

INVESTMENT PRODUCT GUIDEBOOK




PRODUCT PROFILES

(DRY) BEANS / CASHEW
COCOA / GINGER
LEATHER / SESAME

Export Business
Tomorrow's Business



Translated by
NIGERIA TRADE OFFICE IN TAIWAN, R.O.C.

A close-up photograph of several cocoa pods hanging from a branch. The pods are in various stages of ripeness, with colors ranging from dark brown to light tan. The surface of the pods is textured and shows signs of being eaten by insects, with numerous small, dark holes visible. The background is a soft-focus green, suggesting a lush environment.

to grow at home
we sell abroad

Translated by
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ABOUT NEPC

The Nigerian Export Promotion Council (NEPC) is the Federal Government of Nigeria's apex institution for promoting development and diversification of exports. NEPC has over the years worked to achieve its mandate by e.g.:

- coordinating and harmonising export development and promotion activities in the country
- taking the lead in all national export programs
- interfacing with international trade agencies on cooperation and capacity building

NEPCs CEO leads a Senior Management Team of directors and heads of departments. Together they provide strategic programmes and operational direction to a staff of 475 people. The council has its headquarters in Abuja. To ensure national coverage, NEPC operates via one regional office in each of the six geo-political zones. These regional offices supervise Export Assistance Centers and Smart Offices in 20 states.



OUR VISION

To make the world a market place for Nigerian non-oil products.



OUR MISSION

To spearhead the diversification of the Nigerian economy by expanding and increasing non-oil exports for sustainable and inclusive economic growth.



OUR STRATEGY

Diversify the productive base of the Nigerian economy away from oil and foster market-oriented, private sector-driven economy through market oriented export products development.

WHY BUY FROM NIGERIA

There are very good reasons to source your products from Nigeria. Our country has well developed export logistics, diverse and consistent production, international standard quality assurance.

1. AWARD-WINNING SOURCING COUNTRY

The Nigerian Export Promotion Council (NEPC) is the winner of the World Trade Promotion Organization (WTPO) Award 2018 (International Trade Centre, ITC): “Best initiative to ensure that trade is inclusive and sustainable”.

2. QUALITY IS ASSURED

These authorities together ensure that products exported from Nigeria adhere to international standards.

- **NAQS** (Nigeria Agricultural Quarantine Services)
- **NAFDAC** (National Agency for Food and Drug Administration and Control)
- **NAFDAC** (Department of Veterinary and Pest Control Services)

3. DIVERSE AND CONSISTENT PRODUCTION

Nigeria’s large geographical size translates to a diverse range of climates across the country. These diverse agro ecological zones provide conducive conditions for the production of a wide variety of agricultural products in the country, while also ensuring consistent supply.

4. WELL DEVELOPED EXPORT LOGISTICS

Nigeria is amongst the top African countries in sea freight and cargo handling. Apapa port is the largest in West Africa. Tin Can port was among the top 5 largest ports of West Africa in 2017 as well, based on total cargo volume. Total cargo throughput at Nigerian ports reached over 70,000 kilotons in 2017, according to the Nigerian Bureau of Statistics (NBS).

The availability of several ports combined with government’s commitment to having dedicated terminals for agricultural products makes exports seamless. All major shipping companies are present at our ports. Check our logistics page for more information.

(DRY) BEANS

Efforts in developing and improving the quality of Nigerian (dry) beans are beginning to yield positive results.



REASONS TO BUY

- 1.** High quality beans are guaranteed from the Conduit of Excellence concept, developed in partnership with UNIDO. This concept improved quality, safety, integrity and standards of Nigerian beans.
- 2.** We have an integrated export control plan for beans in place (developed with UNIDO). This ensures compliance to international food safety standards and documentation.
- 3.** As world-leading producer of dry beans we can guarantee the most sustainable supply base worldwide.
- 4.** There is huge potential for production increase due to large expanses of arable land and low labour requirement.
- 5.** Nigerian beans are rich in diversity. We have over ten different varieties planted, offering you a wide range of options.

SECTOR INFORMATION

Nigeria is the number one world producer of dry beans. From our 4.5 million hectares land we are producing 58% of the global production. We can adapt to buyer demand. Our beans have a short gestation period due to the development of improved varieties. Adherence of good warehousing practices ensure storage and thus supply all year around.

Companies and structure

COMPANIES AND STRUCTURE

The Nigerian beans are produced mainly in small-scale and subsistence farms. The sector is dominated by smallholder farmers that are currently mainly producing for the local market. Warehouse practitioners and merchants are important actors in the value chain as well, especially when it comes to exports. Processors of value-added beans products are available and able to export from Nigeria.

ROLE OF NEPC

The Council widely supports (dry) beans trade from Nigeria.

Key activities include:

- **Supporting quality infrastructure**

The NEPC provides capacity building programs for actors in the beans industry on compliance to food safety standards.

- **Exporters' directory**

The NEPC provides a platform for prospective buyers to source for information on reliable exporters of (dry) beans.

- **Exporter certificate verification portal**

Being able to authenticate the export credentials of a company is a very important step in establishing confidence. The NEPC provides an electronic method of verifying the exporters' certificate.

- **Product map**

Where location of products is important to a buyer, a display of geographical locations of products in states/regions in Nigeria is available. A buyer can have a firsthand view of the products available in different parts of the country.

- **International Trade Shows**

Periodically the Council presents opportunities for face to face contact between Nigerian sellers and international buyers of made in Nigeria products through participation in International Trade Fairs, Solo Exhibitions, Trade missions amongst others . This allows export deals to be concluded in a conducive environment.



CASHEW

Globally, Nigeria ranks among the top countries for sourcing cashew. Read all about our large and continuously fast growing cashew sector below!



REASONS TO BUY

1. Nigeria is a leading exporter of premium quality raw cashew nuts, with an average 48 kernel yield out-turn.
2. Nigeria guarantees a reliable and sustainable supply base in their cashew offer. Our large production base with 19 producing states makes us the fourth largest producer of cashew nuts worldwide.
3. Liberal market leads to international price competitiveness compared to other significant African cashew suppliers.
4. Sourcing from Nigeria enhances gender empowerment, as over 70% of the workforce are women.
5. Fruitful and conducive geographic conditions ensure high peelability, making the Nigerian raw cashew nuts easy to process.

SECTOR INFORMATION

Nigeria is a major and growing player in the cashew industry with rising market share in global cashew production, with an annual average production increase of 5%. By 2030, we will produce 300,000 metric tonnes of cashew.

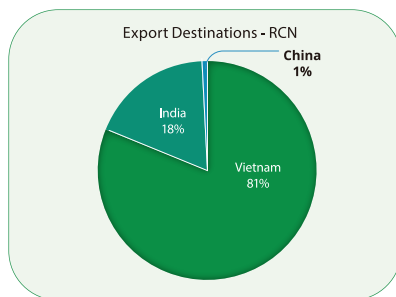
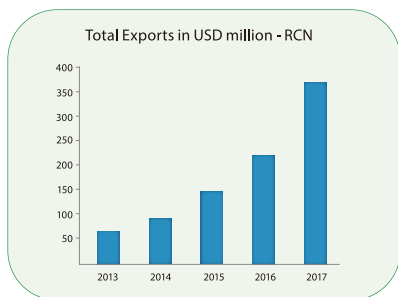
We have a relatively long cashew producing season – December to June. Cashew is stored, so exporting goes on all year around. Supply is therefore guaranteed. All exporting companies comply with most important food safety standards (SPS). Adherence to best practices and food safety at all steps in the value chain (farmer à merchant à processor à exporter) Nigerian cashew boast excellent qualities such as good nut count, high kernel output ratio, excellent moisture content and less defective nuts.

COMPANIES AND STRUCTURE

The Nigerian cashew sector is dominated by smallholder farmers. numbered at about 25,000 and some commercial plantations, with an average cultivated area of 325,000 hectares, local processing industry is growing gradually while there is a significant rise in export due to increased awareness of export potential and processing opportunities. Other actors in the ecosystems include local buying agents, processors, exporters and service providers. The industry employs mostly women constituting about 70% of the workforce, mainly working in cashew processing.

TRADE PERFORMANCE

Our cashew kernel exports are increasing fast during recent years, already reaching over 11 million USD. Most kernel exports (80%) went to USA in 2017. Raw cashew nut (RCN) exports are nevertheless still very dominant. We reached a staggering annual growth of 54% in export value of RCN during 2013-2017.



ROLE OF NEPC

The Council widely supports cashew trade from Nigeria.

Key activities include:

- **Supporting quality infrastructure**

The NEPC provides a platform for prospective buyers to source for information on reliable exporters of cocoa.

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COCOA

As one of the global producers of cocoa, Nigeria offers large volumes and wide varieties of cocoa products. Find out more below.



REASONS TO BUY

1. Nigeria is a major exporter of premium quality raw cocoa beans renowned for its aromatic and smoother flavor, because of the variety stock from which it originates.
2. We can guarantee a reliable and sustainable supply base. Our large production base is reflected in being the fourth largest producer worldwide.
3. Our liberal cocoa market stimulates competition. This leads to competitive prices in the international market, compared to other significant regional suppliers.
4. We are in large development of substantial cocoa processing capacity. Our capacity of value-added products such as cocoa butter, powder, liquor, paste and cake becomes larger and larger.
5. Nigerian cocoa is ethically sourced with a strong advocacy in the sector against the use of child labour.

SECTOR INFORMATION

Nigeria is a leading player in the global cocoa industry. We are the fourth largest producer, covering 6.5% share of global production. The production is projected to grow by 4% per annum in coming years. We are, with over 700 million USD, also the fourth largest exporter of cocoa beans worldwide.

Nigeria's climate supports production and supply of cocoa beans from October to June. This is a relatively long cocoa production period where 1.4 million hectares of farmland is cultivated. Herewith, our country can always guarantee supply.

Nigerian cocoa boast excellent qualities such as:

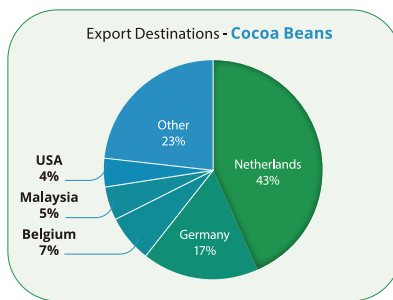
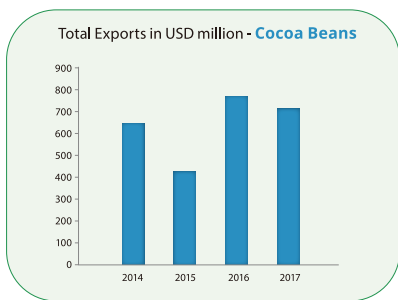
- good bean count
- low slatey
- low mould
- and strong aromatic and smoother flavor

COMPANIES AND STRUCTURE

The Nigerian cocoa sector is dominated by smallholder farmers numbering at 300,000 – 350,000 with some commercial plantations. The average cultivated area is 1,400,000 hectares. Cocoa is our number one exportable product (not including oil). The local processing industry is growing fast.

TRADE PERFORMANCE

Cocoa beans account for almost 90% of the 804 million USD of Nigerian cocoa exports. Cocoa butter and cocoa paste are also exported quite significantly (respectively 67 million and 28 million USD).



ROLE OF NEPC

The Council aims to support trade of ginger from Nigeria.

Key activities include:

- **Exporters' directory**

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GINGER

Find below why Nigerian ginger is preferred in the international market.



REASONS TO BUY

1. We can guarantee consistency of supply with more than 522,000 metric tonnes annual production. Nigeria is the leading producer of ginger in Africa and the fourth largest producer in the world.
2. Ginger from Nigeria is extremely tasteful. Our products are renowned for its pungency and high levels of oleoresin oil, which provide added flavours to food.
3. Our ginger exports guarantee both competitive prices and adherence to food safety standards. The sector is, with a market driven economy model, highly liberalized. It is backed by a constantly evolving national quality infrastructure (NQI).
4. Nigerian suppliers are able to produce and export several forms and varieties of ginger. These include fresh, dried-split and crushed, giving options to diverse categories of importers.

SECTOR INFORMATION

Producing almost 523,000 metric tonnes annually, Nigeria is among the world largest producers of ginger (FAO, 2016). Our country has 14% share in total global production and is projected to keep growing at 6% per annum. Around 90% of our production is exported. Our ginger especially stands out because of its pungency and high level of oleoresin oil, the active ingredient most people look for in ginger.

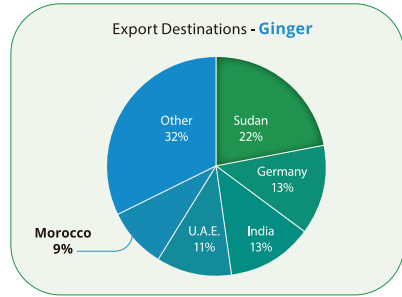
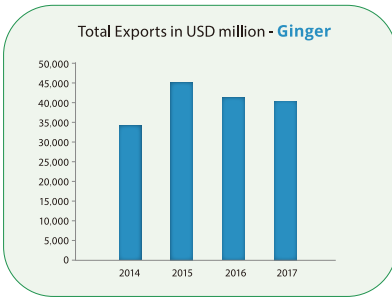
The season for ginger runs from May to October. Supply goes on for upward of nine months, guaranteeing sustainable exports. All exporting companies in Nigeria comply with the important food safety standards (SPS). Adherence to best practices and food safety measures at all steps in the value chain is ensured, from farmer to exporter.

COMPANIES AND STRUCTURE

There is some commercial large scale farming, but most of Nigerian ginger production is conducted by smallholder farmers. They constitute for around 90% of the sector. The ginger is produced in the Northern part of our country. It is a gender friendly sector. Value chain actors (like producers, processors, service providers and exporters) engage women in various activities across the ecosystem. This supports in elevating their economic status.

TRADE PERFORMANCE

Exports of Nigerian ginger grew with 5.6% per year from 2014, reaching over 42.5 million USD in exported value in 2017. Main export destinations are diverse and include African, Middle-Eastern and European markets.



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LEATHER

Nigeria is a consistent supplier of leather to European and Asian markets. Our leather ranks amongst the highest quality globally. Find out more below



REASONS TO BUY

1. We produce high quality leather. Our free-range rearing system of cattle, sheep and goat confers toughness on the hides and skins. This ensures durable, high tensile strength finished leather goods.
2. Nigerian leather comes from free-roaming animals rather than from large scale farming-practices. We ensure fair treatment of cattle.
3. Top 2 leather processing countries Italy and Spain source their leather hides from us. This highlights the quality and affordability of Nigerian leather.
4. Nigeria is home to the unique Red Sokoto goat skin leather. Acknowledged for its superior quality and high premium in the world market.

SECTOR INFORMATION

Our leather industry can be categorized into the industrial sector (90% of exports) and the traditional / artisanal sector (10% of exports). Hides and skin belts are mainly produced in the Northern states. Most leather production and processing can be found in some of the poorer states of our country. Activities and sales within the leather industry are significantly supporting this region reducing poverty.

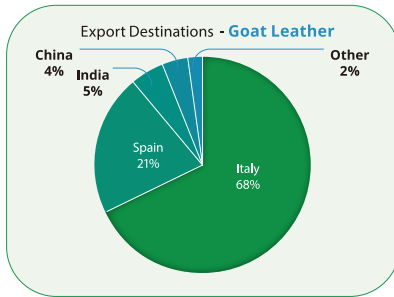
COMPANIES AND STRUCTURE

Actors of our leather value chain include farmers, producers and processors, local buying agents and service providers. Both traditional and industrial tanneries export semi-finished leather products, or ship their products to Nigerian producers. These are then finalized into finished products and exported.

Leather from sheeps and lambs is mainly exported to Asian markets, while processed goat leather goes mostly to Europe. Our ability to satisfy both European and Asian markets for numerous years demonstrates the high quality of our supply.

TRADE PERFORMANCE

Italy and Spain are the largest destinations of Nigerian leather in total, covering over 71% of total Nigerian exports. This mainly consists of goat leather, while sheep and lamb leather reached larger export values in Asian countries.



ROLE OF NEPC

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SESAME

Nigeria is among the top global producers and exporters of sesame, with many years of very stable production.



REASONS TO BUY

1. Our sesame contains relatively high oil content, which significantly promotes health benefits. Nigeria is a major producer of high quality raw sesame seed with minimum 45% of oil content
2. Recent investments in the capacity building of our sesame value chain hugely boosted quality and food safety of our sesame offer (WTO project, 2014)
3. Because our sesame sector is export driven we ensure good knowledge and a high ability to meet international buyer requirements. Around 80% of our production is exported
4. With ten states involved in production, supply of Nigerian sesame is guaranteed. We are the 7th largest producer of sesame seed worldwide
5. Our industry is liberalized, so you can expect competitive pricing compared to other supplying countries

SECTOR INFORMATION

Nigeria is a large producer of sesame seed. With ten states (North and Central Nigeria) involved in production, we are currently 7th largest producer worldwide. Sustainable supply can therefore be guaranteed throughout the year. Sesame production is projected to growth with about 6% annually during coming years.

We have capacity to produce and harvest twice in a planting season. This relatively long producing season in combination with good storage and warehousing facilities makes our sesame available for exports all year around. All Nigerian exporting companies comply with the most important food safety standards (SPS). Other excellent characteristics of our sesame are:



High oil content



Low moisture content



99%
purity

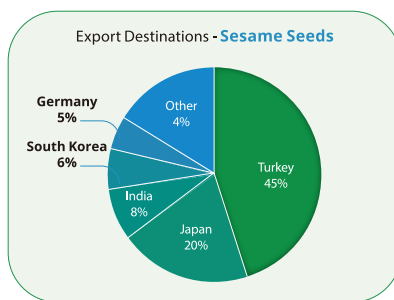
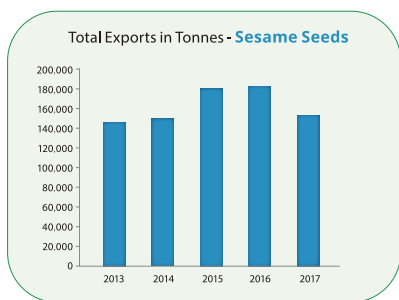
99% minimum purity

COMPANIES AND STRUCTURE

Production of sesame is dominated by smallholder farms. These constitute for over 90% of the sector, while some commercial large scale farming is developing. It hugely helps to provide equal opportunities and reduce poverty in poor regions of Nigeria include the North (East).

TRADE PERFORMANCE

Nigerian exports of sesame seeds has been fluctuating between 140,000 – 180,000 tonnes per year in recent years. Most important destinations are located in the Middle East and Asia.



ROLE OF NEPC

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BUSINESS HOURS

Monday – Friday: 8:00 – 16:00

投資 產品指南


產品 介紹

(乾燥) 豆類 / 腰果
可可 / 生薑
皮革 / 芝麻

出口商業
明日商業



奈及利亞駐華商務辦事處翻譯



國內生產
國外銷售

翻譯單位
奈及利亞駐華商務辦事處

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關於 NEPC

奈及利亞出口促進理事會 (The Nigerian Export Promotion Council, NEPC) 是奈及利亞聯邦政府推廣出口發展和多樣化的最高機構，NEPC為了完成使命已耕耘多年，例如：

- 調配和協調國內的出口發展和推廣活動
- 引導所有國內的出口計畫
- 與國際貿易機構洽談合作與能力建構

NEPC CEO領導由各部門首長和負責人組成的高階管理團隊，他們會提供策略專案和執行方針引導475名成員。理事會總部位於阿布加，NEPC為確保服務範圍服務範圍涵蓋全國，分別在六個地緣政治區的地區辦公處直接運作，這些辦公處將監督20州的出口協助中心和智慧辦公室。



我們的願景

讓全世界成為奈及利亞的非石油產品銷售市場。



我們的使命

擴張和增加非石油產品出口，達到永續和全面的經濟發展，引領奈及利亞的經濟朝向多元化發展



我們的策略

讓奈及利亞經濟的生產基地朝多元化發展，而不是只依賴石油出口，藉由市場導向的出口產品發展，培育市場導向、由私部門領導的經濟。

為何從奈及利亞購買

從奈及利亞購買產品是最佳選擇，因為我們國家擁有發展成熟的出口物流、多元豐富且品質一致的產品，保證擁有國際標準品質。

1. 獲獎肯定的原料國

奈及利亞出口促進理事會 (NEPC) 獲頒國際貿易中心 (ITC) 2018年世界貿易推廣組織 (WTPO) 大獎：「確保貿易全面又永續的最佳措施」。

2. 品質保證

以下單位將共同確保奈及利亞出口的產品符合國際標準。

- **NAQS** 奈及利亞農業檢疫服務系統
(Nigeria Agricultural Quarantine Services)
- **NAFDAC** 國家食品藥物控管機構
(National Agency for Food and Drug Administration and Control)
- **NAFDAC** 獸醫和害蟲管制服務單位
(Department of Veterinary and Pest Control Services)

3. 多元豐富且品質一致的產品

奈及利亞國土面積龐大，全國各地氣候多樣，多元的農業生態區利於生產種類繁多的農產品，同時保障生產一致性。

4. 發展成熟的出口物流

奈及利亞的海運和貨物處理能力在非洲國家中名列前茅。其中阿巴巴港是西非最大的港口，廷坎港是2017年西非貨櫃吞吐量前5大的港口，根據奈及利亞統計局 (NBS) 的數據顯示，2017年奈及利亞港口的貨物流通量超過7萬千噸。

港口的流通性加上政府的承諾，造就專門出口農產品的貨運站，讓出口過程更順暢，所有大型的船運公司皆會出入我們的港口。

(DRY) BEANS

經過長久努力，奈及利亞（乾燥）豆類的出口開發和品質日益進步。



購買原因

1. 與聯合國工業發展組織（UNIDO）共同開發的精英之道（Conduit of Excellence）措施，保障高品質豆類作物生產，這個概念提升了奈及利亞豆類產品的品質、安全、完整性和標準。
2. 我們擁有適合豆類產品的整合出口管控計畫（與UNIDO一同開發），確保產品符合國際食品安全標準和規範。
3. 身為領先全球的乾燥豆類生產國，我們保證擁有全球最穩定的供應商。
4. 可耕地面積大幅增長和人力需求下降，大幅提升產量增加的潛力。
5. 奈及利亞擁有豐富的豆類，我們擁有超過十個品種，可提供豐富多樣的選擇。

產業資訊

奈及利亞是全球最大的乾燥豆類生產國，450萬公頃的土地產出全球58%的豆類，可根據買家需求調整。我們的豆類作物經過品種改良後，發育時間更短。對良好倉儲工作的堅持，讓我們全年都有存貨可供應。

企業與架構

奈及利亞的豆類作物大多由小規模自耕農場生產。本產業目前由小農主導，目前主要提供給當地市場。倉儲業者和商人也是價值鏈中重要的環節，對產品出口尤其重要。奈及利亞可加工處理和自行出口高附加值豆類產品。

NEPC扮演的角色

NEPC大力支持奈及利亞的（乾燥）豆類貿易。

重點措施包括：

- **支援品質基盤**

NEPC提供能力建構計劃給豆類產業人員以期符合食品安全標準。

- **出口商工商名錄**

NEPC提供平台給潛在買家尋找可靠（乾燥）豆類出口商的資訊。

- **出口商憑證驗證網站**

驗證出口商憑證是建立信任非常重要的一步，NEPC提供電子驗證出口商憑證。

- **產品地圖**

產品生產地點對買家而言很重要，因此我們提供該產品在奈及利亞的產地地圖，買家可以一覽產品在全國各地分布的第一手資料。

- **國際貿易展**

協會定期讓出口商參加國際貿易展、貿易個展、貿易訪問團等活動，讓奈及利亞商品賣家與國際買家面對面交流，以利出口交易能在更有利的環境中進行。



腰果

奈及利亞是全球數一數二的腰果生產國。

請往下閱讀，了解我們龐大且持續成長的腰果產業！



購買原因

1. 奈及利亞是數一數二的頂級生腰果出口國，出產一磅平均可達 48 個腰果仁。
2. 奈及利亞保證與可靠且穩定的腰果供應商合作，我們有19個州生產腰果，因此成為全球第四大腰果生產國。
3. 自由市場讓我們的價格比非洲其他腰果輸出大國更具競爭力。
4. 超過70%的工作者為女性，因此購買奈及利亞的腰果可促進性別平權。
5. 豐饒的地理條件讓腰果易於去殼，因此奈及利亞的生腰果容易加工處理。

產業資訊

奈及利亞是持續成長的腰果生產大國，全球市場份額不斷上升，產量每年平均增加5%。預計產量只增不減，到了2030，我們將產出30萬公噸的腰果。

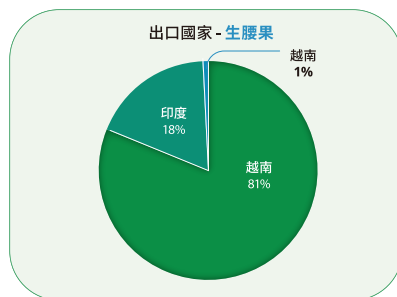
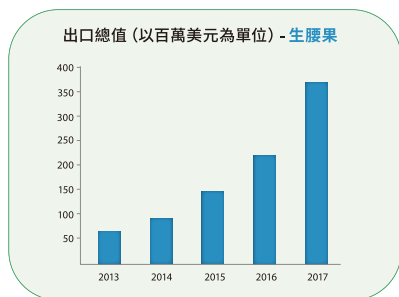
我們的腰果產季為十二月至六月，相對較長。腰果採收後將妥善貯藏，全年皆可出口，保障全年供應。所有出口公司皆遵守最重要的食品安全標準（SPS），價值鏈的每個環節都堅持最佳品質和食品安全（農夫、商人、加工者和出口商皆是）。奈及利亞的腰果擁有絕佳品質，例如產量豐盛、種仁產量比率高、濕度恰到好處、瑕疵品較少。

企業與架構

奈及利亞的腰果產業由小農主導，人數大約2萬5千，另有一些屬於商業作物，平均種植面積為32萬5千公頃。當地加工工業正逐漸成長，由於出口潛力和加工機會逐漸受到重視，因此出口量也大幅提升。商業生態系統中的其他角色包括當地經銷商、加工者、出口商和服務供應者。本產業大多雇用女性員工，女性占比70%，大多從事腰果加工工作。

貿易表現

我們的腰果出口總額近幾年來快速成長，目前已超過1100萬美元。2017年大部分的腰果仁（80%）都出口至美國。不過生腰果（RCN）出口仍占大宗。2013到2017年間，我們的生腰果出口產值每年增長54%，數字驚人。



NEPC扮演的角色

NEPC大力支持奈及利亞的腰果貿易，重點措施包括：

• 出口商工商名錄

NEPC提供平台給潛在買家尋找可靠腰果出口商的資訊。

• 出口商憑證驗證網站

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• 產品地圖

產品生產地點對買家而言很重要，因此我們提供該產品在奈及利亞的產地地圖。買家可以一覽產品在全國各地分布的第一手資料。

• 國際貿易展

NEPC會定期舉辦國際商展和個別展覽，以及派出貿易考察團，提供奈及利亞賣家與國際買家面對面談奈及利亞產品的機會，在更有利的環境中洽談出口貿易。

可可

身為可可生產國，
奈及利亞生產了大量且種類豐富的可可產品。
請見下方介紹：



購買原因

1. 奈及利亞是高品質生可可豆的主要出口國，國內的可可品種繁多，以濃郁香氣和滑順口感著稱。
2. 我們保證與可靠且穩定的供應商合作。身為全球第四大可可生產國足以證明我們擁有龐大的生產基地。
3. 我們的自由可可貿易市場可以刺激競爭意識，這讓我們的產品價格與其他大宗的區域供應商相比，在國際市場上更具競爭力。
4. 我們的大規模加工處理可可的能力正在快速發展。我們生產可可脂、可可粉、可可漿、可可膏和蛋糕等高附加值產品的能力越來越強。
5. 奈及利亞的可可產業界強烈反對使用童工，因此可可來源符合道德規範。

產業資訊

奈及利亞是全球可可產業的龍頭，全球第四大生產地，占全球產量6.5%。可可產量預計在接下來幾年內將每年成長4%。我們也是全球第四大可可豆出口商，產值超過7億美元。

奈及利亞的氣候條件適合種植可可豆，產季是每年十月到六月。我們的產季相對較長，農地面積140萬公頃，因此可以保證穩定生產。

奈及利亞可可品質絕佳，優點包括：

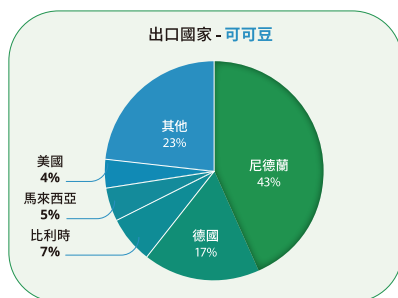
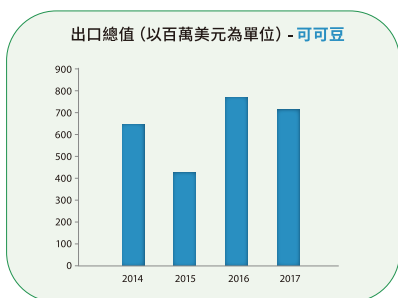
- 可可豆數量多
- 發酵時間足夠
- 不易發霉
- 以及濃郁香氣和滑順口感

企業與架構

奈及利亞可可產業由小農主導，國內商業種植園數量約為30萬至35萬，平均種植面積為140萬公頃。可可是奈及利亞出口總額最高的商品（原油除外），國內的可可加工產業正快速成長，這也為可可產業裡帶來更多工作機會，可可加工品的生產能力也隨之提升。

貿易表現

奈及利亞可可相關商品出口總額為8億400萬美元，其中可可豆就佔了近九成，可可脂與可可膏的出口量也不遑多讓（分別佔了6700萬和2800萬美元）。欲了解更多可可豆的出口表現，請見下方圖表：



NEPC扮演的角色

NEPC大力支持奈及利亞的可可貿易，重點措施包括：

• 出口商工商名錄

NEPC提供平台給潛在買家尋找可靠的可可相關製品出口商資訊。

• 出口商憑證驗證網站

驗證出口商憑證是建立信任非常重要的一步，NEPC提供電子驗證出口商憑證。

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• 國際貿易展

NEPC會定期舉辦國際商展和個別展覽，以及派出貿易考察團，提供奈及利亞賣家與國際買家面對面商談奈及利亞產品的機會，在更有利的環境中洽談出口貿易。

生薑

奈及利亞的生薑為何如此受國際市場歡迎，請見下方說明：



購買原因

1. 我們保證每年穩定供應超過52萬2000公噸的生薑，奈及利亞是非洲首屈一指的生薑產地，更名列全球第四大生薑生產國。
2. 奈及利亞產的生薑非常美味，我們的產品以其辛辣程度和富含薑油樹脂聞名，能夠為美味菜餚增添更多風味。
3. 我們的生薑出口價格保證具市場競爭力，也符合食安標準。我們的產業為市場導向，自由度高，還有不斷進步的國家品質基礎建設做擔保。
4. 奈吉利亞的生薑供應商能夠生產並出口多種以薑為原料的製品，包含生薑、乾燥薑片和薑蓉，提供進口商多元的選擇。

產業資訊

奈及利亞年產近52萬3000公噸的生薑，名列世界生薑生產大國 (FAO, 2016)，我國生薑產量佔全球14%，預計往後將每年成長6%。我國生產的生薑近九成外銷，特別以其辛辣程度和富含薑油樹脂著稱，符合多數人對於生薑活性成分的期待。

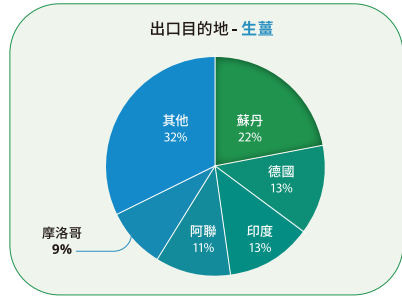
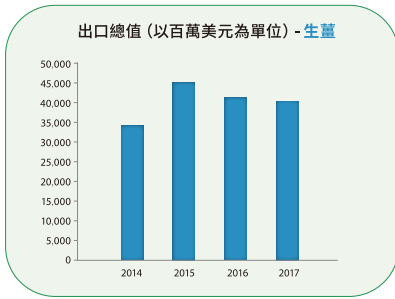
生薑的產季為每年五月到十月，我國的生薑產季能夠拉長至九個月，保證出口供貨穩定。奈及利亞境內所有生薑出口商皆須遵守嚴格的食安標準，生薑生產價值鏈上的所有環節，從生產到出口，皆符合維護食安的最佳作法。

企業與架構

雖奈及利亞境內有許多大規模的生薑農場，但大部分的生薑生產仍由小農主導，小農的產量合計佔了整個產業的90%。我國生薑產地多位於北方，此產業提倡性別友善，價值鍊參與者（如：生產者、加工者、服務提供者、出口商等）乃至整個生產系統皆有婦女參與，如此一來，能夠幫助婦女提升其的經濟地位。

貿易表現

奈吉利亞生薑出口量自2014年起每年成長5.6%，出口總額於2017年達到4250萬美元。主要出口市場多元，包含非洲、中東以及歐洲。



NEPC扮演的角色

NEPC大力支持奈及利亞的生薑貿易，重點措施包括：

- 出口商工商名錄

NEPC提供平台給潛在買家尋找可靠生薑出口商的資訊。

- 出口商憑證驗證網站

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- 國際貿易展

NEPC會定期舉辦國際商展和個別展覽，以及派出貿易考察團，提供奈及利亞賣家與國際買家面對面商談奈及利亞產品的機會，在更有利的環境中洽談出口貿易。



皮革

奈及利亞為歐洲和亞洲皮革市場長期供應商，我們的皮革品質全球名列前茅，更多資訊請見下方：



購買原因

1. 我們生產高品質皮革，我們的牛、綿羊和山羊採自由放養，因此毛皮質地堅實，使得我們生產的皮革製品韌性極高、十分耐用。
2. 奈吉利亞皮革原料來自放養牛羊，而非大規模圈養，我們保證所有牛隻皆受人道對待。
3. 世界兩大皮革加工國義大利和西班牙，都是從我國進口皮革原料，這也凸顯了奈吉利亞皮革的品質和平價。
4. 獨一無二的紅索科托山羊皮就是來自奈及利亞，在全球皮革市場中以超群的品質與極高的價格著稱。

產業資訊

我們的皮革產業可分為工業部門（佔出口量90%）以及傳統手工部門（佔出口量10%），皮帶產地主要在我國北方，大部分皮革生產與加工廠皆位於我國較為貧困的州，皮革產業的銷售活動能夠幫助這些區域早日擺脫貧窮。

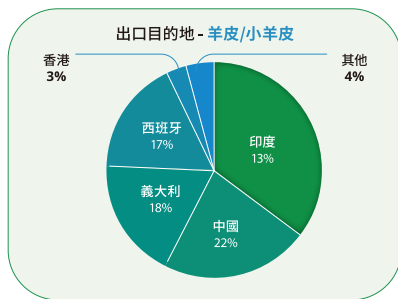
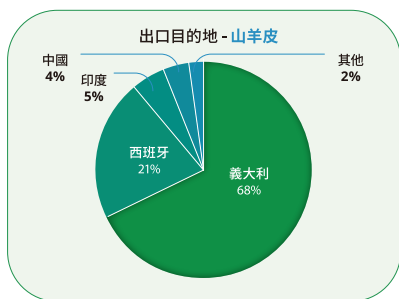
企業與架構

我國皮革價值鍊上的參與者包含農家、生產者、加工者、當地的經銷商以及服務提供者，傳統和工業製革廠皆出口皮革半成品，或將半成品送到奈吉利亞境內的加工廠，加工完成後出口。

綿羊皮和羔羊皮主要銷往亞洲市場，加工山羊皮大多銷往歐洲，數年來，我們持續滿足亞洲和歐洲市場的需求，顯示了我們皮革製品的高品質。

貿易表現

奈吉利亞皮革最大宗出口地為義大利和西班牙，兩者合計佔出口總量71%，其中以山羊皮為主，綿羊和羔羊皮則在亞洲國家達到最大出口總額。



NEPC扮演的角色

NEPC大力支持奈及利亞的皮革貿易，重點措施包括：

- **出口工商名錄**

NEPC提供平台給潛在買家尋找可靠皮革出口商的資訊。

- **出口商憑證驗證網站**

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芝麻

奈及利亞為全球最大的芝麻生產與出口國，
多年來產量穩定，更多資訊請見下方



購買原因

- 1.我們的芝麻富含油脂，促進健康效果顯著。奈及利亞為高品質生芝麻籽的生產大國，所生產的生芝麻籽油脂含量至少45%。
- 2.我們最近投資在芝麻價值鍊的能力建設，能夠大幅提升芝麻的品質與食品安全 (WTO project, 2014)。
- 3.我們的芝麻產業為出口導向，保證會使用更好的種植技術，以滿足國際買家的要求，我們生產的芝麻近八成都是外銷。
- 4.奈及利亞的芝麻生產州共有十州，供貨保證穩定，我們是全球生芝麻籽第七大生產國。
- 5.我們的芝麻產業自由度高，與其他供應國相比，我們的芝麻價格極具競爭力。

產業資訊

奈及利亞為芝麻籽生產大國，國內有十州生產芝麻籽（遍布北部和中部），為全球第七大生芝麻籽生產國，能夠保證全年供貨穩定，芝麻生產量預計每年成長6%。我們有能力在芝麻產季二穫，良好的保存與儲藏系統促成了相對長的產季，讓我們有足夠的芝麻產量全年外銷。所有奈吉利亞的芝麻出口商皆遵守最嚴謹的食安標準。奈及利亞的芝麻還具有以下優點：



油脂
含量高



水分
含量低



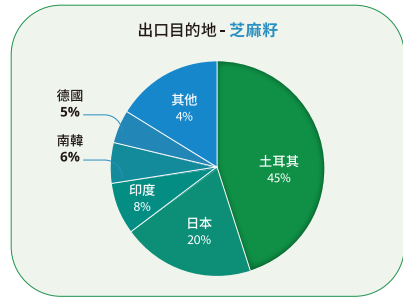
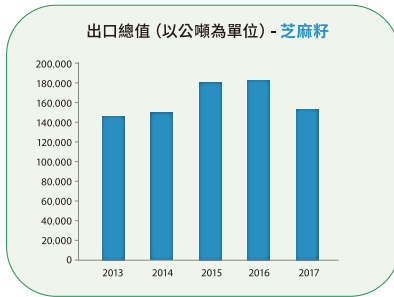
純度
至少99%

企業與架構

我們的芝麻生產多由小農主導，這些小農合計供應了此產業超過90%的產量，而大規模芝麻農場仍待開發，這能夠為國內較貧窮的區域（國內東北部）提供脫貧的機會。

貿易表現

近年來，奈及利亞芝麻籽每年出口量約14萬-18萬公噸，出口地多為中東和亞洲。



NEPC扮演的角色

NEPC大力支持奈及利亞的芝麻貿易，重點措施包括：

• 出口商工商名錄

NEPC提供平台給潛在買家尋找可靠芝麻出口商的資訊。

• 出口商憑證驗證網站

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enquiries@nepc.gov.ng
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服務時間

Monday – Friday: 8:00 – 16:00