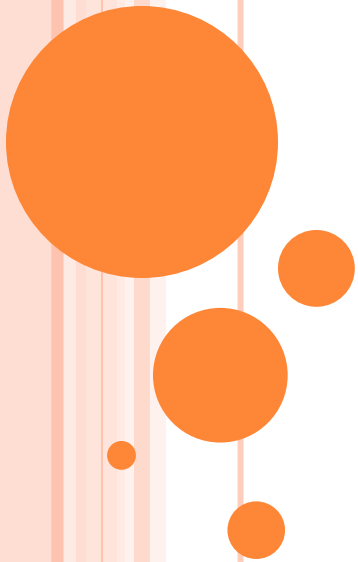


# REPOSITIONING CARGO OPERATIONS THROUGH DEVELOPMENT OF AGRICULTURE AND NATURAL RESOURCES IN NIGERIA

*Presented By*

**Ikechi Uko**

Coordinator, AviaCargo  
Road Map Committee



# AVIACARGO



# NIGERIA'S AVIACARGO

## WHERE ARE WE TODAY?



- In 2021, the 5 biggest African **exporting** nations are South Africa, Nigeria, Egypt, Algeria and Morocco.
- Collectively, that powerful cohort of African shippers generated over half (55.7%) of the continent's overall exports by value. (*source: worldtopexports.com*)



Nigeria is known to be No. 1 in several things like;

- Economy by GDP
- Population
- Agricultural Commodities

But Nigeria is 5<sup>th</sup> on the African AviaCargo  
Export Chart after Kenya, Egypt, South  
Africa, Ethiopia,



# DID YOU KNOW?

- 80% of containers arriving Nigeria return empty
- Out of every 10 containers that come into Nigeria laden with imports, only about 1 or 3 leave the country with exports.
- Nigeria is the largest producer of many Agro-products, yet it loses \$1bn annually to non-certification of Agri-produce for export.



# TOP FIVE AIR CARGO AIRPORT IN 2021 *(ACCORDING TO ACI 2021)*

S/N	AIRPORT/COUNTRY	CARGO VOLUME (TONS)
1	Jomo Kenyatta Int'l Airport, Kenya	363,204
2	Cairo Int'l Airport, Egypt	333, 536
3	Oliver Reginald Int'l Airport, South Africa	304,018
4	Addis Ababa Bole Int'l Airport, Ethiopia	226,417
5	Murtala Muhammed Int'l Airport, Lagos	204,649

## DOMESTIC AIR CARGO STATISTICS BY AIRLINE 2017-2021(KG) *FAAN STATISTICS (DCBD)*

AIRLINE	2017	2018	2019	2020	2021
<b>Aero</b>	441,250	873,596	1,404,144	1,421,970	1,452,361
<b>Arik</b>	1,500,000	1,725,000	1,983,750	1,587,000	1,904,400
<b>Azman</b>	2,500,000	2,850,000	3,150,000	1,775,000	1,659,807
<b>Dana</b>	2,179,609	2,069,251	2,304,392	1,359,766	2,767,403
<b>First Nation</b>	1,089,804	1,100,504			
<b>Max Air</b>			1,005,800	980,570	1,101,520
<b>United Nigeria</b>					10,125
<b>Total</b>	7,710,663	8,618,387	9,848,086	7,104,306	8,895,616
<b>Growth</b>		11.7%	14.3%	-27.8%	25.2%





# WORLD RANKING OF NIGERIAN AGRICULTURAL COMMODITIES

S/N	COMMODITY	PRODUCTION (M.T)	WORLD RANKING
1	Yam	38,000,000	1
2	Cassava	54,000,000	1
3	Shea Butter	330,000	1
4	Melon Seed	512,000	1
5	Kola Nut	138,000	1
6	Cocoyam	3,450,000	1
7	Sorghum	6,900,000	1
8	Okra	1,110,000	2
9	Cashew Nuts	836,500	2
10	Palm Kernel	1,200,000	3

# WORLD RANKING OF NIGERIAN AGRICULTURAL COMMODITIES

S/N	COMMODITY	PRODUCTION (M.T)	WORLD RANKING
11	Ginger	156,000	4
12	Cocoa beans	383, 000	4
13	Groundnut (with shells)	3,070,000	4
14	Palm oil	940,000	5
15	Plantain	2,800,000	6
16	Sesame seeds	55,607	7
17	Pineapple	1,420,000	7
18	Chillies & Pepper (Green)	500,000	8
19	Mangoes, Mangosteens, Guavas	860,000	10
20	Maize	9,410,000	11

# WORLD RANKING OF NIGERIAN AGRICULTURAL COMMODITIES

S/N	COMMODITY	PRODUCTION (M.T)	WORLD RANKING
21	Onions (Dry)	1,350,000	11
22	Rubber (Natural)	143,500	12
23	Chillies & Pepper (Dry)	62,000	13
24	Tomatoes	1,560,000	14
25	Soya Beans	580,000	14
26	Cotton seed	189,000	18
27	Coconut	220,000	19
	Source:	<i>Food and Agriculture Organization (FAO)</i>	

# TOP 5 YAM PRODUCING NATIONS IN AFRICA AND THEIR GLOBAL RANKING IN METRIC TONS

- **Nigeria – 50.1 million**
- Ghana - 8.5 million
- Benin – 3.2 million
- Togo – 867,700
- Cameroon – 707,000



*(Source: Top all things Africa 2022)*



# TOP 10 LARGEST PRODUCER OF CARROTS AND TURNIPS IN AFRICA (GLOBAL RANKING)

- Algeria
- Morocco
- **Nigeria**
- South Africa
- Egypt
- Tunisia
- Kenya
- Sudan
- Niger
- Others



*Source: Top 10 all things Africa*



## TOP 10 LARGEST PRODUCERS OF PLANTAIN IN AFRICA (GLOBAL RANKING IN TONNES)

○ Uganda	9,200,000
○ Cameroun	4,973,713
○ DR. Congo	4,884,184
○ Ghana	4,722,771
○ <b>Nigeria</b>	3,123,938
○ Cote d'Ivoire	2,126,264
○ Rwanda	907,640
○ Tanzania	579,856
○ Guinea	485,046
○ Malawi	390,993



# TOP 10 LARGEST PRODUCERS OF COWPEAS IN AFRICA (GLOBAL RANKING IN TONNES)

○ Nigeria	3.6million
○ Niger	2.6million
○ Burkina Faso	666,026
○ Ethiopia	350,000
○ Kenya	264,160
○ Senegal	253,897
○ Mali	199,123
○ Cameroon	177,710
○ Ghana	175,060
○ Sudan	104,687

**Note: Nigeria and Niger account for almost 70% of the total world production**

*Source: Top 10 all things Africa*





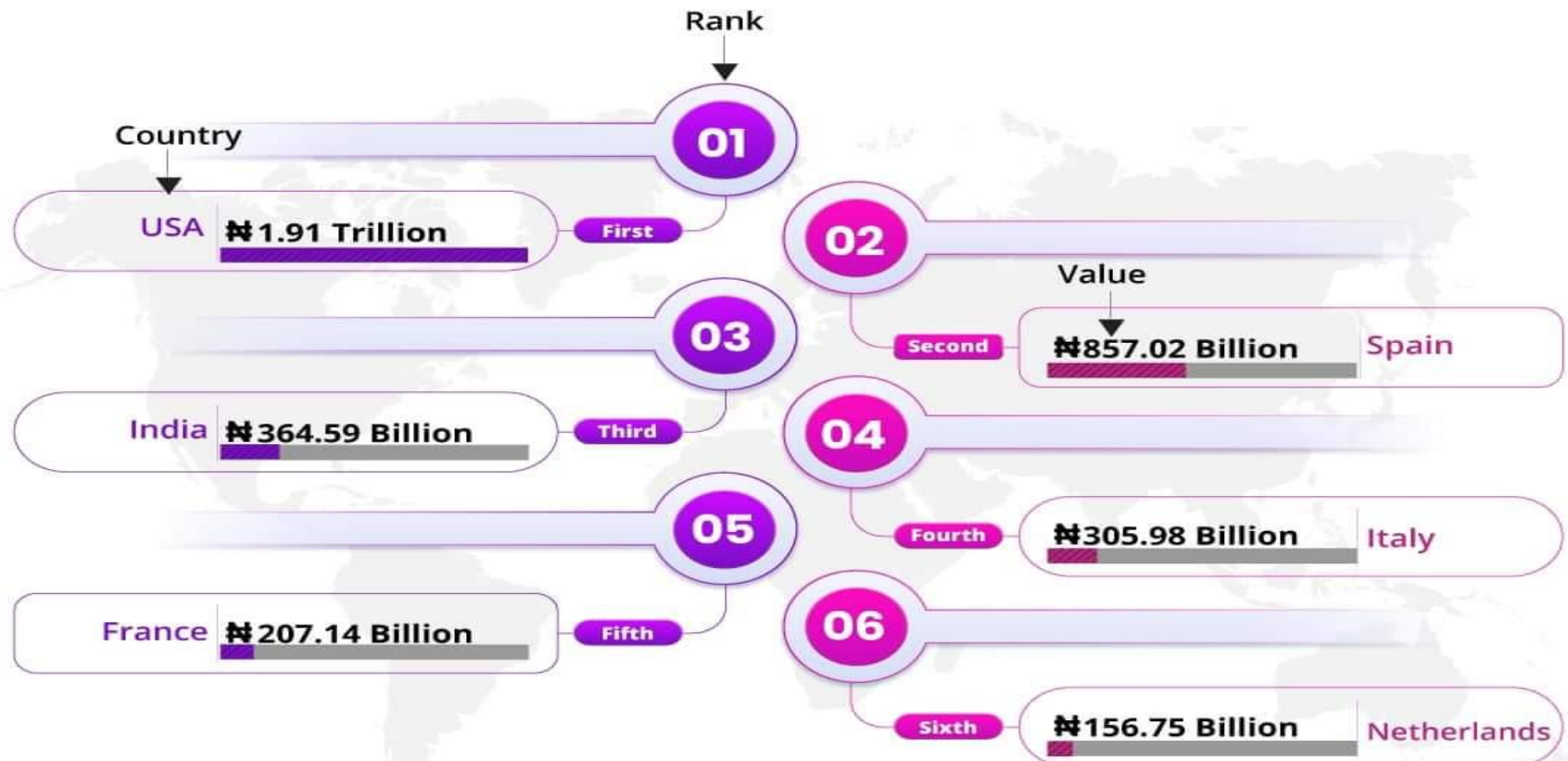
- Nigerian Government plans to grow cashew export from \$252 million to \$500 million for 2023

*Source : [atqnews.com](https://atqnews.com)*





# USA WAS THE MAJOR DESTINATION FOR NIGERIAN NON-OIL PRODUCTS IN 2022



Source : National Bureau of Statistics

MUSTARD INSIGHTS





# OBSTACLES TO AGRICULTURAL EXPORTS

- Non Compliance of Farmers to Internationally and Domestically accepted Standards
- Lack of Certification
- Inability to Trace (Traceability)
- Lack of Access to International Markets
- Lack of Knowledge on global requirements
- Bureaucracy (Too many Govt. agencies)
- High Cost



## OBSTACLES CONTD.

- Preservation and Packaging to global standard
- Poor Logistics
- Insecurity
- Weakness of Supervision
- Poor Airport Infrastructure
- Lack of Government support
- Mindset/Attitudes
- Lack of skilled manpower
- Taxes and Charges
- Funding



# REPOSITIONING AVIACARGO IN NIGERIA

- ❖ FAAN made a move by setting up an Aviacargo roadmap committee

## Terms Of Reference For The Committee

- To articulate action plans that meet international best practice and assign timelines for facilitation of cargo processing at our airports.
- To articulate guidelines that meet international best practice for Public-Private Partnership in developing modern cargo infrastructures and facilities for optimum air-cargo facilitation that meets destination Country's standard.



# TERMS OF REFERENCE CONTD.

- To articulate programs and incentives that will encourage mass participation of local airlines in domestic cargo facilitation.
- To articulate mechanisms that will bridge the Turn-around time in cargo facilitation
- To articulate solutions to lack of adequate insurance coverage in the cargo value chain
- Any other suggestions that may help us achieve the desired goal in cargo business in our airports.

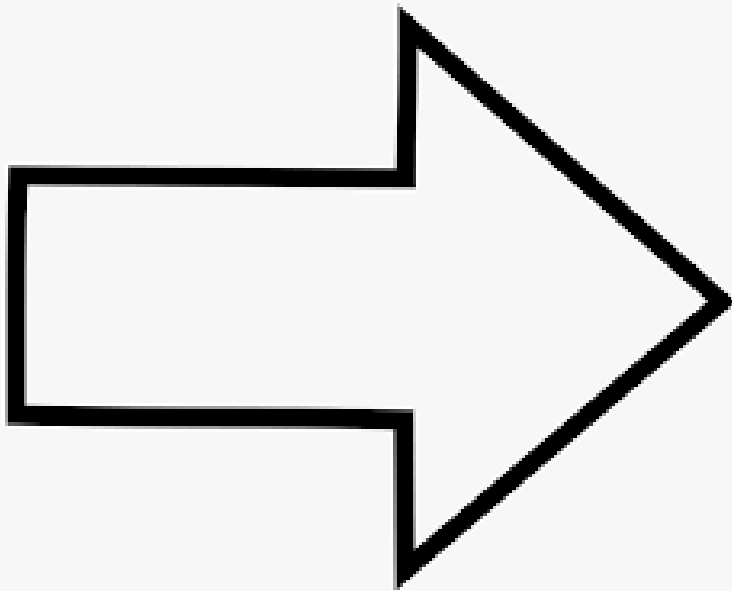


# THE 4 STAGES OF THE AVIACARGO ROADMAP

- Initiation
- Research
- Collation
- Report



# TIPS FOR IMPROVED AVIA CARGO EXPORT



All agricultural exports from Nigeria must start from a farm certified by the Nigerian Agricultural Quarantine Services (NAQS) or a global GAP registered farm through a secured cargo pathway



# SECURE PATHWAY FOR AVIACARGO

- ❖ **Known Shipper**
- ❖ **Regulated Agent**
- ❖ **Handling Company**
- ❖ **Airline**

# CONCLUSION

Nigeria is already a leader in most Agricultural produces, it;

- Should target improvement in Agricultural practices.
- Should invest in solving the huge logistic problems of Agricultural produces
- Should enhance certification of farms and operators in the value chain
- Must insist on traceability of all exportable produce
- Must tackle the mayhem at the export cargo terminals
- Must upgrade packaging of all exports
- Incentivize the production of high value export crops
- Mitigate identified procedural and regulatory obstacles.



# RECOMMENDATIONS

- Recommendations have to wait until study is completed, report and strategy plans are submitted.
- However, States and Federal agencies can start mitigation of the identified challenges and obstacles.



*Thank you*

