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Development of Investment Policy for Stimulating a Company's Economic Activity in Nigeria (Based on MTN Company)

The type of investment policy in any country has a big influence on the level of growth and development of business activities. If the investment policy is favorable and adaptive, it enhances business activities to flourish and bring economic development. However, if it is not, it can stifle business growth and economic development in the country.

This article analyzes the impact of the foreign direct investment policy adopted by the Nigerian Government on economic growth in the country with a particular focus on MTN Nigeria, a foremost telecommunication company in Nigeria. It further analysis the economic activities of MTN as a company by its impact on the GDP of Nigeria as a country, the company's financial activities, threats and risks it has to combat and mitigate inorder for it to achieve these phenomenal and outstanding results over the years of its existence as a corporate entity in Nigeria.

The article therefore summarily establishes foreign direct investment policy as one of the investment policies that drive economic growth and business development especially in the telecommunication industry in Nigeria. It compares the foreign direct investment policy in Nigeria as against the indigenization policy previously adopted which stifled the growth of businesses in Nigeria and further recommends the foreign direct policy as a more effective and liberal policy that allows the Nigerian economy to thrive and business economic activities to grow at the same time.

Keywords: investments, investment policy, economy of Nigeria, telecommunication sphere.

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Nigeria is Africa's largest and the 6th world largest producer of Crude Oil and historically, Foreign Direct Investment has been mainly directed at this industry and outside the oil sector, Investment has been low.

This has largely been due to the previous policy adopted long before the Year 1995 known as the Nigerian Enterprises Promotion Decree also called the "Indigenization Policy" which limited and restricted Investment in other sectors of the economy.

The idea behind the Nigerian Enterprises Promotion Decree (NEPD) was for the following reasons:

- to effect the changes in the ownership structure of businesses in the country of Nigeria;
- to provide opportunity for indigenous capital to have a major control of the economy of the day;
- To restrict the economic activities of foreign companies to certain areas and allow those firms to add Nigerians as partners.

During this period, about 1.100 companies or more were affected, some companies had to transfer their equities through private placement arrangement and the others listed on the stock exchange. A combined total of 81 companies listed shares on the stock exchange which are worth a total value of 210 million naira while majority offered the shares through private placement.

The decree was however repealed in the year 1995 with the promulgation and announcement of the Nigerian Investment Promotion Act, which birth the Foreign Direct Investment Policy in Nigeria, the subject of which this thesis is based on.

The aim of the paper is to establish the analytical relationship between foreign direct investment and growth of a company in Nigeria concerning the MTN group using analytical and statistical methods. In order to achieve the goal, the following **tasks** must be fulfilled:

- to determine the investment policy Framework and its evolution in Nigeria that brought about economic growth of the country;
- to determine the various types of regulatory policies that guide investment in Nigeria;
- to establish the various theories that proof the relationship between Foreign Direct Investment Policy and Economic growth of a country;
- to analyze extensively using formulas the relationship between Foreign Direct Investment and Telecommunication growth in Nigeria;
- to analyze the growth of MTN Nigeria (the object of this article) and its overall economic contribution to Nigeria as a country;
- to determine the competitive benefits of digital Foreign Direct Investment on the Nigerian Economy.

Database of the paper. For the purpose of this article the data collected and used were obtained mainly from the secondary sources and these include the following underlisted:

- The Central Bank of Nigeria (CBN)- From its statistical bulletin.
- National Communication Commission Data base.
- Pyramid Research Data base.
- Newspapers & Journals.
- Quarterly Report of MTN Group of companies.
- United Nations Conference on Trade and Development.
- Investment Policy Review of Nigeria- United Nations, New York and Geneva.
- UNCTAD Reports prepared by Rory Allan, Stephen Young, Massimo Meloni and Nana Adu Ampofo, Geneva.
- UNCTAD, FDI/TNC database, World Bank) Doing Business.
- World Development Indicators and Global Development Finance. UNDP Human Development Report.

Methodology

The main goal of this article is to determine the relationship between foreign direct investments and economic growth using the telecommunication sector of the economy as a focal point and Nigeria's economy as a reference point.

For this purpose, we used the regression analysis — error correction model (ECM). Time series variables are used and is therefore compulsory to test the properties of the time series data.

Research overview

Investment policy and its influence on economy has been studied by Ukrainian scientists: V. Pylypenko, studied state policy in innovation development and mentioned "an effective state innovation policy is a much stronger incentive for the development of the country's economy than a large raw material base or a geopolitical position" [11]. We can also highlight the publications of V. Gusev, who considers innovation policy as a means of developing the national economy. P. Mykytiuk with changes in budgetary for activation of the innovation processes. In addition, the publications of scientists from post-Soviet countries: A. Afonasiev, E. Ashirov, N. Batov, V. Belskyi, T. Dudayev, P. Kamennov, O. Maksimova, E. Makhmudov, Z. Musostov, A. Ostrovsky, L. Trygubovich. and others. Sure, an important role belongs to foreign scientists as J. Shumpeter, who was one of the first researcher in innovation sphere. Also, R. Nelson, C. Winter, C. Phrimena and some others theory which described below.

A lot of scientists worked with innovation policy, but therefore, a number of questions remain relevant regarding the role played by governments in the implementation of innovations.

We begin by using reviewing theories that establish the relationship between foreign Direct Investment and the increase of telecommunication sector like MTN Nigeria and the economic development of Nigeria at large.

The Neoclassical Growth Theory — The Harrod-Domar Growth Model. This theory was postulated by both Harrod in the year 1939 and Domar in the year 1946 and called Harrod Domar Growth Model which actually attributes any significant economic growth and development to investments and in this case we talk about Foreign direct investment.

Investments create earning (The demand effect of investment) thereby increasing the productive capacity of the economy by way of increasing its capital stock (The supply effect/impact of investment).

The theory in addition states that for any country to preserve a full employment equilibrium level of earnings yearly then it's very important that both the actual/real income and output should continuously increase and this can only happen if capital is injected into the economy.

The Neoclassical Growth Theory: The Solow Growth Model [13]. This model in addition expanded the Harrod-Domar Model which emphasized on the importance of savings, investment and capital accumulation. This theory further adds Labour, Capital and Technology to what the Neoclassical Theory proposes. It states that economies will similarly reach a point whereby any increase of capital in the economic system will not in any way be commensurate with an economic growth. Its primarily based on the diminishing returns of capital that at a point the economic system will reach the constant/steady state. This model further states that any country can overcome this by means of constant innovation and coming up with new technology which may eventually lead to a better economic growth. Figure 1 below similarly explains this in pictorial form as GDP can be seen as a dependent of savings and investment, labour and technological improvement (Figure 1). The key development policy implications of this model is that economic growth measured through GDP may be because of the following factors:

- Increase in labour quality and quantity.
- Increase in capital (Saving & funding).
- Increase in space of technological development.

Ordinary, it states that a closed economic system grows a whole lot slower than an open economy that allows influx of foreign Direct Investment and in this case of Nigeria opening up the country to a flow of FDI ought to increase the GDP and bring about general economic development of the country.

The Big Push and the Schumpeterian Growth Model. That is exceptional from the early suggestions and propositions of the Neoclassical Growth Theory. The theory proposes that there's a need for nations to leap from one degree (traditional sector) of development to the other (modern sector) through a sort of virtuous cycle (Figure 2). To achieve this, massive investments within the infrastructure and education could be required [6].

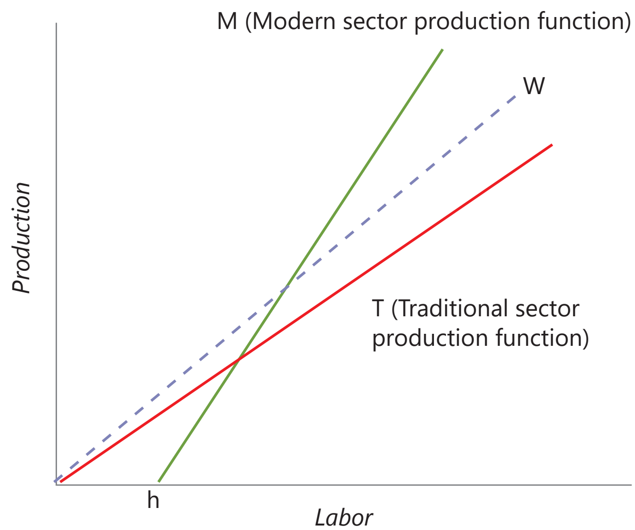

Fig. 2. The Big Push and the Schumpeterian Growth Model

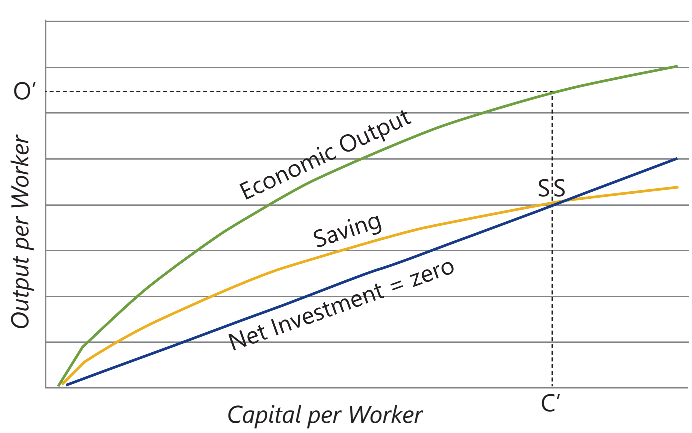

Fig. 1. The Solow Growth Model

As we can see on Figure 2 the Schumpeterian growth model therefore sees growth as a method of innovative destruction, that captures the dual nature of technological progress. In order to reap this, they make old technologies or products obsolete.

Theories on Telecommunication-Economic Growth Nexus. There are two different ideas or beliefs that explain the existing relationship between telecommunication and economic growth. They're the:

- Technophiles — people who likes technologies [3].
- Technophobic. It means negative emotions, anxiety and fear among some people due to an established set of norms and individual behavior patterns that have been formed as a result of the rapid development of technology in recent decades [5].

As for the Technophiles, telecommunication has a positive effect on growth. The idea here is that Information and Telecommunication (ICT) has the capacity to increase the productivity of an economic system by enhancing employment and improving the quality of work in many occupations. It additionally assumes that the Telecoms industry, (in this situation MTN Nigeria) will offer many possibilities and structures for the boom of small scale and independent forms of manufacturing.

The Technophobia have an alternative view on this believing that the telecommunication has a negative effect on the economic growth of any nation and might even altogether increase the information gap that exists between the rich and the poor, the literate and the illiterate.

However, there is an opposite view as to the positive impact of the relationship between FDI and economic growth. Some school of thoughts assume that the transformative nature of ICT on the society and economic growth and development is more of an exaggeration. This sees FDI inflow into any economy further destroying more jobs than it ever created.

Main part

Nigeria has the largest market in Africa with a population of over 200 million. Nigeria has the largest economy in Africa with a total GDP of $432.3 billion. It is one of Africa's key oil producers, producing high-value, low-sulfur crude oil. The economy is heavily dependent on oil. The country has been able to achieve this feat largely due to the investment policy put in place to attract Foreign Direct Investment (FDI) into the country over the years by successive governments. In the first quarter of 2021, oil accounted for about 9.25% of Nigeria's gross domestic product (GDP), up from 5.8% recorded in the fourth quarter 2020, and contributing approximately 85% of export earnings and around 50% of total government revenues. Nigeria's economy and commercial activities were severely affected by the COVID-19 pandemic and associated declining oil prices due to the country's heavy reliance on oil [10].

In South Africa, SMEs account for 91% of businesses, 60% of employment and contribute 52% of total GDP. In Nigeria, SMEs contribute 48% of national GDP, account for 96% of businesses and 84% of employment [2].

The productive private sector is a vital component of any developing country, Nigeria not being an exception. Attracting foreign direct investment in any country will surely help the country's economic growth. FDI brings investment, create new jobs, increase exports value, make big changes in supply chain spillovers as well as the new technology offshoot that comes with it.

According the the World Bank Group, to get the full benefits of FDI, a country should be well-prepared and ready to provide a clear and effective implementation of investment strategies and policies.

For this purpose, country should pay attention on the next important activities in investment strategy [15].

1. Developing an investment roadmap or strategy requires the following:
   - good analysis as well as a logical framework that puts into account the amount as well as the quality of FDI that's injected into a country and the surrounding policy that's needed to maximize it;
   - priorities needed in order to design an investment policy and reform agendas in order to attract, facilitate, retain and get the best of the spillover effect of FDI in the host economy.
2. Improving the effectiveness of policies that attract and allow for FDI injection.

   This is by allowing for the promotion of investment capacity which includes competitive proposition for aiding investment in important sectors and capacity building for outreach facilitation.

   Helping countries with reforming their investment entry period can be done through the implementation of non-discriminatory treatment of investors by reducing the sectoral restrictions and the performance which are required to achieve the developmental objectives.
3. Promotion of good practices in the effectiveness of investment incentives.

   This is by helping countries to address how incentives contribute to the foreign direct investment injection in any country as well as when there are policy objectives like employment generation, gender empowerment and other sustainable developmental programs.
4. Prevention of investor/state disputes by the establishment of investor grievance mechanisms.

   This is done by promoting best practices in resolving important key regulatory implementation issues through the management of investment disputes for the purpose of retention and expansion.
5. Maximization of linkages and positive spillover effects of FDI on the host economy.

   This is by developing a strategic action plan for FDI linkages in order to remove any policy that might be considered distortive and connect with local firms and further attract foreign suppliers.

6. Strengthening Investor Confidence in order to retain and further expand FDI.

This is by upgrading every legal and regulatory pathway in order to reduce the political risk involved in FDI.

Designing and implementing investor aftercare programs that allow for the retention and expansion of FDI while at the same time strengthening links with investors [15].

The current pace at which our world operates means no nation of the world can exist without the other. There has never been a need for more connectivity and interdependence among the comity of nations than now. In reality, the pandemic the world witnessed in the better part of year 2020 and 2021 has made it clearer than ever before that we are more related than we could ever imagine.

As a result of this, as globalization flourishes, so does communication. Communication has however been part of us as humans. The potential to communicate over a broader distance has in itself in a way introduced about boom and improvement in different business.

At the time of Nigeria's independence in the 1960, the Nigerian Post and Telecommunications (P&T) which was owned by the Government of Nigeria itself were completely controlling the Nigerian telecommunication industry. As time went on in the year 1980, the Nigerian External Telecommunications (NET) was established in order to offer the external communications services that was much needed then [12].

Subsequently, in the year 1985 because of the repeated calls for the commercialization of telecommunication services in Nigeria, the government of the day initiated the merger of internet with the Telecommunications arm of P&T to form what's now to be called the Nigerian Telecommunications Limited (NITEL) which is the umbrella government body regulating using cellular telephony in Nigeria [4].

The Nigerian cellphone system was very unreliable, pricey and consumer unfriendly. The idea behind organizing NITEL changed into therefore to result in performance to the mess within the enterprise. However, quite lamentably, NITEL couldn't gain this cause although it assists the Monopoly of the Telecommunication area for quite a long term in the course of this era.

It was not an unusual incidence to see long queues of Nigerians expecting their turns to make calls on the telephone cubicles during this hay days of NITEL holding sway of the telecommunication sector in Nigeria.

During last decade situation rapidly changes (Figure 3). The country began to invest more to the telecommunication industry. And we can see increasing in the telecommunication industry's contribution to real GDP in Nigeria [9].

As we can see from the figure 3 percentage contribution of the telecoms industry to the GDP shows that Q2 contribution is always the highest. Also, it increases in Q2, falls in Q3 before rising again in Q4. But in total it is gross from year to year.

MTN Nigeria is a telecommunication enterprise in Nigeria offering mobile communication services for the past 18 years and has improved on its products, services as well as technology services [1].

It offers a kind of incorporated suite of communications merchandise in addition to services to its numerous cus-

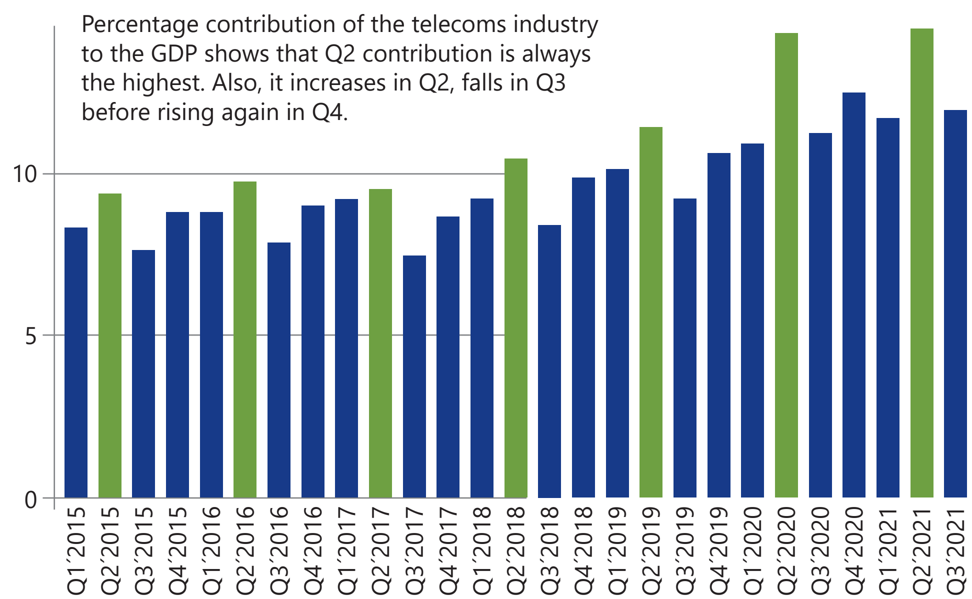

Fig. 3. Quarterly contribution of the Telecommunication Industry to Real GDP in Nigeria (%). *(Chart: Created by Dataphyte • Source: NBS • Created with Datawrapper)*

tomers in Nigeria and this includes mobile voices, information. digital offerings, Fintech and business answers with 3G, 4G as well as its proposed 5G community in Nigeria as well as the African continent at large.

MTN Nigeria is positioned as the network of choice with the widest voice and data network coverage which underpins its brand tagline "everywhere you go". The company believes that mobile telecommunication enterprise in Nigeria will continue to grow for a while due to various factors and this consists of limited fixed line coverage, penetration, a continuously growing youngsters population in Nigeria, a high cost of infrastructure deployment inside the country and presently a quite low mobile penetration which sets the stage for an accelerated mobile penetration in the future.

MTN operates a majorly pre-paid enterprise with approximately 99.2 % of its subscribers on a prepaid plans as at December 2021 [7].

The company plans to make investments and grow its 4 LTE ability and coverage so that it will provide a better solution to its subscribers and keep helping to grow data traffics with more focus on high-value clients and the youthful population of Nigeria (Figure 4) [8].

The Unit roots Test Methods were applied in the study and these are the augmented Dickey-Fuller test (ADF) in addition to the Phillips-Perron (PP).

As for the evaluation, the E-views, model 9.0 was used.

As for the estimation technique, the ordinary Least squares (OLS) estimation was adopted in the single equation models.

So, the effect of foreign direct Investment on Nigeria's economic increase is consequently analyzed within the Standard Growth accounting framework.

To start with, let's assume that the capital stock is made up of 2 components: domestic and foreign owned capital stock.

So therefore,

$$Kt = Kdt + kf, \quad (1)$$

Then we used the augmented Solow Production Function which makes output a function of shares of capital, labor, the human capital itself in addition to productivity. We specified the domestic and foreign owned capital stock one using of the Cobb–Douglas Production function.

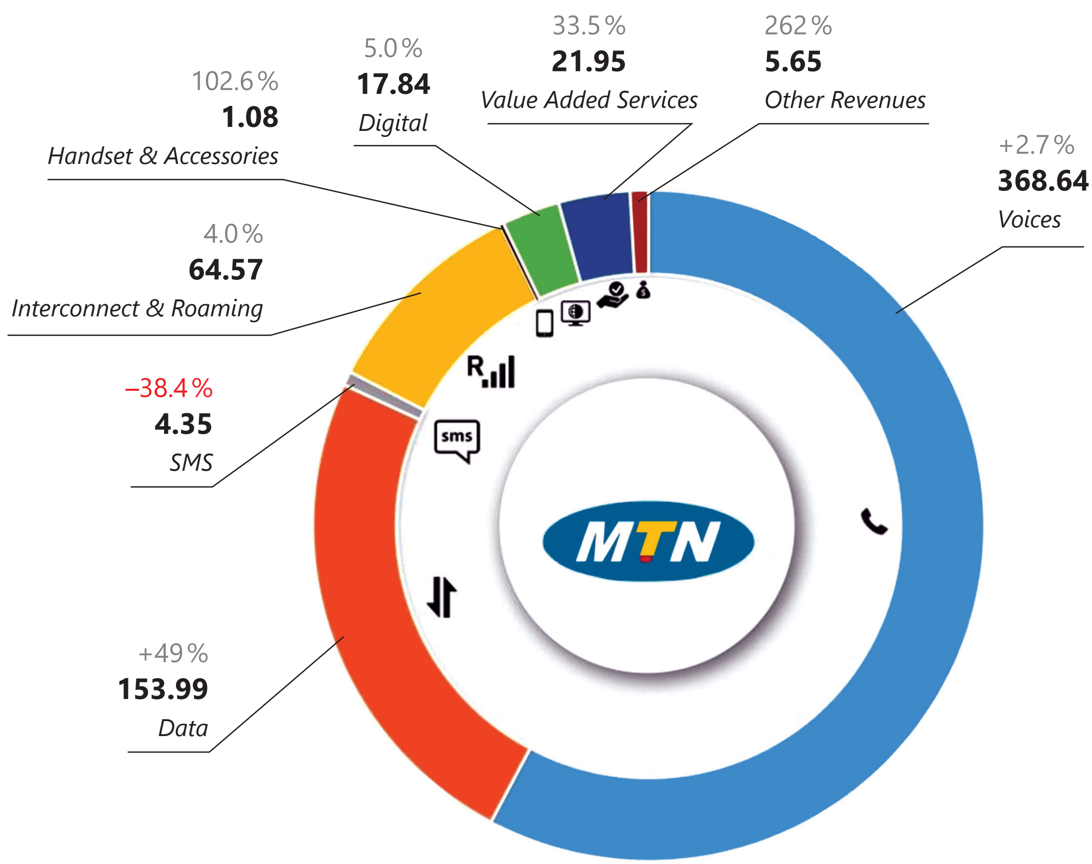

Fig. 4. MTN revenue performance in the first quarter of the year 2020

So here,

$$y = a + \alpha k + \lambda k + \beta l + \gamma, \quad (2)$$

where:
Y = flow of output;
K dt K ft = domestic and foreign owned capital stocks;
L = labour;
H = human skills capital stock;
A = the total factor productivity.

This in essence explains the output boom that isn't accounted for via the increase in factors of production specified.

So, we took logs and differentiating equation (1) with appreciate to time, and that we acquired the equation below:

$$y = a + \alpha k + \lambda k + \beta l + \gamma, \quad (3)$$

where the lower-case letters represent the following below:

- Growth rates of output;
- The domestic and foreign capital stocks;
- Labour and
- Human capital.

However, the α, λ, β and γ all represent the following below:

- Elasticity of output;
- Domestic and foreign capital shares;
- Labour and
- Human Skill capital.

In a condition wherein there is best competition and steady returns to scale, the pliancy coefficients can be interpreted as respective issue stocks in general output.

Equation (2) on its own is however a major Growth Accounting equation, wherein it decomposes the rate of growth of the output into growth cost of all of the general element productivity plus the weighted sum of the increase charges of capital shares, human capital stock and the growth rate of labour.

Theoretically, a, β and γ are consequently intended/anticipated to be positive while the signal of l could depend upon the comparative strength of competition and the link effects and different external factors that FDI generates in the development process.

After the established practice within the literature, Kd and Kf are proxied with the aid of domestic investment to GDP ratio (Id) and FDI to GDP ratio (If), respectively in view of the difficulties associated with dimension of capital stock. The use of rate of investment is based on the idea of a steady state scenario or better put, a linearization around a consistent state.

The final form of equation (2) is consequently as shown below:

$$y = a + al + \lambda l + \gamma + \varepsilon, \quad (4)$$

where the ε *is an error term.*

This therefore in essence establishes the relationship that exists between Foreign Direct Investment and the Economic development of Nigeria as a country using the Regression Analysis-Error Correction Model (ECM).

There are two categories of investment in a foreign country within the context of foreign Direct investment (FDI).

This could be the "Market-seeking" and the "Non market-seeking".

The market-seeking investments is the type whose aim is to serve the domestic markets. This simply means that goods produced in host markets are sold in those markets. Consequently, the FDI can in a manner have an effect on boom via the nature of the domestic demand for such as if there are massive markets and high income levels of the host country.

For the Non-marketplace-seeking FDI, the aim is to promote the products produced in the host economic system on markets abroad. Consequently, this kind of investment will serve the host country the more through the trade nexus — and what this indicates is that, how easy it is to export the products in addition to how competitive the goods are in a global marketplace. FDI will consequently increase economic growth through an increase in productivity of capital.

Nigeria as a country is a beneficiary of both types of the Foreign Direct investment cited above. However, the variables that are crucial for each styles of FDI will probably impact Nigeria's economic growth. I therefore included in the model such independent variables which are important to the economic growth which is subject to availability of data.

For this very thesis, the dependent variable used is the GDP per capita (in log form), which I obtained as a ratio of real Gross domestic Product to the population in Nigeria.

The independent variables covered inside the version are:

Return On Investment on Capital (ROI): It is a known fact that FDI gets to countries that pay a better return on capital. That is by means of assuming that a higher return on capital is indicative of a higher degree of productiveness and so therefore a higher/better potential to grow the country's economy.

The ROI that is the Return On investment in the rest of the should therefore be an opportunity cost for those potential investors in Nigeria, who can later use the rate to compare with what may be seen in other parts of the world where there might be more options. I therefore assumed a direct relationship between income per capita and the Return on Capital. In this thesis, I found a positive relationship between ROI and FDI and this means that a higher GDP per capita implies a brighter prospect. For FDI in the host economy.

Level of Infrastructural Development: According to [14]: a very good infrastructure lets in for an in-manufacturing level and further reduces the operating costs and as a result promotes Foreign Direct investment. In essence, a well-developed level of Infrastructure allows for an increase in the productivity of investment and thereby lets in for economic growth. Usually, it is the number of telephones lines with 1.000 populace that is used to measure infrastructure development. however, The defects of this measure are that it does now not put in consideration the growth inside the number of available cellular phones and best measures the availability of the ability and while reliability is completely not noted. Different measures that are used may additionally consist of the electrical electricity transmission and distribution losses and the gross fixed capital formation. Given the provision of data we used electric powered power intake as a proxy for this variable. The variable is measured as in keeping with capita electricity strength intake. This form of measure looks after availability and so we must anticipate an immediate dating between this very degree and financial boom.

Political Risk: it is a commonly known fact that when a country is politically unstable, the economic growth is hampered as well. Political risk is measured by the tendency of a change of government, in addition to political violence as measured by way of the frequency of things like political assassinations, violent riots and politically associated moves. Therefore, the average variety of assassinations and revolutions in a country can be used to measure the degree political instability. Also, we can use the wide variety of coups d'état a country suffers to measure political instability. In this very thesis, Nigeria is used as a case study and since the return to a democratic system of government in the year 1999, the Political climate has been noticeably stronger at least till now. Therefore, in this case, there is a positive economic growth in Nigeria as a country due to the political stability being witnessed within the political space for more than two decades now for the mere fact that the country has returned to a democratic system of government which more stable than the previous military government in the country.

The Openness of the Host Economic System to Trade: to measure this, we consider the ratio of trade (that are the imports and exports) to the GDP and in this case is the Gross Domestic Product of Nigeria. FDI inflows in any country are predicted to bring about a stepped forward competitiveness of the host nations exports. As the exports and investments increase, this could without a doubt result in a multiplier impact on the GDP of the country and in this case, Nigeria. Improved exports and investments can also generate foreign exchange that may be used to import capital items. Similarly to this, if the added investment embodies neutral/ labour intensive techniques, job possibilities in form of employment will definitely arise. Therefore, we ought to assume a direct relationship between this variable and economic growth.

Size of the government: this is a measurement of the ratio of government consumption to the GDP. This is expected to have a direct relationship to economic growth. This is because a higher stage of government consumption would make provision of extra social capital that have to encourage an increase in manufacturing. However, the overhead fee as well as endemic corruption that is pervasive inside the massive governmental organization in Nigeria has not made this to be precisely so.

Human capital: the importance of education to growth of the economy is normally measured by way of the ratio of secondary and tertiary group enrolment in the population. There is a direct relationship in this variable with the economic growth of any acountry as well. Nigeria has a population of over two hundred million people and still has a notably shortage of professional labour and so this population isn't always necessarily converted into an opportunity for economic growth for the country. The government however considers the population as a burden to it achieving its overall strategic goal.

Some other Variables: i also included the inflation rate as a measure of the overall economic stability of a country like Nigeria. I assume an indirect relationship between inflation and economic growth.

The summary information of all of the blanketed variables are offered in the table (Table 1).

The foregoing therefore suggests that a general empirical model of Foreign Direct Investment on the Nigeria's economic growth can therefore be put as below:

$$GDPPCAP = F(Lag(GDP), FDI, OPEN, HUMCAP, POLRSK, GOVSIZE, INFL, ROI, INFRAC)$$

where,
GDPPCAP = Real gross domestic product per capita (in log form);
*FDI = foreign direct investment defined as (FDI/GDP*100);*
OPEN = openness of the economy (total trade – GDP ratio);
HUMCAP = the level of human capital (share of secondary school and university enrolment in the population);
POLRSK = political risk measured by number of coups d'état (dummy variable);
GOVSIZE = government consumption as a ratio of GDP;
INFL = the rate of inflation;
ROI = return on investment (long-term US interest rate);
INFRAC = infrastructure development (per capita electricity consumption).

The coefficients of OPEN, HUMCAP, GOVSIZE, INFRAC, and ROI are predicted to be positive. However, the predicted sign up INFL is uncertain depending on the way it's controlled in the economy. In addition, the anticipated sign on POLRSK is poor.

Nigeria as a country in addition to the corporations in the country like the MTN company (which is the main essence of this thesis) can use the Foreign Direct Investment (FDI) as a means of growing their digital capacities so as to Nigeria as a country more digitally competitive in a global market.

To acjieve this objective, a 3-element method can be used

- Launching of the Digital FDI enabling Projects (DEPs) to allow for the creation of a virtual friendly funding/ investment climates by formulating enabling policies,

Table 1. *Summary Statistics of Included Variables*

Variables	Mean	Standard Deviation	Minimum	Maximum
Open = (100*(Imports+Exports)/GDP)	27.2175	19.7925	0.3779	62.1814
Inflation rate = Infl	22.0394	18.8368	3.4	72.9
Govt.size (Govt consumption/GDP)	0.1539	0.2825	–0.307	0.9017
Human Capital = (Sec.+Tertiary enrol/Popn)	4.2741	1.4283	2.024	7.1383
Infrastructure = (Electric power consumption/Popn)	7.494	2.171	2.6527	10.6308
Return on investment = (long-time US interest rate)	7.0896	3.1768	1.670	16.390
Non-oil GDP	6.373	2.0207	0.6179	10.1659
Political risk	0.2727	0.4522	0	1
FDI (100*RFDI/GDP)	3.5989	7.4036	–1.9247	32.0255
FDIoil (100*FDIoil/GDP)	2.8554	3.0432	–0.2529	11.9265
FDItracom (100*FDItracom/GDP)	0.0926	0.0593	0.0071	0.2651
FDImanufac (100*FDImanufac/GDP)	2.5518	1.3241	0.2429	5.7649
LnGDP (log of GDP)	11.3730	0.2224	10.9001	11.7739

legal guidelines and other methods which will allow for an increase in FDI.

- Using a smart test or precursor to launching a full-fledged DEP, which benchmarks their economy's digital capabilities, marketplace functioning, accessing it through connectivity, Restrictions and Trust (also known as 'SMART'), and making provisions for tools to address limiting factors.
- The Nigerian policy-makers can evaluation FDI developments in six sectors which might be essential to grow the digital economy (out of these are essential, including the communications enterprise like the MTN company which is the subject of this thesis in addition to the software & IT services), with quantitative evidence that may direct those in charge of making such policies so as to prioritize the reforms of these policies and promote investment where they are relatively not so strong. In the course of the method, specific attention ought to be paid to growing the digital ability of Small and Medium Sized agencies.

Conclusion

It is imperative to know that the growth of Nigeria economy measured by its GDP is largely dependent on a favorable investment policy of which the foreign direct investment policy play a key role.

Measures taken in the past by previous government to limit or restrict foreign direct investment in the Nigerian economy in favor with the more restrictive policies like the Indigenization policy has simply set the Nigerian economy aback.

Suffice it therefore to say that no country can develop or achieve its full economic potential without a good measure of FDI inflow.

The economic development of the country can be a measure of the success recorded in the telecommunication industry and in this case MTN group of company was used as an analogy of the impact that the development of investment policies has on economic growth and businesses in Nigeria.

The article found an existing relationship between the foreign direct investment policy adopted by the Nigerian state, economic growth and development as witnessed by the demonstrated increase in Nigeria's Gross Domestic Product as well as the telecommunication boom witnessed in Nigeria.

Having established this relationship, it is therefore imperative for the Nigerian government to design a blue print architecture and improve on its investment policy by making it favorable towards an open economy that encourages foreign direct investment the more into the country.

Well-conceived policy and regulatory prescriptions are essential to the best rollout and uptake of broadband offerings, in order to in the long run assist in the vision for growth that MTN has for Nigeria. The Nigerian government will therefore need to play its own part of the deal for this to be powerful. This it can do by reviewing its rules that govern the distribution of broadband in Nigeria. This will further attract investments by using the hooked up as well as the upcoming service companies and additionally ensure transparency within the regulatory procedure.

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Розробка інвестиційної політики для стимулювання економічної діяльності компанії в Нігерії (за матеріалами компанії "MTN")

Тип інвестиційної політики в будь-якій країні має великий вплив на рівень зростання і розвитку підприємницької діяльності. Якщо інвестиційна політика є сприятливою та адаптивною, вона призводить до процвітання ділової активності та економічного розвитку. Однак, якщо ситуація з інвестиційною політикою протилежна, то це може загальмувати зростання бізнесу та економічного розвитку країни.

У цій статті аналізується вплив політики прямих іноземних інвестицій, прийнятої урядом Нігерії, на економічне зростання в країні з особливим акцентом на діяльність компанії "MTN" Nigeria, провідній телекомунікаційній компанії Нігерії. Далі розглядається економічна діяльність "MTN" та її вплив на ВВП Нігерії. Аналізується фінансова діяльність компанії, загрози та ризики, з якими їй доводиться боротися та пом'якшувати їх, щоб досягти феноменальних і видатних результатів, які вона має протягом багатьох років, а також досдієвується її існування як юридичної особи в Нігерії.

Таким чином, у статті коротко проаналізована політика прямих іноземних інвестицій як одна з інвестиційних політик, які стимулюють економічне зростання та розвиток бізнесу, особливо в галузі телекомунікацій у Нігерії. Порівнюється політика прямих іноземних інвестицій у Нігерії з політикою корінізації, прийнятою раніше, яка гальмувала зростання бізнесу в Нігерії. Надаються рекомендації щодо розвитку політики прямих іноземних інвестицій до більш ефективного та ліберального рівня, що дозволить нігерійській економіці процвітати паралельно з діяльністю суб'єктів господарювання.

Ключові слова: інвестиції, інвестиційна політика, економіка Нігерії, телекомунікаційна сфера.