Agro‑Export Performance Report

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A concise, data‑driven review of export performance, key drivers, and improvement opportunities.

# Executive Summary

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| Metric | Value | Δ vs LY |
| Total Revenue | ₦16.32B | +11% |
| Total Cost | ₦13.03B | +11% |
| Total Profit | ₦3.29B | +5% |
| Units Sold | 536,804 | +8% |
| Average Unit Price | ₦30,010 | +6% |
| Profit per Unit | ₦6.13M | +0.16% |

Key Takeaways:

* Revenue and profit grew despite lower prior‑year volume comparables; pricing and mix supported margins.
* Units sold increased by 8% YoY to 536,804, reinforcing demand recovery.
* Concentration at Lagos Port (≈60% of export revenue) increases operational exposure; diversification is advised.

# Detailed Insights

## Product Performance

* Top revenue drivers: Cocoa (₦2.38B), Sesame (₦2.27B), Rubber (₦2.12B), and Cashew (₦2.11B).
* Most exported by volume: Sesame (76,132), Cocoa (76,129), and Cashew (70,833).
* Implication: Cocoa and Sesame are strategic for both growth and scale; maintain supply reliability and quality standards.

## Geographical & Logistics Insights

* Lagos Port accounts for ~60% of export revenue; Warri, Port Harcourt, and Calabar collectively contribute ~40%.
* Key destination markets include France, Spain, Italy, and Germany with sustained demand across 2020–2023.
* Recommendation: Mitigate single‑port risk by improving throughput capacity and developing redundancy across other ports.

## Company Performance

* Top revenue contributors: Agro Export Nigeria Ltd (₦1.87B), Golden Farms Nigeria Ltd (₦1.73B), Prime Agro Exports Nigeria Ltd (₦1.71B).
* Top cost‑incurring companies: Agro Export Nigeria Ltd (₦1.48B), Prime Agro Exports Nigeria Ltd (₦1.39B), Nigeria Agro Export Company (₦1.38B).
* Action: Pursue targeted cost reviews with leading partners to preserve scale advantages while improving unit economics.

## Trends

* Revenue shows a generally upward trajectory with periodic volatility; seasonality and supply bottlenecks likely drivers.
* Profit trend strengthens into 2023; pricing discipline and mix improvements support margins.

Recommendations

* Prioritize Cocoa and Sesame as growth pillars; hedge supply and secure long‑term contracts.
* Reduce concentration risk at Lagos Port by shifting 10–15% volume to Port Harcourt and Warri in the next planning cycle.
* Launch a cost‑to‑serve program with top partners to identify logistics and processing efficiencies.
* Deepen penetration in France, Spain, Italy, and Germany with targeted account plans and service‑level commitments.