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CHOGM: NEPC CEO in Kigali ...Spearheads exhibition of Nigerian Products



Effort to ensure that Nigeria leverages on the opportunities in the African Continental Free Trade Area (AfCFTA) is gathering momentum as the Nigerian Export Promotion Council (NEPC) coordinated the exhibition of Made-in-Nigeria products at the Commonwealth Business Forum organized at the sideline of the 26th Commonwealth Heads of Government Meeting (CHOGM).

The Council's participation at this event which was held in Kigali in Rwanda from 19th – 25th June, 2022 is in line with the mandate of promoting the development and diversification of Nigeria's non-oil export base. The theme of the event “which is Delivering a Common Future; Connecting, Innovating & Transforming” provided the required platform for promoting diplomatic relations among members of the Commonwealth nations. The meeting provides an opportunity for investment and strategic business networking.

As a side attraction, the Council participated in an exhibition to showcase the Nigerian non-oil export potential at the event with a view to further create market access for Made-in-Nigeria products in other members countries.

The event also served as an avenue to attract foreign interests and partnerships towards the development of our non-oil export sector, especially in the face of shortage of dwindling forex inflow into Nigeria and the need to optimize the opportunities from the sector.

NEPC opens Trade House in Lome ...export expected to generate \$650 million by 2025

Exporting companies can now heave a sigh of relief as the Nigerian Export Promotion Council (NEPC) launched the NEXPORTRADE Trade House in Lome, Togo.

Exporters particularly SMEs who grapple with high cost of exporting within the ECOWAS market due largely to transport and logistic challenges now have some relief as the Export Trade House in Lome will provide seamless trade transactions and ease the burden of exporting within the sub-region.

Speaking at the event, the ED/CEO, Dr. Ezra Yakusak explained that the choice of Lome, Togo as a Trade Hub was strategic due to her access to other francophone countries in the West African Region. He further projected that with the strategic location of NEXPORTRADE Trade House next to



Asigama market, the largest in Togo, Nigerian exports to Togo and beyond will grow by 30% over the next 3 years with about \$650m in 2025.

Dr. Yakusak also pointed out that with the commencement of the Africa Continental Free Trade Area (AfCFTA), Nigeria needs to be positioned to lead the advocacy for increased intra-African trade. This, he noted further justified the desire to establish Export Trade Houses across the African continent. The Nigerian Ambassador to Togo His Excellency, Debo Adesina, the Board Members of NEXPORTRADE, representatives of FMITI, ECOWAS, Nigerian Customs, NEXIM and Togolese economic operators were present at the occasion.

FG Moves To End Exports' Rejection In Europe, America

The Federal Government has set up a special technical committee with a view to ending the perennial rejections of Nigerian non-oil export products in Europe, the Americas and other parts of the world.

The Chairman of the Technical Committee on Export Rejects and Director, Commodity and Export Department of the Ministry of Industry, Trade and Investment, Mr. Suleiman Adedayo Audu, said in Abuja that the committee would work hard to make recommendations on ending the rejection of Nigeria's products.

He noted that the terms of reference of the committee were to identify reasons for the rejections and proffer solutions to them. In his remarks, the Executive Director of the Nigerian Export Promotion Council, NEPC, Dr. Ezra Yakusak said the committee had a five-week mandate to identify gaps and proffer solutions to the problem.

He said the NEPC initiated the “Go

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Global, Go Certification” project with a view to ending the rejection of Nigerian products, adding that it was targeted at securing appropriate international certifications for products of Nigerian origin. About 50 SMEs had so far benefited from the programme.

Nigerian products are often rejected in several parts of the world due to poor use of chemicals and the like. In 2015, a consignment of Nigerian beans was barred from entering Europe owing to wrong use of chemicals. The ban imposed on Nigerian beans is yet to be lifted seven

NEPC Tackles Logistics Challenges With Domestic Export Warehouse

The introduction of Domestic Export Warehouse (DEW) will address the high level of rejection of non-oil exports at the global market, says Dr. Ezra Yakusak, the Executive Director/CEO of Nigerian Export Promotion Council (NEPC).

Besides, Dr. Yakusak, explained that the initiative, when it finally comes on stream, would not only address the high level of rejection of Nigerian commodities in foreign markets, but would also ease logistics constraints experienced



South-South Regional Office holds Dew National Sensitisation Programme

Over 150 stakeholders participated in the DEW National Sensitisation workshop in Port Harcourt, Rivers State. The event which is coming on the heels of previous ones in Lagos and Kano, was graced by all members of the DEW Implementation Committee.

In his keynote address, the ED/CEO of NEPC Dr. Ezra Yakusak who was represented by the RC/SS Joe Itah, pointed out that supply chain challenges, for which the scheme sought to mitigate has been responsible for delayed delivery of export consignments, losses and waste of Agric produce, poor logistics, lost of contracts among others.

While seeing DEW as a one-stop transit facility, the ED was optimistic that resolving those supply challenges would bridge gaps in export value chain, making it more proficient, hence the much-expected substantial increase in non-oil export volume/value, up-to 25% - 30% as projected by the International Trade Centre (ITC).

by non-oil exporters.

The NEPC Chief Executive Officer at a one-day national sensitisation programme on DEW tagged “Full Operationalization and Effective Petronage of Approved DEW in Lagos, said the programme would also reduce the number of checks along the export corridor from the hinterland to port of shipment.

According to him, “It would assist in tracking cargoes and ensure transparency in the logistics value chain. DEW is one of the solutions to ease supply chain constraint in Nigeria while the overall objective is to launch the process of operationalising the DEW scheme in line with NAP 7.0 as directed by the Presidential Enabling Business Environment Council (PEBEC).

He said as part of efforts to ensure the effectiveness of the DEW, a dedicated logo was developed to ease identification, and ensure visibility while technology will also be deployed to enhance operational efficiency toward achieving sustainability as well as reduce human interface.

The Assistant Director, Products Mr. Afolabi Bello, made presentation on DEW and thereafter presented the draft Standard Operational Procedures document for discussion and inputs.



OSOP: Ekiti Export Assistance Office trains cassava farmers and processors

In a bid to build capacity of cassava farmers and processors in Ekiti State and thereby ramp up production of the commodity along the value chain, the Ado Ekiti Export Assistance Office held a technical session and export intervention programme with Cassava Farmers/Processors in the State.

The theme of the event tagged – “Cassava Value Chain, Potentials and Opportunities for non-oil export” is in line with the Council's One State One Product (OSOP) initiative which is aimed at empowering communities as well as participants towards achieving economic growth by maximizing the opportunities in Cassava value chain production.

The Trade Promotion Advisor, Mrs. Iyabo stated that the training/technical session, was anchored on inculcating in the participants the best practices in Cassava farm management and other derivatives of the commodity that could be exported in the international market.

Highlights of the events was the distribution of over 15,000 cassava stems as well as herbicide to 100 participating farmers to boost their production during



British American Tobacco company seeks speedy payment of EEG arrears



The British American Tobacco (BAT) company has appealed to the Nigerian Export Promotion Council (NEPC) to assist the company in payment of its Export Expansion Grant (EEG) outstanding claims since 2007.

The External Affairs Director, Mrs. Odiri Erewa-Meggison made the appeal when the Ibadan Export Assistance Office along with the Nigeria Custom Service and Nigerian Immigration Service paid a working visit to the company.

The Trade Promotion Advisor, Mrs. Bolanle Emmanuel stated that the objective of the visit was to interface with the tobacco company with a view to mapping out areas of mutual cooperation that would help promote export trade within the State.

The BAT which is the largest tobacco company in the world based on net sales; started exportation to 3 different countries in 2006 but is presently exporting to 14 countries. The automated production facilities in the at Ibadan factory is worth over \$185 million (USD), making it the export hub for West and Central Africa.

Ekiti EAO holds inter-agency consultative forum to boost non-oil exports

As part of inter-agency collaboration, the Ekiti Export Assistance Office (EAO) organized a One-day inter agency consultative forum between government with the theme: "Promoting Non-oil export through Inter-Agency Cooperation".

The programme which was held at Ado-Ekiti on had participants drawn from over 20 relevant agencies, Organised Private Sector (OPS) as well as registered exporters from Ekiti State.

The Trade Promotion Advisor, Mrs. Iyabode Abe in her welcome address stated that the objective of the programme among others is to identify each agency's role and activities with a view to facilitating ease of doing business in the



state.

The Permanent Secretary, Ekiti State Ministry of Trade and Industry, Mrs Bisi Arogundade commended the NEPC'S efforts at bringing relevant agencies together in order to play their statutory roles in assisting the promotion of non oil export in the State. The Director, Policy and Strategy, NEPC represented by Mr. Andrew Okhiulu delivered a paper at the event.

The factory earns over US\$110 million as net income each year making it one of the highest foreign exchange generating companies in Nigeria. Speaking further, Mrs. Emmanuel encouraged the company to collaborate with the NEPC in building capacity of other Micro, Small and Medium Enterprises (MSMEs) in order to enhance the development of non oil export sector.

Makurdi EAO trains 100 small-holder farmers



The Makurdi Export Assistance Office as part of effort to ensure quality of agricultural produce conducted a two days training program on pesticides management for Spray Service Providers (SSP) held at the college of Agriculture Yandev, Gboko in Benue state.

The project which is in partnership with the Nigerian Agricultural quarantine Service (NAQS) seeks to build the capacity of small-holder farmers on safe usage and appropriate application of pesticides on agricultural produce.

The project which is designed as NEPC SSP PROJECT is a risk management measure targeted at addressing Nigerian Agricultural produce export rejects at border control points. A key component of the risk management measures in pesticides control system is to train contract SSP certified to carry out pesticides application in farms and post-harvest levels prior to export,

The Trade Promotion Advisor, Mr. Ben Anani disclosed that the Council in a bid to ensure the success of the project partnered the Federal University of Agriculture Makurdi as well as Nigerian Agricultural quarantine service NQAS as partners. Anani also disclosed that the Council donated a 100 set of complete pesticides application kits to 100 certified SSP and organized a field visit to demonstration farms for hands-on training for beneficiaries.



NEPC Promotes Investment Opportunities at FITA 2022

In a bid to promote Inter-African Trade and Investment, the Nigerian Export Promotion Council (NEPC) along with 3,000 participants from around the world attended the 5th Finance Investment and Trade Africa (FITA) 2022 held in Tunisia from May 25 -26.

The objective of the trade event organized by the Tunisian-Africa Business Council (TABC) was to create business opportunities between Tunisian companies and businesses across Africa.

NEPC alongside Nigerian Investment and Promotion Commission (NIPC), Nigeria Incentive-Based Risk Sharing System for Agricultural Lending (NIRSAL) and the Nigerian Embassy through their presentations highlighted the investment opportunities in Nigeria.

Regional Coordinator, South-South, Mr. Joe Itah who presented a paper on "Nigeria's Economic Climate and Opportunities in the Non-oil Export Sector" called for collaboration between Trade Promotion Organizations (TPOs) by facilitating trade activities such as Fairs, Exhibitions and Trade missions as well as the establishment of Tunisia-Nigeria Chambers of Commerce among other Bi-lateral Trade Agreements and Technological advancements.

A key highlight of the event showed that Tunisians were interested in importing Nigeria's Agric commodities such as Sesame seed, spices like black pepper, Ginger, Zobo, Cassava, Sweet Potatoe, yam, Garri among others. The Nigerian contingent was hosted to an interactive

session and dinner by the Nigerian Ambassador to Tunisia Ambassador. A. E. Allotey Embassy.



NEPC, MICL others holds Forum on Cosmetics export

For Nigeria to get a chunk of the \$415.29 billion worth global cosmetics industry, there is need to create market accesses for Made-in-Nigeria beauty and cosmetics products.

This was the consensus by participants at a Forum organized by the The Mince International Concept Limited in Collaboration with Nigerian Export Promotion Council and other relevant Agencies for entrepreneurs in the cosmetics and beauty care sector.

The Regional Coordinator, South-West, Mr Samuel Oyeyipo who represented the Executive Director/CEO of NEPC, Dr Ezra Yakusak disclosed that the Council had already consented to the request of the Committee to partner with them in the export development of the beauty products and cosmetics.

The meeting resolved to have an exhibition soonest for assessment of the products and provide intervention for various stages of production as well as market access necessary to assist Micro, Small and Medium Enterprenuers (MSMEs) engage in export business.

NEPC, NPA partner to provide seamless trade facilitation

In her bid at repositioning the non-oil export sector as the economic driver of the nation, the Nigerian Export Promotion Council (NEPC) and the Nigerian Ports Authority (NPA) have agreed to address export-related supply chain constraints in a bid to boost export trade.

This was disclosed by the Executive Director/CEO of NEPC, Dr. Ezra Yakusak when he paid a courtesy visit to the Managing Director of NPA, Alhaji Mohammed Bello Koko in Lagos.

Dr. Ezra disclosed that a key objective of the Council's visit was to collaborate with the NPA in addressing some of the challenges associated with the export of non-oil goods and services such as the perennial port congestion among other logistics issues which in recent time has increased the cost of doing business particularly for SMEs.

He said this was the reason that necessitated the establishment of the Domestic Export Warehouse (DEW). The DEW is expected to reduce the cost and time of doing business for exporting companies as well as a one-stop Transit facility/Terminal where pre-shipment activities like packaging, aggregation, pre-shipment inspection among others of export designated consignments are conducted in preparation for transportation to the port of exist.



PHOTO SPEAK

Recently, the ED/CEO Hosted an interactive Dinner with Members of the Diplomatic Community / Development Partners as part of Strategic engagements with key stakeholders.



Pictorials From Presentation of Certificates to some DEW Operators.





Exploring Shea Butter Value Chain for Export Growth in Ogun State.

Effort to explore and harness the export potential of shea butter in Ogun state may soon pay-off as the Abeokuta Export Assistance Office held a workshop tagged “Exploring She butter Value Chain for Export Growth”.

The Trade Promotion Advisor, Mrs. Franscica Odega pointed out that a key objective of the workshop was to provide a platform for Micro, Small and Medium Enterprises (MSMEs) in Ogun State to explore the various opportunities within the Shea butter value chain and thereby increase the basket of exportable product from the State.

Present at the event was the former President of Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA), Iyalode Alaba LawsoN as well as the representative of the Commissioner of Ogun State Ministry of Industry, Trade and Investment, Director of Commerce, Mr Ariyibi Opaleye.

In another development, the NEPC Abeokuta EAO held a One-day Workshop with the theme "Maximizing Market Access Tools for Export Growth in Ogun State".

Among the topics discussed at the event were, “Understanding Export Market Competitive Edge” and “Leveraging E-Commerce for Trade Growth”. At the end of the workshop, participants promised to utilize the market access tools and E- Commerce to launch their products into the international market.

Minna EAO holds Capacity Building Workshop on Shea Butter

The Nigerian Export Promotion Council, Minna Export Assistance Office (EAO) held a One-day Capacity Building Workshop on Quality Assurance of Shea Butter with the theme “Improving the Quality of Shea Butter in Niger State for Export”.

This was part of efforts by the Minna EAO to actualize the set goals of the One State One Product (OSOP) initiative of the Zero Oil Plan (ZOP) given that Shea butter is one of the two priority products selected by the State under OSOP.

The objective of the programme was to train and equip Shea Butter producers, processors, marketers as well as exporters on the quality standard of Shea butter in order to meet the requisite standards in the international market.

A total of 125 participants across the value chain drawn from the 25 Local Government Areas in the State and members of the Organized Private Sector (OPS), as well as potential shea butter exporters participated in the workshop.



NEPC holds Bankers/Stakeholders Forum

In a bid to provide affordable access to finance, the Export Development and Incentives held a one-day Bankers/Stakeholders Interactive Forum as part of strategic measure to address the lack of export finance plaguing the sector.

The Deputy Director, Export Development and Incentives, Mrs. Esther Ikopra disclosed that the objective of the programme which was held in Awka was to sensitize and provide information to Micro, Small and Medium Enterprises (MSME) on the various financial windows available for them to access as well as create an interface between MSMEs and financial institutions with a view of building the necessary synergy for the advancement and development of MSMEs in Nigeria.

According to her, “The sub sector represents a significant percentage of the nation's economy and their contribution towards sustainable economic growth and wealth creation cannot not be underestimated”

However, she lamented that lack of access to finance is one of the major challenges mitigating the development and growth of MSMEs in sub-Saharan Africa especially in Nigeria and as such their export potentials has been relegated to the background.

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Sequel to the above the SMEF Division of the Export Development and Incentives Department organized a one-day NEPC-Bankers/Stakeholders Interactive Forum for MSMEs to address the lack of export finance mitigating against the development of export in Nigeria.

NEPC Sensitizes Exporters on incentives



As concerted effort is being made to stimulate export activities, The Nigerian Export Promotion Council (NEPC) Council held a one-day sensitization forum on available export incentives for exporters of Made-in-Nigerian products.

The Director, Export Development and Incentives, Mrs. Getrude Ukoanam informed participants at the event that the Council administers three (3) export incentives to non-oil exporters namely;

- Export Expansion Grant (EEG)
- Export Development Fund (EDF)
- Tax Relief on Interest Income Scheme (TRIIS)

The Forum, Mrs. Ukoanam noted was borne out of the need to address the influx of enquiries from intending beneficiaries on the above listed incentives, prompting the Council to sensitize and educate the exporting community and other relevant stakeholders on the various schemes.

A total of One Hundred and Five (105) participants comprising Fifty-Five (55) Males and Fifty (50) females representing micro –small and medium Enterprise (MSMEs) and prospective exporters participated at the event.

The objectives of the programme, she said include among others the need to update exporters on reviews, attract more beneficiaries and address some misconceptions perceived by existing and intending beneficiaries.

Others are, to adequately educate and provide apt information on the pre and post shipment export incentive schemes implemented by the Council on behalf of the Federal Government, furnish exporters and stakeholders with adequate information on the Features, Guidelines, Eligibility criteria and Procedures for accessing the incentive schemes as well as keep exporters abreast on the activities of the Council as it relates to the administration of export incentives.

N375bn EEG to Boost Capacity of 285 Exporters in Nigeria



The Nigerian Export Promotion Council (NEPC) has disclosed that

the Federal Executive Council (FEC) has approved the sum of N375 billion as an Export Expansion Grant (EEG) for Nigerian exporters.

Speaking during the Export for Survival Walk in Abuja, the Executive Director of NEPC, Dr Ezra Yakusak, explained that the grant is aimed at boosting the capacity of exporters in the country.

According to him, “to boost non-oil export, the Federal government has just approved the sum of N375 billion as Export Expansion Grant for exporters.

“The grant is for all exporters that applied for the funds in the time past,” adding that the money will clear the backlog from 2016 to date.

Yakusak also said over 285 exporters were to benefit from the grant. “The approval for the fund is going to be taken to National Assembly and of course, about 285 exporters are beneficiaries from the grant,” he said.

“There has been an increase in the number of people who come to register as an exporter with the Council, in fact, there is an influx of people coming to register, so we are getting the desired results from our sensitization programmes,” he added.

He stated that the Council was committed to tackle identified challenges like logistics constraint, poor packaging, market access amongst other draw back facing the export industry.



GINGER – PROFILE

Product Name: Ginger

Botanical Name: Zingiber
Officinale

HS Code: 091010

Brief Product Description:

Ginger (*Zingiber officinale* Roscoe) is a [flowering plant](#) whose [rhizome](#), ginger root or simply ginger, is widely used as a [spice](#) or a [medicine](#). It is an [herbaceous perennial](#) which grows annual stems about a meter tall bearing narrow green leaves and yellow flowers. The rhizome (ginger) is gathered when the stalk [withers](#); it is immediately [scalded](#), or washed and scraped, to kill it and prevent [sprouting](#).

Major Producing Areas:

Kaduna state is the major producer of the product. Other producing States include;

- Nasarawa
- Benue

- Niger
- Gombe States

Estimated Production Figure:

369,019 MT (FAO; 2018)

Quality/Standard:

Moisture content: 8% max
Oil content: 2-4%
Impurities: 0-2% max
Microbes: Negative

Packaging:

The fresh ginger are packaged in PVC cartons or corrugated fibre box with inner lining of PE films while the dried split ginger are packaged in a clean propylene woven bags.

Uses:

1. Raw Ginger is used as spice.
2. It has medicinal value against cold.
3. It is used in the preparation of medicines and confectionery.

Importing Countries:

- India
- China
- Bangladesh
- Germany
- Saudi Arabia
- Netherlands.
- United Arab Emirates

Export Potential of Ginger

The Netherlands and United Kingdom have the highest untapped potential for Nigerian ginger according to the ITC's Export Potential Map. Current top export destinations Germany and United Arab Emirates do also show potential for more growth. And then there are also interesting opportunities for some new markets for Nigeria!

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