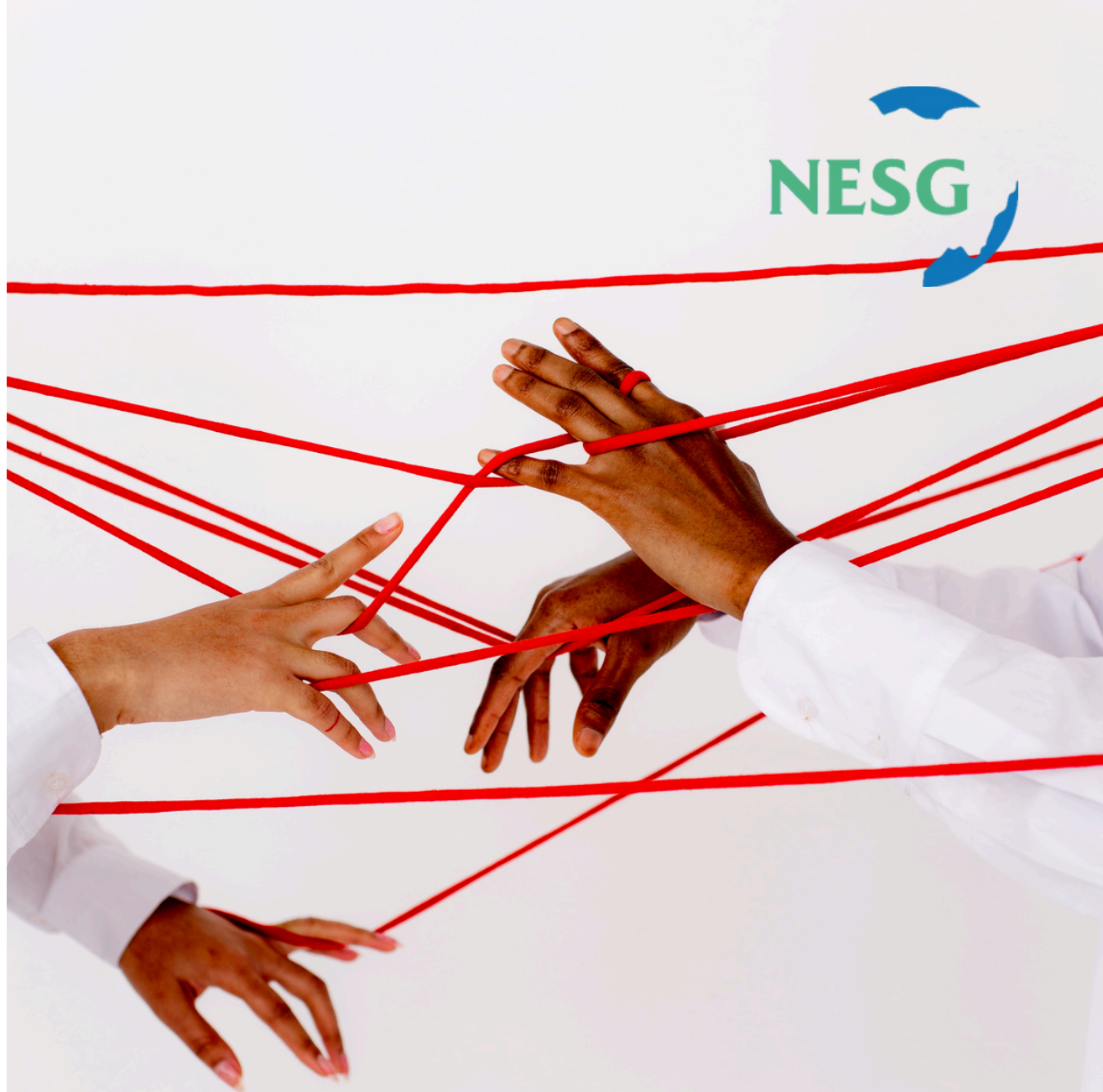




NESG-Stanbic IBTC **Business Confidence Monitor**

Nigeria's Businesses Sustain
Growth Amid Easing Structural
Constraints




November 2025

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Business Confidence Monitor

Nigeria's Businesses Sustain Growth Amid Easing Structural Constraints

Executive Summary

The Business Confidence Monitor (BCM) is a survey-based report that presents qualitative information on the current business sentiment within the Nigerian economy and gauges expectations about overall economic activities in the short term. All results are based on business managers' assessments of current performance and optimism regarding key leading economic and business indicators, such as investment, prices, demand conditions, and employment.

Key Findings

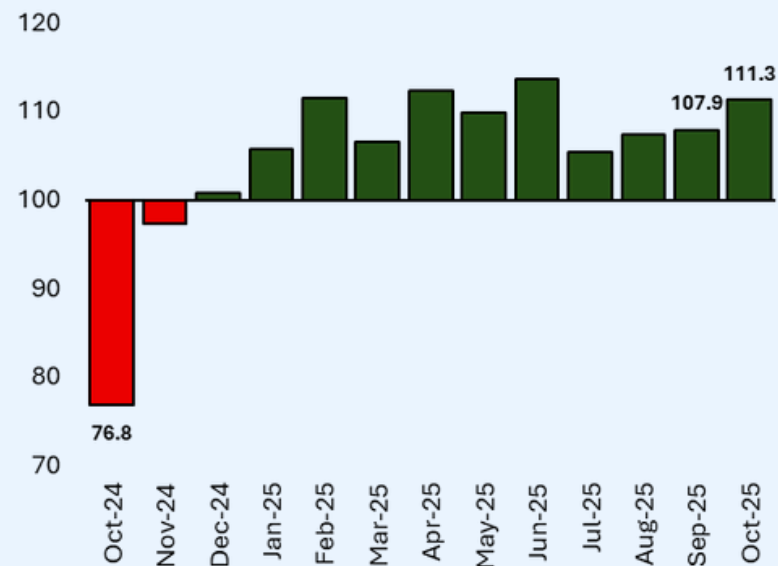
Current Business Performance (November 2025):

- Nigeria's business environment in October 2025 showed a moderate yet notable improvement compared to September 2025 and the same period in 2024.
- The Current Business Performance Index rose to 111.3 points in October, up 3.4 index points from September 2025. The Year-to-Year (Y-o-Y) business performance is 34.5 index points higher compared to the same period in 2024.
- Major constraints to business growth during the month included limited access to finance, high rental costs, policy uncertainty, poor power supply, and insecurity.

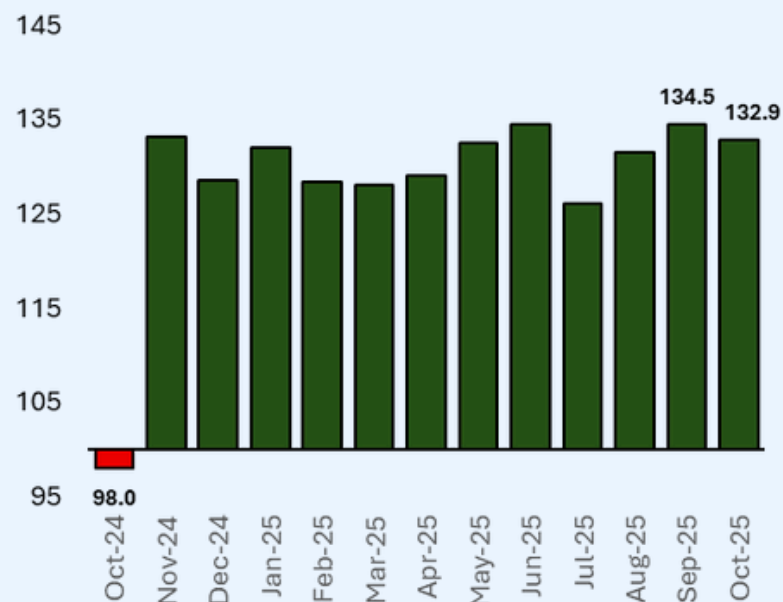
Future Expectations (Next One to Three months):

- The Future Business Expectation Index declined slightly to 132.9 points in October 2025, from 134.5 points in September 2025 and 98.0 points in October 2024, reflecting sustained optimism about future business conditions.
- The positive outlook is supported by expectations of a better business climate, higher operating profits, increased production levels, stronger cash flow, improved supply orders, and rising demand.
- By sector, the Trade sector recorded the highest optimism, while the Services sector showed the weakest confidence in future performance.

NESG-Stanbic IBTC's Current Business Performance Index



NESG-Stanbic IBTC's Future Business Expectation Index



BCM Framework

The NESG-Stanbic IBTC BCM combines leading qualitative indicators on Production, Investment, Export, Demand Conditions, Prices, Employment, and the General Business Situation to gauge the overall business optimism of the Nigerian economy.

The target respondents for the Business Confidence Survey (BCS) are business establishments operating in Nigeria that have been engaged in economic activities since the beginning of 2023. The survey is administered to senior managers and business executives.

The Contextual Definition

For the report, we define business confidence as a pool of economic indicators that measure the current business condition and the extent of optimism or pessimism that business managers feel about the general state of the Nigerian economy as it affects key business decisions within three months.

Data Source

The data set for constructing NESG-Stanbic IBTC's BCM indices is generated from various qualitative responses reported in the BCS. The BCS, a monthly survey conducted

by NESG, gathers information on various variables across different economic activities from owners and managers of businesses operating in Nigeria.

The survey was conducted in Lagos, Kano, and Abuja to provide the key information that turns the NESG-Stanbic IBTC BCM into a representative monthly measure of managers' confidence in the Nigerian business environment.

Rescaling of Results & Interpretation

The BCM results have been revised or updated to have an origin of 100 as cut-off points for distinguishing performance. For current business performance, index points below 100 are considered "Contraction", and above 100 are "Expansion". In the same vein, index points below 100 are considered "Pessimism", and above 100 are "Optimism" for the future business expectation.

Results from previous editions have been updated to ensure accuracy in tracking historical trends.

Economic Sectors Covered in the Report

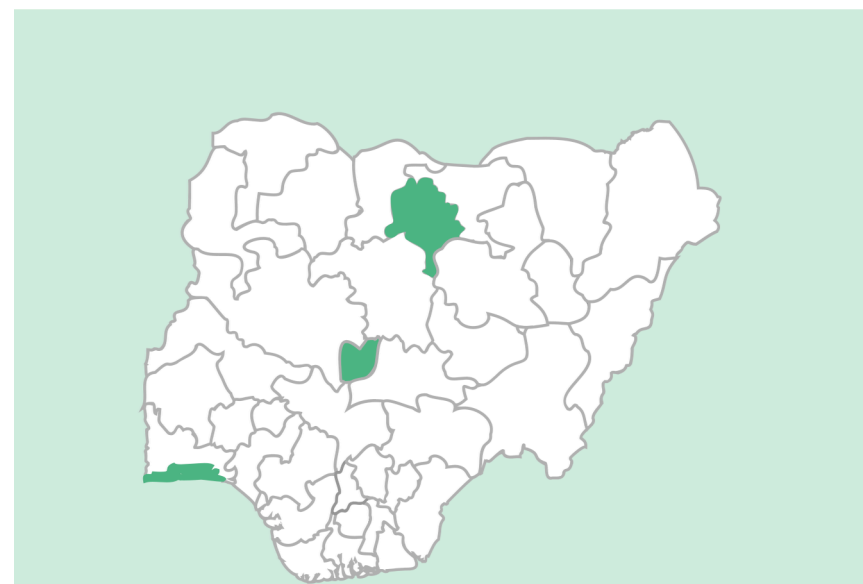
Trade: Wholesale Trade | Retail Trade

Manufacturing: Food, Beverage, and Tobacco | Textile, Apparel, and Footwear | Cement | Chemical and Pharmaceutical Products | Plastic and Rubber products | Wood and Wood Products | Pulp, Paper and Paper Products | Non-Metallic Products | Electrical and Electronics | Basic metal, Iron and Steel | Motor vehicles & assembly | Other Manufacturing

Non-Manufacturing Industries: Crude Petroleum | Natural Gas | Oil and Gas Services | Construction

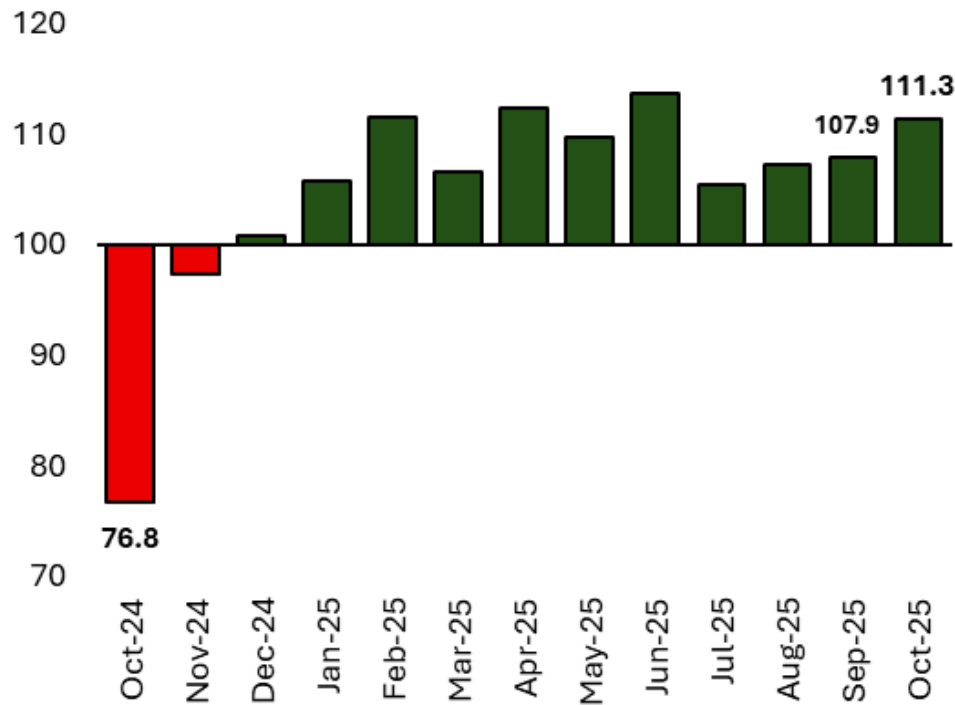
Agriculture: Crop Production | Livestock | Agro-Allied | Forestry | Fishing

Services: Telecomms & Information Services | Broadcasting | Financial Institutions | Real Estate | Professional, Scientific and Technical Services



Business Conditions in October 2025

NESG-Stanbic IBTC's Current Business Performance Index



In October 2025, Nigeria's business environment maintained its positive trajectory, with the Current Business Performance Index remaining in the expansion zone. The NESG-Stanbic IBTC Business Confidence Monitor (BCM) recorded a marginal increase to 111.3 points from 107.9 points in September 2025 and 76.8 points in the same period of 2024. This improvement reflects a mix of sectoral dynamics, particularly strengthened business performance across sectors and a surge in growth within the manufacturing sector.

A sectoral review showed that all five broad economic activities remained in the expansion region. The Manufacturing and Trade sectors recorded the strongest gains, rising by 8.8 and 7.8 points to 111.3 and 115.4, respectively, during the month. Non-Manufacturing (115.0), Agriculture (111.4), and Services (111.0) also expanded, albeit at a slower pace than in September 2025.

	Oct. 2024	Nov. 2024	Dec. 2024	Jan. 2025	Feb. 2025	Mar. 2025	Apr. 2025	May 2025	Jun. 2025	Jul. 2025	Aug. 2025	Sept. 2025	Oct. 2025	
Sectoral Business Condition Indices	Manufacturing	71.3	96.4	97.6	99.3	110.3	108.3	108.8	114.4	123.6	98.0	106.2	102.5	111.3
	Non-manufacturing	71.8	96.4	105.8	95.4	110.2	119.2	123.6	122.2	120.7	112.6	116.2	114.5	115.0
	Services	93.8	97.9	96.5	98.6	107.1	105.5	106.5	104.5	106.3	101.9	103.7	108.5	111.0
	Trade	76.6	100.3	94.4	99.2	121.5	100.5	125.1	114.1	121.0	103.2	114.1	107.6	115.4
	Agriculture	69.5	101.2	113.9	110.9	102.7	97.6	107.0	98.2	108.9	107.0	95.6	107.3	111.4
Business Condition Sub-Index Pillars	General Business Situation	76.8	127.9	123.1	144.8	158.3	147.7	172.5	166.6	166.7	137.4	152.4	160.3	167.1
	Production	78.7	110.2	117.8	123.7	142.1	129.2	144.6	140.1	143.1	117.9	126.6	125.8	133.8
	Demand Condition	73.4	105.4	117.3	125.4	132.1	92.5	127.3	119.1	129.4	98.6	121.8	122.9	145.3
	Investment	64.6	91.0	68.5	72.5	60.5	86.7	85.0	74.4	56.3	79.3	61.4	76.1	84.2
	Export	87.4	95.5	106.7	102.1	104.7	97.6	106.2	103.1	102.3	98.9	98.1	95.8	105.5
	Cost of Doing Business	175.2	151.5	150.3	147.6	147.2	148.3	151.8	138.5	142.8	123.2	127.0	62.6	67.5
	Operating Profit	77.0	102.9	113.5	116.1	119.0	119.2	129.4	108.3	129.0	107.3	117.7	114.7	124.2
	Financial Results	86.5	90.8	99.0	119.4	146.1	72.9	155.4	136.4	141.4	117.6	141.7	132.2	143.8
	Supply Order	78.0	105.0	105.1	101.4	133.9	116.0	154.9	135.3	134.2	111.3	116.3	99.5	116.5
	Trade Stockpiling	91.1	103.0	101.7	102.6	175.0	113.2	132.5	133.0	175.0	98.0	175.0	157.5	157.5
	Access to Credit	62.0	100.8	108.2	132.0	124.8	118.3	124.0	125.0	128.8	123.6	115.5	122.9	138.7
	Cash Flow	84.4	109.0	118.9	118.4	130.6	120.8	130.5	126.0	126.2	115.2	118.8	128.7	121.7
	Prices	109.3	68.0	69.1	73.4	76.2	94.8	83.4	81.9	70.7	93.0	84.0	76.7	82.7
	Employment	82.7	117.9	120.7	118.0	126.3	117.9	137.6	130.9	127.2	111.9	114.9	114.9	129.1

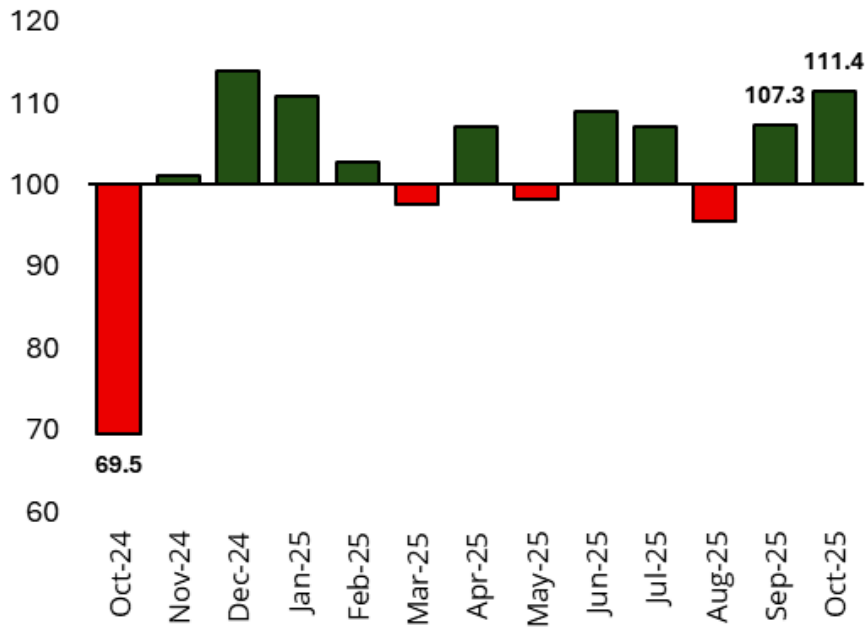


N:B Cost of doing business has an inverse interpretation to the index notations.

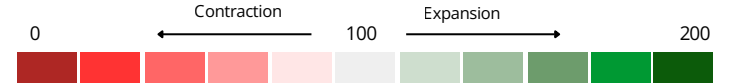
Key BCM sub-indices—investment, exports, access to credit, and prices—posted modest improvements relative to August 2025, indicating a more positive outlook for capital formation and external trade. During the month, the cost of doing business and input prices reversed the previous month's improvement, though at a slower rate, suggesting a gradual easing of inflationary pressures on firms. However, lingering financing constraints, high commercial property costs, unclear policy signals, erratic power supply, and persistent insecurity continued to dampen business performance and confidence.

Agriculture

NESG-Stanbic IBTC's Agriculture Business Performance Index



Agriculture Sub-Sector Indices	Oct. 2024	Nov. 2024	Dec. 2024	Jan. 2025	Feb. 2025	Mar. 2025	Apr. 2025	May 2025	Jun. 2025	Jul. 2025	Aug. 2025	Sept. 2025	Oct. 2025
	Crop Production	65.4	108.1	130.3	117.0	101.4	97.9	107.6	95.1	109.6	109.6	93.6	107.9
Livestocks	32.5	86.9	126.0	105.7	101.6	117.4	99.6	107.8	105.2	99.6	100.5	112.5	104.5
Agro-Allied	99.0	78.7	48.0	90.8	107.9	89.7	107.2	106.3	108.2	100.5	100.8	103.3	106.2
Forestry	68.2	103.3	92.5	98.9	95.0	101.1	102.1	104.6	100.0	107.5	98.9	101.1	100.0
Fishing	57.3	109.6	120.9	103.2	106.7	98.9	110.8	100.0	99.0	97.9	104.0	107.5	97.3



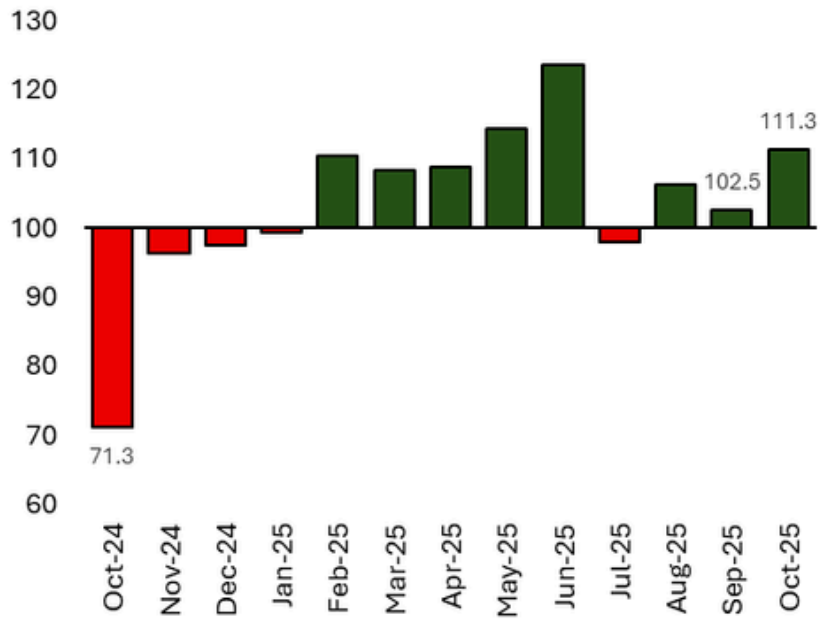
Strengthened by a bumper harvest during the year, the NESG–Stanbic IBTC Business Confidence Monitor (BCM) Index for the Agriculture sector rose in October to 111.4 points from 107.3 in September. This improvement was largely driven by gains in the Crop Production and Agro-Allied sub-sectors, both of which recorded expansion during the month.

The sector’s growth is attributed to several factors, notably the bumper harvest that stimulated activities in Crop Production and Agro-Allied industries. This performance was supported by improved seed varieties and government input support programmes that enhanced overall output. Positive macroeconomic conditions also contributed, as easing inflationary pressures and a relatively stable exchange rate helped strengthen business confidence.

An assessment of performance across the five agricultural sub-sectors revealed broad-based improvements except in Fishing. Crop Production and Agro-Allied activities expanded, while Livestock and Forestry maintained a growth momentum, albeit at a slower pace compared to September 2025, signalling continued sectoral resilience. However, the agricultural sector still faces persistent challenges, including shortages of raw materials, rising feed and input costs, and recurring outbreaks of animal diseases. Additionally, the relatively high exchange rate drove up import costs, further increasing feed prices and input costs, which in turn reduced production levels and pushed up market prices for livestock and other farm products.

Manufacturing

NESG-Stanbic IBTC's Manufacturing Business Performance Index



	Oct. 2024	Nov. 2024	Dec. 2024	Jan. 2025	Feb. 2025	Mar. 2025	Apr. 2025	May 2025	Jun. 2025	Jul. 2025	Aug. 2025	Sep. 2025	Oct. 2025
Food, Beverage & Tobacco	60.5	92.1	108.1	108.7	119.8	115.0	111.5	124.3	125.7	93.2	104.4	99.8	121.6
Textile, Apparel & Footwear	85.8	98.3	72.5	72.3	97.3	96.9	105.9	100.3	129.4	95.8	109.4	118.1	106.7
Cement	100.0	120.0	90.0	102.9	98.4	100.0	102.1	100.0	111.8	111.1	101.8	79.3	102.7
Chemical & Pharm. Products	82.1	91.4	89.3	98.1	104.0	113.8	120.9	137.5	126.1	130.6	129.2	135.1	109.8
Plastic & Rubber products	85.0	121.2	104.4	89.6	113.0	111.2	116.4	119.3	128.0	119.3	124.8	105.4	106.5
Wood and Wood Products	47.9	64.2	89.4	116.0	101.0	109.1	103.6	96.5	126.1	94.9	101.8	97.5	90.9
Pulp, Paper & Paper Products	63.0	35.2	99.2	100.5	99.5	100.4	101.6	97.3	103.9	98.9	118.6	114.5	115.0
Non-Metallic Products	105.8	105.8	107.5	108.8	100.8	109.4	100.0	102.2	109.0	95.2	98.5	94.8	80.9
Electrical & Electronics	32.3	75.9	54.0	101.1	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Basic metals, Iron & Steel	78.1	85.7	103.6	106.4	112.1	90.7	91.7	105.6	103.6	97.9	99.1	101.1	56.4
Motor vehicles & Assembly	65.0	73.8	73.3	62.9	95.0	98.9	102.1	104.3	94.6	100.0	87.5	100.0	100.0
Other Manufacturing	97.1	97.5	110.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

The NESG-Stanbic IBTC Business Confidence Monitor (BCM) Index for the Manufacturing sector in October 2025 indicated growth in business performance, with the sector index rising to 111.3 points from 102.5 points in September 2025. This improvement was largely driven by a rebound in key sub-sectors such as Food, Beverage, and Tobacco, and Cement, which had contracted in the previous month.

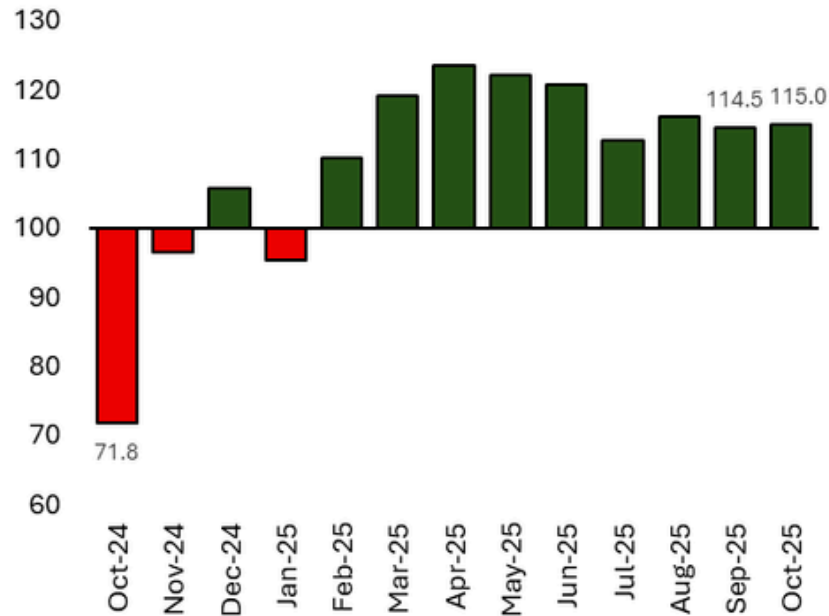
According to surveyed businesses, the improved performance stemmed from relatively stable power supply, better access to finance, modest stability in foreign exchange, and improved navigation of policy and regulatory uncertainties during the month.

At the sub-sector level, only three activities - Wood and Wood Products, Non-Metallic Products, and Basic Metal, Iron, and Steel - recorded declines, slipping into contraction in October. Conversely, activities such as Food, Beverage, and Tobacco, as well as Chemical and Pharmaceutical, showed renewed expansion. Since these two sub-sectors jointly account for over 40 percent of Nigeria's manufacturing output, their positive performance largely explains the sector's overall growth.

Nonetheless, manufacturing businesses continue to grapple with challenges such as multiple taxation, shortages of raw materials, high rental costs, and poor infrastructure, all of which collectively constrain expansion, growth, competitiveness, and profitability within the Manufacturing sector.

Non-manufacturing

NESG-Stanbic IBTC's Non-manufacturing Business Performance Index



	Oct. 2024	Nov. 2024	Dec. 2024	Jan. 2025	Feb. 2025	Mar. 2025	Apr. 2025	May 2025	Jun. 2025	Jul. 2025	Aug. 2025	Sept. 2025	Oct. 2025
Construction	76.0	96.8	108.3	104.8	112.2	117.3	121.7	139.1	117.1	120.0	119.4	121.8	129.5
Crude Petroleum	91.3	78.2	95.6	100.0	102.1	125.7	100.0	115.0	100.0	100.0	100.0	100.0	100.0
Natural Gas	90.7	105.8	99.2	105.7	114.8	128.2	121.4	118.2	112.9	123.6	115.8	111.3	115.0
Oil & Gas Services	33.3	102.7	120.1	75.3	113.4	107.8	128.7	125.9	133.8	99.1	117.4	115.0	124.2
Others	56.6	111.5	113.0	92.7	104.1	97.8	111.2	106.0	98.4	101.1	97.3	104.4	96.0

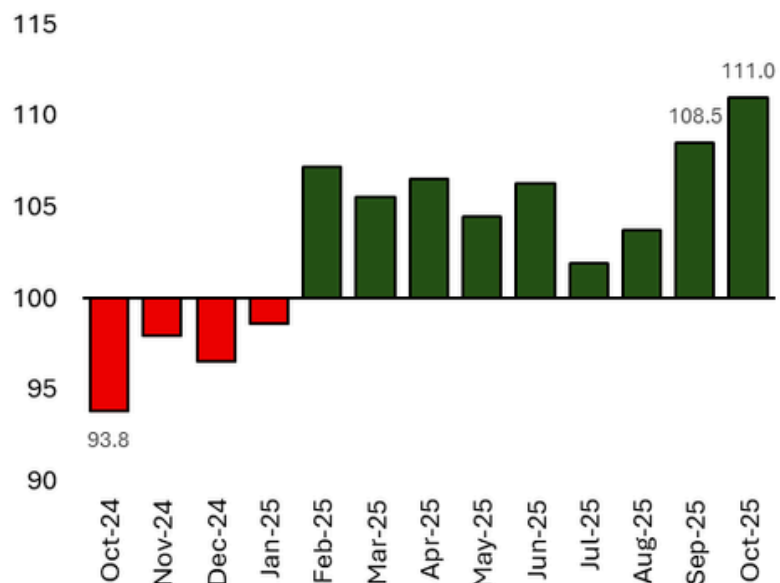
In line with the prevailing momentum of general business conditions in Nigeria, the Non-Manufacturing sector recorded a slight improvement in performance, with the BCM index rising to 115.0 points from 114.5 in September 2025. This month's performance marks a return to the upward trend of business activity in the sector after the temporary slowdown in September.

The relative easing of pressure from key business constraints contributed to improved operations and performance among firms in the non-manufacturing industrial sector.

Although the majority of sub-sectors experienced some improvement in business performance, the "Other Non-Manufacturing" sub-sector saw a contraction in the period under review. In contrast, the Construction, Natural Gas, and Oil & Services sub-sectors expanded during the month compared to September 2025. The contraction in the "Other non-manufacturing sub-sector" was driven by persistent structural challenges, including insecurity, poor infrastructure, high rents, limited access to finance, multiple taxation, and escalating costs—all of which continue to undermine business expansion, profitability, and competitiveness.

Services

NESG-Stanbic IBTC's Services Business Performance Index



Services Sub-Sector Indices	Oct. 2024	Nov. 2024	Dec. 2024	Jan. 2025	Feb. 2025	Mar. 2025	Apr. 2025	May 2025	Jun. 2025	Jul. 2025	Aug. 2025	Sept. 2025	Oct. 2025
	Broadcasting	65.7	90.8	80.0	69.7	127.9	124.5	123.6	109.6	126.1	103.2	104.3	131.1
Financial Institutions	93.4	97.3	104.0	137.8	129.1	120.5	121.9	139.5	121.5	120.2	133.5	139.8	160.5
Real Estate	70.1	79.7	75.1	118.7	123.6	124.5	135.8	107.6	124.4	108.6	118.2	130.2	124.9
Professional, Scientific & Technical Services	78.7	90.4	130.7	94.1	117.3	111.7	121.0	130.6	119.7	123.7	107.7	118.1	122.2
Telecomm. & Info. Services	91.3	95.9	99.1	106.1	111.5	60.5	118.8	102.8	99.3	69.5	130.2	106.5	131.2
Other Services	109.5	106.6	52.1	114.3	100.0	100.0	100.0	100.0	100.0	100.0	104.3	100.0	100.0

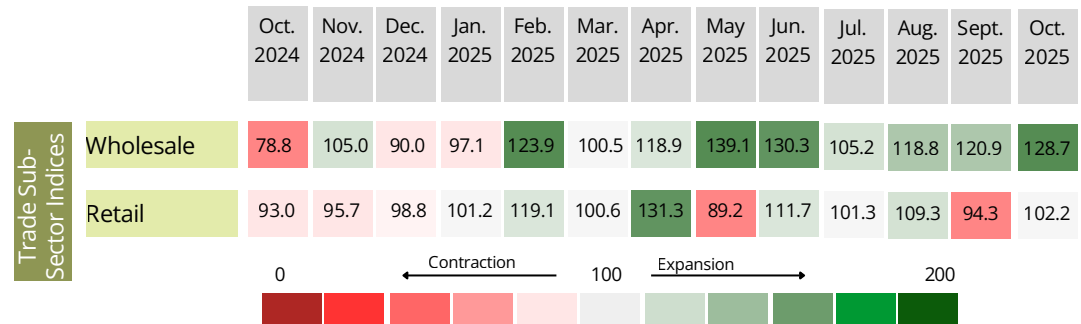
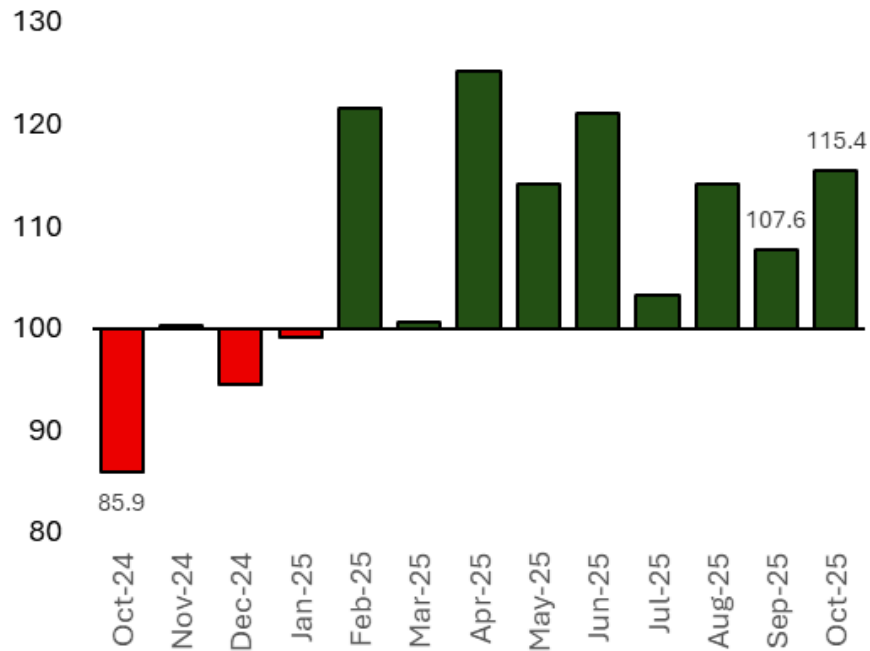
Nigeria's Services sector maintained its expansion momentum in October 2025, reflecting the gradual improvement in economic conditions across the country. The NESG–Stanbic IBTC Services Business Confidence Monitor (BCM) increased to 111.0 points from 108.5 in September 2025. This growth was largely driven by relative gains in key sub-sectors and a more favourable macroeconomic environment, particularly moderating inflation and improved exchange rate stability.

Although all six sub-sectors remained within the expansion region, only four recorded modest growth compared to September 2025, while Professional, Scientific & Technical Services and Other Services experienced slower growth during the month. Given the sector's fragile recovery, urgent policy interventions are necessary to stabilise the economy, upgrade infrastructure, enhance security, and improve access to financing, thereby strengthening the sector's resilience and sustaining national economic growth.

The sustained expansion of the services sector underscores its central role in Nigeria's economic growth agenda. As the largest contributor to GDP, the sector's continued growth is critical for job creation, productivity enhancement, and income generation. However, structural challenges such as inadequate energy supply, high operational costs, and weak digital infrastructure continue to constrain the sector's full potential. Addressing these bottlenecks through targeted reforms and investment in service-oriented industries will be pivotal for achieving inclusive and sustained economic progress.

Trade

NESG-Stanbic IBTC's Trade Business Performance Index



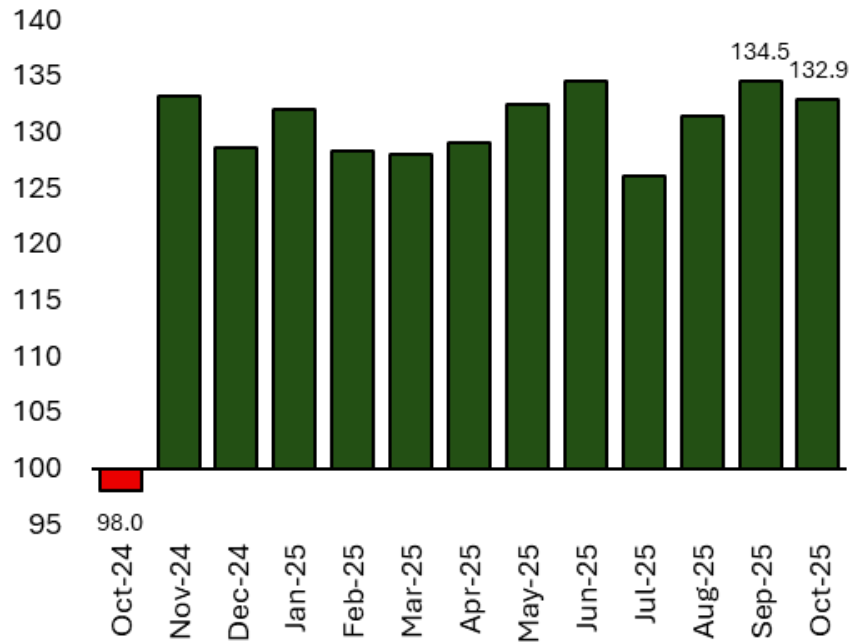
The NESG-Stanbic IBTC Trade Index showed continued expansion in business activities in October 2025, rising to 115.4 points from 107.6 in September 2025. Supported by the general improvement in Nigeria's broader economy and a relatively stable exchange rate, the Trade sector recorded a stronger business performance during the month.

Despite this positive trend, structural challenges persist, with recurring bottlenecks constraining growth. Insecurity in key markets, frequent supply chain disruptions, and enduring structural weaknesses continue to pose significant obstacles, weighing heavily on trade operations and limiting the sector's overall potential. These combined factors contributed to the observed moderation in trade momentum.

At the sub-sectoral level, the Wholesale segment maintained its expansion trajectory, driven by higher trading volumes and improved access to suppliers. Meanwhile, the Retail segment exited the contraction zone, reaching a performance level of 102.2 points in October 2025. This rebound in retail activity reflects the gradual easing of inflationary pressures during the review period.

Future Business Expectations

NESG-Stanbic IBTC's Future Business Expectation Index



Sectoral Business Condition Indices	Oct. 2024	Nov. 2024	Dec. 2024	Jan. 2025	Feb. 2025	Mar. 2025	Apr. 2025	May 2025	Jun. 2025	Jul. 2025	Aug. 2025	Sept. 2025	Oct. 2025
	Manufacturing	117.8	138.0	123.2	157.3	154.9	155.1	137.3	156.4	160.4	155.4	161.9	158.4
Non-manufacturing	101.7	137.0	140.2	150.1	143.2	153.1	148.7	141.8	153.5	146.2	151.5	157.9	146.4
Services	99.8	102.4	102.8	114.4	121.7	120.5	119.6	118.6	122.3	122.4	115.7	120.5	120.1
Trade	86.5	111.1	108.1	134.3	165.6	121.4	169.6	163.9	158.0	130.5	168.9	162.7	170.1
Agriculture	105.5	150.3	135.6	135.9	131.3	120.6	124.3	131.4	132.2	113.3	107.2	126.9	131.7

To assess near-term performance expectations of Nigerian businesses, the NESG–Stanbic IBTC Future Business Expectation Index provides key insights into prevailing optimism and pessimism over the next one to three months. In October 2025, the index stood at 132.9 points, indicating a slightly weaker level of optimism compared with 134.5 points in September 2025.

Across sectors, Trade recorded the highest optimism at 170.1 points, followed by Manufacturing (146.7), Non-Manufacturing (146.4), and Agriculture (131.7). Services, at 120.1 points, reflected the weakest expectation of improved conditions. However, sentiment moderated across all sectors compared with the previous month, suggesting cautious optimism amid ongoing macroeconomic headwinds.

Despite this moderation, overall optimism remains supported by factors such as seasonal economic activity, ongoing policy reforms, relative exchange rate stability, infrastructure investments, and a gradual recovery in consumer demand. These drivers continue to sustain measured confidence across key sectors, particularly Agriculture, Retail Trade, Non-Manufacturing, and Services. As these supportive factors strengthen, businesses remain strategically positioned to leverage emerging opportunities while adapting to evolving policy directions and market realities, thereby sustaining resilience and growth momentum in the months ahead.

ABOUT THE NESG

The NESG is an independent, non-partisan, non-sectarian organisation committed to fostering open and continuous dialogue on Nigeria's economic development. The NESG strives to forge a mutual understanding between leaders of thought to explore, discover and support initiatives to improve Nigeria's economic policies, institutions and management.

Our views and positions on issues are disseminated through electronic and print media, seminars, public lectures, policy dialogues, workshops, specific high-level interactive public-private sessions and special presentations to the executive and legislative arms of government.

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ABOUT STANBIC IBTC

Stanbic IBTC Bank, a member of the Standard Bank Group, is a leading financial services institution in Nigeria. Established in 1989, it provides a wide range of banking solutions including personal, business, and corporate banking services.

The bank is renowned for its innovative digital banking platforms, investment options, wealth management services, and corporate financing solutions.

Stanbic IBTC is also a significant player in Nigeria's capital markets, offering asset management and pension fund administration. With a strong commitment to customer satisfaction and financial inclusion, the bank continues to support the economic development of Nigeria and West Africa.

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