

## Nigeria

### Basic statistics

|  |       |  |    |
|--|-------|--|----|
| Current diversification (number of products)                   | 6,050 | Potential new products more complex (percentage)                     | 84 |
| Potential new products   | 3,558 | Export opportunity in more complex products (percentage)             | 68 |
| Potential new products more complex than the country's average | 2,978 | Import replacement opportunity in more complex products (percentage) | 71 |

### Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

| Product  | Percent |
|--|---------|
| Machinery & mech appliance etc                         | 13      |
| Organic chemicals                                      | 9       |
| Pharmaceutical products                                | 9       |
| Vehicles other than railway, tramway                   | 8       |
| Electrical, electronic equipment                       | 6       |
| Iron and steel   | 6       |
| Optical, photo, technical, medical, etc apparatus      | 6       |
| Plastics and articles thereof                          | 5       |
| Inorganic chemicals, precious metal compound, isotopes | 3       |
| Miscellaneous chemical products                        | 2       |
| Sum of others with smaller share                       | 32      |

Top markets for potential new products (percentage of export opportunities)

By countries

| Country        | Percent |
|----------------|---------|
| USA            | 11      |
| China          | 11      |
| Germany        | 8       |
| France         | 5       |
| United Kingdom | 4       |
| Italy          | 4       |
| Japan          | 3       |
| India          | 3       |
| Canada         | 3       |
| Thailand       | 3       |
| Rep. of Korea  | 3       |
| Netherlands    | 3       |
| Belgium        | 3       |
| Others         | 26      |

By regions

| Region           | Percent |
|------------------|---------|
| Asia             | 36      |
| Western Europe   | 22      |
| Northern America | 14      |
| Northern Europe  | 8       |
| Southern Europe  | 7       |
| Eastern Europe   | 7       |
| South America    | 3       |

## Potential new sectors for diversification (Agri-business products)

Sectors with higher export opportunities (percentage of export opportunities in agri-business)

| Product  | Percent |
|--|---------|
| Meat and edible meat offal                             | 28      |
| Edible fruit, nuts, peel of citrus fruit, melons       | 12      |
| Dairy products, eggs, honey, edible animal product nes | 11      |
| Animal,vegetable fats and oils, cleavage products, etc | 8       |
| Cereals  | 7       |
| Tobacco and manufactured tobacco substitutes           | 6       |
| Meat, fish and seafood food preparations nes           | 5       |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | 5       |
| Sugars and sugar confectionery                         | 3       |
| Vegetable, fruit, nut, etc food preparations           | 3       |
| Milling products, malt, starches, inulin, wheat gluten | 2       |
| Beverages, spirits and vinegar                         | 2       |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | 2       |
| Residues, wastes of food industry, animal fodder       | 2       |
| Sum of others with smaller share                       | 5       |

Top markets for potential new agri-business products (percentage of export opportunities)

By countries

| Country        | Percent |
|----------------|---------|
| China          | 23      |
| USA            | 14      |
| Germany        | 5       |
| France         | 4       |
| United Kingdom | 4       |
| Netherlands    | 3       |
| Italy          | 3       |
| Japan          | 3       |
| Others         | 22      |

By regions

| Region           | Percent |
|------------------|---------|
| Asia             | 41      |
| Northern America | 16      |
| Western Europe   | 15      |
| Northern Europe  | 11      |
| Southern Europe  | 6       |
| Eastern Europe   | 5       |

Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets

| Product category                                       | (HS code) Product description, unit price range                        | Top growing markets (USD million) |          |         | Export opportunity (USD million) |
|--|--|-----------------------------------|----------|---------|----------------------------------|
|  |  | #1                                | #2       | #3      |                                  |
| Inorganic chemicals, precious metal compound, isotopes | (282590) Metal bases, oxides, hydroxides, peroxides, nes, \$1-25       | KR 1123.4                         | JP 108.4 | CA 41.3 | 1353.7                           |
|  | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27      | KR 828.6                          | JP 303.3 | US 19.6 | 1179.2                           |
|  | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | CN 588.8                          | HK 17.7  | KR 2.5  | 610.7                            |

## Catalogue of Diversification Opportunities 2022

|                                 |   |              |             |              |         |
|---------------------------------|---|--------------|-------------|--------------|---------|
|                                 | (280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4       | VN<br>183.7  | US<br>113.6 | FR 60.5      | 530.2   |
|                                 | (281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0         | FI<br>189.5  | JM<br>96.6  | AE 51.2      | 521.3   |
| Organic chemicals               | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469 | SG<br>1116.6 | CH<br>393.3 | IT<br>379.9  | 2026.2  |
|                                 | (293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354   | US<br>671.9  | ES 265      | DE<br>106.8  | 1408.6  |
|                                 | (290121) Ethylene, \$0-6  | BE<br>646.9  | NL<br>163.6 | DE<br>59.9   | 969.3   |
|                                 | (293490) Heterocyclic compounds, nes, \$326-777                             | DE<br>165.8  | RU<br>152.6 | CA<br>117.7  | 711.5   |
|                                 | (290220) Benzene, \$0-13  | BE<br>331.1  | ES<br>233.1 | SA 56.2      | 706.8   |
| Pharmaceutical products         | (300290) Blood, toxins, cultures, medical use, nes, \$719-1702              | DE<br>4992.3 | IT 2612     | CN<br>2233.9 | 16667.9 |
|                                 | (300220) Vaccines, human use, \$154-845                                     | BE<br>2807   | GB<br>261.6 | VN<br>136.5  | 3846.7  |
|                                 | (300420) Antibiotics nes, in dosage, \$466-1644                             | US 781       | CH<br>482.5 | FR 91.6      | 1590.4  |
|                                 | (300431) Insulin, in dosage, \$99-344                                       | CN<br>253.2  | DE<br>81.2  | RO<br>44.5   | 728.8   |
|                                 | (300420) Antibiotics nes, in dosage, \$143-316                              | BE<br>188.6  | DK<br>85.4  | FR 84.8      | 578.7   |
| Miscellaneous chemical products | (381800) Chemical element/compound wafers doped for electronic, \$45-743    | TH<br>316.9  | CN<br>298.1 | PH<br>76.1   | 846.8   |

Catalogue of Diversification Opportunities 2022

|                               |   |              |          |          |        |
|-------------------------------|---|--------------|----------|----------|--------|
|                               | (380810) Insecticides, packaged for retail sale, \$28-63                                | BR<br>284.1  | FR 98.3  | IN 67.9  | 736.0  |
|                               | (381519) Supported catalysts, except nickel or precious metal, \$5-28                   | KR<br>126.6  | QA 94    | NL 47    | 605.2  |
|                               | (381800) Chemical element/compound wafers doped for electronic, \$743-1791              | SG 317       | JP 54    | US 52.5  | 504.2  |
|                               | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36                     | SA 214       | CN 83.2  | ID 54.3  | 483.6  |
| Plastics and articles thereof | (390230) Propylene copolymers in primary forms, \$0-1                                   | CN<br>741.4  | NL 88.1  | IT 85.1  | 1132.3 |
|                               | (392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21                  | CN<br>1009.9 | KR 45.1  | MY 30.7  | 1113.7 |
|                               | (390230) Propylene copolymers in primary forms, \$1-2                                   | ID<br>228.6  | JP 131.8 | MY 75.5  | 870.1  |
|                               | (390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 or -6,12, \$2-6                       | US<br>111.7  | NL 87    | ES 68.7  | 636.4  |
|                               | (390740) Polycarbonates, in primary forms, \$2-5  | CZ<br>130.6  | JP 122.4 | US 62    | 597.8  |
| Iron and steel                | (720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-1     | KR<br>571.3  | NL 248.9 | IN 128.4 | 1397.4 |
|                               | (720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0     | VN<br>261.3  | CN 171.3 | DE 165.6 | 1220.9 |
|                               | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0 | TH<br>347.6  | JP 205.1 | BE 133.5 | 1065.9 |
|                               | (720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 3-4.75mm, nes, \$0-0  | CN<br>591.4  | IT 216.4 | MK 32.1  | 985.9  |

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|                                      |   |           |           |           |        |
|--------------------------------------|---|-----------|-----------|-----------|--------|
|                                      | (720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0 | FR 263    | IT 60.8   | ES 39.7   | 560.2  |
| Machinery & mech appliance etc       | (840734) Engines, spark-ignition reciprocating, over 1000 cc, \$2464-5288               | CA 3149.7 | DE 1818.5 | HU 350.2  | 6099.7 |
|                                      | (841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416                     | ES 335.1  | NL 231.7  | FR 142.9  | 1287.3 |
|                                      | (847989) Machines and mechanical appliances nes, \$2729-6609                            | JP 178.9  | AE 171.9  | IT 148.4  | 1135.4 |
|                                      | (842810) Lifts and skip hoists, \$10135-20661   | RU 278.1  | SG 55.5   | FR 43.4   | 848.3  |
|                                      | (842710) Self-propelled works trucks, electric motor, \$6305-18192                      | ES 203.7  | CZ 85.7   | FR 81.2   | 748.0  |
| Electrical, electronic equipment     | (854290) Parts of electronic integrated circuits etc, \$1258-3160                       | IN 923.9  | HK 172.1  | FR 16.5   | 1148.8 |
|                                      | (854511) Carbon and graphite furnace electrodes, \$0-5                                  | RU 155.3  | IT 64.9   | IN 61.5   | 712.3  |
|                                      | (850910) Domestic vacuum cleaners, \$0-65   | DE 139.4  | NL 110.9  | ES 66     | 568.4  |
|                                      | (850230) Electric generating sets, nes, \$294-21862                                     | PK 207.8  | CA 83     | NL 42.6   | 568.0  |
|                                      | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13                            | US 313.6  | DE 71.8   | JP 38.6   | 553.5  |
| Vehicles other than railway, tramway | (870390) Automobiles nes including gas turbine powered, \$34827-71594                   | CN 2503.4 | DE 2123   | GB 1078.3 | 9187.7 |

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|   |   |              |             |             |        |
|---|---|--------------|-------------|-------------|--------|
|   | (870120) Road tractors for semi-trailers (truck tractors), \$76646-164705 | US<br>1178.2 | AT<br>429.4 | GB<br>163.6 | 2866.2 |
|   | (870423) Diesel powered trucks weighing > 20 tonnes, \$33584-86409        | RU<br>957.4  | ES 249      | FR<br>137.8 | 2148.8 |
|   | (870210) Diesel powered buses, \$16515-95900                              | PH<br>634.8  | TH<br>199.9 | EG<br>145.9 | 1549.8 |
|   | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275             | ES<br>418.7  | NL<br>159.9 | AT<br>115.5 | 1368.0 |
| Optical, photo, technical, medical, etc apparatus | (901390) Parts and accessories of optical appliances nes, \$683-1534      | CN<br>1211.5 | KR 44       | GB<br>17.3  | 1325.9 |
|   | (902111) Artificial joints, \$346-1061                                    | US<br>311.2  | CH<br>261.6 | NL<br>213.6 | 1206.8 |
|   | (902130) Artificial body parts, aids and appliances, etc, \$1093-2367     | DE<br>668.3  | JP<br>115.7 | KR<br>88.2  | 1011.2 |
|   | (902211) Medical X-ray apparatus, \$4661-51451                            | US<br>233.5  | FR<br>123.5 | DE<br>101.9 | 996.0  |
|   | (900130) Contact lenses, \$0-1  | US<br>445.7  | JP<br>124.8 | BE 79.7     | 886.2  |

Potential new agri-business products with higher export opportunity and top 3 growing markets

| Product category           | (HS code) Product description, unit price range   | Top growing markets (USD million) |             |             | Export opportunity (USD million) |
|----------------------------|---|-----------------------------------|-------------|-------------|----------------------------------|
|                            |   | #1                                | #2          | #3          |                                  |
| Meat and edible meat offal | (020329) Swine cuts, frozen nes, \$2-3            | CN<br>2807.3                      | AU<br>158.6 | CL<br>142.5 | 3594.4                           |
|                            | (020319) Swine cuts, fresh or chilled, nes, \$2-4 | AT<br>213.7                       | JP<br>129.5 | RO<br>110.1 | 1216.6                           |



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|  |  |             |             |            |        |
|--|--|-------------|-------------|------------|--------|
|  | (020649) Swine edible offal, frozen except livers, \$0-1               | HK<br>293.8 | VN<br>39.3  | DK<br>16.7 | 391.1  |
|  | (020900) Pig and poultry fat, unrendered, \$0-1                        | CN<br>148.7 | BE<br>14.1  | JP<br>13.8 | 271.3  |
|  | (020329) Swine cuts, frozen nes, \$0-2                                 | HN<br>61.8  | GB<br>51.9  | FR 26      | 248.7  |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | (030212) Salmon fresh or chilled, whole, \$7-12                        | FI 263.3    | US<br>69.4  | CN<br>67.8 | 687.5  |
|  | (030322) Salmon Atlantic or Danube, frozen, whole, \$5-10              | KZ 27.7     | PH<br>26.1  | DK<br>16.4 | 109.8  |
|  | (030310) Salmon, Pacific, frozen, whole, \$4-10                        | CA<br>25.6  | DE<br>21.2  | VN<br>13.6 | 106.9  |
|  | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7        | US 36.3     | AU<br>2.6   | CN<br>1.5  | 43.5   |
|  | (030749) Cuttle fish, squid, frozen, dried, salted or in brine, \$4-9  | ES 5        | IT 4.5      | NL 2.7     | 25.5   |
| Dairy products, eggs, honey, edible animal product nes | (040690) Cheese except fresh, grated, processed or blue-veined, \$8-14 | FR 267      | US<br>206.6 | DE<br>75.8 | 745.8  |
|  | (040610) Fresh cheese, unfermented whey cheese, curd, \$3-6            | DE 61.3     | IT<br>52.6  | SA<br>45.9 | 393.7  |
|  | (040410) Whey, \$0-2   | IE 58.8     | PH<br>51.9  | CN<br>44.2 | 376.4  |
|  | (040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3  | CN<br>95.9  | GB<br>60.7  | RU<br>50.7 | 294.5  |
|  | (040410) Whey, \$0-0   | FR 59.5     | CA 39       | DE<br>21.5 | 201.6  |
| Edible fruit, nuts, peel of citrus fruit, melons       | (080212) Almonds, fresh or dried, shelled, \$6-9                       | IT<br>236.4 | NL<br>172.7 | AE<br>93.8 | 1082.5 |

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|  |  |          |          |          |       |
|--|--|----------|----------|----------|-------|
|  | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276   | GB 57.5  | DE 42.4  | 518.8 |
|  | (080211) Almonds in shell fresh or dried, \$3-9                        | CN 222.5 | IN 75    | AE 15.2  | 373.8 |
|  | (081110) Strawberries, (uncooked steamed or boiled), frozen, \$1-3     | US 191.6 | DE 20.5  | CA 15.1  | 291.5 |
|  | (081190) Fruits and nuts (uncooked, steamed, boiled) frozen,ne, \$4-7  | CN 51.2  | FR 29.7  | AU 6.9   | 100.5 |
| Cereals  | (100300) Barley, \$0-0   | CN 210.4 | ES 155.8 | BE 104.1 | 771.1 |
|  | (100300) Barley, \$0-1   | DE 178.4 | JO 131.5 | QA 76    | 743.2 |
|  | (100400) Oats, \$0-1   | CN 58.8  | ES 7.9   | DO 6.3   | 100.1 |
|  | (100810) Buckwheat, \$0-2  | FR 1.9   | ES 1.2   | KR .9    | 6.4   |
| Milling products, malt, starches, inulin, wheat gluten | (110813) Potato starch, \$0-0  | NL 49.3  | GB 37.7  | KR 30.5  | 205.4 |
|  | (110412) Oats, rolled or flaked grains, \$0-2                          | US 111.6 | VN 17.1  | DE 8.3   | 170.3 |
|  | (110813) Potato starch, \$0-2  | US 22.6  | PE 10.3  | ID 8.5   | 78.4  |
|  | (110900) Wheat gluten, \$1-2   | HU 11.5  | ES 9.8   | AU 7.6   | 66.2  |
| Oil seed, oleagic fruits, grain, seed, fruit, etc, nes | (121490) Other fodder and forage products, roots, etc., \$0-1          | CN 95.9  | JP 91.7  | KR 49.2  | 308.5 |
|  | (120791) Poppy seeds, \$0-3  | AT 13.6  | NL 8.3   | UA 4.9   | 38.7  |
|  | (120930) Seed, flower, for sowing, \$0-26                              | FR 6.4   | CN 2.3   | CA 1.6   | 20.5  |

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|  |  |          |         |         |       |
|--|--|----------|---------|---------|-------|
|  | (120750) Mustard seeds, \$0-3  | JP 4.3   | DE 4.2  | TH 2.6  | 18.1  |
|  | (120400) Linseed, \$0-3  | FR 6.7   | DE 3.8  | AU 1.2  | 16.9  |
| Animal,vegetable fats and oils, cleavage products, etc | (150420) Fish oils except liver, not chemically modified, \$1-19       | NO 144.6 | CN 45.6 | KR 30.9 | 329.4 |
|  | (152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0  | CN 229.3 | IN 12.4 | DK 11   | 261.1 |
|  | (151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1  | US 108.6 | DE 20.4 | AT 15.9 | 199.5 |
|  | (151410) Canola, rape, colza or mustard oil, crude, \$0-2              | SE 52.8  | CN 38.1 | DK 29.6 | 155.7 |
|  | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3  | LK 22.5  | GB 19.1 | AU 15.4 | 113.8 |
| Meat, fish and seafood food preparations nes           | (160415) Mackerel, prepared or preserved, not minced, \$2-8            | JP 107.9 | TH 31.3 | NL 26.2 | 223.8 |
|  | (160241) Swine hams & cuts thereof, prepared or preserved, \$4-10      | GB 62.3  | CA 26.8 | US 21.3 | 192.4 |
|  | (160249) Swine meat or offal nes, prepared,preserved, not live, \$3-8  | US 33    | GB 25.1 | NL 23.1 | 187.2 |
|  | (160250) Bovine meat, offal nes, not livers, prepared/preserve, \$8-15 | US 111.1 | CA 30.3 | DE 16.7 | 183.4 |
|  | (160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3  | IE 67.5  | SK 4.9  | BG 3.8  | 95.3  |
| Sugars and sugar confectionery                         | (170230) Glucose, glucose syrup < 20% fructose, \$0-0                  | FR 85.8  | VN 30.1 | US 12.4 | 195.7 |
|  | (170210) Lactose and lactose syrup, \$1-5                              | IE 21.2  | IN 19.7 | BE 13.4 | 184.2 |

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|  |  |          |         |         |       |
|--|--|----------|---------|---------|-------|
|  | (170220) Maple sugar and maple syrup, \$3-10                           | US 17.6  | NL 5.8  | DE 5.5  | 48.3  |
|  | (170290) Sugar nes, invert sugar, caramel and artificial honey, \$5-10 | DK 19.7  | SA 5.3  | KR 4.6  | 38.9  |
|  | (170260) Fructose, syrup > 50% fructose, not pure fructose, \$1-5      | VN 22.5  | US 1.9  | DE 1.7  | 32.1  |
| Vegetable, fruit, nut, etc food preparations     | (200570) Olives, prepared or preserved, not frozen/vinegar, \$1-3      | IT 38.4  | US 34.3 | AL 12.4 | 145.1 |
|  | (200110) Cucumbers,gherkins, prepared or preserved by vinegar, \$0-2   | CA 18.7  | DE 14.1 | NL 7.2  | 75.4  |
|  | (200310) Mushrooms, prepared or preserved, not in vinegar, \$1-7       | HK 16.4  | US 9.1  | TH 7.6  | 57.1  |
|  | (200870) Peaches, otherwise prepared or preserved, \$1-2               | TH 19.5  | CO 5.5  | CL 4.3  | 54.8  |
|  | (200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13   | FR 7.2   | SG 5.4  | NZ 4.8  | 34.0  |
| Beverages, spirits and vinegar                   | (220720) Ethyl alcohol and other spirits, denatured, \$0-2             | AE 91.8  | GB 68.6 | DE 57.3 | 390.9 |
|  | (220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6   | US 17.7  | ES 12.4 | UA 6.8  | 67.1  |
|  | (220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22  | CZ .2    | GY .1   | HK .1   | 0.5   |
| Residues, wastes of food industry, animal fodder | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1  | TH 107.3 | VN 37.5 | NL 15.5 | 233.8 |
|  | (230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0  | MA 31.8  | DK 31.7 | SA 18.2 | 145.3 |

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|  |  |              |            |            |        |
|--|--|--------------|------------|------------|--------|
|  | (230890) Vegetable wastes and residues nes for animal feed, \$0-0      | MA<br>13.4   | AF 7.7     | KH<br>4.5  | 55.4   |
| Tobacco and manufactured tobacco substitutes | (240210) Cigars, cheroots and cigarillos, containing tobacco, \$51-173 | US<br>1071.6 | JP<br>81.9 | RS<br>20.6 | 1216.1 |