

Nigeria considers India a key supplier of products

FIEO organized an interactive session with a nine-member trade and investment delegation from the Manufacturers Association of Nigeria (MAN) on June 6, 2012 in New Delhi. The objectives of the visit of the delegation were to source raw materials and machinery and establish joint ventures.

Welcoming the delegation Mr Ajay Sahai, DG & CEO, FIEO, said Nigeria is India's 12th largest trading partner. India's exports to the country stand at \$2.7 billion, well below its imports of \$11.5 billion. He said the trade gap is basically due to heavy imports of petroleum products from Nigeria. To increase India's exports, Mr Sahai said the Government of India in its market-linked Focus Product Scheme has identified a number of items having good potential for export like pharmaceuticals, textiles, apparel, plastic products, auto spares and parts, tyres and tubes etc. While clarifying the doubts about supply of sub-standard products to Nigeria by some Indian exporters, Mr Sahai suggested that FIEO is the right platform as it maintains the complete profile of its members and ensures the right product is exported to the buyers.

Mr Oruche Ambrose Chukwama, Assistant Director and leader of the delegation, thanked FIEO for organizing an interactive meet with exporters. While explaining the objective of the delegation, he said his country considers India as one of the best sources for supply of raw materials and machinery. He said Nigeria has a good market for India in products like chemicals, pharmaceuticals, food and beverages, tobacco, base metal, fabricated metal products, paper products, lids, caps, wine ingredients etc. He invited the Indian



Mr Ajay Sahai, Director General & CEO (centre) addressing the meeting. On his left is Mr Oruche Ambrose Chukwama, Assistant Director, MAN & Leader of the delegation; and on his right is Mr Sunil Agnihotri, Jt. Dy. Director General, FIEO.



A view of the delegation with the counterpart.

businessmen to participate in international fairs organized by Nigeria and consider their country as one of the important destinations for trade and establishing joint ventures.

FIEO also arranged one to one meeting of the Nigerian delegation with their Indian counterparts so that direct business contacts could be established for future business deals. ■