

Strategic Insights for Nigeria's Customs Industry

Dashboard

Analysis



Unlocking Nigeria's Trade Potential: HS CODE 85 (2016 -2020) Analysis

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10T

FOB value (N)

11T

CIF value (N)

1T

Tax value (N)



► Hello everybody!

Overview: Through this 5-year analysis of HS Code 85 (electrical machinery and equipment), we uncover not just numbers but critical movements, market forces, and hidden opportunities shaping Nigeria's trade landscape between 2016 and 2020. The analysis of this report was attained using Python for data cleaning and Power BI for dataset appending, data analysis, and visualization.



Understanding the market

HS CODE 85 (2016 - 2020) - Analysis

Calendar

All

Total FOB Value (N)

10T

Total CIF Value (N)

11T

Total Tax (N)

1T

Revenue Generated by Custom Offices

27.54K

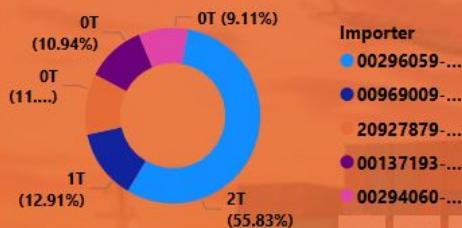
Products

608

Custom Offices

17

Top 5 Importers



Top 10 Suppliers



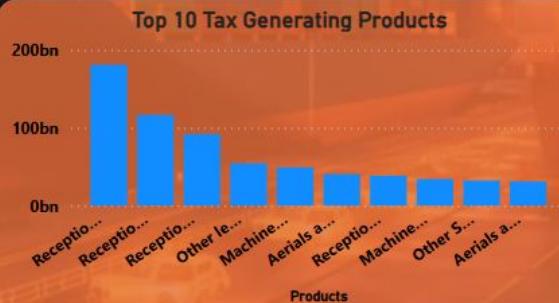
Top 5 Custom Offices



CIF Value (N) by Year



Top 10 Tax Generating Products



Top 10 Countries of Origin



01

Massive Trade, Yet Untapped Potential



▲ 10T

Total FOB Value (N)

Over the 5-year period.

▲ 11T

Total CIF Value (N)

Analysis

Over the past 5 years, FOB has grown from N2 trillion in 2016 to over N4 trillion in 2019 and about N52 billion in August 2020; likewise, the CIF value and the tax generated during this period was N248 billion in 2016 to over N482 billion in 2019.

This sector alone represents a giant economic lever, a powerhouse capable of influencing Nigeria's GDP if strategically harnessed. Yet, when we compare these figures against the N1 trillion total tax collected, it becomes clear that a major gap exists between trade volume and tax revenue generation.



02

Dominance of a Few: A Highly Concentrated Import Market



Analysis

From the top 5 importers' chart, a single importer accounts for an eye-watering 56% of all imports under this HS code. The Fouani Nig. Ltd. has ranked number one from 2017 (N441 bn) to 2019 (N1 trillion), followed by MTN Nigeria consistently in second place through the same period of years, thereby hitting 13% of all imports. So, this means that the market power is highly centralized and there is a vulnerability to supply chain disruptions if these major players shift strategy.

▲ 2T

Fouani Nigeria Ltd.

Stakeholders must diversify importer participation or at least monitor these major players closely to ensure market stability.

03 China's Unshakable Grip on Supply



▲ 5.8T
China's Supplies

Asia stays on top of the chart.

Analysis

The top 10 suppliers chart tells a loud and clear story, as China is the overwhelming supplier with a total of N5.8 trillion in supplies, dwarfing all others by a staggering margin. The fascinating part is even countries like India, Korea, and the UK, while important, barely scratch the surface compared to China's dominance.

The question here is:

1. Are there alternative sourcing markets we should start developing to de-risk dependency?
2. Could new trade policies or incentives foster more balanced supply chains?



04

Custom Offices: Who's Pulling the Weight?



Analysis

Among the 17 custom offices, **Apapa Port** alone contributed nearly 60% of tax revenues (from N110 billion in 2016 to over N308 billion in 2019 and an additional N5 billion at August 2020). Followed distantly by **Tin Can Island** (27%) and others.

Looking at this analysis, operational excellence at a few ports has massive national revenue implications, and underperformance or inefficiencies at one or two major ports could have ripple effects on national income.

▲ 776bn
APAPA PORT

Invest heavily in optimizing port operations, particularly for the top 3 offices, because small improvements could translate into billions in recovered revenue.

05

Products Driving the Money: Spotlight on the Stars



▼ 181bn
Reception Apparatus

Over the 5-year period.

▼ 49bn
Machines for data processing

Analysis

Among thousands of products, a small handful of categories (reception apparatus, machines for data processing, and aerials) generate the bulk of the tax revenue.

Looking from the business lens, stakeholders should focus enforcement, incentives, and support efforts on high-revenue-generating products to maximize economic value.



06

Global Origins: Strategic Geo-Positioning



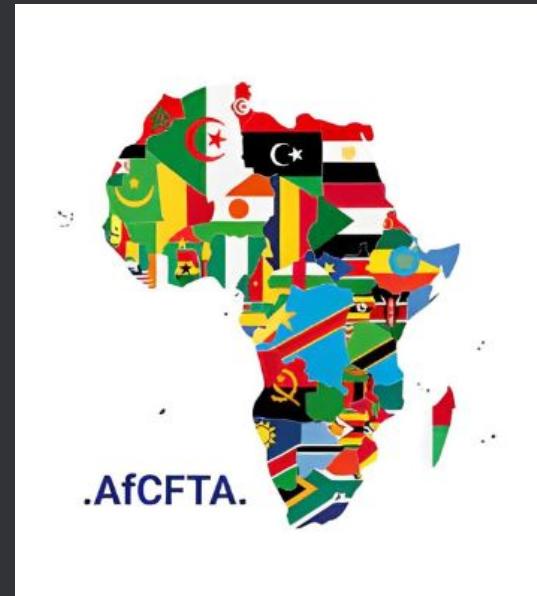
▲ 5.8T
China's Supplies

Asia's biggest producer

Analysis

Top countries of origin (China, India, South Korea, and the United States) form a strong Asia-Pacific and North America influence. But interestingly, Africa barely registers.

So, this is a wake-up call that Nigeria must leverage the African Continental Free Trade Area (AfCFTA) to build regional supply chains, reduce dependency on Asia, and promote intra-African trade.



“ If we align technology, policy, and partnerships right, HS Code 85 could become a model for how data transforms Nigeria’s future, not just in trade but in building a thriving, resilient economy.

Edet, Bsssey Dominic
Data Scientist



Open feedback

13'

► Let's discuss !

Open for discussions.

What do you think about this presentation ?

Thank you



Questions? Please contact
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