



2023-2027



FEDERAL MINISTRY OF INDUSTRY, TRADE AND INVESTMENT

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FOREWORD
[By President Muhammadu Buhari]
(to be inserted)

It gives me great pleasure as this Administration witness the completion of the review process the Trade Policy of Nigeria (2023-2027) document.

Findings have revealed that there is a low level of patronage of African products globally and even among African countries. The potential volume of trade between African Countries was what necessitated the idea of an African Continental Free Trade Area Agreement (AfCFTA). This is very much in line with the focus of Nigeria to explore more opportunities for trade within the Continent.

Nigeria as the largest economy in Africa is expected to be contributing better than it is doing in global trade. This is owing to its enormous human and natural resources which are to be harnessed for glorious economic performances on all indices.

Nigeria's trading partners beyond Africa such as China, EU, United States, United Kingdom and the rest of the world have high expectations and have expressed concerns about the performance of the country in terms of trade. This confirms that the huge potentials of the country have not been exploited and we stand to experience a huge leap in our economic performance if we get it right in this area.

Prior to this dispensation, the smooth achievement of the above goals was faced with challenges such as many layers of distribution that raise the cost of goods, Administrative bottlenecks in the implementation of incentives to trade, substandard goods, rejection of Nigerian products which are very surmountable and hence the need to fashion out a Trade Policy that captures current realities and is consistent with the Multilateral Trading System.

The onerous task of reviewing the existing but obviously outdated Trade Policy fell on the Federal Ministry of Industry, Trade and Investment and seeing that trade plays an important role in uplifting the economy from the downslide it was experiencing, the Ministry took the task with all the seriousness it deserves to formulate a Policy that adheres to sound micro economic fundamentals.

The reviewed Trade Policy is expected to channel the creation of a transparent and enabling trade environment involving all stakeholders and characterized by trade friendliness that eliminates red-tapism and ensure best practice custom clearance.

It has been noted that for any country to express improvement in its economic standing, it has to formulate, implement and monitor the effectiveness of vibrant policies that create the enabling environment for the Private Sector to thrive. The Trade Policy of Nigeria 2023 - 2027 will provide a roadmap that will guide and regulate our trade transactions and behavior with our trading partners.

The review of the Trade Policy is a testament of this Administration's resolve to rejig and reposition the country to take advantage of the enlarged African market and the ever dynamic global economic system.

PREFACE

HONOURABLE MINISTER FOR INDUSTRY, TRADE AND INVESTMENT

Facilitating macroeconomic stabilization, trade, and investment liberalization necessitates the promotion of credible structural reforms so that Nigeria will restore international confidence and raise the living standards of its population. The emergence of global market integration has greatly contributed to the escalating magnitude of cross-border economic activities. Throughout history and presently, trade has functioned as a formidable economic force - propelling commerce, fostering technological advancements and growth, disseminating cultural norms, engendering exploratory endeavors, and amplifying prospects for cultivating international relations and global harmony. The evaluation of an economy, gauged in terms of its growth rate and per capita income, has traditionally relied on an assessment of domestic production, consumption endeavors, and their intersection with foreign ventures concerning the exchange of goods and services.

Since the promulgation of the existing trade policy in 2002, both Nigeria and the world have witnessed major developments, such as the explosion of e-commerce and digital payments, the establishment of the African Continental Free Trade Area (AfCFTA) agreement, and the United Kingdom's withdrawal from the European Union (Brexit). All of these, along with the global impact of the COVID-19 pandemic and these developments, have necessitated a review of Nigeria's Trade Policy.

The Trade Policy of Nigeria, 2023-2027, is a significant move to stimulate trade at the domestic, regional, and multilateral levels. The policy encompasses trade support infrastructure that will enhance the provision of internationally standardized support services to producers and exporters, including quality certification, conformity assessment, and trade information services, among others.

Over the years, policy formulation processes in Nigeria have been negatively affected by unfriendly environmental contexts – primarily policy reversals, and lack of continuity in focus and aspiration - leading to inconsistency and poor implementation. These policies have often been vaguely defined, abruptly changed or abandoned; leading to a considerable waste of resources and failure to meet agreed targets, long-term goals and objectives.

In the past, the policy formulation process was largely devoid of adequate consultation and coordinated implementation. Also, not enough attention was paid to the absolutely critical role of the private sector as the engine of economic growth. In addition, inadequate funding and coordination of the work of specialized institutions affect their ability to offer the quality advice required of them. These shortcomings have led to conflict and lack of cooperation among government agencies, apathy on the part of private sector stakeholders, and therefore a considerable absence of a stable policy environment for coherent medium-to-long-term policy decisions in the country. Even though we can agree that we may not have a completely perfect document, I am confident that all these concerns were adequately addressed in the process of formulating this policy.

The Trade Policy of Nigeria for the period 2023 - 2027 was developed with the consciousness of being consistent with other policies being formulated by the government. It is designed to closely align with the goals and aspirations of all stakeholders, in a manner that is capable of precipitating rapid structural changes that expand their horizons. In all cases, the private sector must see itself as an active participant and instrument of change.

This necessitated wide consultation by the Trade Policy of Nigeria Review Committee (TPNRC) to elicit effective contributions from both the private and public sectors in the formulation of the policy. The general public also had the opportunity to discuss the policy, and it received critique and other input from the Nigerian Economic Summit Group, Presidential Economic Advisory Council (PEAC) and other concerned bodies. The formulation of the policy also took into consideration the experiences and documents of other countries.

The Nigerian Bureau of Statistics (NBS) reported that Nigeria recorded a N3.2 trillion trade surplus between January and June 2022. This is an indicator of a positive trade balance, where exports outweigh imports. The World Bank also reported that trade contributes about 34 percent of Nigeria's GDP. While these figures are very encouraging, there is a lot we can do, especially with the commencement of trading under the AfCFTA. To take advantage of this potential \$3.4 trillion market, the first step is to instill confidence in traders through the approval and implementation of an up-to-date trade policy.

Nigeria, as a member of the World Trade Organization (WTO), remains fully committed to its obligations within the world trading body. Therefore, the need for a well-informed, stable, comprehensive, and transparent trade Policy has become critical for Nigeria to effectively and fully benefit from the Multilateral Trading System, especially in light of the emerging global economic trends.

I am particularly glad that there is a separate section which outlines the policy implementation framework and strategy to transform the policy into concrete actions.

I must express appreciation for the efforts of the TPNRC, which painstakingly put the draft Policy together and reviewed it each time the draft was critiqued. Overall, I am convinced that the Policy will put Nigeria on a sound footing to fully reap the dividends of our membership in the WTO and other multilateral organizations, as well as participate effectively in Global Value Chains, with the ultimate aim of improving our economy for the benefit of our citizens.

By Otunba Richard Adeniyi Adebayo, CON I

LIST OF ACRONYMS

AfCFTA	-	African Continental Free Trade Area
AGOA	-	Africa Growth and Opportunity Act
AU	-	African Union
BASA	-	Bilateral Air Service Agreement
BIT	-	Bilateral Investment Treaty
BIAT	-	Boosting Intra-African Trade
Bol	-	Bank of Industry
BTA	-	Bilateral Trade Agreement
CAC	-	Corporate Affairs Commission
Cap.	-	Chapter
CBN	-	Central Bank of Nigeria
CET	-	Common External Tariff
CLD	-	Commercial Law Department
CNI	-	Critical National Infrastructure
CRFFN	-	Council for the Regulation for Freight Forwarding in Nigeria
COS	-	Commercial Officer Service
CSO	-	Civil Society Organisation
D8	-	Group of Eight Developing Countries
DEW	-	Domestic Export Warehouse
DFIs	-	Development Finance Institutions
EASF	-	Export Adjustment Scheme Fund
ECOWAS	-	Economic Community of West African States
EDF	-	Export Development Fund
EEG	-	Export Expansion Grant
ERGP	-	Economic Recovery and Growth Plan
ESG	-	Economic, Social and Governance
ETLS	-	ECOWAS Trade Liberalisation Scheme
FCCPC	-	Federal Competition and Consumer Protection Commission
FEC	-	Federal Executive Council
FG/FGN	-	Federal Government/Federal Government of Nigeria
FIRS	-	Federal Inland Revenue Service

FMARD	-	Federal Ministry of Agriculture & Rural Development
FMC&DE	-	Federal Ministry of Communications & Digital Economy
FMFB&NP	-	Federal Ministry of Finance, Budget and National Planning
FMITI	-	Federal Ministry of Industry, Trade and Investment
FMJ	-	Federal Ministry of Justice
FMST&I	-	Federal Ministry of Science, Technology & Innovation
FMT	-	Federal Ministry of Transport
FMW&H	-	Federal Ministry of Works & Housing
FPIS	-	Federal Produce Inspection Service
FRA	-	Fiscal Responsibility Act
FTA	-	Free Trade Agreement
GATS	-	General Agreement on Trade in Services
GDP	-	Gross Domestic Product
GIs	-	Geographical Indications
GSP	-	Generalised System of Preferences
GSTP	-	Global System of Trade Preferences
IATA	-	International Air Transport Association
ICAO	-	International Civil Aviation Organisation
ICT	-	Information and Communication Technology
IDP		Inland Dry Port
I & E	-	Investors & Exporters
IMO	-	International Maritime Organisation
IPC	-	Intellectual Property Commission
IP/1PRs		Intellectual Property/Intellectual Property Rights
IT	-	Information Technology
ITC	-	International Trade Centre
ITS	-	Intelligent Transport System
LFN	-	Laws of the Federation of Nigeria
LGAs	-	Local Government Areas
MAN	-	Manufacturers' Association of Nigeria
MDAs		Ministries, Departments and Agencies
M &E	-	Monitoring & Evaluation

MOU	-	Memorandum of Understanding
MSMEs	-	Micro, Small and Medium Enterprises
NACCIMA Agriculture	-	National Association of Chambers of Commerce, Industries, Mines and Agriculture
NAFDAC	-	National Agency for Food and Drug Administration and Control
NANTs	-	National Association of Nigerian Traders
NAQS	-	Nigeria Agricultural Quarantine Service
NASME	-	National Association of Small and Medium Scale Enterprises
NATIP	-	National Agricultural and Technology Innovation Policy
NBS	-	National Bureau of Statistics
NCC	-	Nigerian Communication Commission
NCITI	-	National Council on Industry, Trade and Investment
NCS	-	Nigerian Customs Service
NDEPS	-	National Digital Economy Policy and Strategy
NDP	-	National Development Plan
NDPB	-	Nigerian Data Protection Bureau
NEPC	-	Nigerian Export Promotion Council
NEPZA	-	Nigeria Export Processing Zones Authority
NEXIM	-	Nigeria Export Import Bank
NFO	-	National Freight Office
NGF	-	Nigeria Governors' Forum
NIPC	-	Nigerian Investment Promotion Commission
MRP	-	Nigeria Industrial Revolution Plan
NLNG	-	Nigerian Liquefied Natural Gas Company Limited
NMIBS	-	New Manufacture in Bond Scheme
NNPC	-	Nigerian National Petroleum Company
NOTAP	-	National Office for Technology Acquisition and Promotion
NOTN	-	Nigerian Office for Trade Negotiations
NPA	-	Nigerian Ports Authority
NSC	-	Nigerian Shippers' Council
NTBs	-	Non-Tariff Barriers
NTFC	-	National Trade Facilitation Committee

NTRA	-	Nigerian Trade Remedies Authority
NVP	-	Nigeria Visa Policy
OPS	-	Organized Private Sector
PEAC	-	Presidential Economic Advisory Council
ppp	-	Public Private Partnership
PTA	-	Preferential Trade Agreement
RIBS		Responsible, Inclusive, Balance and Sustainable
RMRDC	-	Raw Materials Research and Development Council
RoW	-	Right of Way
SAATM	-	Single African Air Transport Market
SME	-	Small and Medium Enterprises
SMEDAN	-	Small and Medium Enterprises Development Agency of Nigeria
SON	-	Standards Organisation of Nigeria
TBT	-	Technical Barriers to Trade
TDM	-	Trade Defence Mechanism
TCF	-	Targeted Credit Facility
TFA	-	Trade Facilitation Agreement
TPN	-	Trade Policy of Nigeria
TRIPS	-	Trade Related Aspects of Intellectual Property Rights
TRMS	-	Trade Monitoring Systems
SPS	-	Sanitary and Phytosanitary Measures
VAT	-	Value Added Tax
VTa	-	Vehicle Transit Area
WAGP	-	West African Gas Pipeline
WHO	-	World Health Organisation
WIPO	-	World Intellectual Property Organisation
WTO	-	World Trade Organisation
Y-o-Y	-	Year on Year

CHAPTER ONE

INTRODUCTION

1.1 Situational Analysis

The Trade Policy of Nigeria (TPN) 2023-2027 seeks to promote trade as an effective tool for enhancing the country's economic growth and development. The experience of many emerging economies has shown that trade can stimulate substantial growth through its positive impact on competitiveness, job creation and poverty reduction, particularly when effectively aligned with other domestic policies that enhance productive activities, engender macroeconomic stability, and are anchored on good governance and a business-friendly environment. The overarching objective is to leverage on these experiences and benefits from the vast opportunities offered by a rapidly globalising and liberalising world to develop a vibrant flourishing trade sector. This has the capacity to meet the nation's development objectives, and to ensure that the country positively contributes to and substantially benefits from the advancement of global trade.

The TPN therefore focuses on accelerating pro-poor growth, through the pursuit of market-oriented policies, based on principles that are consistent with Nigeria's rights and obligations in WTO, thereby ensuring a fair and equitable platform for catalysing the country's participation in global trade. This is aligned with the Medium-Term National Development Plan 2021-2025 as well as the Agenda 2050. In this regard, the TPN 2023-2027 has been designed to effectively work in harmony with the National Industrial Revolution Plan (NIRP), investment and other sectoral policies to ensure inclusiveness and consistency with the domestic policy environment.

1.2 Economic Environment

Nigeria is located along the coastline with the longest maritime border in West Africa, measuring 853 kilometres. It is bordered by the Republics of Benin, Cameroon, Chad and Niger. With a population of over 200 million and a large youth component, the country covers a total area of over 923,000 square kilometers; and is endowed with abundant land, water and underground resources. The country is administratively divided into 36 states with a Federal Capital Territory and 774 Local Government Areas. It is Africa's biggest oil exporter with the largest natural gas reserves. The country accounts for 77% of West Africa's GDP and 47% of its population. It also contributes 58.8 million people to the region's workforce, projected to be the third most populous country in the world by 2050 and the first African country to hit US\$ 1 trillion in GDP by 2030.

The Nigerian economy has remained predominantly primary in production. Within this context, the oil sector, which accounts for less than 10% of the GDP, is the main foreign exchange earner and also provides over 50% of public sector revenue. Owing to these structural challenges, the capacity of the economy to absorb labour has not been commensurate with the size of the GDP, leading to an unemployment rate of about 33%, especially among the youth. The outcome of this has been a growing poverty rate in excess of 40% and income inequality, as well as regional disparity in socioeconomic indicators. In the same vein, the contribution of the agricultural and manufacturing sectors to GDP has been very low in relation to the size of the economy, thereby further worsening the unemployment and poverty situation.

In terms of trade, Nigeria's potentials have remained highly constrained; and performance with respect to the country's share of global trade has been low. For instance, Nigeria's share of world aggregate merchandise trade has been insignificant at less than 1⁰%. The export component which has stagnated at about 0.4% since 2001, only experienced a marginal increased to 0.434% during

the decade of 2011-2020. The country's share of global goods imports shows similar stagnation at 0.2% in two decades.¹ Capacity to effectively participate in international trade has now been further complicated by the growing trade and geo-political tensions in the international economic environment. The health, economic and social impacts of the Covid-19 pandemic have also exacerbated the challenges confronting the country's integration and participation in the international trading system.

1.3 Rationale for Trade Policy of Nigeria 2023 — 2027

It is in the context of the economic environment described above that the TPN 2023-2027 is set, as a comprehensive approach aimed at addressing these prevailing challenges and promoting a competitive trade-enabling environment that brings Nigeria back to a sustainable path of economic growth and development. To that end, Government is committed to ensuring that the TPN 2023-2027, inter alia,

- (i) incorporate essential and emerging trade issues and simplifies the country's trade policy environment through effective coordination, harmonisation and linkages with other trade and trade-related policies, especially industrial and investment policies, in order to optimise synergy and reduce policy inconsistency;
- (ii) reflects the dynamism in the global economy, by mitigating the effects of pandemics, protectionism and non-tariff barriers, while taking cognisance of emerging trends and incorporating the global movement towards digitalisation, trade facilitation, regional integration and the strengthening of the multilateral trading system;
- (iii) mitigates the impact of vicissitudes in the oil market;
- (iv) provides a clear roadmap for Nigeria to take advantage of the trade-enhancing opportunities offered by the domestic and international environment to improve the quality of life of Nigerians;
- (v) addresses the concerns of the Organised Private Sector (OPS) and Civil Society in order to boost trade in the country; and
- (vi) reflects the Government's commitment to the pursuit of an open and transparent trade-enabling environment that will significantly increase the country's volume and value of trade in the ECOWAS, Africa and world markets within the next five years.

¹Data computed from WITS Database

1.4 Vision, Mission and Objectives

1.4.1 Vision

The Vision of the TPN 2023-2027 is:

"Trade as a catalyst for the development of a diversified and competitive economy".

1.4.2 Mission

The mission of the TPN 2023-2027 is:

"To effectively harness the capacity of the Nigerian economy to exploit her natural endowments towards maximising the benefits from global trade".

1.4.3 Objectives

The main objective of the TPN 2023-2027 is to substantially increase the contribution of the trade sector to GDP and Nigeria's share of global trade, in order to accelerate the growth and development of the national economy.

Within this overarching objective, and in accordance with the Guiding Principles, the specific objectives of trade policy include:

- (i) diversify the export base to reduce the over dependence of the national economy on oil and gas by promoting the export of value-added manufactured products;
- (ii) develop an efficient and flourishing domestic market that is competitive and fully integrated into the global economy;
- (iii) turn the country's population size and demographic advantage into a positive economic force through measures that will promote and ensure increased patronage of Made-in-Nigeria products;
- (iv) boost job creation and reduce the high level of unemployment;
- (v). enhance market access and create opportunities for Made-in-Nigeria products in the West African, African and international markets;
- (vi) increase the competitiveness of the country's products and services in the domestic and international markets;
- (vii) enhance the linkages between trade and the industrial sector to promote processing and value-addition to primary commodities in the productive sectors of the economy; and
- (viii) promote trade facilitation to enhance the timely and cost-effective flow of goods and services in the domestic and international markets.

1.5 Guiding Principles

The TPN 2023-2027 is founded on the following broad principles:

- (i) Development of the Domestic Market: that trade facilitates the development of the country's huge population into a positive economic force, to deepen intra/inter-State commerce and boost the contribution of the trade sector to GDP.
- (ii) Export Diversification: that trade promotes and supports the diversification of the export base, with a view to reducing the dependence on oil and gas.
- (iii) Industrialisation: that trade supports Government policies and programmes for an industrial revolution, thereby enhancing productive capacity, based on value addition to improve the manufacturing sector's contribution to GDP.

- (iv) Market Access: that expanded market access promotes trade in both traditional and non-traditional markets for the country's products and services; and improves the country's integration into global value chains.
- (v) Promotion of 'Made-in-Nigeria' Products: that trade facilitates increased patronage of Made-in-Nigeria products in both domestic and international markets.
- (vi) Employment Generation: that trade drives job creation.
- (vii) Promotion of Micro, Small, and Medium Enterprises: that trade facilitates the growth of Micro, Small and Medium Enterprises (MSMEs) through improved access to regional and international markets.
- (viii) Creation of an Environment Conducive to Business: that the business environment facilitates trade, and promotes the development of Nigerian companies engaged in the production of high value-added products for both the domestic and export markets.
- (ix) Sustainable Development: that trade promotes environmental protection and poverty alleviation for sustainable economic growth and development.
- (x) Fair Trade, Competition and Consumer Protection: that traded products meet consumer safety requirements and conform to competition policy objectives.
- (xi) Digitalisation of Trade: appropriate and adequate response to global dictates in the post-COVID-19 pandemic era, which requires digital trade as a catalytic tool for unlocking growth and opportunities for businesses.

1.6 Monitoring and Evaluation

An effective Monitoring and Evaluation (M&E) log-frame for TPN 2023-2027 is a critical factor for its successful implementation. To that end, Government will put in place a mechanism, based on the National M&E System, to track the performance of trade-related projects and programmes, and ensure that the policy objectives remain in focus; and that desirable results are achieved in a timely and cost-effective manner while obstacles to implementation are nipped in the bud.

There will be periodic monitoring and assessment of the implementation and performance of the TPN 2023-2027, outcome and impact of the policy and strategies on the Nigerian economy and citizenry, with a view to producing regular policy briefs, quarterly reports and other related scorecards for the trade sector. The Government will also establish a feedback mechanism to harvest information from the OPS, CSOs and other stakeholders, thereby instilling a culture of evidence-based and fully participatory trade policy reforms.

The Federal Ministry of Industry, Trade and Investment (FMITI), in collaboration with the M&E Department of the Federal Ministry of Finance, Budget and National Planning (FMFB&NP), shall be the lead sectoral institution responsible for tracking trade policy while the Nigerian Export Promotion Council (NEPC) shall be responsible for the tracking the implementation of key export oriented initiatives.

CHAPTER TWO

INTERNATIONAL TRADE ARRANGEMENTS

2.1 Multilateral Trade Agreements

Nigeria is committed to the principles of the multilateral trading system as embodied in the WTO. In that regard, Government will continue to intensify efforts aimed at playing a more active and collaborative role with a view to ensuring that development remains at the centre of multilateral trade policies, particularly with respect to, inter alia, the pursuit of the objectives of the Doha Development Agenda (DDA); and the achievement of a fair, equitable and transparent trading system that provides win-win outcomes for all countries.

The primary policy thrust is to ensure the effective integration of the Nigerian economy into the global economy, through the implementation of multilateral trade agreements to which Nigeria is signatory, thereby substantially increasing the nation's share of global trade and securing the maximum possible benefits from participation in international trade. Government will therefore strive to, among others, strengthen the country's negotiating capacity; ensure effective participation at WTO meetings; and develop a national communication strategy that will facilitate the dissemination of information, as well as the domestication and implementation of the WTO Agreements.

2.2 Regional Trade Agreements

As a member of the African Union (AU), Nigeria has signed and ratified the Agreement establishing the African Continental Free Trade Area (AfCFTA); and is committed to fostering continental economic integration through its full and effective implementation, including all initiatives aimed boosting intra-Africa trade.

Accordingly, TPN 2023-2027 is geared towards, inter alia,

- (i) strengthening Nigeria's leadership role in Africa and supporting all Pan-African projects and programmes aimed at facilitating the integration of the continent into the global trading system;
- (ii) the domestication and speedy implementation of AfCFTA/BIAT Protocols;
- (iii) the creation of favourable market access conditions at the regional and continental levels; and
- (iv) supporting the private sector through targeted export development and promotion initiatives, including the establishment of Export Warehouses across African countries where goods originating from Nigeria are in high demand.

Nigeria is a member of the Economic Community of West African States (ECOWAS) and a major player in the sub-region. Accordingly, Government remains committed to fostering and deepening trade and economic integration within the sub-region, in order to engender sustainable economic growth and development. To that end, all ECOWAS protocols and integration arrangements such as the Common External Tariff and the Trade Liberalisation Scheme (ETLS) will be domesticated and implemented. This commitment to the promotion of regional integration is underscored by the adoption of the CET in 2013, including the 2022-2026 amendment.

The key thrusts of trade policy regarding the ECOWAS sub-region shall be to:

- (i) continue to negotiate for and encourage the establishment of common policies in areas such as common currency and monetary policy, competition, investment, development of a common market for goods and services, and an overall ECOWAS trade policy, in order to facilitate the creation of improved market access in the region and reduce transaction costs in trading activities; and
- (ii) support and facilitate the full implementation of commitments undertaken with respect to relevant regional frameworks, particularly the removal of all forms of trade barriers and restrictions on ETLS qualifying products, in line with the ECOWAS Protocol on the free movement of goods and services.

2.3 Bilateral Trade Agreements

Nigeria has signed a number of Bilateral Trade Agreements (BTAs), Memoranda of Understanding (MOUs) and Bilateral Investment Treaties (BITs), aimed at creating enhanced market access, attracting the inflow of foreign direct investment and promoting industrialisation. Government will continue to utilise these bilateral framework agreements to secure favourable market access conditions for products and services of export interest. Efforts will also be intensified to promote and secure the trade and investment interests of Nigerian businesses in other countries by expanding and deepening the country's FTA landscape.

Nigeria's policies on promoting bilateral trade relations shall therefore seek to:

- (i) strengthen and establish Nigerian Trade and Investment Desks Abroad;
- (ii) encourage outward investment in other countries that are both sector and product specific, within the context of BITs; and
- (iii) enhance negotiating capacities and put in place implementation frameworks to optimise the benefits from BITS, MOUs and BTAs.

2.4 Preferential Trade Agreements and Arrangements

Deepening market penetration under preferential trade agreements and arrangements, based on the principle of mutually beneficial trade and investment relations with trading partners will be accorded a top priority. To that end, targeted policy measures will be adopted to strengthen the capacity of Nigerian firms and exporters to take full advantage of trade and investment opportunities offered by such agreements and arrangements under which Nigeria is a signatory or beneficiary, including the Group of Eight Developing Countries (1)8), the Generalised System of Preferences (GSPs) of developed countries, the UNCTAD Global System of Trade Preferences (GSTP), the Africa Growth and Opportunity Act (AGOA) of the USA and all similar initiatives, especially within the context of South-South cooperation.

Government will therefore work in close cooperation and collaboration with the private sector to ensure their active participation in all preferential trade negotiations to promote enhanced market access opportunities for mutually beneficial trade relations at the bilateral, regional and multilateral trading levels.

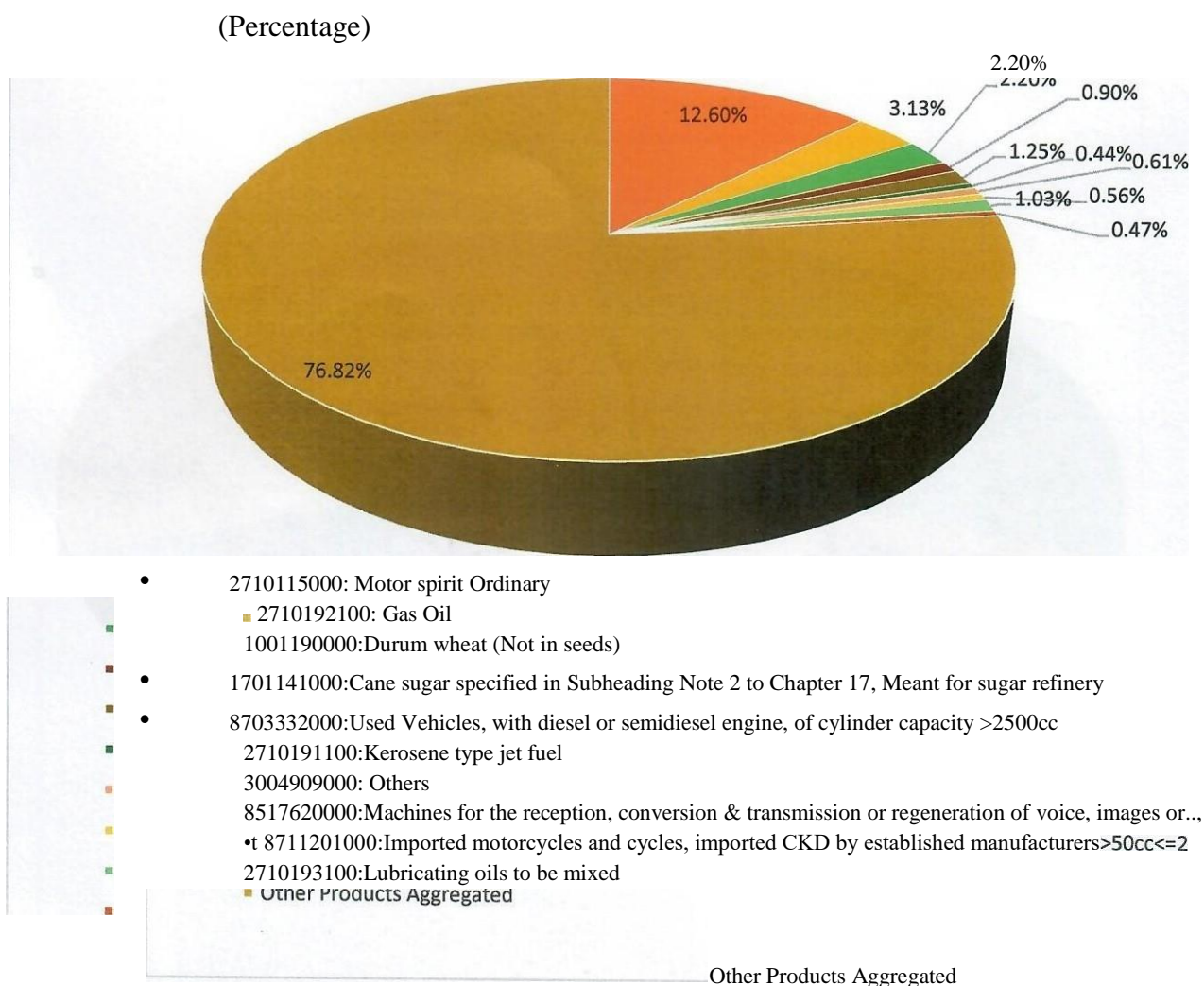
CHAPTER THREE

IMPORT PERFORMANCE AND POLICY REFORMS

3.1 Import Trends

Between 2015 and 2021, total imports amounted to **N88,748 billion**. A decomposition of the imports by product is shown in Figure 3.1 below. With a total of 6,381 tariff lines (HD 2022 10-digits), motor spirit ordinary accounts for 12.60% of total imports while durum wheat (not in seeds) and gas oil accounted for 3.13% and 2.20%, respectively. Other imported products cumulatively account for 76.82% of total imports during the period under review.

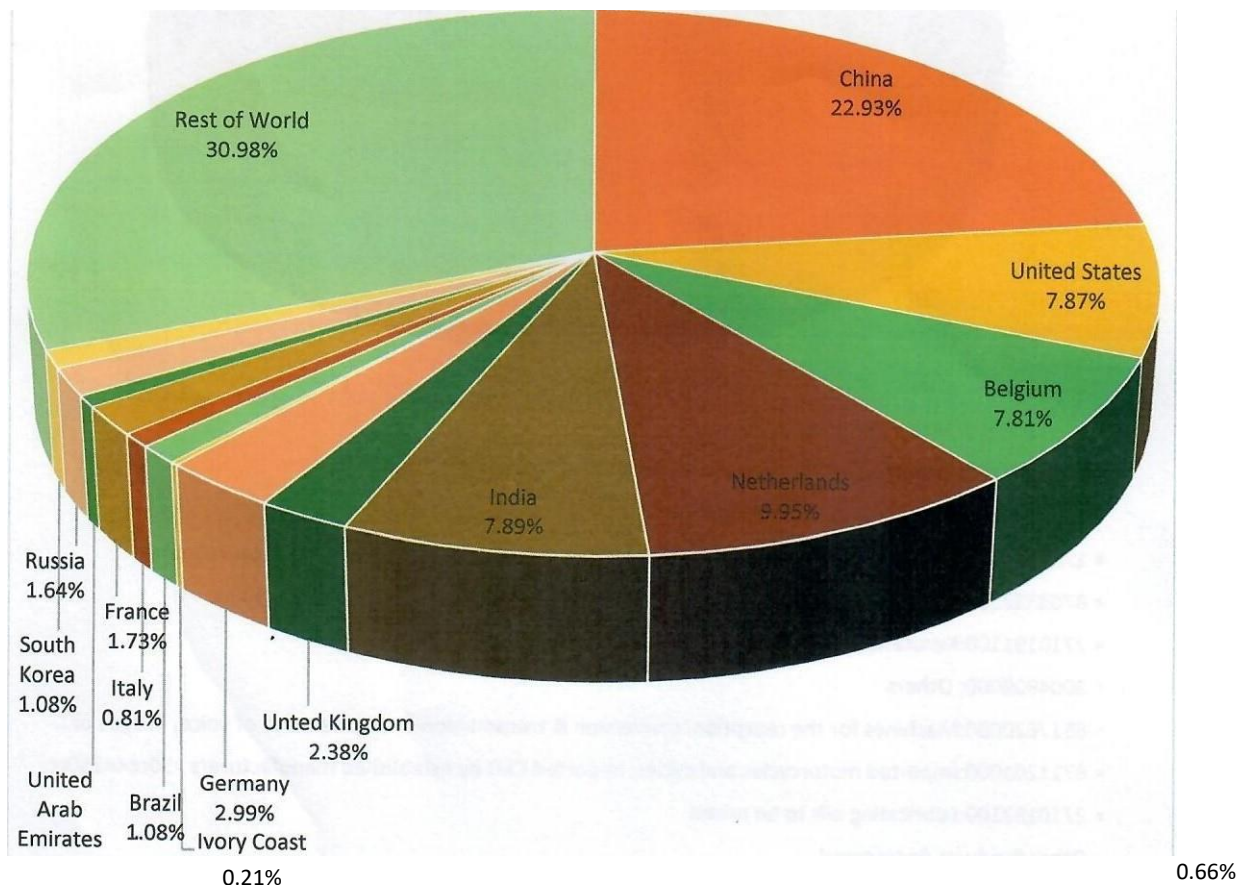
Figure 3.1: Top 10 Product Composition of Imports 2010 — 2021



Source: National Bureau of Statistics (NBS)

With respect to the structure of total imports from trading partners, Figure 3.2 shows that imports from China accounted for 22.93% of aggregate imports for the period 2015 — 2021. This is followed by imports from The Netherlands at 9.65%, and United States and Belgium at 7.87% and 7.81% respectively. The total share of the Rest of World amounted to 31.98%.

Figure 3.2: Top 15 Trading Partners (Imports) 2015-2021
(Percentage)



Source: National Bureau of Statistics (NBS)

3.2 Import Policy and Measures

The main objective of import policy is to progressively liberalise the import regime, with a view to promoting the efficiency and competitiveness of domestic industries, particularly in those identified segments of value chains that possess the greatest potential for export growth. This will be achieved through the use of mechanisms that will ensure an effective rate of protection and eliminate the prevailing anti-export bias in the trade policy regime.

Import policy measures will also be introduced to promote economic development and sustainable technology transfer, notably by eliminating or reducing duties on the imports of machinery and equipment as well as other essential industrial inputs for the accelerated development of critical sectors such as agriculture, mining, manufacturing, energy, transportation and telecommunications. This is more so as the rapid transformation of these sectors would require significant increases in the importation of requisite machinery, equipment and inputs to reduce trade costs and enhance competitiveness in both domestic and foreign markets.

To that end, the Government will strive to:

- (i) Proactively facilitate and liberalise import procedures in areas with the highest potential for growth, job creation and poverty alleviation;
- (ii) eliminate restrictive trade measures on all tradeable goods and services, within the limits of its rights and obligations under international agreements, while safeguarding the interests of domestic industries and services suppliers against unfair trade practices;
- (iii) ensure the protection of the social morality, plant, animal and human health and life, and the physical environment by checking the importation of harmful goods and services;

- (iv) be open to all negotiations that will promote development-centred mutually beneficial trade agreements through bilateral and multilateral cooperation and specialisation;
- (v) put in place effective machinery to protect the interest of importers against delays and arbitrariness by government agencies;
- (vi) ensure an effective and transparent tax administrative system, disciplined customs administration, effective commercial courts, significant improvements in the efficiency of infrastructure and the financial system, all to minimise corrupt practices by government agencies; and
- (vii) ensure that all shipments of imports shall be through seaports or airports, except that shipments from non-ECOWAS countries which border Nigeria must be done with special clearance and the payment of the appropriate duties, fees and charges.

3.3 Tariff Policy

The tariff regime has been significantly liberalised and simplified following the adoption and implementation of the ECOWAS CET in April 2015. The CET presently consists 5,899 tariff lines with five bands, namely, zero (duty free) on 85 tariff lines for essential social goods; 5% on 2,146 tariff lines for goods of primary necessity, raw materials and specific inputs; 10% on 1,373 tariff lines for inputs and intermediate goods; 20% on 2,165 tariff lines for final consumption goods; and 35% on 130 tariff lines for specific goods for economic development.

To further build on the gains being made from the adoption and implementation of the ECOWAS CET, Government will continue to use tariffs as an important instrument to promote trade and industrialisation. To that end, measures will be taken to address the following key identified issues in the tariff regime:

- (i) improve the predictability of the tariff regime by increasing the binding coverage currently at 19.2% of all tariff lines, and reducing the average bound tariff rate for agricultural products (150%) and industrial products (49.3%);
- (ii) promote the development of critical sectors through reduction in duties and charges in line with the Finance Act, 2020 (Tax Laws) and other relevant incentives, especially for MSMEs;
- (iii) continue to utilise, in addition to the CET, the complementary measures of national application such as the IAT and SPT to safeguard the interests of import-sensitive as well as infant industries;
- (iv) continuously review the need for special product-specific duties and levies, as well as rationalise, and where possible, eliminate them in accordance with the country's development needs and aspirations, including the liberalisation of import duties on intermediate goods to promote economic diversification and the development of the value chains; and
- (v) simplify the tariff regime to eliminate all elements of mixed (positive or negative) tariff escalation at different stages of processing in certain industries, which often lead to the inward orientation of production, or the effective rate of protection being higher than the nominal protection, and/or the loss of competitiveness.

3.3.1 Other Taxes and Charges

Other border taxes, charges and levies will continue to be applied on imports. These include the port development levy, ECOWAS community levy, statistical tax, CISS Scheme Charge and VAT, as well as excise duty and the product-specific levies on new and used imported vehicles, tyres, Portland Cement and sugar. However, all these border taxes and levies will be reviewed from time to time, including the exemption of certain products based on the development objectives and priorities of the country.

3.4 Restrictions and Import Prohibitions

Generally, quantitative restrictions and import prohibitions impose explicit limits or quotas on the quantity of manufactured consumer goods or agricultural products that can be imported or exported. This not only distorts trade but also limits choice and diminishes the welfare of consumers. Import restrictions also lead to losses in tariff revenue. Consequently, the focus of policy shall be on the progressive elimination of existing import prohibitions and quantitative restrictions, except where necessary for the purposes of security and the control of narcotic and hazardous substances, and the protection of the environment.

3.5 Standards and Technical Requirements

The same import procedures will continue to be applied to foreigners and Nigerians. However, to protect human, animal and plant health and life, and the environment, standards and other technical requirements on both imports and domestically produced goods, taking into account the relevant domestic concerns and international best practices.

To that end, the Standards Organisation of Nigeria (SON) will intensify its enforcement activities while simplifying testing procedures to comply with foreign and domestic requirements, boost exports and reduce the prevalence of sub-standard products. Similarly, the inspection, testing and registration activities of the National Agency for Food and Drug Administration and Control (NAFDAC) will be strengthened to ensure the effective control and regulation of the products within its purview, including medicines, cosmetics, medical devices and chemicals. To address the persistent rejection of Nigeria's agricultural exports in foreign markets, the competent authorities will be reformed in accordance with international best practices to create confidence in the products that they certify in world markets, especially with respect to SPS requirements such as traceability, residues and additives, and labelling and packaging.

All standards and technical regulations are mandatory. Government will therefore seek technical and financial assistance from development partners, bilateral donors and all relevant regional and international standards setting bodies. Special capacity building programmes will also be designed for the regulatory authorities and the private sector on various standards issues such as technical barriers to trade, sanitary and phytosanitary measures, and other non-tariff barriers. Mutual Recognition Agreements (MRAs) for standards will also be put in place to improve market access and facilitate trade between Nigeria and identified major trading partners.

3.6 Import Injury and Trade Remedy Measures

To create a conducive environment for economic growth and development by protecting local industries from dumping and unfair trade practices, Government will fast-track the establishment of WTO-consistent domestic legislative procedures for the initiation and implementation of safeguards, antidumping and countervailing measures. The new institutional and regulatory framework for the investigation of import injury complaints will replace the outdated Customs Duties (Dumped and Subsidised Goods) Act 1958. It will also assist Nigeria to exercise its rights and obligations under Annex 9 — Trade Remedies of the AfCFTA Protocol on Trade in Goods, thereby further providing a "buffer" between the national systems of competition and injury caused or threat of injury to domestic industries by any unforeseen surge in imports or unfair trade practices.

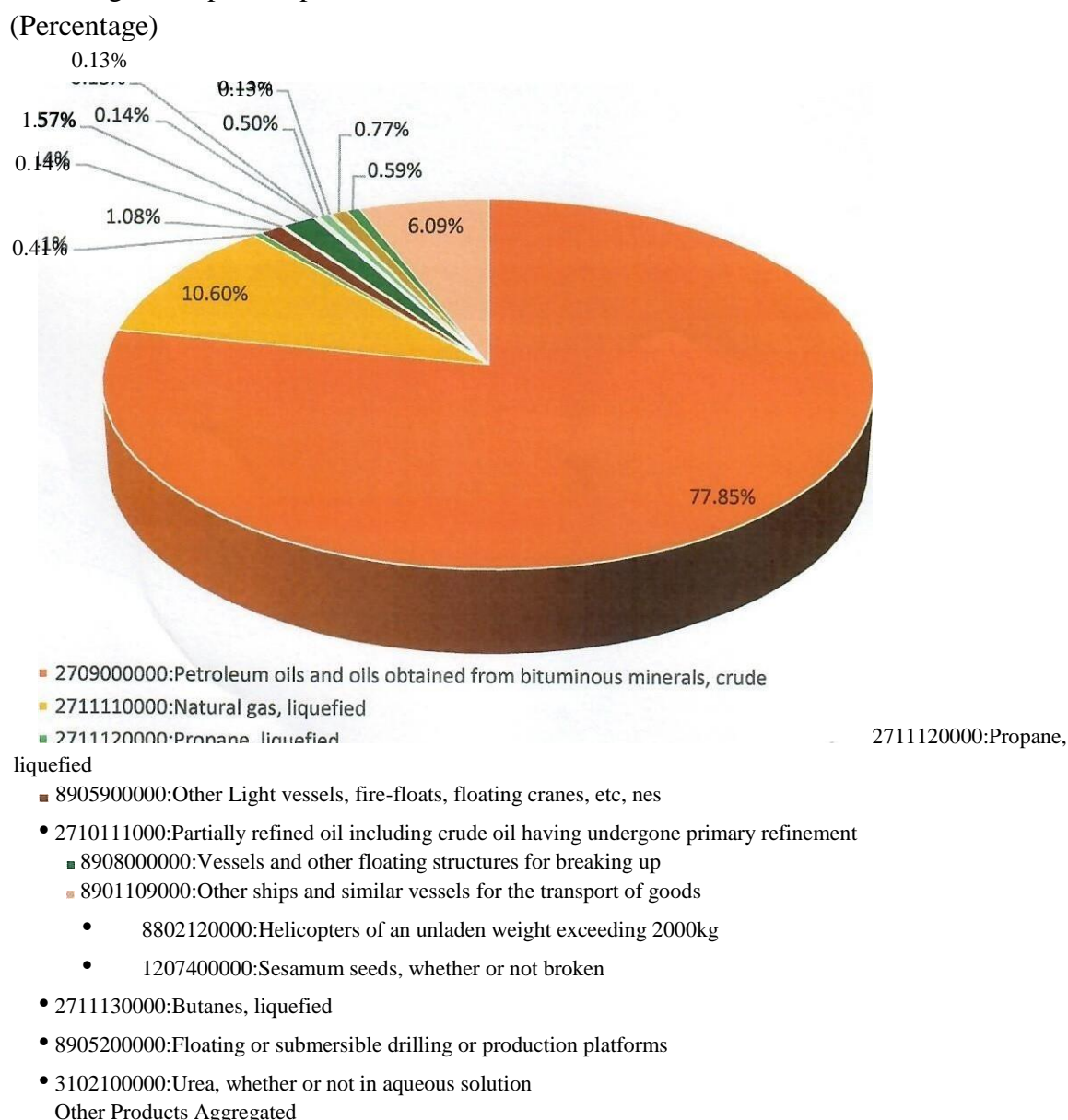
CHAPTER FOUR

EXPORT DEVELOPMENT AND PROMOTION

4.1 Exports Trend

Total exports between 2015 and 2021 stood at NI 00, 883 billion. The breakdown of the Top 10 export products, in percentage terms, is contained in Figure 4.1. This shows that Nigeria's exports are highly concentrated with the Top 12 products accounting for 95% of the total value of exports. The percentage share of each export product category shows that crude petroleum oils and oils obtained from bituminous minerals account for 77.85%. the share of liquified natural gas is 10.60%.

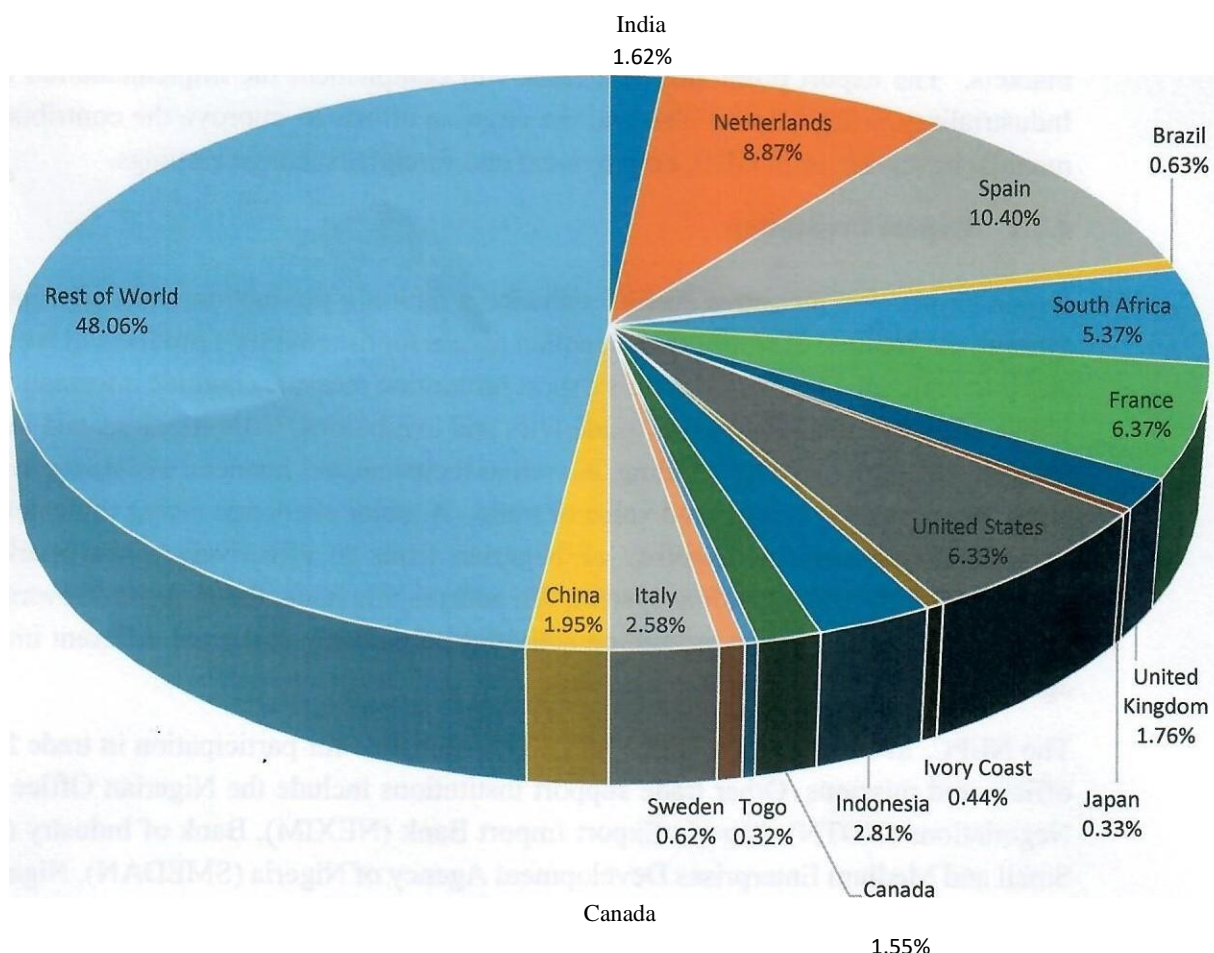
Figure 4.1: Nigeria Top 12 Export Products 2015 — 2021



In terms of exports by trading partners, the structure of aggregate exports is depicted in Figure 4.2. Between 2015 and 2021, exports to Spain accounted for 10.40% of total. This is followed by The Netherlands with 8.87%. France and United States accounted for 6.37% and 6.33%, respectively. Exports to the rest of world stood at 48%.

Figure 4.2: Top 10 Trading Partners (Exports) 2015 — 2021

(Percentage)



Source: National Bureau of Statistics (NBS)

4.2 Export Policy

The export policy under the Trade Policy of Nigeria 2023 — 2027 will be geared towards enhancing the contribution of the non-oil sector to GDP by boosting foreign exchange earnings and value addition in non-oil exports, creating high-quality jobs and the diversification of the economy. To that end, Government will continue to pursue the expansion of access for Made-in-Nigeria-goods and services in both traditional and new markets, while consolidating on the existing opportunities under the WTO, ECOWAS, AfCFTA and other trade agreements and arrangements. The export policy objectives will be pursued through targeted export development and promotion programmes.

4.2.1 Export Development

A major policy shift will be the enhancement and targeting of economic incentives to promote the production of high-quality value-added goods instead of the export of primary commodities. The various incentive schemes will aim at addressing the supply-side constraints resulting from structural rigidities and the high cost of doing business, thereby improving the competitiveness of Nigerian products in both domestic and international markets. The export promotion strategies will complement the implementation of Nigeria Industrialisation Revolution Plan and the ongoing efforts to improve the contribution of the manufacturing sector to GDP, employment and foreign exchange earnings.

4.2.2 Export Promotion

Export promotion measures seek to enhance a nation's production and exporting capacity through the creation of visibility and market access for the country's products in both domestic and international

markets. Nigeria's export promotion measures include information sharing, public enlightenment campaigns, trade fairs and exhibitions, trade missions and institutional and private sector capacity building, as well as technical and financial assistance to producers aimed at improving volume and value of trade. A major challenge facing trade development in Nigeria has been the inability of Nigerian firms to effectively utilise market access negotiated in the global trading system. To address this issue, the Nigerian Government will continue to support export promotion activities particularly under the different international agreements to which Nigeria is signatory.

The NEPC, in collaboration with FMITI, is responsible for participation in trade fairs, trade offices and missions. Other trade support institutions include the Nigerian Office for Trade Negotiations (NOTN), Nigeria Export Import Bank (NEXIM), Bank of Industry (BoI), the Small and Medium Enterprises Development Agency of Nigeria (SMEDAN), Nigeria Export Processing Zones Authority (NEPZA), Nigerian Shippers Council (NSC) etc. The Government recognizes the importance of export promotion to the development of a robust domestic market and to enhancing international market access. It is therefore committed to the pursuit of export promotion measures and will encourage States and Local Governments to engage in export promotion activities such as domestic trade fairs, to promote Made-in-Nigeria products. Government policy will be geared towards enhancing domestic productive capacity for domestic market and export.

The Government will continue to develop economic incentives to support States that promote export. Similarly, States will be encouraged to develop border markets, harmonize taxes, remove all encumbrances to trade and create free zones to enhance the contributions of trade to States' GDP. The Government is committed to the implementation of the international agreements that Nigeria is signatory and other policies aimed at boosting export trade. It will strengthen inter-linkages and synergy between trade-support institutions. The Government will also promote the development of value chain and sectoral linkages in the production and marketing of manufactured export goods and services and ensure the integration of Nigeria manufactured exports into global value chains. This will be done by utilization of market access opportunities in high growth segments of the value chains and ensuring proper linkages with governing agents.

The main thrusts of export promotion will be to:

- (i) Enhance the capacity of Nigerian manufacturers of export goods to engage in the production of high-quality value-added goods based on their increased awareness of the benefits of trade especially MSMEs by sensitizing them on tariff classification with preferences and hence enable them to access the benefits.
- (ii) Streamline and enhance export incentives in line with developmental needs and priorities.
- (iii) Improve the collection and processing of trade data and economic intelligence through the conduct of market surveys to deepen market access as well as identify new markets for Nigerian products. Government shall adopt a dynamic export Promotion policy and formulate strategies to:
 - (i) Enhance the marketability of exportable products through diversification, standardization and quality improvement;
 - (ii) Strengthen and improve the institutional framework to providing better support services to exporters and export-oriented industries;
 - (iii) Promote the integration into the global value chain by establishing backward linkages between export-oriented industries and primary sectors for the utilisation of local raw materials;
 - (iv) Attract an increased number of entrepreneurs for setting up export-oriented industries and encourage them through the provision of suitable incentive packages, as well as appropriate human

resources development programmes for the promotion of entrepreneurial and managerial skills in the context of a competitive international environment;

(v) Expand and consolidate existing export markets as well as create new markets for Nigerian exportables;

(vi) Ensure the removal of procedural and regulatory bottlenecks incompatible with the attainment of the objectives of a dynamic export promotion policy;

(vii) Promote programmes for developing export-oriented knowledge-based resources, including computer software, electronic commerce, engineering and consultancy services;

(viii) Diversify and increase export of high value-added manufactured products, that depend on the natural resources where Nigeria has comparative advantage;

(ix) Encourage the acquisition and adaptation of environment-friendly technologies to ensure that Nigerian products meet the required international standards;

(x) Establish border markets to promote legal trading across Nigeria borders and so discourage smuggling; and

(xi) Export Houses Strategy and through NEXIM give lift to local entrepreneurs with high export potential.

4.3.1 New Manufacture in Bond Scheme (NMIBS)

The New Manufacture in Bond Scheme (NMIBS) was introduced in 1999 following the restructuring of the incentive schemes to make them more effective and easier to implement. The new system ushered in the Negotiable Duty Credit Certificate (NDCC) as an alternative mode of payment for claims instead of cash payments under the old schemes. The NMIBS has two components — The Export Expansion Grant (EEG) and the Export Development Fund (EDF). Established under the Export (Incentives & Miscellaneous Provisions) Act CAP. 18 of 1986, the EEG was streamlined in 1999 to provide non-cash grants to exporters who must attain a minimum threshold of N5million. The scheme is operated by the NEPC; and covers all Madein-Nigeria products, provided that the export proceeds are repatriated back to the country. The grant rate is company-cum-product specific, while the percentage grant applicable to each potential beneficiary is determined by the company's rating based on eligibility criteria templates that range from 5 to 15%. Government will continue to deploy the EEG to enhance competitiveness and improve the country's trade performance.

The Export Development Fund (EDF) Scheme, which is also operated by the NEPC, provides financial assistance to private sector exporting companies to cover part of their initial expenses in respect of various export promotion activities, inter alia, participation in training courses, symposia, seminars and workshops; advertising and publicity campaigns in foreign markets; export market research and studies; product design and consultancy; participation in trade missions, buyer-oriented activities, overseas trade fairs, exhibitions and sales promotion; and cost of collecting trade information. Government will continue to use the EDF to support and drive the development of export-oriented industries.

4.3.2 Export Warehouses

In addition to the existing four warehouses across Africa, located in Egypt, Togo, South Africa and Kenya, as well as the ones in China and Saudi Arabia, the NEPC will continue to implement the Export Warehouses programme by opening more warehouses in other designated countries. The programme will enable Nigerian exporters to stock their products in those countries, thereby enhancing product promotion and marketing, reducing transaction costs, facilitating trade and ensuring on-time deliveries.

In line with the directive of the Presidential Committee on Agro-Export Reform, Domestic Export Warehouses (DEWs) will also be established outside the existing seaports, airports and land borders to facilitate aggregation and expedite exports.

4.3.3 Pioneer Status Scheme

The Pioneer Status Scheme grants tax holidays on corporate income to export-oriented manufacturers, whose products must be on the list of products approved under the Scheme; and must export at least 50% of their annual turnover. Government will continue to deploy the Scheme as a tool to encourage the establishment of export-oriented industries, especially in the fishing and trawling sector, and the processing of natural rubber for export. This scheme is administered by the Nigerian Investment Promotion Commission (NIPC), in collaboration with FIRS.

4.3.4 Capital Assets Depreciation Allowance

The Capital Assets Depreciation Allowance is designed to further encourage the export of manufactured products by granting an additional depreciation of 5% for plants and machinery to export-oriented manufacturers, who have exported at least 50% of their annual turnover. The Scheme is administered by FIRS.

4.3.5 Tax Relief on Interest Income

Administered by NEPC, in collaboration with FIRS, Government will continue tax relief on interest income to stimulate and encourage banks to grant credit facilities to Nigerian exporters. The Scheme allows for a tax exemption on interest accruing to banks for loan extended for export-oriented activities.

4.3.6 Currency Retention Scheme

This scheme allows exporters to retain 100% of their foreign exchange earnings in their Domiciliary Accounts in any authorised bank of their choice. They are also allowed to dispose of such earnings as they deem fit, subject of course to existing foreign exchange regulations. The facility is operated by banks and exporters operate the scheme directly with their bankers. It should be noted that prior to the introduction of this scheme, all export foreign exchange earnings were purchased by the Federal Government at the official rate. The exporters, when they needed forex, had to go and bid and queue. Later they were granted 25% and finally now 100%. This scheme is administered by CBN and the Commercial/Merchant Banks.

4.3.7 CBN's RT200 Non-Oil Exports Proceeds Repatriation Rebate Scheme

In a concerted effort to reduce exposure to volatile sources of foreign exchange (FX); and to earn more stable and sustainable in-flows, the CBN introduced the RT200 programme as a rebate scheme aimed at raising US\$200 billion foreign exchange earnings through non-oil

export proceeds over the next 5 years. Government will continue to use rebate scheme encourage the repatriation and sale of non-oil export proceeds in the foreign exchange market, with a view to further insulating the economy from persistent forex shocks and shortages.

4.4 Export Processing Zones/Free Trade Zones

The Federal Government of Nigeria introduced the Export Processing Zone Program through the enactment of Act No. 63 of 1992 and Act No. 8 of 1996 which provided for the establishment of Export Processing Zones in Nigeria and Oil and Gas Free Zones respectively. The Export Processing Zone scheme was reviewed in 2001 to Free Trade Zone to allow for more flexibility in the participation of economic activities.

Government is seeking to diversify the portfolio of investment opportunities by exploiting other areas of economic activities such as Medical & Pharmaceutical Industrial Parks, Vehicle Assembly Parks, Mining and Solid Minerals Special Economic Zones, Textile & Garment Integrated Parks, Financial Centers, Airport Special Economic Zones, Agriculture Special Economic Zones and more.

The Policy thrust of the EPZ/FTZ Scheme is to unlock the potentials of the Nigerian Economy and accelerate industrial development aimed at creating new jobs, promote support growth, attract Foreign Direct Investment, transfer modern technology, as well as diversify Government revenues. Zones.

Below is the list of incentives offered in the export processing zones/free trade zones:

Figure 4.3: List of Incentives

<ul style="list-style-type: none"> • Duty free, and tax-free import of raw materials, semi-finished goods and other inputs for production purposes. • Duty-free importation of capital goods, consumer goods, machinery, and equipment for use in the zones • Foreign exchange regulations shall not apply within the free zone. • 100% repatriation of capital, profits and dividends earned by foreign investors in the zone • Permission to sell 100% of manufactured, assembled or imported goods into the domestic market subject to the payment of applicable custom duties. • Rent free land for the first 6 months of construction for Government-owned free zones. 	<ul style="list-style-type: none"> • Waiver on all expatriate quotas for investors operating in the zones. • Prohibition of strikes and lockouts during the first 10 years of operation. • Rent-free land within the first six (6) months of construction for government owned zones. • Waiver on all import and export licenses. • 100% foreign ownership of investments
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Source: Nigerian Export Processing Zones Authority (NEPZA)

4.5 Trade Finance

The Nigerian Export-Import Bank (NEXIM) is one of the instruments of trade finance in Nigeria. The bank came into existence courtesy of NEXIM ACT CAP NI 06 LFN 2004 to replace the Nigeria Export Credit Guarantee and Insurance Corporation. The bank operates a wide range of incentives aimed at boosting non-oil exports. Principal among these include Export credit Guarantee Facility (ECGF), Stocking Facility, Credit Discounting and Re-discounting Facility.

Government will strengthen the NEXIM to effectively deliver on its trade financing mandate, in collaboration with other international financial institutions such as Afreximbank, African Development Bank (AfDB), ECOWAS Bank for Investment and Development (EBID) and national export — import banks, as appropriate.

4.6 Diaspora Market

The number of Nigerians living in the diaspora is over 15 million with average annual remittances of over US\$25 billion, ranking amongst the top five countries in remittances. The diaspora population also constitutes a huge market for Made-in-Nigeria products. Government will specifically target the export potentials of diaspora market by enhancing the visibility and competitiveness of locally produced goods; and providing adequate protection to Nigerian exporters and their investments.

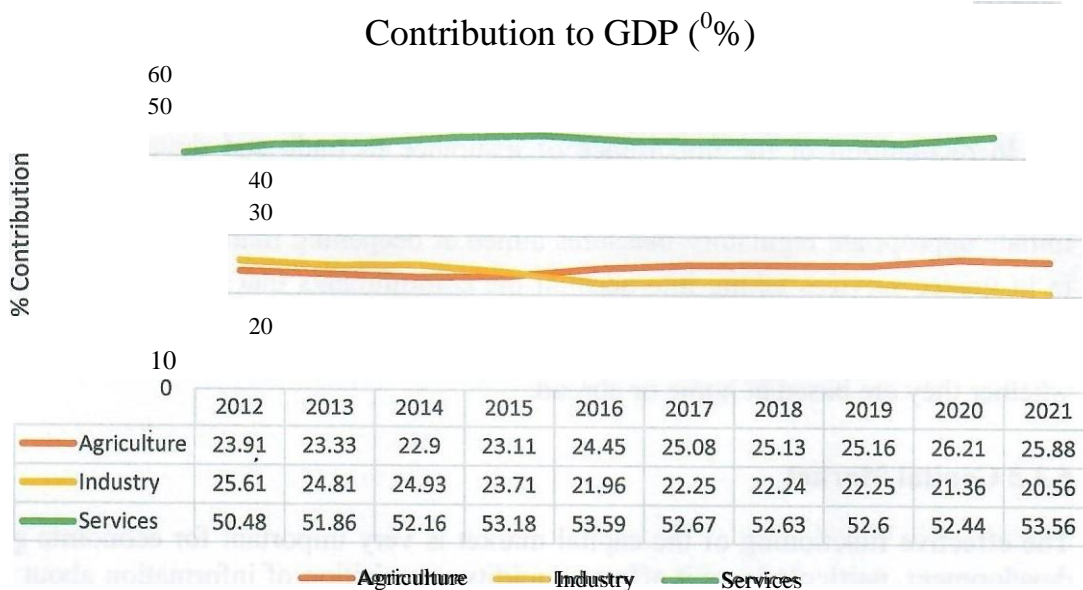
CHAPTER 5 TRADE IN SERVICES

5.1 Background

Nigeria has undertaken specific commitments under the WTO General Agreement on Trade in Services (GATS) in five sectors, namely, Financial, Communications, Transport, Business and Tourism Services. To achieve the overarching objective of progressive liberalisation of international trade in services, the thrust of policy will be on intensifying participation in negotiations on trade in services in relevant fora, including the AfCFTA, taking into account the growing importance of the sector to the national economy.

Between 2015 and 2020, the average contribution of the services sector to GDP was over 50%, notably reaching 53.56% in 2021. These trends are highlighted in Figure 5.1 below.

Figure 5.1: Distribution of Gross Domestic Product (GDP), 2010-2021



Source: National Bureau of Statistics

The increasing share of the sector in GDP has been induced by the burgeoning impact of the ICT, financial, wholesale and retail services on the economy. These in turn have been stimulated by the domestic policy reforms of privatisation and deregulation, which led to substantial investment flows and rapid transformation. Government will continue to introduce measures aimed at further consolidating the contribution of services to the economy and increasing the country's ability to trade internationally. Government will also continue to deepen reforms and provide the necessary incentives in order to boost trade in the following services sectors with high growth potentials.

5.2 Financial Services

Continuous significant regulatory reforms over the past two decades have deepened the financial system and promoted growth in trade in financial services. Government remains committed to improving market access and penetration, as well as the removal of impediments to trade in the financial services sector. Furthermore, efforts will also be intensified to

strengthen Development Finance Institutions (DFIs), in order to boost intervention in the underserved (high risk) sectors with high growth potential and achieve a significant impact on trade through providing accessible and affordable facilities.

5.2.1 Banking Services

Banking services continue to expand and grow globally. The growth-generating areas include supply of back-office, financial technology (fintech) and advisory services, as well as knowledge processing services for the commercial banks such as credit cheques, loan application processing, and systems and product development. The focus of policy is to enhance the consolidation of the banking industry, which has both strengthened and increased the capital base and sustainability of commercial banks.

5.2.2 Insurance Services

In recognition of the importance of insurance to trade and development, Government is Committed to the promotion of the insurance services sector to take advantage of opportunities in both the domestic and international markets. Government will continue to initiate appropriate regulatory measures aimed at deepening market access and competition in insurance services taking into account the commitments that have been made under the GATS. Specific measures will also be introduced to enhance cooperation and partnerships between indigenous insurance companies and major international operators in the sector whether they are based at home or abroad.

5.2.3 Capital Market

The effective functioning of the capital market is very important for economic growth and development, particularly as it affects liquidity, acquisition of information about firms, risk diversification, savings mobilisation and corporate control. To reposition Nigeria as an attractive investment destination, a 10-year Capital Market Master Plan (CMMP) was launched in 2014 with a view to promoting transparency, protecting investors and enhancing market confidence. The capital market possesses the scope foreign portfolio investors in areas such as stockbroking, investment analysis, legal and security deposit services, etc. Priority will continue to be on the adoption of deeper measures that promote a long-term savings culture to boost liquidity as well as enhance market stability and the macroeconomic environment, including the repatriation of dividends.

The Securities and Exchange Commission (SEC) will also intensify efforts to successfully implement the various initiatives under the New Rules on Issuance, Offering Platforms, and Custody of Digital Assets aimed at legalising digital assets such as cryptocurrencies; and providing for Digital Asset players, including Digital Asset Offering Platforms (DAOPs), Digital Asset Custodians (DACs), Virtual Assets Service Providers (VASPs) and Digital Assets Exchange (DAX). The new rules that have been introduced apply to all platforms that support trading, exchange and transfer of virtual assets such as international and nonresidential issuers and sponsors, and any operator that may target Nigerian investors.

5.3 Business Services

The business services sector is highly heterogeneous and broadly includes professional services, computer and related services, research and development, real estate, rental and leasing and other business services. These relatively diverse sectors, however, are generally interconnected by the reliance on highly skilled labour, with workers requiring basic or advanced degrees and/or other professional qualifications. The sector remains highly important for employment and the growth of the national economy.

The promotion of the interests of Nigerian suppliers of these services shall remain the main focus of policy. In addition to the Presidential Order on Ease of Doing Business to support investors, entrepreneurs and business-oriented persons, business services will constitute an integral part of any trade agreement negotiations, including Mutual Recognition Agreements (MRAs) on professional qualifications to eliminate complex and opaque regulations that may constitute unfair restrictions in identified countries and fields of export interest to Nigerian services providers.

5.4 Communication and the Digital Economy

The telecommunications subsector has become a major growth driver in services, linking producers and consumers of goods and services in the domestic and international markets, thereby reducing transaction costs. Nigeria recognises the importance of ensuring accessibility, affordability and reliability in the provision of telecommunication services and will put in place the policy needed to promote expansion of telecommunication trade. Government will continue to promote and sustain digital trade platforms through the National Digital Economic Policy and Strategy (NDEPS).

Trade in audiovisual services has been growing rapidly with the Nigerian film and music industry becoming key enablers of job creation and economic growth. However, much of the potential revenue from exports of audiovisual services is lost to piracy. Consequently, measures will be taken to expand trade in audiovisual services, so as to capture a higher share of the growing international market for live performances and establish better platforms to showcase and distribute Nigerian music exports.

Financial technology (Fintech) is infused with benefits of reduction in transaction costs, ease of financial accessibility and overall financial inclusiveness. The fintech ecosystem in Nigeria is largely comprised of businesses focused on mobile payments, digital banking, merchant solutions and personal finance, including wealth-tech. Overall, Nigeria has experienced a remarkable performance in the fintech market since the 2020 COVID-19 pandemic, contributing a great deal to Nigeria's emerging economy. Nigeria's fintech sector generated more than US\$600 million in funding between 2014 and 2019, while accounting for 25% (US\$ 122 million) of the total US\$491.6 million raised by African tech firms in 2019¹. Nigeria received 42.1% of the total funding secured in Africa in 2021.

¹ McKinsey & Company, 2020

Government will continue to commit to the liberalisation of the postal, courier, telecommunications and audiovisual and Fintech sectors to enable effective private sector participation. Facilitating the development of a globally competitive private sector-led communications and digital economy to create jobs, enhance wealth creation and increase net foreign exchange earning capacity is also a major objective. The industry will also be supported through the development and implementation of intellectual property rights (IP) laws and effective control of piracy and counterfeiting.

5.5 Energy Services

Trade in the full energy spectrum and services related thereto remain an important component of the international services framework. Among the direct consequences of an improvement in the nation's energy capacity are the enhancement of employment generation as well as poverty reduction. The ongoing privatisation and liberalisation of energy services is intended to enhance trade in its subsectors. Nigeria will continue to export energy and related services to neighbouring countries and trading partners. Policy will focus on deepening foreign direct investment in renewable and clean energy, increasing market access and penetration through bilateral and regional agreements as well as adoption of appropriate technologies.

5.6 Transport Services

In the past two decades, global trade in transport services has been expanding rapidly due to the unprecedented growth in global merchandise trade and the increased international mobility of the factors of production. Significantly, Nigeria is an active participant in global and regional transport systems, especially within the frameworks of the International Maritime Organisation (IMO), International Air Transport Association (IATA) and International Civil Aviation Organisation (ICAO). As a signatory to various regional protocols on trade in transport services within ECOWAS, the country is also a key member of initiatives such as the greater Dakar-Lagos Corridor, West African Gas Pipeline (WAGP) and the West African Power Pool (WAPP), among others. Nigeria aims to gradually integrate into global transport networks in order to facilitate trade and improve international competitiveness.

To that end, the country will continue to undertake various reforms and implement critical projects and programmes in the different segments of the transport sector. In particular, four international airports at Abuja, Kano, Lagos and Port-Harcourt have been renovated, along with approvals for the establishment of Airport Free Trade zones, including collaboration with the private sector in the development of infrastructure and other related services. In addition, Government is set to launch a new National Carrier under a public private partnership (PPP) arrangement to enable the country further benefit from Bilateral Air Service Agreements (BASA) and the Single African Air Transport Market (SAATM) to which Nigeria is a signatory.

With respect to road transport, Nigeria has signed a treaty on acceptable axle load; and is putting in place effective measures for the control and management of axle loads, weights and

dimensions while encouraging the private sector to fully participate in the development of road network systems in the country.

Rail transport will also continue to be improved and enhanced through the construction of operational rail lines from Abuja to Kaduna, Lagos to Ibadan, Warri to Itakpe and Idu to the Nnamdi Azikiwe International Airport, with a view to facilitating trade and commerce, promoting connectivity and easing the movement of people and goods at a cheaper cost.

In the maritime sector, port reforms have enabled a significant rise in ship calls and cargo traffic occasioned by investment in basic port infrastructure, including cargo-handling equipment by terminal operators; rehabilitation of port corridors for ease of cargo evacuation; development of an electronic call-up system to provide interface between vehicle transit areas and the terminals; and conservancy/dredging of channels in ports and inland waterways across the country. Government is committed to building the Abuja-Kaduna-Kano pipelines, along with several others to ensure the regular supply of gas for domestic and industrial use, in order to boost production and trade.

Government will continue to prioritise reforms for the improvement of the transport systems by developing a national transport policy to boost trade in transport services in both domestic and international markets. Accordingly, ongoing efforts to develop modern, efficient and affordable integrated transport systems, to enable Nigeria optimise the benefits from international trade will be sustained.

5.7 Tourism

The tourism sector possesses enormous opportunities for job creation and poverty alleviation, particularly as the country is endowed with many natural and cultural attractions such as national parks, beaches, festivals, archaeological monuments, water parks and game reserves. In line with the extant tourism policy, Government is determined to enhance the performance sector through, inter alia, the development and provision of adequate facilities at tourist centres; addressing security concerns; promoting attitudinal change to recreation and vacations by Nigerians; and attraction of domestic and foreign direct investment into the sector.

Government will further build on some of the far-reaching commitments that have been made in the tourism and travel-related services sub-sector under the GATS and the AfCFTA Protocol on Trade in Services. It is expected that the deepening of reforms will benefit all stakeholders such efficient suppliers of tourism services through secure market conditions; tourists by way of lower prices and a larger variety of tourism products; and foreign investors due to the availability of information, transparency in market access conditions, and the predictability and stability of policy regime. This will enhance the economic empowerment of women and youth; and increase tourism exports — tourist arrivals by 50% within five years as envisaged in the National Development Plan 2021-2025.

5.8 Distribution Services

Nigeria's WTO GATS Schedule of Specific Commitments on Trade in Services does not cover distribution services. However, it is recognised that the sector provides a crucial link

between producers and consumers; and is very important for increased efficiency and competition in the distribution system, thereby positively contributing to consumer welfare through, inter alia, lower price levels due to the impact of distribution margins on the price of final products, as well as enhanced consumer choice as a result of a wider variety of products and greater convenience in shopping. Indeed, available data indicates the share of wholesale and retail trade in the 54.8% contribution of the services sector to the rebased GDP was 16.27% in 2014.

Adequate measures will therefore be taken to ensure that the distribution services sector continues to play its multidirectional role in the national economy, notably by providing producers with the needed information to tailor their decisions to the patterns of consumer demand and facilitating the efficient allocation of resources, including reduction in economic costs. Reforms will also be undertaken to deepen the scope and performance of the sector through increased foreign direct investment and the development of new technologies, especially ICT. To advance the objective of the progressive liberalisation of trade in services, efforts will be intensified to specifically address key issues such as domestic regulation and explicit restrictions on foreign suppliers, control of large-scale outlets, competition policy and the spillover from barriers to trade in goods, through bilateral, regional and multilateral engagements with trading partners.

CHAPTER 6

COMPLEMENTARY POLICIES

6.1 Background

The benefits from trade are not automatic. Complementary measures are required to ensure that countries enhance their benefits from trade while mitigating the risks associated with trade reforms. Various complementary measures will therefore be undertaken to ensure a competitive and trade-enabling environment. These necessary accompanying measures include macroeconomic policies fiscal, monetary and exchange rate, IT development, digital trade skills, trade information and data, data localisation and personal data protection, and e-commerce. Others include intellectual property rights, women and youth in trade, trade and public health, and the development of micro, small and medium enterprises (MSMEs). Policy coherence and coordination in all these areas are critical to ensuring that the benefits of trade are maximised.

6.2. Macroeconomic Policies: Fiscal, Monetary and Exchange Rates

The Nigerian economy, like other national economies, has been negatively impacted by the COVID— 19. This led to a temporary recession that was only reversed through sustained and massive fiscal and monetary policy responses. As a result, aside from inflation which worsened by about 4 percentage point, the GDP grew by 3.6% in 2021 against a negative growth of 1.8% in 2020. Similarly, fiscal deficit as a percentage of GDP fell marginally from 5.4% to 5.3% in the same period. Real output also grew (year-on-year) by 4.03% in Q3 of 2021 and 3.98% in Q4 of 2021, signifying the return to a sustainable growth path.

Although the 2022 Budget has a deficit of about N6.25 trillion, representing approximately 3.39% of GDP and only slightly above the 3% ceiling set by the Fiscal Responsibility Act 2007 (FRA). The deficit is expected to be financed by new borrowings, privatisation proceeds and drawdown on loans secured for specific projects. Government commits to maintain the deficit-GDP ratio within the ceiling allowable under the Fiscal Responsibility Act.

In 2021, the Central Bank's monetary policy was designed to stimulate growth, while moderating inflation rate, and ensuring that the exchange rate of the Naira remained within a tolerable range. Accordingly, the Bank maintained a 'hold stance' throughout 2021. In addition, the Bank deployed administrative tools including: reduction of interest rates on all applicable CBN interventions from 9.0 to 5.0 per cent, a one-year moratorium on CBN intervention facilities; and provision of Targeted Credit Facility (TCF) to support households, businesses, and other service sectors, deep deeply affected by the Covid-19 Pandemic. During the period of the "Naira for Dollar scheme" was introduced to boost remittances inflow. The CBN will continue to deploy monetary policy instruments to stimulate growth, moderate inflation rate, and ensure a stable exchange rate, in order to shore up the confidence of both investors and the international trading community.

6.3. Information and Communication Technology (ICT)

Concerted efforts are being made to develop ICT infrastructure to support safety, security and the creation of a hub for West and Central Africa. Telecommunications infrastructure have been designated as Critical National Infrastructure (CNI) to secure them from vandalism. There were also engagements with the Nigeria Governors' Forum (NGF) in 2020 to further enhance and protect investments in the sector by significantly reducing the costs associated the Right of Way (RoW). Government will actively collaborate with the private sector to build the required capacity and skills for improved participation in international trade in ICT services, notably in the areas of IT development, digital trade skills, trade information and data, data localisation and personal data protection, and electronic commerce.

6.3.1 IT Development

Information Technology (IT) now powers global trade. The emergence of e-commerce is fast transforming the global trading environment, saving time and costs through speeding up transactions. The Government intends to exploit IT effectively in deepening Nigeria's trade at the domestic and international markets. To this end, it will ensure improved access for Nigerians to affordable IT infrastructure and the development of requisite skills to enhance the ability of Nigerians to engage gainfully in trading activities using electronic platforms such as the Internet and mobile phones. The Government will also develop appropriate strategies to minimise cybercrime, while putting in place the regulatory regime for enforcement of contractual agreements in e-commerce.

6.3.2 Digital Trade Skills

Government will generally provide support to ICT development in relevant educational institutions to, among others, promote the acquisition of digital trade skills; train the Commercial Officer and Trade Officer Cadres in the FMITI on digital technology for trade facilitation. While workshops and sensitisation programmes will be organised for public enlightenment purposes, there will also be targeted training programmes across all relevant MDAs as a way of in-country capacity building to facilitate trade across all sectors of the national economy. Government will further be involved in the train-the-trainer programmes in all the States and geo-political zones.

6.3.3 Trade Information and Data

Trade information is very important for enhancing Nigeria's participation in the international trading system. As international trade continues to be largely powered by ICT, high priority will be given to the collection, collation, analysis and dissemination of trade and investment information and data. The National Single Window Initiative for Trade Facilitation and the e-Customs programme will be expeditiously pursued to ensure full implementation.

6.3.4 Data Localisation and Personal Data Protection

The objective is to ensure adequate mechanisms for data privacy and protection by the Nigerian Data Protection Bureau (NDPB), especially as it applies to any jurisdiction to which data may be transferred for any purpose, including trade. The National Cybersecurity Policy and Strategy (2021) will also be enhanced to provide cyber security and safety to data in trade.

6.3.5 E-Commerce

The liberalisation and strong regulatory environment in telecommunications have led to phenomenal growth, which has significantly contributed to the rapid evolution of electronic commerce (e-commerce) and mobile business. The current e-commerce spending is estimated at US\$12 billion, and is projected to reach US\$75 billion in revenues per annum by 2025². Government therefore recognises that an enhanced e-commerce policy and legal framework is fundamental for the full integration of the country into the global e-commerce environment for optimal benefits. To that end, Government will focus on improving penetration, accessibility, affordability and cost-effectiveness in broadband development, in order to improve Nigeria's global competitiveness.

Government will also facilitate the building of private sector capacity to engage in ecommerce business by ensuring that obstacles to e-payments are progressively reduced to a minimum; and that public confidence in e-commerce transactions is doubled by 2030.

6.4 Intellectual Property Rights (IPRs)

The decision of technologically advanced corporations to invest in any territory has increasingly been based on the confidence that there exists an adequate legal and institutional framework for the effective protection and enforcement of their intellectual property rights (IPRs). In accordance with Nigeria's development needs, aspirations and capacity, Government is committed to protecting IPRs through the adequate regulation and enforcement of copyrights, patents including new varieties of plants, industrial designs, trademarks, layout-designs of integrated circuits including computer programmes, geographical indications, and undisclosed information including trade secrets and test data.

In line with its rights and obligations under the WTO Agreement on Trade Related-Aspects of Intellectual Property Rights (TRIPS) Agreement and the World Intellectual Property Organisation (WIPO), Nigeria has intensified its efforts in fighting IP piracy and counterfeiting of goods and artistic productions, as well as in reducing associated bottlenecks in IP enforcement. Other measures for improving IP protection include sensitisation campaigns, improved coordination and linkages amongst the various IP-related sectors of the economy. Government will continue to collaborate with WIPO and other international organisations and trading partners in the fight against piracy and counterfeiting of goods and artistic productions. There are on-going efforts to strengthen the legal and institutional framework for the protection of IPRs through the establishment of the Nigerian Intellectual Property Rights Commission to facilitate coordination and reforms with respect to various specific IPRs.

6.4.1 Trademarks

The registration of trademarks is governed by the Trademarks Act, Cap T 13, LFN 2004, which is administered by the FMITI through the Trademarks Registry of the Commercial Law Department. The Trademarks Act allows for registration of trademarks that meet the requirements of distinctiveness, for an initial period of seven years, renewable every fourteen

² <https://www.trade.gov/country-commercial-guides/nigeria-ecommerce>

years subject to a fee. The Act also permits the registration of collective marks and certification marks. As part of the goodwill capital of a business, a registered trademark may be transferred. It may also be deregistered after a five-year period of non-usage. Government is committed to creating an enabling environment for the strengthening of both the trademarks registration and litigation processes.

6.4.2. Copyrights

Copyrights are protected by the Copyright Act, Cap C28, LFN 2004; and cover literary, musical and artistic works, cinematographic films, sound recordings and broadcasts. The Act grants exclusive rights for the production, reproduction, translation, and publication of a work, public performance, and broadcast as well as for the making of any cinematographic film. In addition, exclusive rights are granted in connection with any adaptation or distribution for commercial purposes. The Act is administered by Federal Ministry of Justice through the Nigeria Copyright Commission (NCC).

To further enhance the protection copyrights, Nigeria signed the WIPO Copyright Treaty, WIPO Performances and Phonograms Treaty, the Marrakesh Treaty and Beijing Treaty in 2017. As a signatory to the Universal Copyright Convention (UCC), Nigeria will continue to accord national treatment to copyrights of all other signatories to the Convention.

6.4.3 Patents and Industrial Designs

Inventions, including those related to industrial activities, plant breeders right, folklore and traditional knowledge, as well layouts of integrated circuits may be protected under the Patents and Designs Act, Cap. P2, LFN 2004. Patents, however, are not granted for inventions or innovations which are for private use, or on a non-commercial scale, or for scientific research, or for teaching purposes. The Patents and Designs Act is administered by FMITI through the Patents and Design Registry while foreign technology transfer agreements are required to be registered with the National Office for Technology Acquisition and Promotion (NOTAP).

Government will continue to monitor the implementation of the Patents and Designs Act to create an enabling environment for strengthening the protection both domestic and foreign inventors. Efforts will also be intensified to address unfair practices in licensing agreements and take full advantage of all flexibilities under international agreements, especially the WTO TRIPS Agreement.

6.4.4 Geographical Indications (GIs)

Geographical Indications (GIs) are presently been protected as certification marks within the scope of the trademarks law, more so as there is no specific legal framework for the treatment and enforcement of GIs. To ensure a comprehensive environment for the protection and enforcement of all IPRs in line with Nigeria's obligations under the WTO TRIPS Agreement, Government will intensify the ongoing efforts to develop a specific regulatory framework for GIs before the expiration of TPN 2023-2027.

6.5 Trade and Public Health

According to the World Health Organisation (WHO), the linkages between trade and public health can be found in the cross-border spread of infectious diseases, the advertisement of unhealthy lifestyles and products, and the migration of health professionals. In addition, since health is predominantly a service-oriented sector, it is commonly impacted by trade reforms and other factors, including advances in technology, the technical possibility of e-commerce and web-based medicine, ownership and management of healthcare facilities and intellectual property protection as incentive to invent new medicines, as well as technology transfer and compulsory licensing to enhance accessibility, especially for the poor and vulnerable.

The focus of policy is to put in place a framework that comprehensively addresses the linkages between trade and health policies to ensure coherence and effective coordination across the relevant MDAs. Efforts shall also be made to take full advantage of existing flexibilities in the WTO and WHO to enhance the domestic production and supply of vaccines, therapeutics, diagnostics, and other essential medical goods to address public health concerns.

Government will also review and strengthen the existing guidelines for registration of herbal medicinal preparations to ensure the safety and efficacy of such products. This is in direct response to the increased interest and growth in the therapeutic use of medicinal plants and phytochemicals by industry for the production of extracts, phytopharmaceuticals, nutraceuticals and cosmeceuticals.

6.6 Micro, Small and Medium Enterprises (MSMEs)

According to the Nigerian MSME Survey Report of 2021, Micro Small and Medium Enterprises (MSMEs) contributed 49.78% to GDP and accounted for over 76% of total employment and 7.64% to total exports. Consequently, although the MSMEs ecosystem in Nigeria is evolving, their contribution to employment generation, resource utilisation and poverty reduction remains highly significant like in most other emerging economies.

Government is determined to enhance and support the participation of MSMEs in trade by fully implementing the National Policy on MSMEs (2020) and the National Digital Innovation, Entrepreneurship and Startup Policy (2021). Steps will also be taken to deepen and strengthen the linkages between MSMEs and the economic empowerment of women and youth through trade.

6.7 Women and Youth in Trade

Women and youth are predominantly the owners of MSMEs in critical sectors such as agriculture, textiles and clothing, business and professional services, tourism and informal trading activities. Government will therefore prioritise the mainstreaming of women, youth and persons with disabilities into its trade and development strategies. The overall focus will be on the adoption of appropriate measures to facilitate access and participation in all national trade policy process to promote equality and inclusiveness, thereby "leaving no one behind". To further contribute to national development and strategically position the country for the achievement of demographic dividends, Government will continue to promote entrepreneurship

for women and youth through skills development in trade, in order to build a productive workforce that is gainfully engaged in productive and sustainable economic ventures.

6.8 Trade and Environment

Trade has a very important role to play in the protection of environment and mitigation of climate change through its positive and negative impacts on the environment. Nigeria has adopted the global Environment Social and Governance (ESG) standards; and is committed to ensuring a cleaner environment (green recovery), applying social inclusion metrics, encouragement of climate smart trade practices; and good governance to support trade and investment.

6.9 Trade and Transport Infrastructure

Connectivity and quality transport infrastructure are critical for the competitiveness and ability of a country to effectively participate in international trade, especially with respect to efficiency in the just-in-time delivery of goods and services. Indeed, connectivity and transport costs have continued to shape the patterns of international trade in terms of modal choice, the commodity composition of trade, the organisation of production, and the trade-offs between time in transit delays and freight charges. Government will therefore intensify the ongoing efforts to improve transport infrastructure (roads, railways, airports, seaports, etc.) and services, in order to optimise all the trade-related benefits.]

6.9.1 Transport and Connectivity

Transport connectivity measures the closeness of a country to the global market; and higher connectivity is known to lead to lower transport costs. Consequently, Government will seek to improve the transport connectivity through the acquisition of coastal vessels, the development of deep-sea ports, Inland Dry Ports (IDPs), Inland Ports and the linking of rails from the sea ports to the IDPs. These measures should significantly contribute to improving Nigeria's ranking on the Africa connectivity index and the global logistic performance index, which in 2018 was 8th and 110 out 160 countries, respectively.

6.9.2 Supply Chains and Logistics

Government is committed to ensuring that the Council for the Regulation for Freight Forwarding in Nigeria (CRFFN) and the Nigerian Shippers' Council (NSC) continue to exercise their statutory functions to support and protect freight forwarders and shippers in all matters relating to the shipment of imports and exports at seaports, cargo airports and land border stations. In particular, the respective regulatory regimes will be strengthened to enhance efficiency, competitiveness and facilitate trade in the key areas including:

- (i) the control of tariff rates, charges and other economic services at the Nigerian ports;
- (ii) the establishment and revitalisation of core transport such as the IDPs to bring shipping activities nearer to hinterland shippers at reduced cost, Vehicle Transit Areas services as stopover and resting places for long haul trucks and vehicles to reduce fatigue-induced

accidents, and Border Information Centres to enable knowledge sharing among cross-border traders as well as formalise informal trade;

- (iii) assist importers and exporters to pursue legitimate trade claims; and
- (iv) establish a robust conflict resolution mechanism for stakeholders.

Critical land border infrastructure formal management systems will also be provided to support goods and passenger movement, especially under the AfCFTA regarding the loading and unloading of goods in city areas. Government will develop, among others, urban freight centers parking policy, delivery spaces, National Freight Offices (NFOs), among others. Government will further develop programmes such as Safe-to-Load; and adopt the global standard of EURO IV engines, as the minimum, for vehicle emission as well as Intelligent Transport System (ITS) for seamless movement of freight, including Vehicle Transit Areas (VTAs).

6.10 Investment

To provide a transparent and stable investment climate for sustainable trade and economic growth, Government shall put in place a national investment policy framework that will pull together all investment-related policies and regulations, thereby complementing and reinforcing the existing framework under the Nigerian Investment Promotion Commission Act, Cap NI 17, LFN 2004. The overall objective is to promote policy reforms to tackle business constraints and further ease the investment environment, with a view to attracting and retaining quality domestic and foreign direct investments into the non-oil sector to improve productive capacity for exports, as well as the diversification of the national economy.

In addition, investment policy reforms will be geared towards encouraging outward investment flows, which is necessary for maximising the benefits accruing from bilateral, regional and multilateral trade and investment agreements, notably the approved ECOWAS Investment Policy and the ongoing negotiations on the Investment Protocol of the AfCFTA and the Joint Statement Initiative (JSI) on Investment Facilitation for Development at the WTO.

To that end, Government will continue to encourage, promote and coordinate Responsible, Inclusive, Balanced and Sustainable (RIBS) investments through proactive measures, including the identification and collation of investment opportunities and competitive advantages of each State of the Federation, as well as the profiling of these specific opportunities to interested investors.

6.11 Trade and Competition Policy

The Federal Competition and Consumer Protection Commission (FCCPC) is the leading agency responsible for competition and consumer protection. Along with the Consumer Protection Tribunal, the FCCPC is charged with the promotion of competition in Nigerian markets at all levels by eliminating monopolies, prohibiting the abuse of a dominant market position and penalising other restrictive trade and business practices. Established under the

Federal Competition and Consumer Protection Commission Act, 2018 the FCCPC will work to strengthen the role of competition in the functioning of markets by enforcing the rules that minimise market distortions across all sectors and prohibit unfair trade practices capable reducing competition, thereby leading to less innovation, higher prices and reduced quality or levels of service.

In view of the far-reaching transborder implications of some anti-competitive business practices, the FCCPC will collaborate with other national and regional competition authorities, especially under the ECOWAS and AfCFTA competition protocols, in order to contribute to the attainable of sustainable economic growth and poverty reduction.

6.12 Trade and Transfer of Technology

Advances in technology have been generally linked to, among others, long-term economic growth and development prospects; improved livelihoods and higher levels of income; greater competitiveness due to reduction in costs of production; the ability of individuals to communicate from a distance; and improved livelihoods by increasing food production. Government will therefore take steps to promote the creation of new and appropriate technologies that foster research and stimulate innovation, as well as establish standards for quality and improve living standards in key areas, including renewable energy, medical supplies, water, food storage, farming and housing.

Appropriate measures will also be taken to support the sharing of ideas, protection of intellectual property and the commercialisation of innovative technologies, in order to further enhance the flows of technology through collaboration between businesses as well as other countries, particularly with respect to the movement of data, designs, inventions, software and technical knowledge or trade secrets. It is expected that technological improvements, such as artificial intelligence and blockchains, will be used to ensure greater market presence, improve aggregate supply for many industries and increase the output of more advanced products, processes and services, thereby strengthening the competitiveness of national economy.

6.13 Trade Facilitation

Nigeria has ratified the WTO Trade Facilitation Agreement (TFA). The country is also actively engaged in the negotiations on Annex 3 relating to Customs Cooperation and Mutual Administrative Assistance and Annex 4 on Trade Facilitation under the Protocol on Trade in Goods of the AfCFTA. Government is therefore committed to the simplification, harmonisation and standardisation of procedures to ensure transparency, reduce trade costs, maximise efficiency and the free flow of goods and services while safeguarding legitimate regulatory objectives. The National Trade Facilitation Committee (NTFC) has been established and saddled with the responsibility of coordinating the implementation of the TFA, including identifying and providing solutions to non-tariff barriers and other major obstacles to trade. Complementary investment facilitation measures will also be introduced to improve critical trade-related infrastructure in special economic zones thereby creating a business enabling environment that will lower transaction costs and encourage the inflow of foreign and domestic investment.

Government will therefore continue to identify and implement specific and targeted reforms across many sectors, namely,

- (i) upgrading and installation of the hardware and software necessary for Single Window operations for stakeholders;
- (ii) implementation of e-Customs operations to strengthen the Nigeria Customs Service capacity for clearance of goods within 48 hours;
- (iii) automation of trade documents and full integration of all stakeholders by the CBN under the Trade Monitoring System (TRMS) initiative, particularly Form M for imports, Form NXP for exports of both oil and non-oil products, Form NCX for export of non-commercial goods and Form A for non-tangibles;
- (iv) streamlining of agencies at the ports to promote efficient service delivery;
- (v) expedited clearance and a "Fast Track" preferential Customs Scheme;
- (vi) development of Nigeria's Trade Facilitation Roadmap with a 5-Year reform period (2021-2025);
- (vii) establishment of Trade Facilitation Desks in the States;
- (viii) creation of Nigeria Trade Information Portal;
- (ix) conservancy/dredging of channels in sea ports and inland waterways across the country to facilitate the movement of goods and services;
- (x) construction of deep seaports and Inland Container Depots across the country;
- (xi) use of barges to move containers out of the ports to lighter terminals; and
- (xii) implementation of the Nigeria Visa Policy (NVP) 2020 to facilitate online processing of visa on arrival for visits not exceeding 90 days.

6.14 Agricultural Value Chains

The medium to long-term objective is to promote the processing of raw commodities for export in line with the National Agricultural Technology and Innovation Policy (NATIP) 2022-2027. This is in recognition of the strategic importance of agriculture to the development of a vibrant trade sector, most especially as crop production, livestock, forestry and fisheries activities collectively accounted for 57.02% and 75% of non-oil exports in 2020 and 2021, respectively.

Government is therefore committed to adopting reforms that, among others, facilitate investments and the establishment of structured markets, as well as strengthen the integration of food production, marketing, trade, storage and processing with industrial processing. It is expected that increased agricultural productivity and value addition will significantly enhance the contribution of the agricultural sector to the national economy in terms of higher export earnings, food security, employment generation and poverty reduction.

6.15 Manufacturing

One of the core priorities of the Medium — Term National Development Plan 2021 — 2025 is to expand business growth, entrepreneurship and industrialisation. In this context, the manufacturing sector possesses the greatest potential for economic diversification, more so as success in manufactured exports by many emerging economies has been strongly associated

with rapid growth and technological progress. Government will therefore leverage the 2016 Zero Oil Plan Initiative and the National Strategy for Competitiveness in Raw Materials and Product Development in Nigeria 2017 as well as review the Nigeria Industrial Revolution Plan (NIRP) to not only deepen the "cluster approach" and provide legal certainty for investors in the industrial sector, but also contribute to the attainment of the country's manufactured exports development and promotion objectives.

In particular, targeted measures will be initiated to increase the contribution of the manufacturing sector to GDP, while taking advantage of market access opportunities arising from the AfCFTA and other preferential and non-preferential arrangements in identified priority sectors, including light manufacturing, solid minerals, and metals, oil and gas-related manufacturing and agribusiness/agro-allied sectors. The promotion of domestic and foreign direct investments in the priority sectors will also be enhanced to build productive capacity and promote innovation and technological upgrade for import-substitution, increasing exports to international markets, and integrating into strategic regional and global value chains.

6.16 Bankruptcy

The existing Bankruptcy Act Chapter 30, Laws of the Federation of Nigeria (LFN) 1990 will be reviewed to promote accountability and regulate business behaviour, with a view to ensuring an honest and transparent business environment where only viable concerns continue to operate. The review will include the establishment of a Bankruptcy Commission and Debt Collection (Pursuit) Offices in the 36 States of the Federation and the Federal Capital Territory (FCT). The Debt Collection Offices will have the time, expertise and resources to ensure that customers pay their trade debts on time, thereby eliminating the present delays associated with bankruptcy-related disputes and the enforcement of debt contracts in the regular courts. As a fast and effective method for the collection of debts, the new bankruptcy framework will significantly contribute to the creation of a modern 21st Century credit-oriented economy for the benefit of producers, retailers and consumers.

6.17 Government Procurement

In line with the Public Procurement Act of 2007, competitive bidding will continue to be accorded priority over procurement by direct contracting. Preferences will also continue to be provided to domestic suppliers when evaluating tenders under international competitive bidding, taking into account the limits and formulae for the preference margin computation that shall be set by the Bureau of Public Procurement (BPP); and clearly indicated in the bidding documents for the purpose of transparency. The preference to local suppliers is aimed at boosting the domestic economy. However,

Government will take steps to promote increased competition from foreign suppliers to avoid introducing market distortions that limit choices, increase prices and undermine economic efficiency, thereby ensuring value for money and increasing access to goods and services that improve the quality of government services while encouraging the efficient allocation of resources across the economy.

6.18 Informal Trade

The main objective is to systematically integrate the informal trade sector into the mainstream economy to ensure that both inter-state and cross-border trade transactions are properly captured in official GDP statistics. To that end, priority will be accorded informal trade flows between Nigeria and neighbouring countries such as Benin, Cameroon, Chad and Niger. Government will also adopt and implement appropriate policy initiatives and incentives to guide and redirect informal trading activities into formal channels.

6.19 Trade-Related Capacity Building and Human Capital Development

Trade policy issues are becoming increasingly complex both in their variety and impact on the day-to-day lives of the citizenry. Trade-related capacity building and human capital development is therefore not only essential for the empowerment of Nigerians with the requisite knowledge and skills for full participation in international trade, but also to ensure an effective engagement with stakeholders who are well-informed on trade policy issues. Consequently, to create a critical mass of entrepreneurial, managerial and technological skills for the growth and competitiveness of export-oriented companies, especially MSMEs and women-owned businesses, a three-pronged approach to trade-related capacity building will be adopted.

In collaboration with the private sector, an internationally reputed not-for-profit foreign trade institute will be established to, inter alia, promote trade policy research, education and training; enhance collaboration with the university system, academia, think tanks and civil society on international trade law and various trade policy issues; provide policy support to MDAs as well as private sector entities and associations on WTO and trade-related issues; and provide a policy forum for consultations between policymakers and business leaders.

In cooperation with identified trading partners and international organisations, including regional development banks, deploy both formal and informal channels by organising ad hoc workshops seminars and specialised courses on topical trade and development issues, including trade and investment opportunities.

Organisation of national trade policy dialogues to facilitate a transparent trade policy formulation process; and further deepen the national consultations process on trade negotiations and the implementation of trade agreements with different interested parties or stakeholders, including business, farmers, labour, professional associations, civil society, media and the academia.

Government will endeavour to mobilise the necessary financial and technical resources to successfully implement its trade-related building and human capital development programmes in a timely and cost-effective manner, by taking advantage of regular annual budgetary appropriations and the capacity building activities of the United Nations Development System (UNDS), bilateral donors and other development partners.

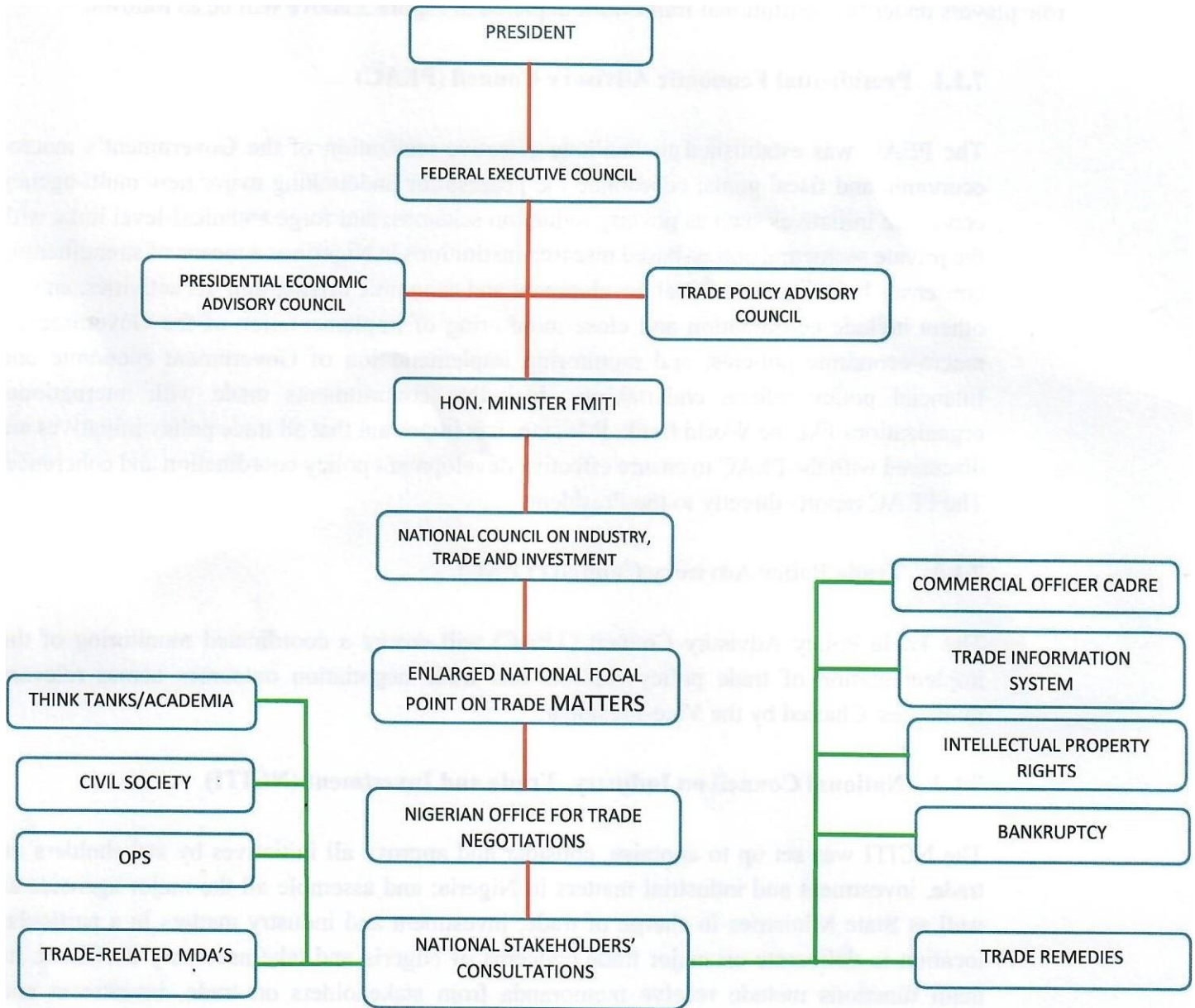
6.20 Nigeria National Quality Policy, NNQP 2021

National Quality Policy is the foundation on which all other provisions, requirements and Institutional structures of our national quality systems are built. NNQP was necessitated by the need to strengthen Nigeria's domestic and international trade through a well-coordinated,

competent, and trusted Nigeria's quality system. NQP provides relationships and boundaries for standards, metrology, accreditation, and Conformity Assessment Services. The four pillars of National Quality Systems shall work independently but cooperatively to ensure effective and readily available accredited conformity assessment services. The successful implementation of this policy will open up Nigeria's non-oil export trade, create jobs and make our economy more competitive through improved quality products and services.

CHAPTER 7 INSTITUTIONAL FRAMEWORK

Figure 7.1: Institutional Framework for Trade Policy



7.1 General Framework for Trade Policy

The Federal Ministry of Industry, Trade and Investment (FMITI) is the lead MDA in charge of trade and commercial relations between Nigeria and other countries. The Ministry therefore exercises overall responsibility for the coordination of trade policy formulation and implementation, including trade negotiations. To enable the country effectively utilise international trade as a tool for economic growth, job creation and poverty alleviation, the Ministry shall adopt a transparent, inclusive and bottom-up approach that will comprise two mutually reinforcing processes, that is, extensive collaboration with trade-related MDAs, the

private sector and other stakeholders on one hand and feedback and clearance with the political authorities at the highest level on the other.

In addition to the overall authority exercisable by The President, the Federal Executive Council (FEC) and HMITI on trade policy and trade negotiation issues, highlights of the responsibilities of other key role players under the institutional framework depicted in Figure 2 above will be as follows:

7.1.1 Presidential Economic Advisory Council (PEAC)

The PEAC was established to facilitate effective realization of the Government's macroeconomic and fiscal goals; coordinate the process for undertaking major new multi-agency economic initiatives such as poverty reduction schemes; and forge technical-level links with the private sector and policy-based research institutions in Nigeria as a means of strengthening consensus building on national development and economic orientation. Its activities, among others include coordination and close monitoring of implementation of the Government's macro-economic policies; and monitoring implementation of Government economic and financial policy reform undertakings, including commitments made with international organizations like the World Bank, IMF, etc. It is important that all trade policy initiatives are discussed with the PEAC to ensure effective development policy coordination and coherence. The PEAC reports directly to the President.

7.1.2 Trade Policy Advisory Council (TPAC)

The Trade Policy Advisory Council (TPAC) will ensure a coordinated monitoring of the implementation of trade policy reforms and trade negotiation outcomes across relevant ministries. The Council will be Chaired by the Vice-President.

7.1.3 National Council on Industry, Trade and Investment (NCITI)

The NCITI was set up to appraise, consider and approve all initiatives by stakeholders on trade, investment and industrial matters in Nigeria; and assemble all the major agencies as well as State Ministries in charge of trade, investment and industry matters in a particular location to deliberate on major trade concerns of Nigeria and take necessary decisions.

Its main functions include: receive memoranda from stakeholders on trade, investment and industry matters for consideration by the Council; organise an annual review of issues concerning trade, investment and industry in Nigeria; draft communiqués and action plans for implementation of major decisions taken by the council.

7.1.4 Enlarged National Focal Point on Trade (ENFP) Matters

The ENFP serves as a forum for systematic consultation and collaboration among relevant Government Ministries, Departments, Agencies and the private sector for effective management of trade matters. It thus provides policy advice on matters relating to trade negotiations, agreements and other trade relations and make recommendations for the country's positions on trade negotiation issues. Finally, it identifies and discusses major concerns bearing on trade and commercial policy.

The ENFP comprises the Committees on Goods, Services and Trade-Related Intellectual Property Rights (TRIPs), with their fifteen Sub-Committees, as approved by the Federal Executive Council.

7.1.5 Nigerian Office for Trade Negotiations (NOTN)

The NOTN has been established as an institutional mechanism for reinforcing the national capacity in trade negotiations through a proactive and structured coordination process to ensure transparency and predictability. The NOTN therefore will advise the Minister of Industry, Trade and Investment on Trade and Trade-related negotiations.

7.2 Commercial Officer Cadre Service (COCS)

The Commercial Officer Cadre Service seeks to introduce the Service-wide posting of high-level professionals with requisite skills and experience across all MDAs, to strengthen the capacity of Government to conduct, monitor and effectively implement the various components of the trade policy framework, international trade agreements and undertakings. The Commercial Officer Cadre Service may also be posted to business and professional associations upon request.

7.3 National Stakeholders Consultations

National Stakeholders Consultations will involve an issues-based process that brings all stakeholders under the trade policy framework, namely, trade-related MDAs, organised private sector, labour, professional associations, civil society, think tanks and the academia. The issues to be considered in the consultations may include market access, intellectual property rights, import injury and trade remedies, bankruptcy, the trade information system, the operationalisation and review of the Commercial Officer Cadre and any emerging trade issues. It is expected that the national stakeholders' consultation process will enhance awareness and contribute to consensus building on trade policy reforms and negotiations, including the implementation of negotiation outcomes.

7.4. Implementation Strategy/Action Plan

The effective implementation of the Trade Policy requires systematic liaison, collaboration and coordination among the relevant MDAs and continuous dialogue and consultation with relevant stakeholders across sectors of the economy. To that end, a robust Implementation Strategy/Action Plan has been evolved as depicted in the Appendix.

APPENDIX
IMPLEMENTATION STRATEGY/ACTION PLAN

S/No	IDENTIFIED PROBLEM	RECOMMENDED SOLUTION/IMPLEMENTATION STRATEGY	TIME FRAME	IMPLEMENTING AGENCY
1.	Conflicts that engender misunderstanding and lack of cooperation among various agencies	Reach out to all stakeholders all through the preparatory stages;	Short Term	FMITI/TPAC/NCITI
2.	Lack of stable policy environment for coherent long term policy decisions	Constitute consultative bodies at various levels and continuous dialogue among various sectors and stakeholders. Simplify Nigeria's trade policy environment through coordination, harmonisation and linkages with other trade and trade-related policies, especially industrial and investment policies	Short/Medium/Long Term Medium Term	FG/FMITI/OPS/TPAC FMITI/NOTN/TPAC
3.	Ambiguous Policy Statements	Involve all agencies and stakeholders in the design of appropriate policy framework/initiatives Hold regular meetings to iron out areas of differences. Reach consensus on the way forward and announce policy changes well in advance; Follow up announcement with implementation guidelines; Use established structure for policy implementation; Articulate National and Sectoral Macro-policy direction at various levels; Streamline existing institutional arrangement for effective implementation co-ordination and monitoring; Clearly identify implementation agencies in each case	Short term Short term Short/Medium/Long Term Short/Medium/Long Term Short Term	FMITI/TPAC FMITI/TPAC/NCITI FMITI FG/FMITI/NCITI FMITI/TPAC FMITI/TPAC

4.	Need to strengthen national capacity in the formulation and implementation of the policies	Capacity building for officials and core groups of exporters; Create national awareness on the impact of external trade on the environment and the effect of the environment on trade.	Short Term	FMITI/NEPC/OPS
5.	Need to strengthen the capacity of selected national institutions and commodity associations/exporters in order to enhance their contribution towards the expansion of nonoil exports.	Enhance capacity of public officers (FMITI, NEPC, NOTN, MAN) to provide Technical/Advisory services and improve quality of produce inspection in exporters. Training of relevant officials	Short/Medium Term Short/Medium Term	FMITI/NEPC/NOTN/MA FG/FMITI
6.	The need to promote non-oil exports.	Enhance the performance of NSE as a fundamental strategy for the development and promotion of non-oil exports. Improve and strengthen the institutional capacity for the production, processing, distribution and marketing some selected products by providing technical support to the concerned industries. Strengthen the NEXIM to effectively deliver on its trade financing mandate, in collaboration with other international financial institutions as appropriate	Short term Short Term Short Term	FMITI/OPS/NEPC/NEXIM FG/FMITI/OPS/NEPC/NEPZA FG/NEXIM/PEAC
7.	Need to improve and strengthen the institutional capacity for the production, processing, distribution and marketing of some	Provide steady information on markets with their segmentation characteristics, effective demands, packaging requirements and quality control.	Short/Medium/Long Term	FG/FMITI/OPS/SON/NAFDAC/NEPZA

	selected products by providing technical support to the concerned industries.			
8.	Need to improve market access for Nigerian products and import/export management through quality control measures and harmonize trade documentation procedures.	<p>Produce standard manual on export/import procedures and operatives;</p> <p>Enhance technological acquisition for the development of indigenous technology for industrial production using the PDIC established within NOTAP.</p> <p>Assist in a documented plan for enhancing Nigeria maritime management information</p> <p>Train inspectors, export developers and import management experts on export development and import management.</p>	<p>Short Term</p> <p>Short/Medium/Long Term</p> <p>Short/Medium</p> <p>Short Term</p>	<p>FMITI/NEPC/NCS/NAFDAC/SON</p> <p>FG/FMITI/NOTAP/FMST&1</p> <p>FG/FMITI/NIMASA</p> <p>FG/FMITI/NCS/NEPC/NSC</p>

EXPORT PROMOTION

	IDENTIFIED PROBLEM	RECOMMENDED SOLUTION/ IMPLEMENTATION STRATEGY	TIME FRAME	IMPLEMENTING AGENCY
1	Inability of Nigerian firms to effectively utilise market access negotiated in global trading system.	<p>Government's support of export promotion activities such as domestic trade fairs and exhibitions to promote Made-in-Nigeria products.</p> <p>Enhance domestic productive capacity for domestic market and export.</p>	<p>Long Term</p> <p>Short Term</p>	<p>NEPZA/NEPC/NIPC/FMITI BOI/SMEDAN/NEXIM/ OGFZA</p> <p>FG/MAN/OPS</p>
2	Problem of clearing goods at Ports	<p>Substitute present policy of pre-shipment Inspection System with destination inspection;</p> <p>Reduce the number of security agencies at ports;</p> <p>Direct all relevant agencies</p>	<p>Short Term</p> <p>Short term</p>	<p>FMFB&NP/NSC/CBN/NSC</p> <p>The</p>

		<p>authorized to inspect goods to conduct their inspection at same time.</p> <p>Establish centralized inspection system.</p> <p>Abolish all unnecessary levies which add to the cost of doing business at the ports.</p> <p>Re-open the defunct inland Container Depots in Kano and Jos;</p> <p>Provide all necessary equipment including X-rays scanning machines at our ports.</p> <p>Proper training to produce inspectors at States and Federal level;</p> <p>Provide necessary equipment and chemicals needed for produce inspection</p> <p>Build the Abuja-Kaduna-Kano pipelines, along with several others to ensure the regular supply of gas for domestic and industrial use, in order to boost production and trade.</p>	<p>Short term</p> <p>Short term</p> <p>Short term</p> <p>Short term</p> <p>Short term</p> <p>Short term</p> <p>Long term</p>	<p>Presidency /NCS/NPA/FMFB&NP</p> <p>FMITVNCS/NPA</p> <p>FG/NCS/NPA/FMFB&NP</p> <p>FMFB&NP/NPA/NCS</p> <p>FG/FMFB&NP/NCS/NPA/NSC</p> <p>NCS/NPA/SON/NAFDAC</p> <p>NAQS/NPA/NCS/FPIS</p> <p>FG/FMW&H</p>
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3	Lack of compliance to international conformity requirements for products and services (standards, metrology, accreditation, and conformity Assessments)	<p>Encourage utilisation of accredited conformity Assessment Services (testing, certification & inspection).</p> <p>Fast track Nigeria's implementation of climate smart global best agricultural practice</p> <p>Ensure that all quality institutions achieve the highest recognition required of their specific</p>	<p>Short Term</p> <p>Long term</p> <p>Long Term</p>	<p>FPIS/SON/NAFDAC/NiNAS/ OPS</p> <p>FMITI/NiNNAS/SON/FMARD/NAQS</p> <p>NiNAS/SON/NAFDAC/NAQS/FMIT1/FMARD</p>
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		<p>global professional community to enable achievement of mutual Recognition Arrangements / agreements.</p> <p>Encourage the practice of agricultural commodity grading products for local and export market to ensure safety and profitability.</p> <p>Encourage achievement and utilisation of Mutual international cooperation and recognition of certificates with our trading partners.</p> <p>Set up an inter-ministerial and inter-governmental and inter agency committee to deal with issue of trade barriers on the road</p>	<p>Long term</p> <p>Short term</p>	<p>SON/NiNAS/NAQS/NAFDAC</p> <p>NOTN/VIO/FRSC/and other security outfits/TPAC/NCIT1</p>
4	Problem of getting goods from the point of production to the final consumer.	Discourage monopolies and market associations, which tend to distort prices.	Short/Medium Term	FG/FCCPC/NOTN/OPS
5	Persistent rejection of Nigeria's agricultural exports in foreign market.	<p>Reform relevant authorities in accordance with international best practices to create confidence in the products.</p> <p>Seek technical and financial assistance from development partners, bilateral donors and all relevant regional and international standards setting bodies.</p>	<p>Medium Term</p> <p>Medium term</p>	<p>FG/NEPC/SON/NAFDAC/ OPS</p> <p>FG/FMITI/PEAC</p>

	Design special capacity building measures for the regulatory agencies towards elimination of duplication of conformity certificates and reduction of cost of regulation.	Short term	FG/FMITI/SON/NAFDAC/NiNAS/NAQS
	Encourage use of International Standards or ARSO harmonized standards	Short term	FMITI/SON/NAFDAC/NiNAS/NAQS
	Provide facilities for certification of goods and laboratories and best practices to meet international standard	Short term	FMITI/SON/NAFDAC/NAQS/NiNAS
	Build the capacities of regulatory authorities and the Private sector on various standards issues such as Technical Barriers to Trade, Sanitary and Phyto-sanitary measures and other Non-tariff Barriers.	Short term	FMITI/SON/NAFDAC/NAQS/NiNAS/OPS

INDUSTRIAL POLICY

S/NO	IDENTIFIED PROBLEM	RECOMMENDED SOLUTION/IMPLEMENTATION STRATEGY	TIME FRAME	IMPLEMENTING AGENCY

1.	<p>Infrastructural Inadequacies</p> <p>(a) Inadequate/High cost of energy supply to i.e PHCN, Petrol and diesel</p> <p>(b) Inadequate Transportation System/Network to sources of raw materials i.e mineral and agricultural products</p> <p>(c) •Under-developed industry ' Estate/Layout</p> <p>(d) Inadequate telecommunications facilities</p> <p>(e) Environmental issues</p>	Establish PHCN Power Station in strong functional states;	Short Term	FMP/PHCN/NERC
		Provide lowest electricity tariff rate for industries and review petroleum prices;	Short Term	NNPC/FMP/NERC Utility Charges Commission (UK)
		Improve the National Gas pipelines and industrial infrastructure;	Short/Medium Term	FG/NNLG/FMPR/NMDPRA
		Privatize the rail transportation industry	Short/Medium Term	FG/NCP/FMT
		Provide access roads to rural areas;	Short/Medium Term	FG/FMT/FMW&H
		Develop inland water ways	Medium Term	FG/FMT/FMW&H
2.	Dependency on inappropriate technology	Establish industrial layout near major sources of raw materials with provision of infrastructural facilities in the Industrial Estate.	Medium/Long Term	FMT/FMITI/FMW&FME
		Provide and extend digital system to cover all parts of the country;	Short/Medium Term	Federal Ministry of Communication & Digital Economy/OPS/NCC/NIT DA

3.	Poor inter and intra-sectoral linkages	Pay proper attention to environmental impact analysis;	Short/Medium term	Fed. Min. of Environment/OPS/NESRE
		Acquisition of appropriate technology for production;	Short/Medium term	OPS/FMST&I/SON/NOT AP
		Completion of industrial projects such as petrochemicals, machines tools and iron and steel.	Short/Medium term	FG/FMITI/NNPC
		Promotion of certain products and specialized firms that have impact on other sectors through the strategic Management of Industrial Development (SMID) such as foundries and forges, metal fabrication/petrochemical, rubber/plastics, food processing, leather and leather products and cement	Short/Medium term	FMITI/OPS/NNPC/FMST
4.	Low level and High Cost of Funding	Sourcing and promoting suitable raw materials for industrial use through the activities of research and development institutions i.e RMRDC, FIRO, PRODA, etc.	Short/Medium Term	RMRDC/FIRO/PRODA/OPS
5.	Inadequate Tariff Protection	Establishment of a Special Low Interest National Industrial Stabilization and Development Fund (NSIDF) for long term development;	Short Term	FG/FMFB&P/CBN NIDP/CMDB
		A review of the monetary policy to reduce the level of interest rates;	Short Term	FMFB&P/CBN
		Institution of a Credit Guarantee Scheme that would enhance access to loanable funds by SMEs	Short Term	FMFB&P/CBN

6.	Standardization and Quality Control	Grant of relief to some key manufacturing operations in the form of concessions on duty exemption on imported inputs;	Short Term	GE/TRB/NEPC/FMFB&P
		Restoration of the 25% Import Duty Rebate for industrial raw materials, machinery and spare parts.	Short Term	FG/TRB/FMFB&P/NCS/RMRDC
		Immediate take off of the Nigerian International Trade Remedies Authority (NITA);	Short term	FG/FMITI
		Strengthening of the Standards Organization of Nigeria (SON) and NAFDAC	Short term	FG/FMITI/SON

TRADE SUPPORT INFRASTRUCTURE

S/NO	IDENTIFIED PROBLEM	RECOMMENDED SOLUTION/IMPLEMENTATION STRATEGY	TIME FRAME	IMPLEMENTING AGENCY
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1.	Inefficient Trade Information Service	In collaboration with the Private Sector, leverage on the Nigeria Trade Information Portal;	Short/Medium Term	FG/FMITI/NOTN/NEPC/OPS
		Encourage the Organised Private Sector and Government Trade and Investment Agencies to link up with Nigeria Trade Information Portal;	Short Term	FMITI/NEPC/NOTN
		Equip NTIP with modern electronic information collection, collation, processing and dissemination systems;	Short Term	FMITI/NEPC
		Dissemination of trade information to individuals and organizations through enlightenment programmes, print and electronic media;	Short Term	FMITI/NEPC/OPS/NIPC
		Establish and equip a library in the trade information centres;	Short Term	FMITI/NEPC
		Collect and disseminate trade information through the Nigerian Export Promotion Council (NEPC) commercial desks abroad;	Short Term	FMITI/NEPC
		Put in place a manpower development programme;	Short Term	FMITI/NEPC
		Engage competent trade information experts/Consultants to assist in developing the centres.	Short Term	FG/FMITI
		Strengthen inter-linkages and synergy between trade-support institutions.	Short Term	FG/FMITI

2.	Need for concrete attempt at enhancing agricultural, industrial, solid mineral and service sectors in the non-oil sector for domestic and foreign markets	Strengthen the quality certification and control institutions to perform their statutory functions effectively;	Short Term	FG/SON/FPIS/NAFDAC/MMSD
		Attract foreign investment in export -oriented industries which will enhance product development and diversification;	Short/Medium term	NIPC/NEPC/NEPZA/Commercial Desks Abroad
		The Packaging Advisory Unit of the Council should be further developed and fully equipped to enhance product adaptation;	Short Term	FG/NEPC
		NEPC shall be the one stop Agency for the administration of export incentives in Nigeria;	Short Term	FG/NEPC
		In order to encourage the utilization of local inputs for the production of export products, a scheme shall be put in place to refund fees paid as value added tax on local inputs or components used for export production;	Short Term	FG/NEPC/FIRS
		In order to ensure that the package of incentives is accessible to all exporters there shall be prompt and computerized processing and disbursement of Export Incentive;	Short Term	NEPC/FMFB&NP
		NEPC shall promote Nigerian exportable products through participation in at least 30 international trade fairs, contact promotion programmes, trade missions, buyer/seller meetings annually;	Short Term	NEPC/OPS/FMITI
		NEPC shall spearhead the establishment of Export Houses in selected markets;	Short Term	FMITI/NEPC
		Encourage constant interaction among stakeholders in export business, so as to remove all forms of procedural and	Short Term	NEPC/NEXIM/NEPZA/NCS/OPS

		regulatory bottlenecks;		
		Encourage the establishment and use of cyber businesses for the promotion of export products;	Short Term	FMITI/NEPC/OPS
		NEPC shall encourage exporters to form associations such as Joint Export Marketing Group, Mutual Export Guarantee Associations etc to promote free flow trade information, access to credit, and linkages to business partners;	Short Term	FMITI/NEPC/NEXIM/
		NEPC shall embark on aggressive manpower development programme;	Short Term	FG/FMITI/NEPC
		NEPC shall be well funded through import surcharges and other sources as contained in its enabling law;	Short Term	FMITI/NEPC/NEXIM/NEPZA
		A high-level non-oil export Monitoring Committee shall be established to monitor the performance of non-oil export;	Short Term	FG/NEPC/FMITI/PEAC
		NEPC shall continue to liaise with bilateral and multilateral institutions in order to maximise the benefits accruable to Nigeria Exporters;	Short Term	FG/FMITI/NEPC/Relevant Public Sector Agencies/OPS
		An export potential study of services shall be carried out with a view to producing a National Export Plan for the Export of Nigeria Trade-in-Services.	Short Term	FMITI/NEPC

AGRICULTURAL PRODUCTS

S/NO	IDENTIFIED PROBLEM	RECOMMENDED SOLUTION/IMPLEMENTATION STRATEGY	TIME FRAME	IMPLEMENTING AGENCY
1.	Land Use Act	Develop an explicit and simple procedure for land acquisition	Long Term	FMA&RD, FMW&H
2.	Land Development Utilization Agency	Strengthening/establishment of Land Development Agency	Short Term	FMA&RD, FMW&H
3.	Agricultural Research	Adequate investment in research	Short Term	CBN/FMBF&NP
4.	Financial Institutions	Restructuring/strengthening existing Financial Institutions	Short Term	CBN/FMBF&NP
5.	Agricultural production, processing, packaging and marketing	Private and Joint Venture participation	All land offices, Fed/State and Local Govt's	FMA&RD/Farmers/Cooperative Associations/NAC-CIMA/NIPC/NEPC

REGULATORY ENVIRONMENT

S/No	IDENTIFIED PROBLEM	RECOMMENDED SOLUTION/IMPLEMENTATION STRATEGY	TIME FRAME	IMPLEMENTATING AGENCY
1.	Need to achieve a regulatory environment conducive for trade	<p>Promote trade liberalization and competitiveness while at the same time putting in place appropriate measures to safeguard the interest of domestic producers against influx of imports and unfair trade practices;</p> <p>Promote a conducive environment for foreign investment in export-based commodities and services;</p> <p>Provide enforceable antidumping measures;</p> <p>Monitor and eliminate restrictive trade and trade malpractices by manufacturers, importers and forms of commercial distributive chains to safeguard the interest of consumers;</p> <p>Provide guidelines, standards, procedures and measures to manage matters relating to bankruptcy, monopoly, acquisition and mergers;</p> <p>Promote inter-sectoral linkages between the trade sector and other sectors of the economy by way of allocation of inter-sectoral responsibilities in relevant</p>	<p>Short Term</p> <p>Short Term</p> <p>Medium Term Short/Medium Term</p> <p>Short Term</p> <p>Short Term</p> <p>Short/Medium Term</p>	<p>FG/FMITI/NOTN/OPS</p> <p>FG/OPS/NEPZA/NIPC</p> <p>FG/NCS/NOTN/OPS/FMJ/FMBF&NP</p> <p>FMITI/OPS/FCCPC</p> <p>FG/FMITI/FMJ/CAC/FCCPC/NOTN</p> <p>FMITI/NOTN/TPAC/NCITI</p>

		<p>laws and measures for coordination in respect of trade;</p> <p>Strengthen and enforce intellectual property rights regimes, including copyrights, patents, trademarks, designs, etc;</p> <p>Evolve guidelines and standards for exports and import procedures that facilitate smooth trading systems;</p> <p>Provide a legal framework for the integration of the informal sector into the mainstream of the economy to increase the earnings and promote inter-regional trade and cooperation;</p> <p>Evolve inspection and monitoring arrangements to ensure that goods meet the requirements of national and international standards as may be established by SON, NAFDAC, FPIS, etc.</p> <p>Inventories, review and streamline or harmonize laws relevant to trade in Nigeria to reflect the policy thrust of the new Trade Policy for Nigeria;</p> <p>Prepare recommendations from the review exercise and submit to the Federal Executive Council for approval;</p> <p>Prepare relevant bills for amendment of existing laws to bring them in line with the new Trade Policy and submit to National Assembly</p> <p>Prepare bill(s) for the establishment of new institutional arrangements such as (a) Nigerian International Trade Remedies Authority (b) Intellectual Property</p>	<p>Short/Medium Term</p> <p>Short Term</p> <p>Short Term</p> <p>Short Term</p> <p>Short/Medium Term</p> <p>Short Term</p> <p>Short /medium term</p> <p>Short term</p>	<p>FMITI/NCC/FMJ/NOTAP/FMST&I/N OTN</p> <p>FMITI/FMFB&P/CBN/SON/FPIS/NEP C/NEPZA/NCS</p> <p>FMITI/NEPC/NIPC/NCS/ FMJ/NOTN/PEAC</p> <p>FG/SON/NAFDAC/FPIS/OPS</p> <p>FG/FMITI/FMJ/OPS</p> <p>FMITI</p> <p>FMITI/FMJ</p> <p>FMITI/FMJ/NOTN</p>
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		Commission etc.		
		Constitute the various institutional arrangements;	Short term	FMITI/TPAC/NCITI
		Carry out enforcement training for various categories of personnel having responsibility for trade including officials of customs, NEPC, Nigerian Office for Trade Negotiations, Federal Ministry of Industry, Trade and Investment, Foreign Commercial Service, etc.	Short /medium term	FMITI/NCS/NEPC/OPS/NOTN
		Training for Trade Negotiators	Short /medium term	FG/NOTN