

COUNTRY SNAPSHOT:

NIGERIA



Nigeria is Africa's most populous country of nearly 220 million and a yearly growth rate of 2.35%. The country is projected to grow to nearly 400 million people by 2050 and the intense urbanization of Lagos, coupled with high population growth, is propelling the megacity to be forecast as the world's largest city, at over 80 million people by 2100. Nigeria is the largest economy in Africa and the 30th largest economy globally, with a GDP of \$432.3 billion in 2021. Agriculture and the oil and gas sectors dominate economic activities in Nigeria. Agriculture accounts for about 42% of total GDP, while crude oil accounts for 95% of foreign exchange earnings and about 80% of budgetary revenue.

U.S. Soy has collaborated with Nigeria since 2019.

COUNTRY STATS

POPULATION (2021):

219 million (Urbanization – 53.5%)

POPULATION (2050):

~392 million

GDP (2021):

\$432 billion

AVG. ECONOMIC GROWTH

(2021): 3.4%

PER CAPITA INCOME (2021):

USD 2562

MARKET STATS

Soy usage market size by Volume, 2021 (Est. growth by 2035/40)

Animal Protein (total)	1,500	Aquaculture	100 (10%)
Pork	50 (5%)	Oil	200 (20%)
Poultry	500 (50%)	Soy food	150 (%)



U.S. SOYBEAN EXPORTS TO NIGERIA

TMT	16/17	17/18	18/19	19/20	20/21
Soybeans	0	11	31.1	0	0.3

STRENGTHS

- Nigerian importers and feed manufacturers consider U.S soybean/meal suppliers as consistent and reliable in terms of volume, standards, and quality.
- Growing middle-income bracket that is willing to spend on quality and healthy foods, such as poultry.
- Large existing soy crushing capacity to support imports.
- The U.S. and Nigeria have a Trade and Investment Framework Agreement, which provides a strategic framework for dialogue on trade and investment issues.

OPPORTUNITIES

- Nigeria produces soybeans, however, growth in domestic production is not keeping pace with the rapidly growing demand for feed use and competing demand from direct human consumption.
- Rapidly growing poultry and aquaculture sectors.
- Food and nutrition security is becoming a big concern for the country and U.S. Soy can offer solutions to help.
- Already established trade lanes between the U.S. and Nigeria for wheat.
- Recently opened pork sausage import channels from the U.S.

CHALLENGES

- Weak infrastructure and increasing energy costs lead to high production costs.
- More than 70% of Nigeria's population live on less than \$2 per day.
- Inconsistent and poor implementation of government policies, high tariffs, and high levels of unofficial transactions and procedures
- Very high interest rates make the cost of capital burdensome for business growth and expansion.
- Corruption and low adherence to the rule of law.

