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Contribution by

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A) What do developing countries need in order to build competitive advantages through e-commerce and the digital technology?

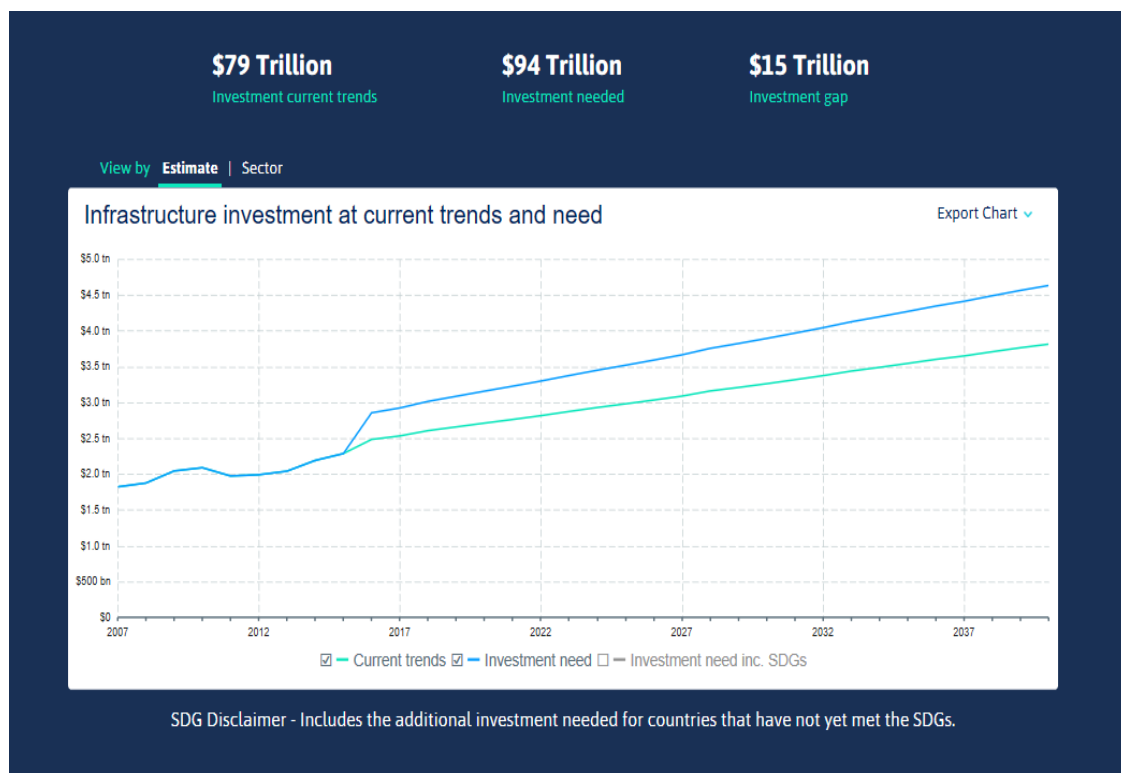
Trade is a software for economic transformation.

POLICY: We need appropriate and coherent policies to facilitate access to global economies. Modern slavery is killing trade, makes data collection practically impossible. So also is corruption. Therefore, data must be structured and made shareable. We need to build trust in the international communities. They have to trust our products, be able to trace to the origin of the product / farmer. E.g. be able to trace the wood that a sculpture is made from, the leather a bag is made from.

Weak laws need to be strengthened and appropriate and adequate Regulations needs to be put in place such that the combination of the policies, law and regulations enhances business and trade and not constrain them as it often is presently.

CAPACITY BUILDING: Lack of training, information, education and access to finance needs to be addressed to help build up the participants

INFRASTRUCTURE: Poor Infrastructure e.g. transportation, communication, roads, power etc.



CULTURAL RE-OREINTATION: Cultural beliefs that women are subordinates which treat them as 2nd class citizens. Most traders are women, yet they are invisible in the GVC.

MSMEs: Micro, Small and Medium Enterprises make up the bulk of Nigerian traders. Those that engage in production are mostly traditional/cottage industries. They're

mostly illiterates, can't take advantage of trade platforms like SheTrade or eTrade for all.

TRANSFORMATION AND RESTRUCTURING: We need to transform informal trading (commonly referred to in this clime as petty trading) to formal trading, transform artisanal production into regional, national and international value chains, educate producers (farmers, artisans and manufacturers) on trade policies, issues, opportunities and assistance available to them by promoting the grouping of the traders to either an association or co-operatives.

KNOWLEDGE SHARING AND DISSEMINATION: There is also the need to set up a proper and effective information dissemination organ and process that gets information to the last mile; useful information like AGOA, TFA, EPA, CFTA etc. This also includes training them on sustainability, traceability and international compliance issues (Certification; Fairtrade, Organic, Rainforest etc). It is not out of place to find a lot of organisations who want to source for sustainable products only, e.g. a company like IKEA is only interested in sourcing 100% sustainable Cotton by the end of 2016. There is also the need to make the various stakeholders and traders know and understand the need to participate in the cross-border (international) trade business and that international trade improves growth via access to bigger markets and that an economy may not create adequate jobs if it is only dependent on importing goods. Therefore, a well-defined and structured cross-border trading will only lead to an increase in intra and inter-regional trade. African countries, for example, need to integrate with each other first.

FINANANCIAL INCENTIVES: There's need for Connectivity. Developed countries should increase De minimis, reduce goods and services tax for goods being imported from developing countries:-

b) What can developing countries do in order to strengthen their physical and technology infrastructure?

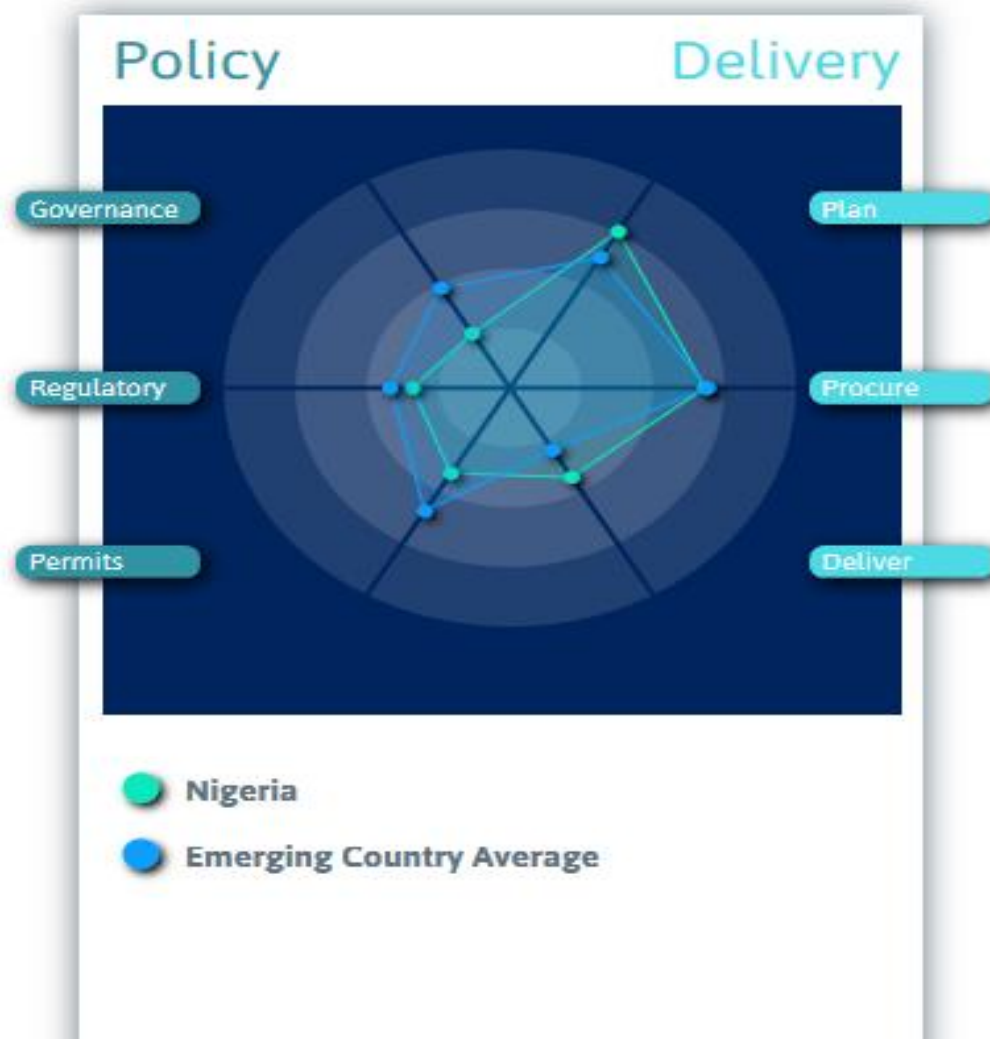
- Encourage industrialisation, especially for MSMEs. Provide electricity, clean water, good means of transportation.
- Information dissemination, trade facilitation through ease of trading regulations / laws / policies.
- Increase Human Development Index (HDI), improve healthcare and educational facilities, stabilise birth and death rates (good quality medical care, high living standards, reduce infant mortality rates to less than 10 per 1000 live births, increase life expectancy to above 70).
- Have more women working, educate them, empower them, that'll reduce having too many children and poverty. Thereby increasing GDP

c) How can developed countries partner with developing countries, in the most impactful way, to maximise opportunities and address challenges relating to e-commerce and the digital economy?

According to the G20 Global Infrastructure Hub report of 2017, Nigeria has a \$15 trillion infrastructural investment gap at the moment and that figure will go up by 2030.

The report states; “Nigeria’s procurement and planning performs similar to other emerging countries. It has also recently started to increase its level of expenditure on infrastructure as a percentage of GDP.”

For Nigeria to meet the SDGs by 2030, we need a lot of PPPs. UNECE, in conjunction with World Bank are working on Standards for PPPs and GI Hub is also there for guidance / *increase the flow and quality of Private and Public Infrastructure Investment opportunities in G20 and non-G20 countries*





Nigeria

| | | |
|---|---------|-------------------|
| GDP (\$US millions) | 490,207 | i |
| GDP per capita (\$US) | 2,743 | i |
| Population (millions) | 178.7 | i |
| Total infrastructure investment (\$US millions, last 5 years) | 116,693 | i |
| Private Infrastructure Investment (\$US millions, last 5 years) | 6,518 | i |
| Infrastructure Quality (1-7, best) | 2.1 | i |

Detailed data

Governance and institutions

| Metric | Nigeria Data | Emerging Country Average |
|---|--------------|--------------------------|
| Control of corruption (-2.5 to +2.5, best) | -1.3 | -0.4 i |
| Cost of enforcing contracts, as % of claim [%] | 58.0 | 37.9 i |
| Does the country do Post-Completion Reviews (no=0, yes=2) | 2.0 | 1.6 i |
| Does the country have a dedicated National or Sub-National Infrastructure or PPP Unit / Agency? (no=0, yes=2) | 0.0 | 1.7 i |
| Extent of conflict of interest protections (1-10, best) | 7.0 | 6.2 i |
| Recovery rate, cents on the dollar | 27.8 | 35.8 i |
| Rule of law (-2.5 to +2.5, best) | -1.1 | -0.3 i |
| Shareholder governance (1-10, best) | 6.0 | 5.9 i |

Regulatory, investment and competition frameworks

| Metric | Nigeria Data | Emerging Country Average |
|---|--------------|--------------------------|
| Capital account openness (0-1, best) | 0.8 | 0.4 i |
| Effect of taxation on incentives to invest (1-7, best) | 4.1 | 3.6 i |
| Market regulation, network sectors (0-6, worst) | N/A | 2.8 i |
| Prevalence of foreign ownership (1-7, best) | 4.8 | 4.5 i |
| Regulatory (including competition) quality (-2.5 to +2.5, best) | -0.8 | -0.1 i |
| Scope of action of competition authorities (0-6, worst) | N/A | 0.8 i |
| Scope of state-owned enterprises (0-6, worst) | N/A | 4.6 i |
| Strength of insolvency framework (1-16, best) | 5.0 | 9.7 i |

Permits, licenses and land acquisitions



| Metric | Nigeria Data | Emerging Country Average |
|--|--------------|--------------------------|
| Cost to start a business, % of GNI per capita [%] | 31.0 | 12.5 ⓘ |
| Dealing with construction permits, No. of days | 106.3 | 163.8 ⓘ |
| Number of procedures to start a business | 8.7 | 8.2 ⓘ |
| Quality of land administration (1-30, best) | 6.3 | 15.8 ⓘ |
| Registering property, No. of days | 69.6 | 31.1 ⓘ |
| Time required to start a business (number of days) | 25.2 | 22.5 ⓘ |

Plan and select



| Metric | Nigeria Data | Emerging Country Average |
|--|--------------|--------------------------|
| Does the country have a National or Sub-National Infrastructure Plan? (no=0, yes=2) | 2.0 | 1.3 ⓘ |
| Does the country have guidelines for the appraisal of infrastructure projects? (no=0, yes=2) | 2.0 | 1.5 ⓘ |
| Does the country publish an infrastructure project pipeline? (no=0, yes=2) | 2.0 | 1.3 ⓘ |
| Preparation of PPPs (0-100, best) | 46.0 | 60.8 ⓘ |

Procurement



| Metric | Nigeria Data | Emerging Country Average |
|---|--------------|--------------------------|
| Average procurement duration (in months) | 3.0 | 6.8 ⓘ |
| Bid evaluation (0-100, best) | 50.0 | 57.2 ⓘ |
| Calling for tenders (0-100, best) | 68.0 | 65.9 ⓘ |
| Degree of transparency in public procurement (1-4, best) | 1.0 | 1.9 ⓘ |
| Does the country publish guidelines for the procurement of infrastructure projects? (no=0, yes=2) | 2.0 | 1.7 ⓘ |
| Post award management of procurement contract (0-100, best) | 68.0 | 70.7 ⓘ |
| Procurement of PPPs (0-100, best) | 75.0 | 72.9 ⓘ |

Delivery and operations



| Metric | Emerging Country | |
|--|------------------|---------|
| | Nigeria Data | Average |
| Infrastructure expenditure, % of GDP [%] | 3.1 | 3.7 ⓘ |
| Infrastructure quality (1-7, best) | 2.1 | 3.9 ⓘ |
| Value of closed infrastructure deals, secondary market, % of GDP [%] | 0.6 | 0.2 ⓘ |
| Value of closed PPP infrastructure deals, % of GDP [%] | 0.0 | 0.1 ⓘ |
| Value of closed private infrastructure deals, % of GDP [%] | 0.3 | 0.7 ⓘ |

Market Conditions

Financial markets



| Metric | Emerging Country | |
|---|------------------|---------|
| | Nigeria Data | Average |
| Availability of financial services (1-7, best) | 4.1 | 4.6 ⓘ |
| Do foreign or domestic institutional investors, such as pension funds or insurance companies, make direct investments into infrastructure projects in this country? (no=0, yes=2) | 0.0 | 1.1 ⓘ |
| Domestic credit to private sector, % of GDP [%] | N/A | 71.4 ⓘ |
| Financing through local equity market (1-7, best) | 4.0 | 3.9 ⓘ |
| Stocks traded, total value, % of GDP [%] | 0.9 | 24.6 ⓘ |
| Value of closed infrastructure deals with foreign equity sponsorship, % of GDP [%] | 1.4 | 1.4 ⓘ |

Funding capacity



| Metric | Emerging Country | |
|--|------------------|---------|
| | Nigeria Data | Average |
| Budget balance, % GDP [%] | -4.0 | -4.4 ⓘ |
| Country risk assessment (1-6, worst) | 5.0 | 4.4 ⓘ |
| GDP growth rate, last ten years (average annual) [%] | 6.8 | 5.0 ⓘ |
| GDP growth rate, recent year [%] | 2.7 | 3.5 ⓘ |
| Government public investment, % of GDP [%] | N/A | 3.5 ⓘ |
| Gross government debt, % of GDP [%] | 11.5 | 47.1 ⓘ |
| Population growth trend [%] | 2.8 | 1.5 ⓘ |

INFRASTRUCTURAL DEVELOPMENT PARTNERSHIPS: Energy and Construction companies in developed countries can go into Public Private Partnership

with developing countries to provide basic infrastructural needs like roads, rail, ports, electricity and potable water, at no cost to the developing country and the investor recoups their money in about 10 years, with a further 15 years to make profit on the projects. It's a win-win situation for both parties as the developing country gets developed at no cost to them and the developed country's companies also generate income from the projects. E.g. the Shimoni project just signed between a Chinese company (though a developing country) and the Kwale county in Kenya. It's a holistic approach, from transportation to Agriculture, mining, power generation, water, housing and healthcare.

TECHNOLOGY PARTNERSHIPS: We are looking to partner with an international IT company like Oracle, Microsoft etc that can teach our young girls coding and programming from age 7 and above, the services will be free to the end users. Basic ICT skills will also be taught to our users. Technical assistance through Capacity Building, partner with indigenous organisations that deals directly with people at grassroot level. Traceability, sustainability etc to meet international standards and get on to the GVC.

Seeing as the youth, women and disabled are our primary target groups, we have to ensure our objectives are centred around them. We want to turn informal to formal trading; help them open bank accounts, which will give them access to loans provided by AfDB, Bank of Agriculture and Bank of Industry to name a few.

We want to build a trade platform for MSMEs, to make them visible, get them unto the GVC and build our own FinTech company.

We are going to build a business network where women and the disabled are the main beneficiaries. They will produce their goods in the comfort of their homes, we will market these goods for them and arrange for the pick up and delivery of the goods, if need be. Because of religious and cultural differences, some women are not allowed to be seen or even interact with men, we intend to bridge that gap, build a network of women only and probably young educated Muslim women to be the liaison officers of such women. Also, because a high number of them, especially those in the North are uneducated, we will provide them with women from their own tribe, that speaks their languages and understands their culture.

There is a high rate of unemployment in Nigeria, particularly in the 16 – 35 year age group. Like Jack Ma rightly said, the youth are THE future, who better to build the economy but those that would benefit from it tremendously?

The Youth will be the ones behind all these schemes; development and maintenance of our databases, day to day running of our offices, picking up and delivery of goods. With the assistance of developed countries, we will encourage Technological Innovation through Engagement of Technologically-Able Youths.

All these will create an enabling environment for E-commerce and Digital Technology

We aim to bridge the gap in knowledge which will empower them with basic information and technical know-how, ensure access to finance and technical resources

for the ambitious youth and women who are interested in starting or improving their businesses in any of the following areas; Agriculture, Production (Manufacturing), ICT (Grassroots geared solutions), Export, Artisanship education (capacity building and skills acquisition).

TRADE GAP BRIDGING: Trading in West Africa and most especially Nigeria is carried out by two classes of the businesses, the big businesses and the small scale traders. The few big business traders are represented by organizations that make up of not more than 5% of West African traders while the bulk of the traders who are small and medium scale traders (SMEs), about 90% of the trading population, fill in the gap. These traders that make up the 90% exist either as individual traders or group of traders e.g. associations or co-operatives. The associations and co-operatives engage in both intra-trading activities within their countries of residence and inter-trading activities between their various countries on behalf of their members.

