Speech by Amb. Abhishek Singh, High Commissioner at trade webinar series- Manufacturing sector on 17.08.2026

Ladies and Gentlemen, Good morning and good afternoon to all of you joining from India and Nigeria.

I am delighted to welcome you to this Trade Webinar focused on the **Manufacturing Sector** — the engine of jobs, value addition, and industrial growth for both our countries. Friends, India and Nigeria share a time-tested economic partnership. Bilateral trade has consistently crossed $9 billion, and our over 200 Indian companies have invested over $30 billion in Nigeria across Pharma, telecom, steel, plastics, and engineering. Many of you in this webinar today are the reason for that success. You move goods across borders, you build factories, you create employment, and you connect our economies. But trade in raw materials alone is not enough. The future is in manufacturing. "**Make in Nigeria**, for Nigeria and for Africa and the world. Similarly, under the leadership of Hon'ble Prime Minister of India Sh. Narendra Modi India is 'Making in India for the World' - our visions align perfectly with the Federal Government of Nigeria.

For Nigeria: With the reforms, focus on local production, Forex conservation, and access to African Continental Free Trade Area 1.4 billion consumer market, manufacturing is the biggest opportunity. Nigeria needs inputs, machinery, and technology to build capacity in textiles, food processing, pharmaceuticals, chemicals, auto components, plastics, and building materials.

For India: India is now the 4th largest economy and a global manufacturing hub. We are competitive in cost, quality, and scale. Indian MSMEs and large companies have the technology, products, and experience that Nigerian manufacturers need — from plant machinery and industrial chemicals to packaging, spare parts, and finished goods. This is a classic win-win. Indian exporters get a large, growing market. Nigerian importers get reliable partners and technology. And together we can build joint manufacturing in Nigeria.

Let's me simplify the areas in which we can work together in Manufacturing sector.

1. **Supply Chains & Raw Materials**: India can supply quality raw materials, intermediates, dyes, APIs, engineering goods, and machinery at competitive prices to Nigerian factories.

2. **Joint Ventures & value addition**: Let us move from just trading to co-manufacturing. Indian companies are ready for JVs in food processing, pharma, textiles, steel fabrication, and building materials right here in Nigeria. Nigeria's current focus is on value addition domestically to reduce import dependency. Their policy provides for setup of domestic manufacturing units/plants by foreign companies and allow initial import of raw material to some extent and over a period of time produce goods locally. I would like to share that in compliance of the policy of Nigeria, SAM Pharmaceutical has recently set up a drug manufacturing plant in Lagos. Let me tell you it is not the only case, the Reliance's FMCG branch had signed an agreement with **TGI Group** of Nigeria to do a joint venture. On the same lines the **Tropical General Investment** (TGI) group, owned by an Indian entrepreneur has entered into a landmark agreement

Singapore’s Wilmar International for 50:50 joint venture. The deal targets an addressable market exceeding US$12 billion and creates one of West Africa’s largest integrated agri-food platforms

3. **MSME Partnerships**: 95% of Indian manufacturers are MSMEs. They are agile and can partner with Nigerian SMEs for franchising, licensing, and skill development.

4. **Ease of Doing Business**: The High Commission can provide assistance on issues of customs clearance, SON/NAFDAC compliance, and standards by engaging with the concerned authorities in Federal Government of Nigeria. We also have structured bilateral mechanisms such as India-Nigeria Joint Trade Committee **(JTC)** and Joint Commission Meeting **(JCM)** to resolve policy issues.

To our Exporters and Importers here today, I would like to say that use this webinar to go beyond introductions. Identify 2-3 concrete B2B deals. Share your specific challenges — be it logistics, payments, or certification. Our Commercial Wing will follow up with a sector-wise contact list. To deepen our commitment we had recently launched a dedicated **India–Nigeria Business Connect WhatsApp Group.** This group will provide a platform to serve a direct bridge between Indian exporters, Nigerian importers, industry associations, and policymakers. So please visit our website and click to on the join the **WhatsApp group** and keep the momentum going.

The Government of India also regularly organizing buyer-seller meets and trade fairs in India where Nigerian manufacturers can source machinery and partners. The update Calendar of commercial events & fairs is available on High Commission’s website under Trade & Commerce tab and if you need my team can share the annual calendar with you.

In Conclusion, Manufacturing is how we convert our demographic dividend into prosperity. India has the technology and scale. Nigeria has the market and the ambition. Let us combine both. The High Commission stands fully committed to facilitating your business. My team and I are just an email away.

I wish this webinar fruitful discussions and many new partnerships.

Thank you. Let’s build together.

*****