

3T IMPEX NON-OIL EXPORT INDEX REPORT

NIGERIA

MAY -2026



**3T IMPEX
TRADE CONSULTING**

THEME:

HIGH CONFIDENCE, HIGH COST: NIGERIA'S NON-OIL EXPORTERS SIGNAL GROWTH AMID STRUCTURAL CONSTRAINTS



AUTHOR:
Bamidele Ayemibo (Ph.D)

TABLE OF CONTENT

01 Cover Page

02 Table Of Content

03 Contact Us

04 Section 1: Geographic Distribution of Respondents

Sections 2: Export Product Categories

Sections 3: Export Experience Profile Of Respondents

05 Sections 4: Export Bussiness Confidence Index — Score: 87.8 / 100
(Strong Positive Performance)

Sections 5: Regulatory Efficiency Index — Score: 54.8 / 100
(Neutral / Stagnant Conditions)

Sections 6: Financial Health Index — Score: 52.7 / 100 (Neutral /
Fragile Conditions)

06 Sections 7: Logistics Benchmark Index — Score: 12.8 / 100 Critical
Condition

Sections 8: Predictive Outlook Index — Score: 92.8 / 100 (Strong
Positive Performance)

Sections 9: Key Constraints To Scaling — No. 1 Barrier Selected by
Each Exporter

07 Sections 10: Composite Index Score Summary — 2026 (Scores
Range 0 to 100)

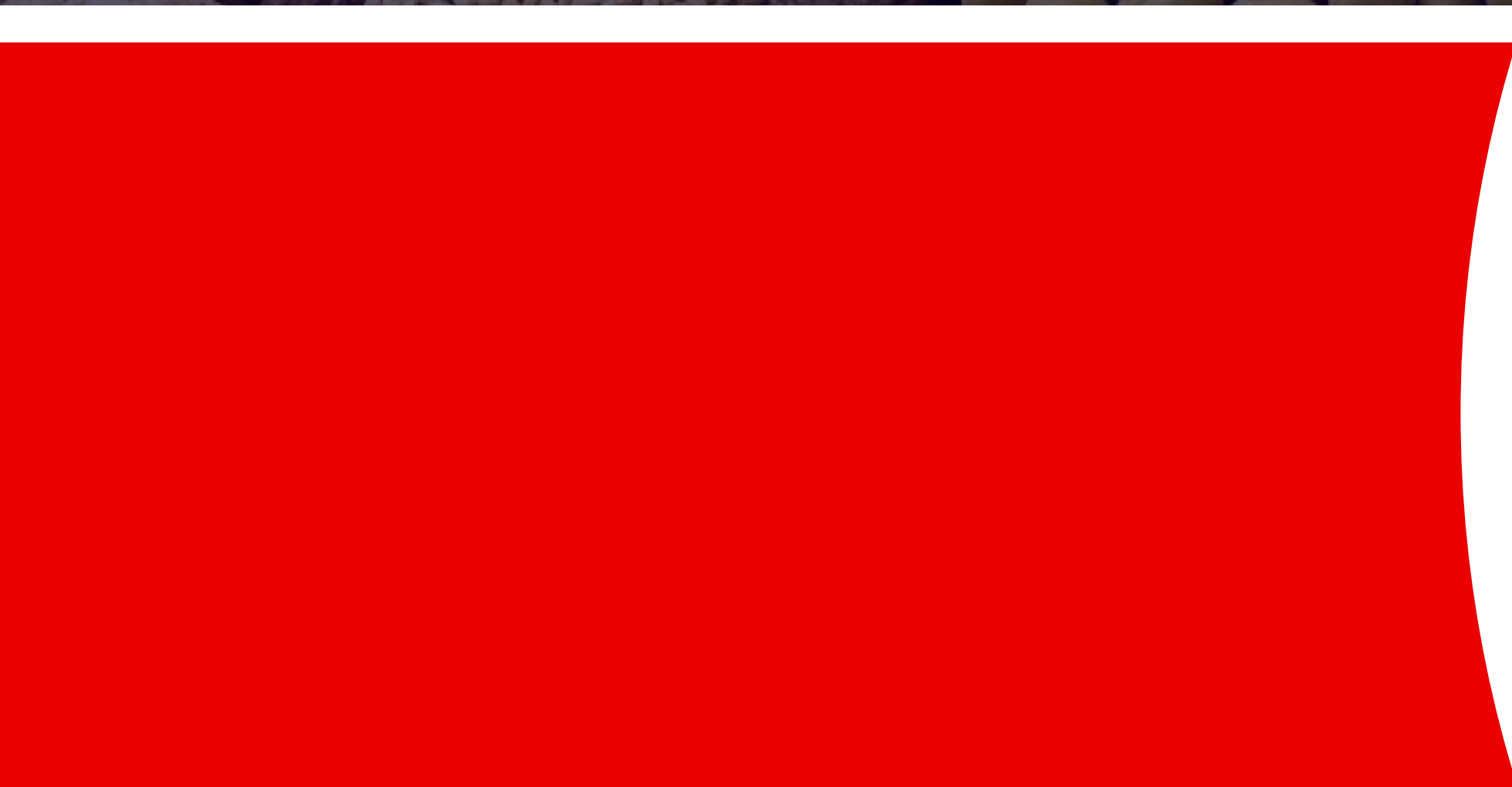
Sections 11: Strategic Implications For Key Stakeholders

Sections 12: Conclusion

08 Methodology




**3T IMPEX
TRADE CONSULTING**



... Promoting International Trade Education

Contact us

 +234 809 200 0424

 tradeacademy@3timpex.com

 www.3timpex.com

 3T Impex trade Centre
Surulere, Lagos.

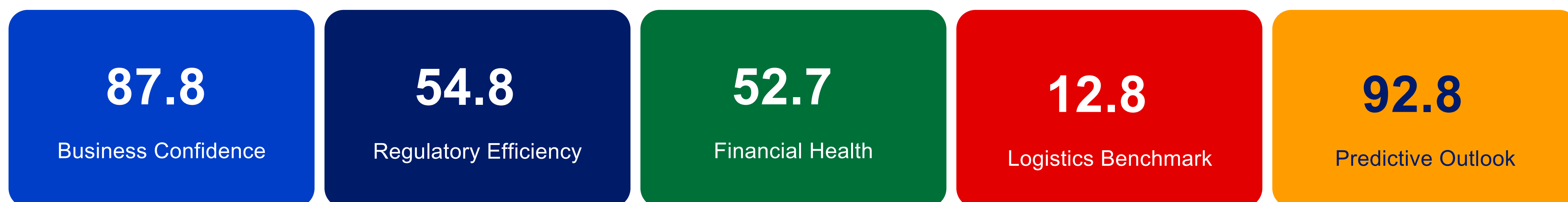
-  @3timpexconsulting
-  @importexportacademy
-  @3timpextrade
-  @3timpexconsulting



3T IMPEX NON-OIL EXPORT INDEX REPORT 2026

SECTION 1-3: GEOGRAPHIC DISTRIBUTION —EXPORT PRODUCT CATEGORIES - EXPORT EXPERIENCE

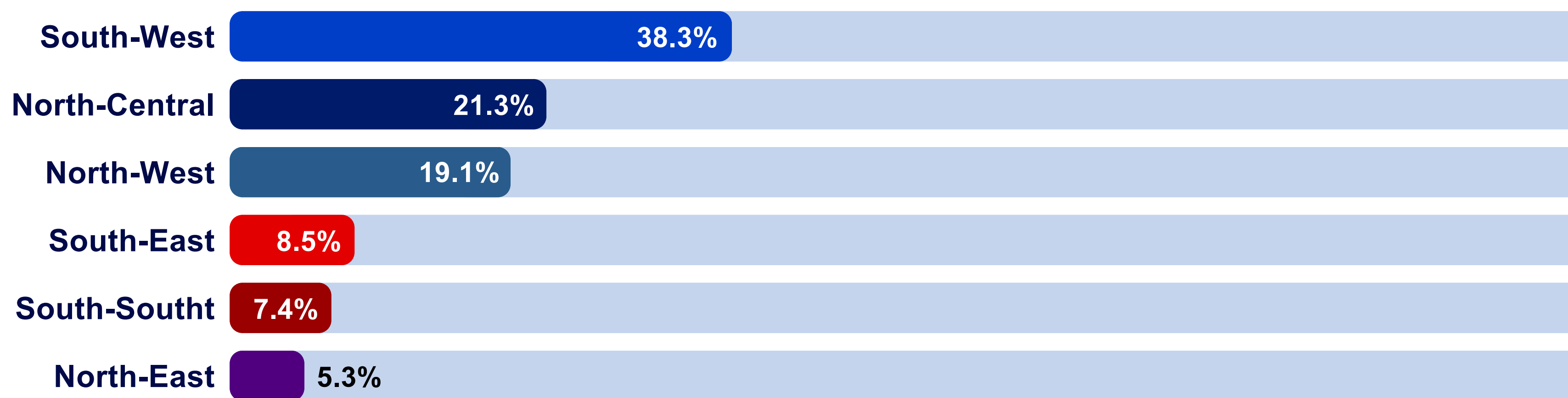
HEADLINE INDEX SCORES AT A GLANCE



Core Insight: Nigeria's non-oil export sector is opportunity-rich but execution-constrained.

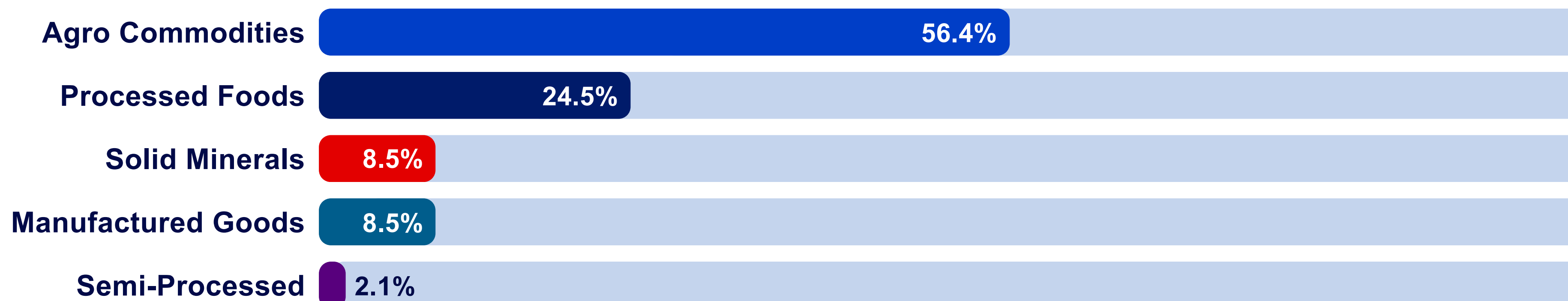
94 Respondents · 6 Geopolitical Zones · 5 Export Sectors · Nigeria 2026

SECTION 1: GEOGRAPHIC DISTRIBUTION OF RESPONDENTS



Export participation is concentrated in the South-West (38.3%), confirming dominance of Nigeria's main commercial corridor. North-Central (21.3%) and North-West (19.1%) show strong production-side engagement outside the coastal axis. Lower participation in North-East (5.3%), South-South (7.4%) and South-East (8.5%) reflects weaker exporter density.

SECTION 2: EXPORT PRODUCT CATEGORIES



Nigeria's export base remains commodity-led — agro commodities exceed 56% of all responses. Processed Foods at 24.5% signals early-stage value-addition activity, an important positive trend. Industrial transformation (manufactured + semi-processed) is shallow at just 10.6% combined.

SECTION 3: EXPORT EXPERIENCE PROFILE OF RESPONDENTS



Mid-stage exporters (6–10 yrs) dominate at 57.4% — experienced enough to operate but still facing scaling constraints. Early-stage (31.9%) represent fresh entrants; senior exporters (10.6%) signal difficulty sustaining long-term growth. This majority cohort of mid-level operators needs targeted data-driven and institutional support most urgently.



3T IMPEX NON-OIL EXPORT INDEX REPORT 2026

SECTIONS 4-6: BUSINESS CONFIDENCE · REGULATORY EFFICIENCY · FINANCIAL HEALTH- SCORING METHODOLOGY

SECTION 4: BUSINESS CONFIDENCE INDEX — SCORE: 87.8 / 100 (STRONG POSITIVE PERFORMANCE)

75.5%

71 of 94

Sales Increased

91.5%

86 of 94

Demand to Improve

75.5%

71 of 94

Economic Confidence

87.8

BUSINESS CONFIDENCE INDEX

Exporter confidence is very strong — most report ACTUAL sales growth, not just optimism. Key Takeaway: The problem is NOT market appetite; it is the ability to execute competitively.

SECTION 5: REGULATORY EFFICIENCY INDEX — SCORE: 54.8 / 100 (NEUTRAL / STAGNANT CONDITIONS)

About the Same

58.5%

Faster than Usual

25.5%

Slower than Usual

16.0%

54.8

REGULATORY EFFICIENCY INDEX

Regulatory Efficiency Index (54.8) reflects a stagnant system — not deteriorating but not improving either. Implication: Regulation is a passive constraint rather than an active enabler of export competitiveness.

SECTION 6: FINANCIAL HEALTH INDEX — SCORE: 52.7 / 100 (NEUTRAL / FRAGILE CONDITIONS)

No Change

58.5%

Easier Access

23.4%

More Difficult

18.1%

52.7

FINANCIAL HEALTH INDEX

Financial Health Index (52.7): neutral but fragile — no major deterioration, but no meaningful improvement. Key Insight: Export growth is occurring DESPITE — not because of — financial system support.

SCORING METHODOLOGY: SENTIMENT-WEIGHTED MODEL (POSITIVE=100, NEUTRAL=50, NEGATIVE=0)

80-100
Strong Positive

60-79
Moderate

40-59
Neutral

20-39
Weak

0-19
Severe





3T IMPEX NON-OIL EXPORT INDEX REPORT 2026

SECTIONS 7-9: LOGISTICS BENCHMARK · PREDICTIVE OUTLOOK · KEY CONSTRAINTS TO SCALING

SECTION 7: LOGISTICS BENCHMARK INDEX — SCORE: 12.8 / 100 CRITICAL CONDITION

77.7%
of exporters report **INCREASED** logistics costs this period

Increased (Unfavourable)

38.3%

Stayed the Same

19.1%

Decreased (Favourable)

3.2%

12.2
LOGISTICS BENCHMARK

Logistics Benchmark (12.2) is the **WEAKEST** index in the entire study — a critical condition. Rising inland transport and port handling costs are the single biggest threat to export competitiveness. Even strong market demand cannot overcome the margin destruction caused by rising logistics costs.

SECTION 8: PREDICTIVE OUTLOOK INDEX — SCORE: 92.8 / 100 (STRONG POSITIVE PERFORMANCE)

Future Demand Expectation:

Demand to Improve

91.5%

Stay the Same

6.4%

Demand to Worsen

2.1%

Investment Intentions:

Yes — Definitely

83.0%

Maybe / Unsure

16.0%

No / Reducing

1.1%

92.8
PREDICTIVE OUTLOOK INDEX

Predictive Outlook Index (92.8) confirms extremely strong forward-looking optimism among exporters. 83.0% plan to increase production capacity — signalling strong latent expansion potential. Provided structural bottlenecks are addressed, this optimism can translate into measurable growth.

SECTION 9: KEY CONSTRAINTS TO SCALING — NO. 1 BARRIER SELECTED BY EACH EXPORTER

High Energy / Processing Cost

51.1%

Quality / Standardisation

28.7%

Difficulty Finding Buyers

16.0%

Port Congestion / Logistics

4.3%

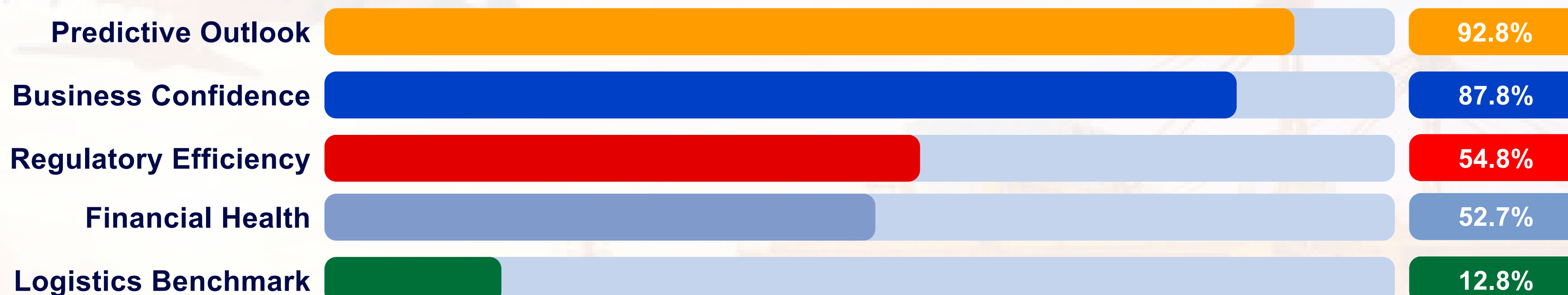
Dominant constraints are **OPERATIONAL** — not market-driven. Energy cost is the #1 barrier at 51.1%. Quality and standardisation issues (28.7%) highlight the need for stronger certification infrastructure. Core Insight: Competitiveness — not demand — is the central constraint to scaling Nigerian exports.



3T IMPEX NON-OIL EXPORT INDEX REPORT 2026

SECTIONS 10-12: COMPOSITE SCORES · STRATEGIC IMPLICATIONS · CONCLUSION

SECTION 10: COMPOSITE INDEX SCORE SUMMARY — 2026 (SCORES RANGE 0 TO 100)



SECTION 11: STRATEGIC IMPLICATIONS FOR KEY STAKEHOLDERS

FOR POLICYMAKERS

- Prioritize logistics cost reduction
- Improve energy availability for exporters
- Strengthen quality infrastructure & certs
- Digitize & accelerate NXP and customs

FOR FINANCIAL INSTITUTIONS

- Expand structured trade finance offerings
- FX solutions & repatriation support
- Advisory services beyond just funding
- Develop sector-specific export financing

FOR EXPORTERS

- Focus on quality standardization & compliance
- Optimize cost structures rigorously
- Invest in efficient logistics & supply chain
- Build strong transaction documentation

SECTION 12: CONCLUSION

"Nigeria's non-oil exporters are confident and market-facing, but high operating costs and weak trade-enabling systems are limiting their ability to convert opportunity into scalable growth."

- Strong demand sentiment & high willingness to invest
- Critically weak logistics — most urgent priority for reform
- Moderately weak finance and regulatory conditions
- Major energy cost and quality constraints block scale



3T IMPEX TRADE CONSULTING

Nigeria Non-Oil Export Intelligence | Quarterly Sentiment Index

www.3timpex.com

...Promoting International Trade Education

© 2026 3T Impex Trade Consulting
All Rights Reserved

08092000424

tradeacademy@3timpex.com





METHODOLOGY

Survey Instrument

Data was collected using a structured questionnaire administered to active non-oil exporters across Nigeria. The questionnaire was designed to capture both quantitative responses (e.g., trends in sales, cost movements) and qualitative sentiment (e.g., expectations, perceived constraints).

Respondent Profile

A total of 94 valid responses were analyzed. Respondents span:

- Multiple geopolitical zones in Nigeria
- Key export segments including agro-commodities, processed foods, solid minerals, and manufactured goods
- Different levels of export experience (early-stage, mid-level, and experienced exporters)

Data Cleaning and Standardization

- Incomplete responses were excluded
- Geographic entries were normalized into Nigeria’s geopolitical zones
- Outliers and inconsistent entries were reviewed and corrected where necessary

Index Construction Framework

The index adopts a sentiment-weighted scoring model, converting qualitative responses into quantitative values.

Scoring System

Each response category is assigned a standardized score:

- Positive / Improvement / Increase → 100
- Neutral / No Change / Stable → 50
- Negative / Decline / Deterioration → 0

This approach ensures consistency across all indicators and enables aggregation.

SCORE RANGE	INTERPRETATION
80 – 100	Strong positive performance / high confidence
60 – 79	Moderate improvement
40 – 59	Neutral / stagnant conditions
20 – 39	Weak performance
0 – 19	Severe constraint / critical condition



TEL: +234 809 200 0424
EMAIL: tradeacademy@3timpex.com
WEBSITE: www.3timpex.com

.....PROMOTING INTERNATIONAL TRADE EDUCATION



**3T IMPEX NON-OIL EXPORT
INDEX REPORT 2026**

3T Impex Trade Center
Surulere, Lagos.

AUTHOR:
Bamidele Ayemibo (Ph.D)