of as two things:

The expansion of trade and investment across borders and increased linkages so that a company's or country's economic actions affect and are affected by the political, economic, social and cultural events in other societies.

From an economic standpoint, cross-border investment is turning the most important manifestation of globalization. Free Zones, from statistics, stand out in attracting the crossborder investment.

African has over 600 free zones in 36 countries, with Ghana leading with 162, followed by Kenya 140, Tanzania 54 and Nigeria 40. Out of the approved free zones in Nigeria, only about 10 are functional. The rest have been at the drawing board and or at various level of development. We need to aid the non-performing and coach the ones in operation.

Togo is where they are today in ranking of free zone development because their export market is just next door (Nigeria).

More worrisome is the fact that the small West Africa neighbouring countries are targeting Nigeria as their export market. This will bring to us the problem of dumping and unbalancing of trade overtime.

In this era of AfCFTA, export trade is given high priority in the continent and must be given serious attention in Nigeria for obvious benefits. Getting it right from the Free Trade Zone sector will certainly give the country a boost not only as one of the leading economies in Africa but for employment generation, increase in foreign exchange earnings, revenue to government and the promotion of trade balancing and international cooperation.

Excellent Free Zone operation and management has a lot of part to play in the country taking its proper place in the AfCFTA agreement.

***Carlcon is poised to equip the operators with the right way to deliver the objectives of setting up the Free Trade Zone scheme with our training modules.***

A stitch in time saves nine.



# LET'S TALK ABOUT YOUR FREEZONE PROJECT

## CONTACT US



+234 815 341 0000  
+234 809 9410000  
+234 814 800 0999



info@carlcon.com  
www.carlcon.com



Suite 107 NAWA Complex, Plot 106 & 107  
Ahmadu Bello Way, Cadastral Zone B09,  
Kado District, Abuja.

 **CARLCON**  
Freezone Consult