



N-SACC

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A Publication of The Nigeria-South Africa Chamber of Commerce

THE NIGERIA-SOUTH AFRICA TRADE RELATIONS PROSPECTS, CHALLENGES, AND THE WAY FORWARD



Iyke Ejimofor



The April Zoom Webinar of the Nigeria - South Africa Chamber of Commerce (NSACC) breakfast forum was held on Thursday, 29th April 2021, sponsored by Chevron Nigeria Limited.

Mr. Osayaba Giwa-Osagie(SAN), Chairman of Nigeria-South Africa Chamber of Commerce, was one of our speakers. Other speakers include, Mr. Kunle Elebute, Chairman of KPMG in Africa and National Senior Partner of KPMG in Nigeria; Diana Games, Chief Executive of Business Consultancy Africa @ Work and CEO of South Africa-Nigeria Business Chamber, Johannesburg, South Africa; Mark Griffiths, Director Norton Rose Fulbright Africa (Pty), Johannesburg, South Africa. They delivered well received presentations on "The Nigeria-South Africa Trade Relations – Prospects, Challenges, and the Way Forward."

They reiterated that Nigeria and South Africa had the largest economies in Sub-saharan. However, the volume of trade between both countries is suboptimal. Nigeria accounts for less than 1% of total South African exports while South Africa accounts for less than 8% of Nigeria's exports.

Nigeria and South Africa over the years has witnessed sound bilateral trade relations. Nigeria and South Africa should be encouraged to further strengthen the countries.

The Nigerian News segment in this edition highlights key developments in the Nigerian economic space that may be of interest to our members.

The South African News segment reports news items that may be of interest to our members. We appreciate our members for their continued support and commitment. We value your partnership and wish your organization successful operation this year and beyond. Thank you for your usual cooperation.

We wish you well and stay safe in these uncertain times.

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EVENTS



NIGERIA NATIONAL ANTHEM



Arise, O compatriots
Nigeria's call obey
to serve our fatherland
with love and strength and faith.
The labour of our heroes past
shall never be in vain,
to serve with heart and might
one nation bound in freedom
Peace and unity.

Oh God of creation,
direct our noble cause
Guide thou our leaders right
Help our youth the truth to know
In love and honesty to grow
And live in just and truth
Great lofty heights attain
To build a nation where peace
And justice shall reign

SOUTH AFRICA NATIONAL ANTHEM



Nkosi sikelel' iAfrika
Maluphakanyisw' uphondo lwayo,
Yizwa imithandazo yethu,
Nkosi sikelela, thina lusapho lwayo.

Morena boloka setjhaba sa heso,
O fedise dintwa le matshwenyeho,
O se boloke, O se boloke setjhaba sa heso,
Setjhaba sa, South Afrika -South Afrika.

Uit die blou van onse hemel,
Uit die diepte van ons see,
Oor ons ewige gebergtes,
Waar die kranse antwoord gee,

Sounds the call to come together,
And united we shall stand,
Let us live and strive for freedom,
In South Africa our land.

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The 14th annual Africa Energy Indaba is the continent's definitive energy conference and exhibition, providing an agenda that influences energy policy for Africa. The prestigious event serves as the ideal platform for achieving Africa's energy vision for a sustainable energy future and keeping abreast of global energy competitors in this dynamic landscape. The event hosts a conference and an exhibition and has proven its success year on year, demonstrating extreme efficaciousness in addressing key issues impacting the African energy sector while devising solutions to best mitigate these pressing concerns. C-suite executives are the primary audience from across the continent and this provides a perfect platform to network, engage and do energy business at the event.

Highlights

- Catalysing business & investment opportunities in the Africa Energy sector
- The event hosts a conference and exhibition as well as a host of official side events.
- An official Ministerial Roundtable and CEO Roundtables are hosted.
- Concurrent exhibition provides an excellent opportunity to showcase your products and services

The event is slated for 1st March to 2nd Mar 2022 at CTICC (Cape Town International Convention Centre), [Cape Town, South Africa](#) For further information call Thembisa Bambathi on Tel: +27 11 463-9184

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We thank you for your consistent support and commitment.

Please note that ONLY Paid-up members will be entitled to all privileges. We therefore implore members to pay their outstanding subscriptions.

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MANUFACTURING INDABA 2021

"Building manufacturing & industrialization in Africa" Manufacturing Indaba is the leading manufacturing event in Sub-Saharan Africa. The aim of the annual Manufacturing Indaba and its provincial roadshows is to bring together business owners, industry leaders, government officials, capital providers and professional experts to explore opportunities and grow their manufacturing operations. The two-day event has shown impressive growth year on year and has proved its value in catalyzing business connections and helping manufacturers to innovate and grow their potential.

Highlights

- A quality exhibition comprising manufacturers and service providers to the manufacturing industry
- International speaker line-up for the conference
- Provides a platform to engage and discuss the latest global and local manufacturing trends
- Plenary sessions and debate sessions to unpack and encourage active participation at the event

The event is slated for 2nd to 3rd Nov 2021 at [Cape Town, South Africa](#)

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Sourcing Expo"

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SAITEX facilitates tangible international and local trade relationships, whilst providing a platform for the private sector to demonstrate the innovations, solutions and services they have to offer Africa. The exhibition features retail products such as electronics and home appliances, homeware, cosmetics and household products as well as building materials and tools. SAITEX hosts a series of webinars, podcasts interviews and newsletter releases throughout the show campaign. The purpose of the digital offering is to provide accurate and relevant content about the industry, latest trends and innovative solutions as well as insight into how the industry is evolving in the lead up to the event. The event is slated for 23rd-25th August 2021 in Johannesburg, South Africa.

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THE NIGERIA-SOUTH AFRICA TRADE RELATIONS PROSPECTS, CHALLENGES, AND THE WAY FORWARD

The Nigeria South Africa Chamber of commerce webinar for April 2021 was held on 29th April 2021 and was sponsored by Chevron Nigeria Limited. The Speakers are: Osayaba Giwa-Osagie, (SAN), Chairman, Nigeria South Africa Chamber of Commerce; [Kunle Elebute](#), Chairman of KPMG in Africa and National Senior Partner of KPMG in Nigeria; [Dianna Games](#), Chief Executive of Business Consultancy Africa @ Work and CEO of South Africa - Nigeria Business Chamber, Johannesburg, South Africa; [Mark Griffiths](#), Director Norton Rose Fulbright Africa (Pty) Ltd., Johannesburg, South Africa. They spoke

on the topic: The Nigeria-South Africa Trade Relations Prospects, Challenges, and the Way Forward.

Osayaba Giwa-Osagie, (SAN), Chairman, Nigeria South Africa Chamber of Commerce said Nigeria is one of South Africa's biggest suppliers of oil, therefore Nigeria's main exports to South Africa is crude oil. Beyond crude oil, Nigeria exports food beverages, machinery, vegetable products, fertilisers, mineral exports, rubber products etc to South Africa. South Africa on the other hand, exports diverse products into Nigeria such as plastics and articles, machineries and

mechanical appliances, base metals, mineral exports, agricultural produce, vehicle parts, product chemicals for industries etc. Research has shown that Nigeria is one of South Africa's largest trading partners on the continent.

However, certain challenges have arisen in recent times that have grossly affected the trade relations between South Africa and Nigeria.

He said these barriers usually restrict international trade through various mechanisms such as tariffs, quotas, custom duties, sanctions and embargoes. Nigeria employs a combination of tariffs and quotas to tax international trades and also imposes other trade restrictions for purposes of



revenue generation and protection of its local industries. For example, in a bid to protect the local industries in the Agric-business sector, the Nigeria government banned the use of foreign exchange to import certain food items such as rice, cement, vegetable oil, meats and processed meats product, poultry chicken etc. Nigeria also mandated restrictions on imports and exports to support local industries in meat products, spaghetti/noodles, bagged cement, furniture and footwear, among others.

The chairman added that most goods especially in the food, drug, and cosmetics categories require some form of inspection and/or certification from government authorities or their appointed third-party contractors before same can be imported into Nigeria. Due to lack of adequate capacity to carry out such inspection and clearance thoroughly, there are delays in processing importation of these goods which discourages international trade. It is not new that there have been series of violent acts between the citizens of both nations in which businesses have been attacked. We would recall that in 2019, mobs in South Africa attacked homes and businesses owned by foreigners. Nigerians protesting against these attacks resorted to destroying

businesses owned by South Africans. As a result, the local units of South African telecoms company MTN and supermarket chain Shoprite closed all stores and service centers in Nigeria to forestall the attacks.

Though it is commendable that the Governments of both countries have risen up to curb these situations from escalating, the fears still exist between investors. The insecurity rate in both nations is another constant threat to trade between both countries.

Unstable Government policies are a major challenge to international trade. There is the problem of uncertainty created by frequent change of policies. When policies change too frequently, businessmen do not know from one day to the other exactly what to expect. These uncertainties affect trade relations. For example, in 2019, the Nigeria government shut down its land borders for over a year.

This affected several businesses and reduced intra Africa/Regional trades. Recently, the Central Bank of Nigeria listed about 42 products in respect of which authorised dealers are directed to desist processing of form M for import of those products. Such products include maize, rice, margarine, furniture, toothpicks. Such policies which are constantly changing create uncertainty

which discourages investors. Corruption is a major structural impediment. There are deliberate efforts by officials to violate the principle of free movement of people and goods. Harassment from custom officials and police are popular occurrences for importers and exporters. The appropriate measures to curb these behaviours are not put in place and where they exist, they are not implemented.

There is the need for developed infrastructures for transporting goods. Roads account for about 90% for movement of goods in Africa and its development is therefore vital. Air transport is still very expensive. Africa inland waterways is an excellent opportunity to connect cities and countries in South Africa and Nigeria. However due to political instability, civil unrest and lack of high level of political support for such projects, African waterways remains the region's greatest untapped connector.

Experienced importers know which agencies to deal with and the standard process, but the inexperienced are assessed randomly by agents, told to bring unnecessary forms and forced to pay bribes. Since most imported shipments can remain at the port only for 21 days before shipping companies start imposing expensive, daily demurrage charges, many customers are compelled to pay fees higher than the statutory rate to clear their goods.

A high percentage of Nigeria's imports pass through the Lagos port complex at Apapa and the Tin Can island port, both in Lagos, for further transportation by road to the rest of the country. But the roads outside the ports are in such poor condition that moving goods out of Apapa can take an entire day instead of 45-60 minutes. That delay is one contributor to port congestion. It also poses a major challenge for importers of time-sensitive or temperature-controlled products.



Delays at Nigeria's ports are also caused by inefficient border administration and seem to stem from general mismanagement, undeveloped transport infrastructure and corruption. Business operators consistently complain about dealing with too many government agencies, arbitrary fees requested by some government officials, illegal clearing agents at the ports, and poor infrastructure. The agencies ask for documentation not always communicated in advance and fees charged are beyond the statutory rate.

The fluctuation of the Naira currency and South African Rand has not been encouraging. This has caused major businesses such as ShopRite to pull out of Nigeria. The Nigerian Naira had been adjusted on several occasions by the Central Bank of Nigeria from N360 to N381/\$1 but it still did not improve the balance sheet of most South African companies in Nigeria. This unstable rate is not favorable and may cause other South African companies to pull out of Nigeria.

There are also probable concerns over profit repatriation closely linked to the exchange rate fluctuation challenge. MTN has had a running battle with the Nigeria government over profit repatriation. The Central Bank of Nigeria on August 29, 2019 ordered MTN and four Nigerian banks to bring back \$8.1 billion into Nigeria. The apex bank alleged that the telecoms firm sent the funds abroad in breach of foreign exchange regulations. This development affected the MTN business and also caused the banks to incur cost as they were required to pay fines.

Although this issue has not been resolved amicably. Situations like this have made the South Africa Companies to be reluctant to invest largely in Nigeria. In addition to the currency devaluation which has reduced profits, the minimal profits made is still put through a difficult terrain of policies before it can be repatriated.

Most Nigerian and South African companies have stated that the COVID 19 costs incurred during the national lockdown together with the costs of managing and protecting its employees, customers, stores, inventory and distribution infrastructure has affected sales. South Africa experienced a protracted lockdown compared to Nigeria and this affected business in both countries. Although, it is important to note that trade activities have resumed in both countries at a minimal rate despite the presence of the coronavirus.

· **Bilateral Agreements:** Since the inception of democratic rule in Nigeria, Nigeria and South Africa have had encouraging bilateral relations. Nigeria has over 30 Bilateral agreements with South Africa. In 1999, Nigeria and South Africa signed bilateral agreements for trade and investment. These agreements amongst other things aimed to increase the volume of trade between the two countries and will experience significant increase in trade. However, in recent years, this has declined dramatically. One reason is the weak structure for enforcement of the Bilateral Agreements and the failure to ratify these international agreements

There is the need for both countries to diversify their products. The commodities being traded between

these countries are still narrow. As a matter of fact, we have an unequal trade situation between Nigeria and South Africa, as 97% of Nigeria export to South Africa is oil, while South Africa exports machineries, plastics, wood etc into Nigeria. Nigeria will need to boost production and trade in non-oil products. By diversifying, both countries will be able to capture more trade opportunities, which would foster long term trading relations.

· **Industrialisation of the Manufacturing sectors-** Africa economies still rely majorly on raw commodities and this include Nigeria and South Africa. To promote trade, both countries must embark on an agenda driven by private sector led investments in the manufacturing sector. Investment in the manufacturing Sector would expand the capacity for trade in Africa.

· **Maintenance-** Maintenance projects are often neglected and underfunded. Policy makers need to come to terms with the importance of having a solid maintenance culture. Maintenance is more cost-effective than creating new infrastructures or rehabilitating failed infrastructures.

There are quite a number of business opportunities that can be explored between the two countries.

· **Agriculture** is one of the untapped business opportunities between both





countries. As indicated by the world bank projections, Africa Agricultural and food market is expanding quickly. The continent currently depends to a significant degree on extra-African sources for imports of food and agricultural products. The share of intra-African agricultural trade has been consistently below 20 percent in recent decades. Both countries can gain comparative advantages by producing the products that they are the most efficient in producing for purpose of trade. To improve the Agri-business sector and encourage investment, the Nigerian government has introduced several incentives which includes zero import duty and tax reliefs.

- E-commerce business which involves offering goods and services online. Technology is redefining the world and with the Covid-19 pandemic, the growth of technology has been accelerated. There are numerous untapped business opportunities in the technology space which investors in both countries can explore. Both Countries have major companies operating in the technology and fintech sector and they can partner with each other. There are significant opportunities to improve trade of goods and services between the two countries.

- The Federal Executive Council ratified Nigeria's membership of the African Continental Free Trade Area (AfCFTA) on the 11th of November 2020. This occurred more than a year after Nigeria signed the African Continental Free Trade Agreement (the "Agreement") in July 2019. The Agreement establishes a single market for goods and services across 54 countries, allows for the free movement of business travelers and investments, and creates a unified customs union to streamline trade on the continent. The AfCFTA has also been ratified by South Africa.

- Some of the impacts of the AfCFTA to the Nigeria-South Africa Trade include:
 - Creation of a single market which promotes the movement of capital and others. This in turn will create an

increase in jobs and increased infrastructure development due to easy movement of goods and services. Notably, MTN, Stanbic IBTC Bank and ShopRite are major employers in Nigeria and the AfCFTA Agreement only helps to foster business in both nations.

Access to a larger market which would mean increased jobs, increased returns and increased investment. Professionals from both nations which render various services to industries such as construction, engineering, technology, and financial services can now enter freely. In addition, labour-intensive trade across borders would require the services of low skilled workers and the free movement of persons guaranteed by the AfCFTA will bring with it the free movement of services these persons will render. Both nations now can partner to provide services and trade with other African nations that have signed and ratified the AfCFTA.

Removal of barriers- Free trade involves a removal of trade and non-trade barrier except those required for health or national security. With the implementation of the AfCFTA, tariffs will be abolished on 90% tariff lines, therefore Nigeria and South Africa can import and export goods without any tariff barriers and other non-tariff barriers to trade are expected to be reduced significantly. There is therefore a high possibility that the volume of trade between Nigeria and South Africa will improve with the implementation of the AfCFTA.

According to Kunle Elebute, Chairman of KPMG in Africa and National Senior Partner of KPMG in Nigeria said that in 2020, Nigeria and South Africa (SA) had the largest economies in Sub-Saharan Africa. However, the volume of trade between both countries is sub-optimal.

Nigeria accounts for less than 1% of total SA exports while SA accounts for less than 8% of Nigeria's exports.

SA represents one of Nigeria's major

export partners through the sale of crude oil. However, it does not represent a major import partner. Nigeria is also not one of South Africa's strategic trading partners.

Looking at huge investments between both countries, South Africa appears to have a sizeable presence in Nigeria compared to Nigeria's investments in South Africa.

This suggests that Nigeria is more open to investments from South Africa compared to Nigeria's limited investments in South Africa.

The question thus arises:-How can Nigeria and South Africa forge stronger trade relations?-What steps are required for an increase in the presence of Nigerian businesses in South Africa?

Prospects for trade relations between Nigeria and South Africa

Given the size of the economies of Nigeria and South Africa, numerous opportunities abound for both countries to enhance trade relations. These include:

Potential mergers/Business Relationships between the key players in sector Key players in sectors with comparative advantage may consider a merger to enable the men enjoy the benefits it provides. Such benefits include cost and revenue synergies, expansion into other parts of the continent etc. In addition, mergers provide businesses with the power and resources that they may require to expand into other parts of the continent in the long run.

Cross-listing on the stock market of both countries

The Nigerian Stock Exchange (NSE) and Johannesburg Stock Exchange (JSE) both fall within the top five largest stock markets in Africa. As the markets in both countries continue to recover from the effect of COVID-19 it is important that



companies operating in both jurisdictions explore the opportunity of cross-listing on both stock exchanges to enjoy the benefits of such arrangements.

Government Support

Nigerian and South African governments should consider collaborating to provide support to businesses, especially Small and medium scale enterprises operating in either jurisdictions. Presently, SME's contribute a good percentage to GDPs in both countries with potentials for growth when properly supported.

Limitation and/or removal of barriers to free trading

The African Continental Trade Area (AfCTA), provides for a single market across various African countries. The agreement although posed by challenges, if implemented properly will provide a gateway for easy trading among African countries.

Some of the challenges to improved trade relations include:

In the past, there have been socio economic tensions between both countries arising from perception of immigrants (complaint of unemployment, pressure on social amenities). These tensions have led to attacks on Nigerians and Nigerian

owned businesses in South Africa and reprisal attacks in Nigeria.

Similar to problems faced by other African countries, the ease of setting up businesses in the two countries is still a major source of concern for prospective entrepreneurs and investors from either countries with South Africa and Nigeria ranking 84 and 131 respectively on the 2020 Ease of Doing Business index.

The existence of barriers to the movement of individuals between the two countries poses a major challenge to the ease of conducting and sustaining economic relations between both countries.

An alliance between both countries creates a huge opportunity for increased trade relations

Stability of government policies, strengthened relationships between regulators and trade organisations in both jurisdictions and signing of memorandums of understanding on key investment areas as well as removal/reduction in limitations to barriers of trade.

The signing of The AfCFTA, if fully harnessed, heralds a great breakthrough in the ease of cross border movement between the two countries and a wider opening of the economies of the two sub-Saharan economic giants.

A possible solution to the barrier in movement is the introduction of a Visa on Arrival programme to frequent and revisiting traveling business and corporate personnel coming into South Africa.

Achieving a mutually beneficial economic relationship between both countries requires the Governments to play active roles through continued sensitization and open economic dialogue on benefits of bilateral relations.

Providing protection for Nigerians and Nigerian owned businesses in South

Africa and likewise for South Africans and South African owned businesses in Nigeria is critical to enhancing trade relations between both Countries.

The prospects for mutual and beneficial growth in trade relations between both countries are endless.

Nigeria and South Africa must continue to forge stronger relationships and propel each other to greater heights.

In another development, Mark Griffiths, Director, Norton Rose Fulbright Africa said that Nigerian investment into South Africa (SA) is subject to a number of material obstacles that ultimately discourages investment. Some of the reported obstacles relate to the application of the Broad-Based Black Economic Empowerment (BEE) and Exchange Control regulations in SA.

In addition to other regulatory considerations, such as the impact of the SA merger control regime and the proposed Foreign Direct Investment (FDI) regime, we propose taking a brief look at these issues in order to determine the potential impact on investment.

BEE is a government policy to advance economic transformation and enhance the economic participation of Black people (African, Coloured and Indian people who are South African citizens) in the South African economy, While BEE is not a legal requirement, a certain BEE level may however be required when obtaining licences, consents, or concessions from organs of state, transacting with organs of state or transacting with private entities. In addition, there may be specific requirements in certain sectors. Ownership is a criteria together with other considerations (e.g. procurement, learning and development).

Where foreign investors subscribe for shares in a South African company, it is a requirement for the share certificates to be endorsed 'non-resident' by an Authorised Dealer (generally one of the





large commercial banks in South Africa) This allows for any dividends declared in such shares to be freely repatriated from South Africa, where the foreign investor advances a loan to a South African company, it is necessary to obtain exchange control approval in the form of a loan reference number which is allocated to the loan. Once approval has been obtained, any interest or capital repayments on the loan may be freely remitted from South Africa.

A FDI regime for reviewing national security issues will be introduced as part of the SA merger control regime. While it was signed into law in early 2019, implementing provisions have not yet been implemented.

The process will involve the review by a presidentially appointed committee as to whether a merger, involving a 'foreign acquiring firm', would pose substantial public interest implications for a particular industrial sector.

The list of national security interests, including the markets, industries, goods or services, sectors or regions in which such mergers must be notified will be published.

It is anticipated that the list will be relatively wide due to the broad factors that will be used in identifying national security interests (e.g. the supply of critical goods or services to citizens, or the supply of goods or services to

government, services essential to the health, safety, security or economic well-being of citizens and the effective functioning of government, SA's economic and social stability)

Merger control regime

Non-greenfield investments likely to trigger merger control approval from the SA competition authorities.

SA merger regime is similar to the regime under the FCCPA in Nigeria

Due to the public interest components of SA merger control regime, a range of conditions could be imposed such conditions could include increased local ownership and moratoriums on retrenchments.

The future of investments into South Africa, Risks/challenges are not unique to Nigerian investments; Parity in treatment with regulation applied to all acquirers in same manner (irrespective of jurisdiction); The perceived challenges are not insurmountable and are often proactively addressed from investors from other jurisdictions and opportunities to increase investments from Nigeria into South Africa.

[Dianna Games](#), Chief Executive of Business Consultancy Africa @ Work and CEO of South Africa - Nigeria Business Chamber, Johannesburg, South Africa stated that Nigeria and South Africa over the years has witnessed sound bilateral trade

relations.

Opportunities between SA and Nigeria

- Supporting infrastructure – BNC, Bilateral Advisory Commission
- Obvious opportunity
- Historical political ties to build on
- Different competitive advantages
- Relative proximity
- Complementary supply & demand
- Economic/development synergy
- Strategic partnership in Africa
- Willingness to engage by citizens/officials
- Nigeria - 64% of SA's West Africa trade
- Nigeria – one of SA's top 3 sources of crude
- SA is in top 10 of investors in Nigeria globally
- Nigeria is SA's 10th biggest export market in Africa, 32nd globally
- SA's top import market, 6th globally after China, Germany USA, India, Saudi (2020)
- Engagement opportunities between Nigerian states and SA investment agencies

Challenges

- Low Nigerian investment in SA
- High visibility of SA companies in Nigeria – target for regulators etc
- Mistrust between nationals at some levels
- Low level of strategic economic diplomacy
- Business culture & dearth of information
- Logistics & trade/investment barriers
- High cost of entry
- Currency volatility in both markets

The Speakers emphasized that the Nigeria and South Africa trade relations need to be strengthened by the two Countries.

CBN'S DIGITAL CURRENCY'LL BEGIN BEFORE 2022

The Director-Information Technology Department, Central Bank of Nigeria, Mrs Rakiyat Mohammed, has said that the banking regulator will launch a digital currency before the end of 2021.

Muhammed disclosed this during a press briefing on the Bankers' Committee meeting on Thursday.

"As I said before the end of the year, the Central Bank will be making special announcement and possibly launching a pilot scheme in order to be able to provide this kind of currency to its populace," she said.

She said about 80 per cent of central banks in the world were exploring the possibility of issuing central bank digital currency and Nigeria could not be left behind.

For over two years now, she added, the CBN had been exploring technology and had made tremendous progress.

Explaining what the Central Bank digital currency would be, she said there were currently two forms of money in the country.

She added, "We have in two forms in Nigeria as of now, there are the notes and there are the coins."

"So the Central Bank currency is to be the third form of money which means just as we have electronic money, digital money is not new in Nigeria."

"Just as we are about the third or fifth in the whole world as far as advancement in the use of digital money is concerned."

"So this is going to compliment the coins and cash that we have."

"The Central Bank digital currency will just be as good as you having cash in your pocket and even as you have the cash in your pocket, you are going to have the cash on your phone."

She said the Central Bank was looking at different use cases such as remittances.

The director said, "We all know how money has to travel for someone to send money from Nigeria to abroad and it is a huge money in Africa."

"We also know that recent report by EfiNA was that our target was to achieve 80 per cent financial inclusion. We are about 60 per cent and at the rate at which we are going, we are not going to meet this target."

FG TO INTRODUCE UPDATED TRADE POLICY – ADEBAYO

The Minister of Trade, Industry and Investments, Niyi Adebayo, said the ministry is working to produce an updated trade policy that will reflect the current situation of the world.

He said the policy would be submitted to the Federal Executive Council for ratification by the end of the year.

The minister said, "We have got a trade policy. We are in a process of updating and completing our trade policy."

"We are hopeful that before the end of this year, we will be able to take the policy to the Federal Executive Council for approval."

"The document is undergoing review. We want to update it to be effective for the current situation of the world."

"We are sure that by the time we conclude the document, it will be one that would be applauded by Nigerians."

Speaking on the celebration, Adebayo said it would be marked with two events organised to encourage the efforts and growth of small and medium scale enterprises in the country.

The events which included the exhibition of made in Nigeria products and live performances of cultural troupes were scheduled to hold in June.

"The exhibition of made in Nigeria products will therefore reveal the tremendous potentials that amount in our quest for self-sufficiency and self-reliance," he said.

While lamenting the underdevelopment of the tourism sector, the minister noted that the live performances of cultural troupes event was introduced to showcase the country's cultural heritage to the entire world with the aim of positioning Nigeria as a destination of choice for tourism.

STANDARDS HARMONISATION WILL BOOST INTRA-REGIONAL TRADE, SAYS FG

The Minister of State for Industry, Trade and Investment, Mrs. Mariam Katagum, has emphasised the need for the harmonisation of standards among member countries of the Economic Community of West African States (ECOWAS).

This, she said would help strengthen industrialisation process and enhance quality culture as well as improve intra-regional competitiveness in trade.

Katagum, while declaring open the ECOWAS Ministers of Trade and Industry meeting, which was held virtually in Abuja, said in order to ensure that opportunities from both regional and continental free trade initiatives are realised, necessary structures and instruments are particularly crucial to promoting trade and industry.

The minister, who represented the Ghana's Minister of Trade and Industry as the Chairperson of the occasion, said ECOWAS continues to be a key pillar of the African Union and an example of a well-functioning regional economic community.

The minister noted that ECOWAS had over the years made considerable achievements towards the establishment of a common market, especially in the areas of free movement of persons and goods as well as harmonisation of policies. She said: "Since our last ministerial meeting in October 2020, our countries have been working individually and collectively to protect lives by combating the spread of the COVID-19 whilst seeking to promote livelihoods by stimulating economic recovery."

"In December 2020, the 13th Extraordinary Summit of the Heads of State and Government of the African Union took the historic decision to start trading under the African Continental Free Trade Area (AfCFTA) on goods with agreed rules origin."

In a statement by the Assistant Director of Information in the ministry, Mrs. Oluwakemi Ogunmakinwa, Katagum acknowledged and commended the

efforts of experts of trade and industry saddled with the responsibility to work and make recommendations on documents relating to African Continental Free Trade Area (AfCFTA) agreement.

She also lauded the regional institutional arrangement to boost trade, harmonised standards, regulations on implementation of standards and ECOWAS certification mark as well as ECOWAS post COVID-19 industry recovery programme.

The minister said: "Undoubtedly, the instruments being considered will promote trade and mitigate the impact of the pandemic on our economies, especially for SME's."

She also appreciated her counterparts for their leadership roles in their respective countries to promote regional integration and economic development for the benefit of all West African citizens as well as the development partners for their technical and financial support towards the economic development of the region.

ELECTRONIC PAYMENT TRANSACTIONS HIT N21.27TN IN MAY

Transactions across various electronic payment channels rose marginally by 0.38 per cent to N21.27 trillion in May 2021, up from the N21.19 trillion recorded in April 2021.

Managing Director, Financial Derivatives Company Limited and a member of President Buhari's Economic Advisory Council, Mr. Bismarck Rewane, gave the figure in a report titled: "Economic Policy: More Clarity and Less Ambivalence," which he presented at the Lagos Business School's executive breakfast session.

The report showed that the value of transactions was flat due to the slow level of economic activities recorded last month.

It showed that while point of sales (PoS) transactions declined marginally to N503.96 billion in May, down from N507.86 billion the previous month; transactions via NIBSS Instant Payment

climbed to N21.246 trillion, as against N21.191 trillion recorded the previous month.

According to the report, May was a month of mixed economic data as Nigeria's first quarter (Q1) 2021 Gross Domestic Product grew 0.5 per cent (1.36% below Q1 2020). It stated that the Q1 2021 data confirmed a slow growth and fragile economy, even as inflation showed a slight moderation to 18.12 per cent with food inflation down to 22.72 per cent.

Growth was not as broadly inclusive as policymakers expected, it stated. It said the Central Bank of Nigeria (CBN) had adopted the NAFEX rate on its website, suggesting it is now the official rate. The development was an indication of a move towards convergence, it said.

"Forex transactions now strictly system-generated- not on mobile phones. This is a more transparent price discovery and settlement system," it added.

The parallel market rate fell sharply to N501 to a dollar at the weekend. This, the report attributed to panic buying, speculative trading, forex rationing, and front-loading of demand.

"Naira is approaching its fair value as multiple exchange rates converge. At N410.75/\$ the currency is overvalued by 19.30 per cent. Convergence around the Investors and Exporters' forex rate is expected to continue, to further reduce the parallel market premium

"Parallel market rate will oscillate between N470/\$ N490/\$ in July and the CBN is to adopt a crawling peg strategy in the third quarter of 2021.

"The Naira-4-Dollar promo is going to have a muted impact on external reserves in the near term and the CBN will continue to clear its forex demand backlog to foreign portfolio investors," it added.

Also, it predicted that gross external reserves would likely fall to \$32 billion, adding that a higher oil price (\$70pb) will buoy the naira and reserves. Additionally, it anticipated that headline inflation might increase in May as insecurity continues to disrupt the

commodities supply chain.

The report estimated that treasury bills and interbank interest rates would continue to rise in June, as the 364-day Treasury bill rates were fast approaching 12 per cent per annum. Commenting on recent development in the cryptocurrency market, it stated that there were mixed views on the desirability of the digital trading instrument.

"Conservatives describe cryptocurrency as worthless and a movement from rat poison square to delusion. The less risk-averse investors think the time of cryptocurrency has come and Nigerian crypto investors are mainly speculators and looking to bypass exchange rate control regulations," it added.

According to the report, the global value of the total cryptocurrency market is over \$2 trillion, up from \$260 billion a year ago. It estimated that the value of Bitcoin in Nigeria is \$200 million, stating that the downside risk of cryptocurrency is high volatility.

The market is currently driven by sentiment and momentum, it noted, adding that a tweet by Elon Musk sent a bearish signal, crashing the price of Bitcoin recently.

This it stated, raised concerns about cryptocurrency as a store of value, adding that China, just like Nigeria, has banned its financial institutions from facilitating crypto exchange. In Africa, it projected that inflation in the continent would average 8.1 per cent in 2021, noting that inflation increased in three countries and reduced in three others.

The 2021 GDP growth rate, according to the International Monetary Fund, is estimated at 2.5 per cent, with an average growth of 3.16 per cent expected over the next three quarters "Real GDP growth – directionally positive but nominally insignificant. It is sub-optimal to have a significant impact on poverty and unemployment levels," it added.

CONSTRUCTION OF R8 BILLION TSHWANE AUTOMOTIVE SEZ PROGRESSING WELL – OCTOBER

The Chairperson of the Tshwane Automotive Special Economic Development (TASEZ) Board, Mr Lionel October, has expressed his satisfaction with progress made with the construction of the almost R8 billion project. He expressed his satisfaction during his visit to the construction site with a team of officials from the Department of Trade, Industry and Competition (the dtic) and the Gauteng government.

The aim of the visit was to assess progress on the construction of the top structure facilities that is currently underway and also prepare for the visit by Ford's Vice President, Andrea Cavallaro. The team was welcomed and briefed by the CEO of TASEZ, Mr Simphiwe Hamilton.

"Significant ground has been covered since the laying out of the bulk infrastructure and the official commencement of the factory spaces. This multi-billion rand infrastructure project, which is jointly funded by all three spheres of government, has made impressive progress despite the COVID-related lockdown since it was unveiled by the President Cyril Ramaphosa in November 2019," said October.

He added that from his last visit, the construction teams have made remarkable strides toward meeting the deadlines of occupational dates of these facilities.

"We are more than happy with the progress that we have witnessed to date. I cannot overemphasise the importance of this investment project towards job creation and localisation goals of government for the automotive sector," added October.

He stated that the completion of Phase 1 construction will see more than R4.33 billion investments from 10-Tier 1 and Tier 2 suppliers to Ford Motor Company in the next 12 months.

"Having these suppliers located adjacent to the Silverton Assembly Plant is crucial towards increasing efficiency and competitiveness of the

South African automotive sector, and thus unleashing further potential increases in production capacity for domestic and export markets," noted October.

The Acting Deputy Director-General of Spatial Industrial Development and Economic Transformation at the dtic, Mr Maoto Molefane, indicated that with the construction of factories being at the advanced stage, government would now support TASEZ to develop other industrial development support systems such as training facilities, incubation centres, retail facilities, office park and other public facilities. These will be developed in line with the market demand and TASEZ Master Plan.

"The plan has always been to develop TASEZ as one of the smart development precincts that have work, paly and stay options for workers and surrounding communities. Tshwane Automotive SEZ is developed using the new SEZ approach that the cabinet has recently approved, which seeks to strengthen to collaboration and coordination of the SEZ programme with other spheres of government and private sector" indicated Molefane,"indicated Molefane.

The CEO of TASEZ, Mr Simphiwe Hamilton commended government's unwavering support on this project. He went on to thank the dtic, the Gauteng Provincial Government and the City of Tshwane for their role in resource mobilisation and coordination of critical stakeholders.

"TASEZ is grateful for the support and co-operation of all our key stakeholders. The success factor of this project heavily depends on constant assessment and engagement with our stakeholders. We thus value the visit of the TASEZ Chairperson and the dtic," he said.

From a South African automotive industry point of view, upon completion, TASEZ will not only be the world's largest Ford Ranger pick-up plant manufacturer, but will also be producing a global product and brand that will be exported to no less than 150 countries.

BOOSTING JOBS AND GROWTH THROUGH MEASURED LOCAL INDUSTRIAL INITIATIVES – MINISTER CALLS ON BLACK BUSINESSES TO SUPPORT LOCAL INDUSTRY

South African growth and employment levels can be boosted significantly through a successful local industrial programme. This was said today by the Minister of Trade, Industry and Competition, Ebrahim Patel at the Black Business Council Annual Summit.

Minister Patel pointed to successful examples of localisation in the past year, covering products ranging from medical supplies required to address the Covid-19 pandemic, to poultry, kitchen cookware and sugar products.

"Local industrialists expanded output of key products needed to fight the Covid-19 pandemic often from scratch. They created an industry that is worth well over R10 billion in output through production of masks, ventilators, sanitisers and vaccines," he said.

"The Covid-19 pandemic has shown the vulnerabilities of national economies in a globalised world, with the disruption of global supply-chains and measures to monopolise access to scarce goods like ventilators and vaccines. The lesson for South Africa is to build greater economic resilience – at firm and economy level – and pursue what has been described as 'strategic autonomy' goals, which in the South African context means greater levels of industrialisation and innovation," Minister Patel said.

He noted that South Africa and India co-sponsored a proposal at the WTO to have a temporary waiver of certain intellectual property rights, on vaccine, diagnostic and therapeutic products, to enable greater local production across the world, particularly on the African continent. More than 100 countries have now come out in support of the proposal to address the shortage of vaccines.

Minister Patel pointed to the need for a stronger economy and a fairer economy and the connection between the two.

"Strengthening the economy in a society with significant legacy challenges and deep levels of inequality, requires extraordinary measures. Growth requires deeper inclusion so that our base of enterprise is widened. If we are to develop the national consensus on growth that we urgently need, and the sense that we are in this together, it needs to be based on communities, the unemployed, workers, black entrepreneurs, women, young people and the rural poor seeing a path to jobs and prosperity," he said.

He set out progress made with transformation through measures in the Competition Act which can assist:

"The Competition Act has been amended to place transformation at the centre of competition policy, including through measures to address price discrimination against smaller businesses and firms owned by black South Africans, new curbs on abuse of power by dominant firms and new powers to the regulators to deal with economic concentration that results in exclusion of black South Africans in the economy. The recent actions against exclusive lease agreements in shopping malls; and the opening up of car repair and panel beating markets to township players, illustrate what is needed," he said.

"The mandate on Black Industrialists given to the Department of Trade, Industry and Competition (the dtic) - institutions, has resulted in R32 billion in loans and support over a 5 period for 800 black industrialists," he said.

"We have compiled a register of current worker ownership arrangements within firms in the economy, to quantify the extent of the impact of Broad Based Black Economic Empowerment

(BB-BEE). The information in the Register, which is constantly being updated, shows that roughly 50 firms who have worker ownership through shares in their companies cover approximately a quarter million workers," he said.

Minister Patel noted a number of challenges with BEE implementation.

"The use of fronting arrangements and gaming of the BEE rules by firms seeks either to evade the BEE requirements or artificially inflate the true extent of transformation. Where data and claims by firms are not adequately quality-controlled, or the rules are imprecisely formulated to enable the system to be 'played' different to the spirit of transformation, they result in legitimate public skepticism on the real impact of BEE," he said.

"The funding mechanisms, particularly the use of certain vendor funding structures in many cases limits the real benefit in BEE transactions. Many of these deals have been structured using what one can only call "heroic" assumptions about asset price growth. Many of these deals are now "underwater" – meaning the beneficiaries have not been able to realise the value they were promised, leaving the established firms with the BEE scorecard benefits without providing apparent beneficiaries with any real gain. It requires review," he said.

"Deep concern among communities and workers that the benefits of BEE are in many cases too narrowly captured by a few individuals, that workers and their collective vehicles are left out of gains in such instances. Where worker ownership schemes are in place, they in many cases do not provide for one of the key elements of ownership, namely the right to nominate and appoint Board members," he said.

Minister Patel announced that a Panel will be established to consider the challenges and identify measures to ensure that the policy benefits a wide number of South Africans

GOVERNMENT ISSUES TRADE POLICY STATEMENT IN CALL FOR FOCUS ON LOCAL JOBS AND INDUSTRIAL GROWTH

The Department of Trade, Industry and Competition (the dtic) yesterday issued a Trade Policy Statement, reflecting its policy objectives for international trade in the wake of the COVID-19 pandemic and the emerging opportunities which stem from the signing of the

agreement on the African Continental Free Trade Area (AfCFTA).

"Trade policy needs to be a source of new jobs and expansion of the industrial economy in South Africa. It must support South Africa's industrial development. Increased exports can drive sustainable growth, generate decent well-paying jobs and widen economic inclusion, including for women and youth," Ebrahim Patel, Minister of Trade, Industry and Competition said today.

The release of the Statement is in the context of significant recent developments, including the impact of Covid-19 on the local economy, the adoption of a policy of promoting industrialisation and localisation, and progress with the African Continental Free Trade Agreement (AfCFTA).

Pre-Covid, exports of manufactured products grew. According to the South African Reserve Bank (SARB), manufactured exports topped R500 billion for the first time in 2019, driven by growth in exports of products such as cars, catalytic converters (used to reduce carbon emissions in cars and trucks), mining equipment and even cosmetics.

The AfCFTA presents an opportunity for industrialisation in SA and for the rest of the continent. African countries imported more than R7 trillion worth of goods from outside the continent in 2019, representing the size of the opportunity local producers. Work has also begun to identify and develop regional value chains to support cross-continental industrialisation.

South Africa recorded a R270 billion trade surplus in 2020, the fifth straight surplus in a row and the highest on record. This has been followed by a R96 billion trade surplus in the first three months of 2021, again the highest for the first quarter of any year on record.

Last year's trade surplus was largely the result of an increase in the exports of agricultural produce and platinum group metals, and a reduction in imports of crude oil and machinery. While the trade surplus supported South Africa first current account surplus in nearly 20 years, more work

is required to drive the export on manufactured goods, which can support greater levels of job creation.

The Trade Policy Statement commits to promote industrial capacity. Economic development requires the expansion and diversification of the industrial sector, which is still the main catalyst of productivity growth, rising wages, innovation and a key driver for service sector expansion. SA is a comparatively small and open economy, accounting for 0.53% of world merchandise trade and approximately 0.28% of world services trade. High levels of manufactured imports and a comparatively high import-propensity underscore not only the lack of diversified domestic production but also, if given appropriate focus and support, the possibilities for domestic industrial expansion.

The Statement frames its impact on workers, women and communities. Trade policy must promote and facilitate the development of inclusive economies. SA workers should expect that government policy and actions on the trade front should increase employment and promote decent work opportunities. Where workers are displaced by trade reform, policy should as far as possible seek to put in place measures to better manage adjustment costs. Communities expect opportunities for young people, women and rural enterprises to grow and find opportunity in local and global markets. For the first time, SA is taking the deliberate and necessary step of pursuing a gender-sensitive and gender responsive trade policy.

The role of trade in driving value-added exports and African industrialisation is highlighted in the Statement. SA's bilateral engagements are focused on expanding opportunities for higher value-added exports and encouraging inward investment to support our industrial policy objectives. The details of such engagements depend on the trade and investment profile of the partner country, whether the relationship is underpinned by binding or cooperative trade agreements and the interests of the partner. In each

engagement, SA advocates that our partners increasingly view Africa as an investment destination rather than simply a market for exports in light of the AfCFTA. Industrialisation must thus be at the heart of transformation of the African economy. With 17% of the world's population but just 3% of world manufacturing, Africa's path to prosperity lies in increased levels industrial production and there is some evidence showing that since 1990 manufacturing employment share has grown in a number of African countries, but with modest value-added growth.

On the future of multilateralism, the Statement sets out SA's proposed role. It notes that SA advocate's an approach premised on the principles of inclusivity and development. The keys to the legitimacy and sustainability of the WTO lie in its ability to advance developmental interests of developing countries that will constitute new sources of global growth and prosperity in the world economy. Meeting this challenge will serve to strengthen the multilateral, rules based trading system, enhance its legitimacy and also create the basis for economic growth from which all WTO members can benefit.

To address the impact of Covid-19, the Statement advocates a trade policy for greater resilience and building back better. The Covid-19 pandemic exposed the vulnerabilities of limited industrial capabilities and an over-dependence on fragile global supply chains. SA, like many other countries, particularly in Africa, was unable to access or produce sufficient supplies of essential medical products at the start of the pandemic. While the country was able to overcome some constraints through extraordinary efforts to repurpose existing capacity and produce medical grade face-masks, hand sanitisers, ventilators and more recently vaccines, the lack of preparedness pointed to inadequate levels of prior investment in research and development and manufacturing capabilities. For greater economic resilience, now and in the future, SA's trade and industrial policy must focus on building more diversified production centres both in SA and

across Africa.

The Statement notes that the WTO has a vital role to play in addressing the global public health crisis wrought by the Covid-19 pandemic. The immediate and urgent challenge is to scale up the production of vaccines and to distribute them in an equitable manner to citizens around the world. SA and India, with growing support amongst WTO members, parliamentarians and across civil society, have proposed a temporary waiver on intellectual property rights for certain products required to fight the spread of Covid-19 (including vaccines) to ensure that the requisite technology and know-how is widely shared in order to boost global vaccine production.

It points to the challenges of trade in a digitised world and the country approach and objectives. It notes there are clearly many opportunities that arise from the application of the new technologies to work and society, including new products and services, easier communication and production or distribution efficiencies. At the same time, challenges must be addressed, including the persistent and growing digital divide, the impact of digitisation on net employment levels, increasingly concentrated markets and anti-competitive practices.

On climate change, the Statement notes that SA is committed to environmental sustainability as part of the overall UN Sustainable Development Goals. Meeting these objectives will require significant transformation in patterns of global production, consumption and distribution. While there are considerable opportunities for a range of green industrialisation initiatives, forging greater coherence, the Statement calls for greater coherence between UN goals and WTO rules. Unilateral trade measures, such as border adjustment taxes on the carbon content on imports, could undermine coherence in multilateral climate policymaking. In order to avoid such outcomes, the contours of such trade measures – how they are calculated and how they would comply with WTO rules – need to part of the multilateral dialogue.



KPMG: NIGERIAN BANKS SPEND BILLIONS ANNUALLY ON KYCS

A KPMG report has revealed that Nigerian banks spend billions of naira annually to implement the Know Your Customer (KYC), which is a compulsory regulatory tool used to reduce the menace of money laundering, terrorist financing and corruption, especially in managing public finance.

The report stated that its survey showed that individual banks could spend between N50 million and N400 million per annum on KYC requirement depending on the customer base of the bank.

The report also stated that on average, between 15 to 30 per cent of customers who start the KYC process do not complete it, because the process is too manual, information required would be difficult to obtain and time consuming and could last for more than four weeks in some cases.

It also noted that the KYC requirement could also be an inhibitor to the attainment of financial inclusion policy in Nigeria that did not have centralised identity management systems.

The report, which is titled "KPMG 2021 Know Your Customer (KYC) Survey: KYC Challenges and Opportunities in Nigeria," revealed that 85 per cent of the banks that responded to its survey stated that KYC process constituted a significant cost to their operations, with 71 per cent anticipating that the cost of KYC would continue to increase.

In addition, more than 70 per cent of the responding banks, according to the KPMG, spend about N10,000 as direct cost for identity and address verification of a customer while others spend as much as N40,000 on the KYC of a customer.

The key drivers of the continual increase in the cost, according to the report, included frequent changes in regulatory requirements, financial inclusion programs, increase in customer base, initial cost of acquiring technology needed to implement KYC, more complex ownership structures of some businesses operating bank accounts and increase in the number of employees required to administer the KYC unit in a bank.

The survey findings added: "Our analysis of the data reveals that for many banks, the direct cost of KYC is below N50 million per annum, but depending on the size of the bank it can

rise to as much as N400 million per annum, which do not include the indirect cost of KYC.

KPMG also highlighted that some of the topmost challenges banks encountered while implementing KYC in Nigeria include identifying complex legal structures, verifying addresses and identities, identifying and verifying politically exposed persons (PEPs), as well as remediating rather high-volume of legacy accounts.

It added: "Due to the current manual nature of searches at the Corporate Affairs Commission (CAC) as well as continued existence of jurisdictions designated as tax/secret havens – it is difficult for banks to unravel complex legal structures, especially where these complex legal structures are employed to mask true or ultimate beneficial owners."

The report also noted that address verification is expensive and cumbersome in Nigeria and might not be effective in ascertaining the true location of potential money launderers or terrorist financiers during investigations.

It acknowledged that the deployment of Biometric Verification Number (BVN) and the ongoing National Identification Number (NIN) registration would continue to contribute to addressing this challenge of disparate identity systems in Nigeria that made it difficult for banks to effectively and efficiently identify individuals.

Partner and Head of Forensic Services, KPMG in Nigeria, Mr. Saheed Olawuyi, explained: "It is important for regulators and banks to continuously develop ways to address the KYC challenges, while not compromising the integrity of the financial systems."

The report recommended that banks should continue to explore technology as a way of tackling the challenges of KYC in Nigeria and create opportunities to share the cost of KYC among them by maintaining common KYC utility facilities.

The KPMG report said: "We would like to encourage more investment in the deployment and adoption of artificial intelligence, machine learning and robotics to automate certain segments of the KYC process, so as to build more efficiency, accuracy and predictive capabilities in the KYC process."

The report also urged the CAC to further enhance its recently launched digital

platform to seamlessly enable users to carry out search on the directors and shareholders of companies, in order to drive efficiency of corporate onboarding and identification of complex ownership structures.

It also called on the CBN and other relevant regulators and stakeholders to streamline the definition of PEPs and "create a collaborative environment where all parties come together and proffer solutions to common KYC issues."

LEADWAY PENSURE RESTATES COMMITMENT TO HEALTH OF CLIENTS

Leadway Pensure PFA, has restated that the welfare of its customers is of utmost priority which it also demonstrated with the just-concluded Health and Wellness Seminar for retirees.

The virtual session tagged "Maintaining Good Health at Retirement" was anchored by Dr. Olumuyiwa Odugbesan from Leadway Health; a medical practitioner, who educated the retirees on the benefit of having a meal plan, exercising, mental wellness, and maintaining mental balance. He also spoke about managing and preventing sicknesses associated with advanced age.

In order to drive home the points for the participants, Dr. Odugbesan showcased mild exercises and simple medical practices that the retirees could practice at home to enhance their health.

Speaking on what prompted the health and wellness seminar, the Managing Director, Leadway Pensure PFA; Mrs. Ronke Adedeji said "Customers are Leadway Pensure PFA's most prized stakeholders and we will continue to push out initiatives that reassure them of this value." This sentiment was emphasized by Tade Gbadebo, Head of Benefits Processing at the organization who mentioned that "the Leadway Pensure Brand goes beyond paying pensions to retirees, we are committed to making retirement and living better for them."

It is important to recall that the organisation recently received an award for customer care excellence and this seems to be an opportunity to reiterate the achievement.



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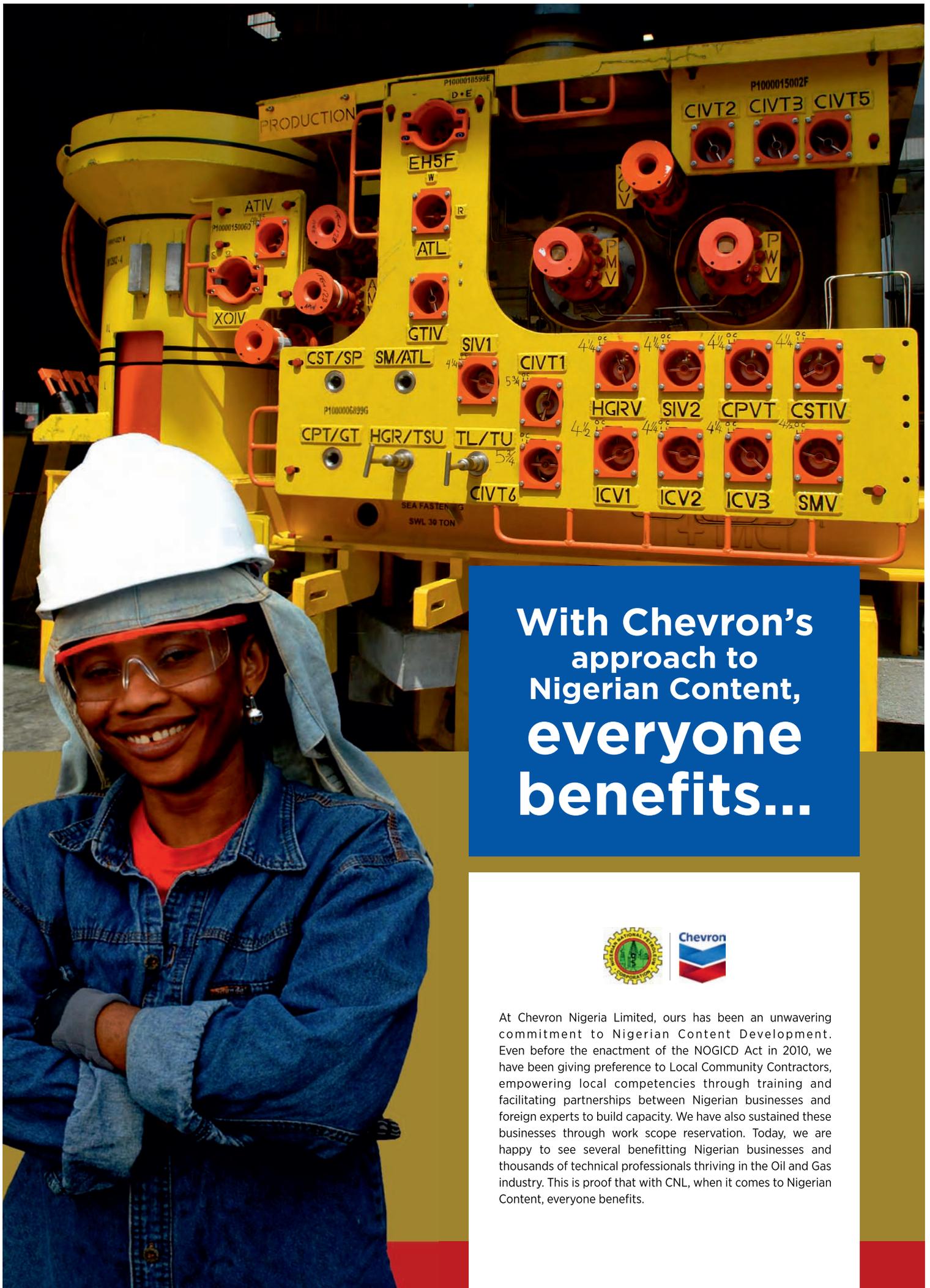
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