



Nigerian Office for  
Trade Negotiations



# A NIGERIAN **POLICY** ROADMAP

*- Perspectives and Insights*





HIS EXCELLENCY

**MUHAMMADU BUHARI, GCFR**

PRESIDENT, COMMANDER-IN-CHIEF OF THE ARMED FORCES  
FEDERAL REPUBLIC OF NIGERIA



HIS EXCELLENCY  
**YEMI OSINBAJO, SAN**  
VICE-PRESIDENT  
FEDERAL REPUBLIC OF NIGERIA



**OTUNBA RICHARD ADENIYI ADEBAYO, CON**  
HON. MINISTER OF INDUSTRY, TRADE AND INVESTMENT  
FEDERAL REPUBLIC OF NIGERIA



**AMB. MARIAM Y. KATAGUM**

HON. MINISTER OF STATE, INDUSTRY, TRADE AND INVESTMENT  
FEDERAL REPUBLIC OF NIGERIA



**VICTOR L. LIMAN**

ACTING CHIEF TRADE NEGOTIATOR/DIRECTOR GENERAL,  
NIGERIAN OFFICE FOR TRADE NEGOTIATIONS (NOTN)  
FEDERAL REPUBLIC OF NIGERIA.



## TABLE OF CONTENTS

<b>LIST OF ACRONYMNS</b>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>7</b>
<b>INTRODUCTORY REMARKS</b>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>8</b>
<b>CHAPTER ONE:</b> Objectives, Priorities, And Context Of This Roadmap	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>10</b>
<b>CHAPTER TWO:</b> Cocktail Of Policy Mixes On Covid-19	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>16</b>
<b>CHAPTER THREE:</b> Trade Policy, Foreign Policy And National Security	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>27</b>
<b>CHAPTER FOUR:</b> Trade, Competitiveness And Rules-based Safeguards	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>31</b>
<b>CHAPTER FIVE:</b> Trade And Companion Policies (enabling Environment For Business, Industrial Policy, Technology And The Spectrum Of Regulatory Policies	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>34</b>
<b>CHAPTER SIX:</b> Trade In Services	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>37</b>
<b>CHAPTER SEVEN:</b> Trade In Goods	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>40</b>
<b>CHAPTER EIGHT:</b> Trade In The Digital Economy: Data, Intellectual Property And Innovation	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>43</b>
<b>CHAPTER NINE:</b> Trade And Investment Facilitation And Global Value Chains	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>49</b>
<b>CHAPTER TEN:</b> Informal Economy Trade / Micro- Small And Medium Enterprises	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>53</b>
<b>CHAPTER ELEVEN:</b> Empowerment Of Women In Trade	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>57</b>
<b>CHAPTER TWELVE:</b> Standards And Quality Infrastructure	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>61</b>
<b>CHAPTER THIRTEEN:</b> Trade Capacity-building And Training; Cross-cutting Issues	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>64</b>
<b>BIBLIOGRAPHY</b>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	>>>	<b>70</b>



## LIST OF ACRONYMS

- **AfCFTA:** African Continental Free Trade Area
- **AGOA:** African Growth and Opportunity Act
- **ARIPO:** African Regional Intellectual Property Organisation
- **ARSO:** African Organization for Standardization
- **BOI:** Bank of Industry
- **CBN:** Central Bank of Nigeria
- **CET:** Common External Tariff
- **CITA:** Companies Income Tax Act
- **DDI:** Domestic Direct Investment
- **DISCOs:** (electricity) Distribution Companies
- **ECA:** (United Nations) Economic Commission for Africa
- **ECCAS:** Economic Community of Central African States
- **ECOQUAL:** ECOWAS Quality Policy
- **ECOSHAM:** ECOWAS Standards Harmonization
- **ECOWAS:** Economic Community of West African States
- **EIA:** Environmental Impact Assessment
- **ERGP:** Economic Recovery and Growth Plan
- **ETLS:** ECOWAS Trade Liberalisation Scheme
- **FCCPC:** Federal Competition and Consumer Protection Commission
- **FDI:** Foreign Direct Investment
- **FGN:** Federal Government of Nigeria
- **FMCG:** Fast Moving Consumer Goods
- **FOREX:** Foreign Exchange
- **GDP:** Gross Domestic Product
- **GSP:** Generalised System of Preferences (WTO)
- **GVCs:** Global Value Chains
- **ICT:** Information and Communications Technology
- **IMF:** International Monetary Fund
- **ISO:** International Organisation of Standardization
- **IT:** Information Technology
- **MDAs:** Ministries, Departments, and Agencies
- **MSME:** Micro, Small and Medium Scale Enterprises
- **N-11:** Next Eleven (emerging markets)
- **NAFDAC:** National Agency for Food and Drug Administration and Control
- **NAQS:** Nigeria Agricultural Quarantine Service
- **NASME:** Nigerian Association of Small and Medium-sized Enterprises
- **NBS:** Nigerian Bureau of Statistics
- **NCTF:** National Committee on Trade Facilitation
- **NEDI:** Nigerian Economic Diplomacy Initiative
- **NEEDS:** National Economic Empowerment and Development Strategy
- **NEPC:** Nigerian Export Promotion Council
- **NEXIM:** Nigerian Export-Import Bank
- **NIRP:** Nigeria's Industrial Revolution Plan
- **NIRSAL:** Nigeria Incentive-Based Risk Sharing system for Agricultural Lending
- **NITDA:** National Information Technology Development Agency
- **NOTN:** Nigerian office for Trade Negotiations
- **NTBs:** Non-Tariff Barriers
- **NTDs:** Neglected Tropical Diseases
- **OECD:** Organisation for Economic Co-operation and Development
- **OHCHR:** (United Nations) Office of the High Commissioner for Human Rights
- **PPP:** Public-Private Partnership
- **PPPRA:** Petroleum Products Pricing Regulatory Agency
- **RoO:** Rules of Origin
- **SAP:** Structural Adjustment Programmes
- **SDGs:** Sustainable Development Goals
- **SEP:** Significant Economic Presence
- **SEZs:** Special Economic Zones
- **SME:** Small and Medium Enterprises
- **SMEDAN:** Small and Medium Enterprises Development Agency of Nigeria
- **SON:** Standards Organisation of Nigeria
- **SPS:** Sanitary and Phyto-sanitary Measures
- **TBT:** Technical Barriers to Trade
- **TF:** Trade Facilitation
- **TRIPS:** Trade-Related Aspects of Intellectual Property Rights
- **TRM:** Trade Remedy Mechanism
- **UEMOA:** West African Economic and Monetary Union (French acronym)
- **WAMZ:** West African Monetary Zone
- **WEP:** Women in Export Programme
- **WTO:** World Trade Organisation





## INTRODUCTION

### REMARKS BY THE ACTING CHIEF TRADE NEGOTIATOR/DIRECTOR GENERAL NOTN



**T**here is no doubt that the COVID-19 pandemic has affected virtually every sector in Nigeria, across Africa and the world. It has changed everything, from social interaction in work places, businesses, and service delivery. Consequently, healthcare systems are being overstretched, global supply chains disrupted, food crisis looming and heightened in some parts of Africa, crimes increasing in some places; national borders, airspace, public buildings and schools among others temporarily closed, court proceedings, religious and social gatherings suspended until the recent partial removal of restrictions on free movement of goods and persons. Even sporting events still remain temporarily suspended and rescheduled, industries shut down except for essentials, staffs furloughed, jobs lost, some businesses especially small and medium scale enterprises folding up, stock prices falling, oil prices and other commodities at their lowest until recently

when global oil prices for Bonny light, Brent crude and West Texas intermediate picked up slightly above \$40 per barrel. And that is not all, as contracts in the public and private sectors were either terminated or renegotiated, government budgets and fiscal measures reviewed; government and business policies changing and so much more.

Summarily, the pandemic and its impacts have led to massive trade deficits and losses for key sectors in Nigeria especially in the oil and gas sector, agriculture, manufacturing, tourism, aviation, construction, real estate among others. These have negatively impacted trade and trade-related activities in the short term, medium-term, and also in the long term according to trade and economic experts. With the foregoing in mind, there is an urgent need for a strategic policy on COVID-19 compliance and trade-related interventions by the Government and other stakeholders as 'the new normal' is now upon us.

Globally, economic growth was forecasted to slow down by about 7% in June, 2020 according to the Organisation for Economic Co-operation and Development (OECD) due to the impact of the COVID-19 pandemic with the United Kingdom being among the hardest hit economically. This forecast comes barely two months after the International Monetary Fund (IMF) stated in April, 2020 that about 170 countries will experience lower per capita growth, with Nigeria as well as other developing countries losing over \$100 billion in monetary investment flows. The hardest being commodity-based economies and tourism-dependent countries as these two sectors were almost grounded. With Nigeria's economy being substantially dependent on proceeds from crude oil sales, the impact of COVID-19 on oil trade, other sectors of the economy, and its ripple effect are equally devastating.

In Nigeria, a recent statistical report from the National Bureau of Statistics showed that the country lost N138 billion in the 1st quarter of 2020 in trade deficit. It is worth noting that a substantial portion of this deficit was consequent to the initial sharp decline in global prices and demand for crude oil due to the lockdown; there were no buyers of oil and we could not purchase refined crude due to non-movement of oil transporting cargo ships and liners. Consequently, these impacted our ability to earn foreign exchange and further highlighted Nigeria's vulnerability industrially and foreign exchange wise with the nation's major source of revenue being commodity-driven.

On the broader scale, the implication of COVID-19 was felt on trade, economies, tourism, health systems, and welfare- complete or partial closure of borders all over the world, including Nigeria. The border closure had impacted both formal and informal trade. For example, the impact was felt by women who account for about 60% of Nigeria's informal trade and thus a key pillar of Nigeria's economy. Furthermore, MSMEs which account for a substantial portion of Nigeria's non-oil export were also affected with many of them going out of business and in dire need of intervention. MSMEs employ millions of Nigerians. It would be recalled that the Finance Minister recently stated that about 20 million jobs were affected by COVID-19 in Nigeria.

Furthermore, the country's airspace was closed for domestic and international flights and further extended until recently in July when some domestic flights were allowed to resume on 8th July, 2020 after about a 3-month hiatus. In other parts of the world like Europe, it was only recently, on 1st July to be precise, that member states of the European Union began re-opening their borders to selected countries after weeks of closure. In response, some African countries like Gabon applied the reciprocity principle by suspending the issuance of visas to citizens of European countries that included the country in its travel ban. Concerning tourism, African nations as a whole lost about \$55 billion as a result of the COVID-19 pandemic and its impact according to the African Union. This is in tandem with IMF's earlier prediction of COVID-19 impact on the tourism sector. Therefore, since there is a correlation between the aviation sector and tourism, an impact on one affects the other.

Contemporarily, aviation is a critical enabler and driver of tourism and economic development with regard to free trade in terms of connectivity and movement of goods, services, persons, equipment, and capital across national borders. Therefore, an impact on aviation directly impacts these sectors and free trade. In this regard, the Single Africa Air Transport Market will be key post COVID-19 to preserve Africa's aviation sector of which Nigeria is a signatory. As it seeks to promote intra-regional connectivity between Africa's capital cities by creating a single air transport market for Africa, making air transport cheaper will be pertinent according to experts. This then needs sustainable implementation by Nigeria and other member African countries to make Nigeria's private sector driven aviation sector a pillar of the economy.

The manufacturing sector was not exempted from the impact of COVID-19. Companies producing non-essentials, essential and medical supplies have all been affected by the pandemic. This has led to manufacturers seeking government bailout at zero digits to survive the pandemic. Also, further impact is seen in the impairment, destruction, or reduction and shortages of supplies due to the introduction of export restrictions by countries across the world including the western countries. Consequently, some countries like the United States and India purchase whole supplies of medical supplies even ahead of production which creates such shortages.

The tools and the mechanics that support free trade are either stalemated, destroyed, or in an indeterminate state of abeyance- and these may be the case for a very long time to come. These supporting tools and mechanics for free trade which include baseline thresholds of macro-economic stability, financial management, broad national reforms to open markets, eased land borders, and air space movement among others are all under threat as a result of the COVID-19 pandemic. In this regard, a broad multi-sectoral and coordinated response is required by Nigeria internally and regionally to sustain the economy, recover the losses, and grow the economy towards sustainability.

*Acting Chief Trade Negotiator/Director General  
NOTN*

**VICTOR L. LIMAN**



1





## CHAPTER ONE

# OBJECTIVES, PRIORITIES, AND CONTEXT OF THIS ROADMAP

### 1.1.0. Perspective on Nigeria's Trade Policy Objective

**1.1.1** The global economy is hard hit by the COVID-19; the general outlook is grim and abysmal. Nonetheless, this moment also presents a once in a lifetime opportunity for diversified pathways to growth and development in manufactures, health, processed and semi-processed exports, services trade, innovation, research and development, science and tech, electronic commerce, teleworking, telemedicine and much more. In light of this, the Nigerian government recognises the importance of a sophisticated and agile trade framework to successfully guide Nigeria into the middle of the 21st Century. This roadmap provides an ambitious and aggressive plan for fuelling Nigeria's trade growth, and harvesting that growth to put the Nigerian economy on a rapid growth path. The roadmap has its base in Nigeria's specific geopolitical situation, taking into account Nigeria's national security and foreign policy objectives, as well as its particular geopolitical advantages and disadvantages

### 1.1.2 Specifically, Nigeria's trade policy roadmap objective should be as follows:

Rooted in Nigeria's geopolitical position, Trade Policy should provide for a holistic, whilst detailed, trade framework to make Nigeria one of the 15 largest economies in the world by 2025. Concretely, Nigeria's trade policy should provide a framework for increasing the share of trade in GDP to 50%, and the workforce share employed in trade-related industries to 28%, by 2023.

A COVID-19 trade policy compliant objective can be achieved through a coherent and robust framework that is focused on scaling up manufactures and services for the domestic market and exports. In addition, this roadmap puts a particular focus on the following key issues reflecting the COVID-19 challenges and the 21st Century:

- i. The sustainable growth in goods and services exports, taking into account environmental concerns;
- ii. The rapid development of the Nigerian digital economy;
- iii. The formalisation of Nigeria's informal economy; and
- iv. The further development of Nigeria's MSME segment and integration of businesses into Global Value Chains.

### 1.1.3. This roadmap is additionally guided by a number of principles. These include:

- i. The industrialization of the Nigerian domestic market and the diversification of exports;
- ii. The creation of an enabling business environment, attracting both Domestic Direct Investment (DDI) and Foreign Direct Investment (FDI);
- iii. The promotion of a rules-based global trading environment, where industries are protected against unfair trading practices;

- iv. The pursuit of trade agreements to serve as centers of economic gravity and mutually beneficial partnerships;
- v. The promotion of 'Made-in-Nigeria initiatives" to increase patronage of made-in-Nigeria goods;
- vi. The importance of trade policy coherence, synergies and complementary policies;
- vii. The adoption and use of Public-Private Partnership (PPP) approaches in trade policy formulation, implementation, including monitoring and evaluation of Nigeria's Trade Policy; and
- viii. The promotion of sustainable and inclusive trade.

## 1.2.0. Background and Motivation

**1.2.1** In the evolution of Nigeria's trade policy, the national trade policy formulation has been guided by two National Development Plans: those of the 1960-1980s and the 1990s. The first Phase, 1960 to 1980s, involved the introduction of Structural Adjustment Programmes (SAP) which necessitated Nigeria to adopt stabilisation and structural measures that ensured a change from dependence on import-substitution and protectionism towards liberalised policies that led to reformed trade policies, industrialisation, and the development of a foreign exchange system, business and agricultural regulations.

**1.2.2** The second phase in Nigeria's trade policy, 1990s to date, experienced progressive economic and trade liberalisation as a result of bilateral, regional, continental, and multilateral trade agreements to which Nigeria is a signatory and coupled with domestic reforms and initiatives aimed at unbundling the Nigerian economy.

**1.2.3** The National Economic Empowerment and Development Strategy (NEEDS) in 2003 and the Economic Recovery and Growth Plan (2017-2020) provided a broad platform for a more market driven liberalisation that led to privatisation and commercialisation of Government Enterprises, liberalisation of the foreign exchange market and lifting of most restrictions on current capital transfers which have significantly improved the trade and investment environment.

**1.2.4** Nigeria's current trade policy was formulated and approved in 2002. Current developments in the domestic and international environments, demands a review of the policy to reflect the 21st century realities and emerging issues, specifically, trade and investment facilitation, electronic-commerce and digital economy, and regional integration.

**1.2.5** This roadmap builds on the foundation of the 2002 trade policy regime which was designed to integrate the country into the global trading system with a view to maximizing the benefits of globalisation. While this remains valid, since 2002 the global trading environment has experienced a fundamental transformation that requires domestic trade policy adjustments. For instance, Nigeria is faced with COVID-19 and its associated negative impacts on the economy, health systems and the overall outlook on infrastructure. Nigeria is also experiencing a Fourth Industrial Revolution through digitisation. In response, the Nigerian Government has developed the Economic Sustainability Strategy that provides the blueprint on how to sustainably check the adverse impact of COVID-19 on the economy, trade, health, education and other critical sectors. In addition, the government is developing a Smart Digital Economy Project, a smart digital-led strategy for growth in the ICT sector. Other sectors that have experienced significant changes are the services, creative industries and entertainment sectors. These interesting innovations require greater national trade policy analysis and assessments to design effective and welfare-enhancing trade integration arrangements.

**1.2.6** Nigeria's trading environment remains complex, with trade-related policies domiciled under the purview of other Government Ministries Departments and Agencies (MDAs) and lacking effective coordination. To sustain the tempo of government effort to grow the economy, Nigeria's 21st Century trade policy must fundamentally align with our National objectives, strategic ambitions and the need for the harmonization of policies and the strengthening of their linkages, that guarantees effective and coherent overall beneficial outcomes.

### 1.3.0. Trade Policy Context: Trade Environment & Current Trade Regime

#### 1.3.1 Context

**1.3.2** Nigeria's trade policy framework should provide a well-structured framework for export diversification and sustainable trade growth and development by improving Nigeria's trading environment to increase competitiveness, boost domestic trade and supplies, strengthen Nigeria's external trade policy and increase integration of Nigeria into the global economy. Lessons learnt from emerging markets by Nigeria's comparators show that trade can contribute in real terms to growth in the economy. Trade policy as a tool, if used effectively in a way that align with other domestic regulations, laws and policies can have a meaningful impact on export diversification, competitiveness, poverty reduction, job creation and the business environment. Nigeria, being listed as part of the Next Eleven (N-11) emerging markets with a potential of becoming part of the world's 20 largest economies by 2020, seeks to leverage on the experiences and opportunities offered by a rapidly globalising world to create a sustainable and prosperous trade sector which in turn would reposition Nigeria on the international trade arena.

**1.3.3.** This roadmap has been formulated within the framework of the recent Economic Recovery and Growth Plan (ERGP) 2017-2020, a blueprint

which serves as a guide for policy formulation and implementation for the sectors at all levels of Government in the economy. The trade policy as contained in the ERGP is a growth enabler, expected to reflect the development priority of the country and has been mainstreamed into the ERGP for development.

**1.3.4.** In the 21st century, the linkage between trade policy and industrial policy is important. Recognising the linkage, this trade policy roadmap is also set within the context of Nigeria's Industrial Revolution Plan (NIRP), designed to fast-track domestic and foreign investments flows and development of industrial capacity within Nigeria. The Plan is being implemented through a Private Public Partnerships (PPP) to build sectors with specific value chains. In implementing the Plan, action has been accelerated on Nigeria's Special Economic Zones (SEZs). The Plan is geared towards immediate, medium and long-term objectives for Nigeria's integration into regional and global supply chains.

**1.3.5.** This roadmap is aligned with other sectoral policies such as trade, industrial and investment policies as well as various initiatives and plans such as the Presidential Enabling Business Environment Initiative, Made in Nigeria initiative, Smart Nigerian Digital Economy Project, Industrial Policy and Competitiveness Advisory Council Specific Initiatives, Nigerian Economic Diplomacy Initiative (NEDI), Micro- Small and Medium Enterprises (MSMEs) Plan, and Investment plan for FDI, Portfolio and Domestic Direct Investment (DDI) to ensure inclusiveness.

**1.3.6.** The roadmap is also built upon the foreseen complementary roles of the Government in creating an enabling environment for industrialisation, competitiveness and the development of Micro, Small and Medium Enterprises (MSMEs) to thrive in supply chains and compete in both the domestic and international markets.

**1.3.7.** This roadmap is also formulated on the basis of the recommendations of the 5th World

Trade Policy Review of Nigeria (5th WTO TPR 2017), Nigerian Annual Trade Policy Report and the outcome of the nation-wide African Continental Free Trade Agreement (AfCFTA) consultations and sensitisation exercise, including the generally accepted disciplines and commitments to which Nigeria is a signatory in the regional, continental and multilateral trade agreements as well as Sustainable Development Goals (SDGs).

**1.3.8.** The Underpinning challenges and the need for the synchronisation, coherence and coordination of Nigeria's trade policy and other sectoral policies informed the decision of the Federal Government to establish the Nigerian Office for Trade Negotiations (NOTN) with the overall mandate to effectively coordinate and manage trade agreements and negotiations, ensure domestic trade-related policy coherence and review Nigeria's trade and other trade related policies for sustained export-led growth. The Nigerian Government is also in the process of establishing a Trade Remedy Mechanism (TRM) that provides the framework for a consistent and coordinated action against injurious trade practices including arbitrage, smuggling and dumping. These trade malpractices have over the years resulted in imbalances and perennial effects on the economy, domestic markets and negative balance of payment outlook.

**1.3.9.** This roadmap is drawn up as a 'travaux preparatoires' and complementarity that is conceived to serve as a reference source for further engagement with critical, relevant and strategic stakeholders towards the formulation and implementation of an inclusive, transparent and coherent process of a 21st Century Trade Policy in Nigeria. A 21st century Nigerian trade policy requires the involvement of a nation-wide effort and inputs, stakeholders' consultations, which would comprise relevant Ministries, Departments and Agencies (MDAs), Private Sectors, Academia, relevant Associations and Groups as well as the Civil Society Organisations.

## 1.4.0. Nigeria's Trading Environment

**1.4.1.** Nigeria in 2017 was ranked as Africa's largest economy with a GDP of \$US375.77 billion. In recent years, Nigeria has diversified its economy. This is evident in the 2017 figures: In 2017, services, agriculture and industries accounted for 54.97, 22.86, and 23.18 per cent of Nigeria's GDP respectively. This economic diversification, accompanied with Nigerian business environment reforms have generated improved economic growth in recent years. GDP grew by 2.05% in Q2 2018; the key drivers of this were the non-oil services sectors such as transportation (road, rail water and air) which grew by 21.76%, construction (7.66%) and electricity (7.59%). Other non-oil sectors that drove growth in Q2 2018 included telecommunication (11.51%), water supply and sewage (11.98%), and broadcasting (21.92%).

**1.4.2.** Nigeria's trading environment operated within the framework of the Economic Recovery and Growth Plan (ERGP). Nigeria's trade policy (bilaterally, regionally, continentally and multilaterally), reflects the priorities and actual operational activities from the “Nigerian Industrial Policy and Competitiveness Advisory Council”. Trade and investment policies, industrial and competitiveness policies are all integral to and accommodated under Nigerian Foreign Policy formulation and implementation. It is within this context that policy coherence and coordination is achieved and trade policy can serve as a development agenda through spurring growth, accelerating modernisation, expanding job creation and supporting industrialisation.

## 1.5.0 Current Trade Regime

**1.5.1.** Nigeria's trade policy is governed by strategic domestic policies, bilateral, regional and multilateral trade agreements to which Nigeria is a

signatory. Nigeria continues to pursue a market driven economy through a systematic but cautiously progressive liberalisation policy that has witnessed the privatisation of key public sector investments in the telecommunications, transport - aviation, port, rail, energy and oil and gas sectors of the economy, in line with the principles of free and transparent trade.

**1.5.2.** Nigeria is a member of the World Trade Organization (WTO) and has continued to reaffirm its commitment to a rules-based system. Nigeria remains an active member of the WTO Doha Development Round of negotiations and new trade issues. In addition, Nigeria belongs to several sub-coalitions and groupings in the WTO such as the African Group and African, Caribbean and Pacific (ACP) group. Similarly, under regional trade arrangement, Nigeria remains a major player in the ECOWAS sub-region. The adoption of ECOWAS Common External Tariff (CET) has reduced Nigeria's tariff structure from a high maximum tariff of 150% to 35%. This structure has narrowed the differences between Nigeria's tariff and those of its neighbours.

**1.5.3.** Since inception, Nigeria has been implementing the ECOWAS Trade Liberalisation Scheme (ETLS) to promote intra-regional trade among its members towards the creation of a common market. As of September, 2018, 553 enterprises had registered with over 6000 products, most of which are actively benefiting from the scheme. In 2018, 50 enterprises were registered with 80 products. Nigeria accounts for more than 50 per cent of firms involved in the ETLS, however, the regional market still accounts for only a small fraction of Nigeria's total trade.

**1.5.4.** Nigeria is also eligible for a number of preferential trade arrangements such as non-reciprocal trade preferences under the WTO Generalised System of Preferences (GSP). Nigeria currently benefits from non-preference treatment of its exports into the European Union (EU) under the Cotonou Agreement. Negotiations are currently undertaken to replace this with a post-Cotonou

Agreement following the existing expiry date of 2020. Nigeria plays an active role in these negotiations. Nigeria values and accords the highest premium of its economic and trading relationship with the EU.

**1.5.5.** Nigerian products receive preferential tariff treatment under the African Growth and Opportunity Act (AGOA). Under AGOA, eligible countries qualify for duty free and quota free access to the US market for a range of products. Nigeria's exports under AGOA remain highly undiversified consisting primarily of energy-related products.

**1.5.6.** Fundamentally, Nigeria's trade policy regime is the policy of the government that is unified with trade and investment policies and agreements as well as linked to value chains. This would serve as a strong tool to push for new markets through negotiated trade and investment agreements. This is in line with the current economic and trade policy priorities of the Nigerian Government to create jobs and boost growth. To implement Nigeria's trade policy, access to the Nigerian market would be based on well-designed value chains that result from negotiated integrated trade and investment agreements that will ensure the establishment of production-hubs in the country, including, regional and GVCs.





2





## CHAPTER TWO

### COCKTAIL OF POLICY MIXES ON COVID-19

**2.1.0.** The impact of COVID-19 is felt across all sectors and most especially sectors that directly or indirectly enhance free trade. In this regard, there is a need for proactive strategies and policy measures to respond to the current challenges and address future challenges post-COVID. For example:

**2.2.0. National Recovery and Growth Plans**

Nigeria has a unique moment in history to quickly and most importantly set up national recovery and growth plans to address the immediate challenges and the dynamics that may also impede recovery during the post-COVID-19 era. Such plans are necessary to get Nigeria's economy back on track and prevent projected pandemic recession that is lurking around. It is worth noting that sometime in June, 2020, Mr President charged the Economic Community of West African States (ECOWAS) Committee to come up with a framework for economic recovery. This is very much needed as globally, all countries are coming up with new or revised economic recovery and growth plans. In this regard, the Nigerian Government recently earmarked N2.3 trillion as COVID-19 stimulus to restore Nigeria's economy for sustainable growth by directing the stimulus to critical sectors.

**2.3.0 Sustainable Cooperation among African Countries  
COOPERATION, COOPERATION,  
COOPERATION!**

The current pandemic and its sweeping impact across all sectors have substantially increased the

need for African countries to work together on multiple fronts and assist one another. Thus, African countries need to cooperate more on many issues such as, building and harnessing immediate capacity that would enable them to respond in more effective, coherent and coordinated manner.

Policy and regulatory convergences in the area of testing, manufacturing of Personal Protective Equipment, treatment and social safety nets for the displaced, small and medium scale businesses; are urgently required. Interventions that would help to restore ailing, critical and strategic industries as well as the need to protect the very vulnerable in the society are urgently required. This is trite as almost all sectors in Nigeria, especially small and medium scale businesses and market retailers are in need of palliatives, soft loans, intervention funds and social safety nets to help them stay afloat.

**2.4.0 Addressing Increase in Domestic Violence and Social Insecurity**

The lockdown has brought to the fore increase in domestic violence as people spent more time than usual and saw each other under extra pressure as a result of working from home. Immediate action must be taken to minimise violence, mental health issues, social unrests and domestic violence. Recent reports have shown that there are linkages between increased domestic gender-based violence and mental health perspective to the pandemic. Therefore, a holistic approach needs to be developed by the Government with the involvement of relevant, key private stakeholders and industry players on an industry by industry basis.

### 2.5.0. Cooperation on Removal of Tariff and Non-Tariff Barriers

There is a need for cooperation on the relaxation, suspension, and removal of tariffs on essential goods and medical supplies. Further cooperation should be on the national treatment requirement, so as to allow the free movement of natural persons with the right skill set and medical expertise across the continent. This will enhance the demand for and utilisation of indigenous capacity intra-Africa, for sustainable development. There is also a need to ramp up cooperation on a range of policy and regulatory issues that would facilitate cross border trade and the free flow of goods and services.

### 2.6.0. Negotiations on Intellectual Property Rights and Harmonisation

The pandemic has raised the urgent need for Intellectual Property Rights Protocol that provides for robust framework during emergencies such that the current situation would allow for the production of both generic and patented medicines/drugs and other essentials now and in the future. It is worth noting that intellectual property rights protocol is part of phase II negotiations under the AfCFTA and the earlier this is started the better for the commencement of free trade; which has been suspended as a result of the pandemic. Furthermore, Nigeria needs to become part of the African Regional Intellectual Property Organisation (ARIPO) which will play a key role in strengthening regional, national, and cross-border intellectual property rights collaboration under the AfCFTA.

### 2.7.0. Policy Collaboration

Isolationist policies may appear attractive as a short-term measure but free movement of goods may be seriously impeded as a result of short-term interventions. Indeed, this is the time for increased collaboration in terms of proactive policies,

harmonisation, and implementation. The pandemic has affected all and sundry globally and the African continent is not exempted. According to the International Monetary Fund (IMF), global response is needed to deal with COVID-19 which has become a global crisis of such a scale that has never been seen before. Therefore, a collaborative continental response strategy across various fronts is required in Africa.

### 2.8.0. Opportunities from the Pandemic

COVID-19 is a crisis like no other, however, every crisis is said to carry with it, windows of opportunities. These prospects present themselves as challenges or otherwise. For instance, the same pandemic that has negatively affected various sectors also proved to be an opportunity for the telecommunication, fintech, and consumer goods sectors which are indispensable regardless of the economic situation. The pandemic has demonstrated the strategic importance of telecoms and digitization in our daily lives. Thus, the ICT industry and players have seen exponential growth and turnover during the lockdown.

**2.8.1.** Similarly, although COVID-19 has ravaged health systems and the world economies, nonetheless it has also created opportunities for diversified pathways to growth and development. These opportunities abound in the manufacturing industry, health, processed and semi-processed exports, services trade, innovation, research and development, science and tech, electronic commerce, teleworking, telemedicine, and much more. These opportunities have a readily available robust market to thrive nationally and beyond as a recent National Bureau of Statistics report showed that in 2019, Nigerians spent a total of N2.46 trillion on healthcare, N40 trillion on consumables, as household expenditure has also doubled in the past 10 years. Additionally, the ratio of expenditure for food consumption in rural and urban areas is estimated at 61% and 51%

respectively. This gross expenditure on its own, when pegged against an estimated loss of revenue to lowered tariffs nationally and under intra-African trade will balance government revenue and even exceed it in terms of Value Added Tax, which Nigeria has now reviewed to 7.5% pursuant to the Finance Act, 2019. Consequently, with the growth and development of the various value chains in Nigeria's health care system, that amount will be plugged back into the domestic health sector for sustainable growth and development.

### 2.9.0. 4.0 Covid-19 A Disruptor Of Free Trade Including The AfCFTA

COVID-19 is indeed a disruptor and this includes AfCFTA. The implementation date of 1st July, 2020 cannot be kept due to COVID-19 and therefore postponed as announced by the AfCFTA Secretary-General. Indeed, the disruption of COVID-19 on the AfCFTA began with the postponement of the African Union (AU) summit from early May to December, 2020 as a result of restrictions and lockdown measures across Africa. It is worth noting that the AU Summit was intended to conclude on trade tariffs. From all indications, with the reduction in government revenue across Africa, including Nigeria, postponing the commencement of free trade was a matter of economic and fiscal exigency as member states can continue levying tariffs and retain the much-needed revenue for health care, social intervention, and debt servicing.

### 2.10.0. Implications of AfCFTA Postponement for Nigeria and Africa and the Way Forward

The postponement of the commencement of free trade under the AfCFTA is not without some implications, both positive and negative for Nigeria and Africa as a whole.

With regard to Nigeria, it gives the country sufficient time to ratify the AfCFTA Agreement which it signed on 7th July 2019 and deposited the

same instrument of ratification with the Chairperson of the African Union Commission in accordance with Articles 23 and 24 of the Agreement.

This also applies to the remaining 23 signatory African countries that are yet to ratify the Agreement. Doing so will enhance the opportunity given by the postponement for African countries to further discuss the modalities and agree on the best strategy for the removal of physical trade and non-tariff barriers to trade. On the other hand, in as much as the postponed period presents an opportunity for Nigeria and other signatory states to ratify the Agreement, it can also result in a reluctance to ratify thereby delaying the speed of further negotiations on trade.

Another positive implication is the opportunity to further strengthen and develop local manufacturing and service delivery capacity as reports and trends during the lockdown showed the stability in essential goods and services trade. This can be further scaled by making and implementing robust trade policies; provide the needed stimulus packages, palliatives, and tax incentives. Furthermore, as critical infrastructure has been identified as a non-tariff barrier to the success of the AfCFTA, the postponement gives countries with inadequate critical infrastructure to make the right investment that would induce the growth and development of such critical infrastructure.

On the other hand, the postponement would further delay the activation of intra-Africa trade and may likely encourage the continuance of the trade patterns as usual, with other non-African trading partners. Secondly, there will be continued protectionism as seen during the lockdown and this is likely to further impede intra-Africa trade.

### 2.11.0. Further Recommended Interventions for Sensitive Sectors

Certain sectors are sensitive to intra-African trade

as they form the bedrock of imports and exports for a country. These sectors are key, and some are highly regulated thus they require special intervention policies and measures. Some of these policy recommendations and measures are highlighted subsequently:

**2.11.1** There is a need to ramp up SMEs/MSMEs' access to credit interventions and other incentives. This should be considered alongside associated policies to promote inclusiveness, commercial activity, and GDP growth as well as welfare enhancement and job creation. The need for such accessible credit facility and related incentives was recently highlighted by the appeal made by manufacturers to the Government for bailout intervention fund at zero digits. Prior to COVID-19, in the 4th quarter of 2019, there was a drop in FDI for the manufacturing sector from 1.24% to 1.1% and this has fallen lower due to the impact of COVID-19.

**2.11.2.** Initiate and create opportunities in teleworking initiatives, e-Health and distance learning programmes that may be jointly hosted with other globally renowned institutions of learning. This would improve quality and serve as a source of revenue, knowledge, and industry intelligence platforms for the government.

**2.11.3.** Increase of access to critical technologies such as ventilators, PPEs, and other forms of medical supplies – international trade has been highly hampered, making it difficult for developing countries like Nigeria to access these products. What can be done to ramp up local manufacturing and supplies is to think both short and long term in developing industrial capacities locally and intra-Africa supply chains for economic self-sufficiency and sustainability for Nigeria and Africa as a whole.

**2.11.4.** Medical supplies, medicaments, and other essentials should be viewed from a national security perspective.

**2.11.5.** Restrictions and tariff curbs on certain

products such as disinfectants, soaps, and personal protective equipment must be revisited almost immediately.

### **2.12.0. Need for urgent policy on pharmaceuticals and Digital Pharmacy.**

**2.12.1.** Urgent policy on Medical virtual assistance and diagnosis such as electronic patient examination, medical advice and telemedicine.

**2.12.2.** Need for coalition among manufacturers of essential medical supplies and PPEs for the purpose of responding to emergencies such as COVID-19 or any other future emergencies.

**2.12.3.** Cooperation, both formal and informal, with other African countries and development partners to address the importation of medical supplies and medicaments such as soap, disinfectants, and PPEs. This will resolve the challenge of shortages of critical supplies during health emergencies and non-emergency periods.

**2.12.4.** Formulation of an initiative to liaise with global partners, institutions, and governments to implement the removal of tariff barriers and non-tariff barriers that impede particularly medical supplies at this time and trade generally.

**2.12.5.** The government might need to take unilateral action or work in partnership with other countries in Africa to slowly build momentum towards the globalisation of aid-for-trade in support of the removal of tariffs on medical supplies, medicaments, and other essential supplies.

**2.12.6.** Nigeria needs to rethink and readjust some of her policy positions in preparation for Post COVID-19. In this regard, Nigeria needs to focus on sustainable policies as the only way for meaningful and measurable success. The era of arbitrary policy reversals should be a thing of the past.

**2.12.7.** Similarly, Nigeria needs to avoid panic and haphazard responses that may lead to policy overlaps and incoherence. Coherence or synchronization of our trade policy with health policy is critical and strategic as this coherence would boost access to medical supplies rather than minimize the ability of public health interventions.

**2.12.8.** There should be a combination of other effective policy instruments/interventions such as backward integration and grants from the FGN to Companies that manufacture products and provide services.

**2.12.9.** It is worth noting that trade policy alone may not cut the ice. Steadfast adherence to trade policy alone may hinder the kind of interventions that we aim to achieve during this time and post-COVID-19.

**2.12.10.** Also, the issue of subsidy in the oil sector has generated heated national arguments over the years. However, we are confronted with uncertainties and a public health crisis that is not abating. Given the persistent drop in global oil prices and the continued oil glut, can Nigeria responsibly sustain this practice now and in the future? The amount of money that goes into private pockets in the form of subsidisation of petroleum products can be channeled to SMEs and MSMEs, health, education, and other public good, etc. In essence, the practice of subsidy is no longer sustainable considering the ever-depleting Government revenue which has been made worse by COVID-19

**2.12.11.** Alternatively, what Nigeria may do, is to apply globally acceptable subsidies to critical and strategic national needs such as agriculture, manufactures, science, and technology, etc. However, these subsidies must align with the WTO requirement of transparency.

**2.12.12.** Furthermore, there should be holistic review and frequent updates of trade and other policy instruments – this will prevent the application of obsolete and unworkable policies that are not in

tandem with national policy objectives, efficiency, and suitability. This is pertinent as contemporary trade is dynamic and operates beyond the market forces of demand and supply to the creation of markets for products (goods and services).

**2.12.13.** There should be temporary removal or reduction of tariffs on essential supplies, including medical supplies. This will stimulate production at reduced costs and save companies from going under.

**2.12.14.** There should be an incentives-based increase in production of essential and medical supplies.

**2.12.15.** Access to credit for the manufacturing of medical supplies and other major manufacturing concerns should be prioritised and operated by an independent entity.

**2.12.16.** The Government should prioritise access to FOREX for equipment and raw materials imports related to medical supplies, the health sector, manufacturing and provision of goods, and critically relevant services. The role of the Central Bank of Nigeria in this regard is key as it promotes monetary stability and a sound financial environment, maintains the country's external reserves, and acts as a financial adviser to the Federal Government amongst other roles.

**2.12.17.** There should be an urgent national strategy to step up medical supplies, the establishment of 21st-century health facilities, particularly recognizing the need to diversify and achieve scale in manufactures and services.

**2.12.18.** There should be immediate negotiations with other countries and pharmaceutical companies for the production of patent and generic medical supplies, taking into account the objectives of the WTO Trade-Related Aspects of Intellectual Property Rights (TRIPS).

**2.12.19.** Need to align trade, telecommunications/communications, digital trade/e-Commerce,

education, and technology policy to achieve maximum scaling, skilling, job creation, and massive technological innovation as well as technological creative hubs-akin to Silicon Valley and other global best practices. The contributions of ICT to GDP growth cannot be over-emphasised as there has been a steady explosion of ICT and fintech companies in Nigeria over the past few years especially for banking and financial services.

According to NITDA, as of the 3rd quarter of 2018, its contribution to the GDP stood at 11.81%. Also, about N38 billion as local and foreign investment was invested in start-ups in the 2nd and 3rd quarters of 2018, and 75% of the investment went into Nigerian fintech companies and services. The foregoing is a sustainable means of boosting local content and economic diversification and the foundation for it was laid in 2013 when NITDA issued the Guidelines for Nigerian Content Development in ICT which mandated government agencies to prioritize indigenous ICTs for procurement where available in the country.

Capacity Building through technical cooperation: This is ideal as Nigeria gradually integrates into the Digital Economy hence the need for such capacity building through technical cooperation between public and private agencies in Nigeria and beyond. Examples of this include the debut launch of Africa's first digital coaching app called 'CoachMe' in 2019. It is a digital coaching platform developed by the Olusola Lanre Coaching Academy (OLCA). The app connects coaches with users who require coaching in real-time and on the go. It gives firms and individuals who understand coaching as a transactional tool the opportunity to get in touch with affordable, professional, and certified life coaches anywhere in the world.

To this end, these professionals, offer services in various key sectors like finance, oil, and gas, fast-moving consumer goods (FMCG), hospitality, education, cultural transformation, emotional intelligence, wellness, family, team building, goal setting, sales mastery, strategy programmes and retreat facilitation, amongst others. It is worth

noting that most of these sectors and aspects of life have been negatively impacted by COVID-19.

Also, as the need to navigate more towards being a service-based economy, contribute to job creation and skills development, Cisco (a global tech giant) in 2019 launched a new Repair Centre targeted at training one million new members of Cisco NetAcad and similarly introduced Cisco Edge in Nigeria. These are aimed at supporting digital action of Africa's communities, businesses, and government through various initiatives for capacity building through skills and talent development, innovation, and job creation. Additionally, from another global ICT giant Microsoft, it launched its first Africa Development Centre (ADC), a \$100 million development hub, with two initial sites in Lagos and Nairobi. It is aimed at creating a premier Centre of engineering, recruiting world-class African talent to create innovative solutions for local and global impact. The \$100 million cost of the ADC, for its first five years of operations, will be initially housed within existing Microsoft offices in Lagos and Nairobi; recruit 100 full-time engineers and will later be expanded to new-purpose built facilities to take more than 500 engineers by the end of 2023.

**2.12.20.** There should be the introduction of National, ECOWAS Regional, and Continental Technological Hubs that is to be funded by governments. These hubs may be linked to other global hubs which will in turn allow Nigeria and Africa to become the outsourcing and production hub which global manufacturing and technological needs. This will in turn grow and develop Nigeria and Africa's digital economy beyond the current level. The regulatory and policy roles of NITDA and the Ministry of Trade along with its Departments and Agencies will be crucial for this in Nigeria and similar agencies in member countries.

**2.12.21.** There should be heavy investment in well-equipped hubs in Nigeria with the capacity to produce vehicle parts, mobile telephone parts, and other production lines for companies such as Apple, Google, Amazon, and other big technology

giants. This may trigger large scale critical supply chains for things such as ventilators and for everything else, in Nigeria and Africa. This initiative has the capacity of supersonically transforming our technology, creativity, and productive capacity.

**2.12.22.** However, in order to reap these benefits, our standards, quality, and trade facilitation framework must be top-notch and meets the best global standards and practices. This is where the roles of the Standards Organisation of Nigeria (SON), National Agency for Food and Drug Administration and Control (NAFDAC), the Nigerian Export Promotion Council (NEPC) and the Federal Competition and Consumer Protection Commission (FCCPC) become highly necessary.

**2.12.23.** Cooperation should be established with the intent to attract technical and capacity building partners, equipment suppliers as well as the establishment of a mechanism for tax/tariff and regulatory incentives/breaks.

**2.12.24.** Nigeria should ramp up local agricultural produce for both domestic and international markets.

**2.12.25.** There is a need to ramp up our trade facilitation framework in order to boost domestic and intra-Africa trade and international trade. The role of the Nigerian Office for Trade Negotiations (NOTN) is crucial in achieving this goal.

**2.12.26.** Nigeria and neighbouring African countries should engage more in the web of political and economic cooperation in Africa.

**2.12.27.** Establishment of a framework that guarantees the security of domestic supplies now and in the future.

**2.12.28.** Trade and industrial policy measures should be combined, in order to increase production capacity and quality.

**2.12.29.** There is a need for the increment of our

share of global trade in the non-oil sector through robust agricultural policy, promotion of palm oil production, textile, cotton, and the manufacturing of polyester in large quantity. This is pertinent as the non-oil sector witnessed an increased growth from \$1.7 billion in 2016 to \$3.3 billion in 2019 according to the NEPC. However, in 2020, this growth declined due to the impact of COVID-19. The non-oil export products included cocoa, sesame seeds, cashew, fertilizer, leather, and palm oil. The recent crash in oil price due to COVID-19 has increased the need for greater Forex from non-oil export (which is \$2.9 billion per year); when compared to the \$26 billion from oil PRE-COVID. Achieving economic stability is not by depending on one revenue stream; for example, oil sales which accounts for 90% of Nigeria's foreign exchange PRE-COVID. These can be achieved through the expansion of backward integration policy to commodities and goods. Also, the Zero-oil plan developed by the NEPC in 2016 in response to the recession is a way of stimulating non-oil exports.

**2.12.30.** Need for the manufacturing of protective garments and alternatives products such as rubberised and woven textile fabrics and gloves.

**2.12.31.** Furthermore, there is the need to review the list of import restrictions, as well as an increase in the capacity of local production of goods and the supply of service. Also, the country needs to reclassify her tariff list in order of national priority and aspirations. For example, import adjustment tax list, import prohibition list, and the national list. Some items need to be reclassified in order to boost local production, supplies, and access.

**2.12.32.** There should be collaboration with the National Assembly to seek for and enact legislations that will support Mr President's effort in intervention initiatives. This is ideal as such intervention initiatives will have more legal backing and certainty having been made pursuant to an extant law. An example of such legislation is the recent Finance Act, 2019 which is a sweeping tax reform legislation that has introduced major amendments to Nigeria's tax laws. For instance,



the Act has amended the Companies Income Tax Act in relation to determining the profits of non-resident companies derived from Nigeria and introduced a Significant Economic Presence (SEP) concept. Pursuant to the Act, the Companies Income Tax (Significant Economic Presence) Order 2020 was recently issued by the Minister of Finance for the taxation of foreign-owned digital services companies and technical, management, consultancy, and professional services companies operating in Nigeria. Examples of such companies include Netflix, Amazon, DSTV, Including Facebook, Twitter, Whatsapp, and YouTube, etc. This 2020 Order was issued pursuant to the powers vested in the Finance Minister by the Finance Act 2019 to define what constitutes Significant Economic Presence (SEP) for non-resident companies as provided under Section 13 (2)(c) and (e) of the Companies Income Tax Act (CITA). The Finance Act 2019 had amended the CITA in relation to determining the profits of non-resident companies derived from Nigeria and introduced the SEP concept. Also, recently the extension of payment of stamp duties for mutual fund subscription and tenancy agreements and transactions which are means to the realisation of the Federal Government's target of N1 trillion revenue from stamp duties thereby forming government revenue second to oil revenue.

**2.12.33.** Alignment of trade policy with pressing social and economic needs and objectives: Health, education, industrialization, safety, food security, access to public facilities, infrastructural development, power availability, access to components or factors of production, including capital, government incentives, and tax breaks, job creation, vocational, security and welfare enhancement.

The government and relevant stakeholders should work together to put forward a development plan that will address the current exigencies and in the future. This will address the short- and long-term economic impact of the pandemic and the hindrances to economic productivity, thereby speeding up Nigeria's economic recovery as

reiterated by the World Bank Country Director for Nigeria.

**2.12.34.** Review or outright cancellation of domestic taxes on certain essential products, such as medical supplies and other forms of medicaments.

**2.12.35.** Public policy consideration on the justifiability of continued profit from tariff increase. This applies both internally and regionally as recently the planned hike in electricity tariff slated for 1st July by distribution companies (DISCOs) in Nigeria was postponed till the 1st quarter of 2021 upon the intervention of the National Assembly. It is worth noting that such an intervention buttresses the need for all hands to be on deck and acting in synergy with other arms of Government, not just the Executive or direct stakeholders in making and implementing public policies that spur growth for the greatest number of persons; without overreaching the public. Another notable example of a public policy that requires justification is the recent upward review in pump price for Premium Motor Spirit PMS, locally known as petrol, effective from this July by the Petroleum Products Pricing Regulatory Agency (PPPRA).

**2.12.36.** Tariff cancellations, tax reductions, and other forms of incentives as a means for the scaling up of productivity, recovery from the effect of COVID-19, and job creation.

**2.12.37.** Information on Government policy and related initiatives should be made available to the public. Doing this will accord with the provisions of the Freedom of Information Act, 2011, and open governance and transparency initiative. A major means of achieving the foregoing is by leveraging information technology (IT), embracing technology, and having functional websites for public service institutions that show their work and tracks progress at a glance. It is worth noting that a 2019 survey by the National Information Technology Development Agency (NITDA) revealed that less than 5% of public service institutions had functional websites. Furthermore, according to NITDA in 2019, the

information technology outlooks of most ministries, departments, and agencies (MDAs) were poor as only 4.7 of federal institutions efficiently use information technology while about 66% of MDAs are at the emerging stage of IT utilisation. That notwithstanding, it is worth noting that the CBN N50 billion COVID-19 stimulus package administered through NIRSAL is digitized. The application is made online through NIRSAL's website which is highly commendable as affected households and Micro, Small and Medium Scale Enterprises (MSMEs) can easily access such facility.

Hence the need to encourage innovation through heavy investment in technology, building of technology hubs in the six geopolitical zones. This will fast track the national development of innovative and indigenous solutions to address the country's developmental challenges. An example is NITDA's 'Start-Up Friday' initiative which is designed to explore, build capacity, and improve the tech ecosystem all over the country and support IT hubs created by young Nigerian innovators.

**2.12.38.** Effective, functional and well-structured Incentives for the vulnerable, productive, and job creation related social safety nets/programmes, seed money/grants to small and ailing businesses, with or without the request for repayment. However, effective monitoring and evaluation framework must be put in place to ensure that the grants are utilised for the required purpose.

**2.12.39.** Critical, essential, and strategic national assets should be deployed towards the creation and the facilitation of trade, engender sustainable growth and development.

**2.12.40.** Effective cross border supply chains should be put in place.

**2.12.41.** Government should fund, facilitate, and drive research and development(R&Ds) especially finding a sustainable nexus between researchers and industry.

**2.12.42.** Develop a national strategy on testing, production, and distribution of medical supplies and drugs on COVID-19.

**2.12.43.** Relax restrictions on national treatment relating to well-qualified health and medical personnel -particularly those that are required for the treatment of COVID-19, and to scale up the manufacturing, research, and development, as well as treatment.

**2.12.44.** Trade-related aspect and emergency preparedness protocol/Standard Operation Procedure strategy should be put in place not only for COVID-19 but for other kinds of national emergencies.

**2.12.45.** Develop competitive global and regional value chains on a variety of manufactures.

**2.12.46.** Develop and facilitate joint plans with other African countries to increase manufactures and services supply.

**2.12.47.** Develop Joint R&D initiatives with other African countries particularly as we approach the launching of the AfCFTA, though this has been postponed due to the pandemic, however, the foundation for such joint research and development initiatives can be laid. The Nigerian Government should take the lead in funding and the development of facilities and incentives for this programme.

**2.12.48.** Take stock of businesses and companies that are going down, gone down, or about to fold up as a result of COVID-19. Initiate urgent steps to remedy the situation through mentoring, finance, human resources, legislative, and other logistical support.

**2.12.49.** Nigeria is experiencing supply disruptions, destruction, shortages in various areas, especially in April and May due to lockdown measures in 4 of her top import sources (China, USA, Spain, and the Netherlands) which account for 45% of Nigeria's imports. It is worth noting that

these imports are usually manufactured consumables, machinery, and equipment amongst others. Thus, as of April, 2020, an additional 2 months of no imports would have led to a loss of N2.23 trillion worth of trade between Nigeria and her top import source countries.

**2.12.50.** Need to address regulatory, policy, and institutional dissonance and capture.

**2.12.51.** Renegotiation of existing trade and other related agreements to ensure that these agreements are in line with our current economic realities and national objectives.

**2.12.52.** Crackdown on capital flights and tax evasions by local monopolies, and the repatriation of illicit gains. This can provide the needed funding for an economic overhaul in Nigeria and the continent.

**2.12.53.** Foreign funding should be gradually substituted with national sources of funding, drawn from taxation, repatriation funds, high valued exports, the purchase of government long term bonds by the CBN for the purpose of the likelihood of increasing liquidity aimed at the promotion of increased manufacturing activity and supply chains. Although this last recommendation should be carefully examined to ensure that the preconceived motive for this policy will be ultimately realised

**2.12.54.** Increase in the investment of pharmaceuticals and biotechnologies.

**2.12.55.** National supply independence and sufficiency in essential, and strategic national security, food, health, and safety needs.

**2.12.56.** Heavy investment to expand innovative initiatives and education.

**2.12.57.** Trade facilitation that expedites the movement, release, and clearance of goods, including goods in transit.

**2.12.58.** Promote and ensure strict adherence to standards, health, and safety regulations by logistics, trucking, and shipping companies.

**2.12.59.** Promote trade operations and transactions in the supply and logistic chains.

**2.12.60.** Customs, customs brokers, freight agents/forwarders, transport operators, border management officials, maritime security, and border security issues must be addressed.

**2.12.61.** Establishment and well-managed food banks.

**2.12.62.** In order to promote electronic commerce steps must be taken to ramp up a robust governance framework and regulatory space on electronic commerce.

**2.12.63.** Refinancing loans owed to countries with heavy interest rates. In order to de-risk our exposure to expensive loans which may potentially be expensive money traps, we may consider refinancing these loans through domestic sources.





## CHAPTER THREE

# TRADE POLICY, FOREIGN POLICY AND NATIONAL SECURITY

### 3.1.0. Introduction

**3.1.1** Nigeria's trade policy can be deployed as a crucial tool for furthering Nigeria's national security, foreign policy and economic strategy. Trade policy is core to any strategy for growth and development, and has historically been driven by both economic and geopolitical interests. The Nigerian Government therefore must take a holistic perspective in designing a trade policy, which involves recognising the inter-linkages that exist between Nigerian trade, foreign and national security policy, as well as defining how trade can assist in achieving associated objectives.

### 3.2.0 Nigeria's Geopolitical Position

**3.2.1.** Nigeria's geopolitical position makes it a natural continental as well as global leader. Nigeria is situated in the heart of Africa. It connects two regional economic communities, the Economic Community of Western African States (ECOWAS) and the Economic Community of Central African States (ECCAS), and is a natural bridge between their respective nations. In addition, Nigeria's 853-km long coastline allows for fruitful shipping and trading exercises. Nigeria's connection to water enhances its contacts with other coastline African states. It also allows for trade with the rest of the world. Hence, Nigeria has a strategic position that connects African countries with each other, as well as to nations of other continents.

**3.2.2.** Nigeria's geopolitical position has granted it demographic and economic advantages that make Nigeria a natural leader in Africa. Nigeria currently has Africa's youngest and largest population, currently standing at up to 200 million. In particular, Nigeria is predicted to be the third largest country in the world by 2050, surpassing the United States. Nigeria also has Africa's largest economy with a GDP at 376BN USD as at 2017.

**3.2.3.** This baseline situation means Nigeria is a country with one of the highest growth potentials in the 21st century. As the largest economy in Africa, Nigeria should have a natural place in the G20. Nigeria should also aim to become a permanent member of the UN Security Council and provide strong leadership in the world's multilateral institutions governing the rules-based global economy, including the WTO, World Bank and IMF.

**3.2.4.** For this objective to be possible, Nigeria must exploit trading opportunities to forge strategic relationships with countries inside and outside Africa, as well as enhance its economic prospects. However, Nigeria must also overcome a number of national security challenges, including high rates of corruption and kidnappings for economic purposes, ethnicity clashes, and agricultural vulnerability to climate change and environmental degradation. A 21st century trade policy must focus on both of these pillars.



Late Amb. Chiedu Osakwe, Nigeria's former Chief Trade Negotiator and DG NOTN, salutes and congratulates H.E. President Muhammadu Buhari, after the Signing of the AfCFTA Agreement in Niamey, Niger Republic, 7 July 2019.

### 3.3.0. Outward Look: Current Global Economic Rivalries & Strategic Competitors

**3.3.1.** Looking outward, the current global economy is defined by two superpowers: The United States of America and China. Other important actors include the EU-27, Japan and the United Kingdom. Nigeria's trade policy should be structured to align with its national interest in light of the current state of the global economy. Concretely, the Nigerian government has the objective to make Nigeria Africa's economic leader, both in terms of leading the ranks of economic growth, but also in terms of being Africa's political leader, providing leadership in the economic policy reforms needed to foster growth on the continent.

**3.3.2.** The Nigerian government recognises that Nigeria is not alone in this ambition. Within Africa, Nigeria's key economic competitors for the

position as Africa's economic leader include South Africa, Egypt, Morocco, Kenya, and Ethiopia. Therefore, Nigeria's trade policy must be dictated by a programme aimed to fast-stream Nigeria to the top of this list. The Nigerian government additionally recognises a number of other countries outside Africa as key competitors to Nigeria. Such competitors include Southeast Asian countries like Thailand, Vietnam, Bangladesh, Myanmar, Cambodia, and Malaysia. In South and North America, they include Brazil, Argentina and Mexico.

### 3.4.0. Geopolitics, Foreign Policy & National Security: Trade Policy Pillars

**3.4.1.** Concretely, from a geopolitical standpoint, Nigeria's trade policy should be benchmarked on two pillars: (1) to exploit trade

opportunities for Nigeria through strategic partnerships with continental, global and multilateral countries and organisations; and (2) to overcome the national challenges currently facing Nigeria. For this purpose, this roadmap suggests a programme underlined by the following objectives:

- i. A Trade Policy programme that will ultimately generate economic benefits for Nigerians. A structured and well managed open, inclusive, coherent and ambitious trade policy that advocates for barrier reductions and further integration with other countries, whilst at the same time recognising the importance of rules-based global trade system, will lead to higher Nigerian productivity levels, lower prices for Nigerian consumers, and a boost to national economic welfare. A well-managed open trade policy will provide a boost to poverty reduction in Nigeria, and reduce the number of people in food insecurity. This will help resolve associated national security issues, just as it will also further Nigeria's global economic power and ultimately provide for membership of the highest international arrangements, including the G20.
- ii. Trade policy programme that incentivises domestic reforms and leads to the improvement of Nigeria's business and economic environment. As Nigeria opens to more international trade, the competitive pressures on Nigerian policy makers and private sector actors to undertake domestic reforms will increase. There will be a higher incentive to clamp down on Nigerian corruption and push for a more even distribution of the country's wealth. This will further reduce corruption and boost private sector investment.
- iii. Trade policy that lays the foundation for further African, global, and political integration with Nigeria taking a leadership role in the process. As Nigeria assumes a leading role in the signing and further development of the African Continental Free Area Agreement, Nigeria will push for further integration and the implementation of the 1991 Abuja Treaty, involving the creation of an African Monetary Union that reflects the trust and inclusiveness of

all the state and non-state actors, at the continental and ECOWAS regional strata. Such integration will provide more economic benefits for Nigeria, furthering Nigeria's position as a global economic power. Nigeria will also lead the process for deeper African global involvement. As Africa develops its political coordination, Nigeria via the AfCFTA will develop a well-designed economic integration policies and programmes, with the ultimate objective of reaching sustainable economic growth and trade partnerships. Nigeria will via such a partnership lead an African reform agenda that is aimed at resolving the impact of low intra-Africa trade.

50%

4

20%







## CHAPTER FOUR

# TRADE, COMPETITIVENESS AND RULES-BASED SAFEGUARDS

### 4.1.0. Introduction

**4.1.1.** Trade remains a veritable tool for driving sustainable development, and diversifying the Nigerian economy away from over-reliance on oil. Hence, the priority of a foreseeable Nigeria's trade policy should be anchored on correcting and re-aligning longstanding economic anomalies in Nigeria's trade relationships, with the ambition to maximise her trade potentials. In prioritising trade, Nigeria's objective is the creation of value chains that connect, regionally and globally, domestic producers of goods and services and industries to the larger global economy. Hence, the role of trade in Nigeria's economic policy should be to accelerate the growth of the domestic market, and create profitable connections to regional, continental and global markets.

### 4.2.0 Trade & Competitiveness

**4.2.1.** Nigeria's 21st century trade policy must exploit the potential for new economic opportunities that trade integration offers, while harnessing global economic forces as means to drive market efficiency, innovation and increased productivity in the Nigerian economy. Two principal advantages of such deliberate trade policy objectives are increased market size for domestic firms (and the potential of deeper value chains) and productivity occasioned by exposure to international competition, expertise and technology.

**4.2.2.** Trade alone does not lead to growth, job creation and development. In the present integrated world, the competitiveness of the industries in any economy determines how much potential access can be converted to opportunities for individuals, businesses, and corporations. Rapid private sector-led growth is vital for driving development, boosting shared prosperity and ending extreme poverty. Competitive trade ensures that Nigeria can achieve rapid and broad-based economic growth by fostering strong contributions from the Nigerian private sector. A focus on developing a competitive domestic industry will in turn address market fragility, expand market opportunities, enable private initiatives, and cultivate a dynamic economy. Furthermore, Trade and Competitiveness is integral to any serious economy-wide intervention to spur growth and productivity, and create jobs.

**4.2.3.** The Federal Government recognises that improving competitiveness in the private sector will boost volume and value of trade, enhance the investment climate, foster innovation and entrepreneurship. Therefore, Nigeria's trade policy should be focused on negotiating market access for Nigerian industry that guarantees private sector integration into GVCs, while protecting infant industries from unfair competition. Participating in GVCs also imply a greater need to be competitive to generate increased economic links, particularly as many participants are vying for the same access. The need to remain competitive means the 21st century trade policy must focus on addressing obstacles to trade facilitation and strenuous border policies.

### 4.3.0 Rules-Based Safeguards

**4.3.1.** Increased exposure to global markets implicitly means increased possibilities of unfair and injurious trading practices. Therefore, the Federal Government should prioritise the need to establish a rules-based safeguard system. The envisaged infrastructure, which is addressed under the chapter on Trade Remedies & Dispute Settlement, creates a system for protecting the Nigerian economy from injurious and unfair trading practices (dumping, injurious subsidies, safeguards and smuggling) from foreign companies and countries.

- vi. Parallel prioritisation of policies and regulations that engender an enabling business environment;
- vii. Enactment of the Nigerian Trade Remedies Implementing instruments;
- viii. Full implementation and operationalization of the Trade Remedies Infrastructure (and corresponding Trade Remedies & Investigating Authority unit) against dumping, injurious subsidisations and safeguards against uncontrolled import surges; and
- ix. Effective border management practices and deploying technology against smuggling.

### 4.4.0 21st century Trade Priorities

**4.4.1.** The following are the suggested roadmap for the government of Nigeria's policy priorities on how to drive a competitive private sector that can maximise the trade potentials created, as well as safeguard the Nigerian economy using globally accepted rules:

- i. Strategic linkage of negotiation of market access with priority on sectors of strategic interest and comparative advantages;
- ii. Negotiating trade arrangements that have associated domestic investment targeted at developing local capacity to plug into GVCs;
- iii. Instituting mechanisms for measuring trade advantages created by trade-related investment, and supporting a strategy to grow such investments annually;
- iv. Regular harvesting of private sector trade priorities;
- v. Deliberate negotiation of preferential market access for private sector players in targeted industries;



5





## CHAPTER FIVE

# TRADE AND COMPANION POLICIES (ENABLING ENVIRONMENT FOR BUSINESS, INDUSTRIAL POLICY, TECHNOLOGY AND THE SPECTRUM OF REGULATORY POLICIES)

**5.1.0.** While trade remains a key driver of economic growth, analysis reveals that improvements in any economy following openness to international trade depend largely on other accompanying policies and institutions functioning to support trade policy. Trade policy priorities for Nigeria as it relates to accompanying policies and institutions will be examined in this section. The reality is that the impact (positive or negative) of trade on people depends very much on the domestic policies of the country in which they live.

**5.1.1.** These complementary policies and institutions are the foundational compass for the effective navigation and transformation of any economy. Therefore, critical and accompanying policies would provide the panacea for trade reforms and sets in motion key targets of stimulating economic and inclusive growth, create jobs, and support diversification through value chains and the improvement of societal welfare. These would further help to instigate the right conditions within the domestic market which would in turn become the enabler for potential benefits of open markets to materialize. Examples of Companion policies include strategic investments in trade facilitation, enabling business environment, transportation logistics and networks, skills, innovation and physical infrastructure, along with well-functioning financial systems, effective public institutions and predictable rule of law. Where trade policies are

applied in conjunction with companion policies, the cascading effect will reinforce a dynamic private sector that can innovate and respond to evolving economic opportunities and realities.

### **5.2.0. State of Play**

**5.2.1.** Following the release of the 2017 – 2020 Economic Recovery and Growth Plan (ERGP), the Federal Government of Nigeria has embarked on various measures to ensure an abundance of the companion policies required to drive an effective trade reform agenda in Nigeria, such as:

- I. Creating an enabling business environment – Through the Presidential Enabling Business Environment Council (PEBEC) set up in July 2016, the Government aims to make businesses work in Nigeria. The 2018 PEBEC Report indicates that micro, small and medium scale enterprises (MSMEs) account for over 90 percent of registered businesses in Nigeria and provides over 80 percent of jobs. This then indicates the importance of private sector growth to the sustainable economic development of Nigeria.

The PEBEC Secretariat drives key reforms of the government as epitomised in Ease of Doing Business indicators such as starting a business,

dealing with construction permits, getting electricity, registering property, getting credit, protecting minority investors, paying taxes, trading across borders, enforcing contracts, resolving insolvency and few home-grown indicators such as Trading within Nigeria. An Omnibus reform bill is also being worked for important legislative reforms needed for ease of doing business. Reforms in these areas have led to the relocation of certain services through online platforms, reducing process completion times, eliminating paperwork and increasing transparency. Notably, in the course of the reform efforts, Nigeria has moved from 169 ranking to 146. This positive trend impacts businesses and individuals positively, and with the continued effort to improve the competitiveness of businesses in Nigeria, additional notable strides and marked improvement would be further achieved.

- ii. Driving industrialization – The Nigerian Industrial Policy and Competitiveness Advisory Council, inaugurated in May 2017 aims to assist the government in formulating policies and strategies that would enhance the performance of the industrial sector. The Council provides feedback on Government policies and programmes which affect the industrial sector, makes recommendations and proposes initiatives that promote the competitiveness and growth of the sector. In addition, it provides inputs into trade negotiation agreements while taking cognizance of agreed domestic industry and industrialization targets. The Council also provides a platform to encourage communication on current and emerging issues affecting industry and ensuring regular interaction between the government and stakeholders in the sector.

The work of the Council is focused on five key priority areas: policy and regulation, trade and markets, critical infrastructure (power, broadband and road), skills and capacity building and lastly, financing. Pursuing reforms

in these areas works to set the Nigerian economy on a sustainable path of industrialisation and competitiveness.

- iii. Regulatory policies - Challenges for regulatory policy include the need to strengthen impact assessment and institutional capacities to identify and drive reform priorities, as well as greater attention to the voice of users who need to be part of the regulatory development process.

However, regulatory reform has already proven its worth through supporting structural reforms, entrepreneurship and market openness; adopting at the political level, broad programmes of regulatory reform that establish clear objectives and frameworks for implementation; assessing impacts and reviewing regulations systematically to ensure that they meet their intended objectives efficiently and effectively in a changing and complex economic and social environment; ensuring that regulation and regulatory institutions charged with implementation, and regulatory processes are transparent and non-discriminatory. It is also aimed at designing economic regulations in all sectors to stimulate competition and efficiency and eliminate them except where clear evidence demonstrate that they are the best way to serve broad public interests; eliminating unnecessary regulatory barriers to trade and investment through continued liberalization; and enhancing the consideration and better integration of market openness throughout the regulatory process, thus strengthening economic efficiency and competitiveness. Nigeria intends to consolidate such structural and regulatory reforms.



6





## CHAPTER SIX

# TRADE IN SERVICES

### 6.1.0. Overview of the services sector

**6.1.1.** Nigeria's services sector has continued to witness significant growth over the years. The share of services sectors to national GDP accounts for 53.97% in Q2. This was as a result of boom in communication, financial services, technology and entertainment sectors. Nigeria's output in the services sector ranks 63rd globally and 5th in Africa in 2013. This shows that Nigeria, being an oil dependent country, has intensified efforts in diversifying and becoming more services-oriented economy.

### 6.2.0. Nigeria's Trade in Services Liberalisation

**6.2.1.** Nigeria recognises that services liberalisation occurs through autonomous or unilateral, regional and multilateral trade arrangements. Nigeria autonomously liberalised some services sectors in the domestic economy as a result of national reforms, embodied in World Bank/IMF structural adjustment programmes, targeted at restructuring the services sector. At the regional level, services reforms mechanisms are embedded in the relevant integration and cooperation arrangement such as the revised ECOWAS Treaty of 1993. Nigeria is playing a major role through ECOWAS reform agenda which has led to the development of an ECOWAS service schedule.

**6.2.2.** Recently at the continental level, Nigeria is actively engaged in the AfCFTA services

negotiations. The negotiations commenced following a decision to draft services modalities in 2016. Nigeria pushed for services sector development as central to the AfCFTA, believing that these approaches will lead to a win-win outcome by adopting a progressive liberalisation approach which is in line with Article XIX:1 of the GATS and applying the principles of consistency, compatibility, and aligning with domestic policies.

**6.2.3.** Nigeria submitted seven priority services sectors to be reflected in the modalities for trade in services, under the AfCFTA negotiations. The sectors include: Banking and financial services, including insurance; ICT; Digital economy and e-commerce; creative industries, audio visual services and entertainment; retail and distribution services; transportation and logistics services; and tourism.

**6.2.4.** Following this, the Nigerian Government through the Nigerian Office for Trade Negotiations initiated work with the critical, strategic and relevant stakeholders, both public and private stakeholders to develop a Nigerian Schedule of Specific Commitments for Trade in Services, carried out through a consultative process. From this process, working in accordance with the agreed five priority sectors under the AfCFTA, Nigeria identified 5 sectors for services liberalisation. These sectors include: Business and Professional Services; Communication Services; Financial Services; Tourism Services and Transport Services. Nigeria will work with ECOWAS to develop a unified Schedule of Specific Commitments for Trade in Services as part of the implementation of the AfCFTA Agreement.

**6.2.5.** At the multilateral level, the WTO General Agreement on Trade in Services (GATS) demonstrates services liberalization framework which is based on a 'request-offer' negotiation. Nigeria as a member of the WTO submitted its schedule of specific commitments in four main sectors, which include: Communication, Financial, Tourism and Transport Services. In 2007, under the WTO GATS, Nigeria submitted its conditional initial offer to the WTO. In contrast to the four main sectors and twenty subsectors committed during the GATS Uruguay Round in 1994, nine main sectors and eighty-three subsectors are entered in the WTO GATS schedule of commitments as initial offers. The new commitments in the initial offer include: business services, courier services, construction and related engineering, distribution services, educational services, environmental services and transport services sectors.

**6.2.6.** Article XIX:1 of the GATS mandates WTO members to progressively liberalise trade in services through successive rounds of negotiations with a view to achieving “a progressively higher level of liberalisation” not later than five years from the date of entry into force of the WTO Agreement. In 2015, the Federal Ministry of Industry, Trade & Investment (FMITI) embarked on the process of revising Nigeria's initial offer to identify potential services sectors and subsectors for further liberalization. This process was completed and forwarded to the Nigerian Trade Office in Geneva for onward submission to the WTO. However, the actual submission was not made due to technical issues and no pending pressure to submit Nigeria's services offer. The process was done through a bottom-up approach.

**6.2.7.** Also, steps are being taken to carry out impact analysis on the potential outcome of the negotiations. Overall, Nigeria has made efforts to ensure consistency in services negotiations at all levels such as the WTO GATS, regional and bilateral agreements.







## CHAPTER SEVEN

### TRADE IN GOODS

#### 7.1.0. Introduction

**7.1.1.** The Nigerian Government recognises the huge role that trade in goods play in the Nigerian economy. In Q2 2018, industrial and agricultural products accounted for more than 44% of Nigeria's GDP. Nigeria is a heavy importer of goods, with manufactured, solid and mineral goods, and agricultural products accounting for 70% of Nigeria's total imports to date (2018). On the export side, Nigeria needs to continue diversifying its product offering, with oil and related products still accounting for the major share of exports.

**7.1.2.** This chapter focuses on Nigeria's trade in goods policy with a particular focus on Nigeria's tariff regimes at the WTO, ECOWAS and the AfCFTA. Section 7.2 gives an overview of Nigeria's tariff rates under these umbrellas. Section 7.3 provides a policy programme aimed at furthering Nigeria's existing tariff regime with the ultimate objective of furthering Nigeria's trade in goods.

#### 7.2.0. Nigeria's Three Tariff Regimes: WTO, ECOWAS & AfCFTA

**7.2.1.** The Nigerian government recognises the importance of the WTO, and fully support article XXVIII of the General Agreement on Tariffs and Trade (GATT) on tariff reductions and bindings. Nigeria has since the conclusion of the 8th round of GATT 1994 steadily increased its tariff binding coverage, from 6% to 20.1%. In particular, although Nigeria's tariff bound is at 120.9%, the average applied tariffs for Nigeria is at around 30%, giving a lot of “water” in the tariffs.

**7.2.2.** At the same time, the Nigerian government is fully aware that the WTO is in need of reforms and supports the current reform track proposals of the body. In particular, Nigeria, as an avid supporter of a rules-based global trade framework, places special emphasis on a quick resolution of disputes to the Appellate Body deadlock.

**7.2.3.** The Nigerian government equally recognises ECOWAS as a vital body to further trade in goods in West Africa. As one of the ten countries of ECOWAS that has fully implemented the CET, Nigeria is an avid supporter of the Common External Tariff (CET) and the full implementation of all custom union procedures. However, the Nigerian Office for Trade Negotiations recognises that the CET needs reform; and happily enough, the negotiation completion of the AfCFTA provides ample opportunity for such reform.

**7.2.4.** In addition, Nigeria is an avid advocator for the ECOWAS Trade Liberalisation Scheme Agenda (ETLS) implemented since 1979 and has supported all developments, including the adding of industrial goods in 1993 and the establishment of a Rules of Origin (RoO) in 2003, since its inception.

**7.2.5.** In addition, the Nigerian Office for Trade Negotiations is aware that with the ECOWAS common external tariff, if implemented correctly, the tariff applied by Nigeria at the WTO effectively becomes obsolete.

**7.2.5.** The Nigerian Government has from the start been an active participant in the development

of the AfCFTA and recognises the immense benefits its implementation can bring to the African continent. Nigeria chaired the finale of the first round of negotiations in 2018, and currently closely monitors the second negotiating round. In particular, Nigeria fully supports building on the RECs, and hence the ECOWAS CET, for the implementation of the agreement.

**7.2.6.** On AfCFTA tariff reduction, Nigeria is guided by the common decision taken by ECOWAS Member States to adopt a unified ECOWAS Market Access Offer of Tariff Concessions for Trade in Goods, with a liberalization period of ten years. Nigeria is aware of the AfCFTA timeline and intends to work towards the harmonized ECOWAS schedule meeting the deadlines for submission of the non-sensitive, sensitive, and final market offers respectively.

### 7.3.0. The Way Forward: Process and Preparatory Work

**7.3.1.** This roadmap provides Nigeria's position on tariff and other reforms within the WTO, ECOWAS and AfCFTA. The ultimate objective is two-fold: (1) to ensure Nigeria takes an active leadership role in further development of these bodies; and (2) to make Nigeria an attractive trading partner for foreign actors.

**7.3.2.** Within the WTO, the Nigerian government should aim to achieve the following:

- i. Submit updated and accurate goods and services schedules clarifying Nigeria's trading position;
- ii. Work with other member states to find a quick resolution to the issues currently facing the WTO, including the Appellate Body deadlock that rests on the foundations of a rules-based global trade framework.

**7.3.3.** Within ECOWAS, the Nigerian government should work to:

- i. Develop an ECOWAS-wide trade policy outlining the trade reform priorities for the next ten years for the customs union;
- ii. Develop an action plan aimed towards fast-tracking the 100% implementation of the customs union in the next five years;
- iii. Update ECOWAS' trade remedy strategy to give ECOWAS capability to take action on unjust trading behaviour; and
- iv. Broaden the ETLs to cover more goods.

**7.3.4.** Finally, in terms of the AfCFTA, the Nigerian government should work to:

- i. Ensure that ECOWAS meets the AfCFTA deadlines for submission of the ECOWAS Market Access Offer of Tariff Concessions;
- ii. Work with other ECOWAS Member States to finalise an appropriate phase-in plan for the Offer of Tariff Concessions for the period January 2021 – January 2030;
- iii. Take a leadership role in the phase II and III AfCFTA negotiations, focusing on the Protocols on Intellectual Property, Competition, Investment and Ecommerce.



8





## CHAPTER EIGHT

# TRADE IN THE DIGITAL ECONOMY: DATA, INTELLECTUAL PROPERTY AND INNOVATION

### 8.1.0. Introduction

**8.1.1.** The digital economy is a key driver of global economic growth; for example, WTO's World Trade Report 2018 highlights that the global value of e-commerce transactions amounted to \$27.7 trillion in 2016. The Nigerian Government sees developing the Nigerian digital economy as one of its most important priorities. This document provides a 2025 framework for this purpose.

**8.1.2.** Specifically, the potential underlying digital economy objective of the Nigerian government is projected as follows:

By 2025, the Nigerian digital economy will be a key driver of the Nigerian economy. The Nigerian digital economy will in 2025 hold a 5% share of the global digital economy and employ more than 15% of the Nigerian labour force.

**8.1.3.** This document provides a platform with large potential for the Nigerian economy. To illustrate this, assuming a value of \$27.7 trillion, a 5% share of the total global e-commerce transactions in 2016 would have amounted to more than \$1.3bn, equivalent to more than 300% of Nigerian 2018 GDP. As estimates indicate, the digital economy will only increase in importance over the next decade and this value will likely be significantly higher by 2025.

### 8.2.0. Rationale and Logic

**8.2.1.** The digital economy is defined as encompassing the Information and Communication Technology (ICT) and Content and Media sectors by the United Nation's International Standards Industrial Classification (ISIC). As such, the digital economy encompasses features such as ICT products, including networks, cloud-based systems and internet connections, as well as online platforms, data collection and storage systems, entertainment products and broadcasting services.

**8.2.2.** Nigeria's digital economy is crucial both for strengthening Nigeria's geopolitical situation and fuelling Nigeria's economic growth, job creation and macroeconomic development.

**8.2.3.** Given the cross-border nature of electronic transactions, the digital economy is vital for strengthening Nigeria's geopolitical position. Nigeria, being situated in the heart of Africa, hosting the largest population on the continent, and being one of the top 25 economies in the world, is a natural leader in both Africa and the world. Nigeria has the ambition to become a member of the G20 and, in the longer term, obtain a permanent seat at the UN Security Council. The political capital provided by a strong digital economy is crucial for realising such ambitions.

**8.2.4.** Economically, Nigeria is well-suited to benefit from a stronger digital economy. Nigeria hosts some of the most successful e-commerce companies in Africa; recently Nigerian-based

Jumia became the first ever African start-up to be listed on the New York Stock Exchange. Nigeria also has a solid entertainment sector, with both Nigerian music and Nollywood having a global reach. Nigeria already has a sizeable e-commerce sector, valued at \$13bn by the Economist Intelligence Unit, and experts in Nigeria's financial services industry has predicted this potential can be raised to \$50bn over the next ten years. Nigeria additionally has an increasing mobile penetration rate, estimated to reach 55% by 2025, and the mobile ecosystem already employs 5.5% of the Nigerian labour force. Crucially, Nigeria has the demographic advantage for quickly harvesting the benefits of a strong digital economy, including a large, entrepreneurial youth population.

### 8.3.0. Domestic Legal Framework

**8.3.1.** This section highlights the existing domestic Nigerian legal framework guiding trademarks, patents & designs, copyright issues, and piracy combating.

### 8.4.0. 3.2 Trademarks

**8.4.1.** Trademark registrations are covered under the Trademarks Act of 1965. The Act is administered by the Federal Ministry of Industry, Trade and Investment through the Trademarks Registry.

**8.4.2.** The Trademarks Act allows for two types of trademark registrations: New trademarks that meet a distinctiveness requirement and the defensive registration of existing well-known Nigerian trademarks. Registration is for an initial period of seven years; this can be renewed every fourteen years thereafter. A registered trademark is considered an intangible business asset, and may as such be transferred between firms for goodwill or other reasons. A trademark can also be de-registered if it has not been used for a minimum of

five years. Geographical indicators in Nigeria are also covered by the Trademarks Act as currently there are no specific legislation for these marks.

### 8.5.0. Patents & Designs

**8.5.1.** Nigerian patents are covered under the Patents & Design Act of 1970. The Act is administered by the Patents and Designs Registry of the Commercial Law Department.

**8.5.2.** Under the Patents & Design Act, patents can only be granted for inventions applicable to industrial activities; patents cannot be granted to developments that will be used for non-commercial sales, teaching purposes, scientific research or private usage. Each patent granted is for a period of twenty years subject to successful payment of annual fees. In case a patent is not used for four years after registration or three years since it was granted (whichever is the later), a mandatory license must be obtained from the court to ensure the continued existence of the patent. A patent application can only be made by a Nigerian resident; foreign technology transfer agreements effective in Nigeria are instead registered under the NOTAP.

**8.5.3.** The Patents & Designs Act also allows for the registration and protection of industrial designs. Such industrial designs can protect shapes – such as the configuration of articles and lines – or colours. Industrial design registrations are protected for an initial period of five years and may be renewed for two additional five-year terms.

### 8.6.0. Copyright

**8.6.1.** Copyrights in Nigeria are protected by the Copyright Act of 1988. The Act is administered by the Nigeria Copyright Commission, an agency of the Federal Ministry of Justice.

**8.6.2.** The Copyright Act protects assets such as sound recordings, broadcasts, literary, musical and artistic works, and cinematographic films. If registered, the Act grants exclusive rights for the production and publication of a work, as well as any reproduction, translation and public performance made. Literary, musical and artistic works are protected for the duration of the author's life plus an additional seventy years. Cinematographic works, photographs, sound recordings and broadcasts are protected for fifty years from the end of the year when they were first released. In line with the Universal Copyright Convention, the Nigerian Copyright Act provides national treatment – the same treatment in the Nigerian market as that given to Nigerian nationals – to all signatory countries of the agreement.

### 8.7.0. Piracy Combatting

**8.7.1.** The Nigerian Government has intensified its efforts in fighting intellectual property piracy. Measures for this purpose have included the reduction of bottlenecks in intellectual property enforcement, as well as sensitization campaigns and more active law enforcement through raids and seizures. The Nigerian Government is currently working to establish an Industrial Property Commission (IPCON) that will strengthen the existing intellectual property institutional framework. The Nigerian Government has also worked to improve the coordination between different sectors of the economy to harmonise the use of intellectual property in Nigeria's economic development.

### 8.8.0. Existing International Outlook

**8.8.1.** The international framework guiding the digital economy includes the WTO Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS), the World Intellectual Property

Organisation (WIPO), and other agreements.

**8.8.2.** The TRIPS Agreement was negotiated during the Uruguay round of the WTO negotiations, and is today an integral part of the WTO regulatory framework. In addition, the WIPO plays an important role in shaping the international intellectual property framework. WIPO is a UN agency tasked to protect intellectual property through working with worldwide associations. Its 2017-2021 Strategic Plan highlights four goals for its workings: (1) use IP Assets to advance R&D for NTDs, malaria and TB through collaborations; (2) accelerate the advancement of promising compounds or leads; (3) enhance global capacity for IP management and biomedical R&D; and (4) communicate the beneficial role of IP in innovation for NTDs, malaria and TB.

**8.8.3.** Crucially, the international community is currently working on a legal framework for the international digital economy, and Nigeria is taking an active role in this process. In 2017, Nigeria together with 70 other WTO members issued the Joint Statement on Electronic Commerce (WT/MIN(17)/60) at the 11th Ministerial Conference. The work aims to “initiate exploratory work toward future WTO negotiations on trade-related aspects of electronic commerce”. Ultimately, this shall lead to an update of the existing WTO frameworks governing the digital economy.

### 8.9.0. Substantive Issues: Domestic Reforms

**8.9.1.** This Roadmap provides a structured, but agile, framework for reaching the Policy objective specified under Section 1. Domestically, the Nigerian Government should at base level carry out a law review to ensure the adherence to international standards of all domestic laws related to e-commerce and the agility to handle an increasingly fast-changing structure of the digital economy, and improve the efficiency of existing

institutions guiding the digital economy. In addition, the Nigerian Government should carry out a reform programme based on three pillars: Foster a conducive environment for innovation; enhance the digital skills of the Nigerian labour force; and create a prosperous digital network environment.

**8.9.2.** To create a conducive environment for digital innovation and digital enterprise development. This roadmap recommends the following:

- i. Establish a fund for MSME digital economy intellectual property R&D;
- ii. Establish a scientific research fund aimed at increasing scientific innovative R&D;
- iii. Establish a judicial patent court responsible for intellectual property disputes;
- iv. Introduce annual judiciary sensitisation and consultation workshops on intellectual property issues to which all existing institutions and private sector actors will be invited;
- v. Develop an exhaustive database on existing intellectual property in the Nigerian economy to improve information sharing across actors;
- vi. Develop a coordination mechanism to ensure effective administration of intellectual property rights in Nigeria.
- vii. Allow Nigerian e-commerce firms with large focus on innovation to obtain pioneer status and hence associated tax breaks; and
- viii. Carry out a review of current taxation laws in Nigeria to ensure a conducive environment for private sector digital economy actors. Such a review should focus on issues such as tax breaks for IT companies, and the prospect of a pan-African e-commerce tax.

**8.9.3.** To prepare and adapt skills of the domestic labour force to the need of the digital economy, the Nigerian Government should focus on:

- i. Mandate the National Educational Research and Development Council (NERDC) to incorporate digital skills education in the national education curriculum. Such classes will focus on areas such as data manipulation & analysis, coding, and basic software development;
- ii. Set a goal for Nigerian universities to be ranked among the top 100 institutions globally in the field of Engineering and Technology in 2030. To achieve this, the Nigerian Government will establish a fund aimed at creating courses and enhance research in subjects such as cyber security, coding, robotics, artificial intelligence, 3D printing and block chain; and
- iii. Establish digital economy NYSC programmes where participants' get to use their NYSC service year to establish their own e-commerce start-ups.

**8.9.4.** To create a prosperous digital network environment, the Nigerian Government should:

- i. Continue the development of transport infrastructure, including roads and trains, across Nigeria, and focus on establishing high-speed Wi-Fi on train lines;
- ii. Seek collaborations with partner countries and firms to continue the build out of 4G networks across Nigeria;
- iii. Build out data storage infrastructures in Nigeria;
- iv. Establish a national domestic regulatory framework tasked to build Nigeria's capacity in analysing and using stored data in the context of the global digital landscape; and



- v. Build out fibre networks across key commercial centres in Nigeria, commencing with Lagos, Kano, Ibadan, Benin City, Port Harcourt, and Abuja.

### 8.10.0. Nigeria's International Negotiating Position

**8.10.1.** The Nigerian Government recognises the cross-border nature of the digital economy and e-commerce and that many issues must be handled at the international level. The Nigerian Government should for this reason intensify negotiation efforts within ECOWAS, the African Union and WTO to strengthen the international framework guiding the digital economy.

**8.10.2.** At the ECOWAS and African Union level, the Nigerian Government must take step to initiate negotiations on:

- i. An African Union e-commerce tax that would be collected at the African Union level;
- ii. An African Union Data Protection Regulation Act to ensure the safe storage and usage of African citizens' data;
- iii. An African Union cybersecurity law and implementing institution mandated to block illegal websites and content. Such a law would be accompanied by an evaluation mechanism to ensure private sector actors adhere to the law;
- iv. An African Union piracy law to combat illegal intellectual property theft;
- v. An African Union fiscal assistance programme for digital economy R&D; and

- vi. An African Union intellectual property court to resolve cross-border intellectual property disputes. Such a court should work closely and initiate a long-term partnership with the European Union Intellectual Property Office (EUIPO).

**8.10.3.** Outside the African context, the Nigerian Government should:

- I. Lead a process within the WTO to update and improve the agility existing in international digital economy rules and regulations to ensure they reflect changes in technology and structural changes of the global knowledge economy, through the WTO working group on e-commerce established by the 2017 Joint Statement on Electronic Commerce; and

Seek collaborations with multinational network companies from all continents on the further development of Nigeria's digital space.



9





## CHAPTER NINE

# TRADE AND INVESTMENT FACILITATION AND GLOBAL VALUE CHAINS

### 9.1.0. Introduction

**9.1.1.** Integrating Nigeria's economy into global value chains (GVCs) will provide significant opportunities for Nigeria's economic development. GVCs, being production processes where the production crosses at least one border, allow for specialisations, and for participating countries to focus on their respective comparative advantages. GVCs also facilitate technology transfers, creating leap-frogging opportunities. Critically, GVCs promote the role of innovation, science and technology in production, and thereby enable the development of the digital economy and a high-skilled workforce.

**9.1.2.** For these reasons, one of the key priorities of Nigeria's Trade Policy should be to enhance Nigerian participation in GVCs. This section is structured into two parts: while 9.2 highlights recent government efforts that have been pursued to facilitate Nigerian integration into GVCs, 9.3 outlines the Nigerian Government GVC policy agenda.

### 9.2.0. Recent Government Efforts

**9.2.1.** The Nigerian Government puts a large focus on improving the domestic business environment, both through domestic reforms and international engagements. The focus has yielded results: Nigeria's rank in the World Bank's Ease of Doing Business ranking has improved with 23

points since 2016, reaching rank 146 in the 2019 ranking.

**9.2.2.** The Nigerian government has engaged internationally for investment promotion purposes. In November 2017, the Nigerian Government hosted, together with the WTO Friends and Investment Facilitation for Development (FIFD) the High-level Trade and Investment Facilitation Forum for Development in Abuja. Aspects discussed included the idea that “trade and investment are inseparable for economic growth”, and the importance of scaling up connectivity and infrastructure to expand investment inflows. The Nigerian Government remains committed to the points made in the Abuja statement, and will work to ensure its implementation.

**9.2.3.** Domestically, Nigeria's business environment reforms have been implemented via the Presidential Enabling Business Environment Council (PEBEC). It was inaugurated in July 2016 and has acted as the Nigerian Government's flagship initiative to reform the business environment and, subsequently, attract Foreign Direct Investment. Through this, the Nigerian Government has clamped down on corruption, improved infrastructure and the creation of Special Economic Zones (SEZs).

**9.2.4.** The Nigerian Government has encouraged trade facilitation through signing the WTO Trade Facilitation Agreement in January 2017. The agreement aims to ease the flow of goods across borders through removing barriers that inhibit the movement of goods. In addition, the

Nigerian Government established the National Committee on Trade Facilitation (NCTF), formerly known as Task Force on Trade Facilitation. Alongside simplification and harmonisation of trade regulations and procedures, the Committee's aim is to identify various barriers to Trade Facilitation (TF) in Nigeria, provide associated solutions and to coordinate the successful implementation of trade facilitation in Nigeria.

### 9.3.0. The Way Forward: Nigeria's GVC Strategy

**9.3.1.** Nigeria has an excellent geopolitical position to integrate its economy into GVCs. GVCs tend to be more regional than global in nature, and hence Nigeria, as the largest economy in Africa with the largest population on the continent, can develop into one of the major GVC participants on the African continent. The Nigerian Government can achieve this through a reform programme based on three pillars: The continual improvement of Nigeria's business environment, the development of a high-skilled labour force, and investment increases.

### 9.4.0. Domestic Business Reforms

**9.4.1.** The Nigerian Government's goal is to improve Nigeria's Ease of Doing Business ranking by at least 46 by 2020, making it into the list's top 100 economies for doing business. To achieve this, the Nigerian Government should:

- i. Continue its work on trade facilitations through taking an active role in the implementation and further development of the AfCFTA;
- ii. Improve the MSME business environment; and
- iii. Provide import duty exemptions and VAT rebates on imported advanced equipment

that businesses need to increase their product quality and efficiency;

### 9.5.0. Skills Development

**9.5.1.** A precondition to harvest the benefits of GVCs is that Nigeria has a high-skilled workforce with relevant knowledge and experience. For this reason, the Nigerian Government should:

- i. Increase government funding to universities earmarked for improvement of education facilities and equipment;
- ii. Initiate non-university business apprenticeship programmes for entrepreneurs with business ideas related to the digital economy;
- iii. Mandate universities to develop free “open-university” online courses on ICT and software development.

### 9.6.0. Investment

**9.6.1.** To increase investment in the Nigerian economy, it is recommended that Nigerian Government should carry out a three-pillar reform strategy including international engagement to reduce non-tariff barriers that limit the integration of small businesses into GVCs, domestic reforms to attract more FDI, and the provision of domestic investment funds for GVC developments.

**9.6.2.** Internationally, Nigeria must sustain its leadership role at the continental level, to ensure that the AfCFTA is wholly about the boosting of intra-Africa trade flows. Specifically, Nigeria should work to ensure that the AfCFTA rules of origin requirements and sanitary and phyto-sanitary regulations promotes intra-Africa trade, whilst at the same time ensuring a high quality of trade flows within Africa.

**9.3.1.** Domestically, the Nigerian Government should both carry out reforms to attract more FDI and provide domestic investment funds for GVC developments. Specifically, the Nigerian Government should:

- i. Carry out domestic tax exemption reforms that will incentivise FDI;
- ii. Increase the number of Special Economic Zones that will attract FDI through customs duty and VAT exemptions;

Implement large-scale public investment in infrastructure to create the enabling environment to attract foreign investment and to provide support for trade and economic growth.



10





## CHAPTER TEN

# INFORMAL ECONOMY TRADE/ MICRO- SMALL AND MEDIUM ENTERPRISES

### 10.1.0. Introduction

**10.1.1.** The formalisation of the informal economy and improvement of the micro, small and medium-sized enterprise (MSME) business environment is crucial for Nigeria's development. Nigeria currently has a large informal economy; estimates indicate that it may account for above 60% of Nigeria's GDP. Furthermore, MSMEs form an important pillar of the Nigerian economy: The 2018 PEBEC Report indicates that MSMEs account for over 90% of registered businesses in Nigeria and provide over 80% of jobs.

**10.1.1.** The informal economy and further development of MSMEs are therefore important concerns of Nigeria. This section outlines a plan with two objectives:

- i. The need to formalise Nigeria's informal economy; and (2) the need to develop the Nigerian MSME business environment and more deeply integrate existing MSMEs in GVCs. The section is structured as follows: 10.2 and 10.3 which provides an overview of the existing situation of the Nigerian informal economy and MSME development, outlining both their respective roles in the economy and recent Nigerian Government policies. Section 10.4 provides the reform programme.

### 10.2.0. The Nigerian Informal Economy

**10.2.1.** Nigeria's informal economy currently accounts for more than 60% of Nigeria's GDP. For an economy officially valued at 376bn USD in 2017, that is equivalent to a value of more than 225bn USD. The existence of such a large informal economy is problematic. Primarily, it deteriorates the validity of official economic statistics – for example indicators suggest that the official data on Nigeria's trade with Republic of Benin represent only 1% of total trade between the two countries – which makes policy decisions more difficult. Furthermore, the informal part of the Nigerian economy is non-taxable, meaning the Nigerian Government loses out on large potentials of government revenue. Finally, the existence of a large informal economy allows for an enabling environment for corrupt activities due to limited oversight and monitoring.

**10.2.2.** The Nigerian Government has until now carried out formalisation attempts via the NEXIM Bank and NEPC institutions. While NEXIM Bank focuses on providing support for formal activities, including the introduction of credit and risk insurance schemes for businesses, the NEPC supports the development of both formal and informal businesses. It has a number of tools for this purpose, including the Export Expansion Grant given to businesses if they formalise their activities. The Nigerian Government also works closely with ECOWAS on formalising trade, for example, through the Informal Trade Regulation Support Programme initiated in 2013. The programme

focuses particularly on harmonising taxation policies and customs procedures across the region. More recently, the NOTN has supported the Nigerian Association of Small and Medium-sized Enterprises (NASME) in its assessment of the North-East Informal Cross Border Trade Corridor. This assessment is a pilot scheme arising from the nationwide sensitisation and consultation on the AfCFTA conducted in 2017 and 2018. It is the first step in a process that intends to fully assess all cross-border trade corridors and create a formalisation plan and a Business Linkages programme for the operators.

### 10.3.0.

#### The Nigerian MSME economy

**10.3.1.** Nigerian MSMEs form an important pillar of the Nigerian economy and will constitute a crucial part of Nigeria's further economic development. MSMEs are vital in poverty reduction in Nigeria through employment generation. They are also significant contributors to the Nigerian knowledge economy, which needs to expand further to ensure further integration of the Nigerian economy into GVCs.

**10.3.2.** The Nigerian Government has undertaken a large set of reforms over the past decades to improve the MSME business environment. Recent efforts include the establishment of the Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) in 2004. This agency is responsible for “nurturing, promoting and facilitating the development programmes and projects in the Micro, Small and Medium Enterprises of the Nigerian Economy”. Other policy projects include the SMEEIS established in 2001 that require Nigerian banks to set aside 10% of their profit before tax for equity investment in MSMEs, the Small and Medium Enterprises Credit Guarantee Scheme for MSMEs in 2010, and various Bank of Industry (BOI) initiatives such as the You Win programme and SMEDAN loans project.

### 10.4.0.

#### Possible Trade Policy Scenarios

**10.4.1.** This section is split into two sections: policies for the informal economy and policies for the further development of the MSME economy.

### 10.5.0.

#### Policies for Informal Economy

**10.5.1.** The Nigerian Government recognises the vital contribution the informal economy provides for the Nigerian economy. Hence, it is viewed that the formalisation of the informal sector does not seek to eliminate the informal economy; rather the ultimate goal is to develop the segment further and at the same time bring it into the formal economy.

**10.5.2.** A report by Chatham House indicates a number of informality drivers in Nigeria: The first is the complex and slow process for clearing customs in Nigeria. This forces firms to use informal channels to deliver their products to Nigeria. The second issue is the difficulty for firms to engage in formal financial cross-border transactions within West Africa, encouraging the use of informal channels. Third, long-entrenched, systemic corruption and other unofficial charges make formal channels more expensive than informal ones, pushing firms into using informal routes into Nigeria. A final factor is the significant level of bureaucracy involved in formally registering a business in Nigeria, dis-incentivising businesses to registering with the authorities in the first place.

**10.5.3.** Given these challenges and the government's objective to formalise the informal economy, the Nigerian Government proposal should focus on a policy plan based on three pillars: The implementation and further development of the AfCFTA, international engagement with ECOWAS and domestic reforms.



**10.5.4.** The first two pillars show that informal economy is a regional neighbourhood cross-border problem. According to a report by ECA, OHCHR, and FES, the AfCFTA will help with formalisation through three mechanisms: (1) via the reduction of direct tariffs, making it cheaper for traders to use formal rather than informal channels; (2) through the introduction of an NTB mechanism to monitor, report and remove non-tariff barriers; and (3) via providing an umbrella under which African RECs can coordinate regional formalisation policies. For this reason, the Nigerian Government needs to work for the effective implementation of the AfCFTA. In addition, the Nigerian Government should work to further the AfCFTA as follows:

- i. Establish a mechanism that will lead to the eventual establishment of a pan-African Continental Simplified Trade Regime (CSTR). Such a mechanism will build on the existing REC CSTRs that already exists, and aim to merge them together; and
- ii. Ensure the AfCFTA NTB mechanism is accessible and understandable to small-scale traders, for example through providing information in all African Union official languages and providing training.

**10.5.5.** The second pillar reflects that informal trade occurs heavily within ECOWAS and is fuelled by Western African cross-border issues. Such issues cannot be solved at the national level but must be resolved via regional cooperation. Hence, to this respect the Nigerian Government should:

- i. Provide leadership in ECOWAS through:
  - a. proposal that ECOWAS should develop a concrete long-term strategy for the formalisation of the region's informal economy within the next five years;
  - b. encourage the fast implementation and expansion of the Informal Trade Regulation Support Programme (ITRSP) to include harmonisation of technical and industrial

- standards across West Africa, reduction in general trade bureaucracy in the region and efficiency improvements of border posts and booking methods for trucks to enter ports;
- c. lead the fast implementation of the ECOWAS Common External Tariff regime; and
- ii. Mandate the Central Bank of Nigeria (CBN) to work with the central bank of UEMOA and WAMZ to revise existing cross-border commercial banking regulations to facilitate the usage of formal financial channels in cross-border trade.

**10.5.6.** Nigerian domestic reforms are also needed to formalise the informal economy. Specifically, the Nigerian Government should:

- i. Carry out a review of the capacity of NEXIM and NEPC to ensure they are adequately funded and staffed and provide an associated action plan if needed;
- ii. Develop an action plan aimed at reducing the number of informal and formal cross-border checks, and clamp down on corrupt activities in these areas; and
- iii. Implement a policy programme with the following parts:
  - a. The rapid development of nationwide digital platforms that will encourage formalisation, including a nationwide integrated tax administration system allowing for online taxpayer registration and an e-tax payment platform;
  - b. The removal of licensing requirements in areas where it is not needed for health and safety reasons; and

The reduction of business registration fees and bureaucracy.



11





## CHAPTER ELEVEN

# EMPOWERMENT OF WOMEN IN TRADE

### 11.1.0. Introduction

**11.1.1.** The Nigerian Government recognises the importance of considering gender equality in designing its policies. In particular, one of the long-term objectives of the Nigerian government is to significantly empower the women currently engaged in Nigeria's trading activities. Currently, over 70% of female traders in Nigeria are engaged in the informal sector; these must be brought into the umbrella of the formal economy. Similarly, Nigeria's Gender Inequality Index currently stands at 0.63, indicating that Nigeria currently faces a 63% loss in potential human development as a result of gender inequality. Studies show that there is high correlation between increases in gender equality and corporate profitability, per capita GDP and a country's economic growth. Hence, female empowerment is a policy priority for the Nigerian government.

**11.1.2.** This chapter provides a policy programme to further empower women in Nigeria's trade. The ultimate goal is two-fold: (1) to have the percentage of female traders engaged in Nigeria by 2025 increased to 30%; and (2) to reduce Nigeria's Gender Inequality Index to 0.4 by 2025. The chapter is structured as follows: Section 11.2 provides an overview of the current state of gender equality in Nigeria, and section 11.3 gives an overview of existing programmes and measures being taken by the Nigerian government to further gender equality. Section 11.4 outlines the policy programme.

### 11.2.0. Gender Inequality in Nigeria

**11.2.1.** Nigeria has an economic gender inequality problem. Although 49.2% of the population consists of women, only 30% of these are employed in the formal sector. Equally disturbing is the Gender Inequality Index which indicates that Nigeria currently sees more than a 60% lower human development than its potential had Nigeria had full gender equality. Despite this grim reality, available data has shown that Nigeria is on the forefront in Africa in dealing with its gender inequality issues. Female labour force participation in Nigeria stands at 78.2%, more than 10 percentage point higher than that of the average African country at 66%. In addition to this, studies show that women in Nigeria have a positive perception towards entrepreneurship. This is reflected in the fact that female own-account workers make up approximately 77.2 per cent of female employment in Nigeria.

### 11.3.0. Existing Female Empowerment Programmes

**11.3.1.** The Nigerian government has undertaken a number of initiatives to further female economic empowerment in Nigeria, including both national and international projects. Nationally, the Nigerian government recently initiated the Women in Export Programme (WEP) focusing on the agricultural and agro-processing sector which employs a large number of women. It must also be pointed out that the 2015 Economic Growth and Recovery Plan geared towards fuelling growth

through human capital investments and the building of a globally competitive economy that puts a particular focus on female empowerment. Finally, Nigeria's National Policy on MSMEs recognises female-owned enterprises as a key policy area for strengthening MSME development in Nigeria, though noting that the marginalisation of women-owned enterprises have a negative impact on the economy as a whole. To tackle this, the MSME Policy encourages coordination and cooperation between actors in this space, with government taking an oversight role of staying involved and monitoring progress.

**11.3.2.** Internationally, Nigeria together with 117 other Signatory Nations agreed in December 2017 at the 11th WTO Ministerial Conference to collaborate to make trade and development policies more gender responsive. The Conference agreed to share experiences, best practices, methods and procedures aimed at removing barriers for women, as well as improving the usage of Aid for Trade tools in female empowerment. Nigeria agreed to:

- i. Share experiences related to policies and programmes to encourage women's participation in national and international economies through WTO information exchanges, as appropriate, and voluntary reporting during the WTO trade policy review process;
- ii. Share best practices for conducting gender-based analysis and impact assessments on trade policies;
- iii. Share methods and procedures for the collection of gender-disaggregated data, the use of indicators, monitoring and evaluation methodologies, and the analysis of gender-focused statistics related to trade;
- iv. Work together in the WTO to remove barriers for women's economic empowerment and increase their participation in trade; and

- v. Ensure that Aid for Trade supports tools and know-how for analysing, designing and implementing more gender-responsive trade policies.

#### **11.4.0. The Way Forward: Policy Priorities**

**11.4.1.** This roadmap provides an ambitious gender empowerment programme with the following objectives:

- i. Develop a female-focused action plan aimed at mainstreaming female employees in the informal economy into the formal part of the economy;
- ii. Mandate the Nigerian Bureau of Statistics (NBS), Central Bank of Nigeria (CBN), and the Nigerian Office for Trade Negotiations (NOTN) to develop a gender-disaggregated trade database with key indicators on female empowerment;
- iii. Mandate the NOTN to produce bi-annual reports on the progress of female empowerment in Nigeria;
- iv. Establish a female financial literacy campaign aimed at specifically enhancing the financial literacy among women in Nigeria;
- v. Develop an action plan with a strategy to further female financial inclusion;
- vi. Establish courses focused on enhancing female IT and internet skills with the aim to increase female computer and internet usage.
- vii. Cooperate with regional and international trade partners by sharing best practices and information on removing barriers, tariff and non-tariff, that hinder female access and participation in regional -and global value chains in Nigeria;

viii. Encourage the growth and development of export clusters that have 50 per cent and above female representation and participation, particularly clusters that support:

- a. Women transitioning from the informal to the formal economy;
- b. The participation of women along the entire value-chain of production and export; and

Targeted market interventions for female-owned businesses, specifically small traders, rural producers, and women entrepreneurs with dominant ownership in export companies.



12



## CHAPTER TWELVE

# STANDARDS AND QUALITY INFRASTRUCTURE

### 12.1.0. Introduction

**12.1.1.** Standards and quality infrastructure are vital to enhancing and securing Nigeria's trading position through (1) ensuring Nigerian exports align with international quality requirements, and (2) ensuring foreign products exported to Nigeria satisfy Nigerian quality requirements. The Nigerian Government recognises that progressive improvement in product and service standards is a requirement for market penetration in the domestic and international trade, and essential for the sustainable growth and competitiveness of Nigerian industries.

### 12.2.0. Background

**12.2.1.** The Standards Organisation of Nigeria is the agency responsible for standardisation in Nigeria. Nigeria has been actively involved in the harmonisation of standards at the national, regional and multilateral level. Nigeria is a member of the African Organization for Standardization (ARSO), and International Standards Organization (ISO). Nigeria has been participating in quality standard programmes in the region. Nigeria is on the forefront of the ECOWAS Standards Harmonization (ECOSHAM), a regional effort towards harmonization of standards among ECOWAS members' states to ensure single and common standard for goods and services. Nigeria is currently the chair of ECOWAS Quality Policy (ECOQUAL), the quality standard harmonisation committee of the region.

**12.2.2.** In fulfilling Nigeria's obligation as a member of the WTO, Nigeria has established two enquiry points, namely: SON whose mandate is to ensure the quality of product, certification of products among others and National Agency for Food and Drug Administration and Control (NAFDAC), an agency under the Federal Ministry of Health (FMH) whose mission is to safeguard public health. While the former deals with Technical Barriers to Trade (TBT) issues, the latter deals with Sanitary and Phytosanitary Measures (SPS) issues. The establishment of enquiry point is a requirement for WTO members to fulfil their notification obligations on SPS and TBT.

**12.2.3.** Nigeria applies quantitative restrictions and import prohibitions as safeguard measures to protect the economy from unfair trading practices such as dumping and consumers, animals, plants and the environment from hazardous goods and services. The Customs, Excise, Tariff, etc (Consolidation) Act, and Import (Prohibition) Act, govern regulations for the prohibition of certain imports into Nigeria. In line with WTO rules, Nigeria has drastically reduced items on import prohibition list as it continues to liberalize the economy.

### 12.3.0. The Way Forward: Standard and Quality Infrastructure Strategy

**12.3.1.** The ambition is for the Nigerian government to implement a policy programme that is aimed at strengthening Nigeria's standard and quality infrastructure, as well as improving

international legislative conformity. For this purpose, the Nigerian government should:

- i. Continue to ensure that Nigeria's exports are in compliance with international standards, and all semi-processed and manufactured export products have quality certification in line with agreed product specifications;
- ii. Allow, in special cases with adequate motivations, importers of Nigerian products to do quality inspections of relevant facilities;
- iii. Encourage public-private sector partnership and joint ventures in quality control areas;
- iv. Continue to review and reduce the number of items on the import prohibition lists, in particular the set of restrictions which are included solely for developmental or protectionist purposes;
- v. Devise appropriate strategies to stem the influx of fake and sub-standard products and reduce the rate of smuggling of manufactured products (especially second-hand goods) into the country;
- vi. Use bilateral and multilateral channels to reduce unnecessary cross-border non-tariff barriers, for example including licensing and registration measures, but excluding sanitary and phytosanitary requirements;
- vii. Strengthen affiliations with relevant international certification organisations to create confidence for buyers;
- viii. Ensure that the domestic legal framework in Nigeria is adapted to accommodate international obligations and global best practices with regards to quality monitoring;
- ix. Make it mandatory for all commodities destined for trading partners to be graded, classified and properly packaged before export;
- x. Reinforce and properly equip the national conformity assessment authorities such as the Standards Organization of Nigeria (SON), National Agency for Food and Drug Administration and Control (NAFDAC), Nigeria Agricultural Quarantine Service (NAQS), Federal Produce Inspection Service (FPIS) and other relevant national authorities to perform their functions effectively;
- xi. Consolidate Agriculture Extension services to ensure quality control throughout the production chain starting from the point of production, storage and other processes in the agricultural value chain; and

Strengthen the Nigerian Export Promotion Council (NEPC) to support exporters with information required in furtherance of quality control and operate an effective Packaging Advisory Unit.





# 13





## CHAPTER THIRTEEN

# TRADE CAPACITY-BUILDING AND TRAINING; CROSS-CUTTING ISSUES

**13.1.0.** In achieving the goals of the 21st Century Trade Policy of Nigeria, cross-cutting policy issues that impact trade needs to be addressed to achieve the set objectives. The cross-cutting issues include investment, trade support infrastructure, trade policy support and capacity building, technology and innovations, technology development, trade information and data, gender and youth issues, public-private partnership arrangements, and export production skills upgrading.

### 13.2.0. Investment

**13.2.1.** Nigerian Investment Promotion Commission (NIPC) is the Federal Government Agency responsible for the promotion and coordination of investments in Nigeria. The Agency provides services for the grant of business entry permits, licenses, authorisations and incentives in a One-Stop- Investment Centre. The Government is committed to the sustenance of a very liberal investment climate, with various incentive schemes to attract FDI. The on-going privatisation and deregulation drive underscores government's commitment to the provision of a more liberal platform and enabling environment for private sector led growth and development. The Nigerian Government will continue to pursue macroeconomic stability and good governance in order to ensure that the growth and investment inflow into the economy are stable and sustained, to enhance investor confidence and job creation. Government intends to fully harvest the enormous resources that can be generated from remittances

by Nigerians in Diaspora, through the establishment of a trade and an investment framework under the aegis of Nigerians in Diaspora Organization (NIDO). NIDO will be facilitated to engage in trade and investments that will be mutually beneficial to their host countries and Nigeria's in Diaspora.

### 13.3.0. Trade Support Infrastructure

**13.3.1.** Poor infrastructure remains a major impediment to trade development in Nigeria. Government is committed to the development of trade support infrastructure, such as power, gas pipelines to economic zones, warehouses, ports, roads, railways, airports, inland waterways, among others, in order to facilitate a smooth flow of goods and services within the domestic economy and across the borders, reduce transaction costs, increase the competitiveness of Nigerian products and services and improve security in line with best trade practices. Efforts will be intensified to mainstream trade-related infrastructure in the nation's infrastructure development Master-Plan and ensure faithful implementation of government initiatives in this respect.

### 13.4.0. Trade Policy Support and Capacity Building

**13.4.1.** Nigeria is a party to bilateral, regional, continental and multilateral trade relations. These trade arrangements and treaties are complex in

nature. Recognising this complexity, Nigeria calls for capacity building at the national and sub-national levels of government, as well as at the private sector and other non-state actors' levels, to strengthen capacity of the Nigerian Government to improve capacity to implement trade agreements and trade remedy mechanisms. A major challenge to the Nigerian Government has been the inability of the public sector to engage effectively in bilateral and multilateral trade negotiations, and exporters to take advantage of available market access offer to deepen penetration of Made-in-Nigeria goods and services, even in traditional markets such as the US AGOA platform, due to capacity issues, among others. Nigeria's teeming, highly educated youths are equally unable to gainfully engage in export trade, particularly in the fast-growing e-commerce segments, due to a visible mismatch between the academic curricula and professional trade skills, as well as poor access to finance and information. In order to address this challenge, the Nigerian Government will undertake both in-house and international training, build trade capacity at the public, private and NGO levels. Government will introduce professional trade skills into the curricula of Nigerian educational institutions to ensure that Nigerian youths are well equipped to participate in international trade. The Federal Government will also encourage the sub-national Governments to invest in the development of trade skills in order to grow trade at the state level and empower their youths.

### 13.5.0. Technology and innovations

**13.5.1.** In the 21st century, technology and innovation is central to global trade. The emergence of e-commerce or e-business is fast transforming the global trading environment, saving time and cost through speeding up transactions. Nigeria's digital economy is one of the fastest growing digital economies in Africa with the technology sector contributing nine per cent to the nation's GDP and e-commerce being currently valued at \$13bn USD according to a report by

London based Economist Intelligence Unit (EIU). Experts in the Nigerian financial service sector have also estimated that Nigeria's e-commerce market value could rise to \$50 billion (N15.45 trillion) over the next 10 years. Liberalising Nigeria's digital economy could help facilitate further investment and interest in a fast-growing sector and also help provide more opportunities for technological advancement within the ECOWAS region in particular, and Africa as a whole. It could encourage the free flow of information and knowledge, leading to collaborations that would be mutually beneficial for Nigeria's digital economy and other members of the global economy.

The Nigerian Government intends to effectively exploit technology and innovations in the deepening Nigeria's trade at the domestic and international markets. To this effect, government is committed to improving access of Nigerians to affordable ICT infrastructure and the development of requisite skills to enhance the ability of Nigerian youths to engage gainfully in trading activities using electronic platforms such as Internet and mobile phones. The Nigerian Government will also develop appropriate strategy to minimize cybercrime, while putting in place the regulatory regime for enforcement of e-commerce contractual agreements.

### 13.6.0. Technology Development

**13.6.1.** The NOTAP, an agency under the aegis of the Federal Ministry of Science and Technology, established by Decree No.70 of 1979 is responsible for the acquisition, promotion and development of technology in Nigeria. In line with the demands of a rapidly globalising and liberalising World and the changing dynamics in global trade, the Nigerian Government recognises the importance of enhancing the nation's productive capacity and competitiveness of Nigeria goods and services in the global markets, through the development, adoption and

application of appropriate technology, to boost the nation's share of global trade. To this effect, NOTAP has shifted emphasis from regulatory and control to promotional and development roles. The new areas of focus are aimed at attracting foreign technologies and investment and the development of indigenous technology.

**13.6.2.** The Nigerian Government through the office of NOTAP will continue to encourage the inflow of technology into the country in order to strengthen industrial development and encourage domestic enterprises to acquire foreign technologies that are suitable to the local environment. To this effect, NOTAP has established thirty Intellectual Property Technology Transfer Offices (IPTTOs) in universities, polytechnics and research institutions aimed at strengthening the linkage between university and research institutions and industries. The IPTTO is designed to develop a robust intellectual property rights portfolio through patenting, copyright and technology licencing, to support Institutional initiatives in developing patent culture.

### 13.7.0. Trade Information and Data

**13.7.1.** Government recognizes the importance of trade information in enhancing Nigeria's full participation in the global trading system, as international trade continues to be largely powered by Information and Communication Technology (ICT). Lack of appropriate market information, data and economic intelligence reports generated through regular market survey, have continued to impede Nigeria's ability to deepen trade with her trading partners. In order to address the challenge, Government will continue to give high priority to the collection, collation, analysis and dissemination of trade and investment information and data. It will therefore pursue the following policies and initiatives:

- i. Create a trade and investment web portal;
- ii. Establish a Trade Information Resource Centre;
- iii. Establish a single window facility;
- iv. Establish Trade Reference Centres to network with some of our trading partners;
- v. Promote e-commerce; and,
- vi. Carry out quality certification and control.

### 13.8.0. Gender and Youth Issues

**13.8.1.** The Nigerian Government recognises the importance of mainstreaming gender and youth related policies in the national trade policy. Studies have shown that there is high correlation between an increase in women empowerment and gender equality, and corporate profitability, per capita GDP and a country's economic growth. Over seventy per cent of women traders in Nigeria are engaged in petty trading at the informal sector of the economy. This is essentially due to their low level of financial illiteracy and technical skills to engage in formal trade, lack of access to affordable finance, lack of information on available market access, as well as the demands of cross border trade, among others. It is imperative that women are supported to participate fully in trade as they constitute fifty per cent of the population. The Nigerian Government will continue to ensure that women and youth enterprises are facilitated to ensure gender equity in trade.

**13.8.2.** The recently developed Women in Export Programme (WEP), especially in the agricultural and agro-processing sectors where women are active stakeholders, underscores government's commitment in this respect. The Nigerian Government is further committed to the removal of barriers that impede trade and will support more women-driven ventures, to enable women to take advantage of the vast opportunities provided by

globalisation and liberalisation to enhance market access for their product and boost their competitiveness. The benefits from trade must be gender neutral.

### 13.8.0. Public-Private Sector Partnership (PPP) Arrangements

**13.8.1.** A major binding constraint on trade development in Nigeria is the lack of critical infrastructure that supports trade. The Nigerian Government recognises the imperative of developing a PPP framework in bridging the infrastructural deficit as the national budget cannot support the huge investments requirement. The PPP initiative of the Government is therefore aimed at addressing Nigeria's physical infrastructure deficit, which seriously hampers economic development. A national policy on PPP has been developed in order to provide clear and consistent processes and procedures in all aspects of PPP project development. This covers implementation from project identification, through evaluation and selection to procurement, operation, maintenance and performance monitoring. The Infrastructure Concession Regulatory Commission (ICRC), an Agency of Government backed by an Act of Parliament No.28 of 1999, has been established to provide for the participation of the private sector in financing, construction, development, operation, and maintenance of Federal Government infrastructure or development projects through concessions or contractual arrangements. Government is committed to deploying the PPP as an instrument for the development of trade related critical infrastructure and trade facilitation.

**13.8.2.** The following are optional methods for implementing PPP arrangements:

- i. Design, build, finance and transfer (DBFT);
- ii. Build, operate and transfer (BOT);
- iii. Build, operate and own (BOO);
- iv. Design, build, finance and operate (DBFO);
- v. Commercialisation;
- vi. Public and private owned in perpetuity;
- vii. Publicly regulated but privately owned in perpetuity;
- viii. Full privatisation; and
- ix. Privately owned and managed, with the Government providing the policy framework.

### 13.8.0. Export Production Skills upgrading

**13.9.1.** Nigerian export businesses are faced with the challenge of acquiring employees with relevant skills for export. The Nigerian Government has introduced a responsive skill to the education system that addresses the need of the economy. These are information technology, international business and management training. These support export-oriented businesses. For implementation purposes, the Nigerian Government will work in partnership with the private sector in carrying out needs assessment to identify the training gaps for businesses so as to maintain balance between individual, business and government intervention programmes and respond to market needs.

### CONCLUSION

Recognising the importance government attaches to policy implementation, Nigeria's trade and associated policies should be subjected to mid-term review of at least every five years or as the need arises through a consultative process. In the light of constant global changes, Nigeria's policy framework should be subjected to a continuous impact assessment at all levels of government to redirect these policies for full implementation and practical result, by the implementing institutions, Ministries, Department and Agencies (MDAs), Donor Agencies and the Private Sectors.

To ensure best and result-focused policy formulation and implementation, Nigeria's policies should be fully integrated into every sector and evaluated within the unfolding realities, particularly in a fast paced dynamic global and regional space that is webbed with uncertainties and the unexpected. This evaluation should be done annually at all levels of government, including strategic, critical and relevant stakeholders.

In producing a more coherent approach towards policy formulation and implementation, there will be a strategic plan for monitoring and evaluation which will give details of how the process will be carried out with specific timelines for deliverables. This plan will serve as guide for policy direction for M&E institutions responsible for the economy, trade, industry and cooperatives at both Federal and States levels, while the Federal Ministries hold the key to the M&E process by assessing projected targets to measure performance.

Communication strategy- the outcome of these will be disseminated widely through a central system that would be set up and put in place in each implementing agency linked to the Federal Ministries for up-to-date and accurate information on performance.



## BIBLIOGRAPHY

- **African Centre for Gender [2017]** *Women's Economic Empowerment: Boosting Femal Entrepreneurship in Africa* UNECA
- **Economic Commission for Africa: Committee on Gender and Social Development [2017]** *Women's Economic Empowerment: Boosting Women's Entrepreneurship in Africa* United Nations Economic and Social Council
- **GSMA [2018]** *The Mobile Gender Gap Report* GSMA
- **ITC [2015]** *Unlocking Markets for Women in Trade*, ITC
- **ITU [2017]** *ICT Facts and Figures*, Geneva, ITU
- **National Bureau of Statistics [2016]** *Computation of Human Development Indicies for the UNDP Humand Development Report*, Abuja, NBS
- **Nigerian Bureau of Statistics [2017]** *Statistical Report on Men and Women in Nigeria 2013 Women and Trade in Africa: Realizing the Potential* World Bank
- **World Bank [2018]** *Gender Data Portal*
- **World Bank [2018]** *Women, Business and the Law*, World Bank
- **World Bank Database:** *National Bureau of Statistics*
- **United Nations, 2017:**  
<https://www.un.org/development/desa/en/news/population/world-population-prospects-2017.html>
- **NNPC:**  
<http://www.nnpcgroup.com/nnpcbuisness/upstreamventures/oilproduction.aspx>
- **Apata T.G:**  
<https://www.cbn.gov.ng/out/2012/publications/reports/std/effects%20of%20global%20climate%20change%20on%20nigerian%20agriculture.pdf>
- **Nigeria – Ethnologue – ethnologue.com** (accessed 18th October 2018)
- **Falola, Heaton, 2008,** 'A History of Nigeria', Chapter 8: 'Oil, state, and society, 1970-1983
- **Transparency International** E.g. Abubakar (2017)
- **Nigerian Ministry for Foreign Affairs – Foreign Policy Objectives**
- **Oxford Business Group:**  
<https://oxfordbusinessgroup.com/overview/rebound-local-contractors-see-return-growth-and-increased-use-domestic-inputs>
- **WTO OMC OECD** (overcoming the challenge of implementing Trade facilitation Agreements in Ngeria).
- **NIPC Intelligence** (Invest in Nigeria)
- **WP-Global Value** - Chains Policy series Investment report 2018
- **Global value chain WTO**
- **National MSME Survey Report 2013**
- **The Continental Free Trade Area in Africa – A Human Rights Perspective:** [http://www.fes-globalization.org/geneva/documents/2017/2017\\_07\\_CFTA\\_HRIA\\_Publication.pdf](http://www.fes-globalization.org/geneva/documents/2017/2017_07_CFTA_HRIA_Publication.pdf);  
<https://www.ictsd.org/bridges-news/bridges-africa/news/the-african-continental-free-trade-area-an-opportunity-for-informal>
- **ITU 2017**
- **GSMA 2018**
- **Economic Commission for Africa: Committee on Gender and Social Development, 2017**









Export House, Plot 424 Aguiyi Ironsi St, Maitama, Abuja - Nigeria

 [@TradeOfficeNG](https://twitter.com/TradeOfficeNG)  [www.notn.gov.ng](http://www.notn.gov.ng)