



African Continental Free Trade Area (AfCFTA) – Impact and Readiness Assessment

Volume I
Executive Summary

May 2019

Report Layout

Due to the technical nature and size of the information collected as part of the study, the report of the impact and readiness assessment is presented in three volumes as follows:

Volume I: Executive Summary

This volume contains the summary of the findings of the assessment of the potential impacts of the African Continental Free Trade Area (AfCFTA) Agreement and the requirements to prepare Nigeria for the advent of the AfCFTA trading regime in Africa.

Volume II: Main Report

This volume contains the full report of the assessment of the potential impacts of the African Continental Free Trade Area (AfCFTA) Agreement and the readiness requirements.

Volume III: Key Reference Documentation

This volume contains selected reference documentation including technical studies reports and position papers from public and private organizations and stakeholder groups.

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Introduction

The Presidential Committee on Impact and Readiness Assessment of AfCFTA was set up to independently assess the benefits and risks of AfCFTA to Nigeria and to propose short, medium and long-term measures to manage them. It is expected to add to the body of knowledge to guide the President's decision on the AfCFTA.

The Committee comprised a Steering Committee and a Technical Work Group (TWG). The Steering Committee was co-chaired by the Hon. Minister of Industry, Trade and Investment and the Chief of Staff to the President and included Ministers and Heads of Departments, Agencies and Stakeholder Groups.

The Technical Work Group (TWG) comprised an independent Chairman and representatives of 50 MDAs and 9 industry and civil society stakeholders. The full list of the Steering Committee and the Technical Work Group members can be found in [Appendix VIII](#).

Mandate of the Committee

- 2) The mandate of the committee covered impact and readiness assessments for the AfCFTA and governance arrangements to ensure effective coordination of actions related to the AfCFTA whether Nigeria becomes a member or not.
- 3) The impact assessment covered:
 - a) impact of the AfCFTA on Nigeria's national development aspirations and objectives;
 - b) implications of the AfCFTA for government revenue, fiscal and monetary policies;
 - c) effects on smuggling, dumping and other predatory trade practices which are already having significant negative effects on Nigeria's economy and priority sectors;
 - d) implications of the changes that AfCFTA will induce in intra-Africa trade patterns;
 - e) effects of AfCFTA on legacy bilateral and multilateral trade agreements; and
 - f) implications for national security, taking into account the free movement of persons that will ultimately result from the AfCFTA and Nigeria's current security challenges.
- 4) The readiness assessment scope covered:
 - a) identification of critical trade enhancing projects, policies, reforms and compliance actions to be implemented over 5-10 years to realize the benefits and mitigate the risks of AfCFTA;
 - b) actions to enforce relevant ECOWAS protocols on safeguards (e.g. rules of origin, non-tariff barriers, smuggling) to provide a first line of defense for Nigeria and to test the reasonableness and practicality of implementing similar safeguards in the AfCFTA Agreement; and
 - c) definition of governance and stakeholder management arrangements to:
 - i) mainstream trade into national development plans;
 - ii) harmonize, coordinate and communicate trade programmes; and
 - iii) continuously acquire and disseminate reliable trade research and intelligence information to policy and investment decision makers.

Study Approach & Methodology

- 5) The Committee employed both quantitative and qualitative methods for the study. The quantitative methods included a regional Computable General Equilibrium (CGE) model which assessed potential changes in intra-Africa trade flows and their implications for government revenue, GDP, household income and consumption and returns on capital¹.

¹ The CGE model accounted for 30 African countries that constitute about 93% of the continent's GDP

- 6) As a result of limitations in the CGE model arising from time constraints, descriptive analysis and econometric models were used to examine the effect of AfCFTA on monetary policy variables.
- 7) Econometric modelling also formed the basis of the study commissioned by the Manufacturers Association (MAN) to assess the impact of AfCFTA on manufacturing output, jobs and investment.
- 8) Research, submissions from MDAs and stakeholders, international trade databases and global benchmarks provided basis for other impacts and readiness assessments.

Background & Guiding Principles

- 9) The work of the Committee was guided by the following realities or guiding principles:
 - a) Nigeria is a leading member of the African Union and signatory to several protocols to promote African integration, including the Abuja Treaty that established the African Economic Community;
 - b) the Abuja Treaty has among its objectives, the strengthening of Africa's regional economic communities, establishment of a free trade area, common external tariff and common market and gradual removal of obstacles to the free movement of persons, goods, service, capital and the right of residence and establishment. Therefore, AfCFTA is in furtherance of the Abuja Treaty;
 - c) section 19 of Chapter II of the 1999 Constitution (as amended), specified Nigeria's foreign policy objectives to include, inter-alia, the promotion and protection of national interests as well as the promotion of Africa integration and support for African unity;
 - d) Nigeria's economy recently emerged from a very painful recession. Recovery has been steady but very slow. In 2018, GDP grew by 1.93% compared to 4.8% forecasted in the Economic Recovery and Growth Plan (ERGP). In addition, unemployment figures remain very high;
 - e) predatory trade practices targeted at Nigeria especially smuggling and abuse of rules of origin have persisted despite active ECOWAS protocols, other bilateral agreements on rules of origin and customs cooperation signalling gaps in execution. Considering that 92% of Nigeria's imports come from outside Africa, AfCFTA arrangements have to include practical and enforceable mechanisms to contain predatory trade practices;
 - f) the establishment of the AfCFTA is being progressed in phases. Phase I involves the agreement to establish the AfCFTA, the protocols on trade-in-goods and trade-in-services and their annexures, and the rules and procedures on the settlement of disputes. Phase II includes protocols on competition policy, investment and intellectual property;
 - g) following the decision to delay the signing of the AfCFTA, a 9-month nationwide sensitization and consultation of AfCFTA stakeholders were undertaken. The consultation articulated stakeholders' views on the AfCFTA in the 5 Communiques and 1 Factual Summary from the 6 Geopolitical Zones and the 12 autonomously submitted inputs by Nigerian private sector operators.
 - h) As at 29th April 2019, 52 African countries have signed the AfCFTA agreement. Also, on this date, 22 African Union Members that are signatories have ratified and deposited their "Instruments of Acceptance" with the Chairperson of the African Union Commission (AUC). As provided in the Agreement Establishing the AfCFTA, the agreement shall come into force 30 days after 22 signatory AU Member States have deposited their Instruments of Ratification to the African Union Commission.
 - i) Therefore, the AfCFTA shall come into force on May 30th 2019 and shall be launched, operationally, by all Heads of State and Government of the African Union at their Extraordinary Summit, in Niamey, on July 7th 2019.
 - j) negotiations on the annexures to Phase I (agreement and protocols) commenced in June 2018 and are ongoing. These negotiations involve specific and substantive discussions on the needs and concerns of each member state and on the details of implementation.

- k) Nigeria rejoined the negotiations in December 2018, as an Observer, in the capacity of Chairman of ECOWAS. By the principle of variable geometry² as described in Article 5c of the agreement establishing the AfCFTA, Nigeria will have to accept and abide by decisions reached whenever it decides to join the AfCFTA bloc;
- l) Annexures being negotiated under the Protocol on Trade in Goods include: (i) Schedule of Tariff Concessions (ii) Rules of Origin; (iii) Customs cooperation and mutual administrative assistance, (iv) Trade facilitation; (v) Transit trade and Transit facilitation; (vi) Technical barriers to trade; (vii) Sanitary and Phytosanitary measures; (viii) Non-tariff barriers; and (ix) Trade remedies; and
- m) the Trade-in-Services Annexures include: (i) Schedules of specific commitments; (ii) Most Favoured Nation (MFN) exemption and (iii) Annex on air transport.
- 10) The above realities and guiding principles provided the Committee with the basis for its evaluation of the AfCFTA from the perspectives of Nigeria's **national interest** (*short and long term*); **foreign policy objectives** and the **ability to undertake the necessary readiness interventions**, to address the following questions:
- should Nigeria join the AfCFTA now?
 - should it delay joining it until certain milestones are met?
 - should the country decline to join the AfCFTA altogether?

Overview of Africa's Trade

- 11) The table below summarizes Africa's trade in goods based on 2017 statistics:

Table 1: African Trade Statistics (2017)

REC Name	GDP (\$Bn)	% of Africa GDP	Population (Mil)	% of Africa's Population	GDP per capita (\$)	Global Trade (\$Bn)	Intra-Africa Trade (\$Bn)	Global Trade balance (\$Bn)	Intra-Africa Trade balance (\$Bn)
ECOWAS	565.09	24.9%	359.8	28.9%	1,537.40	165.9	25.9	4.8	5
SADC	680.02	30.0%	316.9	25.4%	2,146.20	327.1	73.4	18.4	2
EAC	169.66	7.5%	185.5	14.9%	914.5	45.7	9.8	-18.5	0.9
UMA	360.35	15.9%	99.4	8.0%	3,625.80	221.1	11.1	-28	0.6
ECCAS	180.74	8.0%	89.5	7.2%	2,019.00	54.7	12.1	6.5	-1.7
COMESA	714.56	31.5%	528.7	42.4%	1,351.50	237.3	35.6	-66.4	-6.2
Africa (Total)	2266.68	100%	1246.2	100%	1818.9	930.65	135.4	-77.7	6.5

Source: International Trade Center, Trade Map Data 2017

- 12) As shown in the table, the total trade in goods by Africa countries in 2017 was US\$930.65bn, comprising of \$504.17bn of imports and \$426.48bn of exports.
- 13) Although Africa's total trade in goods grew by 17% in 2017, it remained well below the \$1.1 trillion recorded in 2014. Similarly, the share of Africa in world's total trade declined from 2.95% in 2014 to 2.63% in 2017.
- 14) At the continental level, intra-African trade in goods was US\$135.4 billion in 2017, representing only 14.6% of Africa's total trade. This means that over 85% of Africa's total trade (exports and imports) was with countries outside the continent. This contrasts sharply with intra-EU trade (69.8%), intra-American trade (46%) and intra-Asian trade (59.6%).
- 15) In terms of trade at the regional economic community (REC) level, SADC³ accounted for 35% of Africa's global trade and 54% of intra-African trade in 2017. This was followed by COMESA⁴ with

² Variable Geometry means that countries can opt-in at a later stage and enjoy same privileges but shall abide by all commitments and obligations that had been agreed by early members

³ SADC - Southern Africa Development Community

⁴ COMESA - Common Market for Eastern and Southern Africa

26% share each of Africa's global and intra-African trade. The UMA⁵ and ECOWAS⁶ came third and fourth respectively, accounting for 24% and 18% of Africa's global trade as well as 8% and 19% of intra-African trade, respectively. ECCAS⁷ and EAC⁸ accounted for 6% and 5% of Africa's global trade and 9% and 7% of intra-African trade respectively.

- 16) The African RECs exhibited considerable variation in terms of trade balances. For instance, ECOWAS, SADC, EAC and UMA recorded balance of trade surplus in their intra-African trade while ECCAS and COMESA recorded deficits. However, at the global trade level, EAC, UMA and COMESA recorded huge balance of trade deficits.
- 17) The top ten most traded products among African countries were crude petroleum, natural gas, refined petroleum products, gold (in raw and semi-processed forms), and non-industrial diamonds, frozen fish, ships and light vessels, sugar, vehicles (for transport of people and goods) and cement.
- 18) The top ten intra-African trading countries ranked by value of trade were South Africa (23.5%), Namibia (5%), Zambia (4.9%), Nigeria (4.4%), Egypt (4.1%), Cote d' Ivoire (3.6%), Botswana (3.4%), Congo Dem. Republic (3.1%), Kenya (3%) and Morocco (2.8%). These countries accounted for 58% of total Intra-African trade in 2017, equivalent to \$78.3bn per annum.
- 19) Appendix I(A) shows the most traded products of Africa's top ten trading nations. For example, some of South Africa's top ten intra-African exports include petrol/light oils, electrical energy, motor vehicles, bituminous coal, maize, medicaments and machinery parts. On the other hand, South Africa's intra-African imports include crude oil, gold, natural gas, raw cane sugar, and chemical products. In contrast, Nigeria's intra-African exports consist of crude oil, LNG, cigarettes, cement, and urea, while her intra-African imports include polypropylene, NPK fertilizer, chemical products, petrol/light oils and salts, among others.
- 20) In terms of trade in services, at \$263bn in 2015, Africa accounted for 2.7% of the world's total trade, similar to its global share of trade in goods.
- 21) The WTO classifies services into the following 12 sectors: business services, communication services, construction and related-engineering services, distribution services, educational services, environmental services; financial services (bank and non- bank financial services); health-related and social services, tourism and travel-related services, recreational, cultural and sporting services, transport services (road, air and maritime services); and other services. A further breakdown of these service sectors is included in [Appendix I \(D\)](#).
- 22) Trade in services is also classified into 4 distinct categories based on the mode of service supplier. These modes include (1) cross border trade which does not require the physical presence of the service supplier, e.g. consultancy, tele-medicine, distance learning and architectural drawings; (2) consumption abroad, such as tourists, students and patients consuming the respective services outside their territory; (3) commercial presence requiring the presence of the service supplier in the territory of another member country, e.g. affiliate of a bank, hotel group, construction company; and (4) presence of natural persons of a Member country in any other Member country, e.g. employees of a foreign service firm, health workers, consultants.
- 23) Egypt's global trade in services, valued at \$37.4bn in 2017, was the highest in Africa, followed by South Africa (\$31.9bn), Morocco (\$27.1bn), Nigeria (\$23.2bn), and Ghana (\$16.5bn). However, on a per capita basis, Morocco occupies a premier position on the Africa's trade in services league table with \$758.25 followed by Ghana (\$572.32), South Africa (\$562.41), Egypt (\$383.39) and Nigeria (\$122.11).

⁵ UMA - Maghreb Arab Union consisting of Algeria, Tunisia, Morocco, Libya and Mauritania

⁶ ECOWAS – Economic Community of West African States

⁷ ECCAS - Economic Community of Central African States

⁸ EAC- East African Community

Overview of Nigeria's Trade with Africa

- 24) The Nigerian economy is dominated by Services (telecommunications, finance, business, education, recreational, tourism, transportation, etc.), accounting for 57% of the country's GDP, followed by Agriculture (25%), Manufacturing (9%), and Mining & Quarrying (8.8%).⁹
- 25) Nigeria's formal total global trade in 2017 was estimated at US\$75.8 bn, comprising \$44.5bn of exports and \$31.3 bn of imports.¹⁰ On the other hand, informal trade was estimated at \$16.4bn (\$7bn exports, \$9.4bn imports), resulting in total trade in goods of \$92.2bn (\$51.5bn exports, \$40.7bn imports).
- 26) Informal trade involves cross-border transactions in agricultural products, livestock, and parallel trade, i.e. completely unrecorded imports and exports, including trans-shipped and smuggled products.¹¹
- 27) In 2017, crude oil and gas accounted for 95% of formal exports, while agricultural commodities and manufactured products accounted for 2.5% and 2% respectively.
- 28) Nigeria's trade with Africa, at \$6 bn (\$4.9bn exports, \$1.1bn imports), represents 8% of its total trade in goods, making her the 4th highest intra-African trader in goods after South Africa (\$31.8bn), Namibia (\$6.8bn) and Zambia (\$6.7bn).
- 29) The product composition of Nigeria's exports to Africa is: crude oil (82%), natural gas (4.2%), electrical energy (2.1%), cigarettes (2%), vessels (1.8%), and other products (7.2%).
- 30) The major destinations of Nigeria's goods in Africa are: South Africa, Togo, Côte d'Ivoire, Senegal, and Cameroon while most imports originate from South Africa, Morocco, Côte d'Ivoire, Swaziland and Egypt. Nigeria's top imports from Africa include polypropylene, fertilisers, refined petroleum products, chemicals, apples, frozen fish, and palm oil.
- 31) Nigeria's global trade in services of \$23.25bn in 2015 made her the 3rd highest African country in trade in services, after Egypt (\$36.06bn) and South Africa (\$30.58bn).
- 32) Although Nigeria maintained same value in its trade in services in 2017 (\$23.26bn), She was pushed down to the 4th position by Morocco which grew her services trade from \$22.6bn in 2015 to \$27.06bn in 2017.
- 33) In addition, Nigeria has been experiencing an unfavourable balance of trade in services vis-à-vis other African countries. For example, in 2017, Nigeria's imports of services, at \$18.2bn, far outweighed exports, at \$5bn, resulting in a huge balance of trade deficit of \$13.2bn. On the other hand, Egypt and Morocco achieved trade surpluses of \$1.01bn and \$6.76bn in services, respectively.
- 34) Nigeria's trade in services is dominated by transport, travel and other business services, which together accounted for 86% of services imports and 76% of exports.
- 35) For example, in 2017, travel services, which include citizens' expenditure for business and personal travel on short term trips abroad (<1 year) for education, health, leisure, etc., amounted to \$8.33bn or 36% of Nigeria's total trade in services ¹².
- 36) The total travel services consisted of imports and exports at \$5.8bn and \$2.54bn, respectively. This suggests that developing Nigeria's health and education systems to world standards can add up to \$5.8bn per annum directly to the Nigerian economy.

⁹ Nigerian Bureau of Statistics

¹⁰ International Trade Center Trade Map 2017

¹¹ World Trade Organization (WTO)

¹² IMF Balance of Payment Manual 5th Edition (Classification of Services)

- 37) Nigeria's trade in Transport services¹³ amounted to \$5.9bn in 2017, consisting of imports of \$4.6bn and exports \$1.3bn. Thus, growing the capacity of the local transport sector can potentially boost Nigeria's economy by nearly \$5bn per annum.
- 38) In contrast, the financial services sector (including insurance and pension), which is seen as an area where Nigeria possesses a comparative advantage, contributed a mere \$1.7bn (\$1.35bn imports and \$0.36bn exports) to Nigeria's total trade in services.

¹³ Transportation services covers all modes (sea, air, land, coastal, inland waters and pipeline).

Findings of Impact Assessment

Review of the alignment between AfCFTA and national development plans

- 39) The review of the provisions of the AfCFTA agreement and the ERGP showed that:
- a) AfCFTA can complement the ERGP's economic diversification objectives by offering preferential access to the African market worth \$504.17bn in imported goods and services (\$475.3bn of market expansion and \$28.92bn of import substitution).¹⁴
 - b) Africa's main imports are manufactured goods and include products that Nigeria has marked as priority products for industrialization and economic diversification, in the ERGP.
 - c) However, as highlighted in the trade overview section above, Nigeria and African countries trade mostly with other continents due to lack of productive capacity. As such, realizing the private sector investments in production capacity detailed in the ERGP is a pre-requisite for Nigeria and other African countries to take advantage of the preferential market access offered by AfCFTA.
 - d) the ERGP and the AfCFTA are also aligned in the priority services sectors which include: transport, tourism and travel, financial services, communications, digital economy, and e-commerce. The list of Nigeria's priority goods and their market potentials in Africa is included in [Appendix II](#).

Impact of AfCFTA on preferential market access

- 40) The Enabling Trade Index (ETI) measures foreign market access based on the weighted average of tariffs faced and the margin of preference of a country's goods in destination markets.
- 41) On the ETI, Nigeria ranked **123rd** out of **136** countries in terms of **foreign market access**. This provides stark evidence that Nigeria's products face acceptance hurdles in foreign markets.
- 42) In comparison, Kenya ranked 24th, Morocco (30th), Ethiopia (32nd), Egypt (54th) Cote d' Ivoire (83rd) Ghana (94th) and South Africa (100th). Nigeria's poor showing on this index is a result of its historical dependence on petroleum as its only source of export revenue.
- 43) Thus, AfCFTA's ambition to eliminate tariff on 90% of tariff lines in 5 years plus "national treatment"¹⁵ in the agreement, provide opportunities to level the playing field for Nigeria's exports in Africa.
- 44) Given that 92% of Nigeria's trade is with non-African countries, Nigeria's pursuit of preferential market access needs to extend to its major trade partners. This can be achieved via bilateral negotiations but with AfCFTA, Nigeria will be negotiating as part of a bloc which will afford it additional leverage.
- 45) Boosting trade with Africa under current market access terms is clearly not a viable option. So, should Nigeria stay out of AfCFTA, it will have to negotiate bilateral trade agreements with key AfCFTA countries. That option will be effort intensive, limited by the AfCFTA terms binding the trade partners and therefore likely to result in less favourable terms for Nigeria.

Impact of AfCFTA on predatory trade practices and implications of legacy trade agreements

- 46) Under-reporting of imports and smuggling are likely to increase with AfCFTA as:
- a) Nigeria and African countries lack capacity, resources and the will to effectively and comprehensively enforce their borders as evidenced by the high rate of informal trade, under-reporting of imports (N2.69 trillion by value of goods undeclared)¹⁶ and smuggling (as

¹⁴ The market expansion opportunity is based on total imports from other African countries, import substitution opportunity represents total value of Nigeria's imports (Source: Trademap.org)

¹⁵ National treatment means that beneficiary's exports will get same treatment as local products of the importing African country.

¹⁶ Based on Mirror trade data on ITC's Trade Map

evidenced by the 495% growth in parboiled rice imports by Benin Republic since Nigeria raised tariff on rice in 2013);¹⁷

- b) AfCFTA provides a strong incentive for duty free cross border movement of goods from non-African countries disguised as African goods. This risk is high for Nigeria considering that 92% of Nigeria's imports come from the rest of the world;
- c) the Economic Partnership Agreement (EPA) signed by all ECOWAS countries except Nigeria¹⁸ positions these countries as staging posts for goods from EU countries disguised as goods from ECOWAS. AfCFTA will extend this risk to the 52 AfCFTA countries, whether Nigeria joins AfCFTA or not;
- d) unlike in the European Union and the North American Free Trade Agreement, neither ECOWAS nor AfCFTA use import quotas to checkmate the influx of exclusive or sensitive products from non-African countries; as provided for under article on Conditional Exceptions of the GATT 1994;
- e) a tariff quota permits the import of a certain quantity of a commodity duty-free or at a lower duty rate, while quantities exceeding the quota are subject to a higher duty rate. Within the quota, the tariff rate is zero (duty-free) or low. Outside the quota the tariff rate is much higher. Importing outside a tariff quota is not impossible, but the tariff rate could be so high that it's unprofitable. In other words the quota is a limit on the quantity eligible for lower duty
- f) the AfCFTA protocol on dispute settlement available to AfCFTA members provides a mechanism for enforcement. This mechanism currently does not exist in ECOWAS and will even the AfCFTA dispute resolution organization will require time and dedicated effort to operationalize. As such, robust short term measures are required while the structures are being put in place.
- g) Such measures are required at ECOWAS and AU level and will involve designing, implementing and enforcing rules of origin, use of import quotas, continental customs cooperation and other mechanisms to protect Nigeria and other African countries from predatory trade practices from non-African countries;
- h) The President has already approved the updated Market Access Offer for Trade in Goods for use for the negotiations on AfCFTA at ECOWAS level and as input to the forthcoming negotiation of the ECOWAS Common External Tariff. The ECOWAS agreed updated Market Access Offer for Trade in Goods will provide comparable if not similar Sensitive and Exclusive Lists which will reduce if not eliminate the current arbitrage being exploited by Member States such as Benin Republic on Rice.
- i) As such, securing approval of the ECOWAS-15 for the new updated Market Access Offer for Trade in Goods will be a quick win for Nigeria and a first step on combating predatory practices on trade from non-African countries.
- j) A second step at ECOWAS level can be to reflect import quotas in the Schedule of Concessions either for countries or for the ECOWAS Customs Union.
- k) Continued vigorous implementation of Nigeria's Ease of Doing Business Action Plans and other public reform programmes in the ERGP and Industrial policy and Competitiveness Advisory Council is also required to reduce corruption and inefficiencies at formal border points and tackle the high incidence of informal trade.
- l) Irrespective of its decision on AfCFTA, Nigeria would have to either sponsor or actively support immediate and comprehensive actions on the above areas at African Union level. Leading from within AfCFTA will serve Nigeria's interests as negotiation on these subjects are ongoing and affords Nigeria the opportunity to influence positions and preferences. Leading from outside

¹⁷ Presentation to Economic Management Team

¹⁸ ECOWAS Countries that signed the EU-EPA include: Benin Republic, Burkina Faso, Cape Verde, Côte d'Ivoire, The Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mali, Niger, Senegal, Sierra Leone and Togo

the AfCFTA bloc is likely to be tortuous, subject to rules of the AfCFTA bloc and difficult to enforce as a third party.

Impact of AfCFTA on economic performance, fiscal and monetary policies

- 47) The impact of AfCFTA on key fiscal variables, such as revenue, has been a source of concern to stakeholders.
- 48) The study revealed that by eliminating import duties on goods from Africa, AfCFTA will have the following effects:
- a) increase the demand for Nigeria's products and services in Africa which will result in increase in price of exports and improved margins for Nigerian producers;
 - b) reduce government revenue by 1.5%, equivalent to N131.6bn per annum due to loss of revenue from import duties;¹⁹
 - c) increase trade with Africa as goods manufactured in Africa will become cheaper than goods from other continents. But balance of trade with Africa will deteriorate as import will grow more (2.75%) than exports (0.29%) due to lack of local production capacity;
 - d) reduce prices of consumer goods in the local market, marginally;
 - e) GDP and government savings will decline by 0.14% and 4.8% respectively; and
 - f) Household income and consumption will decline marginally by 0.116% and 0.084% respectively.
- 49) However, implementing AfCFTA with complementary policies such as a continental monetary authority (similar to the *European Central Bank*) or broadening the tax base will mitigate the undesirable fiscal impacts of AfCFTA outlined above.
- 50) A continental monetary authority works in the form of a central body to channel external funding or investment that will create the needed capacity for export trade. The continental monetary authority scenario therefore assumes that AfCFTA implementation will be accompanied by a continental funding arrangement available to all members.
- 51) Broadening the tax base, however, could shore up government revenue that will be lost to AfCFTA's trade liberalization. The additional revenue garnered from this scenario can provide an important source of funds for investment in trade enabling projects or initiatives.
- 52) Broadening tax revenue will involve capturing companies and individuals that currently do not pay tax at all or do not pay the right amount of tax. Broadening the sales tax, however, will involve increasing the number and categories of products and services that will be subject to VAT payments.
- 53) Broadening tax revenue was preferred to raising taxes on the premise that Nigeria recently exited from recession and, as such, it is premature to increase the tax burden on businesses and individuals. Furthermore, it was considered that higher rate of taxes will stunt growth and deter investment which is sorely needed to develop the productive capacity required for intra-Africa trade.
- 54) The analysis conducted by the Committee indicated that complementing AfCFTA with broadening income tax base offered the best solution and even extends the gains as follows:
- a) government revenue will grow by 2.71% (N237.8bn) from new tax receipts, net trade creation will become positive due to additional increase in exports to non-African countries, and consumer prices will fall further due to an increase in imports from Africa and other regions; and

¹⁹ Government revenue was estimated at N8776.13bn based on average of revenue for 2010 to 2016 (Source: African Union (2018) African Trade Statistics Yearbook)

- b) GDP and savings will grow marginally (0.11% and 0.49% respectively) instead of declining, household consumption will remain flat but household income will rise marginally.
- 55) Adopting AfCFTA with a Continental Monetary Authority offers a partial solution as revenue loss subsists (-N122.9bn), and other economic indicators will improve but to a lesser degree. Besides, an African Continental Monetary Authority is a long-term solution to be considered only after Africa has achieved a higher level of integration. For instance, ECOWAS is yet to accomplish a monetary union despite several years of negotiations.
- 56) On the other hand, Adopting AfCFTA with broadening the sales tax (VAT) was found to exacerbate the negative impact of AfCFTA.
- 57) In terms of monetary policy, it was found that AfCFTA will result in the reduction in consumer prices which will cause lower inflation. However, interest rates will likely rise due to higher demand for credit to satisfy the export market.
- 58) There is also a likelihood of the Naira exchange rate modulating in the long-term as it seeks to achieve a balance between increased exports due to higher demand for Nigeria's products in Africa and increased imports of consumer goods, capital goods and equipment.

Implications of Changes in Intra-Africa Trade Patterns due to AfCFTA

- 59) Elimination of tariff on 90% of tariff lines and reduction in non-tariff barriers due to AfCFTA will result in increase in Nigeria's exports of commodities and manufactured goods to Africa and other continents because:
 - a) Nigerian products will become cheaper than imports from other continents and therefore demand will grow;
 - b) Nigeria's productive sector is advanced compared to most other African countries, so, Nigerian producers are better positioned to take advantage of the rise in demand; and
 - c) the rise in demand will result in higher prices for Nigerian exports in Africa which will incentivize productivity and growth in domestic output.
- 60) Nigeria's agricultural exports will rise but imports will rise faster to provide input to the manufacturing sector.
- 61) The quantitative study confirmed earlier observation that the increase in trade in manufactured goods within Africa will be at the expense of non-African countries.
- 62) It also showed that implementing AfCFTA with complementary policies, such as Continental Monetary Authority or broadening income tax base, will:
 - a) boost agriculture imports from and exports to Africa and non-African countries even further;
 - b) increase exports of manufactured goods due to higher investments in the productive sectors.
- 63) Regarding the potential impact of AfCFTA on the manufacturing sector, the study by MAN revealed the following outcomes:
 - a) import surge will be significant across most segments of the manufacturing sector especially for products currently at 20% and 10% tariff rates;
 - b) employment, investments and output will grow in five different sub-sectors, decline in three while two sectors will witness minimal change;
 - c) Wood and Wood Products and Motor Vehicle and Assembly sub-sectors will be most vulnerable as they will potentially witness significant losses in output, investment and jobs; and
 - d) Pulp, paper, printing and publishing subsector will enjoy increased investment, employment, and output, while Food, beverage and tobacco sector will witness negligible changes in all three areas in spite of a significant surge in imports.

- 64) Tables detailing the estimated potential impact of AfCFTA on manufacturing sector (without complementary policies) is enclosed in [Appendix III](#)
- 65) It is noteworthy that MAN's study was based on a gradual trade liberalization over 15 years. It is, therefore, likely that AfCFTA's aspiration of eliminating tariffs on 90% of tariff lines within 5 years will impose far much greater strain on the manufacturing sector.
- 66) However, the envisaged strain on the manufacturing sector will be moderated or even cancelled by:
- a) the estimated increase in the demand for Nigeria's products in Africa due to AfCFTA;
 - b) the existing combined production capacity of African countries which is too low to cover the needs of the African countries. So, Africa will continue to depend on imports from non-African countries even with AfCFTA, at least, until more domestic capacity is built.
 - c) Furthermore, the products that are most likely to be impacted by the removal of tariff have been identified by NOTN in consultation with industry stakeholders, and included in the exclusive and sensitive lists of the updated Market Access Offer approved by Mr. President for the CET and AfCFTA negotiations at ECOWAS level.
 - d) The updated Market Access Offer has been circulated on 28th February 2019 to the ECOWAS-15 as Nigeria's proposal for the ECOWAS input as a Customs Union to the AfCFTA.

Comparative Advantage Analysis

- 67) A review of Nigeria's trade between 2010 and 2017 showed that at the aggregate level, Nigeria has Revealed Comparative Advantage in the following group of products in their order of importance:
- a) Mineral fuels, lubricants and related materials;
 - b) Agricultural Products (Food and live animals);
 - c) Manufactured Products (Beverages and tobacco);
 - d) Crude materials, inedible, except fuels;
 - e) Miscellaneous manufactured articles;
 - f) Manufactured goods classified chiefly by material;
 - g) Manufactured products (Machinery and transport equipment);
 - h) Manufactured goods (Chemicals and related products).
- 68) Specific products where Nigeria has comparative advantages in Africa are listed in [Appendix IV](#).
- 69) Despite having comparative advantage, Nigeria continues to import significant quantities of products under the above sectors, as a result of lack of local capacity along the value chains of the products.

Foreign policy implications of AfCFTA

- 70) AfCFTA provides Nigeria the opportunity to extend its political leadership and influence built over the years, especially through its peace keeping efforts into the economic sphere.
- 71) Not joining the AfCFTA, will result in Nigeria relinquishing some of its political power and influence. It will also diminish Nigeria's influence in ECOWAS and embolden countries that have been actively trying to contain Nigeria's influence. This assertion is premised on the following evidence:
- a) Southern Africa Development Community (SADC) now accounts for 54% of intra-African trade compared to 16% by ECOWAS, has more developed manufacturing capacity and integrated value chains

- b) Being outside the AfCFTA means that Nigeria will not be part of critical AfCFTA members only trade discussions and decisions to counter balance the influence of SADC
- 72) The Committee also feels that Nigeria's voice and influence with the major global economies, including major multilateral institutions (WTO, World Bank and IMF) is likely to be impacted,
- 73) As the AfCFTA Secretariat will be funded from the AU Budget, it is likely that Nigeria will fund the AfCFTA without any benefits, similar to the current situation with ECOWAS which Nigeria seeks to change.
- 74) Based on the principle of variable geometry which is in the AfCFTA, Africa countries can join the AfCFTA at any time of their choosing. However, they will have to abide by all prior decisions and commitments reached by existing members.
- 75) It is foreseen that that "incumbent members will determine the conditions for subsequent accessions. Such accession members are likely to face loss of, or variance of "rights and privileges" which may include loss of concessions, ineligibility to host the AfCFTA Secretariat; ineligibility of nationals of such members to apply for jobs or occupy strategic positions in the Secretariat.

Readiness of African Countries for AfCFTA

- 76) In assessing the readiness of other African countries for AfCFTA, the study benchmarked Nigeria against other African countries in terms of export concentration index which measures the vulnerability of a country's export revenue, size of manufacturing and service sectors among other readiness indicators. The readiness assessment was based on average score over a period of 10 years (2008 – 2017).
- 77) The review of the export concentration index²⁰ showed that the 10 least exposed African nations are South Africa, Tunisia, Egypt, Morocco, Uganda, Kenya, Mauritius, Togo, Congo Dem. Rep and Senegal. This implies that these countries already have a wide range of export products compared to Nigeria whose export structure is dominated by crude oil.
- 78) In order to assess the degree of competitive threat posed to Nigeria's industry by other African countries, the study benchmarked Nigeria's manufacturing value added against those of other African countries. Manufacturing value added measures the contribution of manufacturing to GDP, which is a measure of productive capacity to produce and export semi and fully finished goods which African countries need.
- 79) The assessment showed that Nigeria ranks 4th in Africa with manufacturing value added of \$35.45bn. Algeria leads with \$72.2bn, followed by South Africa (\$42.7bn), Egypt (\$42.2bn) and Morocco (\$15.82bn). However, the average manufacturing value-added of the top 20 African countries is about \$5.28bn which is 1/7th of Nigeria's figure.²¹
- 80) The readiness assessment also shows that although countries such as Kenya, Congo Democratic Republic, Cote d' Ivoire, and Namibia all have higher number of export products, they all fare worse than Nigeria in terms of manufacturing. As such, Nigeria has the relative manufacturing capacity to compete effectively in African markets.
- 81) Nigeria also maintained the highest current account balance of \$10.12bn in Africa over the 10 year period analysed. Positive current account balance provide a country with buffers against financial shocks. Other countries that achieved positive current account balance over the period of analysis include: Libya (\$6.2bn), Angola (\$2.45bn), Gabon (\$2.33bn), Botswana (\$ 0.72bn), Cote d' Ivoire (\$0.46bn), ESwatini (\$0.3bn) and Zambia (\$0.1bn).
- 82) South Africa, Egypt and Morocco achieved the largest current account deficit of \$13bn, \$7.7bn and \$5.6bn respectively. Algeria's current account average over the period was a deficit of \$0.7bn.
- 83) In per capita terms, Nigeria recorded \$1,587.6 while Libya, Angola, Gabon, Botswana and Cote d' Ivoire recorded: \$972, \$82, \$1150, \$314 and \$18.9 respectively.

²⁰ The export concentration index is based on the Herfindahl-Hirschman Index (HHI)

²¹ World Bank national accounts data, and OECD National Accounts data files.

- 84) In essence, Nigeria, is most favourably disposed in Africa to handle financial shocks.
- 85) Morocco ranked top in Africa on the Enabling Trade Index, followed by the SADC Countries of South Africa, Botswana, Namibia and then Kenya. In terms of readiness to trade based on this index, these countries can be adjudged to be very ready to take advantage of AfCFTA. Other top intra-African trading countries such as Zambia and Cote d' Ivoire are in the mid-tier Group while Egypt, Congo and Nigeria rank lowest.
- 86) However, Nigeria's poor showing in the enabling trade index is to a large extent due to its poor rating in market access and slightly below average rating on all other parameters. Egypt on the other hand is constrained by poor rating in efficiency and transparency of border administration.
- 87) On the global competitiveness index, South Africa and Morocco ranked in the top band (above 58%) among African countries. In the mid-range (50% - 58% score) were Botswana, Algeria, Egypt, Namibia, Rwanda and Cape Verde. In the low competitive band are Senegal, Cote d'Ivoire, Nigeria, Zambia and Ethiopia.
- 88) Based on all of the above, it can be concluded that, in relative terms, South Africa and Morocco are the readiest in Africa for AfCFTA; Egypt, Nigeria, Kenya, and Botswana are averagely ready and the rest of African countries could be adjudged, not ready.
- 89) Based on discussions with NOTN and publicly available information, most of African countries understand that they are not ready for the AfCFTA. However, they have reasoned that AfCFTA provides them with the opportunity and impetus to undertake reforms and projects to prepare them for international trade. Already, over 30 African countries who have signed the AfCFTA have also signed up for the AfCFTA implementation strategy development programme being organized by the Economic Commission for Africa.

Table 2: African Trade Potential Indices, Top 20 (2008 - 2017)

Country Name	HHI ²²	Country Name	Manufacturing Value Add (\$ Bn)	Country Name	Services (\$ Bn)	Country Name	Current account balance (\$ Bn)
South Africa	0.12	Algeria	72.20	Nigeria	225.10	Nigeria	10.12
Tunisia	0.13	South Africa	42.69	South Africa	210.39	Libya	6.20
Egypt	0.15	Egypt	42.22	Morocco	73.64	Angola	2.45
Morocco	0.17	Nigeria	35.45	Kenya	51.63	Gabon	2.33
Uganda	0.17	Morocco	15.82	Ghana	34.99	Botswana	0.72
Kenya	0.2	Tunisia	7.11	Cote d'Ivoire	25.05	Cote d'Ivoire	0.46
Mauritius	0.2	Angola	5.58	Zambia	18.82	ESwatini	0.30
Togo	0.2	Kenya	5.45	Congo, Dem. Rep.	18.82	Zambia	0.10
Congo, Dem. Rep.	0.22	Congo, Dem. Rep.	4.97	Senegal	16.43	Eritrea	0.00
Senegal	0.22	Cameroon	4.38	Botswana	15.77	Somalia	0.00
Namibia	0.27	Cote d'Ivoire	4.28	Namibia	13.45	Equatorial Guinea	0.00
Mozambique	0.27	Ghana	4.25	Mali	11.91	Chad	0.00
Lesotho	0.28	Libya	3.88	Burkina Faso	10.60	Central African Republic	0.00
Ethiopia	0.3	Equatorial Guinea	3.50	Benin	9.98	Guinea-Bissau	-0.03
Madagascar	0.3	Sudan	3.42	Guinea	7.81	Comoros	-0.05
Niger	0.3	Senegal	3.01	Niger	7.39	Gambia, The	-0.06

²² * - The Herfindahl-Hirschman Index (HHI) is an index that measures the export concentration of a country. The index varies between 1 (when exports are highlight concentrated on a few products) and 0 (when exports are equally distributed among several products).

AfCFTA Readiness Requirements - Nigeria

- 90) The Committee assessed Nigeria's readiness for AfCFTA from the perspectives of trade capacity (production capacity and quality infrastructure), trade infrastructure (power, road, rail, ports and aviation), trade environment (trade facilitation, ease of doing business and fiscal and monetary policies) and trade enforcement. It also looked at the readiness of selected peer African countries for AfCFTA. The main findings are presented below while details of the readiness parameters used can be found in [Appendix V](#).

Trade Capacity Readiness (Production Capacity & Quality Infrastructure)

- 91) The value of Nigeria's total non-oil exports to the world was \$1.628bn in 2017. Adjusting for capacity utilization (estimated at 57% for manufacturing)²³ and the commodities component of exports, it is apparent that Nigeria currently lacks the capacity to supply the products and quantities that Africa needs.
- 92) On the other hand, the deficit in Nigeria's balance of trade in services discussed in earlier sections emphasized the scale of opportunities waiting to be unlocked in trade-in-services, especially in mature services sectors such as financial services, entertainment, transport and travel sectors.
- 93) In order to maximize its comparative advantage and export services to Africa, Nigeria needs to:
- Realize the 167 private sector investments in the ERGP worth \$22.5bn. Accelerating these investments is necessary to grow Nigeria's productive capacity for AfCFTA;
 - define and execute a strategy to improve its financial credit ratings, provide low cost financing for the services sector, tackle the scourge of piracy and promote its image internationally; and
 - upgrade its quality infrastructure to operate to international standards and to be recognized by the international quality community.
- 94) The quality infrastructure required includes institutional framework, harmonized standards, metrology (industrial and legal), accreditation, conformity assessment services and technical regulation to assure compliance with specific requirements and demands of the authorities.
- 95) Preparing for AfCFTA, requires the update, approval and implementation of the National Quality Policy. The Quality Policy provides for the setup of a National Quality Council and Office of Technical Regulation to provide oversight and N4.6bn to fund quality programmes. Other needs include, full operations of quality institutions (NiNAS and NMI); incentives to grow number and capacity of conformity assessment companies, and incentives to grow offtake of quality services.

Trade Infrastructure Readiness (Power)

- 96) Provision of adequate, stable and uninterrupted power to agriculture, industrial and commercial clusters is a minimum requirement for successful implementation of the AfCFTA.
- 97) Nigeria's power value chain remains fraught with challenges from generation, through transmission, to distribution. However, these problems are being addressed through the implementation of the Power Sector Recovery Plan, the Transmission Expansion Plan and the Distribution Expansion Plan.
- 98) Nigeria currently lags behind her peers countries in Power. In terms of percentage of population with access to electricity, Nigeria scored 59% compared to Morocco (100%), Egypt (100%), South Africa, (84%), Ghana (79.3%), Cote d'Ivoire (64%) and Kenya (56%).
- 99) Nigeria also ranks least on quality of electricity (number of voltage fluctuations) with score of 1.42/7 compared to Morocco (5.6/7), Egypt (5/7), Kenya (4.1/7), South Africa (3.9/7) and Ghana (3.1/7)

²³ Source: Manufacturers Association of Nigeria

- 100) The Transmission Expansion Plan identified 72 generation projects with supply capacity of over 20,000 MW and 56 Transmission projects (19 330kv projects and 37 132kv projects) to be completed by 2025.
- 101) The Distribution Expansion Plan is expected to resolve the stranded 2,000 MW capacity on the grid through direct investment/power supply to manufacturers from the 33kv and 11kv lines.
- 102) Timely completion of these projects depends on unlocking the \$6.52bn²⁴ private power and gas investments identified in the ERGP. Also critical is securing the already identified loans and intervention funds from government and development agencies.
- 103) Other readiness needs include conclusion of tariff revision programme and implementation of regulatory, administrative and other mechanisms to enforce collections and remittances.

Trade Infrastructure Readiness (Road)

- 104) Readiness for AfCFTA in terms of road infrastructure means good quality and well-connected road networks from farm gate and industrial clusters through aggregation centres to the export terminals. It also includes availability of Truck Transit Parks (TTPs) to ensure safety of cargo and haulage vehicles while in transit.
- 105) Nigeria ranks 93rd out of 136 countries (score of 3.8/7) in terms of availability and quality of road infrastructure on the Enabling Trade Index. Nigeria's ranking lags peer countries such as South Africa (5.8/7), Morocco and Cote d' Ivoire (5.1/7), Kenya (4.3/7), Egypt (4.2/7) and Ghana (4.0/7).
- 106) Nigeria's ranking is striking considering that it is heavily reliant on its road infrastructure for trade, due to the limited capacity of other modes of transportation.
- 107) Key trade routes that need to be in top form for readiness for AfCFTA include the Lakaji Corridor, the Port Harcourt to Ngala and their connecting roads (Road A237, Road A234 and Road A121). Rehabilitation projects on sections of these roads are ongoing but delayed by funding.
- 108) Maintaining the feeder roads from farm and factory gates to the above trunk roads require collaboration with State Governments. Scoping of the feeder roads for AfCFTA could not be achieved within the time approved for the Committee and therefore should be carried forward.
- 109) Other roads relevant to intra-African trade are the Lagos-Abidjan Corridor, Jibiya to Maradi Road, and Lagos to Bamenda. For these roads, synergy with neighbouring countries is required.
- 110) In view of the funding constraints on recent road rehabilitation works, a sustainable strategy backed by credible sources of private sector and development funding is therefore required.

Trade Infrastructure Readiness (Rail)

- 111) Readiness of the railways for AfCFTA means good quality and well-connected rail networks from major agricultural, industrial and trade centres to the export terminal.
- 112) Completion of the Lagos to Kano standard gauge line and rehabilitation of the narrow gauge lines will greatly improve efficiency of transport of personnel and goods via rail.
- 113) Rehabilitation of the narrow gauge lines is ongoing but stalled due to funding constraints.
- 114) Operationalization of the interim concession agreement with Transnet consortium for the narrow gauge line will serve as stop-gap for cargo movement until the standard gauge lines are completed
- 115) Similar to roads, government needs to define a sustainable financing model that will assure the circa \$30bn required to fund the other planned standard gauge rail projects.

Trade Infrastructure Readiness (Aviation)

²⁴ Actual private investment realized to date will be determined post ongoing midterm review of the ERGP

- 116) In terms of air transport infrastructure, Nigeria had been operating at over 90% and 78% of existing passenger and cargo capacities of 15 million persons and 208,424 MT²⁵.
- 117) Completion of the ongoing 5 Airports project (Abuja, Port Harcourt, Kano, Enugu and Lagos) will increase passenger handling capacity to 30 million.
- 118) Also required for AfCFTA are warehousing and cold room facilities for perishable cargo at major airports. Other trade related projects are listed in the Aviation Master Plan.

Trade Infrastructure Readiness (Ports)

- 119) Based on Enabling Trade Index, Nigeria's Port infrastructure ranked very low at 182 out of 185 countries compared to Morocco (62), Egypt (171), Kenya (112) and South Africa (143).
- 120) Nigeria's low ranking in respect of Ports is due to its low liner connectivity, which measures the degree of a country's connection to the global shipping network and the quality of port infrastructure. The challenges with port infrastructure include the state of port infrastructure (handling capacity), access to the ports (inbound and outbound logistics) and security.
- 121) Concessioning of the ports has contributed to reducing turnaround time for ships and cargo but not low enough to meet the Abidjan – Lagos Corridor (ALCO) project targets. Neighbouring countries ports are also more efficient than Nigeria's ports.
- 122) Critical infrastructure initiatives to improve port efficiency and to prepare for AfCFTA include:
- a) Improving the state of the inter-modal transport system to Lagos ports (i.e., access roads, rail transportation and coastal shipping and inland water transportation);
 - b) securing the FIATA²⁶ certification for Kaduna Inland Dry Port (KIDP);
 - c) timely completion of the Inland Dry Port and Trailer Transit Parks initiatives;
 - d) leveraging technology (scanners) to limit physical inspection of containers;
 - e) dredging Calabar port;
 - f) upgrade of bulk loading terminals at ports;
 - g) completion of NIMASA's Deep Blue Project and integrating the Nigerian Navy's Falcon Eye Intelligence system to improve coastal security; and
 - h) completion of a port community system and port module of the single window project
- 123) For longer term competitiveness, construction of deep sea port projects is required to reduce conservancy and freight cost. Also required is dredging and reinforcing river banks on 1,000km of inland waterways.
- 124) A financing strategy is required to attract private capital to minimize burden on government.

Trade Environment Readiness (Trade Facilitation)

- 125) The study revealed that Nigeria has made significant strides in improving its trade facilitation scores on the trade facilitation index. Areas of key improvements include: lack of a single source of trade information (i.e. single window), time and cost of exports and import, low cross-border cooperation, lack of advance rulings²⁷, fees and charges, documents, automation, and governance and impartiality.
- 126) Another major constraint to intra-Africa trade is the prevalence of informal trade which is due to lack of a coordinated mechanism for managing transit of goods by roads. The ECOWAS Protocols on the Inter-State Road Transit of Goods²⁸ (ISRT Scheme) is supposed to resolve this

²⁵ Nigeria operated close to capacity in 2017-13.4 million passengers (3.93 international) , 161,800 tonnes of cargo (NBS)

²⁶ FIATA - International Federation of Freight Forwarders Association

²⁷ Improvement required on advance ruling is access to information on criteria, procedure and judgements

²⁸ ECOWAS Protocols A/P1/5/82 and A/P4/5/82

gap. However, it is yet to be fully implemented due to absence of a Regional Guarantee mechanism. Ghana and other ECOWAS countries have partially implemented the ISRT Scheme under bilateral MOU arrangements with neighbouring countries (Burkina Faso, Mali).

- 127) Nigeria through NEXIM as the National Guarantor for the ISRT scheme is yet to commence the project in earnest, as the National Guarantors of Benin Republic and Togo are yet to execute the bilateral MOUs to facilitate the ISRT project within the Abidjan - Lagos corridor.
- 128) Key initiatives to enhance Nigeria's readiness for AfCFTA therefore include:
- a) conclusion of outstanding action on the Abidjan-Lagos Trade and Transport Facilitation Project (ALCO Project), including completion of the Seme – Lagos road, reducing dwell time at the ports, implementation of a national single window and the ISRT scheme and reducing incidence of bribery, number of check points, among others; and
 - b) resolving issues preventing full implementation of existing Customs cooperation agreements, harmonizing data requirements and updating existing bi-lateral agreements between Nigeria, Chad and Niger to include coordinated border management.

Trade Environment Readiness (Ease of Doing Business)

- 129) On ease of doing business, the study noted that the Presidential Enabling Business Environment Council (PEBEC) has made significant strides in improving Nigeria's position since 2016. To make it easier to do business in Nigeria, the country should:
- a) review costs of registering a business at National Level in relation to GDP per capita;
 - b) expand coverage of PEBEC initiatives targeted at establishing land registries, automating and improving timeliness of court proceedings to all States across the country;
 - c) review and promote social re-engineering initiatives to deal with the preponderance of unofficial payments during business registration and other trade facilitation mechanisms through creative reward and sanction system (e.g. compensating "whistle blowers" on corrupt officials); and
 - d) designate and train judges on trade matters and consider including this into the AfCFTA framework. Also consider leveraging the tax appeal tribunal model for dispute resolution, in partnership with Section on Business Law of the Nigerian Bar Association and the Nigerian Institute for Advanced Legal Studies.

Trade Environment Readiness (Fiscal & Monetary Policies)

- 130) Nigeria's existing monetary policy results in one of the highest lending rates amongst its peer African countries. As at November 2018, monetary policy rate in Nigeria was 14% compared to Morocco (2.5%), Cote d' Ivoire (4.5%), South Africa (6.75%), Kenya (9%) and Egypt (17.75%).
- 131) This impacts the cost of money and access to finance. In order to manage the high cost of money and compete favourably in the AfCFTA, Nigeria needs to:
- a) target a single digit interest rate.
 - b) broaden income tax base to mitigate impact of liberalization due to AfCFTA;
 - c) sustain agriculture financing incentives and expand investment and financing incentives for mining, manufacturing and services sectors in line with provisions of the AfCFTA;
 - d) update its exchange rate policy to balance the need for intermediate products imports with export;
 - e) aggressively pursue implementation of mobile money licenses for Telcos; and
 - f) introduce new financial inclusion strategies, especially, in an environment where conventional finance has seemingly failed to ensure financial spread and depth, particularly in segments of the populations averse to existing interest-based financial framework.

Trade Environment Readiness (Trade Enforcement)

- 132) Based on the results of the impact assessment discussed in earlier sections, Nigeria needs to upgrade its capacity to enforce trade-related rules to curtail smuggling through manned and unmanned borders, import surge, influx of goods from non-African countries, counterfeit, substandard and illicit trade and trafficking of persons.
- 133) Readiness requirements from the trade enforcement perspective will require Nigeria to take all necessary actions at ECOWAS level to:
 - a) complete the development of a common trade policy for ECOWAS already directed by Mr. President in his capacity as Chairman of ECOWAS and drive its implementation afterwards;
 - b) apply the ECOWAS Common External Tariff, through the same custom duties, preferences, import quotas, and non-tariff barriers for import of goods as covered under the ECOWAS treaty, mutatis mutandis AfCFTA;
 - c) drive the full implementation of ECOWAS Trade Liberalization Scheme (ETLS) including developing of electronic certificate of origin (COO), common portal, registration, verification and ongoing monitoring of producers capacities across all ECOWAS countries before the coming into force of the AfCFTA; and
 - d) promote the understanding that trade liberalization may open the domestic/regional market to certain risks; thus we shall enforce and apply trade defense measures in order to counter any trade practice that has the potential to harm the domestic or the ECOWAS common market.
- 134) Trade enforcement readiness needs at domestic level include:
 - a) mandating all relevant MDAs to undertake necessary programmes and initiatives to achieve the afore-mentioned ECOWAS level trade enforcement measures;
 - b) monitoring of import levels, production outputs, investments and jobs to provide early warning to authorities to proactively trigger policy adjustments;
 - c) driving organizational reforms (including terms and conditions of service, performance management, etc.), ease of doing business and anti-corruption programmes within agencies involved in border management as part of efforts to tackle smuggling;
 - d) developing and implement a medium term programme to upgrade the strategic, operational, technological and human capacity within border agencies to tackle all forms of smuggling;
 - e) expediting the passage of the NOTN and Trade Remedies Bills to provide legal backing to efforts to combat predatory trade practices in accordance with national interest and ECOWAS, AfCFTA and WTO obligations. These bills are currently undergoing final review by the Hon. Minister Industry, Trade and Investment;
 - f) expedite the passage of the Customs and Excise Management Bill 2013 to implement mutual administrative assistance propositions to empower Nigerian Customs Service to coordinate the enforcement of trade rules with neighbouring countries; and
 - g) improve funding and coordination among member countries of the Multinational Joint Task Force (MNJTF) against Boko Haram.
- 135) Other trade enforcement measures identified include:
 - a) signing and enforcement of customs co-operation agreements between Nigeria and its neighbours and with major trading partners (China, India, EU and USA) to facilitate information sharing and other terms to stem trade diversion and under-declaration of imports;
 - b) domesticating ECOWAS and WTO treaties both of which have been ratified by the executive arm of government but are yet to be passed into laws by the National Assembly. Passing the bill will provide legal basis for Nigeria to enforce the provisions of the agreements as part of its trade enforcement mechanisms;

- c) repealing or updating the Export (Prohibition) Act which prohibits exportation of certain products such as beans, cassava tuber and their derivative products, among others and are therefore in conflict with ERGP and AfCFTA; and
 - d) updating Executive Order 5 (EO5) for the development of local content in science, engineering and technology, to bring it in line with the AfCFTA.
- 136) To protect national security interests with the implementation of the free movement of persons protocols, Nigeria should:
- a) expedite the implementation of the National Identity Card to track movement of persons across Nigeria's borders; and
 - b) scale up public enlightenment programme on trafficking of persons.

Conclusions

- 137) Based on the foregoing, the Committee on Impact and Readiness Assessment of the AfCFTA concluded **that AfCFTA can complement Nigeria's national development agenda and can act as a catalyst for Nigeria's economic diversification** objective in the following ways:
- a) *it offers Nigerian products and services, preferential access to the huge African market which currently sources over 85% of its products imports from outside the continent. Preferential market access to Africa is particularly important to Nigeria as lack of access to foreign markets was identified as a key constraint to export of Nigeria's non-oil products to Africa and the world.*
 - b) *It provides huge export opportunities for products manufactured in Nigeria including Nigeria's priority export products defined in the ERGP and the Industrial Revolution Plan. It also supports the backward integration agenda. These opportunities will create jobs across skill levels.*
 - c) *AfCFTA provides immense opportunities for Nigeria's service companies to expand to Africa, especially those in financial services, e-commerce and the digital economy. Nigerian companies have built critical capacity in these sectors and have long desired to expand to Africa but were constrained by trade barriers which AfCFTA will remove.*
 - d) *AfCFTA will also liberalize education, health and transport services which account for 87% of Nigeria's services imports, equivalent to net imports of \$13.2bn in 2017. Liberalizing these sectors will provide impetus for investment and skills to flow in, which will in turn improve quality of services and also create jobs. The ease of movement of persons will also improve productivity and specialization through mobility of skills.*
- 138) However, **AfCFTA is not without major risks and undesirable impacts, the most significant of which is the potential rise in smuggling and abuse of rules of origin.** The risk is that it will provide incentive for traders to disguise goods imported from outside the continent as made-in-Africa goods, to qualify for duty-free treatment. As the free trade area covers the continent, it is foreseeable that the entry routes of smuggled and undeclared goods will extend beyond ECOWAS manned and unmanned borders to include all neighbouring countries. This risk is high for Nigeria considering that:
- a) *smuggling, under-reporting of imports and other forms of abuse of rules of origin remain a major challenge facing Nigeria in ECOWAS;*
 - b) *92% of Nigeria's imports come from the rest of the world which means that should this threat materialize, both government revenue from import duties (from non-African goods) and measures to protect local industries may be threatened. The threat to local industries is the potential surge of imports beyond what Africa can produce and trade as part of AfCFTA; and*
 - c) *the threat is further complicated by the lack of capacity, resources and will on the part of African countries, to effectively and comprehensively enforce their borders. Tackling this threat will require collective efforts at the highest level of ECOWAS and African Union and will involve rules-based import quota restrictions, synchronizing Sensitive and Exclusive Lists, among other initiatives.*
- 139) There will be other potential short term consequences such as:
- a) **a decline in government revenue, estimated at by 1.5%** (equivalent to N131.6bn per annum) and **a decline in savings and GDP by up to 4.8% and 0.14%** respectively;
 - b) *interest rates will likely rise in the short term due to higher demand for credit to satisfy the export market. The exchange rate will also be pressured as imports grow faster than exports; and*
 - c) *imports growing faster than exports may lead to deterioration of Nigeria's balance of trade with Africa. But this is likely to be partially offset by the rise in price of exports due to rising demand. The rise in imports may also cause consumer prices and inflation to fall.*

- 140) *There will likely be a surge in imports across all segments of the manufacturing sector. The surge will result in decline in output, employment and investment in some of the segments. But some segments will witness growth and others will witness zero or minimal impacts.*
- 141) ***There will be significant adjustment costs to manage the negative impacts and to take advantage of the opportunities.*** *The adjustment costs will include retraining workers in declining sectors to be able to take up employment in growing sectors, providing capital to business owners to retool their plants to remain operational and attracting investments to growing sectors in order to produce goods and services to export to Africa.*
- 142) ***Over time, the short-term consequences can be addressed by broadening the income tax base which will increase government revenue by 2.71% (N237.8bn).*** *Trade (import and export) with Africa and non-African countries will rise which will attract further investments in the productive sectors. Interest rates which will rise in the short term will modulate in the long term as foreign investments increase. Exchange rate pressured in the short term will recover and appreciate as demand stabilizes and exports overtake imports.*
- 143) *The increase in production and service capacities and trade within and outside Africa will also create job opportunities for both low and highly skilled persons.*
- 144) ***In terms of readiness for AfCFTA, the assessment concluded that on the basis of the current state of Nigeria's productive and trade capacity, infrastructure and operating environment, Nigeria is "Not Ready".***
- 145) ***South Africa and Morocco rank the highest in terms of readiness for AfCFTA. But despite their high trade readiness ranking in Africa, they still rank at mid-tier level, globally and would need to undertake additional work in some critical areas. For instance, South Africa needs to sort out its power sector and human capacity challenges.***
- 146) *Compared to other African countries, Egypt, Nigeria, Kenya and Botswana are somewhat ready but require considerable additional work to optimize the benefits of AfCFTA. **All other African countries are not ready for AfCFTA** and, in joining the AfCFTA, **their strategy is to use the AfCFTA as a driving force to implement their readiness requirements.***
- 147) ***For Nigeria, the constraint of lack of productive capacity can be mitigated by positioning the services sectors especially financial services and the digital economy as the arrowheads for Nigeria's expansion in Africa, while efforts are intensified to attract private sector investments to the productive sectors.***
- 148) ***Furthermore, the AfCFTA agreement specified that Member States have a 5 year window to achieve the trade liberalization ambition of zero tariffs on 90% of tariff lines and 10 years to remove tariffs on items in the Sensitive List.*** *So, a significant number of the readiness projects can be completed or progressed significantly within the life of the current administration.*
- 149) ***As Chairman of ECOWAS, Nigeria has launched a reform program for ECOWAS which will provide her with a solid foundation for its engagement with Africa especially on tackling predatory trade practices, and expanding trade and investment opportunities for Nigerian exporters of goods and services.***
- 150) ***The ongoing negotiations on the Annexes of the AfCFTA Protocols on trade-in-goods, trade-in-services and dispute resolution are ongoing and provide the opportunity for Nigeria to pursue robust safeguards against the risk of abuse of rules of origin and smuggling.*** *Currently Nigeria attends these negotiations in Observer Capacity, as Chairman of ECOWAS.*
- 151) ***Beyond the impact and readiness considerations, there are practical implementation implications to be considered including:***
- a) ***lack of reciprocity***, *for instance, Nigerian business continue to experience non-tariff barriers to trade and obstacles to visa procurement and free movement of persons despite existing protocols as evidenced by regulations targeted at Nigerian traders in Ghana,*

bureaucratic delays and regulations that have constrained Nigerian banks from establishing subsidiaries in Angola and South Africa and similar complaints by Nigerian airlines operating in the sub-region.;

- b) **preference of African countries to trade with countries outside of Africa** due to colonial ties and other economic and political considerations and alignments which will impact of market access promised by AfCFTA; and
- c) yet another consideration is the **growing wind of nationalism and protectionism**, some of which can be traced to the unintended consequences of globalization and multilateral trade arrangements. A key consequence is job losses that resulted from decline of local production capacity, outsourcing of labour and production to low cost countries and cheaper imports which rendered local products uncompetitive. Another is the reduction in quality of public services which arose from higher demand as free movement of persons resulted in increased migration.
- d) United States of America, the erstwhile foremost champion of free trade has pulled out of the Trans-Pacific Partnership Agreement, renegotiated the North American Free Trade Agreement with Mexico and Canada and is currently engaged in a ferocious trade war with China. In Europe, the United Kingdom continues to struggle to unwind her membership with the European Union. If not properly managed, the free movement of persons that will result from AfCFTA could exacerbate the xenophobic tendencies being exhibited in South Africa and other African countries; and
- e) for Nigeria, another key consideration **is threat of insecurity and terrorism** especially with existing challenges in the North East, North West and South-South regions of the country.

Recommendations

- 152) On the balance of the benefits, risks and readiness requirements discussed above, **it is recommended that Nigeria considers and joins the AfCFTA now and use the opportunity of the ongoing AfCFTA Phase I negotiations to secure the necessary safeguards, and use the 5 year moratorium to complete the readiness projects.**
- 153) Some of the critical safeguards to be incorporated into the Agreement and Protocols and their Annexes include:
- a) **Replacement of timelines for achievement of trade liberalization ambitions with a readiness criteria** to achieve same objective in a staged approach. This will allow countries to liberalize at their own pace;
 - b) Positioning the Regional Economic Communities as the foundation for AfCFTA by establishing a programme to **resolve issues and challenges in the RECs** with potential to adversely impact the economies of their member states when AfCFTA is implemented; and
 - c) **Establishing projects at AU level to resolve the critical continental level challenges** to the success of the AfCFTA including smuggling and abuse of rules of origin, harmonization of trade policies, attracting investments to build capacity and infrastructure and mitigate revenue loss and resolving the challenges in customs and security cooperation.
- 154) In addition, **Nigeria should sustain the tempo of the ECOWAS trade reforms she initiated by securing a second term as Chairman of ECOWAS.** These reform include but is not limited to securing approval of the ECOWAS-15 for the new updated Market Access Offer for Trade in Goods and Trade in Services, based on which all ECOWAS Members shall have comparable, if not similar, Sensitive and Exclusive Lists to reduce/eliminate the current arbitrage being exploited by Member States such as Benin Republic on Rice.
- 155) Considering the potential impact of predatory trade (smuggling and abuse of rules of origin) on her economy, **Nigeria should consider championing the effort at ECOWAS and AU to design, implement and enforce rules of origin, use of import quotas, continental customs cooperation and other mechanisms to protect its economy.**
- 156) At domestic level, it is also recommended that:
- a) **the President establishes a National Action Committee on AfCFTA in the Presidency and appoints a Chairman** to coordinate relevant ministries, departments and agencies to drive the implementation of the AfCFTA readiness projects and initiatives identified by the Committee;
 - b) **the Hon. Minister of Industry Trade and Investment be mandated to develop an updated AfCFTA negotiation mandate** based on the report of this Committee for the President's consideration and approval.
 - c) **the Nigeria Office for Trade Negotiations (NOTN) be strengthened by enacting its Enabling Law on an expedited basis;** and
 - d) **the National Action Committee on AfCFTA should submit progress reports on the AfCFTA readiness projects to the Federal Executive Council and industry stakeholders on a quarterly basis.**

Appendices

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Appendix II	Nigeria's Priority products as defined by ERGP and other Development Plans
Appendix III	Assessment of the Impact of the AfCFTA on the Manufacturing Sector
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Appendix I - Africa and Nigeria's Trade Patterns – Supporting Data

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Appendix I A: Top Ten Imports and Exports of the Top Ten Intra-African Trade Nations

Table 3: Table showing Top Ten Imports and Exports of the Top Ten Intra-African Trade Nations

Country	Category	Intra Africa Trade	Global Trade
South Africa	Exports	Total Value: \$23.3bn Top Ten Products: Petrol / Light Oils, Electrical energy, Chromium ores and concentrates, Motor vehicles for the transport of goods, Non-industrial diamonds, Bituminous coal, Maize (excluding seed for sowing), Polypropylene, in primary forms, Medicaments, Machinery Parts	Total value: \$88.3bn Top Ten Products: Bituminous coal, Gold, Agglomerated iron ores and concentrates, Ferro-chromium, Motor vehicles for the transport of goods, Manganese ores and concentrates, Motor vehicles for the transport of persons, Petrol / Light Oils, Platinum, in semi-manufactured forms, Chromium ores and concentrates
	Imports	Total Value: \$8.5bn Top Ten Products: Crude Oil, Mixtures of odoriferous substances, Gold, Natural Gas, Liquefied; Petrol / Light Oils; Electrical energy; Non-industrial diamonds; Live cattle; Raw cane sugar, in solid form; Chemical products	Total Value: \$83bn Top Ten Products: Crude Oil, Petrol / Light Oils, Motor vehicles for the transport of persons, Machines for the reception, conversion and transmission or regeneration of voice, images or other data, incl. switching and routing apparatus; Medicaments, Mobile telephones, Data-processing machines, Aeroplanes and other powered aircraft, Aluminium oxide, Mixtures of odoriferous substances
Namibia	Exports	Total Value: \$2.24bn Top Ten Products: Non-industrial diamonds, Gold, Frozen jack and horse mackerel, Live cattle (excluding pure-bred for breeding), Petrol / Light Oils, Beer made from malt, Frozen mackerel, Live sheep, Unwrought zinc, Grinding balls and similar articles for mills	Total Value: \$5.23bn Top Ten Products: Non-industrial diamonds, Gold, Uranium ores and concentrates, Copper, unrefined, Frozen fillets of hake, Copper ores and concentrates, Frozen jack and horse mackerel, Vessels, incl. lifeboats, Diamonds, worked, but not mounted or set, Live cattle (excl. pure-bred for breeding)
	Imports	Total Value: \$4.56bn Top Ten Products: Non-industrial diamonds, Copper, unrefined, Petrol / Light Oils, Motor vehicles for the transport of goods, Motor vehicles for the transport of persons, Refined copper, Medicaments, Cane or beet sugar and chemically pure sucrose, Mobile telephone, Vehicle parts	Total Value: \$6.78bn Top Ten Products: Petrol / Light Oils, Copper ores and concentrates, Non-industrial diamonds, Copper, unrefined, Motor vehicles for the transport of goods, Motor vehicles for the transport of persons, Medicaments, Mobile telephone, Fishing vessels, Refined copper
Zambia	Exports	Total Value: \$1.53bn Top Ten Products: Gold, Wire of refined copper, Sulphuric acid; oleum, Cobalt oxides and hydroxides, Raw cane sugar, Maize (excluding seed for sowing), Electrical energy, Oilcake and other solid residues from the extraction of soya-bean oil, Refined Copper, Non-alcoholic beverages	Total Value: \$8.1bn Top Ten Products: Copper, unrefined, Refined copper, Cobalt oxides and hydroxides, Copper alloys, Articles of cobalt, Unused postage, revenue or similar stamps, Gold, Wire of refined copper, Tobacco, Sulphuric acid; oleum
	Imports	Total Value: \$5.1bn Top Ten Products: Copper ores and concentrates, Cobalt oxides and hydroxides, Medium oils (Diesel, Jet Fuel, Lubricants), Mineral or chemical nitrogen fertilisers, Cobalt ores and concentrates, Petrol / Light Oils, Frozen jack and horse mackerel, NPK Fertiliser, Sulphur, Motor vehicles for the transport of goods	Total Value: \$8.7bn Top Ten Products: Copper ores and concentrates, Cobalt oxides and hydroxides, Medium oils (Diesel, Jet Fuel, Lubricants), Crude Oil, Petrol / Light Oils, Mineral or chemical nitrogen fertilisers, Cobalt ores and concentrates, Electrical energy, Urea, Machinery Parts
	Exports	Total Value: \$4.95bn	Total Value: \$40.7bn

Country	Category	Intra Africa Trade	Global Trade
Nigeria		<u>Top Ten Products:</u> Crude oil, LNG, Electrical energy, Cigarettes, containing tobacco, Vessels and other floating structures, Portland cement, Medium oils (Diesel, Jet Fuel, Lubricants), Liquefied butanes, Pasta, Urea	<u>Top Ten Products:</u> Crude oil, LNG, Hydrocarbons in gaseous state, Gaseous hydrocarbons, liquefied, Cocoa beans, Naphthalene, Propane, liquefied, Medium oils (Diesel, Jet Fuel, Lubricants), Urea, Vessels and other floating structures
	Imports	<u>Total Value: \$1.04bn</u> <u>Top Ten Products:</u> Polypropylene, in primary forms, NPK Fertiliser, Chemical products, Medium oils (Diesel, Jet Fuel, Lubricants), Petrol / Light Oils, Fresh apples, Frozen jack and horse mackerel, Diammonium hydrogenorthophosphate, Petroleum bitumen, Salts	<u>Total Value: \$28.9bn</u> <u>Top Ten Products:</u> Petrol / Light Oils, Medium oils (Diesel, Jet Fuel, Lubricants), Durum wheat seed for sowing, Granite, Raw cane sugar, Durum wheat (excluding seed for sowing), Motor vehicles for the transport of persons, Motorcycles, Milk and Cream, Herbicides
Egypt	Exports	<u>Total Value: \$3.6bn</u> <u>Top Ten Products:</u> Mixtures of odoriferous substances, Cane or beet sugar and chemically pure sucrose, Sanitary towels (pads) and tampons, napkins and napkin liners for babies, Colour Television, Wheat or meslin flour, Wire of refined copper, Medicaments, Uncooked pasta, Nonwovens synthetic or man-made filaments, Surface-active preparations	<u>Total Value: \$25.9bn</u> <u>Top Ten Products:</u> Crude Oil, Gold, Urea, Colour Television, Fresh or dried oranges, Mixtures of odoriferous substances, Medium oils (Diesel, Jet Fuel, Lubricants), Carpets and other textile floor coverings, Wooden furniture (excluding for offices, kitchens and bedrooms, and seats), Coaxial cable and other coaxial electric conductors, insulated
	Imports	<u>Total Value: \$1.87bn</u> <u>Top Ten Products:</u> LNG, Liquefied butanes, Black fermented tea and partly fermented tea, Refined copper, Cotton, neither carded nor combed, Motor vehicles for the transport of persons, Non-agglomerated iron ores and concentrates, Coke and semi-coke of coal, Sesamum seeds, Live bovine animals	<u>Total Value: \$66.3bn</u> <u>Top Ten Products:</u> Durum wheat (excl. seed for sowing), LNG, Crude Oil, Maize (excluding seed for sowing), Medicaments, Liquefied butanes, Articles of iron or steel, n.e.s., Semi-finished products of iron or non-alloy steel, Motor vehicles for the transport of persons, Frozen, boneless meat of bovine animals
Cote d' Ivoire	Exports	<u>Total Value: \$2.9bn</u> <u>Top Ten Products:</u> Gold, Medium oils (Diesel, Jet Fuel, Lubricants), Petrol / Light Oils, Electrical energy, Beauty or make-up preparations, Palm oil and its fractions, Sacks and bags, incl. cones, of polymers of ethylene, Smoking tobacco, whether or not containing tobacco, Soap and organic surface-active products, Extracts, essences and concentrates, of coffee	<u>Total Value: \$12.6bn</u> <u>Top Ten Products:</u> Cocoa beans, Fresh or dried cashew nuts, Gold, Technically specified natural rubber "TSNR", Cocoa paste (excluding defatted), Crude Oil, Floating or submersible drilling or production platforms, Medium oils (Diesel, Jet Fuel, Lubricants), Cocoa butter, fat and oil, Cotton, neither carded nor combed
	Imports	<u>Total Value: \$1.96bn</u> <u>Top Ten Products:</u> Crude Oil, Petrol / Light Oils, Frozen sardines, Frozen mackerel, Frozen fish, n.e.s., Frozen jack and horse mackerel, Cigarettes, containing tobacco, Liquefied butanes, Medicaments, Superphosphates	<u>Total Value: \$9.6bn</u> <u>Top Ten Products:</u> Crude Oil, Petrol / Light Oils, Floating or submersible drilling or production platforms, Semi-milled or wholly milled rice, Medicaments, Motor vehicles for the transport of persons, Wheat and meslin (excluding seed for sowing, and durum wheat), Cement clinkers, Liquefied butanes, Frozen mackerel
Botswana	Exports	<u>Total Value: \$0.76bn</u> <u>Top Ten Products:</u> Non-industrial diamonds, Dust and powder of diamonds, Ignition wiring sets and other wiring sets for vehicles,	<u>Total Value: \$5.90bn</u> <u>Top Ten Products:</u> Non-industrial diamonds, Diamonds, worked, but not mounted or set, Dust and powder of diamonds, Ignition wiring sets

Country	Category	Intra Africa Trade	Global Trade
		<i>aircraft or ships, Disodium carbonate, Diamonds, worked, but not mounted or set, Fresh or chilled bovine meat, boneless, Aeroplanes and other powered aircraft, Salts, Rigid tubes, pipes and hoses, of polymers of vinyl chloride, Toilet linen and kitchen linen</i>	<i>and other wiring sets for vehicles, aircraft or ships, Frozen, boneless meat of bovine animals, Disodium carbonate, Gold, Fresh or chilled bovine meat, boneless, Aeroplanes and other powered aircraft, Salts</i>
	Imports	Total Value: \$3.86bn Top Ten Products: <i>Petrol / Light Oils, Non-industrial diamonds, Motor vehicles for the transport of persons, Dust and powder of diamonds, Medicaments, Electrical energy, Portland cement, Machinery Parts, Maize (excluding seed for sowing), Beer made from malt</i>	Total Value: \$5.28bn Top Ten Products: <i>Non-industrial diamonds, Petrol / Light Oils, Diamonds, unsorted, Medicaments, Diamonds, worked, but not mounted or set, Motor vehicles for the transport of persons, Dust and powder of diamonds, Machinery Parts, Electrical energy, Portland cement</i>
Congo Dem Rep.	Exports	Total Value: \$2.01bn Top Ten Products: <i>Copper ores and concentrates, Cobalt oxides and hydroxides, Cobalt ores and concentrates, Refined copper, Carbonates and peroxocarbonates, Petrol / Light Oils Unused postage, Vessels for the transport of persons and goods, Light-vessels, fire-floats, floating cranes, Zinc dust</i>	Total Value: \$8.28bn Top Ten Products: <i>Refined copper, Cobalt mattes and other intermediate products of cobalt metallurgy, Copper ores and concentrates, Cobalt oxides and hydroxides, Cobalt ores and concentrates, Crude Oil, Non-industrial diamonds, Copper, unrefined, Tin ores and concentrates, Industrial diamonds</i>
	Imports	Total Value: \$2.28bn Top Ten Products: <i>Petrol / Light Oils, Sulphuric acid; oleum, Wheat or meslin flour, Frozen jack and horse mackerel, Cane or beet sugar and chemically pure sucrose, Sulphur, Portland cement, Raw cane sugar, in solid form, Cigarettes, containing tobacco, Electrical energy</i>	Total Value: \$5.01bn Top Ten Products: <i>Medicaments, Vaccines for human medicine, Petrol / Light Oils, Sulphuric acid; oleum, Machinery Parts, Wheat and meslin flour, Motorcycles, Frozen fowls of the species Gallus domesticus, Frozen jack and horse mackerel, Worn clothing and clothing accessories</i>
Kenya	Exports	Total Value: \$2.16bn Top Ten Products: <i>Black Tea (partly/ fully fermented), Medium oils (Diesel, Jet Fuel, Lubricants), Medicaments, Cigarettes, containing tobacco, Vegetable products n.e.s, Food preparations, n.e.s, Salts, Portland cement, Malt extract, Palm oil and its fractions</i>	Total Value: \$5.7bn Top Ten Products: <i>Black Tea (partly/ fully fermented), Fresh cut roses and buds, Medium oils (Diesel, Jet Fuel, Lubricants), Coffee (excl. roasted and decaffeinated), Titanium ores and concentrates, Medicaments, Fresh cut flowers and buds, (excl. roses, carnations, orchids, chrysanthemums and gladioli), Fresh or dried avocados, Fresh or dried macadamia nuts, shelled, Cigarettes</i>
	Imports	Total Value: \$1.94bn Top Ten Products: <i>Maize, Raw cane sugar, flat-rolled products of iron or non-alloy steel, Mixtures of odoriferous substances, Dried, shelled beans, Cane or beet sugar and chemically pure sucrose, Raw cane sugar, in solid form, Milk and cream, Maize, Coal</i>	Total Value: \$16.7bn Top Ten Products: <i>Medium oils (Diesel, Jet Fuel, Lubricants), Petrol / Light Oils, Crude palm oil, Wheat and meslin (excluding seed for sowing, and durum wheat), Medicaments, Maize (excluding seed for sowing), Semi-milled or wholly milled rice, Flat-rolled products of iron or non-alloy steel, Raw cane sugar, in solid form, Motor vehicles for the transport of persons</i>
Morocco	Exports	Total Value: \$2.3bn Top Ten Products: <i>Mineral or chemical fertilisers containing nitrogen and phosphorus, NPK Fertiliser, Prepared or preserved sardines, Diammonium hydrogenorthophosphate, Cane or beet sugar and chemically pure sucrose,</i>	Total Value: \$25.6bn Top Ten Products: <i>Motor vehicles for the transport of persons, Ignition wiring sets and other wiring sets for vehicles, aircraft or ships, Phosphoric acid, Natural calcium phosphates and natural aluminium calcium phosphates, Ammonium dihydrogenorthophosphate,</i>

Country	Category	Intra Africa Trade	Global Trade
		<i>Cement clinkers, Medium oils (Diesel, Jet Fuel, Lubricants), Ammonium dihydrogenorthophosphate, Electric conductors, Frozen sardines</i>	<i>Diammonium hydrogenorthophosphate, Electric conductors, Tomatoes, fresh or chilled, Parts of aeroplanes or helicopters, Octopus</i>
	Imports	<p>Total Value: \$1.6bn</p> <p><u>Top Ten Products:</u> <i>Natural Gas, LPG, Dates, Coal briquettes Sanitary towels and tampons, napkins and napkin liners for babies, Coffee, Bran, sharps and other residues of wheat, Television with LCD or Plasma Screen, Beet-pulp, bagasse and other waste of sugar manufacture, Cobalt oxides and hydroxides</i></p>	<p>Total Value: \$45bn</p> <p><u>Top Ten Products:</u> <i>Medium oils (Diesel, Jet Fuel, Lubricants), Liquefied butanes, Motor vehicles for the transport of persons, Wheat and meslin (excluding seed for sowing, and durum wheat), Parts of aeroplanes or helicopters, Sulphur, Raw cane sugar, in solid form, Coal, Bodies for motor cars, Maize (excluding seed for sowing)</i></p>

Appendix I B: Africa's Product Exports to the World worth over \$1bn per annum

Table 4: Table showing Africa's Product Exports to the World worth over \$1bn per annum

Rank	Code	Product label	2017 Exports	% of Total
		Total Africa Exports	426,481,992.00	
1 st	'270900	Petroleum oils and oils obtained from bituminous minerals, crude	117,628,008.00	27.6%
2 nd	'710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes (excluding gold ...	14,264,704.00	3.3%
3 rd	'710813	Gold, incl. gold plated with platinum, in semi-manufactured forms, for non-monetary purposes	13,636,999.00	3.2%
4 th	'271111	Natural gas, liquefied	11,030,293.00	2.6%
5 th	'710231	Non-industrial diamonds unworked or simply sawn, cleaved or bruted (excluding industrial diamonds)	10,319,046.00	2.4%
6 th	'271121	Natural gas in gaseous state	8,119,962.00	1.9%
7 th	'271012	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. ...	7,247,368.00	1.7%
8 th	'180100	Cocoa beans, whole or broken, raw or roasted	6,273,029.00	1.5%
9 th	'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, ...	5,917,368.00	1.4%
10 th	'270112	Bituminous coal, whether or not pulverised, non-agglomerated	5,551,074.00	1.3%
11 th	'740311	Copper, refined, in the form of cathodes and sections of cathodes	4,660,699.00	1.1%
12 th	'740200	Copper, unrefined; copper anodes for electrolytic refining	4,222,868.00	1.0%
13 th	'260200	Manganese ores and concentrates, incl. ferruginous manganese ores and concentrates, with a ...	3,921,924.00	0.9%
14 th	'260112	Agglomerated iron ores and concentrates (excluding roasted iron pyrites)	3,836,269.00	0.9%
15 th	'999999	Commodities not elsewhere specified	3,821,333.00	0.9%
16 th	'720241	Ferro-chromium, containing by weight > 4% of carbon	3,306,638.00	0.8%
17 th	'271112	Propane, liquefied	2,857,923.00	0.7%
18 th	'870332	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...	2,701,378.00	0.6%
19 th	'870421	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston ...	2,676,114.00	0.6%
20 th	'870323	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...	2,648,011.00	0.6%
21 st	'080131	Fresh or dried cashew nuts, in shell	2,458,403.00	0.6%
22 nd	'870322	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...	2,315,264.00	0.5%
23 rd	'854430	Ignition wiring sets and other wiring sets for vehicles, aircraft or ships	2,254,415.00	0.5%
24 th	'711019	Platinum, in semi-manufactured forms	2,219,646.00	0.5%
25 th	'261000	Chromium ores and concentrates	2,208,343.00	0.5%
26 th	'760110	Aluminium, not alloyed, unwrought	2,184,550.00	0.5%

Rank	Code	Product label	2017 Exports	% of Total
27 th	'090111	Coffee (excluding roasted and decaffeinated)	2,156,645.00	0.5%
28 th	'810520	Cobalt mattes and other intermediate products of cobalt metallurgy; unwrought cobalt; cobalt ...	2,154,029.00	0.5%
29 th	'260600	Aluminium ores and concentrates	2,042,617.00	0.5%
30 th	'240120	Tobacco, partly or wholly stemmed or stripped, otherwise unmanufactured	1,998,445.00	0.5%
31 st	'890520	Floating or submersible drilling or production platforms	1,973,369.00	0.5%
32 nd	'711011	Platinum, unwrought or in powder form	1,953,507.00	0.5%
33 rd	'260300	Copper ores and concentrates	1,828,110.00	0.4%
34 th	'890190	Vessels for the transport of goods and vessels for the transport of both persons and goods ...	1,706,931.00	0.4%
35 th	'854442	Electric conductors for a voltage <= 1.000 V, insulated, fitted with connectors, n.e.s.	1,706,048.00	0.4%
36 th	'090240	Black fermented tea and partly fermented tea, whether or not flavoured, in immediate packings ...	1,705,697.00	0.4%
37 th	'271113	Butanes, liquefied (excluding of a purity of >= 95% of N-butane or isobutane)	1,698,718.00	0.4%
38 th	'520100	Cotton, neither carded nor combed	1,677,518.00	0.4%
39 th	'260111	Non-agglomerated iron ores and concentrates (excluding roasted iron pyrites)	1,607,802.00	0.4%
40 th	'270400	Coke and semi-coke of coal, of lignite or of peat, whether or not agglomerated; retort carbon	1,585,398.00	0.4%
41 st	'280920	Phosphoric acid; polyphosphoric acids, whether or not chemically defined	1,524,179.00	0.4%
42 nd	'711021	Palladium, unwrought or in powder form	1,523,120.00	0.4%
43 rd	'310210	Urea, whether or not in aqueous solution (excluding that in pellet or similar forms, or in ...)	1,498,378.00	0.4%
44 th	'080510	Fresh or dried oranges	1,433,604.00	0.3%
45 th	'271600	Electrical energy	1,417,193.00	0.3%
46 th	'842139	Machinery and apparatus for filtering or purifying gases (excluding isotope separators and ...)	1,403,798.00	0.3%
47 th	'710239	Diamonds, worked, but not mounted or set (excluding industrial diamonds)	1,310,910.00	0.3%
48 th	'170199	Cane or beet sugar and chemically pure sucrose, in solid form (excluding cane and beet sugar ...)	1,264,682.00	0.3%
49 th	'890590	Light-vessels, fire-floats, floating cranes and other vessels, the navigability of which is ...	1,220,065.00	0.3%
50 th	'120740	Sesamum seeds, whether or not broken	1,199,391.00	0.3%
51 st	'620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton (excluding ...)	1,151,350.00	0.3%
52 nd	'880330	Parts of aeroplanes or helicopters, n.e.s. (excluding those for gliders)	1,136,908.00	0.3%
53 rd	'261400	Titanium ores and concentrates	1,084,944.00	0.3%
54 th	'400122	Technically specified natural rubber "TSNR"	1,055,979.00	0.2%
55 th	'251010	Natural calcium phosphates and natural aluminium calcium phosphates, natural and phosphatic ...	1,037,042.00	0.2%

Rank	Code	Product label	2017 Exports	% of Total
56th	'151190	Palm oil and its fractions, whether or not refined (excluding chemically modified and crude)	1,024,163.00	0.2%
57th	'854449	Electric conductors, for a voltage <= 1.000 V, insulated, not fitted with connectors, n.e.s.	1,005,538.00	0.2%
58th	'310530	Diammonium hydrogenorthophosphate "diammonium phosphate" (excluding that in tablets or similar ...	1,000,379.00	0.2%

Appendix I C: Top Intra Africa Exports above \$200m per annum in 2017

Table 5: List of Top Intra Africa Exports above \$200m per annum in 2017

Rank	Product code	Product label	Value of (\$' 000)
1	'2709	Petroleum oils and oils obtained from bituminous minerals, crude	5660322
2	'2710	Petroleum oils and oils obtained from bituminous minerals (excluding crude); preparations containing ...	3743084
3	'7108	Gold, incl. gold plated with platinum, unwrought or not further worked than semi-manufactured ...	3247689
4	'2711	Petroleum gas and other gaseous hydrocarbons	2489195
5	'2716	Electrical energy	1402303
6	'7102	Diamonds, whether or not worked, but not mounted or set (excluding unmounted stones for pick-up ...	1349738
7	'8901	Cruise ships, excursion boats, ferry-boats, cargo ships, barges and similar vessels for the ...	1268284
8	'8905	Light-vessels, fire-floats, dredgers, floating cranes, and other vessels the navigability of ...	1185407
9	'1701	Cane or beet sugar and chemically pure sucrose, in solid form	1124834
10	'1511	Palm oil and its fractions, whether or not refined (excluding chemically modified)	1091539
11	'2603	Copper ores and concentrates	1020243
12	'8704	Motor vehicles for the transport of goods, incl. chassis with engine and cab	964932
13	'3302	Mixtures of odoriferous substances and mixtures, incl. alcoholic solutions, based on one or ...	889601
14	'3105	Mineral or chemical fertilisers containing two or three of the fertilising elements nitrogen, ...	873567
15	'2523	Cement, incl. cement clinkers, whether or not coloured	858307
16	'2822	Cobalt oxides and hydroxides; commercial cobalt oxides	786691
17	'0303	Frozen fish (excluding fish fillets and other fish meat of heading 0304)	734915
18	'8703	Motor cars and other motor vehicles principally designed for the transport of persons, incl. ...	608502
19	'2610	Chromium ores and concentrates	600460
20	'2701	Coal; briquettes, ovoids and similar solid fuels manufactured from coal	589781
21	'3401	Soap; organic surface-active products and preparations for use as soap, in the form of bars, ...	556800
22	'3923	Articles for the conveyance or packaging of goods, of plastics; stoppers, lids, caps and other ...	556630
23	'1005	Maize or corn	532527
24	'3304	Beauty or make-up preparations and preparations for the care of the skin, incl. sunscreen or ...	477447
25	'1006	Rice	477358
26	'3004	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses, put ...	477353
27	'8431	Parts suitable for use solely or principally with the machinery of heading 8425 to 8430, n.e.s.	440592
28	'2402	Cigars, cheroots, cigarillos and cigarettes of tobacco or of tobacco substitutes	425003
29	'8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable" and other insulated ...	423898
30	'0902	Tea, whether or not flavoured	421310

Rank	Product code	Product label	Value of (\$' 000)
31	'0102	Live bovine animals	420176
32	'3824	Prepared binders for foundry moulds or cores; chemical products and preparations for the chemical ...	395984
33	'3402	Organic surface-active agents (excluding soap); surface-active preparations, washing preparations, ...	356305
34	'7210	Flat-rolled products of iron or non-alloy steel, of a width \geq 600 mm, hot-rolled or cold-rolled ...	343391
35	'7308	Structures and parts of structures "e.g., bridges and bridge-sections, lock-gates, towers, ...	342151
36	'7208	Flat-rolled products of iron or non-alloy steel, of a width \geq 600 mm, hot-rolled, not clad, ...	335349
37	'3924	Tableware, kitchenware, other household articles and toilet articles, of plastics (excluding ...	328181
38	'3102	Mineral or chemical nitrogenous fertilisers (excluding those in pellet or similar forms, or ...	327521
39	'3917	Tubes, pipes and hoses, and fittings therefor, e.g. joints, elbows, flanges, of plastics	325228
40	'2202	Waters, incl. mineral waters and aerated waters, containing added sugar or other sweetening ...	321677
41	'2401	Unmanufactured tobacco; tobacco refuse	316036
42	'8413	Pumps for liquids, whether or not fitted with a measuring device (excluding ceramic pumps and ...	303726
43	'8708	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons, ...	299109
44	'0901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes ...	294168
45	'1902	Pasta, whether or not cooked or stuffed with meat or other substances or otherwise prepared, ...	293865
46	'3808	Insecticides, rodenticides, fungicides, herbicides, anti-sprouting products and plant-growth ...	286272
47	'4819	Cartons, boxes, cases, bags and other packing containers, of paper, paperboard, cellulose wadding ...	285446
48	'2009	Fruit juices, incl. grape must, and vegetable juices, unfermented, not containing added spirit, ...	278067
49	'9619	Sanitary towels (pads) and tampons, napkins and napkin liners for babies, and similar articles, ...	275739
50	'1704	Sugar confectionery not containing cocoa, incl. white chocolate	274240
51	'2104	Soups and broths and preparations therefor; food preparations consisting of finely homogenised ...	272058
52	'2106	Food preparations, n.e.s.	271967
53	'4011	New pneumatic tyres, of rubber	269180
54	'1604	Prepared or preserved fish; caviar and caviar substitutes prepared from fish eggs	267000
55	'8429	Self-propelled bulldozers, angledozers, graders, levellers, scrapers, mechanical shovels, excavators, ...	266330
56	'0709	Other vegetables, fresh or chilled (excluding potatoes, tomatoes, alliacious vegetables, edible ...	266095
57	'3902	Polymers of propylene or of other olefins, in primary forms	260076
58	'0106	Live animals (excluding horses, asses, mules, hinnies, bovine animals, swine, sheep, goats, ...	256793
59	'8474	Machinery for sorting, screening, separating, washing, crushing, grinding, mixing or kneading ...	255490
60	'1101	Wheat or meslin flour	251021

Rank	Product code	Product label	Value of (\$' 000)
61	'7214	Bars and rods, of iron or non-alloy steel, not further worked than forged, hot-rolled, hot-drawn ...	235502
62	'8517	Telephone sets, incl. telephones for cellular networks or for other wireless networks; other ...	229436
63	'8528	Monitors and projectors, not incorporating television reception apparatus; reception apparatus ...	229341
64	'0713	Dried leguminous vegetables, shelled, whether or not skinned or split	217162
65	'7326	Articles of iron or steel, n.e.s. (excluding cast articles)	210097
66	'9403	Furniture and parts thereof, n.e.s. (excluding seats and medical, surgical, dental or veterinary ...	204873
67	'7901	Unwrought zinc :	204329

Appendix I D: Services Sectors and Sub-Sectors Classification²⁹

1. BUSINESS SERVICES
 - 1.1. Professional Services
 - 1.1.1. Legal Services
 - 1.1.2. Accounting, auditing and book-keeping services
 - 1.1.3. Taxation Services
 - 1.1.4. Architectural services
 - 1.1.5. Engineering services
 - 1.1.6. Integrated engineering services
 - 1.1.7. Urban planning and landscape, architectural services
 - 1.1.8. Medical and dental services
 - 1.1.9. Veterinary services
 - 1.1.10. Services provided by midwives, nurses, physiotherapists and para-medical personnel
 - 1.1.11. Other
 - 1.2. Computer and Related Services
 - 1.2.1. Consultancy services related to the installation of computer hardware
 - 1.2.2. Software implementation services
 - 1.2.3. Data processing services
 - 1.2.4. Data base services
 - 1.2.5. Other
 - 1.3. Research and Development Services
 - 1.3.1. R&D services on natural sciences
 - 1.3.2. R&D services on social sciences and humanities
 - 1.3.3. Interdisciplinary R&D services
 - 1.4. Real Estate Services
 - 1.4.1. Involving own or leased property
 - 1.4.2. On a fee or contract basis
 - 1.5. Rental/Leasing Services without Operators
 - 1.5.1. Relating to ships
 - 1.5.2. Relating to aircraft
 - 1.5.3. Relating to other transport equipment
 - 1.5.4. Relating to other machinery and equipment
 - 1.5.5. Other
 - 1.6. Other Business Services
 - 1.6.1. Advertising services
 - 1.6.2. Market research and public opinion
 - 1.6.3. polling services
 - 1.6.4. Management consulting service
 - 1.6.5. Services related to man. consulting
 - 1.6.6. Technical testing and analysis serv.
 - 1.6.7. Services incidental to agriculture, hunting and forestry
 - 1.6.8. Services incidental to fishing
 - 1.6.9. Services incidental to mining
 - 1.6.10. Services incidental to manufacturing
 - 1.6.11. Services incidental to energy distribution
 - 1.6.12. Placement and supply services of Personnel
 - 1.6.13. Investigation and security
 - 1.6.14. Related scientific and technical consulting services

²⁹ WTO (MTN.GNS/W/120, 10 July 1991 (98-0000)

- 1.6.15. Maintenance and repair of equipment (not including maritime vessels, aircraft or other transport equipment)
 - 1.6.16. Building-cleaning services
 - 1.6.17. Photographic services
 - 1.6.18. Packaging services
 - 1.6.19. Printing, publishing
 - 1.6.20. Convention services
 - 1.6.21. Other
2. COMMUNICATION SERVICES
- 2.1. Postal services
 - 2.2. Courier services
 - 2.3. Telecommunication services
 - 2.3.1. Voice telephone services
 - 2.3.2. Packet-switched data transmission services
 - 2.3.3. Circuit-switched data transmission services
 - 2.3.4. Telex services
 - 2.3.5. Telegraph services
 - 2.3.6. Facsimile services
 - 2.3.7. Private leased circuit services
 - 2.3.8. Electronic mail
 - 2.3.9. Voice mail
 - 2.3.10. On-line information and data base retrieval
 - 2.3.11. electronic data interchange (EDI)
 - 2.3.12. enhanced/ value-added facsimile services, incl. store and forward, store and retrieve code and protocol conversion
 - 2.3.13. on-line information and/or data processing (incl. transaction processing)
 - 2.3.14. other
 - 2.4. Audio-visual services
 - 2.4.1. Motion picture and video tape production and distribution services
 - 2.4.2. Motion picture projection service
 - 2.4.3. Radio and television services
 - 2.4.4. Radio and television transmission services
 - 2.4.5. Sound recording
 - 2.4.6. Other
 - 2.5. Other
3. CONSTRUCTION AND RELATED ENGINEERING SERVICES
- 3.1. General construction work for buildings
 - 3.2. General construction work for civil engineering
 - 3.3. Installation and assembly work
 - 3.4. Building completion and finishing work
 - 3.5. Other
4. DISTRIBUTION SERVICES
- 4.1. Commission agents' services
 - 4.2. Wholesale trade services
 - 4.3. Retailing services
 - 4.4. Franchising
 - 4.5. Other
5. EDUCATIONAL SERVICES

- 5.1. Primary education services
 - 5.2. Secondary education services
 - 5.3. Higher education services
 - 5.4. Adult education
 - 5.5. Other education services
6. ENVIRONMENTAL SERVICES
- 6.1. Sewage services
 - 6.2. Refuse disposal services
 - 6.3. Sanitation and similar services
 - 6.4. Other
7. FINANCIAL SERVICES
- 7.1. All insurance and insurance-related services
 - 7.1.1. Life, accident and health insurance services
 - 7.1.2. Non-life insurance services
 - 7.1.3. Reinsurance and retrocession
 - 7.1.4. Services auxiliary to insurance (including broking and agency services)
 - 7.2. Banking and other financial services (excl. insurance)
 - 7.2.1. Acceptance of deposits and other repayable funds from the public
 - 7.2.2. Lending of all types, incl., inter alia, consumer credit, mortgage credit, factoring and financing of commercial transaction
 - 7.2.3. Financial leasing
 - 7.2.4. All payment and money transmission services
 - 7.2.5. Guarantees and commitments
 - 7.2.6. Trading for own account or for account of customers, whether on an exchange, in an over-the-counter market or otherwise, the following: (i) money market instruments (cheques, bills, certificate of deposits, etc.) (ii) foreign exchange, derivative products incl., but not limited to, futures and options, exchange rate and interest rate instruments, incl. products such as swaps, forward rate agreements, etc., (iii) transferable securities (iv) other negotiable instruments and financial assets, incl. bullion
 - 7.2.7. Participation in issues of all kinds of securities, incl. under-writing and placement as agent (whether publicly or privately) and provision of service related to such issues
 - 7.2.8. Money broking
 - 7.2.9. Asset management, such as cash or portfolio management, all forms of collective investment management, pension fund, management, custodial depository and trust services
 - 7.2.10. Settlement and clearing services for financial assets, incl. securities, derivative products, or and other negotiable instruments
 - 7.2.11. Advisory and other auxiliary financial services on all the activities listed in or Article 1B of MTN.TNC/W/50, incl. credit reference and analysis, investment and portfolio research and advice, advice on acquisitions and on corporate restructuring and strategy

- 7.2.12. Provision and transfer of financial information and financial data processing and related software by providers of other financial services
- 7.3. Other
- 8. HEALTH RELATED AND SOCIAL SERVICES (other than those listed under 1.A.h-j.)
 - 8.1. Hospital services
 - 8.2. Other Human Health Services
 - 8.3. Social Services
 - 8.4. Other
- 9. TOURISM AND TRAVEL RELATED SERVICES
 - 9.1. Hotels and restaurants (incl. catering)
 - 9.2. Travel agencies and tour operators services
 - 9.3. Tourist guides services
 - 9.4. Other
- 10. RECREATIONAL, CULTURAL AND SPORTING SERVICES (other than audio-visual services)
 - 10.1. Entertainment services (including theatre, live bands and circus services)
 - 10.2. News agency services
 - 10.3. Libraries, archives, museums and other cultural services
 - 10.4. Sporting and other recreational services
 - 10.5. Other
- 11. TRANSPORT SERVICES
 - 11.1. Maritime Transport Services
 - 11.1.1. Passenger transportation
 - 11.1.2. Freight transportation
 - 11.1.3. Rental of vessels with crew
 - 11.1.4. Maintenance and repair of vessels
 - 11.1.5. Pushing and towing services
 - 11.1.6. Supporting services for maritime transport
 - 11.2. Internal Waterways Transport
 - 11.2.1. Passenger transportation
 - 11.2.2. Freight transportation
 - 11.2.3. Rental of vessels with crew
 - 11.2.4. Maintenance and repair of vessels
 - 11.2.5. Pushing and towing services
 - 11.2.6. Supporting services for internal waterway transport
 - 11.3. Air Transport Services
 - 11.3.1. Passenger transportation

- 11.3.2. Freight transportation
 - 11.3.3. Rental of aircraft with crew
 - 11.3.4. Maintenance and repair of aircraft
 - 11.3.5. Supporting services for air transport
 - 11.4. Space Transport
 - 11.5. Rail Transport Services
 - 11.5.1. Passenger transportation
 - 11.5.2. Freight transportation
 - 11.5.3. Pushing and towing services
 - 11.5.4. Maintenance and repair of rail transport equipment
 - 11.5.5. Supporting services for rail transport services
 - 11.6. Road Transport Services
 - 11.6.1. Passenger transportation
 - 11.6.2. Freight transportation
 - 11.6.3. Rental of commercial vehicles with operator
 - 11.6.4. Maintenance and repair of road transport equipment
 - 11.6.5. Supporting services for road transport services
 - 11.7. Pipeline Transport
 - 11.7.1. Transportation of fuels
 - 11.7.2. Transportation of other goods
 - 11.8. Services auxiliary to all modes of transport
 - 11.8.1. Cargo-handling services
 - 11.8.2. Storage and warehouse services
 - 11.8.3. Freight transport agency services
 - 11.8.4. Other
 - 11.9. Other Transport Services
12. OTHER SERVICES NOT INCLUDED ELSEWHERE

Appendix I.E - Nigeria Trade Pattern – supporting data

Nigeria's global trade data

Nigerian exports = \$ 44.5 billion

Nigerian imports = \$ 31.3 billion

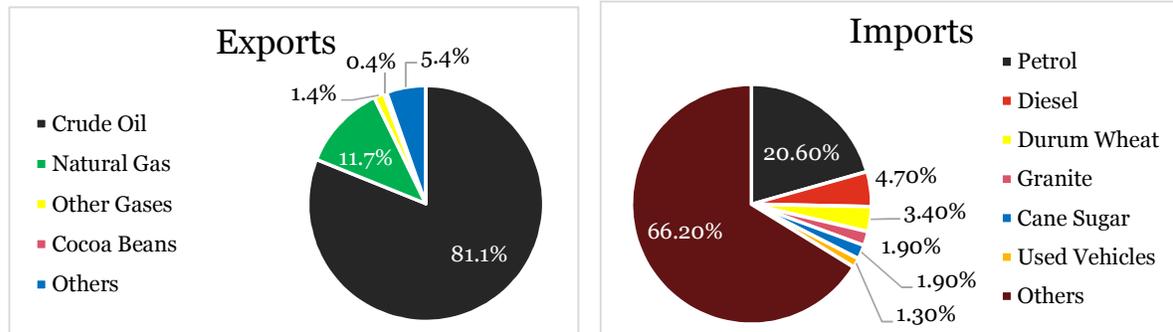


Figure 1: Value of Nigeria's Total Export and Import (2017)

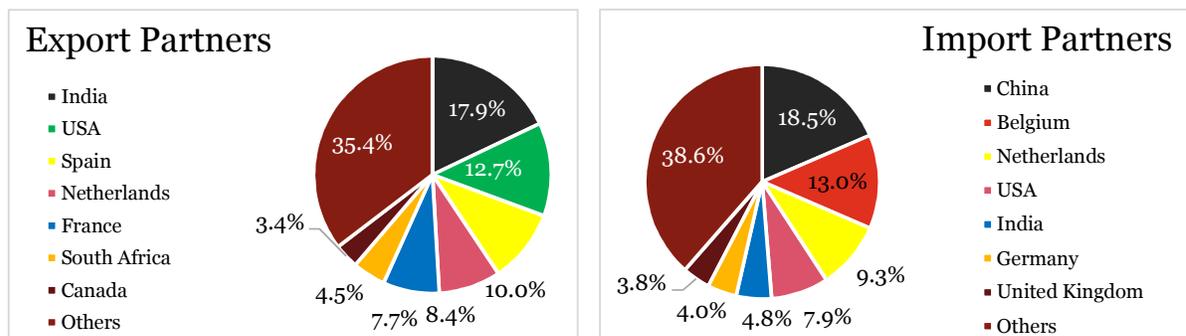


Figure 2: Nigeria's top export and import partners (2017)

Exports

Raw/unrefined products (97%) Semi-manufactured products (41%) Manufactured products (2%)

Crude oil (81.1%)	Urea (0.4%)	Vessels (0.5%)
Natural gas (11.7%)	Propane (0.4%)	Electrical energy (0.25%)
Other gases (1.4%)	Butane (0.3%)	Cigarettes (0.25%)
Cocoa beans (0.4%)	Tanned leather (0.13%)	Cement (0.13%)
Naphthalene (0.4%)	Cocoa butter (0.1%)	Jet fuel (0.07%)
Sesame seeds (0.3%)	Soya bean meal / flour (0.06%)	LPG (0.1%)
Cashew nuts (0.2%)	Wheat bran / sharps (0.03%)	Pasta (0.06%)
Soya beans (0.06%)	Cocoa paste (0.02%)	Tubes / Pipes (0.04%)
Unwrought aluminum (0.04%)	Charcoal (0.02%)	Aluminum cans (0.03%)
Ginger (0.02%)	Semi-finished iron / steel (0.02%)	Polythene sacks and bags (0.03%)

Imports

Raw/unrefined products 5% Semi-manufactured products (15%) Manufactured products (80%)

Durum wheat seeds (2.7%)	Cane sugar (1.9%)	Motor Spirit / Petrol (20.6%)
Crude palm oil (0.4%)	Durum wheat (1.6%)	Gas oil / Diesel (4.7%)
Herrings (0.3%)	Lubricating oil to be mixed (1.0%)	Granite (1.9%)
Maize (0.3%)	Polypropylene (0.6%)	Used vehicles (1.3%)
Malt (0.2%)	Odoriferous substances (0.6%)	Motorcycles CKD (0.9%)
Crude salt (0.1%)	Frozen mackerel (0.6%)	Baby milk (0.9%)
Zinc (0.1%)	Stripped tobacco (0.3%)	Taps / corks / valves (0.7%)
Apples (0.1%)	Ethyl alcohol (0.3%)	Image and voice receptors (0.7%)
	Isocyanates (0.3%)	Other pasta (0.7%)

Figure 3: Value chain of Nigeria's Trade (Imports and Exports)

	Amorphous PET chips (0.2%)	Polythene sacks and bags (0.03%)
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Nigeria's intra-African Trade

Intra-African exports= \$4.9 billion

Intra-African imports = \$1.1 billion

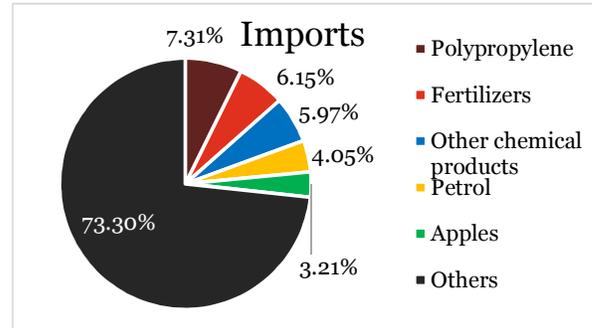
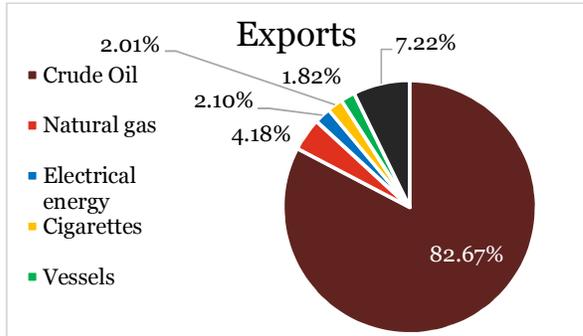


Figure 4: Intra African Imports and Exports (2017)

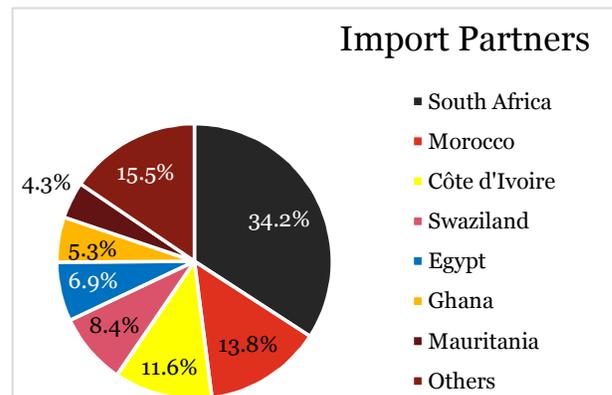
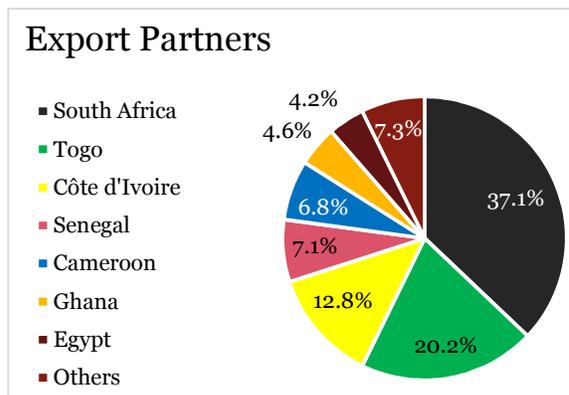


Figure 5: Top Intra African Imports and Export partners (2017)

Exports

Raw/unrefined products (89%) Semi-manufactured products (2%) Manufactured products (9%)

Crude oil (82.7%)	Butane (0.5%)	Electrical energy (2.1%)
Natural gas (4.2%)	Urea (0.4%)	Cigarettes (2.0%)
Other petroleum oils (1.0%)	Propane (0.3%)	Vessels (1.8%)
Primary rubber (0.1%)	Mineral water (0.2%)	Cement (1.1%)
Naphthalene (0.1%)	Wheat bran / sharps (0.2%)	Pasta (0.5%)
Sesame seeds (0.0%)	Semi-finished iron / steel (0.2%)	Polythene sacks and bags (0.2%)
	Soya bean meal and oil (0.2%)	Aluminum cans (0.2%)
	Surface-active agents (0.1%)	Maggi mixpy classic (0.1%)
		Star and Gulder beer (0.1%)
		Safety footwear (0.1%)

Imports

Unrefined products (13%) Semi-manufactured products (39%) Manufactured products (48%)

Apples (3.2%)	Polypropylene (7.3%)	Fertilizers (8.9%)
Palm oil (1.8%)	Chemicals (6.0%)	Motor Spirit / Petrol (4.1%)
Crude salt (1.8%)	Frozen Mackerel (4.0%)	Bitumen (2.3%)
Cotton seed (0.6%)	Fertilizer pellets (2.3%)	Gas oil / Diesel (2.0%)
Zinc (0.5%)	Potassium Chloride (1.2%)	Sardine (1.5%)
Tobacco (0.3%)	Coffee extracts (1.0%)	Cigarettes (1.4%)
Kola nuts (0.2%)	Odoriferous substances (1.0%)	Plastics (1.3%)
Grapes (0.2%)	Pigments (0.8%)	Paper (1.3%)

Gum (0.2%)	Ethyl alcohol (0.7%)	Jet fuel (1.2%)
Dates (0.2%)	Palm Olefin (0.6%)	Crown corks (1.0%)

Figure 6: Value chain of Nigeria's intra-African Trade (Imports and Exports)

Appendix II - Nigeria's Priority products as defined by ERGP and other Development Plans

Table 6- Priority products as defined by ERGP and other Development Plans

Products	Nigeria's Export to Africa (US\$mil)			Nigeria's Total Global Export (US\$mil)			Africa's Total Imports (US\$mil)		
	2015	2016	2017	2015	2016	2017	2015	2016	2017
Refined Petroleum	187.1	0.096	38.7	715.9	33.6	167	49,809	38,554	46,161
Auto/Auto parts	2.8	0	0.6	9.6	0.4	0.8	39,405	35,050	36,004
Iron/Steel	14.5	14.2	21.5	55.8	15.7	21.5	32,133	27,733	29,134
Plastics	31.6	4.7	9.2	44.6	38.9	85.2	18,513	17,645	19,059
Textile/Garment	0.6	0.15	0.2	2.3	0.15	0.2	11,785	10,641	11,683
Chemicals	1.1	0.9	1.7	6.3	1.7	1.8	9,985	9,203	11,278
Crude Oil	4,851	3,990	4,455	35,098	27,009	36,421	14,116	10,441	10,732
Gas	132.2	230.9	278.7	7,488	4,586	6,169	5,791	6,061	7,002
Sugar	0.04	0.2	0.06	0.05	0.2	0.06	4,383	5,689	6,866
Rice	0	0	0	0	0	0	4,570	4,962	6,720
Rubber	2.4	0.5	4.5	63.9	37.7	55.4	6,048	5,587	5,928
Oil Palm	0	0.001	0	0.2	0.1	2.7	3,049	3,535	4,903
Fishery	0	0	0	75	58.9	49.6	4,194	3,710	4,252
Aluminium	1.6	9.8	10.3	65.5	33.2	33.3	4,345	3,666	4,185
Fertilizer	0.1	0	0	1.2	2.6	0	3,881	3,798	3,946
Cotton	2.1	1.1	0.8	16.4	4.7	5.5	2,841	2,658	3,197
Cement	19.9	29	58.4	19.9	29	58.4	2,437	2,465	2,920
Beef	0	0	0	0	0.02	0.1	2,083	1,511	1,554
Leather	0.23	0	0	159.5	48.4	73.9	1,388	1,315	1,364
Soya	0	10.5	3.1	0	12.4	26.8	1,179	682.8	1,163
Livestock	0	0	0	0	0	0	936.1	943.9	1,018
Petrochemicals	0	0	20.2	30.7	59.6	165.7	948.3	712.4	802.1
Cocoa	8.9	1.37	0.13	610.5	302.9	238.1	782.6	658.1	673.7
Zinc	0.15	0	0	6.5	3.4	5.6	566	468.9	594.3
Gold	0	0	0	0	0	0	206.9	116.5	578.5
Lead	0.3	0.12	0.7	44.5	26.2	27.4	115.1	95.8	93.9
Sesame	6.9	0.7	2	351.3	106.8	135.7	86.3	67.8	88.8
Tin	0.23	0	0	49.4	0.8	1.6	54.8	43.9	47.2
Cashew	0.13	0	0.3	0	70.9	32.5	55.3	40.9	46.5
Ginger	4.3	2.1	1.8	24.9	8.8	8.3	20.4	25.3	23.9
Flowers	0.2	0.07	0.12	31.7	4.1	8.2	22.8	27.9	19.7
Gum-Arabic	0	0	0	5	1.7	1.1	8.4	10.1	13
Cowpeas	0	0	0	0.1	0	0	12.9	8.9	10.4
Cassava	0	0	0	0	0	0.009	11.3	16.3	6.2
Yam	0	0.001	0	0.05	0.006	0.013	0.4	1.3	1.4

Appendix III - Assessment of the Impact of the AfCFTA on the Manufacturing Sector

The assessment of the impact of AfCFTA on the manufacturing sector conducted by MAN was based on two gradual liberalization scenarios over 15 years instead of 5 years proposed by the AfCFTA agreement.

Scenario one assumed a 5-year standstill period (i.e. no liberalization) followed by 50% reduction in existing tariffs in the 2nd 5 years and removal of the remaining 50% tariff in the 3rd 5 years.

Scenario two assumed elimination of tariffs on 5% tariff lines in the first 5 years, liberalization of tariff on all the 10% tariff lines in the 2nd 5 years and all the 20% tariff lines in the 3rd 5 years.

All 35% tariff lines and currently prohibited items were assumed to go to the exclusion list.

Overall, the study found that a 3-phase liberalization of 5%, 10% and 20% tariff lines to zero will likely result in surge of manufactured goods imports to the tune of about 159.5%, 183% and 251.4% respectively, on the average during a 15-year period.

The specific results of the evaluation based on the above scenarios are presented below.

The model predicted the following outcomes under scenario 1:

- 1) import surge on 20% tariff lines will be very significant (i.e. above 100% increase) in 8 out of the 10 sub-sectors with *chemical and pharma; and plastic or rubber* sub-sectors being the exceptions;
- 2) Six (6) sub-sectors will experience very significant import surge under the 10% tariff lines category (*exceptions being motor vehicles assembly; basic metal, iron and steel; printing and Publishing; and non-metallic sub-sectors*);
- 3) Three (3) sub-sectors will witness high level of import surge in the 5% tariff category. These include chemical and pharma; plastic or rubber products; and printing and publishing sub-sectors;
- 4) Import surge will be accompanied by job gains in five (5) sub-sectors (*chemical and pharma; printing and publishing; textile, apparel and footwear; basic metal, iron and steel; and non-metallic*);
- 5) Import surge will be accompanied by new investment in three (3) sub-sectors (*textile, Apparel and footwear; electrical and electronics and printing and publishing*);
- 6) Five (5) sub-sectors (*plastic or rubber products chemical and pharma, wood and wood products; non-metallic; basic metal, iron and steel*) will witness fall in investment;
- 7) The surge in import and significant drop in investment in the plastic or rubber products subsector will have negligible impact on output and jobs;
- 8) The food, beverage and tobacco sub-sector will retain investment, output and jobs despite of the very significant level of import surge;
- 9) Printing and publishing will witness investment, output and job gains with import surge;
- 10) Similarly, chemical and pharma and basic metal, iron and steel will witness growth in output and jobs despite import surge and reasonable decline in investment;
- 11) Wood and wood products sub-sector will witness the *most decline in the three assessment dimensions of investment, output and employment, across all tariff lines.*

Table 7: Impact on Manufacturing (Scenario One Results)

	Current Tariff Rate	Phase	Food, Beverages and Tobacco (%)	Chemical & Pharma Products (%)	Plastic or Rubber Products (%)	Wood and Wood Products (%)	Textile, Apparel and Footwear (%)	Non-Metallic (%)	Electrical & Electronics (%)	Motor Vehicles and Assembly (%)	Basic Metal, Iron and Steel (%)	Pulp, Paper, Printing & publishing
Potential Import Surge	5%	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		2.0	45.5	90.4	55.8	48.1	27.6	33.6	0.0	0.0	38.0	93.9
		3.0	91.0	180.8	111.7	96.2	55.2	67.2	0.0	0.0	76.0	187.8
	10%	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		2.0	120.8	63.8	52.0	50.5	96.2	34.0	100.1	1.1	23.7	29.6
		3.0	241.7	127.7	105.1	101.0	192.4	68.0	200.1	2.2	47.5	59.2
	20%	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		2.0	152.3	26.5	35.6	66.0	226.9	216.7	80.6	194.7	141.2	160.1
		3.0	304.7	53.0	71.3	132.0	113.4	108.3	161.2	389.4	70.6	320.2
Investment	5%	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		2.0	-0.4	-1.2	-42.4	-0.6	15.0	-1.3	0.0	0.0	-2.5	5.0
		3.0	-0.4	-2.4	-84.8	-1.3	30.0	-2.5	0.0	0.0	-5.0	10.0
	10%	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		2.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		3.0	-3.1	-25.0	-87.5	-25.0	12.5	-37.5	62.5	0.0	-37.5	6.3
	20%	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		2.0	-1.2	-62.5	-25.0	-18.8	62.5	-62.5	18.8	-1.2	-59.4	6.3
		3.0	-2.3	-9.4	-59.4	-43.8	118.8	-9.4	43.8	-2.3	-9.4	12.5
Output	5%	1.0	0.0	8.0	0.0	-2.0	0.0	0.0	0.0	0.0	-2.0	2.0
		2.0	0.0	62.5	0.0	-24.0	-28.0	-34.0	0.0	0.0	16.0	8.0
		3.0	0.0	12.0	0.0	-48.0	-50.0	-72.0	0.0	0.0	32.0	14.0
	10%	1.0	0.0	6.7	0.0	-2.0	0.0	0.0	0.0	0.0	-2.0	2.0
		2.0	2.0	46.7	0.0	-26.7	-90.0	-36.7	-36.7	-2.0	10.0	4.0
		3.0	4.0	86.7	0.0	-46.7	-16.7	-70.0	-70.0	-2.0	20.0	6.0
	20%	1.0	-2.0	10.0	-2.0	-2.0	-2.0	-2.0	-2.0	-2.0	-2.0	0.0
		2.0	0.0	24.0	-2.0	-30.0	-10.0	-10.0	-30.0	-14.0	30.0	10.0
		3.0	2.0	38.0	-2.0	-64.0	-240.0	-240.0	-56.0	-26.0	64.0	10.0
Employment	5%	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		2.0	-2.1	125.0	-2.1	-45.8	33.3	8.3	0.0	0.0	16.7	100.0
		3.0	-2.1	25.0	-2.1	-91.7	62.5	20.8	0.0	0.0	33.3	75.0
	10%	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		2.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
		3.0	-2.0	20.0	-2.0	-100.0	24.0	24.0	-72.0	-2.0	24.0	64.0
	20%	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.0	4.0
		2.0	0.0	40.0	0.0	-68.0	12.0	32.0	-18.0	-6.0	32.0	16.0
		3.0	0.0	84.0	0.0	-12.0	28.0	72.0	-40.0	-12.0	68.0	32.0

The model predicted the following outcomes under scenario 2:

- 1) Products currently at 5% tariff rate in one subsector (electrical and electronics) will experience extra high surge level (>200%) while those at same tariff rate in five (5) sub-sectors (*chemical and pharma; plastic or rubber products; motor vehicle and assembly; and pulp, pepper, printing and publishing*) will witness significant import surge (>100%);
- 2) Products at 10% tariff level in three (3) subsectors (motor vehicle assembly; electrical and electronic; and food, beverage and tobacco) will witness extra high import surge while others except non-metallic, basic metal, iron and steel; and pulp, paper, printing and publishing will witness significant (>100%) import surge levels;
- 3) At 20% tariff level, five sub-sectors will witness extra high import surge (*food, beverage and tobacco; textile, apparel and footwear; non-metallic; motor vehicle and assembly; and pulp, paper, printing and publishing*). Basic metal, iron and steel subsector will witness significant surge,

- plastic or rubber; chemical and pharma; and electrical and electronics will witness reasonable surge (<100%) and wood and wood product will record zero surge.
- 4) Notwithstanding the more aggressive surge in imports compared to scenario 1,
- Five (5) sub-sectors will witness job gains while three (3) will witness job losses.
 - Subsectors that will experience job gains include: chemical and pharma; textile, apparel and footwear; non-metallic, basic metal, iron and steel; and pulp, paper, printing and publishing); while
 - motor vehicle and assembly; electrical and electronics; and wood and wood products will witness job losses;
 - One (1) subsector will attract reasonable investment (electrical and electronics), two (2) will record marginal new investment (pulp, paper, printing and publishing and textile apparel and footwear), one will lose marginal level of investment (food, beverage and tobacco) and six (6) will lose reasonable level of investment;
 - Motor vehicle and assembly subsector will be worst hit and it will witness the most surge (up to 2160% in the 10% tariff bracket and 483% in the 20% bracket) and will record losses in investment, output and employment
 - Electrical and electronics will witness less import surge, higher output loss and job losses than motor vehicle and assembly, but it will attract reasonable investment (28%, 56% and 62.5% in the 20%, 10% and 5% tariff brackets respectively);
 - Pulp, paper, printing and publishing sub-sector will witness investment, output and job gains along with the surge;
 - Non-metallic subsector will witness job gains despite investment and output loss;
 - Wood and wood products will lose investment, output and jobs for products in the 5% and 10% tariff brackets;
 - Food beverage & tobacco will record marginal loss of investment but will retain jobs and output.

Table 8: Impact on Manufacturing (Scenario Two Results)

	Tariff Rate	Phase	Food, Beverages and Tobacco	Chemical & Pharmaceutical Products	Plastic or Rubber Products	Wood and Wood Products	Textile, Apparel and Footwear	Non-Metallic	Electrical and Electronics	Motor Vehicles and Assembly	Basic Metal, Iron and Steel	Pulp, Paper, Printing and publishing.
			FBT (%)	CCP (%)	PRP (%)	WWP (%)	TAF (%)	NML (%)	E&E (%)	MVA (%)	BMS (%)	PPP(%)
Potential Import Surge	5%	1	91.0	180.8	111.7	96.2	55.2	67.2	218.2	122.0	76.0	187.8
	10%	2	241.7	127.7	104.1	101.0	192.4	68.0	200.1	2160.5	47.5	59.2
	20%	3	304.7	53.0	71.3	0.0	226.9	216.7	95.5	483.2	141.2	320.2
Investment	5%	1	-5.0	-43.8	-81.3	-31.3	25.0	-37.5	62.5	-5.0	-62.5	12.5
	10%	2	-2.0	-32.0	-76.0	-32.0	10.0	-40.0	56.0	-16.0	-40.0	4.0
	20%	3	-4.0	-14.0	56.0	0.0	12.0	-12.0	28.0	-4.0	-6.0	17.2
Output	5%	1	0.0	-66.7	-5.0	-41.7	-58.3	-83.3	-83.3	-15.0	33.3	16.7
	10%	2	5.0	87.5	0.0	-43.8	-18.8	-75.0	-68.8	-18.8	25.0	6.3
	20%	3	0.8	40.0	-0.4	-0.4	-20.0	-22.0	-28.0	-32.0	60.0	20.0
Employment	5%	1	0.0	26.3	0.0	-10.5	31.6	21.1	-52.6	-2.6	2.6	18.4
	10%	2	0.0	20.0	0.0	-100.0	24.0	24.0	-72.0	-76.0	24.0	64.0
	20%	3	0.0	72.2	0.0	0.0	25.0	66.7	-22.2	-16.7	66.7	38.9

Appendix IV - Comparative Advantage Analysis

The standard Balassa Revealed Comparative Advantage (BRCA) index, which measures comparative advantage with respect to the country's total exports of goods is used in this study.³⁰ The index measures the share of a given product in a country's total exports relative to the share of that product in total exports. A country is said to have a CA in a particular product if its share in the country's total exports is relatively larger than the share of the product in total world exports.

The analysis was premised on data from the World Bank's World Integrated Trade System (WiTS), spanning the period 2010 to 2017. The study considered about sixty products with the use of Standard International Trade Classification (SITC).³¹

The result of the analysis at aggregate level is presented in the table below:

Table 9: Balassa RCA Index for Nigeria and Africa at Aggregate level

	2010	2011	2012	2013	2014	2015	2016	2017	Average
Mineral fuels, lubricants and related materials	87.9	61.9	48.1	49.4	47.1	153.2	102.1	87.9	79.7
Agricultural Products (Food and live animals)	66.0	35.8	37.4	100.1	28.7	45.2	23.3	16.4	44.1
Manufactured Products (Beverages and tobacco)	2.9	6.6	7.7	6.9	5.3	5.8	13.3	14.5	7.9
Crude materials, inedible, except fuels	17.9	3.5	8.9	1.7	0.3	7.1	1.1	1.0	5.2
Miscellaneous manufactured articles	3.5	3.2	4.9	9.6	2.7	5.6	0.3	0.4	3.8
Manufactured goods classified chiefly by material	14.4	1.5	1.7	1.7	1.0	2.4	2.2	2.5	3.4
Manufactured products (Machinery and transport equipment)	0.8	3.0	2.1	3.0	2.6	2.7	0.0	2.1	2.0
Manufactured goods (Chemicals and related products)	1.1	2.2	1.0	3.1	1.4	1.9	1.5	2.1	1.8

³⁰ Though there are varieties of Revealed Comparative Advantage (RCA) indices suggested and disputed, such as Baldwin, 1971, Donges and Riedel, 1977, Wolter, 1977, Bowen, 1983, Vollrath 1991, and Memedovic, 1994 but Balassa (1965) index is widely used in literature.

³¹ This aids classification of exports and import of a country to enable comparing with different countries and over time at an aggregated level.

The results suggest that on the average, out of the products considered, Nigeria has comparative advantages in the trading of the following products/goods during the review period (2010-2017): Beverages; Tobacco and tobacco manufactures; Oil-seeds and oleaginous fruits; Crude rubber (including synthetic and reclaimed); Pulp and waste paper; Textile fibres (other than wool tops and other combed wool) and their wastes (not manufactured into yarn or fabric); Crude fertilizers, and crude minerals (excluding coal, petroleum and precious stones); Crude animal and vegetable materials; Petroleum, petroleum products and related materials; Gas, natural and manufactured; Electric current; Organic chemicals; Dyeing, tanning and colouring materials; Essential oils and resinoids and perfume materials; Fertilizers; Plastics in primary forms; Plastics in non-primary forms; Chemical materials and products; Leather, leather manufactures, and dressed fur skins; Textile yarn, fabrics, made-up articles, and related products; Non-metallic mineral manufactures; Iron and steel; Non-ferrous metals; Other transport equipment; Furniture and parts thereof, bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; Travel goods, handbags and similar containers; Footwear; Special transactions and commodities not classified according to kind. In sum, Nigeria has a revealed comparative advantage in all the products considered excluding organic chemical.

Table 10: Balassa RCA Index of Nigeria and Africa at Products Level

Products	2010	2011	2012	2013	2014	2015	2016	2017	Average
Petroleum, petroleum products and related materials	91.2	88.4	51.8	55.1	52.3	203.2	127.8	111.5	97.7
Crude rubber (including synthetic and reclaimed)	117.7	24.3	77.5	16.2	5.0	318.3	17.7	93.0	83.7
Gas, natural and manufactured	137.6	0.0	43.8	0.4	11.2	84.6	200.1	8.1	60.7
Other transport equipment	4.6	44.4	32.3	12.0	12.1	54.3	206.3	7.9	46.7
Leather, leather manufactures, and dressed fur skins	3.1	43.6	36.8	10.1	22.9	12.9	52.3	37.2	27.4
Footwear	34.8	22.7	25.7	36.4	14.7	38.9	2.5	2.5	22.3
Special transactions and commodities not classified according to kind	22.2	64.6	11.9	29.9	1.5	15.0	27.5	0.4	21.6
Electric current	59.3	31.4	9.4	8.8	8.0	7.0	18.3	15.6	19.7
Tobacco and tobacco manufactures	5.1	10.7	11.4	8.9	7.1	11.5	17.3	29.0	12.6
Travel goods, handbags and similar containers	8.8	0.0	11.7	16.1	7.7	9.3	24.1	21.5	12.4
Crude animal and vegetable materials,	8.4	13.9	0.1	14.1	1.1	7.8	22.0	12.4	10.0
Textile fibers (other than wool tops and other combed wool) and their wastes (not manufactured into yarn or fabric)	44.5	1.4	1.2	3.5	0.3	6.8	10.1	0.0	8.5

Products	2010	2011	2012	2013	2014	2015	2016	2017	Average
Crude fertilizers, other than those of Division 56, and crude minerals (excluding coal, petroleum and precious stones)	42.1	2.3	0.8	0.6	0.4	5.6	0.2	0.3	6.6
Textile yarn, fabrics, made-up articles, , and related products	7.7	4.4	6.1	5.9	7.0	5.3	4.9	2.9	5.5
Oil-seeds and oleaginous fruits	5.4	3.7	1.8	3.6	0.2	2.3	17.7	6.5	5.2
Furniture and parts thereof; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings	0.7	7.8	0.8	11.8	0.2	4.0	0.3	0.2	3.2
Miscellaneous manufactured articles,	1.0	1.7	5.1	8.8	2.8	5.2	0.3	0.3	3.2
Essential oils and resinoids and perfume materials	2.3	1.7	1.4	6.9	1.2	3.3	4.4	2.0	2.9
Pulp and waste paper	3.0	3.6	2.6	1.9	0.0	1.5	2.4	4.0	2.4
Fertilizers (other than those of group 272)	0.1	1.2	1.5	0.8	0.8	0.9	9.1	3.3	2.2
Beverages	0.6	1.3	0.5	3.2	1.8	1.6	4.9	3.5	2.2
Non-ferrous metals	1.7	3.2	2.9	2.8	1.1	2.6	0.3	0.5	1.9
Non-metallic mineral manufactures,	0.1	0.4	3.4	2.3	0.5	0.9	2.5	4.6	1.8
Plastics in primary forms	0.4	5.0	1.0	2.7	0.3	1.6	0.6	0.9	1.6
Plastics in non-primary forms	0.4	0.5	0.1	0.8	5.8	2.0	1.0	1.6	1.5
Chemical materials and products, n.e.s	0.9	0.7	0.5	1.9	2.1	1.2	1.5	3.5	1.5
Iron and steel	2.3	1.5	0.2	1.1	0.3	1.0	0.9	1.7	1.1
Dyeing, tanning and colouring materials	0.1	1.8	1.2	1.6	2.2	1.5	0.1	0.2	1.1
Organic chemicals	1.1	2.3	2.0	0.5	0.1	1.1	0.0	0.1	0.9

Source: Author's computation using data from World Integrated Trade Solution (WITS).

Appendix V - Nigeria's Readiness Parameters & Score Card

Nigeria's performance in line with the readiness areas identified is as summarized in the table below. In determining Nigeria's readiness for the AfCFTA, the country's performance in the identified readiness parameters were normalised in developing average scores within thematic areas.

Definitions:

- Score: Provided Index Score
- %: (Nigeria's Index Score ÷ Maximum Index Score) × 100%
- Readiness Score: Average Thematic Area Score

Legend	
Score (%)	Interpretation
0-30	Significant action required (Critical)
31 – 60	Marginal action required
61 and above	Ready

Table 11: Nigeria Readiness Scorecard

Thematic Areas	Readiness Area	Definition	Score	%	Nigeria Readiness Score
Trade Capacity	Products, Services and Export Trade	Product and Service Homogeneity	0.73	27	39.03%
		Human Capacity	51.06	51.06	
Trade Infrastructure	Power	Quality of electric supply	1.42	20.29	37.94%
	Road	Quality of roads in Nigeria	3.8	54.29	
	Rail	Quality of railroad infrastructure	1.5	21.43	
	Aviation	Quality of air transport infrastructure	3.2	45.71	
	Ports	Quality of port infrastructure	2.8	40.00	
	Communication	Communication	45.91	45.91	
Trade Environment	Trade Facilitation	Overall Trade Facilitation Index Score	0.82	41.00	45.58%
	Ease of Doing Business	Overall Ease of Doing Business Score	0.52	52.89	
	Cost of Money	Access to finance	3	42.86	
Trade Enforcement	Enforcement Capacity	Physical Security	3.1	44.29	40.22%
		Level of Security	2.87	28.18	
		Internal and External border cooperation	0.83	41.50	
	Legal	Domestic Market Access	3.7	52.86	
		Foreign Market Access	2.4	34.29	

Nigeria's trade readiness highlights key challenges with the homogeneity of its product profile, a dearth in the required trade infrastructure and a marginally conducive business environment. This is exemplified in the current trade to GDP ratio, which was estimated at 20% in 2016.

The assessment of Nigeria's current state against the outlined readiness parameters, reveals its trade competitiveness largely lags behind key comparator nations of Ghana, Cote d' Ivoire, Egypt, Kenya, Morocco and South Africa (as shown in Table below).

Table 12: Readiness Scorecard Comparison

Thematic Areas	Nigeria	Cote d'Ivoire	Ghana	Kenya	Morocco	S/Africa
Trade Capacity	39.03%	57.06%	59.00%	69.74%	66.24%	73.05%
Trade Infrastructure	37.94%	63.10%	47.18%	56.33%	67.63%	66.81%
Trade Environment	45.58%	41.07%	51.41%	58.88%	61.06%	73.05%
Trade Enforcement	43.23%	50.64%	56.15%	58.14%	66.61%	61.84%
AfCFTA Signature Status	Not Signed	Signed & ratified	Signed & ratified	Signed	Signed	Signed & ratified

Whilst there is a mixed picture of Nigeria's current readiness, as is the case with comparator countries, there are expectations of net benefits from the AfCFTA while the risks of being excluded from a dynamic region may be severe. Any concerns regarding Nigeria's readiness can be mitigated through the implementation of the manageable, specific measures and the development of appropriate structures to monitor implementation and other trade related matters.

Appendix VI - List of Projects to Achieve Minimum Level of Readiness for AfCFTA

- 1) Approval and execution of the Nigeria Quality Plan (including setting up of the National Quality Council)
- 2) Securing funding and completing critical projects in the Power Transmission and projects in the Distribution Expansion Plans to utilize the stranded 2000MW
- 3) Conclusion and implementation of the ongoing tariff revision programme
- 4) Completion of rehabilitation and continuous maintenance of the Lakaji Corridor, Port Harcourt – Ngala Corridor and their link roads, Abidjan – Lagos Corridor and feeder roads to main agriculture and industrial clusters
- 5) Completion of the Lagos Kano standard gauge line, rehabilitation and operationalization of the interim concession of the narrow gauge lines
- 6) Completion of the ongoing 5 Major projects including installation of cold room facilities in them
- 7) Completion of the rehabilitation and continuous maintenance of the access roads to the ports
- 8) securing the FIATA32 certification for Kaduna Inland Dry Port (KIDP)
- 9) Timely completion of the Inland Dry Port and Trailer Transit Parks initiatives
- 10) Introduction of scanners at all air and sea ports to limit physical inspection of containers
- 11) dredging Calabar port
- 12) Upgrade of bulk loading terminals at ports
- 13) Completion of NIMASA's Deep Blue Project and integrating the Nigerian Navy's Falcon Eye Intelligence system to improve coastal security.
- 14) Completion and operationalization of the Single Window Project
- 15) Conclusion of all outstanding actions on the Abidjan Lagos Corridor including the implementation and operationalization of the Inter State Road Transit Scheme (ISRTS)
- 16) Reduction of incidence of bribery, number of check points on all major trade routes and ports
- 17) Operationalization of existing Customs co-operation agreement agreements with neighbouring countries
- 18) Sustaining the ongoing Ease of Doing Business programme
- 19) Achieving a single digit interest rate for export trade enhancing investments and transactions
- 20) Broadening income tax base to mitigate impact of liberalization due to AfCFTA
- 21) Sustaining agriculture financing incentives and expand investment and financing incentives for mining, manufacturing and services sectors in line with provisions of the AfCFTA
- 22) Updating its exchange rate policy to balance need for intermediate products imports with export
- 23) Introduce new financial inclusion strategies, especially, in an environment where conventional finance has seemingly failed to ensure financial spread and depth, particularly in segment of the populations averse to existing interest-based financial framework.
- 24) Completion and implementation of a common trade policy for ECOWAS
- 25) Advocate the adoption of quotas on import of goods in the sensitive and exclusive lists of AfCFTA from 3rd party countries
- 26) Drive the full implementation of ECOWAS Trade Liberalization Scheme (ETLS) including developing of electronic certificate of origin (COO), common portal, registration, verification and ongoing monitoring of producers capacities across all ECOWAS countries before the coming into force of the AfCFTA.

³² FIATA - International Federation of Freight Forwarders Association

- 27) Advocate the expansion of the jurisdiction of the ECOWAS Court of Justice hitherto limited to human rights to cover trade related issues as part of economic rights
- 28) Monitor import levels, production outputs, investments and jobs to provide early warning system to authorities to proactively trigger policy adjustments;
- 29) Drive organizational reforms (including terms and conditions of service, performance management, etc.), ease of doing business and anti-corruption programmes within agencies involved in border management as part of efforts to tackle smuggling;
- 30) Develop and implement a medium term programme to upgrade the strategic, operational, technological and human capacity within border agencies to tackle all forms of smuggling;
- 31) Expedite passage of the NOTN and Trade Remedies Bills to provide legal backing to effort to combat predatory trade practices in accordance with national interest and ECOWAS, AfCFTA and WTO obligations;
- 32) Expedite the passage of the Customs and Excise Management Bill 2013 to implement mutual administrative assistance propositions to empower Nigerian Customs Service to coordinate the enforcement of trade rules with neighbouring countries; and
- 33) Improve funding and coordination among member countries of the Multinational Joint Task Force against Boko Haram (MNJTF)

Other trade enforcement measures identified include:

- 34) Signing and enforcement of customs co-operation agreements between Nigeria and its neighbours and with major trading partners (China, India, EU and USA) to facilitate information sharing and other terms to stem trade diversion and under-declaration of imports;
- 35) Domesticating ECOWAS and WTO treaties through passage of law by National Assembly to provide legal basis for trade enforcement based on these treaties;
- 36) Repealing or updating the Export (Prohibition) Act which prohibits exportation of certain products such as beans, cassava tuber and their derivative products, among others and therefore in conflict with ERGP and AfCFTA.
- 37) Updating Executive Order 5 (EO5) as may be required to bring it in line with the AfCFTA.
- 38) Establishing a tariff rate quota (TRQ) system³³ similar to the SADC's ANNEX VII on trade in Sugar, the European Union's Quotas and Section 22 of the U.S. Agricultural Adjustment Act, as amended. These TRQ system help to protect local industries and can be combined with anti-dumping duties (as is the case in the European Union).

³³ A tariff quota permits the import of a certain quantity of a commodity duty-free or at a lower duty rate, while quantities exceeding the quota are subject to a higher duty rate

Appendix VII - List of Nigeria's Bilateral and Multilateral Trade Agreements

A) Bilateral Trade Agreement

S/N	Agreement	Country	Date Signed	Date Ratified
1	Instrument of ratification of the Trade Agreement of the Federal Republic of Nigeria and the Government of People's Republic of China	China	20 th November 1981	26 th November 1984
2	Instrument of ratification of the Bilateral Trade Agreement between the Government of the Federal Republic of Nigeria and the Government of the Republic of Benin	Benin	5 th November 1990	16 th April 1992
3	Instrument of ratification of the Bilateral Trade Agreement between the Government of the Federal Republic of Nigeria and the Government of the People's Republic of Bulgaria	Bulgaria	19 th June 1990	4 th May 1993
4	Instrument of ratification to the Trade Agreement between the Government of Federal Republic of Nigeria and the Government of the Republic of Niger	Niger	19 th August 1993	18 th May 1999
	Instrument of ratification of the Trade Agreement between the Government of the Federal Republic of Nigeria and the Government of the Republic of Niger	Niger	25 th January 2002	3 rd February 2004
5	Instrument of ratification of the Bilateral Trade Agreement (BTA) between the Government of the Federal Republic of Nigeria and the Government of the Republic of Tunisia	Tunisia	27 th June 2001	31 st December 2001
6	Instrument of ratification of the Bilateral Trade Agreement between the Federal Republic of Nigeria and the Republic of Cuba	Cuba	12 th July 2000	23 rd July 2001
7	Instrument of ratification of the Bilateral Trade Agreement between the Federal Republic of Nigeria and the Islamic Republic of Iran.	Iran	11 th January 2001	23 rd July 2001
8	Instrument of ratification of the Agreement on Trade between the Federal Republic of Nigeria and the Republic of South Africa.	South Africa	29 th April 2000	14 th February 2002
10	Instrument of ratification of Bilateral Trade Agreement between the Federal Republic of Nigeria and the Arab Republic of Egypt	Egypt	28 th May 2002	19 th December 2003
11	Instrument of ratification of the Trade Agreement between the Federal Republic of Nigeria and the People's Democratic Republic of Algeria	Algeria	14 th January 2002	19 th December, 2003
12	Instrument of ratification of the General Agreement on Economic, Trade, Investment, Scientific, Technical, Cultural, Youth and Sports Cooperation between the Government of the Federal Republic of Nigeria and the Government of the Kingdom of Saudi Arabia	Saudi Arabia	20 th October 2003	20 th May 2004
13	Instrument of ratification of the Bilateral Trade Agreement between the Government of the Federal Republic of Nigeria and the Government of Republic of Uganda.	Uganda	25 th January 2003	2004

B) Multilateral Trade Agreement

S/N	Country	Type of Agreement	Status	Constraints / Execution Issues	Benefits to Nigeria	Remarks
1	ECOWAS CHARTER & SOME TRADE RELATED PROTOCOLS	<ul style="list-style-type: none"> The establishment of a common market through; the liberalization of trade by the abolition, among Member States, of customs duties levied on imports and exports, and the abolition, among Member States of non-tariff barriers in order to establish a free trade area at the Community level The adoption of a common external tariff and a common trade policy vis-a-vis third countries; The removal, between Member States, of obstacles to the free movement of persons, goods, services and capital, and to the right of residence and establishment; The removal, 	<ul style="list-style-type: none"> The main instrument for this implementation is the ETLS Protocol Nigeria has the largest number of registered companies (525) and registered products (>1,000) Regional Trade Policy is yet to be agreed by all. The Free Movement and Supranationality Macroeconomic policy convergence continues to elude the region as are other policies to deliver single currency The Strategic Framework for ECOWAS Private Sector Development; ECOWAS SME Strategy and ECOWAS SME CHARTER have all been developed, approved by Council of Ministers and Ratified by the Authority of Heads of States & Government 	<ul style="list-style-type: none"> Multiple transit corridor taxes: 13 Taxes in Benin, 15 Taxes in Togo and 10 Taxes in Ghana Informal sector account for 44% of Nigeria GDP and dominates intra-regional trade. The absence of Nigeria Trade Policy did not help matters (last valid Trade Policy was 2002). ECOWAS Citizenship is challenged and violated by Ghana's Investment Law denying right of residence and establishment Nigerian Traders encounter similar experiences in South Africa, Angola, and Libya etc. France has more to say on the political economy of ECOWAS Monetary Union as with many proposed 	<ul style="list-style-type: none"> Gains are only through informal trade. Whilst Nigeria is flooded with sub-standard goods, Nigeria manufacture good experience long delays and multiple taxes that increase equivalent taxes by about 29% The Community Citizenship question has not been tested and Member States should repeal National Investment and Indigenization Laws that are in conflict with Community provisions 	<ul style="list-style-type: none"> Need for Nigerian Trade attaché in every key African Country for prompt intervention and handling trade related complaints We urgently need to consider the implementation of SEALINK, ECOWAS Coastal Shipping Line that will run from Dakar to Cameroun and possibly South Africa that expressed interest. ECOWAS Court of Justice lacks jurisdiction on trade and economic issues beyond Human rights ECOWAS Parliament is an advisory institution and lacks the power to make and amend laws Nigeria is yet to domesticate the Treaty Urgent review of exorbitant and restrictive Regional Transit Insurance Covers, international Drivers Permit/License and duration; Laissez passez/Entry permit and Road Blocks by multiple Agencies. Need for significant investment in export quality infrastructure ranging from certification/Accreditations (farm level, process level and export level); more testing and metrology centres; and institutional, technical and organizational capacities to develop quality standards and meet conformity assessment requirements around SPS/TBT/NTB.

S/ N	Country	Type of Agreement	Status	Constraints / Execution Issues	Benefits to Nigeria	Remarks
		<p>between Member States, of obstacles to the free movement of persons, goods, services and capital, and to the right of residence and establishment;</p> <ul style="list-style-type: none"> • The establishment of an economic union through the adoption of common policies in the economic, financial, social and cultural sectors, and the creation of a monetary union. • The promotion of joint ventures by private sector enterprises and other economic operators, in particular through the adoption of a regional agreement on cross-border investments; • The adoption of measures for the integration of the private sectors, 	<p>but with no resources and will to implement</p> <ul style="list-style-type: none"> • Important for developing international & Regional Trade Capacity and building quality infrastructure at National and Regional levels. 	<p>regional investment, fiscal, monetary, trade and regional economic integration Agenda involving Francophone countries.</p> <ul style="list-style-type: none"> • In the context of Safeguard measures, review the use of Import Adjustment Tax, Levy Instrument; and Supplementary Protection Tax instrument to protect our infant industries and trade defense. 		

S/N	Country	Type of Agreement	Status	Constraints / Execution Issues	Benefits to Nigeria	Remarks
		<p>particularly the creation of an enabling environment to promote small and medium scale enterprises ;</p> <ul style="list-style-type: none"> • The harmonization of standards and measures; 				
2	US-Africa Growth Opportunity Act(AGOA)	<ul style="list-style-type: none"> • Enacted 2000 – 2008, extended to 2015 and further extended to 2025, allowing 6,400 product categories duty free and quota free to US. 	<ul style="list-style-type: none"> • Eligibility requirement include continuous improvement in Rule of Law, respect for human rights and Labour standards 	<ul style="list-style-type: none"> • Petroleum accounted for 69% of total exports to the United States. (NBS, 2014) Exports declined from N16.304 billion in 2014 to N9.729 billion in the fourth quarter of 2015, representing a 40.3% decline. 	<ul style="list-style-type: none"> • Benefits restricted to Oil export but EU has now overtaken US as the largest importer of Nigerian crude 	<ul style="list-style-type: none"> • Efforts must focus on non-oil export to US under AGOA scheme and extensive attraction of FDI and Joint Venture Manufacturing Enterprises to our Free Trade Zones
3	EU- ACP Cotonou Partnership Agreement	<ul style="list-style-type: none"> • Nigeria is signatory to Cotonou Agreement with EU (successor to Lomé Agreement) with 78 ACP countries. Signed in 2000 and expiring Feb 2020 with 3 pillars 1)Political 	<ul style="list-style-type: none"> • Nigeria is currently negotiating Euro 3.5 billion post Cotonou Partnership for 2020 - 2040 	N/A	<ul style="list-style-type: none"> • ACP (except South Africa) benefited from non-reciprocal trade preference during an interim period of 2001 – 2007. After 2007, the unilateral preference were to be replaced by WTO 	N/A

S/ N	Country	Type of Agreement	Status	Constraints / Execution Issues	Benefits to Nigeria	Remarks
		2) Development, and , 3) Financial co-operation			compatible reciprocal economic partnership agreement	

C) Signed but yet to be Ratified Bilateral Agreement on Trade between Nigeria and other Countries

S/N	Agreement	Country	Date Signed
1	Bilateral Trade Agreement between the Government of the Federal Republic of Nigeria and the Government of the Republic of Kenya	Kenya	5th May, 2014

D) Current Signed and Ratified Trade Agreement

S/N	Agreement	Date Signed	Date Ratified
1	Instrument of ratification of the Agreement on Mutual Administration Assistance in matters relating to Custom, Trade and Immigration between the Government of the Peoples' Republic of Benin, the Government of the Republic of Ghana, the Federal Military Government of the Federal Republic of Nigeria and the Government of the Republic of Togo	10th December, 1984	10th March, 1985
2	Instrument of ratification of the Article of Agreement of the International Islamic Trade and Finance Corporation (ITFC).	30th May, 2006	27th July, 2009
3	Instrument of ratification of the Articles of Agreement of the Islamic Trade and Finance Cooperation (ITFC).	30th May, 2006	15th May, 2009
4	Instrument of ratification of the Preferential Trade Agreement among the developing 8 (D8) member States.	13 th May, 2006	14th May, 2010.
5	Instrument of ratification of the Arm Trade, Treaty.	3rd June, 2013	2013
6	Instrument of Acceptance of the Protocol Amending the Marrakesh Agreement Establishing the World Trade Organization.	27th November, 2014	29th December, 2016.
7	Instrument of ratification of Rotterdam Convention on prior informed consent (PIC) procedure for certain Hazardous Chemicals and Feticides in International Trade.	10th September, 1998	2002
8	Instrument of ratification of the Rotterdam Convention on the prior informed consent (PIC) procedure for certain Hazardous chemical and pesticides in the International Trade	10th September, 1998	20th April, 2000
9	Instrument of acceptance of the Amendment to Article XI (3) (4) of the Convention on International Trade in Endangered species wild Fauna & Flora.	9th May, 1974	31st December 1984

Appendix VIII – Composition of the AfCFTA Impact and Readiness Assessment Committee

A) Steering Committee Members

Sectors	Members
Core	<p>Government Hon. Minister, Industry Trade & Investment (Co-Chairman) Chief of Staff to the President (Co-Chairman) Hon. Minister, Budget & National Planning Hon. Minister, Foreign Affairs Hon. Minister, Finance Hon. Minister, Justice/ Attorney General of the Federation Economic Adviser to the President Governor’s Forum Representative</p> <p>Stakeholders President, Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA) President, Manufacturers Association of Nigeria President, National Association of Small and Medium Enterprises (NASME) President, Nigerian Labour Congress (NLC) President, National Association of Nigerian Traders (NANTS) Executive Secretary, Nigerian Shippers Council President, Airline Operators of Nigeria President, National Union of Road Transport Owners President, Nigeria Economic Summit Group Chairperson, Nigerian Coalition of Services Industries</p>
Infrastructure	Honourable Minister, Power Works & Housing Honourable Minister, Transportation Honourable Minister, Communications Managing Director, Nigerian Ports Authority Director General, Nigerian Maritime Administration and Safety Agency
Economic Sectors	Honourable Minister, Agriculture and Rural Development Honourable Minister, Petroleum Resources Honourable Minister, Information and Tourism Honourable Minister of Communications Honourable Minister of State, Mines and Steel Development
Fiscal & Monetary Policies	Governor, Central Bank of Nigeria Chairman, Federal Inland Revenue Service Comptroller General, Nigeria Customs Service
Trade Enforcement	Comptroller General, Nigeria Customs Service Director General, Standards Organization of Nigeria Director General, National Agency for Food and Drug Administration Statistician General/ Director General, National Bureau of Statistics Honourable Minister of Interior Honourable Minister of Defence National Security Adviser Director General, National Intelligence Agency Director General, Department of State Security Comptroller General, Nigerian Immigration Service Coordinating Director, Nigeria Agricultural Quarantine Service
Chairman of the Technical Work Group	Mr. Desmond Guobadia
Secretary to the Committee	Francis Anatogu (Senior Special Assistant to the President on Public Sector - Office of the Chief of Staff)

B) Committee Secretariat

S/N	Name	Designation
1	Francis Anatogu	Senior Special Assistant to the President on Public Sector Matters (Office of the Chief of Staff) – Committee Secretary
2	Mohammed Salisu	Senior Special Assistant to The President on Development Policy (Office of the Chief of Staff)
3	Ubong Ekanem	Special Assistant to the Permanent Secretary, Federal Ministry of Industry Trade and Investment
4	Jude Etim Etong	Senior Commercial Officer, Federal Ministry of Industry Trade and Investment
5	PricewaterhouseCoppers	Readiness Assessment Consultants
6	Shuaibu Mohammed	Impact Assessment Consultant

C) Technical Work Group Impact Assessment

S/N	Organization	Representatives	Designation
1	Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA)	Billy Sotubo Gillis-Harry	N/A
2	Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA)	Ushie Christopher A.	Executive Secretary
3	National Bureau of Statistics (NBS)	Rasheedah Oluwaseyi .S	Senior Statistician
4	National Bureau of Statistics (NBS)	Kumusu, Shadrach Ibubu	Senior Statistician
5	National Bureau of Statistics (NBS)	Nasir Rasheed	Statistician
6	Federal Inland Revenue Service (FIRS)	Dr Chukwudi Ezeudeka	Deputy Director Tax Policy
7	Nigeria Office for Trade Negotiation (NOTN)	Abdullahi Sanusi Bayero	Trade Negotiator
8	Ministry of Budget and National Planning (MBNP)	Zumgak Dimka	N/A
9	Ministry of Budget and National Planning (Senior Special Assistant to the President-ERGP)	Sani Yakubu	Senior Special Assistant to the President
10	Nigeria Office for Trade Negotiation (NOTN)	Okenwa Amara	Senior Trade Negotiator
10	National Bureau of Statistics (NBS)	Kayode Olaniyan	Technical Adviser to the Statistician General
11	Office of the Chief of staff of the President	Dr Mohammed Salisu	Senior Special Assistant to the President-Development Policy
12	National Economic Summit Group (NESG)	Ibukunoluwa Akinrinde	Research Fellow
13	Manufacturers Association of Nigeria (MAN)	Mr Adeyemi Folorunsho	Assistant Director
14	Manufacturers Association of Nigeria (MAN)	Mr Oluwasegun Osidipe	Director Economic & Statistics
15	Central Bank Nigeria (CBN)	Dr. Uwatt	Unavailable
16	Nigerian Customs Service	Ubi K.N	A/C

S/N	Organization	Representatives	Designation
17	Central Bank Nigeria (CBN)	Dr Blessing Gaiya	Assistant Director External Sector
18	Central Bank Nigeria (CBN)	Dr Ezra Kure	Assistant Director Financial Sector
19	Nigerian Institute of Social and Economic Research (NISER)	Dr Damilola F. Arawomo	Research Fellow
20	Nigerian Institute of Social and Economic Research (NISER)	Dr. Folarin Gbadebo-Smith	DG NISER
21	Nigerian Shippers Council	Mrs C A Ifeora	Assistant Director
22	Nigerian Shippers Council	Christian Okon	Senior Operations Officer
23	Oil & Gas Free Zones Authority	Chalya LN Salmwang	Senior Officer (SPV)
24	Ahmadu Bello University, Zaria, Kaduna	Dr Mohammed Shuaibu	Lecturer
25	National Association of Nigerian Traders (NANTS)	Chioma Onwu	Unavailable
26	Ministry of Foreign Affairs	No response to invite	No response to invite
27	Ministry of Budget and National Planning (Director International Cooperation Department)	No response to invite	No response to invite
28	Federal Ministry of Finance (Director Technical Services)	No response of invite	No response to invite
29	Nigerian Labour Congress (NLC)	No response to invite	No response to invite
30	Nigerian Coalition of Services Industry	No response to invite	No response to invite
31	NASME	No response to invite	No response to invite

D) Technical Work Group

Work stream 1- Legal, AU/ECOWAS Level Transitional Arrangements

S/N	Organization	Representatives	Designation
1	Ministry of Foreign Affairs	Ochi Oliver	Senior Counsellor
2	Ministry of Foreign Affairs	Ehi Hilary Iyinbor	First Secretary
3	Ministry of Foreign Affairs	Habila Yusuf Bamaxam	First Secretary
4	Central Bank of Nigeria	Dr. Uwatt	Director of Research
5	Central Bank of Nigeria	Umar Ahmed Bello	Trade & Exchange
6	Federal Ministry of Justice	Irene Ideva	Assistant Director
7	Federal Ministry of Justice	Eva Omotese	Deputy Director International and Comparative Law
8	Federal Ministry of Justice	Obia Chioma Gloria	Principal Officer
9	Nigeria Office of Trade Negotiations	Demitta Gyang	Assistant Chief Negotiator
10	Office of the Vice President	Balkisu Saidu	Senior Special Assistant to the President Legal
11	Office of the Vice President	Dr. Lillian Idiaghe	Special Assistant to the Vice President
12	Federal Ministry of Industry, Trade and Investment	Ubani Jonathan	Chief Communication's Officer
13	Federal Ministry of Industry, Trade and Investment	Jude Etim Etong	Senior Commercial Officer

14	Federal Ministry of Industry, Trade and Investment	Selimat Adeseun Lawal	Senior Commercial Officer
15	Nigeria Export Processing Zones Authority	Augustine Onyekwelu	Assistant Director, Zones Operations – Public
16	Nigeria Export Processing Zones Authority	Mbah Nkechi	Principal Legal Officer
17	The Nigerian Economic Summit Group	Prof. Kenneth Ife	Consultant
18	Nigerian Coalition of Service Industries	Seni Adio, SAN	Chairman
19	Nigerian Investment Promotion Commission	Damola Olagunju	Principal Legal Officer

E) Technical Work Group

Work stream 2- Cost of Money, Monetary and Fiscal Policies

S/N	Name	Organization	Designation
1	Bank of Industry (BOI)	Jack, Kings	Regional Manager
2	Central Bank of Nigeria, Trade and Exchange	Umar Ahmed Bello	Director of Trade and Exchange
3	Central Bank of Nigeria, Monetary Policy	Omolara Duke	N/A
4	Central Bank of Nigeria, Monetary Policy	O.L Akinboyo	Assistant Director
	Central Bank of Nigeria, Monetary Policy	G.O Ebuh	P/M
5	Central Bank of Nigeria, Trade and Exchange	M. G. Usman	Assistant Director
6	Central Bank of Nigeria, Monetary Policy	M.O Apinran	Senior Supervisor
7	Central Bank of Nigeria, Monetary Policy	C. I. Onuzo	Senior Supervisor
8	Federal Inland Revenue Service	Eze Emmanuel	Deputy Manager, Tax Policy
9	Ministry of Budget and National Planning/Budget Office of the Federation	Lekan Adedun	Principal Planning Officer
10	Ministry of Budget and National Planning/Budget Office of the Federation	Zungak Dimka	Planning Officer II
11	Ministry of Finance	Mohammad M. Yakub	Deputy Director, Tax Policy
12	Ministry of Finance	Basheer Abdulkadir	Assistant Director, Tax Policy
13	NASME	Abiodun Ihebuzor	Chairman FCT Chapter
14	National Bureau of Statistics	Nasir Rasheed	Statistician
15	National Bureau of Statistics	Moses Waniko	Statistician
16	National Economic Summit Group	Prof. Jonathan Aremu	Head, Trade Policy, NESG
17	Nigeria Incentive-Based Risk Sharing System for Agricultural Lending	Osagie Ikekhua	Assistant General Manager, Research Strategy Innovation Results Measurement & Impact
18	Nigeria Incentive-Based Risk Sharing System for Agricultural Lending	Paul Iorapuu	Assistant Manager
19	Nigerian Customs Service	K. N. Ubi	Assistant Comptroller
20	Nigerian Customs Service	A.M. Tukur	Assistant Superintendent of Customs 1
21	Nigerian Export-Import (NEXIM) Bank	Mohammed Suleiman	Strategy
22	Nigerian Export-Import (NEXIM) Bank	Tayo Omidiji	Head, Strategy

S/N	Name	Organization	Designation
23	Nigerian Export-Import (NEXIM) Bank	Hafsatu Lawal Garba	Officer, Strategy
24	Nigerian Investment Promotion Commission (NIPC)	Blessing Umogbai	Senior Investment Officer
25	Nigerian Investment Promotion Commission (NIPC)	Rahinatu Idris Shehu	Senior Investment Officer
26	Nigerian Investment Promotion Commission (NIPC)	Maureen Eshemokhai	N/A
27	National Office of Trade Negotiation (NOTN)	Akinpelu Akinwunmi	Statistician
28	Nigerian Coalition of Services Industry	Oghenekevwe Okpobia	N/A
29	Nigerian Coalition of Services Industry	Adeoye Adefulu	N/A

F) Technical Work Group

Work stream 3- Trade Facilitation and Ease of Doing Business

S/N	Organization	Name	Designation
1	Presidential Enabling Business Environment Council	Ogunbufunmi Ifeoluwa	Legal Associate
2	NEXIM Bank	Hope Yongo	Head, Specialised Adviser
3	National Bureau of Statistics	Abdulhaviz Abubakar	Foreign Trade Statistician
4	Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture	Saleh Yau	Economist
5	National Association of Nigerian Traders	Nwiabu Legborsi	Head of Legal
6	Nigerian Economics Summit Group	Tayo Aduloju	Senior Fellow
7	Manufacturer's Association of Nigeria	Dirisu Ibrahim	Liaison Officer
8	National Agency for Food & Drug Administration Control	Kadiri Haleemat	Chief Regulatory Officer
9	Nigerian Office for Trade Negotiations	Ese Ekorhi	Trade Statistician
10	Nigerian Shippers Council	Muhammad Abubakar	Director Consumer Affairs
11	Nigerian Investment Promotion Commission	Baruwa Oladipupo	Assistant Director
12	Nigerian Customs Service	Aliyu. A.S.	Deputy Controller
13	Bank of Industry	Jack Kings	Regional Manager
14	Standards Organization of Nigerian	Mrs. P. Arumeni	Unavailable
15	Standards Organization of Nigerian	Manji Pious L.	Assistant Director (SONCAP)
16	Standards Organization of Nigerian	Agboola Aderonke	Representative
17	Standards Organization of Nigerian	Amarachi Duruiheoma	Representative
18	National Trade Facilitation Committee	Abubakar Usman	Deputy Director
19	National Facilitation Committee (Federal Ministry of Transportation)	Anthonia Ekpa	Head of Legal/Director of Road Transport
20	National Facilitation Committee (Federal Ministry of Transportation)	Oji Ogechukwu	Chief Admin Officer
21	Nigerian Association of Small and Medium Enterprises	Alhaji Salami	N/A
22	Nigerian Export Promotion Council	Hassan Frances Abba	Policy and Strategy

S/N	Organization	Name	Designation
23	Nigeria Ports Authority	Ugo Madubuike	General Manager Monitoring and Regulatory Services
24	Nigeria Ports Authority	Kenechi Okezie	Senior Manager
25	Nigeria Ports Authority	Charles Okaga	Representative
26	National Information Technology Development Agency (NITDA)	Kasim Sodayi	National Coordinator Office
27	National Information Technology Development Agency (NITDA)	Salisu Kaka	Representative
28	Central Bank of Nigeria	M. G. Usman	Assistant Director
29	Central Bank of Nigeria	Muhammed Salawu	Assistant Director
30	Central Bank of Nigeria	H.K. Muhammad	Assistant Director
31	Nigerian National Accreditation Service	Keren Esmonu	Operations Manager
	Nigerian National Accreditation Service	C. Okanya	CEO
32	Oil and Gas Free Zones Authority	John Alison	Human Resource Manager
33	Nigeria Export Processing Zones Authority	Richard E. Obianu Esq.	Assistant General Manager
34	Bank of Industry	Ogo Ifeoma Akabogu	State manager
35	Nigeria Shippers' Council	Amaka Ifeora	N/A
36	NITDA	Sudeyi	N/A

G) Technical Work Group
Work stream 4- Energy, Trade and Logistics

S/N	Organization	Name	Designation
1	Nigerian Office for Trade Negotiations	Lara Kupolati	Trade Statistician
2	Federal Ministry of Power, Works & Housing (Power)	Ayodele A. A	Assistant Director
3	Federal Ministry of Power, Works & Housing (Power)	Chile Ushahemba	Civil Engineer
4	Federal Ministry of Power, Works & Housing (Power)	Inyima R.T.	Admin
5	Nigerian Association of Road Transport Owners	Atiku Zailani Ahmed	General Manager
6	Federal Ministry of Power, Works & Housing (Works)	Yiltong D. David	Assistant Director
7	Ministry of Petroleum Resources	Tejumola Olasunkanmi	Principal Chemical Engineer
8	Federal Roads Maintenance Agency	Ajah I. Victor	Civil Engineer
9	Nigerian Association of Small and Medium Enterprises	Auwal Ibrahim	Vice President
10	Oil and Gas Free Zones Authority	Iniobong Jackson	TA to MD/CEO
11	Federal Ministry of Transportation	Akoji Perpetua Dumebi	Assistant Director
12	Federal Ministry of Transportation	Louisa Offiong	CAO
13	Federal Ministry of Transportation	Oji Ogechukwu	CAO
14	Arith & Paul Advertising Agency	Oyinlola Adegun	Head, Business Team
15	Airline Operators of Nigeria	Ewos Iroko	Assistant Secretary
16	Nigerian Maritime Administration and Safety Agency	Moji A. Jimoh	Assistant Director
17	Nigerian Maritime Administration and Safety Agency	Yusuf Usman	Assistant Director
18	CentroTab Energy	Belije Madu	Facilitator
19	Nigerian Coalition of Service Industries	Irene Robinson- Ayanwale, (NSE)	Co-chairman

S/N	Organization	Name	Designation
20	Nigerian Coalition of Service Industries	Seni Adio, SAN, (NBA-SBL)	Co-chairman
21	Nigerian Shippers Council	Adaora Nwonu	Chief Operations Officer
22	Nigerian Ports Authority	Ugo Madubuike	General Manager, Monitoring & Regulatory Services
23	Nigeria Export Processing Zones Authority	Augustine Onyekwelu	Senior Manager, Zones Operations Public Sector
24	Federal Ministry of Transportation	Mr Ibrahim	Director (PRS Aviation)
25	Federal Ministry of Transportation	Mandu A. Adedoyin	Deputy Director Statistics (Aviation)
26	Nigerian Association of Small & Medium Enterprises	Chris John Mamuda	SSA Tech
27	Federal Roads Maintenance Agency	Nyihemba Daniel	CE
28	SBL	Adeoye Adefulu	Secretary
29	Nigeria Communications Commission	Bako Wakil	Ag. Director
30	Nigeria Ports Authority	Charles Okaga	Principal Manager
31	Federal Roads Maintenance Agency	Agbo Solomon	N/A
32	Nigerian Maritime Administration and Safety Agency	Osinusi Kehinde	N/A
33	National Information Technology Development Agency	Kasim Sodangi	N/A

H) Technical Work Group

Work stream 5- Production, Services and Export Trade Capacity Assessment

S/N	Name of Organisation	Name	Designation	Sub-group
1	Bankers Committee Representative	No response to invite	No response to invite	Services
2	African Free Zone Association	Chris Ndibe	Executive Secretary	Product
3	Central Bank of Nigeria Representative- FS 2020 - Presentation	Mr. Umar	Director of Trade and Exchange	Services
4	Federal Ministry of Budget and National Planning Representative (ERGP Implementation Unit)	Folarin Alayande	SSA- President	
5	Ministry of Agriculture Representative	Itodo J.E	CARO	Product
6	Ministry of Industry, Trade and Investment Representative	Edirin Akemu	Special Adviser to Honourable Minister	
7	Ministry of Industry, Trade and Investment Representative	Onuorah C.F	Deputy Director	Product
8	Ministry of Industry, Trade and Investment Representative	Kaura Irimiyia	Deputy Director	Services
9	Ministry of Information and Culture Representative	Akudo-Ninosu Ugochi	Deputy Director	Services
10	Ministry of Mines and Steel Development Representative	Pade Davies	N/A	Product
11	Ministry of Mines and Steel Development Representative	Papi O. Ogban	Scientific Officer	Product
12	Ministry of Petroleum Resources Representative	Agwu Christopher	Deputy Director	Product

S/N	Name of Organisation	Name	Designation	Sub-group
13	National Automotive Design And Development Council	Nasiru Tadejeen	Assistant Director	Product
14	National Broadcasting Commission	No response to invite	No response to invite	Services
15	National Institute for Hospitality and Tourism Development Representative	No response to invite	No response to invite	Services
16	Nigerian Office for Trade Negotiations	Frances Uhomobhi	Trade Negotator	Services
17	National Insurance Commission Representative	Mr. Pius Agboola	N/A	Services
18	Nigeria Agriculture Quarantine Service (NAQS) Representative	Dr. O.J Awobiyi	Deputy Director	Export Trade
19	Nigerian Communications Commission Representative	Abubakar Yakubu	N/A	Services
	Nigerian Communications Commission Representative	Edith Ndukuba	N/A	Export Trade
20	Nigerian Communications Commission Representative	Ugama O.N	N/A	Services
21	Nigerian Export Promotion Council Representative	Arnold Jackson	Assistant Director	Services
22	Nigerian Film Corporation Representative	No response to invite	N/A	Services
23	Nigerian Investment Promotion Council Representative	Umogbai Blessing	Senior Investment Officer	Services
24	National Agency for Food and Drug Administration and Control (NAFDAC)	Kadiri Haleemat	N/A	Export Trade
25	Nigerian Copyright Commission (NCC)	No response to invite	No response to invite	Services
26	National Office for Technology Acquisition and Promotion	No response to invite	No response to invite	Services
27	NITDA Representative	Mr Olayinka Adejube	N/A	Services
28	NNPC Representative	No response to invite	No response to invite	Product
29	SMEDAN Representative	Ado Bello	Deputy Director	Services
30	Standard Organisation of Nigeria	Mr Tersoo Ornguwen	Director Product Registration	Export Trade
31	National Automotive Design And Development Council	Bako Salilu	SPO	Product
32	National Sugar Development Council	Chris Mbamalu	SA to ES, NSDC	Product
33	National Agency for Food and Drug Administration and Control (NAFDAC)	Hassatu Sirika	N/A	Export Trade
34	Ministry of Education	No response to invite	No response to invite	Export Trade
35	Manufacturers Association of Nigeria	Adeyemi Folorunsho	Asst. Director (Sectoral)	Product
36	Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA)	Usman Abbas	Director	Export Trade
37	Nigerian Association of Chambers of Commerce,	Jani Ibrahim	National Vice President	Product

S/N	Name of Organisation	Name	Designation	Sub-group
	Industry, Mines and Agriculture (NACCIMA)			
38	Nigerian Association Of Small And Medium Enterprises (NASME)	Chris John Mamuda	Senior Technician	Services
39	Manufacturing Association of Nigeria (MAN)	Segun Ajayi-Kadiri	Director General	Product
40	Manufacturing Association of Nigeria (MAN)	Idrisu H. Ibrahim	Liaison Officer	Export Trade
41	Manufacturing Association of Nigeria (MAN)	Oluwasegun Osidipe	Director (Economics & Statistics)	Product
42	Nigeria Labour Congress (NLC)	No response to invite	No response to invite	Export Trade
43	National Association of Nigerian Traders (NANTS)	Legbrosi Nwiabu	Head of Legal	Export Trade
44	Nigerian Economic Summit Group (NESG)	Akinrinde Ibukunoluwa	Technical Anchor	Export Trade
45	Nigerian Coalition of Services Industry	Irene Robinson Ayanwale	N/A	Services
46	Oil & Gas Free Zones Authority	Morgan Mmahi	Principal Manager	Export Trade
47	Oil & Gas Free Zones Authority	Ukange Paul	N/A	Product
48	Governor's Forum	David Nabena	N/A	Services
49	Nigeria Custom Service	Tukur	N/A	Services
50	Oil & Gas Free Zones Authority	Irene Eketu	N/A	Export Trade
51	Nigeria Shippers Council	C.A Ifeora	Assistant Director	Export Trade
52	Nigeria Export Processing Zones Authority	Augustine Onyekwelu	Assistant Director	Export Trade
53	Standard Organization of Nigeria	Pankes Paul C.	PSO (Standards)	Export Trade
54	Nigerian Export Promotion Council	Abba Hassan Francis	Policy and Strategy	Export Trade
55	National Association of Nigerian Traders	Ishmael ARIWA	N/A	Export Trade
56	Association of Women MSMEs	Esther Adebayo	N/A	Export Trade
57	Nigeria Coalition of Services	Kunle Ajagbe	N/A	Services
58	NEXIM	Mr. Awami Mohammed	Head of Trade Finance	Export Trade

I) Technical Work Group
Work stream 6- Trade Enforcement and Movement of Persons

S/N	Name	Organisation	Designation
1	Mr Adeyemi Folorunsho	Manufacturers Association of Nigeria	N/A
2	Bashir Ibrahim Umar	Ministry of Defence	Asst. Director Joint Services Dept.
3	Ochi Oliver	Ministry of Foreign Affairs	N/A
4	Sanusi Maijamaa Ajiya	Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA)	National Vice President

S/N	Name	Organisation	Designation
5	Ugwu Ejimnkeonye	Nigerian Association Of Small & Medium Enterprises (NASME)	Abuja Liaison Office
6	Hassatu Sirika (Mrs)	National Agency for Food and Drug Administration and Control (NAFDAC)	Assistant Director
7	Faisal H. Wando	Ministry of Foreign Affairs	N/A
8	Aderemi Oyewumi	National Security Adviser (NSA)	Special Adviser to NSA
9	Jesse Dinju	National Security Adviser (NSA)	Principal Staff Officer
10	Leonard Ughajah	Nigerian Economic Summit Group (NESG)	Member
11	Alozie Uwechi	Nigeria Agriculture Quarantine Service (NAQS)	Assistant Director
12	Aliyu Abubakar Sadiq	Nigeria Customs Service (NCS)	Deputy Comptroller of Customs
13	UBI, K.N	Nigeria Customs Service (NCS)	Assistant Comptroller of Customs
14	Tukur A.M	Nigeria Customs Service (NCS)	ASC I
15	Winifred Ofili	Nigeria Office of Trade Negotiations (NOTN)	Principle Trade Negotiator
16	Onayemi Adetola	Nigeria Office of Trade Negotiations (NOTN)	Head, Trade Remedies
17	Adaeze Nawohiri	Nigeria Office of Trade Negotiations (NOTN)	Junior Trade Negotiator
18	Mrs CV Egwuonwu	Standards Organisation of Nigeria (SON)	Director, Standards
19	Jasper Emenike	National Association of Nigerian Traders (NANTS)	ED, Foundation for Community Dev. & Orientation in W/Africa
20	Rasheedah Oluwaseyi Sadiq	National Bureau of Statistics (NBS)	Senior Statistician
21	Philip Obadia	National Association of Road Transport Owners (NARTO)	GM Special Services
22	Olatunji Rasheed	National Agency for the Prohibition of Trafficking in Persons (NAPTIP)	N/A
23	Dr Abubakar Lawal	Nigerian Immigration Service (NIS)	N/A

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