REPORT ON KIPA'S INVESTMENT PROMOTION AND FACILITATION SUPPORT TO IPNX NIGERIA LIMITED

1.0 PURPOSE OF THE REPORT

This report presents the proactive steps taken by the Katsina State Investment Promotion Agency (KIPA) to attract, facilitate and support the proposed investment by IPNX Nigeria Limited in Katsina State.

The report is prepared in response to the World Bank Independent Verification Agent's requirement for evidence showing the actions undertaken by the State to support an announced investment during the period under review.

The engagement with IPNX demonstrates KIPA's discharge of its core investment promotion and facilitation functions. The Agency's role progressed from identifying and engaging the investor to facilitating its entry into Katsina State, providing investment information, coordinating relevant Government institutions, supporting site assessments and facilitating the identification of pilot investment locations.

2.0 INVESTMENT ATTRACTION AND ENGAGEMENT

KIPA's engagement with IPNX began during an NCC Stakeholder Engagement, where contact was established with the company and discussions commenced on the opportunities available in Katsina State.

Recognising the importance of reliable last-mile connectivity to businesses, Government institutions and the wider digital economy, KIPA subsequently invited IPNX to Katsina State to explore opportunities for the provision of last-mile connectivity services.

The company was also invited to participate in the Katsina State Economic and Investment Summit, providing a platform for further engagement with the State Government and consideration of investment opportunities in Katsina.

These engagements progressed into a formal investment relationship, culminating in the signing of a Memorandum of Understanding between KIPA and IPNX for a proposed investment valued at approximately ₦2 billion.

The MoU provided a framework for progressing the proposed investment beyond initial discussions towards implementation.

3.0 GOVERNMENT COORDINATION AND IMPLEMENTATION SUPPORT

Following the investment commitment, KIPA continued to work with IPNX to address the practical requirements for implementation.

Given the infrastructure and planning implications of fibre deployment, IPNX and the Katsina State Urban and Regional Planning Board (URPB) established a Joint Implementation Committee to provide a coordinated platform for addressing implementation matters.

KIPA continued to serve as the investment facilitation interface, bringing the investor and relevant Government institutions together and helping to move the investment through the necessary planning and implementation processes.

This arrangement was particularly important because fibre infrastructure deployment requires coordination beyond the investor itself, including access to locations, planning considerations and engagement with relevant Government authorities.

4.0 GIS INVESTMENT CLUSTER MAPPING AND SITE FACILITATION

One of KIPA's major interventions was to provide IPNX with investment intelligence to support its investment decision and deployment planning.

KIPA presented the company with its GIS Investment Cluster Mapping, identifying areas of economic and investment activity that could provide viable locations for last-mile fibre connectivity.

Rather than leaving the investor to independently determine possible deployment areas, the GIS mapping provided a structured basis for identifying clusters with potential demand for connectivity services.

Following the presentation, IPNX undertook three visits to Katsina State to inspect the GIS-mapped investment clusters and assess their suitability for deployment.

KIPA facilitated these visits and the investor's engagement with the identified locations and relevant stakeholders.

Following the assessment, two investment clusters were allocated to IPNX for pilot deployment. This represented an important step in moving the proposed investment from planning and assessment towards practical implementation.

5.0 CONTINUED SECTOR AND STAKEHOLDER FACILITATION

KIPA also maintained engagement with IPNX within the broader effort to improve fibre-optic deployment and access to connectivity in Katsina State.

IPNX participated in KIPA's Stakeholders Engagement on Fibre Optic Deployment, which brought together relevant stakeholders to discuss issues affecting fibre deployment, connectivity and access within the State.

The engagement provided another platform for the investor to interact with relevant institutions, understand the State's policy direction and address issues relevant to the proposed deployment.

Accordingly, KIPA's involvement did not end with the signing of the MoU. The Agency continued to provide the investor with information, institutional coordination, site facilitation and stakeholder engagement necessary to advance the proposed investment.

6.0 EVIDENCE OF PROACTIVE INVESTMENT FACILITATION

STAGE	KIPA/GOVERNMENT INTERVENTION	EVIDENCE TO ATTACH
Investment attraction	Invited IPNX to Katsina to explore last-mile connectivity opportunities	Invitation/correspondence
Investment promotion	Invited IPNX to the Katsina State Economic and Investment Summit	Invitation/Summit records
Investment commitment	Facilitated signing of MoU for approximately ₦2 billion proposed investment	Signed MoU
Implementation coordination	IPNX and URPB established Joint Implementation Committee	Committee documentation/minutes
Investment intelligence	KIPA presented GIS Investment Cluster Mapping to IPNX	GIS presentation/maps
Site facilitation	Supported three IPNX visits to inspect mapped investment clusters	Visit reports/photos/correspondence
Pilot deployment	Two clusters allocated to IPNX for pilot investment	Allocation/approval documentation

7.0 OUTCOME AND CURRENT POSITION

The actions undertaken by KIPA moved the IPNX engagement through a clear investment facilitation process:

Initial Engagement → Invitation to Katsina → Investment Summit Participation → ₦2 Billion MoU → Government–Investor Implementation Coordination → GIS Investment Mapping → Site Inspections → Allocation of Two Pilot Clusters → Continued Fibre Deployment Engagement.

This progression is important because it shows that the announced investment was followed by identifiable Government actions intended to assist the investor in moving towards implementation.

In particular, the provision of GIS investment intelligence, facilitation of three site inspection visits and allocation of two clusters for pilot deployment represent practical interventions directed at addressing the investor's implementation requirements.

8.0 CONCLUSION

The IPNX engagement provides evidence of KIPA's proactive discharge of its investment promotion, facilitation and coordination mandate.

KIPA's involvement did not end with attracting IPNX to Katsina State or announcing the approximately ₦2 billion investment. Following the investment commitment, the Agency continued to work with the investor and relevant Government institutions to support its progression towards implementation.

This included facilitating Government–investor coordination, providing GIS-based investment intelligence, supporting repeated site inspections, facilitating the identification and allocation of two pilot investment clusters and involving IPNX in the State's wider engagement on fibre-optic deployment.

The evidence therefore demonstrates a continuing and practical Government intervention aimed at converting an announced investment into implementation.


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Our Ref: KT/IPA/BPAS/0128/236 *Your Ref:*_____ *Date:* 09th February, 2026

The Chairman / CEO,
ipNX Nigeria Limited,
No. 4 Balarabe Musa Crescent,
Victoria Island, Lagos, Nigeria.

RE: APPLICATION FOR FIBRE OPTICS DEPLOYMENT IN KATSINA STATE

We acknowledge with pleasure receipt of your application indicating your interest in deploying fibre optic infrastructure in Katsina State, following the State Government's Zero Right of Way (RoW) initiative and the call for investors published in This Day, Punch, and Business Day newspapers of 1st January, 2026.

We are pleased to inform you that your proposal has been reviewed and found to be in line with the State Government's objective of enhancing broadband access and strengthening digital infrastructure across the State.

You are accordingly advised to liaise with the Katsina State Urban and Regional Planning Board to obtain the necessary approvals and technical guidance. This will facilitate access to the Fibre Deployment Master Plan, ensure proper alignment with designated corridors, and clarify all regulatory requirements.

Kindly ensure full compliance with all relevant regulatory and technical standards to guarantee safe, orderly, and efficient deployment.

The Katsina State Investment Promotion Agency remains committed to supporting credible investors and promoting ICT infrastructure development. We look forward to your cooperation and the successful implementation of your project.

Please accept the assurances of our highest regards.

Ibrahim Tukur Jikamshi
Director General

CamScanner