

Nigeria Aviation & Airport Infrastructure Investment Opportunity

Unlocking Growth, Stability, and Long-Term Returns in Africa's Largest Mobility Market

Let's Get Started



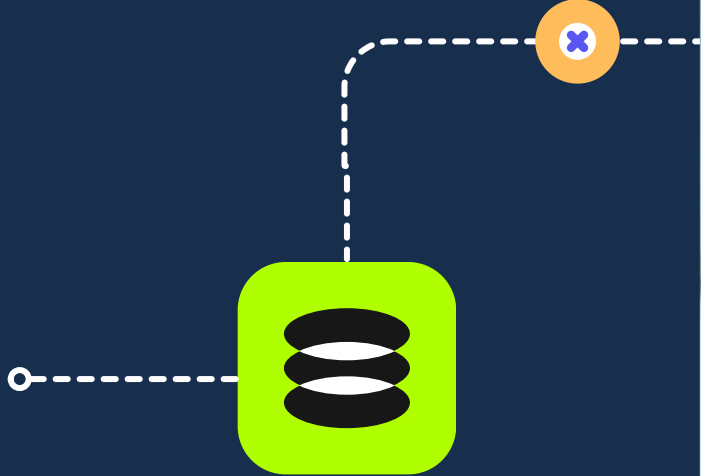
Table of Contents

03	<u>Executive Summary</u>	08	<u>Assets, Revenues & Returns</u>
04	<u>Market Opportunity</u>	09	<u>Risks & Mitigation</u>
05	<u>Capacity & Demand Dynamics</u>	10	<u>Investment Thesis & Next Steps</u>
06	<u>Infrastructure Investment Case</u>		

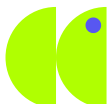


Executive Summary

Nigeria presents one of Africa's most compelling aviation investment opportunities, combining strong structural passenger demand, government-backed concession frameworks, and significantly under-monetized infrastructure. With a population exceeding 220 million and air transport serving as an essential mode of mobility, the sector offers a balanced return profile across airline operations and long-term airport infrastructure concessions. Africa is projected to be the fastest-growing aviation region globally, with passenger traffic expected to grow at approximately 6% annually through 2044, positioning Nigeria as a natural anchor market for long-term aviation and airport infrastructure investment.



Source: Boeing Commercial Market Outlook (2025-2044); Airbus





**Source: Boeing
Commercial
Market Outlook
(2025–2044)**



**Demand is deep and persistent, yet capacity
and monetization remain underdeveloped**

Market Scale & Fundamentals

Nigeria represents Africa's largest population base, with 220+ million people, yet remains structurally under-served by air transport infrastructure. The market currently supports approximately 15–16 million annual air passengers, with traffic forecast to grow to 25.7 million by 2029, reflecting strong underlying demand. Despite its scale, Nigeria ranks only as Africa's 5th largest aviation market by seat capacity, highlighting a significant capacity shortfall rather than demand saturation. Air travel remains structurally essential due to limited nationwide rail alternatives, reinforcing aviation's role as a critical mobility backbone. Across the continent, Africa is projected to require over 1,600 new aircraft deliveries between 2025 and 2044, driven by sustained traffic growth and fleet replacement cycles, positioning Nigeria as a core anchor market within this long-term expansion trajectory.



Connectivity & Network Reach

Nigeria is a key aviation gateway in West Africa, with direct international air links connecting the country to over 30 destinations across Africa, Europe, the Middle East, Asia, and North America. This level of connectivity supports trade, diaspora travel, business mobility, and reinforces Nigeria's role as a regional hub.

Key facts:

- ▶▶ **Direct connections to 30+ international destinations**
- ▶▶ **Network spans four continents**
- ▶▶ **Major hubs served include London, Dubai, Doha, Atlanta, Addis Ababa, and Johannesburg**



Investor Insight

Strong international connectivity validates long-term passenger demand and strengthens the investment case for airport infrastructure, cargo operations, and hub-based aviation services



Route-level validation (Airbus): Lagos-Manchester traffic has recovered to 171% of pre-COVID levels, while Lagos-Toronto has reached 127%, highlighting strong long-haul and diaspora-driven demand.

Source: Statisense Aviation Route Analysis; Guardian Nigeria (2023). Airbus Route Recovery & Unserved Routes Analysis (2024)

Capacity vs Demand Gap

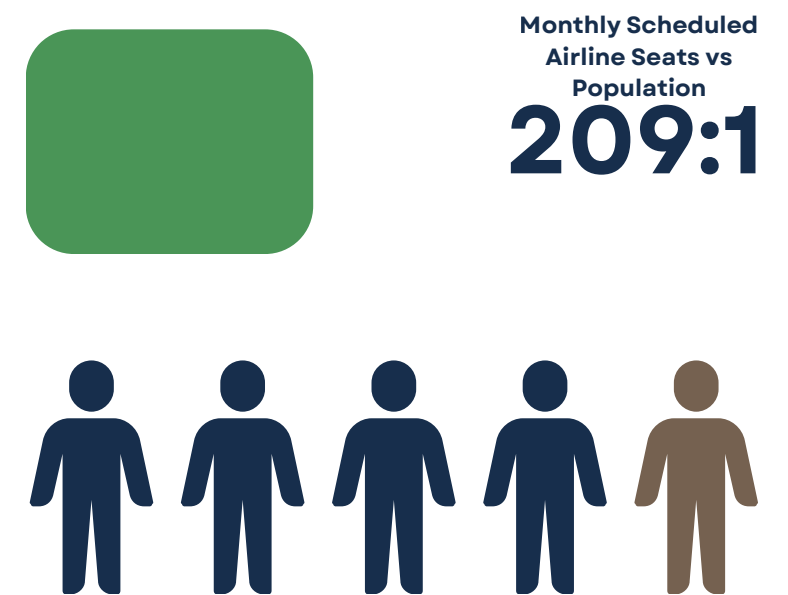
Nigeria, with an estimated population of 242 million people, currently has approximately 1.16 million monthly scheduled airline seats. In contrast, smaller comparable African markets operate significantly higher capacity.

Comparable markets

Egypt, with about 120 million people, offers roughly 2.98 million monthly seats. South Africa, with a population of 65.5 million, operates around 2.60 million monthly seats, while Morocco, with just 39 million people, provides approximately 2.03 million monthly seats.



Nigeria's market size significantly outpaces current capacity, signaling unmet demand rather than saturation. On a per-capita basis, Nigeria supports 5-10x fewer monthly airline seats than comparable African markets, confirming structural undercapacity rather than weak demand



Aircraft Fleet Gap – Capacity Expansion Need

Nigeria's current operational aircraft fleet is insufficient to meet projected growth in passenger and cargo demand. On a per-capita basis, Nigeria supports 5–10× fewer monthly airline seats than comparable African markets, confirming structural under capacity rather than weak demand. According to the Airbus Global Market Forecast (2023), Nigeria will require approximately 159 additional aircraft by 2042 to adequately serve its domestic, regional, and international markets.



Source:

Statisense Aviation Route Analysis; Guardian Nigeria (2023). Airbus Global Market Forecast (2023); Boeing CMO (2025–2044)

Investor Insight

This aircraft supply gap highlights a structural undercapacity in the Nigerian aviation market and creates opportunities across fleet leasing, aircraft financing, MRO development, airport expansion, and supporting aviation infrastructure.

Projected fleet requirement by 2042

Projected fleet requirement by 2042: Approximately 131 single-aisle aircraft for domestic and regional routes Approximately 28 wide-body aircraft for long-haul international routes





Aviation Operations

01

Regional African load factors: 75–76% (commercial viability benchmark)

02



Domestic + international passengers (2024): 15.7 million

03



Strong trunk routes and short-haul regional demand

With disciplined fleet and route optimization, airlines can achieve early break-even and sustainable utilization.



Passenger Experience

•• Federal Government prioritizing Public-Private Partnerships (PPP)

•• Active airport concession program

•• Infrastructure offers:

Stable cash flows, lower volatility than airlines, and inflation-linked, diversified revenues

Risk-adjusted returns are strongest in airports and supporting aviation infrastructure



Priority Airport Assets

Active concessions covering airports handling 70%+ of national traffic: Lagos, Abuja, Port Harcourt and Kano.



Typical concession tenor:

20–30 years and Governed by federal law and supervised by ICRC

Revenue Streams

Non-Aeronautical Revenues (Major Upside)

- ▶▶ Retail & F&B
- ▶▶ Parking & advertising
- ▶▶ Hotels & hospitality
- ▶▶ Cargo & logistics
- ▶▶ Airport-linked real estate

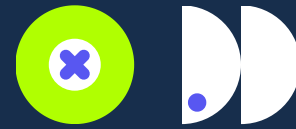
Market Driven Implementation

Passenger service charges
Landing & parking fees



Globally: 40–60% of airport revenue is non-aeronautical – significantly underdeveloped in Nigeria.

Target Infrastructure Segments & Returns



Segment and Expected IRR

Airport terminal concessions

8-14%

Cargo terminals & logistics

10-18%

Aircraft maintenance (MRO)

12-20%

Airport hotels & retail

10-16%

Airport-linked real estate

15-25%



Strategic Value Gaps

- Limited modern cargo terminals
- Heavy offshore aircraft maintenance spending Underdeveloped terminal commercial spaces
- Weak airport city (aerotropolis) development



Opportunity: Private capital unlocks value through operational efficiency and commercial expansion.

Risk & Mitigation

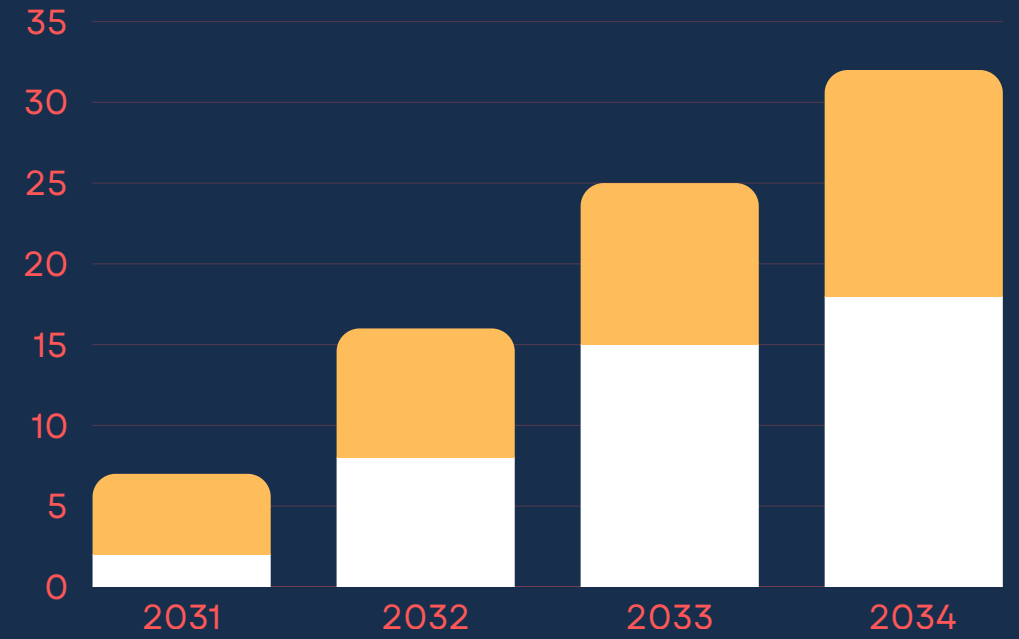
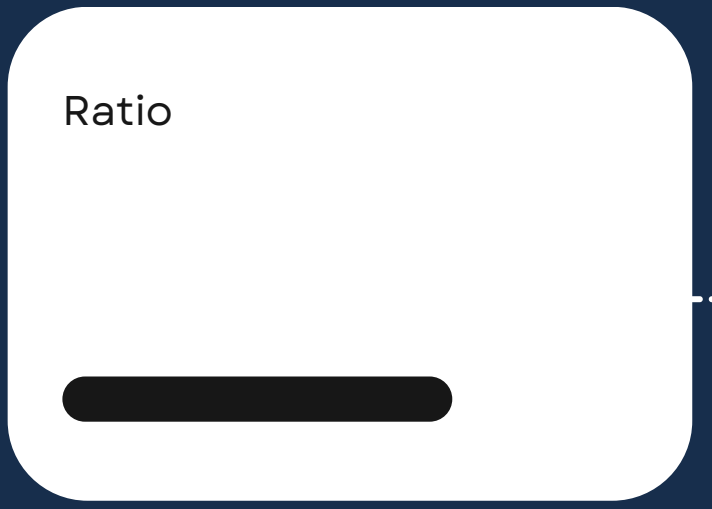
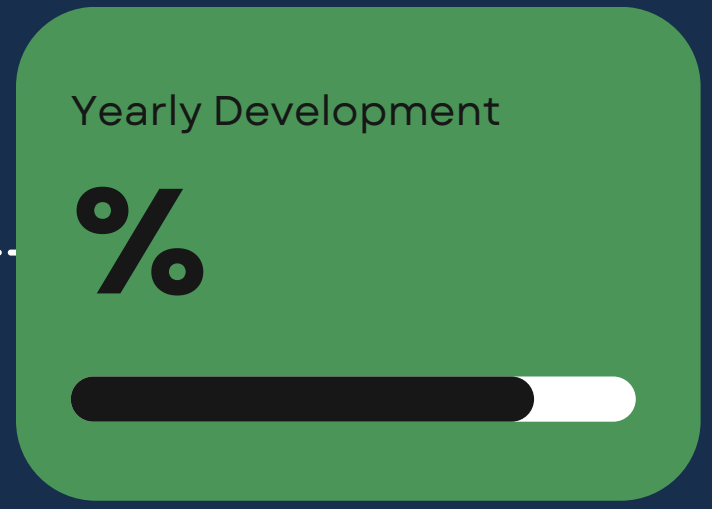
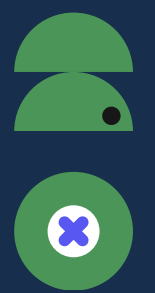
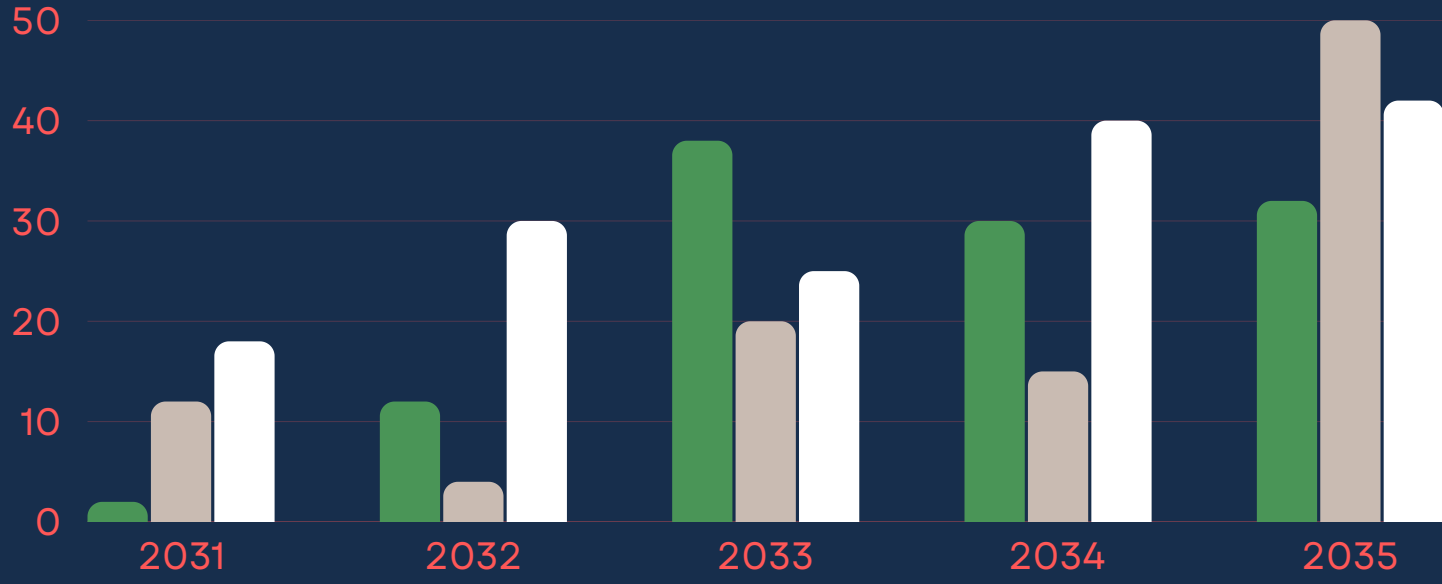
- Regulatory risk: Mitigated via federal concession agreements
- Demand risk: Offset by population scale and essential travel needs
- Currency risk: Partially hedged by FX revenues from international traffic
- Execution risk: Addressed through experienced operators and phased investment



Opportunity: Private capital unlocks value through operational efficiency and commercial expansion.

Investment Thesis

Nigeria's aviation sector offers large, essential, and growing demand; long-term, concession-backed infrastructure assets; stable cash flows with commercial upside; and a rare opportunity to enter before full infrastructure monetization.



Next Steps

- Engage on investor mandate and risk appetite
- Select priority asset class (airport, cargo, MRO, real estate)
- Develop transaction-specific financial model
- Structure concession or joint-venture participation



Thank You

We welcome strategic and financial partners to advance this opportunity.

