

Export for Survival: NEPC, stakeholders brainstorm on export potentials



Secretary to the Government of the Federation as well as the Honourable Minister of Industry, Trade and Investment, Otunba Adeniyi Adebayo are among the top dignitaries expected at the event.

The Executive Director/CEO of NEPC, Dr. Ezra Yakusak said the objective of the 2 –Day Conference include among others, to create a plethora of opportunities for stakeholders to have robust conversation on current and emerging global trends and articulate innovative solutions towards expediting sustainable non-oil export trade.



... Launches Trade House in Cairo

A giant leap towards making Nigerian goods competitive in the global market got a boost recently as the Nigerian Export Promotion Council (NEPC) launched the first Nigerian Export Trade House in Cairo, Egypt.

The Executive Director/CEO of NEPC, Dr. Ezra Yakusak who officially launched the Export Trade House in Sadat, an industrial zone in Cairo said for now, Sesame seed, Ginger and Groundnut are to be processed and packaged for onward distribution to the North African region and beyond.

Understanding That the non-oil sector has the potential to diversify the nation's economy in the wake of dwindling crude oil revenue calls for concerted effort by all stakeholders to reposition the sector for sustainable growth.

It is on this premise that the Nigerian Export Promotion Council (NEPC), as part of strategic initiative to diversify the nation's economy, on April 26th - 27th, 2022, that stakeholders will gather at the prestigious Transcorp Hotel gathered stakeholders to brainstorm on

creating a framework that will optimize the potentials in the sector as part of activities lined up for its maiden National Conference on Non-oil Export in Abuja.

His Excellency, the Vice President Professor Yemi Osinbajo (SAN) among other notable dignitaries are expected to grace the event with the theme “Export for Survival: Optimizing Nigeria's Non-oil Export Potentials”.

The Vice President will deliver the keynote address and declare the Conference open while His Excellency, Governor of Jigawa State and Chairman National Committee on Export Promotion, Mohammed Badaru Abubakar, the



According to him “It is aimed at increasing Nigeria's international market share and growth, given the increasing challenges bedeviling the production and distribution of oil across the world. Nigeria therefore needs aggressive marketing, increased productivity and exportation of our products through non-oil exports”.

The Export Trade House which is operated in collaboration with Messrs J.M. Goma, will enhance visibility of Nigerian products, increase Nigeria's market share in Egypt and neighbouring north African countries, increase forex inflow and create employment for our teeming youths, among others.

The ED/CEO was accompanied by the Director Product Development, Mr. William Ezeagu, the Director International Export Office, Mrs Uduak Etokowoh and Chief Trade Promotion Officer (Africa) Mrs. Angela Uche-Echieh.

Among personalities who witnessed the event were the Representative of the Nigerian Ambassador to Egypt, the Minister Counsellor/ Charge D'Affaires, Mr. Bashir Ibrahim Ma'aji, the CEO of J.M Goma Int'l Ltd, Alhaji Goma, the CEO of Agriverdi, Mr Ghazwan Mousallatti and the president NIDO, Egypt, Mr Peter Adeola Olufosoye.

NEPC Takes Step to Boost Productivity of Staff

The Minister of Industry, Trade and Investment, Otunba Adeniyi Adebayo has tasked the Nigerian Export Promotion Council, NEPC, to leverage on its facilities in enhancing the export of non-oil products.

The Minister stated this while launching over 300 Hardware and Computer Systems at the NEPC Headquarters in Abuja. Otunba Adebayo who said the Federal Government had given directive that all Ministries, Departments and Agencies, (MDAs) be

NEPC, Dr. Ezra Yakusak said the procurement of hard ware and computers was part of the Council's strategy of building and sustaining a work force that is well equipped and ready to deliver quality services to the exporting community

“The cumulative effect of International Trade Centre (ITC) report and the Circular from Head of Service of the Federation, coupled with the work disruption occasioned by COVID 19 prompted the Council to commence digitization and automation of its documents and



digitized expressed the hope that the newly procured hard ware and computers for staff of NEPC would further boost their performance

While congratulating the Executive Director of NEPC, Dr. Ezra Yakusak on his appointment, the Minister expressed confidence in his capacity as an in-house person to reposition the Council for greatness.

Earlier, the Executive Director of

services”, he noted.

He stated that the Management awarded contract for the procurement of hardware for all Trade Promotion Officers in both the Headquarters and the 33 Regional and State Offices to further boost their productivity. The NEPC Executive Director assured the exporting community that the Council is more than ever before ready to support them by delivering seamless services devoid of unnecessary bureaucracies.

NEPC holds interactive session on E-Registration



NNEPC on-line E-registration platform (NEEP) project is a strategic initiative aimed at providing seamless documentation procedures and processes with a view to evolving innovative applications to facilitate trade. Since its introduction on 3rd April 2017, NEEP has gained awareness and increased utilization. As at February 2022 a total of 20,862 companies registered on the platform.

• However in recent time, users of the NEEP platform consisting of potential and current exporters, consultants, banks among others have been facing some challenges such as

- : Difficulty in changing E-mail
- Difficulty in changing password
- Inability to make prompt payment
- Resolving multiple payment
- Difficulty in printing certificate

To this end, NEPC supported the implementation of specific solutions. Leveraging on the Council's pedigree, participants through on-the spot practical exercise learnt how to personally address challenges, reduce

processing time spent in uploading documents, recovering lost emails and passwords among other issues.

North East Regional Office holds stakeholders Forum on non-oil export

The Nigerian Export Promotion Council (NEPC) North East Regional Office, Yola organized a North East Stakeholders' Forum on Non-oil Export with the theme "Embracing Export for Sustainable Economic Growth".

The objective of the Forum was to sensitize the participants on the need to have active exporters given the dearth of exporters from

the Region.

Over 90 persons participated in the Forum including the State Secretary to Gombe State Government (SSG) Prof. Ibrahim Njodi, Hon. Commissioner, Gombe State Ministry of Trade, Industry and Tourism Alh. Nasiru Mohammed Aliyu, the Hon. Commissioner, Adamawa State Ministry of Commerce and



Industry Mrs. Augustina Nkom as well as the Hon. Commissioner, Taraba State Ministry of Commerce and Industry Alh. Tanimu Njeke.

PH Regional office builds capacity for logistics operators to facilitate trade



In line with the Council's mandate to spearhead the diversification of the Nigerian economy the Nigerian Export Promotion Council (NEPC), South-South Regional Office, held a one-day capacity building workshop for logistics operators & relevant stakeholders to facilitate non-oil export business.

The objective of the workshop was to sensitize key operators such as Customs, Pre-shipment Inspections agents, Cargo Handling companies among others on the key roles they play for the development of the non-oil sector in Rivers State and other neighbouring states.

The Regional Coordinator (South-South) Mr. Joe Itah was of the view that effective logistics handling and timely inspection of export designated goods at the airport will go a long way to boost non-oil export in the state as there are some commodities that cannot be exported by sea and road due to its sensitive nature.

Continued in pg 4.

Ibadan Smart office holds interactive meeting with the border market operators

In continuation of efforts to formalize informal Cross Border Trade (ICBT) in Nigeria, the Nigerian Export Promotion Council, Ibadan Export Assistance Office (NEPC - IEAO) had an interactive meeting with the representatives of the border countries along Saki-Okerete Border route in Oyo state.

Speaking at the meeting, the Chairman of the Benin Republic community in Saki Mr. Sadiq Kazar thanked the Council for deeming it fit to have an audience with the community. He however, identified the challenges hindering formalization of trade between Benin and Nigerian exporters to include among others high cost of loading goods into trucks from Saki to Togo and Republic of Benin, lack of direct access road from Saki to Benin Republic. multiple check points for clearance from Saki to Togo and Benin Republic via Seme border and multiple charges by different government regulatory agencies without receipts; thereby increasing landing costs.



NEPC and Katsina State Govt. to formalize trade along Jibia-Maradi Border

Effort to streamline the activities of informal traders along the border markets may soon yield result, as the Nigerian Export Promotion Council (NEPC) and Katsina State Government have agreed to formalize trade along Jibia –Marade border market.

This was disclosed recently in Abuja by the Executive Director/CEO of NEPC, Dr. Ezra Yakusak when he received in his office, His Excellency, the Deputy Governor of Katsina State, QS Mannir Yakubu.

Dr. Yakusak noted that the visit by the Governor was germane given the expected role of the state in streamlining informal trade as well as the recent effort by the Council to formalize trade through the establishment of Domestic Export Warehouses (DEW) and Export Trade Houses (ETH) in designated centers across the country.

He pointed out that DEW and ETH will help in streamlining the activities of informal traders, generate reliable trade data, create employment and wealth, generate

more foreign exchange, enhance trade facilitation by reducing the cost and time of doing business thereby ensuring seamless trade along the border post.

Replying, the Deputy Governor disclosed that as part of the state government's commitment to the project, the government has already allocated a site for the take-off of the project.

Ekiti Export Assistance Office Builds Capacity of Cocoa Farmers on GAP



The Ekiti State Smart office held a capacity building program for Cocoa farmers on Good Agricultural Practices (GAP) with a view to enhancing the Yield and Quality of Cocoa for Export.

Continued in pg 6.

PHOTOSPEAK

Recently, the ED/CEO with some Directors of the Council launched the Export Trade House in Cairo, Egypt as well as visited the Mamuda Industries Ltd, Kano as part of on-the-spot assessment of some companies to access the impact of the Covid Relief Grant.



...VISIT TO MAMUDA INDUSTRIES



Pictorials From Regional/Smart office



The RC, S/W, Mr. Samuel Oyeyipo responding to issues and concerns that are germane to non-oil export development and promotion.



Presenting Pesticides Spraying Tools to Farmers in Benue State. Courtesy Makurdi Smart Office

The programme was held in 3 selected cocoa producing Local Government Areas of Ekiti State (Ekiti Southwest, Irepodun/Ifelodun and Gbonyin LGAs) with the objective of inculcating in the farmers best agricultural practices as well stimulating increase yield per acre through introduction of improved seedlings.

Given that the State is endowed with arable land for the cultivation of Cocoa thereby placing them at a vantage position as one of the Cocoa producing states of Nigeria, over 150 cocoa farmers and merchant participated in the workshop while 2,000 improved seedlings were distributed to the farmers.

NEPC walks for Export Survival “We must export or perish” – NEPC Boss



The Nigerian Export Promotion Council (NEPC) led other stakeholders in the non-oil sector on a roadwalk targeted at raising awareness on export promotion.

The Executive Director/CEO of NEPC, Dr. Ezra Yakusak who

disclosed this recently in Abuja said the sensitization campaign tagged “Export for Survival” is part of strategic initiative to increase the awareness of opportunities in the sector and benefits of exporting Nigerian goods and services to the overall growth of the

contd. pg 7



Incentives will help keep exporting companies afloat –NEPC Boss

The Executive Director/CEO of Nigerian Export Promotion Council (NEPC) Dr. Ezra Yakusak has reiterated the significant impact of

Export Incentives in keeping exporting companies in business.

Dr. Ezra disclosed this while receiving in his office a delegation of the Manufacturers Association of Nigeria Export Group (MANEG) led by its Chairman, Chief Ede Dafinone in Abuja.

According to him “Without the Export Expansion Grant (EEG) Scheme, a lot of companies would have gone moribund. These incentives such as the Export Development Fund

(EDF) among others have, over the years, helped to keep exporting companies afloat particularly Small and Medium Entrepreneurs” (SMEs).

On the creative industry, Dr. Ezra opined that the promotion of the creative industry with particularly emphasis on music and movies (Nollywood) is indeed desirable given the impact of Nigerian music and films in the international market as well as the positive image it generates for the country.

Responding, Chief Dafinone requested the support of the Council in retooling the process of payment of the EEG scheme by monthly instalments in order to reduce delay in processing and payment of EEG claims to beneficiaries. This, he noted will ensure that the value of the claims are not eroded.

country's Gross Domestic Product (GDP).

To this end, the Council flagged-off the first non-oil export awareness campaign walk tagged “**Export for Survival**”.

The hash tag “**Export for Survival**” is a call for all Nigerians to realize the urgency of engaging in non-oil export trade as a viable means of economic growth, poverty alleviation, industrial development and boosting our foreign exchange earnings.

Dr. Ezra explained that apart from creating awareness on the activities of the Council, the exercise is also aimed at enhancing management/staff relationship, build a spirit of camaraderie among staff as well as educate staff on the need to keep fit and healthy.

According to him “We must export our goods and services or perish. That is the only way the country could create jobs, create wealth and ensure a sustainable economy that guarantees prosperity for all Nigerians”.

Interactive Forum Between National Export Office and Regional Coordinators



In line with the responsibility of the National Export Office in coordinating the promotion of non-oil export activities at the grassroot levels, a meeting between National Export Office and Regional Coordinators of the Council was held in Valencia Hotel, Wuse II, Abuja.

The objective of the meeting was to deliberate on strengthening the operational capacity of the Council for effective propagation of export activities in the 36 states of the Country. It also created a veritable platform for the Regional Coordinators to make comprehensive submission on achievements from their regions as well as challenges faced by the outstation offices.



NEPC partners DEW operators to boost exports

The Executive Director/Chief Executive Officer of the Nigerian Export Promotion Council, Dr. Ezra Yakusak has assured Port Operators under the umbrella of Domestic Export Warehouse (DEW) of government's support to fastrack movement of goods at the ports.

Dr. yakusak who gave the assurance when executives of DEW Operators visited him in Abuja noted that Nigeria's inability to convert its enormous comparative advantage in production of agricultural produce is hampered by supply chain constraints.

According him, “The Council conceived the DEW as a proposed one-stop Facility/Terminal, for storage of products, packaging and labeling, pre-shipment inspection and fumigation of export designated goods in preparation for ultimate transportation to the Ports.

DEW, Dr. Ezra explained is expected to serve as a One-Stop Shop function to reduce the challenges exporters faced in moving their goods/cargoes from hinterland to ports. Speaking, President of the Dew Operators, Tajudeen Bissimillahi said the rationale behind the visit is to seek for regulatory partnership and synergy with the NEPC to enhance their operations.



Go Global, Go for Certification

NEPC Certifies 36 SME Exporters to minimize Products Rejection

The Executive Director, Nigerian Export Promotion Council (NEPC), Mr. Ezra Yakusak has stated that 36 Small and Medium Enterprises (SMEs) exporters had been certified in a bid to minimize products rejection by foreign partners.

Dr. Yakusak, while addressing the beneficiaries in Abuja, said the cardinal objective of the project was to encourage value addition against the export of raw agricultural produce. He pointed out that the certification would enable the SMEs compete favourably in the lucrative international markets while getting premium pricing for their products.

“It will also facilitate SMEs access to certified niche non-oil export international markets and to compete favourably in the international markets while getting premium pricing for their products.

He also explained that accessing global markets had become stricter due to the ongoing COVID-19 pandemic, which requires tougher inspection regimes at Border Control Points (BCPs) in importing countries.

He emphasised that the Export Expansion Facility (EEG) programme would be leveraged for the certification of more SME exporters in preparation for the African Continental Free Trade Area agreement (AfCFTA).

COCOA BEANS – PRODUCT PROFILE



Product Name: – Cocoa Beans
 Botanical name: – Theobroma
 Cocoa
 HS Code 1801 – (Whole or
 Broken, Raw or Roasted)

· Cross River
 · Kogi
 · Ogun
 · Edo
 · Kwara

Brief Product Description:

The cocoa bean, also cacao bean or simply cocoa or cacao, is the dried and fully fermented fatty seed of Theobroma cacao, from which cocoa solids and cocoa butter are extracted. They are the basis of chocolate, as well as many Mesoamerican foods such as mole sauce.

A cocoa pod (fruit) has a rough and leathery rind about 2 cm (0.79 in) to 3 cm (1.2 in) thick (this varies with the origin and variety of pod). It is filled with sweet, mucilaginous pulp with lemonade like taste enclosing 30 to 50 large seeds that are fairly soft and a pale lavender to dark brownish purple colour. Due to heat build-up in the fermentation process, cacao beans lose most of the purplish hue and become mostly brown in colour, with an adhered skin which includes the dried remains of the fruity pulp. This skin is released easily after roasting by winnowing. White seeds are found in some rare varieties, usually mixed with purples, and are considered of higher value.

Major Producing Areas:

- Ondo
- Osun
- Ekiti
- Akwa Ibom

Estimate Production Figure:
 270,000MT (ICCO 2018/2019)

Quality Standard:

Grade I:

- (a) mouldy beans, maximum 3 per cent by count;
- (b) slaty beans, maximum 3 per cent by count;
- (c) insect-damaged, germinated, or flat beans, total maximum 3%

Grade II:

- (a) mouldy beans, maximum 4 per cent by count;
- (b) slaty beans, maximum 8 per cent by count;
- (c) insect-damaged, germinated, or flat beans, total maximum 6%

Moisture: – 7.5% max
 Size: – Not more than 12% outside the range
 Foreign Matter: – 2% max

Cocoa beans quality parameter specification:
 Main crop
 Light crop

Parameters	Grade I	Grade II
Total mould	3% max	4% max
3% max	4% max	

Slaty beans 3% max 6% max
 3% max 6% max

Other defect 3% max 8% max
 3% max 8% max

Wt of 300 beans >310g >310g
 <310 g <310 g

Packaging:

The cocoa bean is mainly packed with Jute bag. The jute bag must be clean and free of hydrocarbon.

Uses:

- Animal feed
- soft drinks and alcohol
- potash
- jam & marmalade
- organic mulch
- cocoa butter
- chocolate
- Cosmetics.

Importing Countries:

- Barbados
- Belgium
- USA
- Spain
- Netherlands

Unexplored markets: Iran, Malaysia, Russia, China, Canada

Export Potential of Cocoa

The markets with greatest potential for Nigeria's exports of 180100 Cocoa beans are "Netherlands", "Germany" and "Indonesia". Netherlands is the market with the highest demand potential for 180100 Cocoa beans. and new export markets (Singapore, Turkey) are estimated to show huge untapped potential for the coming years.

Find out all about the cocoa beans export potential in our one-page report and the video below! These are created making use of the Export Potential Map (ITC).

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