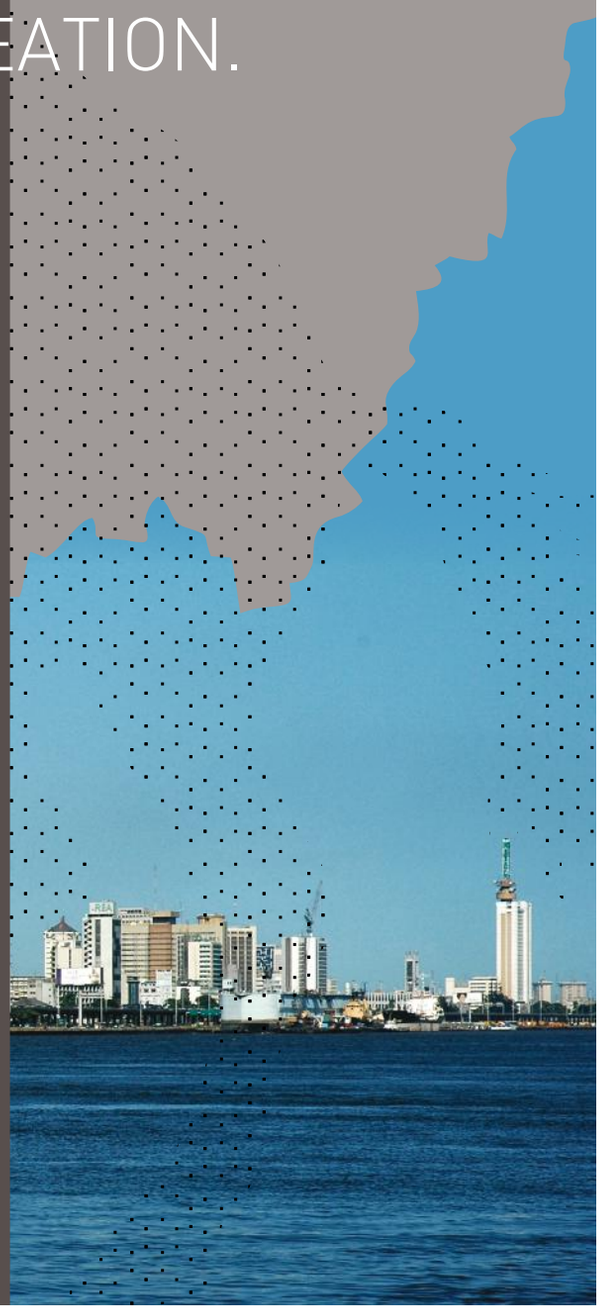


2017 NIGERIAN ANNUAL TRADE POLICY REPORT
NATPOR

TRADE FOR MODERNIZATION, GROWTH AND JOB CREATION.





NIGERIAN OFFICE FOR TRADE NEGOTIATIONS

GENERAL INFORMATION

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NIGERIAN OFFICE FOR TRADE NEGOTIATIONS

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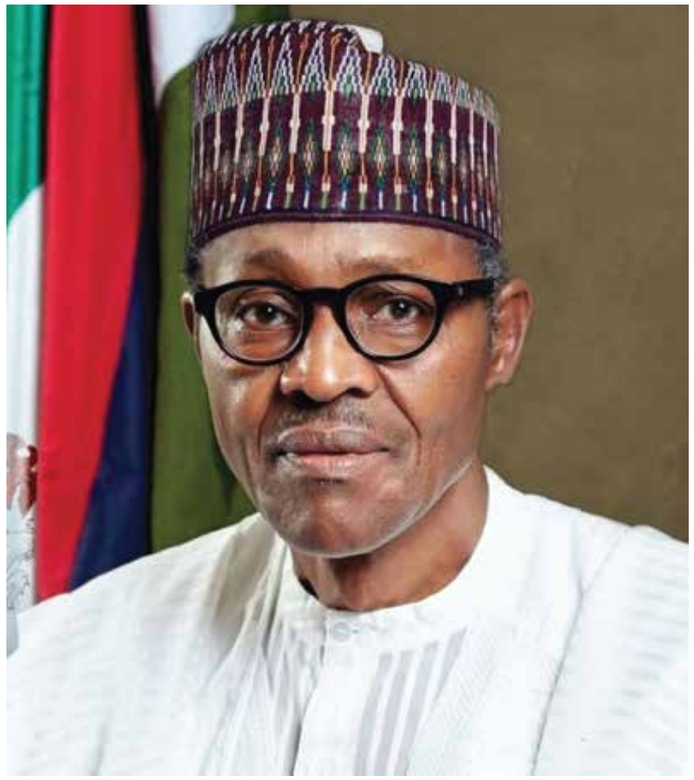
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H.E Muhammadu Buhari, GCFR

President, Commander-in-Chief of the Armed Forces of the Federal Republic of Nigeria



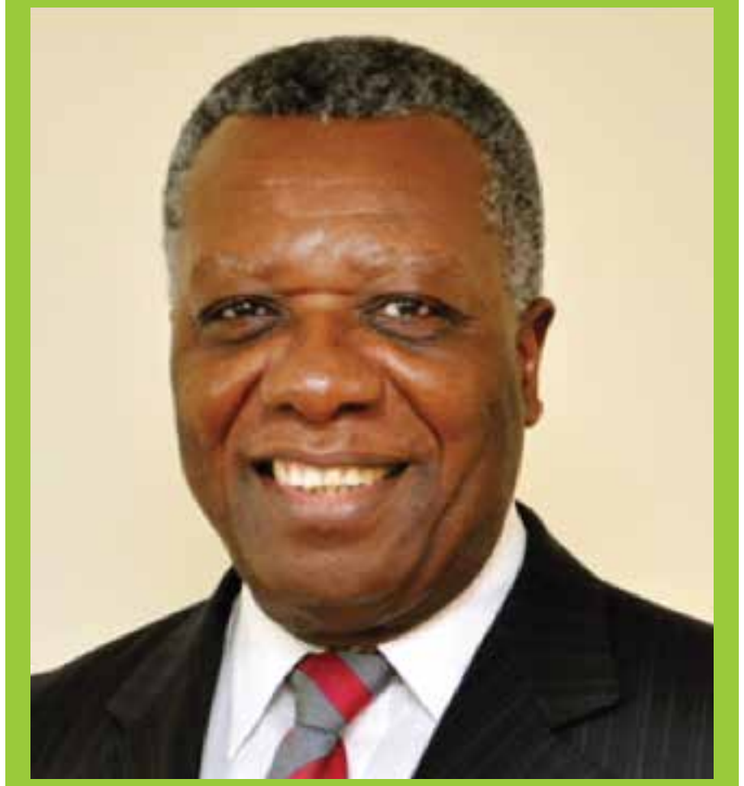
H.E Prof. Yemi Osinbajo, SAN, GCON

Vice President, Federal Republic of Nigeria and Chairman of the Nigerian Economic Management Team



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Honourable Minister for Industry,
Trade and Investment



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Nigerian Chief Trade Negotiator/Director-General,
Nigerian Office for Trade Negotiations (NOTN)

ACKNOWLEDGEMENTS

The Nigerian Annual Trade Policy Report is a publication of the Nigerian Office for Trade Negotiations (NOTN). This is the maiden version. The acknowledgements that follow are much more about the publication of this first edition of the Nigerian Annual Trade Policy Report. They include those instrumental in the setting-up of the NOTN and for facilitating understanding of the place of trade policy and associated negotiations in overall economic policy reforms for productivity, competitiveness and growth.

The NOTN is immensely grateful for the visionary leadership of His Excellency President Muhammadu Buhari GCFR, President of the Federal Republic of Nigeria, who has prioritized the use of trade and investment policies for growth, diversification and modernization of the Nigerian economy.

NOTN owes a debt of gratitude to H.E. Vice President Professor Yemi Osinbajo, SAN, GCON, who led the consultations in Nigeria's Economic Management Team (EMT) that resulted in the domestic inter-agency consensus for the establishment of the NOTN. Vice-President Osinbajo, continues to offer invaluable direction and leadership to address the longstanding problems in Nigeria's economy through structural reforms.

For a bureaucracy that never existed prior to 14th August 2017, Mrs. Winifred E. Oyo-Ita, the Head of Service, has been most helpful in expediting the application of Federal Civil Service rules and fulfilling staff requirements necessary for setting-up the NOTN.

H.E. Dr. Okechukwu Enelamah, introduced private sector focus, drive and an implementation imperative to the Nigerian Ministry for Industry, Trade and Investment. The NOTN is integral to his ambitions for leveraging trade, investment and export promotion for growth and development.

Establishing a clear role for trade policy, led by the NOTN, as an integral part of Nigerian Foreign Policy, would have been impossible with the clear support of H.E. Mr. Geoffrey Onyeama, Honourable Minister of Foreign Affairs.

H.E. Mrs. Aisha Abubakar, the Honourable Minister of State on Industry, Trade and Investment, has remained a solid pillar of support for the NOTN, and constant source of instructive advice. HMS Abubakar has been and remains critical in the link between African Chief Trade Negotiators and African Trade Ministers in the hard work of the negotiations to establish the African Continental Free Trade Area (AfCFTA).

The NOTN is grateful to Mr. Abba Kyari, the Chief of Staff to the President, and Mr. Ade Ipaye, the Deputy Chief of Staff, for their invaluable assistance to the NOTN. In the setting-up of the office, the NOTN acknowledges the contributions and originality of the ideas of Ambassador Yemi Dipeolu, Special Adviser to the President on Economic Affairs.

The NOTN expresses appreciation to Chief Segun Awolowo, CEO of the Nigerian Export Promotion Council (NEPC) for providing initial office accommodation for the NOTN. Trade Statistic is a key dimension of this Report. Dr. Yemi Kale, Statistician General of the Federation and Director-General of the Nigerian Bureau of Statistics (NBS), was instrumental in the coordinated effort to establish the statistical parameters for engagement with Nigeria's trading partners. Dr. Kale also transferred three (3) top statisticians to the NOTN to assist this work and build the ramp between the NOTN and the NBS. Ms. Yewande Sadiku, Executive Secretary of the Nigerian Investment Promotion Commission (NIPC), has been a partner and supporter of the NOTN from the beginning. The Executive Secretary made available human resource that provided policy and intellectual support for the planning of the High-Level Policy and Private Sector Forum on Trade and Investment Facilitation for Development. The NOTN expresses its appreciation to Dr. Jumoke Oduwole, Secretary to the Presidential Enabling Business Environment Council (PEBEC) and Senior Special Assistant to the President on Industry, Trade and Investment, who contributed to establishing the connection between external trade policy and improving Nigeria's Ease of Doing Business. Ease of Doing Business and Nigerian trade policy are mutually supportive policies.

The NOTN is grateful for the constant support of the staff of the FMITI, NEPC, Members of the Enlarged National Focal Point on Trade (ENFP), Members of the National Committee on the CFTA, key stakeholders in Nigeria's trade policy, the press, and everyone who has supported or offered constructive feedback to the work of the NOTN.

The initial start-up of the NOTN was assisted by support, in terms of training, technical assistance, hardware and software, by the Governments of China, Singapore and the United Kingdom. The Government of Singapore expedited urgent training for the Trade Statisticians in the NOTN on Trade Statistics for Trade Negotiators. The United Nations Economic Commission for Africa (UNECA) provided critical training and capacity-building to all of the core start-up staff across the classical areas of trade policy. The Government of China supplied much needed hardware.

Finally, in terms of the actual preparation of this report, this report was prepared under the guidance and oversight of the Chief Trade Negotiator for Nigeria and Director-General of NOTN, Ambassador Chiedu Osakwe. Mr. Adetola Onayemi was the Lead Drafter for this first Nigerian Trade Policy Report. Mr. Akinpelu Akinkunmi led the preparation of the information in the statistical chapter, in collaboration with the Nigerian Bureau of Statistics. Ms. Ese Ekorhi and Ms. Omolara Kupolati, provided valuable support in gathering statistical information. The contributions of NOTN staff in provision of essential information are acknowledged. The Editor thanks in particular, Demitta Gyang, Amara Okenwa, Victor Offiong, Mayowa Olofin, Winnifred Ofili and Ngozi Mozie. Excellent communication advice and outreach were provided by Ms. Constance Ikokwu, assisted by Mr. Chibuzor Emenike. Competent administrative support and secretarial assistance were provided by Mr. Hussaini Anani Mohammed and Ms. Agnes Umoh. The Editor is grateful for the significant contributions to this report by interns at the NOTN Mr. Charles Nwaogu and MbaMemme Onwudiwe, Harvard Law School interns at the NOTN, and Ms. Chidinma Onyebuchi for her excellent contributions to this report during her internship with the office.



FOREWORD

As Minister for Industry, Trade and Investment of the Federal Republic of Nigeria, I am honoured to launch this maiden edition of the Nigerian Annual Trade Policy Report (NATPOR). I invite all governments, the economic and trade policy communities, both domestic and external, to read this first edition. I urge you all to subscribe to this report, which shall be prepared and circulated, annually.

This report is one of several steps to implement the firm determination of the Federal Government of Nigeria (FGN) to diversify the economy and, ensure that trade and companion investment and digital economy policies, function more effectively as drivers of the Nigerian economy. Contained in this Report are trade statistics that will be used to monitor, assess and re-negotiate Nigeria's trading relationship with counterparts. These statistics shall be updated quarterly. The launch of this report comes at a strategic moment and shows calculable progress and identify exciting opportunities in the economy for business. The longstanding challenges in the Nigerian economy are being addressed. In Q2 of 2017, Nigeria exited 5 successive quarters of economic recession. Recovery and growth are now underway. Exit from the recession was a response to a range of systemic domestic reforms that are being implemented. At the center of these reforms is an Enabling Environment for Business; reforms to attract and retain investors (both foreign and domestic); establishment of Special Economic Zones (SEZs) that would provide state-of-the-art economic infrastructure for improved productivity; and, structural reforms that will, inter alia, unify Nigeria's trade and investment policies and associated negotiations. The Economic Management Team (EMT) of Nigeria, meets regularly, to ensure coherence across trade (structural), fiscal and monetary policies. Strategically, the priority of economic policy is for structural transformation to diversify and modernize the economy, accelerate growth, enhance economic welfare and increase job opportunities for Nigerians. These reforms are geared to improve efficiency, productivity and competitiveness of the Nigerian economy.

Patience is required for the positive yields from corrective reforms to serious and longstanding economic and trade policy anomalies. Despite the effects of policy lag, the good news is that economy is responding positively. From a post-recession growth rate of 1.5% in 2017, the economy is estimated to grow at 2.5% and better in 2018. Inflation is on a downward trend. In the 2017 World Bank Report on the Ease of Doing Business ranking, the economy was moved up 24 places. Nigeria was ranked amongst the Top 10 Reformers in the global economy. Positive FDI flow has improved and confidence has returned to the business community.

Trade policy and accompanying negotiations are key to sustaining the economic upturn, recovery and growth. These are areas where the FGN has taken significant steps forward. The Government has re-organized and revamped Nigerian Trade Policy. Using trade policy and negotiations, Nigeria is taking concrete steps not only to maximize its trade and economic potential, but also to correct and re-balance longstanding economic anomalies in Nigeria's trading relationships. The goal is to update and modernize and also, to forge stronger bilateral, regional, continental and global trade relationships. A major step forward to actualize these objectives was the decision by the Federal Executive Council to establish the Nigerian Office for Trade Negotiations (NOTN) in May 2017. In accordance with the mandate from the Government, the NOTN will lead all of Nigeria's trade negotiations and, in coordination, with the Nigerian Investment Promotion Commission (NIPC), unify Nigeria's trade and investment negotiating policy framework. In unifying trade and investment negotiations, the objective would be to create value chains that connect regionally and globally, bolted into Nigerian producers of goods, service providers and industry. To this end, a key objective is growing the domestic market and also connecting it, profitably, to regional, continental and global markets. Critically, the NOTN has been mandated to establish rules-based safeguards to protect the Nigerian economy from unfair and injurious practices from trading partners. This process is underway. The greater the exposure, the greater the risks for which rules-based safeguards should be emplaced.

In using trade, investment and technology as engines for growth, Nigeria shall remain committed to international cooperation, regionally, continentally and multilaterally.

As we sustain Nigeria's leadership, multilaterally, at the WTO, the Economic Community of West African States (ECOWAS) and the African Continental Free Trade Area (AfCFTA), on the threshold of establishment, shall be at the center of Nigeria's economic operations. The foundation of Nigeria's welfare and prosperity are inextricably connected to ECOWAS and the AfCFTA. As stated by President Buhari, at the 30th Assembly of African Union (AU) Heads of State and Government in Addis Ababa, Ethiopia, on 28th January, this year:
In a rapidly changing global economy, with much uncertainty we believe that the establishment of a Continental Free Trade Area would provide Africa with tremendous opportunity to achieve significant growth driven by intra-Africa trade.
As the Number One economy in Africa, Nigeria is acutely aware of its obligation for leadership. We shall do what is required to grow the Nigerian economy and contribute to mutually profitable business relationships, and prosperity in a rules-based global

economy. In doing so, we shall employ trade, investment, technology and the abundant intellectual property of creative Nigerians to grow the economy and enhance welfare. This report is an invitation to Nigeria's trading partners and businesses to join hands with the Government in the reconstruction, modernization and growth of the Nigerian economy. I am sure that readers of this report will find elements for engagement in the Nigerian economy. The trade statistics illuminate the opportunities for engagement, re-balancing and expansion of Nigeria's trading relationships. Most importantly, I recommend this report to all readers and subscribers as the reference point on Nigeria trade policy.

Dr. Okechukwu Enelamah
Honourable Minister for
Industry, Trade and Investment,
Federal Republic of Nigeria.

EDITORIAL

Welcome to this first edition of the Nigerian Annual Trade Policy Report (NATPOR). The overall objectives of this and subsequent annual editions will be to:

(i) report on the activities undertaken by the Nigerian Office for Trade Negotiations, annually;

(ii) monitor, report and assess Nigeria's engagement with its trading counterparts, so as to ensure that Nigeria's trade relationships are up to date and mutually beneficial;

(iii) assess Nigeria's trade performance in bilateral, regional and multilateral institutions; and,

(iv) assess the use of trade policy (and companion policies, in particular investment, industrial, technology and competitiveness policies) as engines for robust, long-term growth.

This first report is an account of the stewardship by the Nigerian Office for Trade Negotiations (NOTN), benchmarked on the above objectives, since the decision to establish the NOTN by the Nigerian Federal Executive Council (FEC) on 10th May 2017 and the actual set-up of the office on 14th August 2017. The report is divided into five (5) parts: introductory sections (Foreword, Editorial and Message from the Chief Trade Negotiator); activities of the NOTN in the period under review; trade and investment statistics with growth and employment effects; the trade reform agenda in the Economic Community of West African States (ECOWAS) and the negotiations to establish the African Continental Free Trade Area (AfCFTA); and, conclusions, previewing activities for the year to come.

The introductory sections describe Nigeria's trade and investment philosophy and ambitions and point to Nigeria's trade relationships. They include a Foreword by the Honourable Minister for Industry, Trade and Investment, Federal Councillor Johann N. Schneider-Amman, of Switzerland, which is a country of strategic focus for Nigeria; and, a Statement by the Chief Trade Negotiator and The second part focuses on the activities of the NOTN over the seven (7) months from May to December, 2017). The report explains the significance of the Federal Executive Council Decision on the establishment and mandate of the NOTN. The 2017 activities of the NOTN are reported. They revolve around the setting-up of an office that never previously existed, negotiations to establish a single market for trade in goods and services, chaired by Nigeria, ECOWAS trade reform, the Eleventh WTO Ministerial Conference in Buenos Aires, Argentina, Nigeria's trade and investment relations with key partners, preliminary steps taken to establish a trade remedy infrastructure for Nigeria, and finally, training and capacity-building.

The third part is empirical. It sets-out Nigeria's trade and investment statistics for 2017. As designed, the purpose of the data in this section is to factually show the impact of Nigeria's trade policies, engagements and relationships on trade balances, growth and employment creation. The Nigerian Economic Team will be closely examining these numbers. These numbers should also be of interest for all persons interested in Nigeria's trade policy, trade direction and the management of Nigeria's trade relations. The fourth part focuses on two priority areas for trade reform for Nigeria: The Economic Community of West African States (ECOWAS) and the negotiations to launch the African Continental Free Trade Area. Nigeria's welfare and prosperity are bound up with the prosperity and welfare of the ECOWAS Region and Africa as the current and last terrestrial growth frontier. The final part of the report points to the plans and priority areas for the NOTN in 2018.

The NATPOR shall be published annually to chronicle the direction and activity of the NOTN. It is a report that will be foundational to support a well-functioning market economy, trade openness and a reaffirmation of Nigeria's commitment to international cooperation. Furthermore, it is a statement of accountability to every stakeholder in Nigeria's trade policy constituency, as well as a proclamation of Nigeria's determination to be purposeful in the use of instruments of trade policy to champion national commercial interest within a legal and policy framework in a rules-based global economy.

Editor,
2017 Nigerian Annual
Trade Policy Report **(NATPOR)**



MESSAGE FROM THE CHIEF TRADE NEGOTIATOR

> **Trade as an engine to modernize and grow the Nigerian economy and create jobs.**

The establishment of the Nigerian Office for Trade Negotiations was a commitment to domestic systemic reforms. It underlined the commitment of the Federal Government of Nigeria (FGN) to diversify the economy, by deepening and expanding Nigeria's trading relationships, across the board, so as to buffer it from future exogenous shocks. In dedicating an agency to trade negotiations, the FGN took the step to ensure domestic trade-related policy coherence and, reaffirmed its commitment to a rules-based framework for international cooperation. It was a conscious and strategic choice by the FGN to use trade as an engine to modernize and grow the Nigerian economy and create jobs.

The FEC decision to establish the NOTN was a realization that negotiated trade agreements per se are not magic wands. Negotiating trade agreements is only a first step. Their enactment into law and ratification are next steps in procedure, but do not suffice. Beyond negotiations, enactment into law and ratification, trade agreements have to be implemented, monitored, constantly evaluated in the context of an ever-changing global economic and trade policy environment.

In deciding on the composition of the Office, account was taken of the fact that no agreement or policy area can function, effectively, as standalone policies or agreements. There are no silver bullets. Any policy requires companion policies. Reaping the gains from trade, entails a mix of complementary policies. There was also an acknowledgement that the projected gains from trade policy only materialize, if they are implemented, consistently, purposefully and tightly coordinated with complementary policies.

NOTN is built-up and Nigeria's trade agreements are (re)negotiated, policy coordination across identified strategic policy areas is paramount, if the gains from trade are be maximized by Nigeria. Hence, a priority for the NOTN, in domestic coordination, is to establish a tightly inter-linked "growth-development bond" between trade and investment policies, industrial and competitiveness policies, technology policy, and Nigerian Foreign Policy. These policies are all central to the agenda for diversification, modernization, job creation and growth. But their logical relationships must be understood and applied. Trade and investment policies must reflect a market-based industrial policy, if they are to serve long-term development priorities.

Specifically, for trade, proposals in Nigeria's negotiations (bilaterally, regionally, continentally and multilaterally), must reflect the priorities and actual operational activities from the "Nigerian Industrial Policy and Competitiveness Advisory Council". Investment policy (combining, investment facilitation, promotion: attraction and retention) must be unified in trade negotiations and, governed by an over-arching legal and policy framework. This combination shall avoid the current situation of investments in Nigeria, where many investors are driven by the gravitational pull of access to the large Nigerian market, but separated from industrial operational priorities and activities. The last part of the policy equation relationship is Nigerian Foreign Policy. Trade and investment policies and associated negotiations, industrial and competitiveness policies, must all be integral to and accommodated under Nigerian Foreign Policy formulation and implementation. In the overall relationship, Nigerian Foreign Policy is the overarching policy. All technical and domestic policies feed into foreign policy. It is in this way that policy coherence and coordination can be achieved and trade policy will serve a development agenda – spurring growth, accelerating modernization, expanding job creation and supporting industrialization. Nigeria is at a particular development stage. As described and categorized by the major economies, "Nigeria is a major market in focus". This is potentially advantageous. However, on the Nigerian side, policy silos, incoherence and a domestic coordination deficit, could undermine Nigeria's economic advantages. Coordination and purposeful implementation, monitored over the long-term, are paramount.

In the modern Nigerian economy, the temptation must be avoided for individual policy-making. Coherent decision-making making that consolidates and injects momentum into the Nigerian economy must be institution-based resulting from an inter-MDA process and from diagnostic and rational exchanges. Significant progress is being made on this score in the Nigerian Economic Management Team. Contributing to policy coherence, through coordination, shall be a key part of the work of the NOTN.

Work underway shows a tightening of the relationship between structural (of which trade is a part), fiscal and monetary policies. Effective implementation of the trade policy priorities of the NOTN will also depend on coherence across fiscal, monetary and structural reform policies for growth. These must be mutually supportive and not work at odds. Trade and investments are the foundation for long-term growth. The NOTN is working along several

lines to improve coordination, spur trade and investment, counteract anti-competitive and rent-seeking habits and challenge economic deadweight protectionism.

It is in the context of this "growth development bond" that the NOTN set-out its trade development agenda, at establishment, in August 2017. The agenda that was set was ambitious. It had to be, in the light of the pre-existing gap in trade policy in Nigeria's economic policy. In the period under review, the NOTN specific priority agenda were to:

- construct, from foundation level up, the NOTN, as a constituency for trade openness, and the use of trade policy instruments as growth drivers, in accordance with global best practices and international cooperation;
- create a digital inventory (database) of Nigeria's trade agreements and trade Memoranda of Understanding (MOUs) from 1960 to date;
- review existing trade agreements, with recommendations for update or exit, and design a 21st Century template for Trade and trade-related agreements;
- initiate a trade reform agenda with ECOWAS and give direction for the conclusion of the negotiations to establish a single market for Trade in Goods and Services on the platform of the African Continental Free Trade Area (AfCFTA);
- initiate exploratory work on Free Trade Agreements (FTAs) to grow the Nigerian Economy.
- initiate work on the establishment of a trade remedy infrastructure for the safeguard of Nigeria's economy from injurious practices from trading counterparts; and,
- grow the first generation of technically competent trade negotiators to deal with the complexities of a global economy in rapid and uncertain change and dynamic transformation.

In the complex global trade policy arena in which the NOTN established, progress was made, with scope for much more to be done. The NOTN has now been firmly established, is being consolidated and expanded. The digital trade database is being developed, although finding prior agreements is almost the equivalent of the search for the needle in the haystack.

On modernized parameters for Nigeria's trade agreements, going forward, a Joint Declaration on Cooperation (JDC) was signed with the European Free Trade Area (EFTA) on 12th December 2017, in Buenos Aires, on the margins of the Eleventh WTO Ministerial Conference. The EFTA/Nigeria Joint Declaration on Cooperation sets the template for Nigerian Trade Agreements.

A month after the FEC decision to establish the NOTN, the Negotiating Forum for the AfCFTA elected Nigeria as Chairman of the Negotiating Forum. Stage 1 of the negotiations for the Agreement that would establish the African Continental Free Trade Area (AfCFTA) is scheduled for signature in Kigali, Rwanda, on 21st March 2018. A trade reform agenda for improved productivity and competitiveness for ECOWAS is under review and should shortly be on the table for discussions. As the number 1 in Africa, Nigeria is committed to regional and continental leadership. This accounts for the investment in time and resources in ECOWAS, where regional integration has to be deepened, and in the on-going negotiations to establish the AfCFTA.

Nigeria chaired the negotiating forum for the AfCFTA, led key initiatives at the Eleventh WTO Ministerial Conference (MC11), and hosted the High-Level Policy and Private Sector Trade and Investment Facilitation Partnership Forum, which produced the "Abuja Statement - Deepening Africa's Integration in the Global Economy Through Trade and Investment Facilitation for Development." More and better are yet to come.

Nigeria is committed to trade and business openness and international cooperation. At the same time, Nigeria is taking concrete steps to safeguard the Nigerian economy from unfair trading practices that are injurious to the domestic economy. The NOTN has accelerated work on urgent business of establishing a Trade Remedy Authority with an Investigating Authority. The economy is being subjected to damaging degrees of dumped materials being solid below market price, including pirated versions of original Nigerian intellectual property. The NOTN is being assisted in this endeavor by King and Spalding, one of the leading trade law firms in the global economy.

The premium on trade policy and negotiations is vital because of the close relationship between trade policy and markets. Trade policy tends to be the bellwether for markets. If got right, markets respond positively. If flunked, markets react negatively and punish. In the last two quarters of 2017, the Nigerian market started to respond, positively and dynamically. Many things started to go right. In the last quarter of 2017, Nigeria's stock market ratings improved. The assessment was that the Nigerian stock markets were evaluated as amongst the world's best-performers. Net foreign inflows to Nigerian equities totaled N337 billion ($940 million) in 2017. This was the first time flows have been positive since 2013. There have been rapid, complex and uncertain changes in the global economic and trade policy landscape. This has presented a conundrum. The global economic and trade policy environment has experienced a deterioration of trade openness and international cooperation. Uri Dadush describes the recent changes as the "Protectionist's Progress: Year 1".[1] However, there is an even distribution of blame and responsibility. Regardless, of "blame games", what is more important, is the lessons that countries have to draw as they brace, adapt and prepare for a changed policy environment. There is collective responsibility. A correction is underway in international economic relations. Responsibility is collective. Leadership, at every level, is required. Trade policy is the vector for these changes and will be the field of engagement.

[1] See Dadush, Uri, « The Protectionist's Progress: Year ", Policy Paper, OCP Policy Center, November 2017; also: http://www.economics-ejournal.org/economics/journalarticles/2018-6;

Preparedness is essential. The establishment of the NOTN is Nigeria's commitment to lead and do what is necessary. In doing so, Nigeria must juggle a complex agenda, domestically. At the same time, it must interface with the international community even as it builds its domestic market economy. It cannot be either A or B, or A before B. It has to be A + B. And A and B are coming together. It is work in progress.

To conclude, in the conduct and management of any modern economy, trade policy and associated negotiations are neither optional extras nor diagnostic exercises for academia. This is about the real economy. In our first few months of existence and existential trade policy play, the conclusion is that Nigeria has got what it takes, but only if coordination emerges as pre-eminent and is sustained. If not, the economy shall continue to struggle and underperform. The prognosis is that it won't because vital lessons have been learned and corrections are being made.

Ambassador Chiedu Osakwe
Chief Trade Negotiator,
Federal Republic of Nigeria

MISSION STATEMENT

The Nigerian Office for Trade Negotiations (NOTN) negotiates integrated trade and investment agreements that forge strategic partnerships, regionally and globally, to modernize the Nigerian Economy, and design global supply chains that drive growth, create jobs and expand markets for Nigerian exporters of goods and services;

The Nigerian Office for Trade Negotiations (NOTN) negotiates the elimination of discriminatory treatment against Nigerian goods, services and operators in foreign markets;

The Nigerian Office for Trade Negotiations (NOTN) serves to strengthen the open, rules-based multilateral trading system and global economy.



1 NIGERIA'S STRATEGIC TRADE RELATIONS - BILATERAL FOCUS ON SWITZERLAND

NIGERIA'S STRATEGIC TRADE RELATIONS - BILATERAL FOCUS ON SWITZERLAND

Dear readers,

Switzerland is very honoured that the Nigerian Office for Trade Negotiations (NOTN) has chosen our country as its bilateral focus in this first edition of the Nigerian Annual Trade Policy Report. It sends a positive signal in terms of the already very good bilateral economic relations between Nigeria and Switzerland, while giving us a good opportunity to reflect on our current trade and investment ties and look to the future.

Since this report is primarily devoted to trade policy, allow me to start by highlighting a few elements on this important topic. Switzerland is a very open economy and relies on open markets. Switzerland is therefore committed to a liberal trade regime and the strengthening of the world trade system under WTO rules. I am pleased to see that Nigeria and Switzerland share many values regarding trade. At the WTO Ministerial Conference (MC11) in Buenos Aires last December, our two countries, together with 42 other WTO Members, published a joint declaration in which we expressed concern about current challenges the WTO is facing and underlined the key role of the multilateral trading system for the global economy. We have to make sure that the WTO keeps pace with 21st century developments. In this regard, I particularly welcome the Nigerian government's initiative last August to establish a dedicated office for trade negotiations and policy under the mandate of the Ministry of Industry, Trade and Investment. It will support Nigeria's efforts to upgrade its trade policy in a rapidly changing global economic environment.

At the bilateral level, Nigeria is among Switzerland's most important economic partners on the African continent. In 2016, the volume of our bilateral trade amounted to USD 470 million, and the provisional data for the period January-November 2017 shows that our exchanges had already exceeded USD 630 million. Furthermore, Nigeria was Switzerland's main crude oil supplier in 2016 as well as in 2015, and the provisional data already indicate that this will also be the case in 2017. On the investment side, I am proud to see that Switzerland has a strong and well-diversified economic presence in Nigeria, with over 40 companies active across a wide range of sectors. Together, they employ more than 10,000 people in the country. This is a strong economic basis, but we will nevertheless strive to further deepen our economic ties.

In this spirit, we have taken positive steps over the last three years. Let me mention three particular examples: First, in order to help our small and medium-sized enterprises (SMEs) - the backbone of the Swiss economy - enter the Nigerian market and support

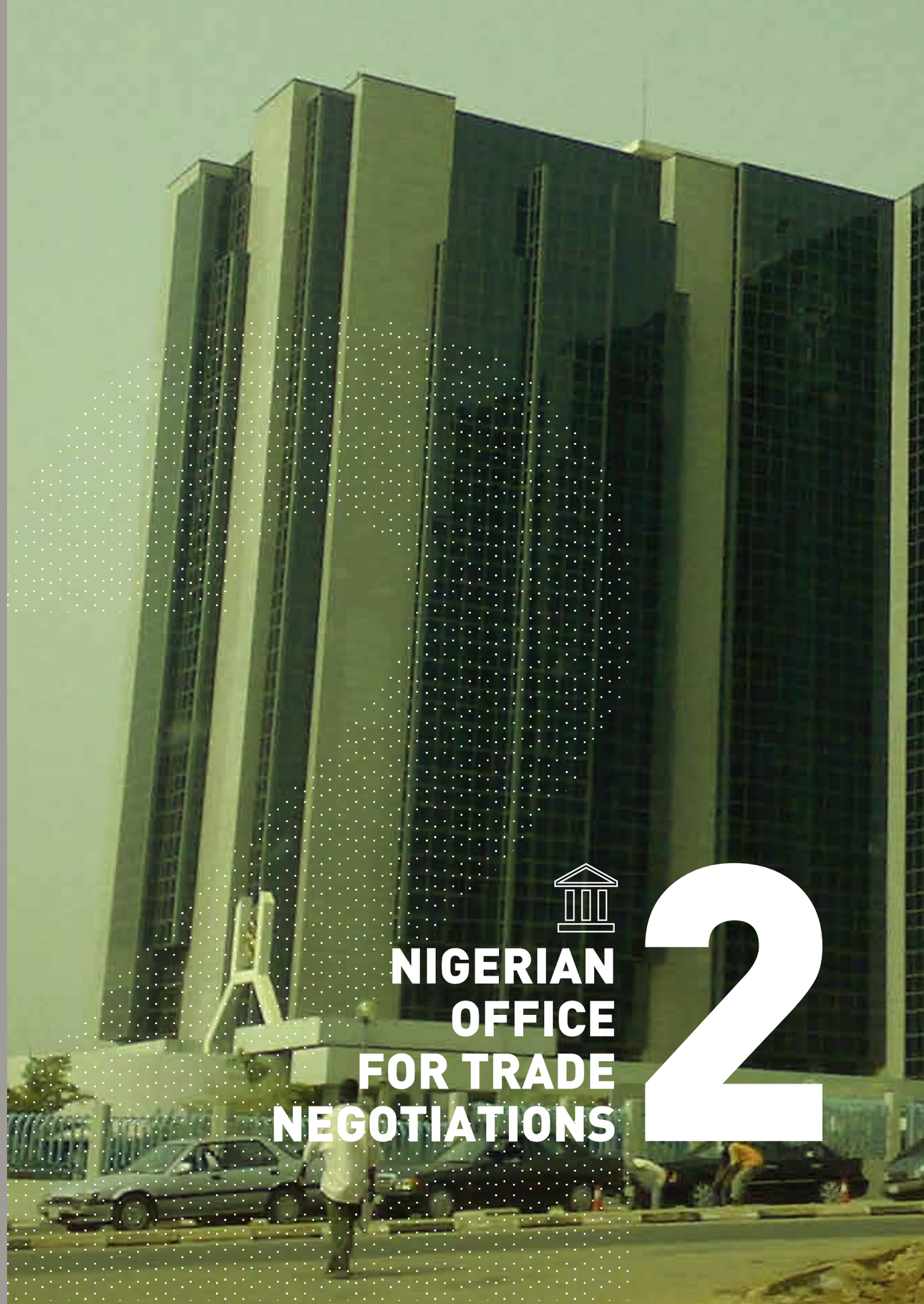
Swiss companies already present in Nigeria, we opened a Consulate General in Lagos at the end of 2015, which functions as a Trade and Investment Point dedicated to fostering economic relations. Second, in 2016, a new Swiss-Nigerian Business Council was set up; a private sector association, which aims to help Swiss companies in Nigeria to network and support one another. And last but not least, last December Nigeria and the member states of the European Free Trade Association EFTA (Iceland, Liechtenstein, Norway and Switzerland) signed a Joint Declaration on Economic Cooperation. This instrument will serve as a basis to further strengthen trade and economic relations between our countries. I am convinced that enhanced economic relations between our countries are of benefit to all parties involved.

What's next? Following up on the fruitful talks with the Minister of Industry, Trade and Investment in Bern last year, I will be undertaking an economic mission to Abuja and Lagos on 22 and 23 March, accompanied by Swiss business leaders looking to explore new opportunities on the Nigerian market. Despite some cyclical macroeconomic challenges, the Nigerian economy has many strong selling points for foreign investors. I can only encourage Nigeria to continue its reform agenda aimed at sustaining economic growth, fostering diversification, improving the business environment and modernizing the economy. Establishing strong and reliable framework conditions are a prerequisite for sustainable foreign investment and Nigeria's reform efforts are already bearing fruit. As a matter of fact, I was particularly impressed to note Nigeria's movement up 24 places in the World Bank's last Ease of Doing Business Report (from 169th to 144th position), making it one of the top ten reformers in the world. This is a welcome and impressive leap forward for Nigeria and, coupled with renewed economic growth, is likely to be a very positive signal for foreign investors.

I am very much looking forward to my visit to Abuja and Lagos in March so that we can strengthen economic ties between Nigeria and Switzerland based on mutual interest.

H.E. Johann N. Schneider-Ammann
Federal Councilor, Head of the Federal Department of
Economic Affairs, Education and Research
The Swiss Confederation

notn.gov.ng



2 NIGERIAN OFFICE FOR TRADE NEGOTIATIONS

NIGERIAN OFFICE FOR TRADE NEGOTIATIONS

Federal Executive Council (FEC) Decision on Establishment and Mandate

The Federal Executive Council (FEC), the highest executive decision-making body in Nigeria, established the Nigerian Office for Trade Negotiations (NOTN) at the FEC meeting of 10th May, 2017 in a decision EC 17 (17) 10 . The EC 17 (17) 10 decision of the FEC states (key paragraphs reproduced below):

> 2. [The] Council...approved the establishment of the 'Nigerian Office for Trade Negotiations' (NOTN) to manage and lead Nigeria's trade negotiations.
>
> 3. Approved the appointment of a chief negotiator, who shall hold the rank of Ambassador, by the President on the recommendation of the Minister of Industry, Trade and Investment.
>
> 4. Approved that the NOTN shall be the standing trade negotiation team for Nigeria, providing advice on trade policy, trade negotiations and recommend - ing results from trade negotiations for approval by Council after review and recommendation by the Economic Management Team (EMT).
>
> 6. Approved that the NOTN prepares an updated 21st century Nigerian trade policy for approval by the EMT, including the urgent establishment of a World Trade Organization-(WTO)consistent infrastructure for safeguarding the Nigerian economy.
>
> 7. Approved that the Ministry of Justice remains the 'Depository' of all Agree - ments, including trade and investment agreements by Nigeria and that a compulsory and comprehensive digital 'depository' for trade and economic agreements - comprehensive databases - shall be established, immediately, in a shared portal, managed by the Federal Ministry of Justice, and with read-only access by the listed MDAs with competent jurisdiction.

Following the FEC Memo, the Chief Trade Negotiator (concurrently bearing the title 'Director-General') of the NOTN interfaced with the Head of Service, for a subsequent issuance of a service-wide circular referenced HCSF/2092/1/16 of 7th August, 2017 on the "Establishment of the Nigerian Office for Trade Negotiations".

Furthermore, following consultations with the Ministry of Foreign Affairs, it sent a telex to all mission abroad on the "Establishment of the Nigerian Office for Trade Negotiations (NOTN)".

The NOTN reports to the Federal Executive Council through the Economic Manage ment Team (EMT).

Economic Management Team (EMT) and Trade Policy

The Economic Management Team is a key organ within the Nigerian Federal Government for coordinating policy among ministries responsible for the economy. The EMT is chaired ex officio by the Vice President of the Federal Republic of Nigeria. The EMT Members are the following:[2]

- Federal Minister of Industry, Trade and Investment
- Federal Minister of Finance
- Federal Minister of Budget and National Planning
- Federal Minister of Agriculture
- Federal Minister of Information and Culture
- Governor of the Central Bank of Nigeria
- Special Adviser to the President on Economic Matters

Over time, advisers have been added. These are:

- Director-General of the Budget Office
- Director-General of the Debt Management Office

[2] https://statehouse.gov.ng/economic-management-team/

- **Director-General of the National Bureau of Statistics**
- **Executive Secretary / CEO, Nigerian Investment Promotion Council (Investment Advisor)**
- **Director-General, Nigerian Office for Trade Negotiations (Trade Advisor)**

Physical Office Set-Up and Structure of the NOTN Team

Ambassador Chiedu Osakwe was appointed the Chief Trade Negotiator and Director-General of the NOTN by then Acting President, Professor Yemi Osinbajo, SAN, GCON, on the recommendation of the Minister of Industry, Trade and Investment (FMITI), Dr. Okechukwu Enelamah. Ambassador Chiedu Osakwe had served as a career diplomat within the Nigerian Foreign Service prior to joining the WTO. At the time of his appointment, Ambassador Osakwe was the most senior director at the WTO.

The NOTN is housed with the Nigerian Export Promotion Council (NEPC) building, also referred to as Export House. The NOTN was formally set up on the first and fifth floor of the building on 14th August, 2017.

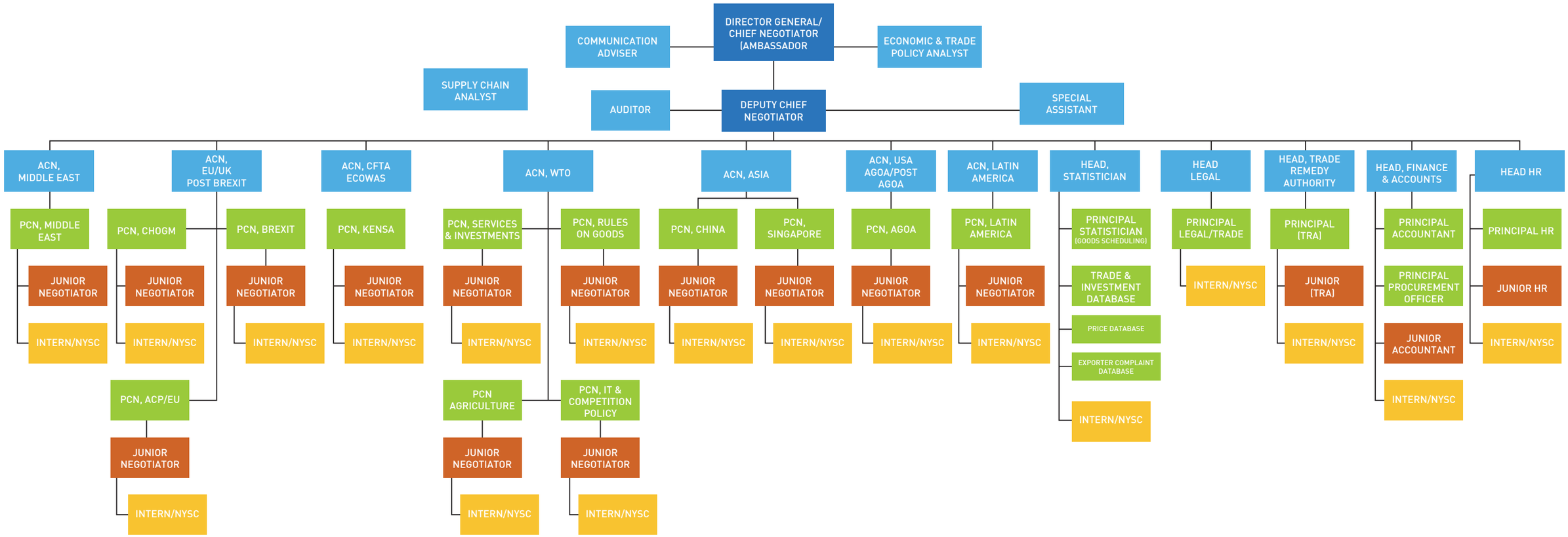
The NOTN was established with a core start-up team of 13 professionals (including the Director-General). The staff ceiling is presently set at 50. The current team comprises career civil servants from the FMITI and the Nigerian Bureau of Statistics (NBS), a technical assistant from the economic team of the Vice President, and various experienced trade lawyers. The office is structured with the Chief Trade Negotiator as its head, supported by a Deputy Chief Trade Negotiator, and subsequently by Assistant Chief Trade Negotiators (who also lead different divisions within the office). The NOTN divisions include the Middle-East, EU/UK Post-Brexit, CFTA/ECOWAS, WTO, Asia, USA AGOA/Post-AGOA, Latin America, Statistics, Legal, Trade Remedies, Finance & Accounting, and Human Resources. The divisions are comprised of Principal Chief Negotiators and Junior Negotiators. Interns are also included within each division.

THIS APPROVED STRUCTURE IS FLEXIBLE AND SHALL BE ADAPTED, OVER TIME, TO TAKE ACCOUNT OF THE CHANGES IN THE GLOBAL ECONOMY.

ORGANOGRAM
FOR

THE NIGERIAN OFFICE FOR TRADE NEGOTIATIONS (NOTN)

ORGANOGRAM FOR THE NIGERIAN OFFICE FOR TRADE NEGOTIATIONS (NOTN)



2017 Activities - Progress and Challenges

The key activities of the NOTN for 2017 are structured in sub-divisions, under seven (7) main headers:

- WORLD TRADE ORGANIZATION (WTO) 11TH MINISTERIAL CONFERENCE;
- THE HIGH-LEVEL POLICY AND PRIVATE SECTOR TRADE AND INVESTMENT FACILITATION FORUM
- NEGOTIATIONS OF THE AFRICAN CONTINENTAL FREE TRADE AREA (AFCFTA);
- TRADE REMEDIES INFRASTRUCTURE
- INTEGRATED DIGITAL DATABASE FOR TRADE AND INVESTMENT AGREEMENTS AND REVIEW OF TRADE AND INVESTMENT AGREEMENTS
- DEEPENING RELATIONS WITH KEY TRADING PARTNERS
- STAKEHOLDERS' ENGAGEMENT

WTO 11th Ministerial Conference (MC11)



The MC11 was held in Buenos Aires, Argentina from 10th to 13th December, 2017.

The Honourable Minister of Industry, Trade and Investment, Dr. Okechukwu Enelamah, led the Nigerian delegation. In addition to a Ministerial in Addis (in which very few Ministers attended), as preparatory to MC11, African Ministers of Trade (AMOT) also met at a prior meeting, in which Nigeria participated, in Marrakesh, Morocco in October, 2017 to exchange views on African positions. In the preparatory period to MC11 what had become increasingly evident was the divergence in the commercial positions of African WTO Members. While this did not undermine the integrity of the WTO African Group, it made evident the complexity of a changed global economic and trade policy arena and even more evident that while there were positions of convergence, there were positions that were more complex and nuanced and African WTO Members had to express and pursue positions that reflected variant domestic positions. This was a reflection of realism and that all positions could no longer be camouflaged in rhetoric that glossed over variant national realities.

Prior to the MC11, the NOTN organized consultations through the "Enlarged National Focal Point for Trade" (ENFP), which is a standing organ comprising trade policy stakeholders in Nigeria from the public and private sectors and non-governmental organizations (NGOs). Participants agreed that:

> **the litmus test for Nigeria's negotiating commitments shall be disciplined and bound by the logic for growth, based on the core priorities for industrialization, diversification and modernization of the Nigerian economy with the expansion of employment opportunities for Nigerians in the framework of the Economic Recovery and Growth Plan (EGRP) . . . The negotiating objective for Nigeria shall reflect the geo-strategic imperative for Nigeria to consolidate its economic and trade policy leadership in ECOWAS, strengthen its position as Africa's Number 1 economy and steadily improve its position from its current 26th ranking in the global economy.**

At MC11, the Nigerian delegation participated in a range of meetings, which were multilateral (involving all 164 members of the WTO), plurilateral (involving coalitions of like-minded WTO members on specific issues of either systemic or commercial significance), or bilateral (between Nigeria and other individual WTO members).

At MC11, Nigeria championed and supported five specific decisions that strengthened international cooperation, trade multilateralism and were subsequently agreed on by all WTO members. These decisions included the extension to the current WTO Programme on Electronic Commerce and the Moratorium on Electronic Transmissions for another two years;[3] the moratorium on non-violation and situation complaints by WTO members on Trade-Related Intellectual Property Rights (TRIPS);[4] the commitment that the WTO would deliver on the United Nations Sustainable Development Goal 14.6 by the end of 2019 (at the 12th WTO ministerial conference);[5] the agreement on the Work Programme for Small Vulnerable Economies (SVEs);[6] and, the establishment of a Working Party to negotiate the WTO membership of South Sudan.[7]

As Vice Chairman of the Bureau for the MC11, Nigeria also served as Facilitator for the Investment Facilitation (IF) discussions amongst WTO members, as well as a participant with Australia and Chile in the final day closing press conference on the theme "The WTO of the Future."[8] Pointing to the WTO of the future, Nigeria initiated, co-sponsored and participated in the establishment of new platforms for expanded trade and FDI flows into Nigeria. For instance, at the sidelines of the MC11, Nigeria signed the "Joint Declaration on Economic Cooperation" (JDC) with Members of the European Free Trade Area (EFTA): Iceland, Liechtenstein, Norway and Switzerland.[9] Nigeria also agreed with 69 other WTO members to launch a structured exchange on a "Multilateral Framework on Investment Facilitation for Development."[10] In addition, Nigeria released a joint statement with 70 major WTO economies to initiate exploratory work on trade-related aspects of electronic commerce in early 2018.[11] Along with 89 WTO members, Nigeria supported the WTO Informal Work Programme for Micro, Small and Medium Enterprises (MSMEs). In cooperation with 117 WTO members, Nigeria also adopted the "Buenos Aires Declaration on Women and Trade," which aims to remove barriers to the economic empowerment of women.

Bilaterally, the Nigerian delegation met with the Islamic Development Bank (IDB) to identify the scope for funding assistance to support trade-related technical assistance and capacity-building for Nigeria, in the specific area of international standards for export.

The Honourable Minister for Industry, Trade, and Investment met with Lord Jeremy Purvis of Tweed of the United Kingdom (UK). As co-chairs of the UK's All-Party Parliamentary Group for Trade Out of Poverty Inquiry— an initiative which emerged from the meeting of Commonwealth Trade Ministers from 9th to 10th March, 2017— Nigeria and the UK resolved to adopt the conclusions of the All-Parliamentary Group in February 2018 and submit them to the 25th Commonwealth Heads of Government Meeting (CHOGM). Concentrated on trade, the CHOGM will be hosted by the UK from 19th to 20th, 2018.

3 https://www.wto.org/english/thewto_e/minist_e/mc11_e/mc11_e.htm; https://www.wto.org/english/news_e/news17_e/mc11_13dec17_e.htm
4 https://www.wto.org/english/thewto_e/minist_e/mc11_e/mc11_e.htm; https://www.wto.org/english/tratop_e/trips_e/nonviolation_e.htm
5 https://www.wto.org/english/news_e/news17_e/mc11_13dec17_e.htm; https://www.wto.org/english/news_e/news17_e/mc11_13dec17_e.htm
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8 https://www.wto.org/english/news_e/news17_e/minis_13dec17_e.htm
9 http://www.efta.int/Free-Trade/news/EFTA-and-Federal-Republic-Nigeria-sign-Joint-Declaration-Cooperation-506551
10 https://docs.wto.org/dol2fe/Pages/FE_Search/FE_S_S009-DP.aspx?language=E&CatalogueIdList=240870&CurrentCatalogueIdIndex=0&FullTextHash=371857150&HasEnglishRecord=True&HasFrenchRecord=True&HasSpanishRecord=True
11 http://fmiti.gov.ng/wp-content/uploads/2017/12/E-Comm.pdf; https://www.wto.org/english/news_e/news17_e/minis_13dec17_e.htm

The High-Level Policy and Private Sector Trade and Investment Facilitation Forum

Preparatory to MC11, Nigeria and the WTO Friends of Investment for Development (FIFD)[12] hosted the High-Level Policy and Private Sector Trade and Investment Facilitation Forum on the theme "Facilitating Trade and Investment for Development". Nigeria co-hosted this forum in collaboration with the Commission of the Economic Community of West African States (ECOWAS) in Abuja, Nigeria from 2nd – 3rd November, 2017. The Nigerian Office for Trade Negotiations (NOTN) was the point agency for planning, organizing and coordinating Nigeria's participation in the High-Level Forum, in close partnership with the Nigerian Investment Promotion Commission (NIPC) and the Nigerian Export Promotion Council (NEPC).

The opening ceremony of the forum was attended by H.E. Roberto Azevêdo (Director-General of the World Trade Organization), H.E. Mukhisa Kituyi, Secretary-General of the United Nations Conference on Trade and Development, H.E. Marcel Alain de Souza, President of the ECOWAS Commission, and H.E. Albert M. Muchanga, Commissioner for Trade and Industry of the African Union. H.E. Borge Brende, the President of the World Economic Forum (WEF), delivered a televised message to the High-Level Forum. The High-Level Forum was opened by H.E. Professor Yemi Osinbajo, SAN, GCON, the Vice President of the Federal Republic of Nigeria and Chairman of the Nigerian Economic Management Team.

At the High-Level Forum, a critical starting point for the exchange of insights and ing of experiences was the reaffirmation that trade and investment are inseparable—and remain the 'twin engines' for economic growth, modernization, and development in Africa, as well as in the wider global economy. The High-Level Forum had seven (7) sessions spread over two days. These were:

- Scaling Up Trade and Investment to Achieve the 2030 Sustainable Development Goals
- The Evolving Trade and Investment Landscape: Opportunities and Challenges
- Entrepreneurship & MSMEs
- The Benefits of Multilateral and Regional Cooperation for Investment Facilitation
- Engaging in Multilateral Cooperation to Facilitate Investment; and a concluding session on

3 Members of the Friends of Investment for Development (FIFD) group are: Argentina, Brazil, Chile, China, Colombia, Hong-Kong, Kazakhstan, Mexico, Nigeria, Pakistan, Qatar, and the Republic of Korea.

Facilitating Investment: Sharing Experiences, Innovation and Success Stories

Trade and Investment Facilitation

The Forum enjoyed attendance and panel participation from leading private sector stakeholders, including but not limited to Dangote Group, Huawei, Proctor & Gamble, Jumia, Main One Technologies, Vodacom, Proforce Defence, Citibank, Vodafone Group, Ventures Platform, and Andela. Development partners and donors, like USAID, DFID, and others, also actively participated.

International Organizations played central roles at the High-Level Forum. These included the World Trade Organization, the African Union (AU), ECOWAS, the World Bank, the International Finance Corporation (IFC), the United Nations Conference on Trade and Development (UNCTAD), the International Centre for Trade and Sustainable Development (ICTSD), International Trade Centre (ITC) and, the World Economic Forum (WEF). The WTO Members that attended included, Argentina, Benin, Brazil, Burkina Faso, Cabo Verde, Chile, China, Colombia, Côte d'Ivoire, Gambia, Ghana, Guinea, Guinea-Bissau, Hong Kong, China, Kazakhstan, Kenya, Korea (Republic of), Liberia, Mali, Mexico, Morocco, Mozambique, Niger, Nigeria, Pakistan, Qatar, Senegal, Sierra Leone, Switzerland, Tanzania, Togo, and Tunisia. The Investment Promotion Agencies (IPAs) of many African countries also attended and actively participated, while leading academics on trade and investment richly contributed to the discussions at the High-Level Forum.

It was agreed by participants that the scaling up of investments in 'connectivity infrastructure' – ports, transport corridors, telecommunications networks etc. – are vital for African countries to participate in, and benefit from the integrated and digital global economy. It was also agreed that only by intensively increasing investments in globally competitive industries, services, and start-ups – from both foreign and domestic sources – could African countries generate the resources required to advance education, improve health care, reinvest in innovation, and generate employment opportunities for the millions of youths that constitute their bourgeoning populations. The need for a multilateral approach to facilitating trade and investment, including improving transparency, cutting red tape, streamlining procedures, strengthening international co-operation among WTO member countries, and expanding sustainable and pro-development investment, was also agreed upon.

At the end of the High-Level Forum, participating countries adopted an outcome statement entitled "The Abuja Statement – Deepening Africa's Integration in the Global Economy Through Trade and Investment Facilitation for Development." The Abuja Statement was circulated as a document of the WTO General Council (WT/GC/186) and the Eleventh WTO Ministerial Conference (WT/MIN (17)/4). The document reflected a consolidation of Nigeria's position of economic and trade leadership. It also acted as a powerful signal to the global economy that Nigeria was open for business and improving her position as the investment destination of choice in Africa.

Negotiations for the African Continental Free Trade Area (AfCFTA):

A detailed summary of all NOTN activities as regards the AfCFTA is made in chapter 5 of this report.

See Chapter 5

Trade Remedies Infrastructure

Trade remedies are trade policy tools that allow governments to take remedial action against imports which are causing injury to a domestic industry. Generally, remedies are divided into three broad categories: anti-dumping actions, countervailing duty measures and safeguard actions.

Nigeria's identification by all the major economies as a "market in focus," the market size of Nigeria, the continuous targeted "injurious dumping" in Nigeria, and the imminent approach of the conclusion of the Continental Free Trade Area (CFTA), are factors that have necessitated a shift in focus for Nigerian trade and investment policymakers. In response to this evolving environment, Nigeria has prioritized taking all necessary steps, in the shortest possible time, to ensure that, while Nigeria benefits from open markets, it is not undermined by unfair international trading practices from trading counterparts.

A central part of the work that has been done in 2017 revolved around identifying key resource points within partner organizations and exploring the possible benefits of developing Nigeria's trade remedies competence. The output is to establish a full-bodied Trade Remedies Infrastructure, of the type and nature that exists in all competitive and developed economies in the world. To ensure that global standards are approximated, the NOTN is engaging with the WTO Secretariat to this end. Nigeria is developing a rules-based WTO-compliant trade remedies system. Furthermore, using input from key partners, a calendar and work programme for establishing Nigeria's trade remedies infrastructure has been designed.

Within the approved formal structure of the NOTN, a section has been created for trade remedies. The section, which has initiated work with a team of lawyers and trade statisticians, has also prioritized a review of key trade remedies systems and legislations from selected trading partners and key global economies.

The three immediate priorities of the NOTN as regards trade remedies are:

(1) passing a trade remedies legislation,
(2) utilizing specialized technical training for Nigeria on trade remedies, and
(3) establishing a price database for comparability in establishing dumping margins.

Notably, on 28th December, 2017, the NOTN signed a letter of engagement with King & Spalding LLP, a leading global law firm on trade remedies, to provide pro bono legal services to Nigeria as it prepares a bill on trade remedies for Nigeria. A basic trade remedies legislation has been prepared and is the subject of consultations to ensure that global standards are met and that it reflects the specifics of Nigeria's economy.

The NOTN has begun engagement with key development partners and the private sector on obtaining price-specific data that would be used to create a baseline price database. Notably, key private sector players have offered commitments to support and advise the effective implementation of this critical component of the Nigeria's trade remedies infrastructure, as well as the rules-based safeguard of the Nigerian economy.

Integrated Digital Database for Trade and Investment Agreements and Review of Trade and Investment Agreements

A priority for properly managing Nigeria's trade and investment relations, globally, is a clear record, accompanied by a review, of all trade and investment agreements that Nigeria has signed since independence. It is vital to establish the baseline of these legacy agreements.

In the course of the year, the NOTN has interfaced with the Federal Ministry of Justice (MOJ), as the legal depository for all of Nigeria's agreements, on working to jointly digitize all of Nigeria's trade agreements. A search has been initiated across all MDAs.

So far, what is evident is the discovery that the vast majority of trade and investment agreements have not been deposited with Federal Ministry of Justice. Furthermore, in the "originating" MDAs, there is a dispersion and agreements and MOUs, are difficult to retrieve, with a number untraceable. This is work in progress. Progress is being made to digitize and store the agreements.

The Nigerian Investment Promotion Commission (NIPC) has registered significant progress, in this regard. It has reviewed 21 out of 29 Bilateral Investment Treaties. The outstanding eight (8) have not been reviewed because they presently cannot be accessed. The NOTN is working closely with the NIPC. The timeline for completion is 2018.

Deepening Relations with Key Trading Partners

A major success for the NOTN since its establishment has been the increased coordination of Nigeria's trade and investment relations.

Nigeria was appointed to serve as co-chair of the Bureau for the Eleventh Ministerial Conference (MC11)

In 2017, initiated a process of expanding and consolidating Nigeria's global trade and economic relations. At an multilateral level, Nigeria was appointed to serve as co-chair of the Bureau for the Eleventh Ministerial Conference (MC11). In Africa, Nigeria was elected and continues to chair the Negotiating Forum for the African Continental Free Trade Area. The Honourable Minister of Industry, Trade and Investment—was invited to co-chair the UK All Parliamentary Group and Commonwealth Persons Group on Trade. Nigeria's Minister of Industry, Trade and Investment also serves as the chairman of the African Union Ministers of Trade (AMOT).

The NOTN has been active in cultivating trade and investment relations on behalf of Nigeria with strategic partners of key importance on various issues, aligning positions, and leveraging bilateral and multilateral support for issues of national interest to Nigeria. There has been strong bilateral engagements with China, Japan, Singapore, Switzerland, the United Kingdom, Ukraine, and the United States of America (USA) amongst others. The NOTN actively engaged and championed Nigeria's interests in the WTO, World Bank, AU, ECOWAS, UNCTAD, DFID, USAID and the United Nations Economic Commission for Africa (UNECA).

For instance, in the preparatory process for High-Level Forum, the NOTN, working closely with the Ministry of Foreign Affairs, convened two (2) consultative briefings for the missions of all ECOWAS, African Union, and WTO member countries based in Abuja. This led to further fostering of a mutually beneficial exchange between Nigeria and these countries. These briefings took place on the 13th and 24th October, 2017.

On the 21st September, 2017, during the United Nations General Assembly, the NOTN organized informal consultative meetings with African ministers of trade at the African Union mission to the UN. The focus was on concerns on market access modalities on trade in goods in the AfCFTA negotiations. Minister Okechukwu Enelamah, managed these consultations, in his capacity as the Chairman of African Ministers of Trade (AMOT). The consultations addressed the concerns of some AU member states – Djibouti, Madagascar, Malawi, Sudan, Zambia, Zimbabwe - with the adopted modalities on market access liberalization of trade in goods.

Stakeholders' Engagement



Consultation and briefing for key stakeholders remains a priority area of work for the NOTN

Consultation and briefing for key stakeholders remains a priority area of work for the NOTN. Stakeholders include, MDAs, government officials, the private sector, NGOs, donors and development partners, and the Nigerian trade policy constituency.

Two of the key structures that the NOTN has utilized for engaging stakeholders is the Enlarged National Focal Point on Trade (ENFP); and, the National Committee on the African Continental Free Trade Agreement. Both structures exist pursuant to Presidential authority. The ENFP comprises all key players in Nigeria's trade relations, including the public sector, private sector and the NGO community. The National Committee on the Continental Free Trade Agreement has a similar composition.

In the period under review, engagement with stakeholders were significantly scaled-up, with an increased number of consultations and briefings. In Q4 of 2017 (16th November, 2017 and 5th December, 2017) two meetings of the ENFP were held. These briefing and consultative meetings revolved around restructuring the ENFP, exchanging views on the "Evolving Advisory Note on Nigeria's Negotiating Position for MC11", prepared by the NOTN. The meetings also provided updates on the ongoing AfCFTA negotiations.

The ENFP was revamped and restructured with the establishment of seven (7) sub-committees, namely:

- **Ease of Doing Business and Trade Facilitation (led by the Nigerian Customs Service);**
- **Investment Facilitation (led by the NIPC);**
- **Services and Digital Economy (led by the National Information Technology Development Agency);**
- **Intellectual Property (led by MOJ);**
- **Agriculture (led by Federal Ministry of Agriculture and Rural Development);**
- **ECOWAS (jointly led by MFA and NOTN); and,**
- **Private Sector Development (led by the National Association of Chambers of Commerce, Industry, Mines and Agriculture).**

The National Committee on the African Continental Free Trade Agreement held two meetings, also, coordinated by NOTN. Substantively, these meetings focused on updates on the AfCFTA negotiations, obtaining guidance on Nigeria's position, and describing the substantive contents of the emerging AfCFTA Draft Agreements.

Ahead of the 25th Commonwealth Heads of Government Meeting (CHOGM), scheduled to take place from 19th to 20th April, 2017, the MFA organized three (3) coordination meetings with stakeholders, in which the NOTN actively participated. The CHOGM coordination meetings have been focused on reviewing the 2015 CHOGM mandates, obtaining inputs from MDAs on the level of implementation based on the 2015 CHOGM mandates and reviewing the provisional 2018 CHOGM draft communiqué/programme. The Chief Trade Negotiator and Director-General for the Nigerian Office for Trade Negotiations was invited to chair the Ministry of Foreign Affairs Trade and Business-Related Sub-Committee, preparatory for CHOGM-25.
As part of its stakeholders' education drive, the NOTN participated in the 23rd Nigerian Economic Summit (NES), organized by the Nigerian Economic Summit Group (NESG), in Abuja on the 11th October, 2017. The Chief Trade Negotiator/Director-General of the NOTN, Ambassador Chiedu Osakwe, was a discussant at the session on "Trade Policy and Agreements: Towards a Competitive and Self-Sufficient Nigerian Economy." The session was an opportunity for an exchange of views with stakeholders on the trade philosophy of the NOTN (and Nigeria) and also advance the on-going exchange of views on the immediate- to medium-term trade-focused action plan.

Training and Capacity-Building

Training and capacity are essential to ensure performance at world class levels on trade policy. Deliberate focus has been given to developing internal capacity and competence of the core professional negotiators at the NOTN.



The United Nations Economic Commission for Africa (UNECA) was invited to conduct a four (4) day training on trade and investment negotiations for the NOTN from the 7th to 10th November, 2017. Participating MDAs invited by the NOTN included, the National Bureau of Statistics (NBS), the Federal Ministry of Industry, Trade and Investment (FMITI), the National Export Promotion Council (NEPC), the Nigerian Investment Promotion Commission (NIPC), and the Federal Ministry of Justice (MOJ). The training sessions focused on trade negotiations; trade and investment; and, negotiation simulation.

The UK Department for International Development (DFID) provided training and capacity-building on Trade SIFT. The training focused on trade gains and losses and how the Trade SIFT software could be used to analyze trade information and agreements.

Three (3) NOTN staff members joined trade negotiators from other ECOWAS countries in Accra, Ghana for a UNECA four-day training on "Building Africa's Negotiating Capacity for Improved Terms of Engagement with the Rest of the World".

The Government of Singapore trained NOTN trade statisticians on "Trade Statistics for Trade Negotiations". The training focused on preparation of goods offers, consolidation of bilateral market access agreements, scheduling, and the use of statistical information for trade negotiations.

Training and capacity-building shall be a constant area of priority with focus on trade in goods, trade in services, investment, the digital economy, competition policy, intellectual property, trade remedies and trade negotiations.



3 NIGERIA'S KEY TRADE STATISTICS: DEFICITS & SURPLUSES

NIGERIA'S KEY TRADE STATISTICS: DEFICITS AND SURPLUSES

The Federal Government of Nigeria is committed to the use of trade and investment as engines for growth in terms of calculable contributions to GDP growth and job creation.

In the period under review (third quarter 2017), in terms of employment, 14% (or the equivalent of 10.8 million natural persons) of the Nigerian workforce was engaged in trading. Trade accounted for 18% of GDP. This percentage was second only to agriculture, which accounts for approximately 24% of GDP.

The 2014 collapse of oil prices, reflected in the 60% drop in external receipts, was a sharp reminder of the urgency to act to diversify the economy. Achieving the objective of sustained long-term growth will critically depend on trade and investment, specifically through a modernized trade policy, more adeptly negotiated terms of trade and investor access conditions that unify trade and investment agreements and connect them to regional and global value chains. In doing so, Nigeria will have to engage more aggressively in Trade and Investment Facilitation (T&IF) for Development at the WTO and in other trading arrangements.

Nigeria's export regime has consistently been dominated by oil. Beginning from a peak of about N11.9 trillion in 2014, oil exports have continued to fall in subsequent years, plummeting to N6.81 trillion in 2015, N7.0 trillion in 2016 and N7.8 trillion at the end of the third quarter of 2017. In the case of non-oil exports, Nigeria recorded N1.76 trillion in 2013. Non-oil exports further declined by approximately N600 billion in 2015 to N1.16 trillion, it further declined by N819 billion when compared to 2016. At the end of third quarter of 2017, it recorded N462 billion. Unlike exports, imports to Nigeria are dominated by non-oil commodities. Yet, non-oil commodity imports have experienced a rocky road in recent years, where their value stood at N5.7 trillion in 2013, jumped to N6.2 trillion in 2014, dropped to N5.5 trillion in 2015, and leapt to N6.3 trillion in 2016. However, at the end of third quarter 2017, non-oil import stood at about N5.2 trillion. The import of refined petroleum products was on the rise in 2013, where it recorded N1.4 trillion, ultimately recording N2.5 trillion in 2016 and N2.0 trillion at the end of third quarter 2017. The instability of imports and exports is also reflected by vacillations in total trade, which stood at about N21.3 trillion in 2013, increased to N23.7 trillion in 2014, fell to about N16.29 trillion in 2015, rose to N17.34 trillion in 2016 and leveled out at N16.9 trillion at the end of Q3 2017. Over 71% of Nigeria's imports consisted of non-oil items, while oil constituted over 80% of Nigeria's exports.

The Tables and Charts from I to XXI on the "2017 Nigerian Trade Statistics" reflect Nigeria's trade relations regionally, continentally and globally. These Tables and

Charts are produced by the Nigerian Office for Trade Negotiations (NOTN) in coordination with the Nigerian National Bureau of Statistics (NBS) and based on NBS data. They will be updated on a quarterly basis. They will be used to monitor Nigeria's trade performance and balances with trading partners and to assess the contributions of trade as an engine for growth and job creation.

Table I: Summary of Nigeria's Total Trade (N Million) from 2014 and Q3 2017

Summary of Total Trade (N' Million) From 2014 to Q3 2017		
YEAR	**PERIOD**	**TOTAL VALUE**
2014	JAN- DEC	23,678,411.71
2015	JAN- DEC	16,291,007.90
2016	JAN- DEC	17,344,988.72
2017	JAN- SEPT	16,911,864.35

*Appellate Body reports concerning disputes with the same title were circulated as a single document.

Chart I: Total Value of Nigerian Trade from 2014 to Q3 2017

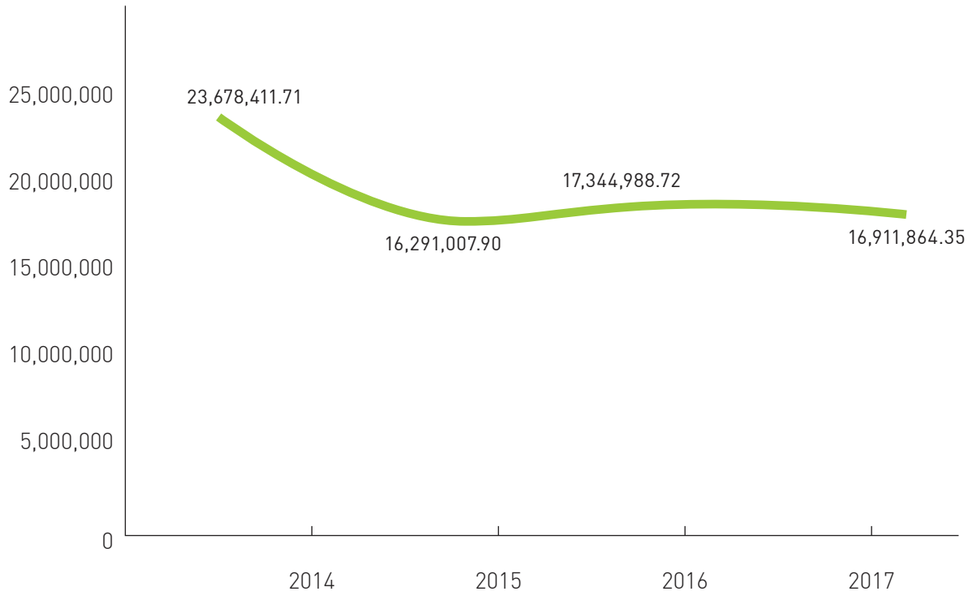


Table II: Nigeria's Export to ECOWAS and African countries 2017

Export to ECOWAS and other African countries						
YEAR	**QUARTER**	**AFRICA**	**ECOWAS**	**ECOWAS (%)**	**Africa minus ECOWAS**	**Africa minus ECOWAS (%)**
		(IN MILLION NAIRA)				
2017	Q1	393,885.4	251,031.3	63.7	142,854.1	**36.3**
	Q2	485,482.2	264,146.3	54.4	221,335.9	**45.6**
	Q3	367,283.6	114,932.1	31.3	252,351.5	**68.7**

Chart II: Total Value of Nigerian Trade from 2014 to Q3 2017

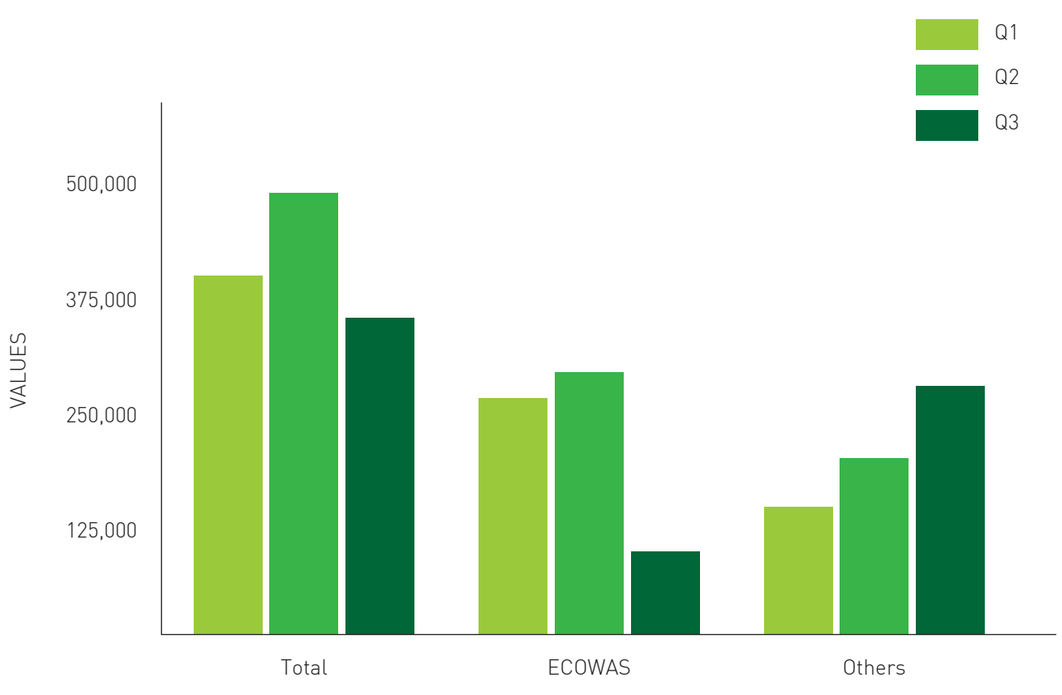


Table III: Nigeria's Import from ECOWAS and other African countries 2017

Table III: Import from ECOWAS and other African countries						
YEAR	QUARTER	AFRICA	ECOWAS	ECOWAS (%)	Africa minus ECOWAS	Africa minus ECOWAS (%)
		(IN MILLION NAIRA)				
2017	Q1	71,614.7	12,562.0	17.54	59,052.7	82.46
	Q2	78,954.9	12,765.8	16.17	66,189.1	83.83
	Q3	103,103.8	28,604.6	27.74	74,499.2	72.26

Chart III: 2017 Import from ECOWAS and other African countries

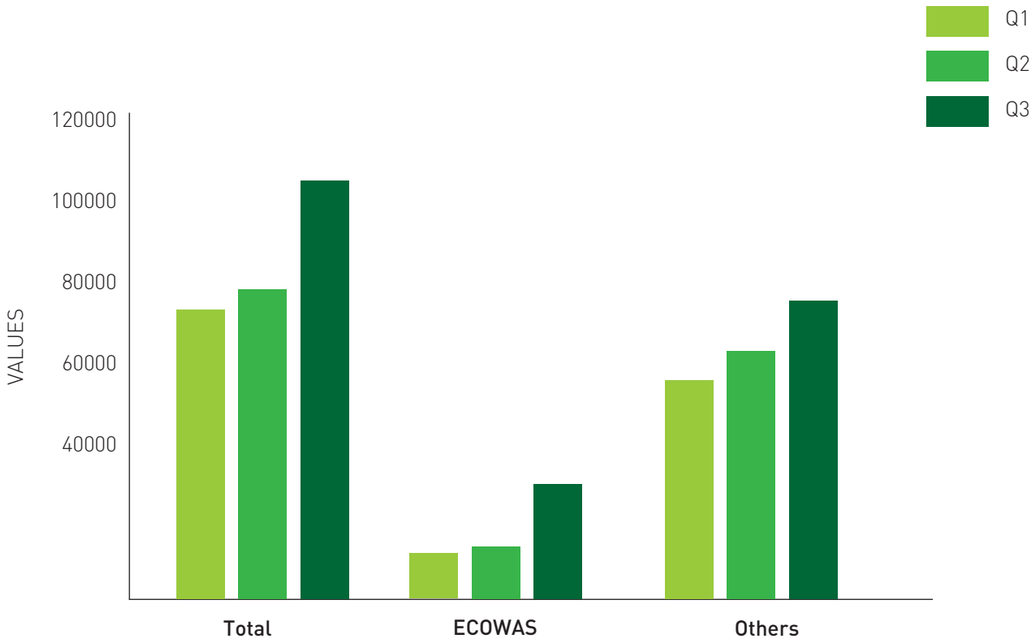


Table IV: Export Q1 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	Togo	107,951.46	1st
2	Cote D' Ivoire	52,295.75	2nd
3	Ghana	44,109.71	3rd
4	Senegal Republic	32,563.72	4th
5	Benin, Republic	7,021.61	5th
6	Niger Republic	5,425.17	6th
7	Guinea, Rep	627.24	7th
8	Sierra Leone	461.35	8th
9	Burkina Faso	348.23	9th
10	Mali Republic	157.60	10th

Chart IV: Export Q1 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

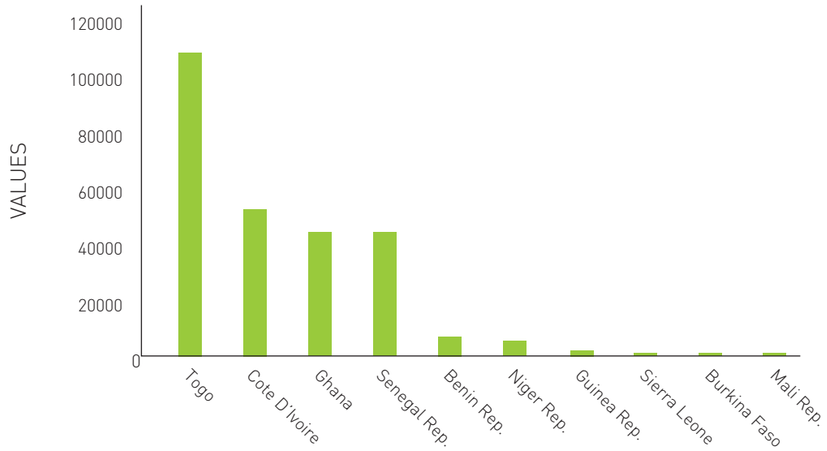


Table V: Import Q1 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	Ghana	5,744.79	1st
2	Cote D' Ivoire	3,567.37	2nd
3	Benin, Republic	1,375.17	3rd
4	Senegal Republic	1,077.40	4th
5	Guinea, Rep	235.44	5th
6	Togo	198.83	6th
7	Liberia	179.07	7th
8	Niger Republic	92.24	8th
9	Cape Verde Islands	44.52	9th
10	Sierra Leone	27.00	10th

Chart V: Import Q1 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

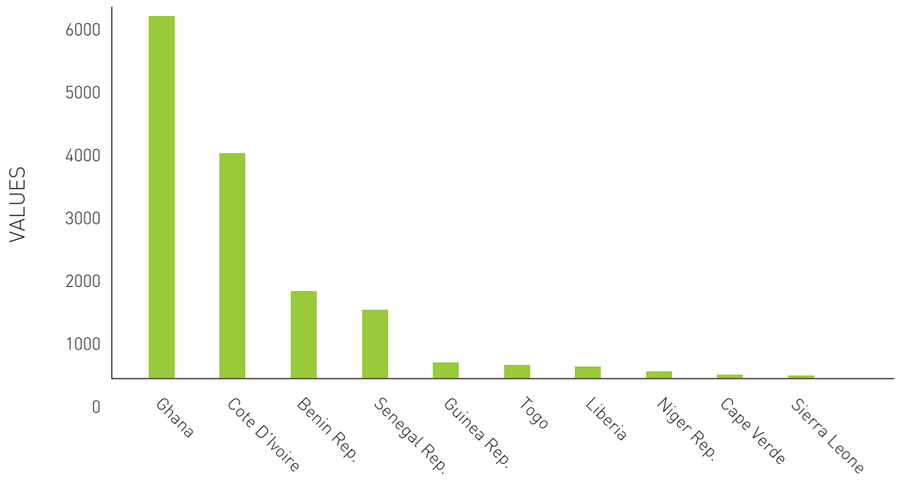


Table VI: Export Q2 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	Togo	158,148.13	1st
2	Cote D' Ivoire	49,233.16	2nd
3	Senegal Republic	32,240.08	3rd
4	Ghana	8,234.51	4th
5	Benin, Republic of	7,746.18	5th
6	Niger Republic	6,462.00	6th
7	Guinea, Rep	1,072.22	7th
8	Burkina Faso	364.99	8th
9	Liberia	234.02	9th
10	Sierra Leone	169.19	10th

Chart VI: Percentage share of TOP 10 trading partners in ECOWAS

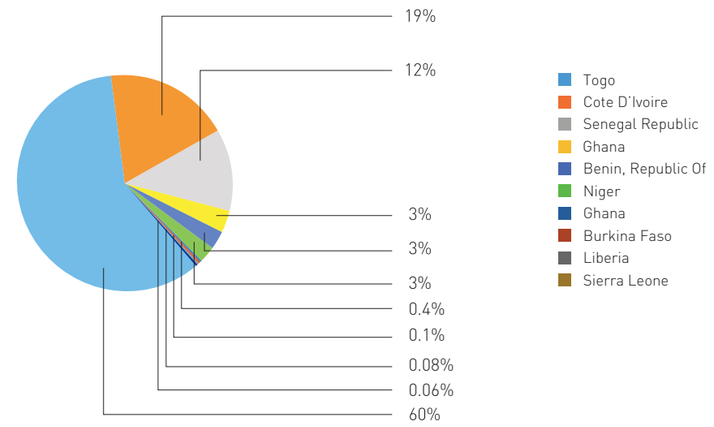


Table VII: Import Q2 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	Cote D' Ivoire	4,877.21	1st
2	Ghana	4,180.27	2nd
3	Togo	1,220.42	3rd
4	Benin, Republic	1,118.24	4th
5	Senegal Republic	768.57	5th
6	Guinea, Rep	198.74	6th
7	Niger Republic	189.34	7th
8	Cape Verde Islands	163.47	8th
9	Liberia	28.96	9th
10	Sierra Leone	15.27	10th

Chart VII: Import Q2 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

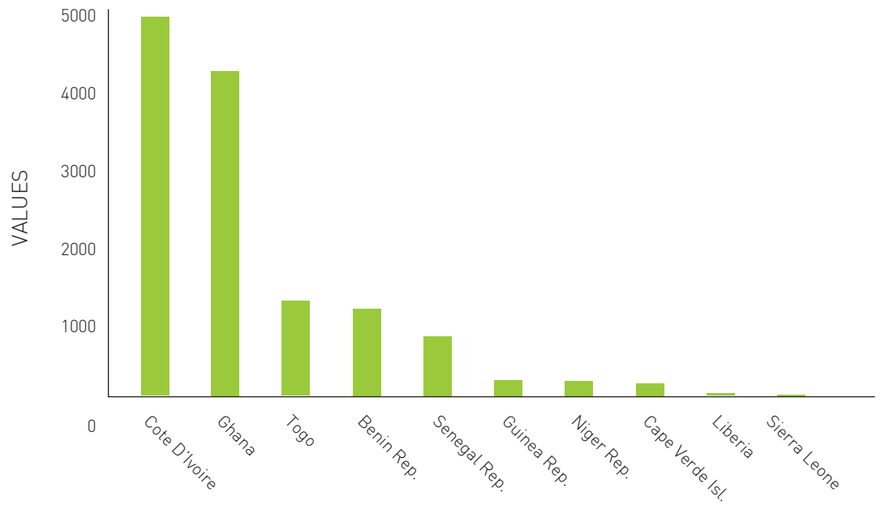


Table VIII: Import Q3 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	Cote D' Ivoire	4,877.21	1st
2	Ghana	4,180.27	2nd
3	Senegal Republic	1,220.42	3rd
4	Benin, Republic	1,118.24	4th
5	Liberia	768.57	5th
6	Niger Republic	198.74	6th
7	Guinea, Rep	189.34	7th
8	Togo	163.47	8th
9	Cape Verde Islands	28.96	9th
10	Mali Republic	15.27	10th

Chart VIII: Import Q3 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

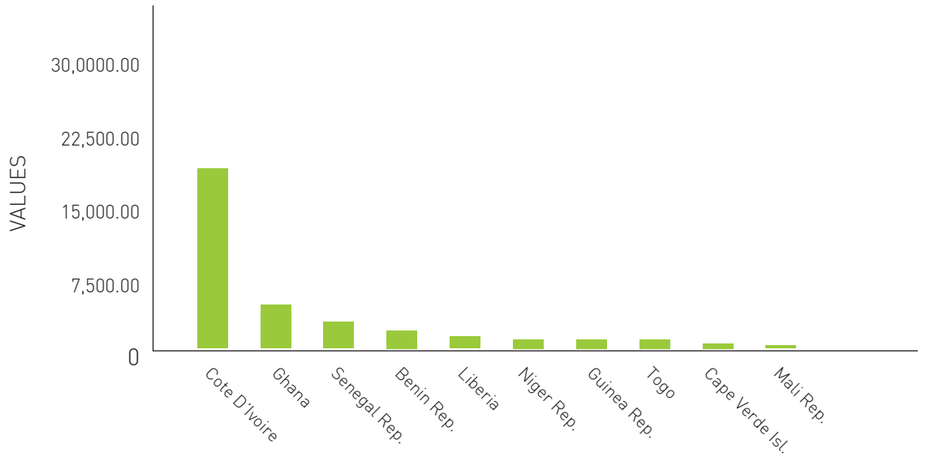


Table IX: Export Q3 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	Togo	36,835.25	1st
2	Cote D' Ivoire	35,949.77	2nd
3	Senegal Republic	16,494.59	3rd
4	Ghana	10,056.32	4th
5	Niger Republic	7,104.42	5th
6	Benin, Republic of	6,769.91	6th
7	Guinea, Rep	842.07	7th
8	Burkina Faso	398.62	8th
9	Mali Republic	270.70	9th
10	Liberia	149.67	10th

Chart IX: Export Q3 2017: Nigeria's ECOWAS TOP 10 trading partners (N'MILLION)

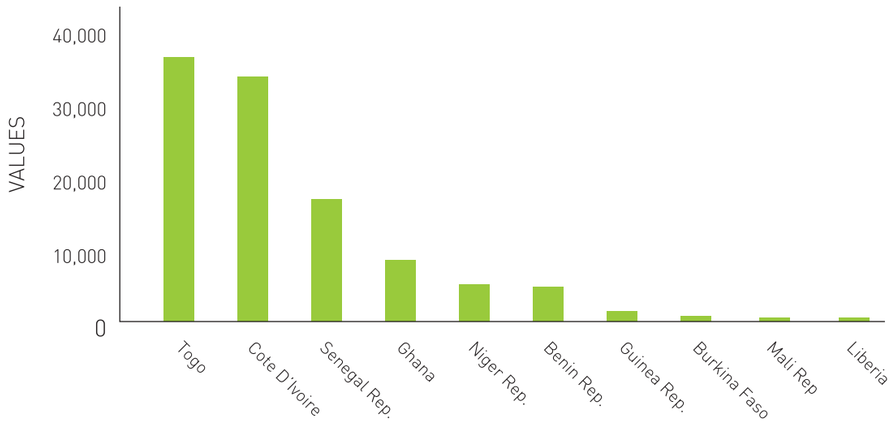


Table X: NIGERIA'S AFRICA EXPORT AND IMPORT

Africa (N'MILLION)					
YEAR	**QUARTER**	**IMPORT**	**EXPORT**	**IMPORT (%)**	**EXPORT (%)**
2017	Q1	71,614.7	393,885.42	28.23	31.60
	Q2	78,954.9	485,482.16	31.12	38.94
	Q3	103,103.8	367,283.60	40.64	29.46

Chart X: AFRICA'S IMPORT AND EXPORT

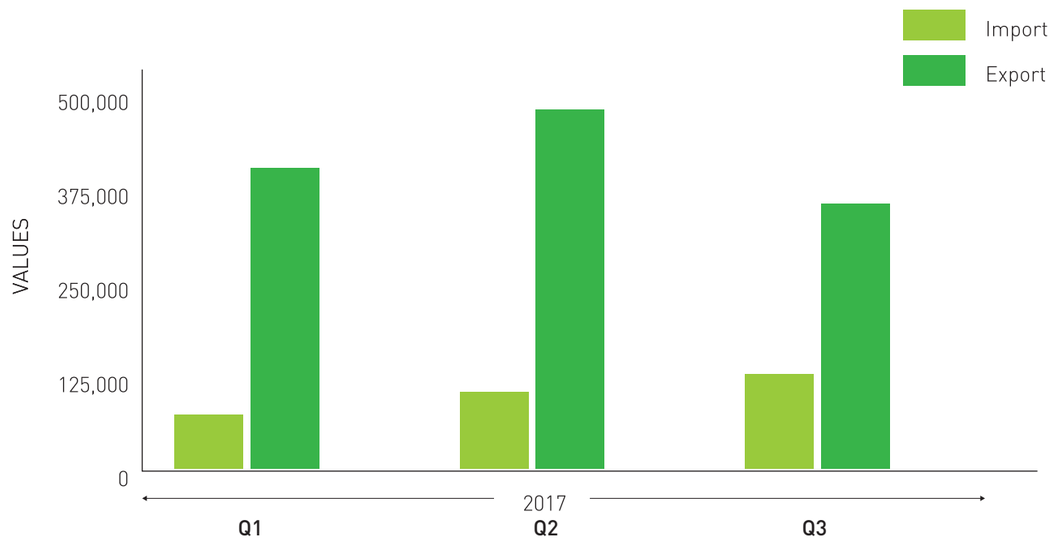


Table XI: EXPORT Q1 2017: Nigeria's Africa TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	South Africa	140,030.02	1st
2	Togo	107,951.46	2nd
3	Cote D' Ivoire	52,295.75	3rd
4	Ghana	44,109.71	4th
5	Senegal Republic	32,563.72	5th
6	Benin, Republic of	7,021.61	6th
7	Niger Republic	5,425.17	7th
8	Cameroon	1,083.35	8th
9	Guinea, Rep	627.24	9th
10	Morocco	555.49	10th

Chart XI: Q1 2017 EXPORT TO TOP TEN AFRICA PARTNERS

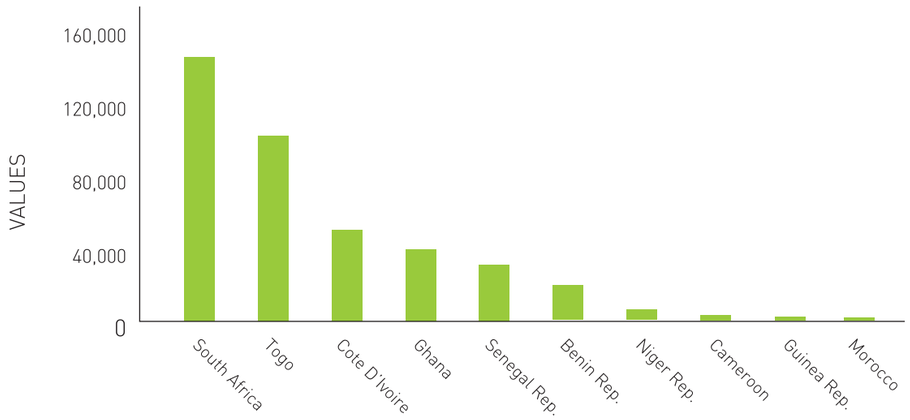


Table XII: Import Q1 2017: Nigeria's Africa Top Ten Trading Partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	South Africa	26,938.44	1st
2	Swaziland	7,907.51	2nd
3	Morocco	7,347.86	3rd
4	Ghana	5,744.79	4th
5	Egypt	4,429.00	5th
6	Mauritania	4,335.59	6th
7	Cote D' Ivoire	3,567.37	7th
8	Kenya	1,542.17	8th
9	Benin, Republic of	1,375.17	9th
10	Namibia	1,214.10	10th

Chart XII: Q1 2017 Import from TOP 10 trading partners in AFRICA

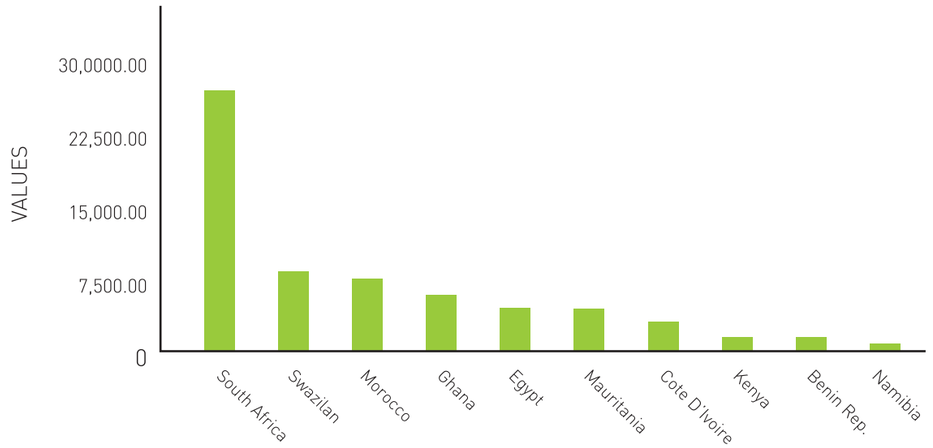


Table XIII: Export Q2 2017: Nigeria's Africa TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	Togo	158,148.13	1st
2	South Africa	137,316.36	2nd
3	Cote D' Ivoire	49,233.16	3rd
4	Senegal Republic	32,240.08	4th
5	Egypt	29,496.18	5th
6	Cameroon	27,645.44	6th
7	Angola	20,553.12	7th
8	Ghana	8,234.51	8th
9	Benin, Republic of	7,746.18	9th
10	Niger Republic	6,462.00	10th

Chart XIII: Percentage share of TOP 10 trading partners in AFRICA

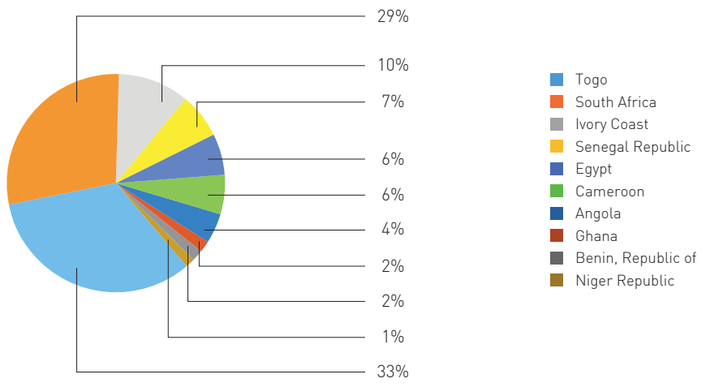


Table XIV: Import Q2 2017: Nigeria's Africa TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	South Africa	23,596.96	1st
2	Morocco	18,601.90	2nd
3	Egypt	6,271.82	3rd
4	Swaziland	5,295.99	4th
5	Cote D' Ivoire	4,877.21	5th
6	Ghana	4,180.27	6th
7	Mauritania	3,616.78	7th
8	Namibia	2,054.28	8th
9	Kenya	1,799.38	9th
10	Togo	1,220.42	10th

Chart XIV: Q2 2017 Import from TOP 10 trading partners in Africa

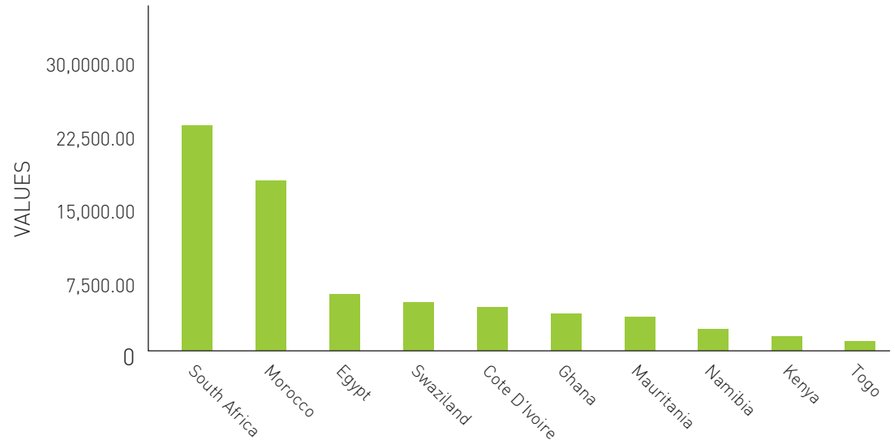


Table XV: Import Q3 2017: Nigeria's Africa TOP 10 trading partners (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	South Africa	162,497.48	1st
2	Cameroon	47,374.82	2nd
3	Togo	36,835.25	3rd
4	Cote D' Ivoire	35,949.77	4th
5	Egypt	26,572.64	5th
6	Senegal Republic	16,494.59	6th
7	Ghana	10,056.32	7th
8	Niger Republic	7,104.42	8th
9	Benin, Republic of	6,769.91	9th
10	Mozambique	6,718.87	10th

Chart XV: Percentage share of Import from TOP 10 Africa partners

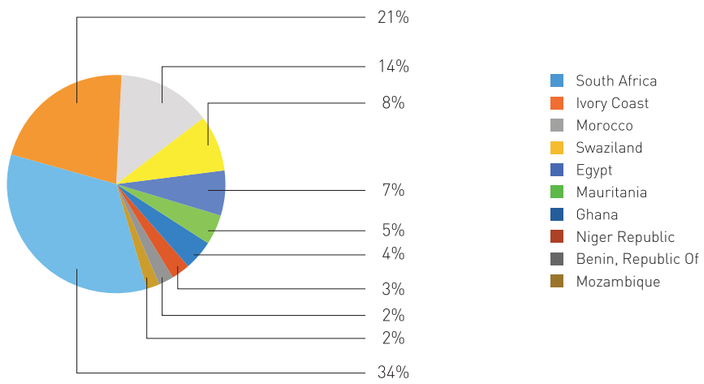


Table XVI: Exports by Region and major Trading Partners (N 'million) 2017

Exports by Region and major Trading Partners (N 'million) 2017							
YEAR	QUARTER	AFRICA	AMERICAS	EUROPE	ASIA	OCEANIA	TOTAL
2017	Q1	393,885.4	512,581.4	1,045,741.9	1,045,512.6	**8,165.2**	**3,005,886.6**
	Q2	485,482.2	503,384.3	1,214,286.3	883,974.6	**14,883.7**	**3,102,011.1**
	Q3	367,283.6	826,981.5	1,292,933.2	1,034,807.2	**51,310.4**	**3,573,315.8**

Chart XVI: Exports by Region and major Trading Partners (N 'million) 2017

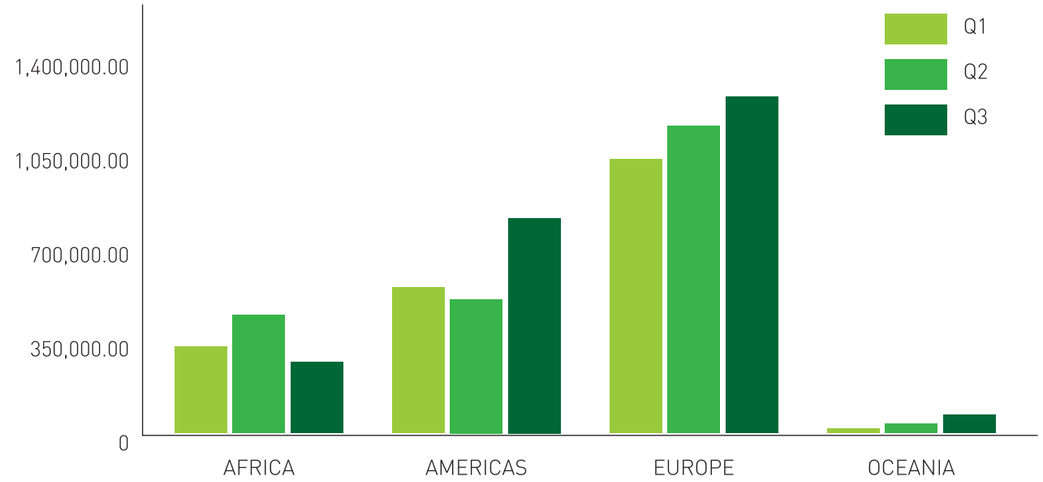


Table XVII: Imports by Region and major Trading Partners (N 'million) Q3 2017

Imports by Region and major Trading Partners (N 'million) Q3 2017							
YEAR	QUARTER	AFRICA	AMERICAS	EUROPE	ASIA	OCEANIA	TOTAL
2017	Q1	71,614.68	278,239.39	1,222,490.35	687,078.06	27,085.89	2,286,508.38
	Q2	78,954.94	312,362.85	1,432,039.73	733,320.98	38,822.83	2,595,501.32
	Q3	103,103.79	279,107.42	1,021,904.26	906,963.81	37,561.78	2,348,641.06

Chart XVII: Imports by Region and major Trading Partners (N 'million) Q3 2017

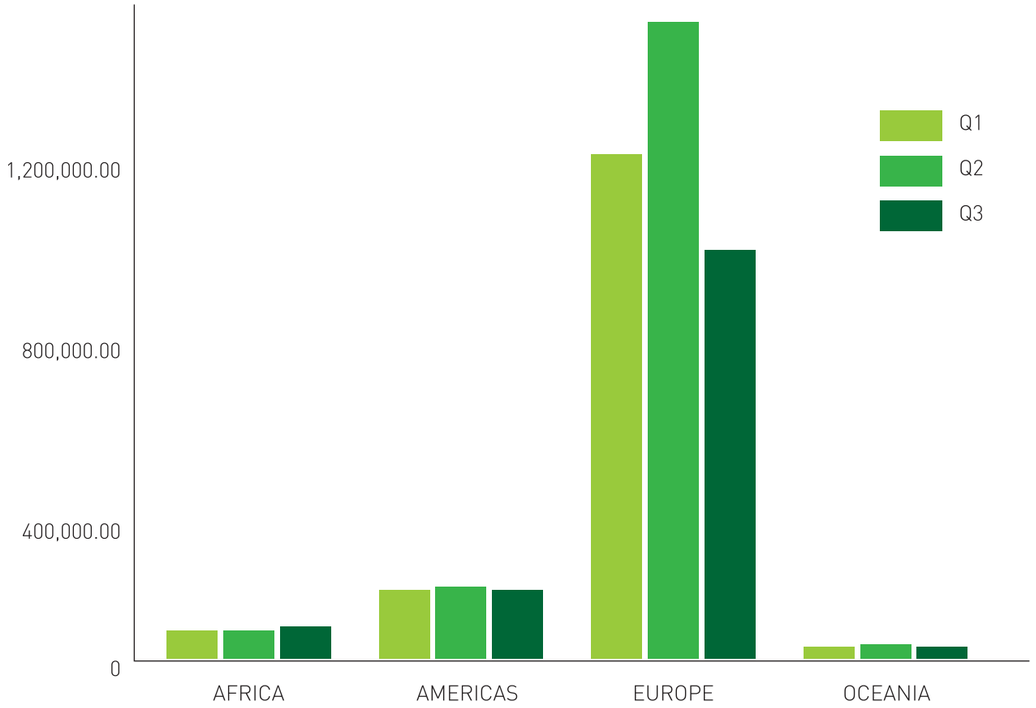


Table XVIII: Export Q1 2017: Nigeria's TOP Export Destinations in the global economy (N'MILLION)

S/N	COUNTRY	VALUE (N)	RANKING
1	India	668,552.63	1st
2	United States	416,486.35	2nd
3	Spain	324,875.57	3rd
4	Netherlands	250,185.17	4th
5	France	195,654.75	5th
6	South Africa	140,030.02	6th
7	Togo	107,951.46	7th
8	Japan	78,701.85	8th
9	Turkey	69,143.49	9th
10	China	63,622.66	10th

Chart XVIII: NIGERIA'S TOP 10 EXPORT DESTINATIONS IN THE GLOBAL ECONOMY (N'Million) Q1 2017

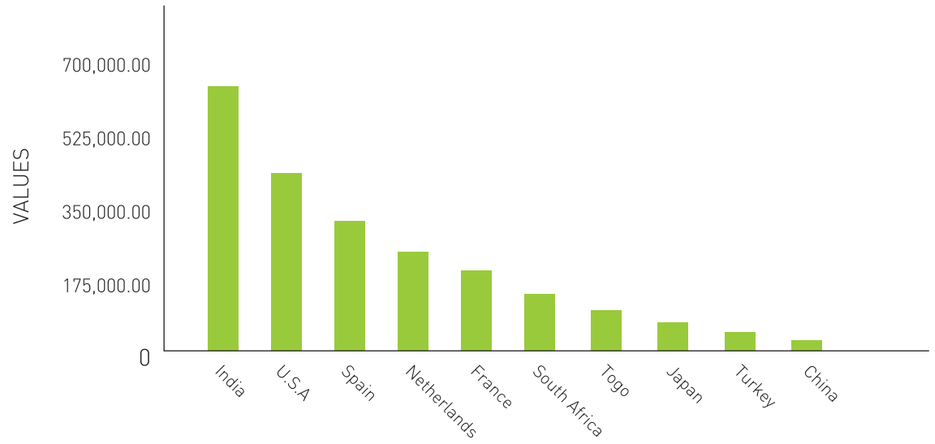


Table XIX: IMPORT Q1 2017: NIGERIA'S TOP 10 IMPORT ORIGINS IN THE GLOBAL ECONOMY (N'MILLION)

CODE	COUNTRY	VALUE (N)	RANKING
CN	China	383,914.95	1st
BE	Belgium	340,198.40	2nd
NL	Netherlands	246,917.40	3rd
US	United States	184,454.61	4th
IN	India	103,561.21	5th
FR	France	95,850.24	6th
GB	United Kingdom	95,463.36	7th
DE	Germany	94,418.13	8th
LV	Latvia	80,292.65	9th
BR	Brazil	54,212.51	10th

Chart XIX: NIGERIA'S TOP 10 IMPORT ORIGINS IN THE GLOBAL ECONOMY (N'Million) Q1 2017

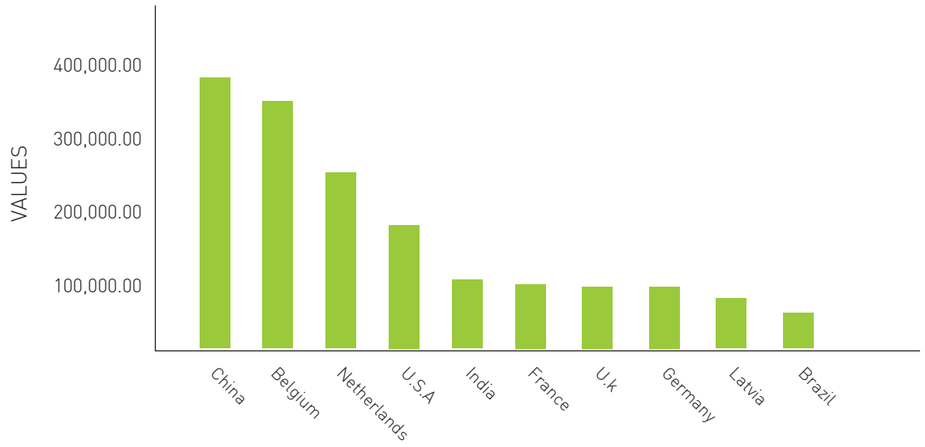


Table XX: EXPORT Q2 2017: NIGERIA'S TOP EXPORT DESTINATIONS IN THE GLOBAL ECONOMY (N'MILLION)

CODE	COUNTRY	VALUE (N)	RANKING
IN	India	519,702.84	1st
ES	Spain	374,421.39	2nd
US	United States	317,094.88	3rd
NL	Netherlands	241,296.62	4th
FR	France	224,881.87	5th
TG	Togo	158,148.13	6th
ZA	South Africa	137,316.36	7th
ID	Indonesia	107,496.43	8th
CA	Canada	90,069.58	9th
IT	Italy	88,442.07	10th

Chart XX: NIGERIA'S TOP 10 EXPORT DESTINATIONS IN THE GLOBAL ECONOMY (N'Million) Q2 2017

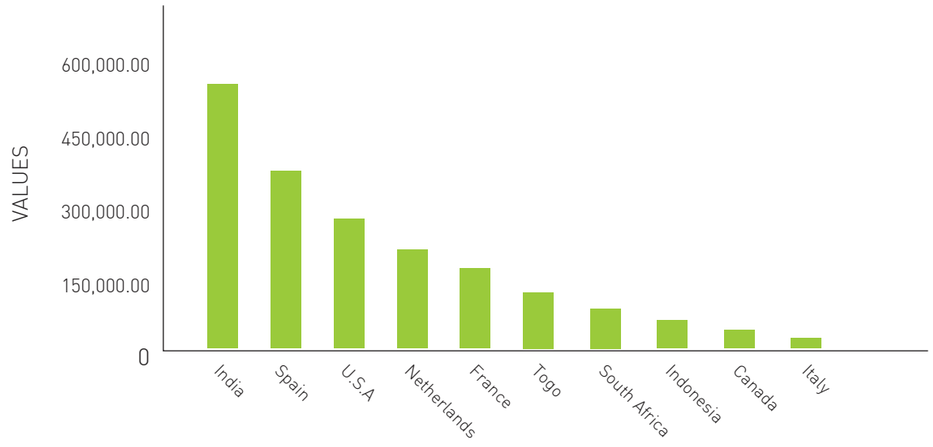


Table XXI: IMPORT Q2: NIGERIA'S TOP IMPORT ORIGINS IN THE GLOBAL ECONOMY (N'MILLION)

CODE	COUNTRY	VALUE (N)	RANKING
CN	China	414,744.75	1st
BE	Belgium	319,220.28	2nd
NL	Netherlands	250,780.49	3rd
US	United States	193,844.79	4th
IT	Italy	161,525.89	5th
DE	Germany	129,953.82	6th
FR	France	113,328.02	7th
IN	India	107,412.83	8th
RU	Russia	101,280.42	9th
BR	Brazil	77,590.08	10th

Chart XXI: NIGERIA'S TOP 10 IMPORT ORIGINS IN THE GLOBAL ECONOMY (N'Million) Q2 2017

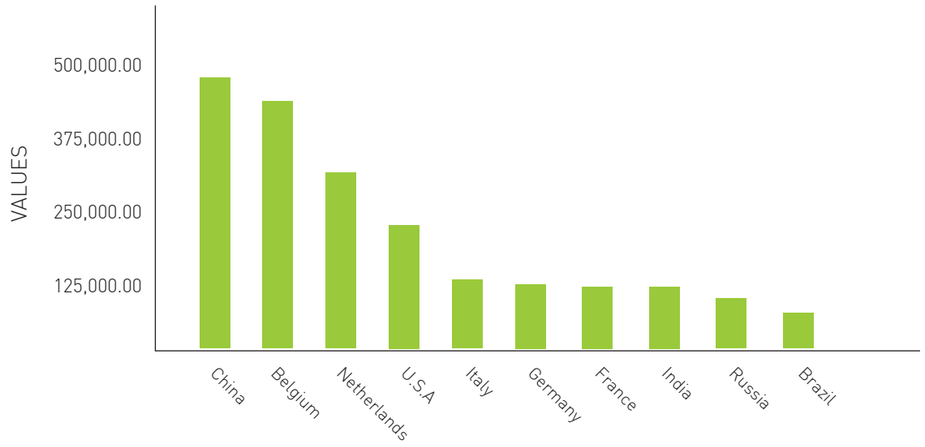


Table XXII: EXPORT Q3: NIGERIA'S TOP EXPORT DESTINATIONS IN THE GLOBAL ECONOMY (N'MILLION)

CODE	COUNTRY	VALUE (N)	RANKING
IN	India	623,209.34	1st
US	United States	497,516.04	2nd
ES	Spain	355,927.17	3rd
NL	Netherlands	242,787.68	4th
FR	France	225,710.46	5th
ID	Indonesia	167,403.63	6th
ZA	South Africa	162,497.48	7th
CA	Canada	149,106.86	8th
GB	United Kingdom	108,764.33	9th
IT	Italy	108,268.21	10th

Chart XXII: NIGERIA'S TOP 10 EXPORT DESTINATIONS IN THE GLOBAL ECONOMY (N'Million) Q3 2017

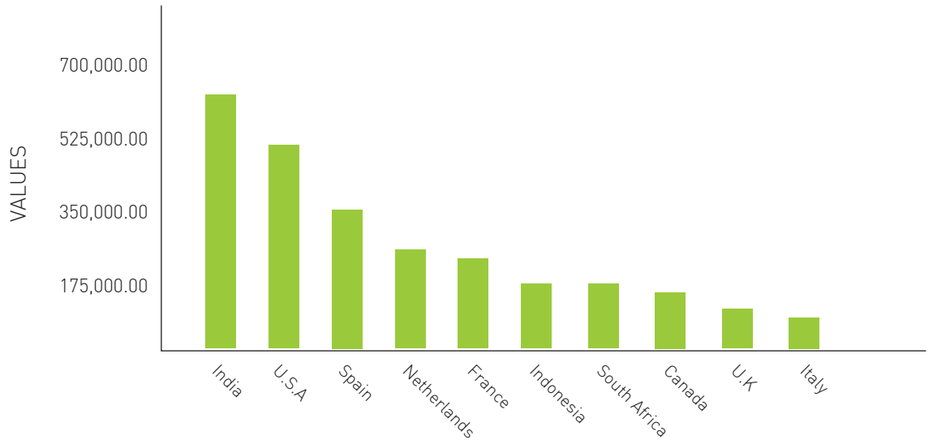
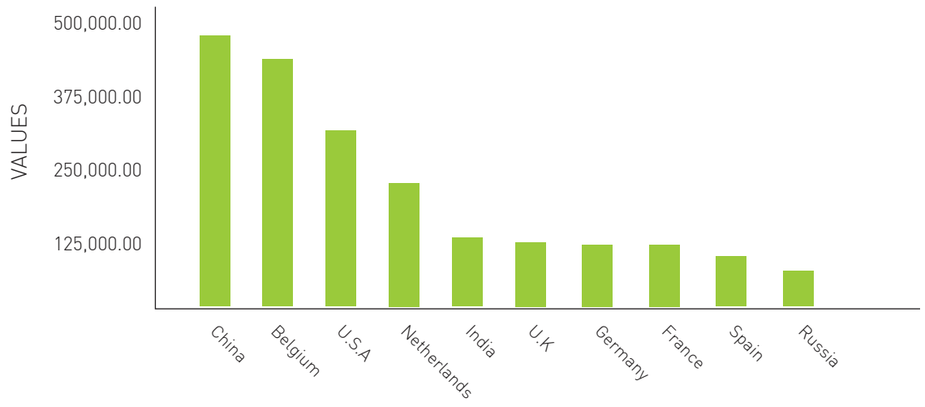


Table XXIII: IMPORT Q3: NIGERIA'S TOP IMPORT ORIGINS IN THE GLOBAL ECONOMY (N'MILLION)

CODE	COUNTRY	VALUE (N)	RANKING
CN	China	522,835.42	1st
BE	Belgium	306,213.90	2nd
US	United States	187,428.67	3rd
NL	Netherlands	179,449.27	4th
IN	India	119,328.70	5th
GB	United Kingdom	96,629.70	6th
DE	Germany	79,889.19	7th
FR	France	67,374.71	8th
ES	Spain	60,513.67	9th
RU	Russia	54,167.78	10th

Chart XXIII: NIGERIA'S TOP 10 IMPORT ORIGINS IN THE GLOBAL ECONOMY (N'Million) Q3 2017



STATISTICAL TRENDS/ EXPLANATORY NOTES

TABLE I:

The table and chart above analyses Nigeria's trade in the most recent four (4) years. The overall value of Nigerian trade decreased by 18.5% between 2014 and 2015. It increased slightly in 2016 and will post stronger figures with Q4 figure in 2017. The decrease in 2015 reflected the recession in economic activities due to the sharp decline in oil receipts. The lesson is simple; The Nigerian economy requires urgent diversification away from primary commodities into technology, manufactures and accentuation of the services economy.

TABLE 2:

Data in Table II shows that while Nigeria's trade with ECOWAS increased in volume in Q2 2017, there was a percentage drop from Q1. In Q3, Nigeria's volume of trade with ECOWAS dropped sharply.

TABLE 3:

Data in Table III shows that there was a significant rise in the value of total import from Africa and ECOWAS in Q3 2017.

ECOWAS IMPORT & EXPORT TRENDS:

Comparing Tables V and Table VII, Cote D'Ivoire rose in ECOWAS import ranking for Nigeria, and maintained the lead in Nigeria's imports from ECOWAS in Q3 2017 (Table VIII). Notably, Togo maintained top position in terms of Nigeria's exports to ECOWAS in the three quarters (Table IV, Table VI, and Table IX), while Cote D'Ivoire maintained 2nd in Nigeria's top ECOWAS export destinations in the three quarters (Table IV, Table VI, and Table IX).

TRADING PARTNERS IN AFRICA:

For the three quarters of 2017, both in export and import, South Africa maintained a dominant position as Nigeria's major trading partner.

PRODUCTS EXPORTED TO TOP AFRICAN TRADING PARTNERS:

In Q1 2017, Nigeria's leading exported products to her top 5 African trading partners (South Africa, Togo, Ivory Coast, Ghana and Senegal) were petroleum oils and oil obtained from bituminous minerals crude. The second leading exported product were cigarettes contain ing tobacco, which were principally traded with Ivory Coast. Cement was the third leading export product, and was principally traded with Ghana.
In Q2 2017, petroleum oils and oils obtained from bituminous mineral crude remained the leading exported product among Nigeria's top 5 African trading partners, excluding Egypt. Notably, in Q2 2017, natural gas liquefied was the second most traded product, and was principally exported to Egypt. Cigarette containing tobacco was the third traded product, and was principally traded with Ivory Coast.
In Q3 2017, Natural gas liquified was the top traded export product by Nigeria to her top 5 African trading partners, and was particularly exported to Egypt. Petroleum oils and oils obtained from bituminous minerals crude, during this quarter was the second leading exported product by Nigeria to her top 5 African trading partners, Naphthalene was the third leading product (and was principally exported to Togo).

PRODUCTS IMPORTED FROM TOP AFRICAN TRADING PARTNERS:

Polypropylene, in primary forms, other chemical products and preparations of the chemi cal and Potassium chloride were Nigeria's three (3) leading imported products in Q1 2017 from South Africa, Swaziland and Morocco respectively.
In Q2 2017, the two (2) leading imported products for Nigeria were Diammonium hydrogen orthophosphate (Diammonium phosphate, Mineral or chemical fertilizers with nitrogen, phosphorus) and potassium, which was principally imported from Morocco. The third leading imported product, in Q2 2017, for Nigeria were chemical products and prepa rations of the chemical, which was imported from Swaziland. Another notable imported product were fresh apples from South Africa.
In Q3 2017, the leading imported product for Nigeria was Motor Spirit imported from Ivory Coast. Mineral (or chemical fertilizers with nitrogen, phosphorus) and potassium polypro pylene followed as the next two leading imported products, and were imported into Nige ria from Morocco and South Africa.

EXPORT TO REGIONS:

Data in Table XVI shows that Europe was Nigeria's major regional trading partner by Export through the 3 quarters of 2017, followed by Asia.

IMPORT FROM REGIONS:

Data in Table XVII shows that Europe was Nigeria's major regional trading partner in imports through the 3 quarters of 2017, followed by Asia. Europe remains Nigeria's major regional trading partner (both in Export and Import).

GLOBAL IMPORT & EXPORT TRENDS:

Comparing Tables XVIII – XXIII, Data shows that India and the United States are Nigeria's two top major trading partners in export through the 3 quarters of 2017, while China and Belgium are Nigeria's two top trading partners in import through the 3 quarters of 2017.

ECONOMIC COMMUNITY OF WEST AFRICAN STATES (ECOWAS)

The Strategic Importance of ECOWAS for Nigeria and Nigeria's commitment

The Economic Community of West African States (ECOWAS) is one of the major Regional Economic Communities (RECs) in Africa. It is at the frontline and is a pillar of Nigeria's trade policy.

The economic welfare and prosperity of ECOWAS are bound-up with Nigeria's economic prosperity.[15] ECOWAS offers Member States with increased scale, accompanied by opportunities for a wide range of benefits associated with lower unit costs of production, increased specialization and competition, access to a wider range of technology, and greater sharing of ideas and experience in all areas of endeavor. The future holds greater promise.

ECOWAS has always been important to Nigeria. ECOWAS, which was inspired by the regional grouping of Africa in the 1960s into regions, by the United Nations Economic Commission for Africa (UN-ECA), for the purpose of economic development, originated first from a trade agreement between Nigeria and Togo in 1966. The Nigeria-Togo Trade Agreement was for commercial engagement and included commitments by both countries to furnish each other, on request, with necessary information on supplying goods and services, and to grant freedom of transit of commercial goods, originating from either country to the other country.

Subsequently, Nigeria concluded trade agreements with seven (7) other neighbouring countries in the West African sub-region and economic cooperation agreements with five.

Between 1971 and 1973, Nigeria and Togo developed a scheme of action for economic integration, which all 15 Member States met to discuss in 1973.

The Draft ECOWAS Treaty was drawn up in Lome (Togo) in 1973, deliberated in Niamey (Niger) in March 1974, adopted in Liberia in 1974 and came into effect as the ECOWAS Treaty after its submission to Heads of State and Government in Lagos on May 28, 1975.

Nigeria's ambitions for ECOWAS are centered on deeper integration in ECOWAS, reducing barriers between and amongst ECOWAS countries, so as to link manufacturing structures, expand opportunities for service providers, which will in turn lead to accelerated economic growth and job opportunities in the ECOWAS sub-region. A lot has been achieved, but much has not been done and scope and opportunities are boundless. While the Organization has been largely successful on peace and security, there is wide scope for more to be done on deeper integration, modernization of economic structures, faster growth and a radical expansion in job creation. The current population of West Africa is estimated at 381, 980, 688, and growing at a rate of 2.69%.[16] GDP growth rate for ECOWAS must exceed the population growth rate both to seize on the opportunity of a population dividend, and also avert an unemployment crisis in the region. Accelerated integration is urgently required for faster job creation. Beyond trade and investment facilitation and, a significant scaling-up of efficient intra-regional trade and economic infrastructure, it is bold ambitions and political leadership that shall make the difference. The urgency of the challenge to scale-up efforts and deliver is that if these actions are not taken by ECOWAS, individually or collectively, others from outside the region shall step into the breach of leadership.

NOTN Activities on ECOWAS

A priority for the NOTN in respect of ECOWAS is coordinating a trade integration and reform agenda for faster regional growth, enhanced welfare, modernization and job creation to ensure for Member States. More efficient regional integration governance structures, on the foundation of improved domestic coordination mechanisms, are essential starting points. Domestically, steps are being taken to improve domestic coordination amongst the MDAs that have competent jurisdiction for ECOWAS.

[15] According to World Bank 2016 GDP statistics, the total sum of the GDP of ECOWAS Member States is US $562,423,000,000, while Nigeria's GDP is US $404, 652, 720, 164. In effect, Nigeria accounts for 71.9% of ECOWAS GDP – See ← https://data.worldbank.org/indicator/NNY.GDP.MKTP.CD?end=2016&locations=NG-BJ-BF-CV-CI-GM-GH-GN-GW-LR-ML-NE-SL-SN-TG&start=2016→ . This is corroborated by the CIA World Factbook, which alludes that the sum total of ECOWAS GDP (Power Purchasing Parity) is $US 1, 505, 867, 000, 000 while Nigeria's GDP (PPP) is US $ 1, 091,000,000,000. Using the CIA factbook, Nigeria GDP (PPP) constitutes 72.4% of ECOWAS GDP (PPP). See ← https://www.cia.gov/library/publications/the-world-factbook/rankorder/2001rank.html→

[16] http://www.worldometers.info/world-population/population-by-africa-subregion/

In October 2017, the ECOWAS Commission circulated a Zero Draft Common Trade Policy (ECOWAS-CTP) to Member States for consideration.

Following a thorough review, Nigeria considered that the ECOWAS-CTP could be strengthened to address existing deficits in trade policy within ECOWAS. In response, Nigeria proposed:[17]

- Domestic analysis and wide consultations on the ECOWAS CTP by Member States with stakeholders in their various countries;
- Establishment of an ECOWAS Trade Policy Committee (ECOWAS TPC) consisting of designated Chief Negotiators of ECOWAS Members, who which shall recommend mandates, priorities and positions to ECOWAS principals;
- Creation of an ECOWAS Committee for the "African Continental Free Trade Area" (AfCFTA).

The 52nd Summit of the Authority of ECOWAS Head of States and Government was held in Nigeria. The meetings held at three levels – The Mediation and Security Council, Ordinary Council of Ministers and the Summit of the Authority of ECOWAS Head of States and Government. Nigeria's delegation to the Mediation and Security Council was led by the Honourable Ministers of Foreign Affairs and Defence, and held on the 13th December, 2017. Nigeria's delegation to the 79th Ordinary Council of Ministers was led by the Honourable Ministers of Finance and Foreign Affairs, and held on the 14th December, 2017. The Summit proper took place on 16th December, 2017.

Reforming ECOWAS for increased productivity

ECOWAS was established with the primary objective "to promote co-operation and integration, leading to the establishment of an economic union in West Africa in order to raise the living standards of its people, and to maintain and enhance economic stability, foster relations among Member States and contribute to the progress and development of the Africa Continent."[18]

ECOWAS is work in progress. While it continues to deliver on its objectives, there is wide scope for improvements at the level of economic integration in ECOWAS. According to the Maxwell Stamp Report (2014), which was commissioned by ECOWAS Head of State and Governments on restructuring of ECOWAS Institutions, "the common denominator of most views is that 'productivity is too low' and 'things don't work properly'. There is scope for maximizing the core integration agenda of the ECOWAS Treaty, which is to transform the sub-region into an integrated and more prosperous economic zone enjoying peace and stability.

H.E. President Muhammadu Buhari, in his Opening Address at the Summit of Heads of State and Government of the Community on the 17th of December, 2017 called for:

"the need to consolidate the efforts made so far on the ongoing Reform of ECOWAS Institutions and Specialized Agencies, ...Nigeria welcomes the approved institutional reforms of our organization, and we are looking forward to their comprehensive implementation."[19]

In keeping with the Statement by H.E. President Buhari, the immediate priority of the NOTN is to work with Member States and the Commission to drive much-needed reforms of ECOWAS and its institutions and agencies so that it delivers on its core mandate, in a manner that is inclusive, Member State-driven, pragmatic and result-oriented. This work is urgent and shall be at the center of focus for the NOTN in 2018.

[17] Zero Draft ECOWAS Common Trade Policy: Statement by the Nigerian Office for Trade Negotiations - Appendix 1 of this report is accessible online at http://www.notn.gov.ng/blog_23_oct

[18] Article 3(1) of the Revised ECOWAS Treaty

[19] H.E. President Buhari's remark at 52nd Ordinary Session of ECOWAS in Abuja – Appendix 2 of this report and accessible online at https://www.vanguardngr.com/2017/12/president-buharis-remark-52nd-ordinary-session-ecowas-abuja/

AFRICAN CONTINENTAL FREE TRADE AREA NEGOTIATIONS (AfCFTA)

Although trade is a key driver for economic growth and prosperity, the African Continent over the centuries has trade more with the rest of the world and very little with itself. Centuries-long engagement with external economies fragmented the African economy and the Continent was geared to supply raw materials to factories outside the Continent and serve as a market for finished products. The level of intra-African trade currently stands at about 17%, well below the average for other regions in the global economy.

Mandate

At their 18th Ordinary Session, in January 2012 in Addis Ababa, AU Heads of States and Governments "decided" on the "Establishment of the Continental Free Trade Area (CFTA) by 2017 with the option to review the target date according to progress made." [(paragraph 4, Assembly/AU/Dec.394(XVIII)]. Also, at this 18th Session in Addis, the AU Summit "endorsed" the Action Plan for Boosting Intra-African Trade (BIAT). [Paragraph 3 of Assembly/AU/Decl.1(XVIII)]. Actual negotiations were launched by AU Heads of State and Government, at their 25th Ordinary Session, in 2015, in Johannesburg. (AU Declaration Assembly/AU/Dec.569(XXV). Although the timeline has slipped and has been rescheduled for completion in March 2018, the negotiations were mandated for conclusion at the end of 2017.

The history of the CFTA negotiations date as far back as the Lagos Plan of Action (1980-2000); and the 1991 Abuja Treaty, both of which envisaged the creation of an African Regional Economic Community.

There is a dual mandate for the CFTA, subsequently re-named as the African Continental Free Trade Area (AfCFTA). The primary objective is economic, namely, to create a Single Market for Trade in Goods and Services on the Continent so as to to achieve a comprehensive and mutually beneficial trade agreement among the Member States of the African Union. Pursuant to the mandate, Stage 1 of the negotiations would cover trade in goods and services, and stage 2 of the negotiations would cover intellectual property, investment and competition. The second objective is more than the economic objective. The AfCFTA is the first step in the implementation of Agenda 2063 of the African Union. Agenda 2063 was adopted by the AU in 2015. It is the strategic framework for the socio-economic transformation of the Continent. It is the Continental Plan for structural transformation. Agenda 2063 presents a shared African strategic framework for inclusive growth and sustainable development. The vision, is for "an integrated, prosperous and peaceful Africa, driven by its own citizens and representing a dynamic force in the international arena."

The AfCFTA negotiations are now scheduled for conclusion and for African Union (AU) Heads of State and Government to sign the Agreement to launch the AfCFTA in Kigali, Rwanda, on 21st March 2018.

Benefits of the AfCFTA

The benefits of the AfCFTA go beyond increased intra-African which would lead to economic growth. It is about re-organizing the geo-economic landscape of Africa and shedding the inheritance of a divided continent and fragmented markets. It would create jobs in huge numbers that would prepare Africa for about 11 million youth that enter its job market every year. An economic and trade governance structure would be established that modernizes Africa's economy and puts it on a surer footing within the global landscape. By eliminating tariffs, the CFTA can boost intra-African trade by 52% and by reducing non-tariff barriers it would contribute $22 billion to African welfare in which Nigeria would be among the top 3 gainers. It's about social welfare, peace and security.

The enlarged continental market fostered by the AfCFTA can attract more FDI to support African infrastructure development and increase productivity, support diversification, value addition, and structural transformation. Opening markets, would improve urgently required agricultural trade and contribute to food security. By structurally transforming the economies, the migration trend whereby millions of Africans risk their lives in search of better opportunities abroad would be curbed.

NOTN Activities on the AfCFTA

Nigeria is a leader in the negotiations to establish the AfCFTA. In June 2017, Nigeria was elected by African Union (AU) Members to lead the negotiations from the level of Chief Negotiators in the Negotiating Forum (NF) to the level of African Ministers of Trade (AMOT). Nigeria's Chief Trade Negotiator, Ambassador Chiedu Osakwe chairs the 55-member Negotiating Forum for the CFTA (CFTA-NF), while the Honourable Minister of Industry, Trade and Investment H.E. Dr. Okechukwu Enelamah, chairs the African Ministers of Trade (AMOT) meeting.

Nigeria remains deeply committed to the entire process of negotiating the CFTA. While the NOTN has been coordinating on behalf of Nigeria, all key MDAs have been involved and the National Committee on the AfCFTA is regularly briefed. A national AfCFTA Sensitization Workshop will be initiated in 2018. These workshops shall include, MDAs, industry associations, civil society and dedicated enterprise briefings.

Nigeria has participated in all the cycles of the CFTA at the different levels – four (4) Technical Working Groups (TWGs), Eight (8) Negotiating Forum (NF), four (4) Senior Trade Officers (STOs) and four (4) African Ministers of Trade (AMOT). Nigeria has actively contributed negotiating positions at the different TWGs, namely:

- Legal and Institutional Affairs;
- Non-Tariffs Barriers and Technical Barriers to Trade (NTBS & TBTs);
- Rules of Origins (RoO);
- Trade in Services;
- Dedicated Session on Trade in Goods;
- Customs Cooperation, Trade Facilitation and Transit;
- Sanitary, and Phyto Sanitary Matters

Nigeria hosted the 4th Meeting of the Technical Working Group of the CFTA in Abuja, and the emergent text from that cycle – "The Consolidated Draft Abuja Package" for the establishment of the CTFA was transmitted to the 4th Meeting of African Ministers of Trade (AMOT) meeting in Niamey, Niger for review and action. The decisions by AMOT-4 in provided the basis that has placed the AfCFTA negotiations in their final stretch.

Under Nigeria's leadership, the AMOT approved modalities for Trade in Goods and modalities for Trade in Services, the framework agreement establishing the AfCFTA, and the protocol on Trade in Services. Substantive work has been done on the Protocol on Trade in Goods and its and the associated annexes are being developed.

Status of the Negotiations

The 4th Cycle of the CFTA negotiations led to the emergence of consolidated "Abuja Texts" comprising of:

- Framework Agreement to Establish the Continental
- Free Trade Area (CFTA);
- Protocol on Trade in Services; and,
- Protocol on Trade in Goods (Merchandise)

The Framework Agreement to establish the CFTA and the Protocol on Services is being legally scrubbed while the Protocol on Trade in Goods is being finalized. The Agreement to establish the AfCFTA to be signed by AU Heads of State and Government in 2018 in Kigali, will include a "Transition and Implementation Work Programme", for Stage 1 of the negotiations and the subsequent Stage 2 of the AfCFTA negotiations.

CONCLUSION: PROSPECTS FOR THE YEAR AHEAD (2018)

2017 was the first and start-up year for the NOTN. The foundation of the office was set, both in hard infrastructure and office culture. There is a commitment to world class top performance, in negotiations and improved domestic coordination for trade policy and associated areas of policy.

In 2017, Nigeria led the negotiations as Chairperson at all levels of the African Union (AU) to establish the AfCFTA. The establishment of the AfCFTA, expected to adopted and approved African Union Summit of Heads of States and Government in March 2018. The emergence of the AfCFTA will be historic and unprecedented. The CFTA will be the biggest Trade Area Agreement since the 1995 WTO Agreement by number of countries. In the year to come, there shall be a Nigeria-wide Sensitization Workshop on the AfCFTA Agreement and given particular attention to sensitizing Nigerian businesses and corporations to take advantage of the new opportunities and market access that the CFTA will herald.

In the year under review, the NOTN deepened national consultations on trade policy. The preparations for the Eleventh WTO Ministerial Conference in Buenos was thorough and across all areas of trade policy. Negotiated trade benefits will not by themselves deliver any economic growth benefit to Nigeria, except they are used and the opportunities maximized by Nigerian businesses and individuals.

In 2017, in ECOWAS, the NOTN engaged across a number of areas to underscore Nigeria's commitment to deepen regional integration from the angles of Industry, Trade and Investment. Nigeria's welfare and prosperity are interlinked with the prosperity of ECOWAS. To follow-up, in 2018, the NOTN will focus on engaging with other Member States to drive much-needed reforms needed to deliver on the economic integration agenda of ECOWAS based on the sovereign dynamics of ECOWAS Member States. Considerable devotion will also be paid to preparing the ECOWAS sub-region for the implications of the AfCFTA and for maximizing the benefits while safeguarding economies in the sub-region from unfair and injurious trade practices by partners from outside the region. One of that priorities that shall be pursued shall be be the establishment of an ECOWAS Trade Policy Committee (ECOWAS TPC), consisting of designated Chief Negotiators of ECOWAS Members, and which shall recommend mandates, priorities and positions to ECOWAS principals. These Chief Trade Negotiators shall have expertise and profound understanding of trade policy and the relationship for structural reforms for productivity and competitiveness.

Given Brexit, the Commonwealth Heads of Government (CHOGM), and its 25th Session (CHOGM-25) should provide new variables for deepening intra-Commonwealth trade and investment flows. The NOTN is participating actively in the preparatory activities for the CHOGM-25, scheduled to hold in London in April, 2018. The NOTN chairs the Ministry of Foreign Affairs Sub-Committee on "Trade and Business", preparatory for CHOGM.

In 2017, the NOTN mobilized other Nigerian MDAs around the unique effort to organize the "High-Level Policy and Private Sector Forum on Trade and Investment Facilitation for Development", in Abuja, from 2nd to 3rd November, 2017. The resulting, "Abuja Statement: Deepening Africa's Integration in the Global Economy through Trade and Investment Facilitation for Development" has now become a multilateral reference point on Investment Facilitation for Development. In 2018, Nigeria will build on those efforts, continue to push for trade and investment facilitation for growth, development and job creation. The purpose will be geared to multiplying the gains of the multilateral trading order for Nigeria and ensuring improvements in the development dimension of the rules-based multilateral trading system.

2018 will be an even more important year for Nigeria's trade policy leadership. The NOTN shall improve its focus by implementing action to design relationships in updated strategic alliances, and its role in the multilateral trading system. The goals and priorities of Nigeria's trade relationships shall be to dynamically scale up action to use trade, investment and associated areas to accelerate growth, modernize and diversify the economy and expand employment opportunities for approximately 2 million Nigerians entering the labour market, annually.

In 2018, Nigeria will negotiate strategic relations with notable trading partners using agreed 21st century templates for Nigeria's Trade Agreements. On the flanks of the MC11 in Buenos Aires, Argentina, in 2017, Honourable Minister Dr. Okechukwu Enelamah, signed, on behalf of Nigeria, the Joint Declaration on Cooperation (JDC) with the European Free Trade Association (EFTA). This was a concrete milestone. It signaled the types of agreements Nigeria intends to sign onto, going forward. These would be agreements offering mutual benefits and responsibilities, based on the establishment of global value chains.

The establishment of a rules-based trade remedy infrastructure shall be a priority in 2018. With the support of King and Spalding, signaled by the signing of an agreement with the NOTN, the pace of establishment of a trade remedy infrastructure shall be accelerated. Injurious and unfair trade practices targeted at the Nigerian market are posing ever greater risks, undermining industrialization of the Nigerian economy and posing a serious handicap to development. The current pre-occupation is with the drafting of legislation, staff requirement for an investigating authority and, training.

The establishment of the database for all of Nigeria's Trade Agreements since independence, shall be completed. Competent use shall be made of Nigeria's Trade Statistics, which shall be

updated, quarterly. These trade statistics shall be prepared and updated in coordination with the National Bureau of Status (NBS). The parameters for these statistics shall be systemically institutionalized.

The key NOTN currently functions, pursuant to the Executive Act of the Federal Executive Council. Another priority in 2018, will be engagement with the Nigerian National Assembly to enact the NOTN law, in accordance with the FEC decision of 10th May, 2017.

Training of NOTN staff and cooperation with key MDAs shall remain a key priority and will scaled-up in 2018. Training shall cover all areas of trade policy: trade in goods, services, investment, intellectual property, competition, negotiations, legal drafing and economic and trade policy analysis. NOTN staff shall be sent for training to centers of economic and trade policy excellence, in the global economy. All of Nigeria's neighbours are francophone. In 2018, the NOTN shall add bilingual capacity. As part of its capacity building efforts to bridge the skill gaps, the NOTN Memoranda (MOUs) are being negotiated and concluded with leading international universities, including the African Law Association of the Harvard University, for students to undertake attachments at the NOTN.

In 2018, Nigeria's trade policy shall be updated to reflect the tectonic global shifts in the economic and trade policy landscape, including the AfCFTA and the on-going changes in the center of economic and trade gravity in the global economy.

The NOTN remains committed to fostering international and regional cooperation that can facilitate trade and investment, and deliver jobs, economic growth, wealth creation and modernization of the Nigerian Economy. The 2018 Nigerian Annual Trade Policy Report (NATPOR) will give an account of the NOTN's stewardship in 2018.

APPENDIX

Appendix 1: Zero Draft ECOWAS Common Trade Policy: Statement by the Nigerian Office for Trade Negotiations

ZERO DRAFT ECOWAS COMMON TRADE POLICY: STATEMENT BY THE NIGERIAN OFFICE FOR TRADE NEGOTIATIONS
(NOTN)

ACCRA, GHANA, 23RD OCTOBER 2017

The Nigerian Government welcomes and appreciates the step by the ECOWAS Commission to initiate consultations on an ECOWAS-wide zero draft Trade Policy. The initiation of this process is essential and timely in a rapidly changing Continental and global economic and trade policy landscape. We congratulate H.E. Mr. Marcel Alain de Souza, President of the ECOWAS Commission and his Team for his leadership. We acknowledge the presence and leadership of H.E. Mr. Laoulai CHAIBOU, ECOWAS Commissioner for Trade, Customs and Free Movement.

2. In Africa, negotiations are underway to establish a Single Integrated Market for Trade in Goods and Services in the "African Continental Free Trade Area" (CFTA). This first stage of the CFTA negotiations for Trade in Goods and Services shall be followed by the next stage of negotiations in Competition Policy; Investment and Intellectual Property.

3. At the WTO, this year, the Trade Facilitation Agreement (TFA) entered into force. Currently, negotiations are underway, preparatory for the Eleventh WTO Ministerial Conference in Buenos Aires, Argentina, in December, this year. Also, at this stage, a number of Parties and countries seek economic and trading arrangements, in different formats and configurations with ECOWAS. These expanding contacts present opportunities to be carefully examined in the context of active and real-time engagement with all Members of ECOWAS.

4. These changes amongst others shall require deeper integration in the Economic Community of West African States (ECOWAS). Our central purpose remains unchanged, namely, to foster deeper integration, reducing barriers between and amongst our countries, so as to link our manufacturing structures, expand opportunities for our service providers to accelerate growth and expand job opportunities.

5. The Federal Government of Nigeria shall continue to provide the necessary leadership required to foster deeper integration in ECOWAS.

6. On the Zero Draft ECOWAS CTP presented to regional stakeholders, the position of Nigeria is that: The Draft ECOWAS CTP requires wide-ranging domestic analysis and consultations within our various countries, with stakeholders. This process is just about to be initiated in Nigeria. Written inputs from Member States, who have a position, should be circulated through the ECOWAS Commission, to all ECOWAS Members, as the process evolves, to enable review by all Member States.

7. At this stage, Nigeria hereby signals the proposal for the establishment of an ECOWAS Trade Policy Committee (ECOWAS TPC), consisting of designated Chief Negotiators of ECOWAS Members. Nigeria shall be circulating a Note on this TPC. Based on the proposal being finalized, this ECOWAS TPC shall recommend mandates, priorities and positions to ECOWAS principals. Such an institution shall create partnerships and ensure ownership as Members deepen and extend economic and trade policy integration in our region.

8. Also, Nigeria is proposing an ECOWAS Committee for the "African Continental Free Trade Area" (CFTA). On the margins of the 7th Session of the Negotiating Forum of the Continental Free Trade Area (CFTA), in Addis, this month, Nigeria suggested to ECOWAS Chief Negotiators the establishment of an ECOWAS - CFTA Committee. The Continental Free Trade Area is being negotiated, inter alia, on the foundation of the acquis emerging from the Regional Economic Communities (RECs), such as ECOWAS. CFTA Commitments and its implementation shall be wide-ranging and far-reaching. Nigeria considers that implementation of the balance of rights and obligations shall be facilitated by the active engagement of ECOWAS Member States in an ECOWAS CFTA Committee.

9. Nigeria shall be elaborating on these proposals which we are signalling here at this initial meeting to consider an ECOWAS-wide zero draft Trade Policy.

10. Nigeria seizes this opportunity to remind fellow ECOWAS Members of the High-Level Policy and Private Sector Forum on Trade and Investment Facilitation for Development, to be held in Abuja, from 2nd to 3rd November 2017, at the Transcorp Hilton Hotel. A central purpose of this High-Level Forum, inter alia, is to expand the basis for cooperation and deeper economic and trade policy integration in ECOWAS and Africa at large, through Trade and Investment Facilitation for Development. This is why the Federal Government of Nigeria is co-hosting this High-Level Activity with the ECOWAS Commission and WTO Friends of Investment Facilitation for Development (FIFD). The Federal Government of Nigeria looks forward to welcoming you all in Abuja. Nigeria would be pleased to facilitate the travel to and accommodation in Abuja for those Members who would need such assistance.

11. Nigeria requests the ECOWAS Commission to circulate this Statement to all Members of ECOWAS.

12. Thank you.

APPENDIX 2

President Muhammadu Buhari's Remark at the 52nd Ordinary Session of ECOWAS in Abuja

PRESIDENT MUHAMMADU BUHARI'S REMARK AT 52ND ORDINARY SESSION OF ECOWAS

ABUJA, NIGERIA, 16TH DECEMBER, 2017

Your Excellencies, Heads of State and Government of Member Countries of ECOWAS,
Your Excellency, Mohamed Ould Abdel – Aziz,
Your Excellencies, former Heads of State,
Your Excellency, Moussa Faki, Chairperson of the African Union Commission,
Your Excellency, Mohammed Ibn Chambas, Special Representative of the UN Secretary-General,
Your Excellency, President of the ECOWAS Commission and other Appointees of the organization,
Honourable Ministers,
Distinguished Ladies and Gentlemen.
Dear colleagues and invited guests,

May I welcome you all and your delegations to Abuja, for this Ordinary Session of the Authority of Heads of State and Government of the Economic Community of West African States.

2. Excellencies, in West Africa, we live in constant threat of violent terrorist groups such as Boko Haram, AQIM and Al-Qaida. Nearly every week we see and hear the horror of human trafficking perpetrated by trans-border syndicates, who lure our youths to slavery through irregular migration.

3. We see the consequences, on our young men and women and on our economies, of drug trafficking and capital flight. Accordingly, it is imperative that we take urgent action to address these challenges.

4. In collaboration with the International Organization for Migration, we, in Nigeria, have been evacuating our compatriots who are stranded in Libya. Returnees have been receiving needed support including from State Governments and some non-governmental Organizations. I have instructed the National Emergency Management Agency to speed up the evacuation of all Nigerians stranded in Libya and facilitate their resettlement.

5. Your Excellencies, Dear Colleagues, in view of the enormity of this challenge, may I suggest that we look into the possibility of putting in place a well-run regional mechanism for the evacuation, resettlement and empowerment of stranded ECOWAS citizens abroad. Meanwhile, we should step up dialogue with our European partners in our efforts to jointly address this challenge which affect us all.

6. The long-term solutions to these challenges is to create conditions of peace and security in our countries and sustainable development of our economies. Only through this can we create jobs and other conditions in which our youths will have little or no excuse to embark on the suicidal venture of irregular migration.

7. Regrettably, there is growing reluctance from our region's development partners to be more proactive in support of our efforts. However, our shared challenges make it imperative for the cooperation to be developed and intensified.

8. Thanks to the foresight of our predecessors, this Authority of Heads of State and Government adopted, in 2001 the "ECOWAS Protocol on Democracy and Good Governance". Since then, our region has been steadily developing the culture of democratic practice, including good governance and respect for the Rule of Law.

9. This trend has just been demonstrated in Liberia. I salute the people of Liberia for the manner in which they conducted themselves during and in the aftermath of the just concluded general elections.

10. It is my fervent hope that the same attitude prevails in the coming run-off election scheduled to hold on 26 December, and a new president is inaugurated in January, 2018 as per the provision of the country's Constitution. My Dear Sister, Your Excellency Sirleaf-Johnson, we appreciate the leadership you demonstrated in this electoral process.

11. May I also appeal to our Togolese brothers and sisters to continue to embrace dialogue in efforts to resolve their political differences. I therefore urge the Government to widen the space for dialogue and mediation.

12. With regards to our sister nation, Guinea-Bissau, it is worrisome that the continued political deadlock is taking its toll on the people, on good governance and the resources of member States, particularly troops from contributing countries to the ECOWAS Mission in Guinea Bissau.

13. I therefore strongly urge all the stakeholders in Guinea Bissau to respect their undertakings in plans to resolve the political impasse.

14. Your Excellencies, in the wake of the recent recession and economic challenges faced by ECOWAS Member States, as evidenced by the severe drop in real growth rate for ECOWAS from

6.1% in 2014 and 3.3% in 2015, to an alarming rate of 0.2% in 2016, there is an urgent need to review the spending patterns of all the Community Institutions, to ensure that dwindling resources are put to good economic use for the optimization of strategic goals of the Community.

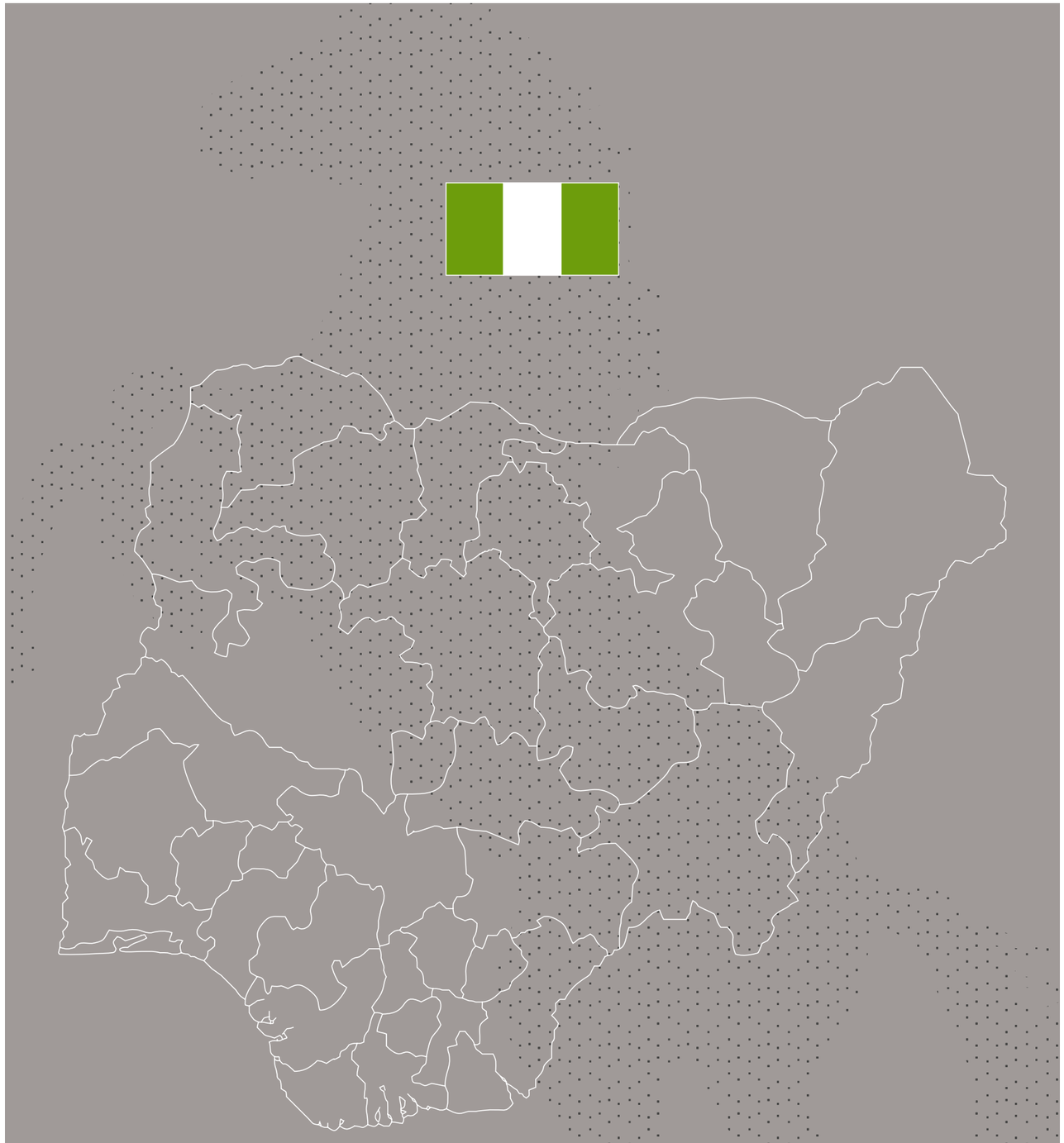
15. In this regard, I urge the Commission leadership to practice probity and accountability in the management of our resources.

16. Equally important is the need to consolidate the efforts made so far on the ongoing Reform of ECOWAS Institutions and Specialized Agencies, and to emphasize the importance of good governance, sound financial management and cost reduction as the underlying factors for a successful reform.

17. In this regard, Nigeria welcomes the approved institutional reforms of our organization, and we are looking forward to their comprehensive implementation. The gains and savings made should be invested on greater integration projects, as well as on security and development initiatives.

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Arise, O compatriots, Nigeria's call obey. To serve our fatherland. With love and strength and faith. The labor of our heroes past. Shall never be in vain. To serve with heart and might. One nation bound in freedom, peace, and unity.



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