****

**CAPEXIL**

**Nigeria as a Business Destination-2018**

****

**Preface**

The **Federal Republic of Nigeria** , is a [federal](https://en.wikipedia.org/wiki/Federation) [republic](https://en.wikipedia.org/wiki/Republic) in [West Africa](https://en.wikipedia.org/wiki/West_Africa), bordering [Benin](https://en.wikipedia.org/wiki/Benin) in the west, [Chad](https://en.wikipedia.org/wiki/Chad) and [Cameroon](https://en.wikipedia.org/wiki/Cameroon) in the east, and [Niger](https://en.wikipedia.org/wiki/Niger) in the north. Its coast in the south lies on the [Gulf of Guinea](https://en.wikipedia.org/wiki/Gulf_of_Guinea) in the [Atlantic Ocean](https://en.wikipedia.org/wiki/Atlantic_Ocean). It comprises [36 states](https://en.wikipedia.org/wiki/States_of_Nigeria) and the [Federal Capital Territory](https://en.wikipedia.org/wiki/Federal_Capital_Territory,_Nigeria), where the [capital](https://en.wikipedia.org/wiki/Capital_city), [Abuja](https://en.wikipedia.org/wiki/Abuja) is located. Nigeria is officially [democratic](https://en.wikipedia.org/wiki/Democracy) [secular country](https://en.wikipedia.org/wiki/Secular_state).

Nigeria has been home to a number of kingdoms and tribal states over the millennia. The modern state originated from [British colonial rule](https://en.wikipedia.org/wiki/Colonial_Nigeria) beginning in the 19th century, and took its present territorial shape with the merging of the [Southern Nigeria Protectorate](https://en.wikipedia.org/wiki/Southern_Nigeria_Protectorate) and [Northern Nigeria Protectorate](https://en.wikipedia.org/wiki/Northern_Nigeria_Protectorate) in 1914. The British set up administrative and legal structures whilst practising rule through traditional [chiefdoms](https://en.wikipedia.org/wiki/Chiefdoms). Nigeria became a formally independent federation in 1960. It experienced a [civil war](https://en.wikipedia.org/wiki/Nigerian_Civil_War) from 1967 to 1970. It thereafter alternated between democratically elected civilian governments and military dictatorships until it achieved a stable democracy in 1999, with the election considered the first to be reasonably free and fair.

Nigeria is often referred to as the "Giant of Africa", owing to its large population and economy. With approximately 186 million inhabitants, Nigeria is the [most populous country](https://en.wikipedia.org/wiki/List_of_African_countries_by_population) in [Africa](https://en.wikipedia.org/wiki/Africa) and the [seventh most populous country in the world](https://en.wikipedia.org/wiki/List_of_countries_by_population). Nigeria has the third-largest youth population in the world, after [India](https://en.wikipedia.org/wiki/India) and [China](https://en.wikipedia.org/wiki/China), with more than 90 million of its population under age 18. The country is viewed as a [multinational state](https://en.wikipedia.org/wiki/Multinational_state) as it is inhabited by over 500 ethnic groups, of which the three largest are the [Hausa](https://en.wikipedia.org/wiki/Hausa_people), [Igbo](https://en.wikipedia.org/wiki/Igbo_people) and [Yoruba](https://en.wikipedia.org/wiki/Yoruba_people); these ethnic groups speak over 500 different languages and are identified with a wide variety of cultures. The official language is [English](https://en.wikipedia.org/wiki/English_language). Nigeria is divided roughly in half between [Christians](https://en.wikipedia.org/wiki/Christianity), who live mostly in the southern part of the country, and [Muslims](https://en.wikipedia.org/wiki/Islam), who live mostly in the north. A minority of the population practise religions indigenous to Nigeria, such as those native to the [Igbo](https://en.wikipedia.org/wiki/Odinani) and Yoruba ethnicities.

As of 2015, Nigeria is the world's [20th](https://en.wikipedia.org/wiki/List_of_countries_by_GDP_(PPP)) largest economy, worth more than $500 billion and $1 trillion in terms of [nominal GDP](https://en.wikipedia.org/wiki/Nominal_GDP) and parity respectively. It overtook [South Africa](https://en.wikipedia.org/wiki/South_Africa) to become Africa's largest economy in 2014. The 2013 [debt-to-GDP ratio](https://en.wikipedia.org/wiki/Debt-to-GDP_ratio) was 11 percent. Nigeria is considered to be an [emerging market](https://en.wikipedia.org/wiki/Emerging_markets) by the [World Bank](https://en.wikipedia.org/wiki/World_Bank); it has been identified as a [regional power](https://en.wikipedia.org/wiki/Regional_power) on the African continent, a powering international affairs, and has also been identified as an [emerging global power](https://en.wikipedia.org/wiki/Emerging_power). Nigeria is a member of the [MINT](https://en.wikipedia.org/wiki/MINT_(economics)) group of countries, which are widely seen as the globe's next "[BRIC](https://en.wikipedia.org/wiki/BRIC)-like" economies. It is also listed among the "[Next Eleven](https://en.wikipedia.org/wiki/Next_Eleven)" economies set to become among the biggest in the world. Nigeria is a founding member of the [African Union](https://en.wikipedia.org/wiki/African_Union) and a member of many other international organizations, including the [United Nations](https://en.wikipedia.org/wiki/United_Nations), the [Commonwealth of Nations](https://en.wikipedia.org/wiki/Commonwealth_of_Nations) and [OPEC](https://en.wikipedia.org/wiki/OPEC).

The latest Doing Business report shows that Nigeria now ranks 145th out of 190 countries—a 24-place rise compared to last year. The report also ranks Nigeria among the top 10 most improved economies globally in terms of doing business.

**Content:**

1. **Demographic Profile**
2. **Economic Indicators**
3. **Business Information**
4. **Nigeria Visa Regulations**
5. **Doing Business in Nigeria**

* **India-Nigeria Bilateral Trade**
* **Nigerian Economy**
* **India’s Exports**
* **India’s Imports**

1. **Presence of Indian Companies in Nigeria**

* **India bases Companies**
* **PIO Companies**
* **Main Export Sectors**
* **Indian Companies supporting Nigerian O&G Companies**
* **Development Cooperation**

1. **Nigeria: Trade Statistics**

* **Total Trade**
* **Trade Partners Export Partners, Top 10 Export Countries**
* **Import Partners of Nigeria, Top 10 Import Countries**
* **Top 10 Export Goods**
* **Top 10 Import Goods**
* **Top 10 Products India Imports from Nigeria**
* **Top 10 Products India Exports to Nigeria**

1. **Prospects of Doing Business in Nigeria from CAPEXIL’s Perspective**
2. **Major Trade Fairs and Exhibitions in Nigeria**
3. **Source India Nigeria 27 - 29 March 2018, Eko Hotel & Convention Center, Lagos, Nigeria**
4. **Bibliography**

**Demographics Profile**

|  |  |
| --- | --- |
| **Population** | 186,053,386 |
| **Languages** | English (official), Hausa, Yoruba, Igbo (Ibo),Fulani, over 500 additional indigenous languages |
| **Age structure:** | 0-14 years: 42.79% (male 40,744,956/female 38,870,303)  15-24 years: 19.48% (male 18,514,466/female 17,729,351)  25-54 years: 30.65% (male 29,259,621/female 27,768,368)  55-64 years: 3.96% (male 3,595,293/female 3,769,986)  65 years and over: 3.12% (male 2,754,040/female 3,047,002) (2016 est.) |
| **Literacy** | 68% |
| **Population growth rate** | 2.44% (2016 est.) |
| **Major urban areas** | population: Lagos 13.123 million; Kano 3.587 million; Ibadan 3.16 million; ABUJA (capital) 2.44 million; Port Harcourt 2.343 million; Benin City 1.496 million |

**Economic Indicators**

|  |  |
| --- | --- |
| **Currency** | Nigerian Naira |
| **Inflation rate** | 16.31% (2017) |
| **GDP (official exchange rate)** | $415.1 billion (2016 est.) |
| **GDP per capita** | $2,758 (nominal) $6,184 (PPP) |
| **Exports (USD billion)** | 34.7 (2016) |
| **Imports** | Nigeria imported US$30.3 billion worth of goods from around the globe in 2016 |
| **Top 10 Import commodities** | Mineral fuels including oil, Machinery including computers: $3.1 billion, Electrical machinery, equipment, Plastics, plastic articles, Vehicles, Pharmaceuticals, Cereals, Articles of iron or steel, Clothing, accessories ,Sugar, sugar confectionery |
| **Import Partners** | China, US, Germany, Belgium, UK, France, Togo, UAE, Switzerland, Japan, India, South Korea, Albania, Hong Kong, Italy, Brazil, South Africa, Netherland, Singapore, Ukraine |

**Business Information**

|  |  |
| --- | --- |
| Climate | Nigeria's location in the tropics has given her a tropical hot climate. Temperatures in Nigeria vary according to the seasons of the year as with other lands found in the tropics. Nigeria's seasons are determined by rainfall with rainy season and dry season being the major seasons in Nigeria |
| Office hours and timings | Local time is GMT +1. Business establishments and government offices generally open from 8: 00 a.m. to 4: 00 p.m., Monday through Friday, with offices closed for lunch from 1: 00--2: 00 p.m. |
| Flight connectivity | From India, there are no direct flights to Nigeria, but connecting airlines are available on a regular basis via major domestic and international airlines such as Air India, Air France, British Airways, Etihad Airways, Emirates, Ethiopian Airlines, and more |
| Important Ports (Sea and Air) | Major Sea Ports: Lagos Port Complex at Apapa, Lagos State, Calabar Seaport at Calabar, Cross River State, Tin Can Island Port at Apapa, Lagos State, Delta Seaport at Delta  Major Air Ports: Kaduna International Airport, Abuja Airport, Asaba Airport |

**Nigeria Visa Regulations**

Indian applicants who wish to apply for a visa can find all information for types of visa and supporting documents. Get details about available visa types, documents requirement for the application, visa fees, visa form, visa centre and general guidelines for Indian citizen who wish to travel Nigeria with business visa.

**Below is the exhaustive list of documents required for Business visa to Nigeria-**

* Original Valid passport for 06 months from the date of travel + Old passport
* 2 online visa application Forms must click on below link
* https://portal.immigration.gov.ng/visa/freshVisa
* 2 Photos
* Covering letter on the Indian company letter head with round seal of Indian company
* Invitation from Nigerian company with colour round Seal. The person who will sign the invitation letter need to mention mobile no on the invite letter also needs to give passport copy if he is Nigerian. In case the person is foreigner than he needs to give his passport copy along with his residence/work permit card copy
* Return Ticket
* Original Yellow fever required
* Copy of Company Registration certificate of Indian Company
* Copy of Company Registration certificate of Nigerian Company attested by ministry of Foreign Affairs, with original stamping to be couriered directly to the pax which is to be submitted along with the documents in the embassy.
* Bank Statements last 3 months from the current date (with the balance of US$ 1000 equal to INR)
* Polio Vaccine Must with effect from 1st March'14, Indian Government has made polio vaccination mandatory

Visa Fees: USD 273/- pp

Time Required: 15 Working Days

**Doing Business in Nigeria:**

The latest Doing Business report shows that Nigeria now ranks 145th out of 190 countries—a 24-place rise compared to last year. The report also ranks Nigeria among the top 10 most improved economies globally in terms of doing business.

* **India - Nigeria Bilateral Trade and Economic Relations**

Relations between Nigeria and India are warm and friendly, without any contentious issues. India established a diplomatic mission in Nigeria in 1958, even before Nigeria became independent in 1960. Both countries have similar demographic and socio-economic profile and share similar challenges.

* **Nigerian Economy**

Nigerian economy has entered into recession for the first time in over the last three decades, as it recorded negative growth rate of 2.06% in the second Quarter of 2016. With contraction in two consecutive Quarters (First and Second Quarter), Nigerian economy has officially slipped into recession. In the first Quarter, economy had contracted by 0.36%. Inflation has also increased to 17.1% in July 2016. Earlier, it had maintained a sustained economic growth of around 7% during 2004-14. Nigerian economy grew by 6.3% in 2014. However, the growth rate was slumped to 2.7% in 2015, which is the weakest level of growth for Nigeria since 1999. The slump is due to declining oil prices adversely impacted Nigerian growth as the country relies on crude export for two-thirds of its revenue.

In the light of the recent macroeconomic challenges, the government has adopted an adjustment strategy that hinges on tightening government spending and shoring up non-oil revenues to compensate for dwindling oil revenues. With rebasing of its economy in April, 2014, Nigeria emerged as the largest economy of Africa with GDP of US $ 510 billion. Following the significant devaluation of the Niara, it has now conceded the place as the largest economy in Africa to South Africa.

* **India’s Exports**

After a steady increase of India’s exports to Nigeria for the past few years, the period April 2015 to March 2016 witnessed a 17% decline in our exports to Nigeria to US$2.22 billion from US$2.68 billion during the corresponding period in 2014-15. The decline is due to dwindling oil prices, fall of Naira, ongoing economic challenges, etc.

**Total Export from India to Nigeria (Values in USD Million)**

|  |  |  |
| --- | --- | --- |
| **2015-2016** | **2016-2017** | **2017-2018 (April- October)** |
| **2221.90** | **1764.11** | **1167.61** |

**The total growth of the export from India to Nigeria has declined by 20.60% in the year 2016-17 comparison to the total export of 2015-16**

* **India’s Imports:**

1. India’s imports from Nigeria form a large part of crude and petroleum products. India is the largest importer of Nigeria petroleum products. In recent years, Nigeria has been one of the main sources of crude for India. Nigeria is highly important for our energy security matters as we import around 12% of our crude requirements from Nigeria.

2. India’s imports have significantly declined by 27% to US$9.94 billion during the period 2015-16 as against US$13.68 billion registered during the period 2014-15 due to fall of crude oil prices.

**Presence of Indian companies in Nigeria**

**The first Indian company, viz. K. Chellaram Company was set up in Nigeria in 1923.** The Chanrai family is one of the most successful and respected business houses in Nigeria. The family has businesses in the areas of trade, manufacturing, agriculture and finance. The family employs about 30000 people in Nigeria and is one of the largest employers of local staff among the private sector in Nigeria. As part of their corporate responsibility initiatives, one of the arms of the Chanrai family set up a foundation in 1994 called Tulsi Chanrai Foundation (TCF), which presently employs 20 Indian expatriates and 200 local staff. TCF has been accorded the status of International NGO by govt. of Nigeria. TCF and its donor partners presently have three programmes operating in Nigeria viz Mission for Primary Health Care, Mission for Eye Care and Mission for Water.

**Today, the generic “Indian” presence in Nigerian economy can be divided into following two distinct and largely mutually exclusive categories:**

1. **India-based Companies:**

Leveraging similarity of economic conditions and large size of the market, over 100 Indian-owned and/or operated companies have their presence in Nigeria. While majority of them are in the trading business, a few prominent among the Indian companies who have invested in Nigeria are BhartiAirtel, Tata, Bajaj Auto, Kewalram Group, Bhojwani Brothers Nig. Ltd., Bhoj sons & Co. Nig.Plc, Birla Cement ( in the name of New Chline), Ranbaxy, PARCO Indian Group, Anand Dairy Farming, NIPCO, African Industries Group, Shapoorji Pallonji, Jawa International Limited, Godrej Nigeria Limited, Dabur, Essar Group, New India Assurance, State Bank of India (having 8.6% share in Sterling Bank), Skipper T&D Corp, Stallion Group, Churchgate Group, Enkay Indo-Nigeria Ltd., Dr. Hassan’s Hospital, Pearl International, Primus Super-speciality Hospital, Vedic Life Healthcare, NIIT Nigeria Ltd., APTECH Software Technology Park Ltd., Srei Infrastructure, etc.

Indian professionals are playing a key role in both social and business development of Nigeria by bringing their expertise and knowledge in various sectors particularly Telecommunications, Banking, Pharmaceutical, Manufacturing, Automobile.

Telecom; India’s Bharati Airtel acquired Zain Africa’s assets in 16 sub-Saharan countries, including Nigeria for $ 10.7 bn. in July 2010. Airtel has 3500 towers in Africa. Bharti Airtel currently operates in 20 countries across Asia and Africa and has over 300 million subscribers. In Nigeria, Airtel controls 22 per cent market share and enjoys the services of 32.2 million subscribers.

Healthcare: Over past two years, there has been a spurt in Nigerian patients going to India for treatment. On an average 15000 medical visas are issued per year to Nigerians. Nigeria’s first super speciality hospital in Abuja set up by New Delhi based Primus Super Speciality Hospital, was inaugurated on December 10 2010, beginning with its OPD. In November 2009, Apollo Hospitals entered into an operational management services partnership with Lagos-based private healthcare group Hygeia. On October 2, visiting Indian Minister of State for Corporate Affairs Shri Salman Khursheed laid the foundation stone of Nigeria-India Friendship Hospital, Abuja to be constructed by Dr. Hassan‘s Hospital.

Power Sector: There are about 15 Indian companies engaged in Nigeria’s power sector- Generation, Transmission and Distribution as Engineering Procurement Construction (EPC) contractors.

1. **PIO Companies:**

Prominent PIO groups in Nigeria are: Chanrai family (Agribusiness and automobiles), Dana (Pharma, steel, electronics, consumer goods, domestic airline), Chellarams (consumer goods, foodstuff, financial services, art), Keshwanis (Retailing and Construction) and Mehtanis’ Churchgate Group (Construction), DUFIL Prime Food Ltd., Indorama (Hqrs in Indonesia) Olam Nigeria Ltd promoted by Indian, but the Singaporean Government has majority shares], etc.

It is informally estimated that there would be around US$ 10 billion of investment by Indian companies in Nigeria. It is also widely believed even in the official circles that Indian-owned/managed industry is the 2nd largest employer of industrial manpower after the Federal Government.

India’s exports to Nigeria have been increasing steadily for the last few years. India remained Nigeria’s top export destination. Netherlands, Spain, UK and Brazil were the other major export destinations.

* **Main Export Sectors:**

Indian pharmaceuticals are the largest player in Nigerian market supplying over a third of its total demand, which, in turn, is the largest market in African continent. These pharmaceuticals are imported in retail as well as bulk forms. Nearly 33 Indian or India-linked companies are active in importing or/and domestic manufacturing pharmaceutical products in Nigeria. They include Ranbaxy, Cadila, Emcure, etc. They have formed an association called IPMIN (Indian Pharmaceuticals’ Manufactures and Importers in Nigeria) to collectively defend their interests.

Bajaj Auto has created a niche for their motorcycles in Lagos where they are used as taxis. The company counts Nigeria as their largest market outside India for motorcycles and three wheelers and has already set up its second assembly line in Lagos. Other Indian two wheelers companies, such as TVS and Kinetic, are also active in Nigeria. With establishment of Tata - Africa Nigeria in early 2009, the company has begun offering its entire range of automotive products in Nigeria. Ashok Leyland and Mahindra are also marketing their products locally. Mahindra and Sonalika have set up assembling plants for their tractors in Nigeria.

On 10th May, 2016, Total Nigeria Plc signed an after-market partnership agreement with Tata Africa Services Nigeria Ltd. to supply high performance Total-branded lubricants as part of their agreement signed between Total and Tata motors in Mumbai in September 2015.

Indian exports have substantial presence in power generation and transmission equipment, automobiles (esp. two-wheelers) and steel sectors.

Hydrocarbon Sector: India has become the largest importer of Nigerian crude replacing USA in the recent times. Nigeria is now providing 12% of our annual crude oil requirement. India had the top spot of Nigeria crude oil export with importation of 23 million barrels and 1.5 mb of other petroleum products, equivalent of 13% of Nigeria total export amounting to US$9.94 billion (2015-16). Thus, Nigeria is highly important from our energy security perspective. The IOCL signed the term contract with Nigerian National Petroleum Company (NNPC) on January 26, 2016 and the HPCL in early March, 2016. Sterling and Essar were the main Indian companies involved in oil exploration.

* **Indian Companies Supporting Nigerian O & G Companies:**

Dangote Group of Nigeria is active in development of an Oil Refinery as well as a Fertilizer plant. A number of Indian companies are associated in project management, construction and supply of other accessories for these two plants. Indian companies working/worked in the Dangote Oil Refiniry Project are : EIL, Fabtech, Indcon Projects, Patels Airtemp, Temasme, Phils Engg, Techno, Larsen & Toubro, Godrej, Vijay Tanks, ISGEC, Altech, Diamond Engineering, Bharat Bijlee, Thermax and Emmerson.

Indian companies working/worked in the Dangote Fertiliser Project are: Tata Consulting Engineers Ltd., Va Tech Wabag, Onshore Construction Company Ltd., Diamond Engineering, Larsen &Tubro, Godrej & Boyce, Emerson Process, Essar Heavy Engineering, Paharpur Cooling Towers Ltd., Virgo Valves & Controls, Oswal Industries, Isgec Heavy Engineering, Flow Service and STF Salvatore Trifone&Figli.

* **Development Cooperation:**

EXIM Bank LOC: The GoI-supported Lines of Credit (LoCs) amounting to US$ 100 million was extended to Nigeria during the visit of the Indian Prime Minister Dr. Manmohan Singh in October 2007. India’s EXIM Bank is now in the process of handing over US $ 60 million as the (LOC) for two projects viz. Kaduna – US$ 30 million for solar power, and Cross Rivers – US$ 30 million for transmission and electrification purposes. Based on the advice of DPA, MEA, the Enugu State has been requested to re-tender the project for the remainder of the LoC i.e. US$ 40 million which has been requested for a power sector project.

India’s offer for Food Testing Laboratory under IAFS-II has been accepted by Nigeria. ICRISAT & NAFDAC are the lead Indian and Nigerian Agencies respectively for implementing the project.

Pan African e-Network Project : On February 26,2009, the inauguration of Pan African e-Network Project at TCIL, New Delhi by the then EAM, Shri Pranab Mukherjee, was attended by Prof. Dora Akunyili, Nigerian Minister of Information & Communication at the Learning Centre, University of Lagos. Telemedicine and e-Learning are both operational. University College Hospital, Ibadan Lagos and University Teaching Hospital are both connected with their Indian counterparts.

NRI/PIO Community: Total Indian community in Nigeria is estimated to be around 40,000 persons. Out of these about 5000 are thought to be foreign passport holders. Majority of them live in Lagos. Abuja has around 800 Indian expats. In general, Indians are well off and enjoy non-controversial existence in Nigeria. However, like other expatriates, they also suffer from insecurity and crime. The community runs a CBSE affiliated Indian Language School in Lagos with over 2500 students. It also has two temples in Lagos and a number of cultural and ethnic associations, most prominent of which is Indian Cultural Association, Lagos.

**Nigeria: Trade Statistics**

**Exporter Rank 49** / 135

**Importer Rank 51** / 134

**Trade Balance Rank 82** / 134

**Total Trade**

|  |  |
| --- | --- |
| **Total Exports (2016)** | $32,883,045,467 |
| **Total Imports (2016)** | $35,194,301,007 |
| **Trade Balance (2016)** | ($2,311,255,540) |
| **Exports of goods and services (% of GDP) (2015)** | 10.63% |
| **Imports of goods and services (% of GDP) (2015)** | 10.49% |

**Import Partners of Nigeria (Top 10)**

| **Country** | **Total Import USD$** |
| --- | --- |
| China | $6,922,913,266 |
| Belgium | $4,267,635,120 |
| Netherlands | $4,102,443,748 |
| United States | $2,818,662,131 |
| **India** | **$1,799,452,943** |
| United Kingdom | $1,449,582,836 |
| France | $1,356,555,141 |
| Germany | $1,086,048,775 |
| Brazil | $1,021,514,427 |
| United Arab Emirates | $637,592,921 |

**Top ten Products India Exports to Nigeria**

**(Values in US$ Million)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **S.No.** | **Top Products Exported to Nigeria by India** | **Jan-Oct-2016** | **% Export Share** | **Growth%** |
| 1 | [medicaments (excluding goods of heading 3002, 3005 or 3006) consisting of mixed or unmixed products for therapeutic or prophylactic uses, put up in measured doses (including those in the form of transferral administration systems) or in forms or packing](http://www.infodriveindia.com/india-export-data/3004-hscode-export/fc-nigeria-report.aspx) | $218.35M | 15.8105 | -9.8463 |
| 2 | [motorcycles (including mopeds) and cycles fitted with an auxiliary motor, with or without side-cars;](http://www.infodriveindia.com/india-export-data/8711-hscode-export/fc-nigeria-report.aspx) | $88.68M | 6.4210 | -49.6030 |
| 3 | [carboys, bottles, flasks, jars, pots, phials, ampoules and other containers, of glass, of a kind used for the conveyance or packing of goods; preserving jars of glass; stoppers, lids and other closures, of glass](http://www.infodriveindia.com/india-export-data/7010-hscode-export/fc-nigeria-report.aspx) | $4.22M | 0.3057 | -96.2439 |
| 4 | [motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars](http://www.infodriveindia.com/india-export-data/8703-hscode-export/fc-nigeria-report.aspx) | $56.90M | 4.1197 | -50.6720 |
| 5 | [articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and other closures, of plastics](http://www.infodriveindia.com/india-export-data/3923-hscode-export/fc-nigeria-report.aspx) | $3.10M | 0.2244 | -76.4035 |
| 6 | [rice](http://www.infodriveindia.com/india-export-data/1006-hscode-export/fc-nigeria-report.aspx) | $11.30M | 0.8182 | -69.1982 |
| 7 | [embroidery in the piece, in strips or in motifs](http://www.infodriveindia.com/india-export-data/5810-hscode-export/fc-nigeria-report.aspx) | $29.12M | 2.1088 | -43.1242 |
| 8 | [structures (excluding prefabricated buildings of heading 9406) and parts of structures (for example, bridges and bridge-sections, lock-](http://www.infodriveindia.com/india-export-data/7308-hscode-export/fc-nigeria-report.aspx) | $29.11M | 2.1076 | -18.4611 |
| 9 | [stoppers, caps and lids (including crown corks, screw caps and pouring stoppers), capsules for bottles, threaded bungs, bung covers, seals and other packing accessories, of base metal](http://www.infodriveindia.com/india-export-data/8309-hscode-export/fc-nigeria-report.aspx) | $0.00M | 0.0000 | -100.0000 |
| 10 | [t-shirts, singlets and other vests, knitted or crocheted](http://www.infodriveindia.com/india-export-data/6109-hscode-export/fc-nigeria-report.aspx) | $50.17M | 3.6325 | 37.2010 |

**Top 10 Products India Imports from Nigeria**

**(Values in US$ Million)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **S.No.** | **Top Products Imported from Nigeria to India** | **Jan-Oct-2016** | **% Import Share** | **Growth%** |
| 1 | [petroleum oils and oils obtained from bituminous minerals, crude](http://www.infodriveindia.com/india-import-data/2709-hscode-import/fc-nigeria-report.aspx) | $6,426.30M | 90.2325 | -14.8569 |
| 2 | [petroleum gases and other gaseous hydrocarbons - liquefied](http://www.infodriveindia.com/india-import-data/2711-hscode-import/fc-nigeria-report.aspx) | $531.94M | 7.4690 | -13.7280 |
| 3 | [coconuts, brazil nuts and cashew nuts, fresh or dried, whether or not shelled or peeled - coconuts](http://www.infodriveindia.com/india-import-data/0801-hscode-import/fc-nigeria-report.aspx) | $48.29M | 0.6781 | -8.1653 |
| 4 | [aluminium waste and Mineral scrap](http://www.infodriveindia.com/india-import-data/7602-hscode-import/fc-nigeria-report.aspx) | $22.27M | 0.3126 | -13.9616 |
| 5 | [other oil seeds and oleaginous fruits, whether or not broken](http://www.infodriveindia.com/india-import-data/1207-hscode-import/fc-nigeria-report.aspx) | $7.05M | 0.0990 | 70.4116 |
| 6 | [unwrought aluminium](http://www.infodriveindia.com/india-import-data/7601-hscode-import/fc-nigeria-report.aspx) | $10.60M | 0.1488 | -22.1594 |
| 7 | [ginger, saffron, turmeric (curcuma), thyme, bay leaves, curry and other spices - ginger](http://www.infodriveindia.com/india-import-data/0910-hscode-import/fc-nigeria-report.aspx) | $5.69M | 0.0799 | -38.3664 |
| 8 | [unwrought lead](http://www.infodriveindia.com/india-import-data/7801-hscode-import/fc-nigeria-report.aspx) | $4.92M | 0.0691 | -37.2690 |
| 9 | [leather further prepared after tanning or crusting, including parchment-dressed leather, of other animals, without wool or hair on, whether or not split, other than leather of heading 4114](http://www.infodriveindia.com/india-import-data/4113-hscode-import/fc-nigeria-report.aspx) | $7.74M | 0.1086 | 60.9267 |
| 10 | [cocoa beans, whole or broken, raw or roasted](http://www.infodriveindia.com/india-import-data/1801-hscode-import/fc-nigeria-report.aspx) | $6.09M | 0.0855 | 78.5199 |

**Prospect of Doing Business in Nigeria from CAPEXIL’s Perspective:**

The leading Panels of CAPEXIL are associated with construction sector like the panel of **Cement, Clinkers and Asbestos Cement Products, Plywood, Ceramics and Allied Products, Natural Stones and Products, Paints, Printing Ink and Allied Products** etc. One of the booming industries of Nigeria is Real Estate.

**A cross section view of Real Estate Industry- Nigeria:**

* Residential properties Investment in private residential estates and luxury residential apartments is growing by the day. The gap in residential homes is estimated to be in a deficit of about 17 million housing units as at 2013. This presents a huge opportunity for private investments in the sector as well as public private partnerships to drive low income residential properties.
* Commercial office properties Real estate developers and well-funded conglomerates dominate the supply of commercial properties. Investments in grade-A commercial properties is growing in Nigeria's major cities of Lagos, Abuja and Port Harcourt. There are also opportunities in the mixed-use space.
* Industrial properties Industrial estates are established by the government. Activities in most of the industrial estates will increase with investment in power which is expected to trigger more activity.
* Commercial retail and hospitality properties Retail mall development has picked up in the last 5 years largely driven by the demographics and urbanisation rate. There are multiple shopping malls and hotels being developed across the country dominated by a mix of local sponsors, private equity firms and supported by local and foreign banks.
* Mortgage finance The Nigeria Mortgage Refinance Company (NMRC) was established (with ownership by mortgage and commercial banks, Development Finance Institutions and Government Sponsored Institutions) to bridge the costs of funding residential mortgages and to promote availability and affordability. The National Housing Fund (NHF) creates access to mortgage finance. Employers are mandated to deduct 2.5% of employees’ basic salary and remit to the Federal Mortgage Bank of Nigeria (FMBN). An individual needs to have contributed to the NHF for a minimum of six months to access a housing loan from the FMBN.

**Investment opportunities in Real Estate**

* Real estate development across all sub sectors.
* Providing risk capital and bank financing for real estate.
* Affordable low income residential property development.
* Providing related construction services.

One of the primary panels of CAPEXIL is Rubber Products and this too has a very steady demand and booming market in Nigeria

**A cross section view of Rubber Industry in Nigeria:**

Rubber products in Nigeria are used in household items such as footwear, mats, and gloves, and automobile related products such as tires and tubes, industrial goods include conveyers and belts, hoses etc. Rising vehicle sales coupled with favourable government policies are expected to boost rubber tyre market in Nigeria over the next five years. With a vehicle motorization rate of around 28 vehicles per 1,000 people, Nigeria offers a huge potential for new vehicle sales over the next five years, thereby promising a positive outlook for the country's rubber tyre industry as well. Nigeria offers a market worth 420 million USD. India exported USD 20 million worth of Rubber articles to Nigeria India ranks 3rd in overall rubber imports of Nigeria. According to industry reports, during the past six years the use of use in Africa has grown by an astounding 150%.

**Nigeria-a land of extensive Mining resources**

Nigeria has vast reserves of solid minerals, including precious and base minerals, industrial minerals, energy minerals and metals. The country was a major exporter of tin, columbite and coal in the 1960s to early 1970s. However, activities in this sector began to steep downward by the mid-1970s due to a number of political and economic factors, especially the significant focus on crude oil production as a major source of foreign exchange for the country.

The government of the country had put a lot of effort to revamp the sector. In 1999, a new national focus and strategy on mining evolved and this culminated in the enactment of the Nigerian Minerals and Mining Act (the Act) in 2007, amongst other policy efforts. However, these efforts have not brought any distinctive growth in the sector; with the sector’s contributions to the Nation’s Gross Domestic Product (GDP) remaining at less than 1% as at 2015. By the first half of 2016, Nigeria entered into a period of economic recession, which continued in the third quarter of the year.

To demonstrate Government’s commitment to the diversification plan, the Ministry of Mines and Steel Development (MMSD or the Ministry) issued a revised sector growth and development roadmap, with the objective of addressing the key challenges identified in the sector and outlining strategies for rapid development and utilization of key minerals and metals. One of the targets of the roadmap is the growth of the sectors’ total contribution (direct and indirect) to Nigeria’s GDP to about 10% by 2026. The Government has launched a N30 billion intervention fund to open up the sector to multinational companies. The fund will be used to promote exploration and research. Government is also open to negotiation with respect to the concession of the country’s railway infrastructure to boost evacuation.

The mining sector of Nigeria can be categorized according to the key activities in the sector as follows: exploration and mining (upstream), processing and beneficiation (midstream), and marketing and transportation (downstream). The Government plans to implement some initiatives to enliven the mid-stream subsector. For example, there are plans to bolster production and beneficiation of industrial and ferrous minerals by initiating policies that stipulate minimum local content threshold for the utilization of these minerals by various industries/sectors.

The downstream subsector is taken over by individuals and indigenous companies, the upstream subsector is led by small scale/artisanal miners, and local integrated manufacturing companies (like, cement manufacturers that extract limestone for use). Also, a few junior mining companies have executed joint venture arrangements with indigenous companies for mining operations.

**Source India Nigeria 27 - 29 March 2018, Eko Hotel & Convention Center, Lagos, Nigeria**

CAPEXIL is one of the co-organizers of the 4th edition of the Source India show in Nigeria during Source India Nigeria 27 – 29 March 2018 at Eko Hotel & Convention Center, Lagos, Nigeria.

The Source India Nigeria is trade show cum BSM (Buyer Seller Meet) with a focus on cost effective promotion of Indian exporters in Nigeria and facilitate direct access to potential buyers and influential decision makers. It is expected to have 3000 trade visitors from Nigeria and other neighbouring West African countries where approximately 200 Indian exhibitors from will be exhibiting and show casing their products & services.

The show will focus sectors like Auto and Components, Healthcare and Pharmaceuticals, engineering, IT and Telecom, Plastic and Rubber, Food and Agriculture, Infrastructure and Building

The sector line of the show encompasses two major sectors of CAPEXIL and those are Infrastructure and Building, Plastic and Rubber

**Major Trade Fairs and Exhibitions in Nigeria:**

|  |  |
| --- | --- |
|  | |
| [**Nigeria Construction Industry Exhibition 2018**](https://www.tradeindia.com/TradeShows/66983/Nigeria-Construction-Industry-Exhibition-2018.html) | |
|  | |
| **Date :** | 16 July 2018 - 18 July 2018 |
| **Venue :** | Abuja International Conference Center, Abuja, Nigeria |
| **Description :** | Nigeria Construction Industry Exhibition 2018 will be taken place at Abuja International Conference Center, Abuja, Nigeria. Nigeria Construction Industry average growth rate has reached 9.5% in the last 5 years. In spite of the unprecedented pace in highway and infrastructure construction investments by the Nigerian government, Lakki Free Zone, massive projects such as Nigeria Eko Atlantic City has led to become one of Africa's most important construction markets. |

|  |  |  |
| --- | --- | --- |
| [**Plastprintpack Nigeria 2018**](https://www.tradeindia.com/TradeShows/55920/plastprintpack-Nigeria-2018.html) | | |
| |  | | --- | |  | | | |
| **Date :** | 27 March 2018 - 29 March 2018 | |
| **Venue :** | The Landmark Convention Centre, Lagos, Nigeria | |
| **Description :** | Plastprintpack Nigeria 2018 is a premier event related to Plastics, Composites, Chemistry, Printing & Packaging Solutions and Material. Plastprintpack Nigeria 2018 is going to be held for three continuous days from 27th to 29th March 2018 at The Landmark Convention Centre, Lagos, Nigeria. Exhibitors will get a unique platform and opportunity to showcase their products and services in front of a vast range of visitors which will help them to take their business to a new high. Many visitors will visit this event. | |
| [**Nigeria Build Expo 2018**](https://www.tradeindia.com/TradeShows/64823/Nigeria-Build-Expo-2018.html) | | |
| |  | | --- | |  | | | |
| **Date :** | | 02 August 2018 - 04 August 2018 |
| **Venue :** | | Landmark Centre, Lagos, Nigeria |
| **Description:** | | Nigeria Build Expo 2017 will be held during 02-04 August 2018 at Landmark Centre, Lagos, Nigeria. Nigeria is now Africa's largest foreign direct investments beneficiary, and its diversification is well underway. Indeed, the non-oil sector is growing faster than the oil sector as Nigeria's 182 million-strong population starts getting wealthier and consuming more and more. Nigeria market is without doubt the biggest in Africa with an official population figure of 182 million. |

**Bibliography**

[**www.doingbusiness.org/data/exploreeconomies/nigeria**](http://www.doingbusiness.org/data/exploreeconomies/nigeria)

[**https://www.pwc.com/ng/en/publications/doing-business.html**](https://www.pwc.com/ng/en/publications/doing-business.html)

[**https://qz.com/1117210/is-it-really-any-easier-to-do-business-in-nigeria/**](https://qz.com/1117210/is-it-really-any-easier-to-do-business-in-nigeria/)

**https://www.vanguardngr.com › News**

**https://tradingeconomics.com › Countries › Nigeria**

[**www.expatarrivals.com/nigeria/doing-business-in-nigeria**](http://www.expatarrivals.com/nigeria/doing-business-in-nigeria)[**http://hcindia-abuja.org/index.php**](http://hcindia-abuja.org/index.php)

**http://www.tpci.in/eventdefault/source-india-nigeria/**

[**https://www.tradeindia.com/TradeShows/Country/NG/page-2.html**](https://www.tradeindia.com/TradeShows/Country/NG/page-2.html)

**https://home.kpmg.com/ng/en/home/insights/2017/06/nigeria-mining-sector--an-overview.html**