

eyes new markets

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Nigeria's Dangote Cement has agreed to a \$4.34 billion deal with China's construction giant, Sinoma International Engineering Company, to build integrated cement plants in 11 countries over the next two years.

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Combined, these facilities will add 25 million tonnes to Dangote's 71 million tonne annual output and will be completed within 30 months. The company is now targeting a capacity of 100 million metric tonnes over the next five years.

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Dangote said that his company's investments were inextricably linked to growth, wherever the location, and hinted at further expansion. He said: "Infrastructure is not commensurate with population (growth) and there would not be infrastructure without cement. We are looking at countries where there is need; we won't go where there is no need."

In July, Dangote Cement stated the contribution to sales outside Nigeria increased to 14 percent of total revenue by June 30 from 3 percent this time last year.

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The company faces competition from main rival Lafarge Africa, which combined its South African operations with its Nigerian business to form a vehicle for competitive expansion.

The Dangote Group has a diverse revenue base alongside its cement operations, spanning from oil to sugar production; it employs over 25,000 people across its businesses and its owner, Aliko Dangote, is Africa's wealthiest man.

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SOURCES: [\[Reuters, Mail and Guardian\]](#)

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