



# COMPANY PROFILE

[www.neximbank.com](http://www.neximbank.com)

*Bringing  
Nigeria to  
the World.*



Promoting and Diversifying Nigeria's Non-Oil Exports



**Mr. ABBA BELLO**  
MANAGING DIRECTOR/CHIEF EXECUTIVE

Dear all,

Welcome to the Nigerian Export-Import Bank's company profile. For more than two decades, we have been dedicated to promoting and financing international trade and investment activities in Nigeria. As the leading trade finance institution in the country, we are committed to diversifying Nigeria's economy by providing innovative financial solutions and advisory services.

Over the years, we have become a trusted partner to Nigeria's exporters, importers, and investors, helping them navigate the complexities of global commerce. We are proud to be a catalyst for economic development, supporting businesses of all sizes as they explore new markets and unlock untapped opportunities.



Our commitment to excellence, integrity, and innovation has positioned us as an industry leader. We continuously evolve our product portfolio and service delivery to meet our clients' changing needs, providing them with the tools and resources they need to succeed.

Looking ahead, we remain focused on strengthening Nigeria's position in global trade. Through strategic partnerships, technological advancements, and a deep understanding of the market, we are determined to drive sustainable growth and prosperity for our nation.

We invite you to explore our company profile and discover how the Nigerian Export-Import Bank can support your business ambitions. Together, let's pave the way for a more diversified, resilient, and prosperous Nigerian economy.

**Abba Bello**  
MD/CE, NEXIM Bank

# ABOUT NEXIM BANK

The Nigerian Export-Import Bank (NEXIM) was established by Act 38 of 1991 as an Export Credit Agency (ECA) to promote the diversification of the Nigerian economy and develop the non-oil export sector.

## Ownership Structure

NEXIM is a Government-owned Export Development Bank equally owned by the Ministry of Finance Incorporated (MOFI) and the Central Bank of Nigeria (CBN).



Central Bank of Nigeria



Federal Ministry of Finance Incorporated (FMoFI).



*To be the leading Export Development Bank in Africa.*



*To facilitate export diversification and economic growth in Nigeria.*

# Core Values



## Functions of the Bank

- Provision of **credit in local and foreign currencies in support of exports.**
- Provision of export credit guarantee and export credit insurance facilities.
- Establishment and management of funds for the support of exports.
- Provision of trade information and export advisory services.

## Priority Non-Oil Sectors

- Priority Non-Oil Sectors
- Manufacturing
  - Agro Processing
  - Solid Minerals
  - Services (Transport/Logistics, Tourism, Creative Art & Entertainment Industry, ICT, Oil and Gas Servicing etc)

# Strategic Pillars





*...The Pivot of Export and Allied Matters*

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## Executive Management Team



### **ABBA BELLO** Managing Director/Chief Executive

“The point of emphasis is that our country is blessed, and our economy needs not be tied to the vagaries of a commodity that contributes less than 10% of our Gross Domestic Product. Nigeria remains one of the world’s highest producers of cash crops like cocoa, Shea, Cashew, Cassava, Ginger and Soyabean to mention a few and with the current administration’s drive for value added exports and the implementation of AFCFTA, agencies like Nexim Must rise to the challenge of supporting export-oriented businesses along the value chain.”



### **STELLA OKOTETE** Executive Director (Business Development)

“The Woman and Youth Export Facility (WAYEF) is also targeted at bringing more traders into the formal sector, so that they can benefit from government’s incentives and grow their businesses, particularly within the context of the opportunities provided by the African Continental Free Area (AFCFTA).



### **IBRAHIM KHALIL GAGA** Executive Director (Corporate Services)

“For us at NEXIM, it is actually a call to duty to boost and develop the non-oil export sector. However, we must pay particular attention to standardization to reduce incidences of product rejection.”

## Products & services

NEXIM Provides credits in local and foreign currencies to exporters directly and through commercial banks. Credit facilities offered in support of non-oil exports include:

### Financial Facilities

Foreign Input Facility

Local Input Facility

Re-Discounting and Refinancing Facility

Trade Finance Facility

Women and Youth Export Facility

Stocking Facility

Small and Medium Enterprise Export Facility (SMEEF)

### Risk Bearing Facilities

Export Credit Guarantee

Export Credit Insurance

### Business Development

Business & Financial Advisory Services

Trade Information Services

### Managed Funds

Export Development Funds (EDF)

NCDMB Women in Oil & Gas Intervention Fund

NCDMB Working Capital and Capacity Building Fund

### Lines of Credit

Saudi Exim Line of Credit

Nigeria-Africa Trade and Investment Promotion Programme (NATIPP)

### Strategic Initiatives

Regional Sealink Project

Promotion of Factoring Services



# Financial Facilities

## Re-discounting & Re-financing Facility (RRF)

NEXIM provides the Rediscounting and Refinancing Facilities (RRF) to support Deposit Money Banks (DMBs) in providing finance to exporters. The RRF has a maximum tenor of 360 days and a single obligor limit of N5.00bn.

## Stocking Facility (SF)

The Stocking Facility (SF) provides manufacturing exporters with working capital to stockpile locally produced raw materials, mainly seasonal, to maintain maximum output. It is available in local currency and has a 1-year tenor with a single obligor limit of N5.00 billion.

## Foreign Input Facility (FIF)

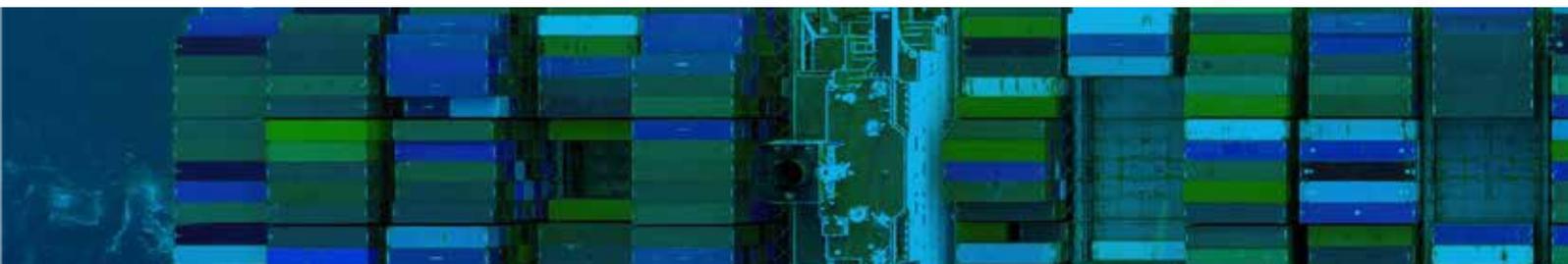
The NEXIM Foreign Input Facility (FIF) provides medium to long-term loans in foreign currency to banks for their export clients or directly to exporters. It's for importing raw materials, packaging materials, capital equipment, and spare parts for production. NEXIM can finance up to 100% of the invoice value, not exceeding 80% of the total project cost. The facility has a tenor of up to 7 years and a single obligor limit of N5.00bn.

## Trade Finance Facility (TFF)

The Trade Finance Facility provides short-term credit in local currency to cover working capital for purchasing commodity stocks or consumables. Disbursement for locally sourced items goes directly to the supplier. The facility has a maximum term of 1 year and a single obligor limit of N5.00 billion.

## Local Import Facility (LIF)

NEXIM's Local Input Facility (LIF) provides medium and long-term fixed-rate loans in local currency for purposes such as establishing new export projects, modernizing existing export manufacturing units, and acquiring or expanding plantations/farms for exportable products. The facility has a tenor of up to 7 years and a single obligor limit of N5.00bn.



## Small and Medium Enterprise Export Facility(SMEEF)

The Small and Medium Enterprise Export Facility (SMEEF) is designed to support Export- Oriented Small and Medium Enterprises in the non-oil exports value chain.

The aim of the SMEEF is to stimulate and increase deliberate funding to Small and Medium Enterprises (SMEs) towards broadening Nigeria's export basket and facilitating industrialization for value-added exports.

The Facility shall have a single obligor limit of not more than N100.00mn and a tenor of 1 year with an option of rollover for a working capital request, or a tenor of up to 7 years for a project finance request.

## Women and Youth Export Facility (WAYEF)

The Women and Youth Export Facility (WAYEF) was launched to support export-oriented projects promoted by women and youth towards implementing the strategic pillar of social and economic inclusion of the Federal government of Nigeria.

The product is part of NEXIM's affirmative action and has been introduced as a financial inclusion strategy for women and youth, who constitute more than 50% of the population of Nigeria.

The objectives of the Facility are to:

- To increase deliberate funding to indigenous Women and Youths, towards broadening of Nigeria's export basket and facilitating regional industrialization for value added exports.
- To support Women and Youths towards upscaling and expanding export operational capacities.
- To diversify and increase the contribution of non-oil exports to the Nigeria's forex earnings.

## Risk-bearing Facilities

One of the cardinal functions of NEXIM is the provision of risk mitigating services. Among the facilities NEXIM has developed and introduced are the Export Credit Guarantee facility and the Export Credit Insurance facility.



## Export Credit Guarantee Facilities (ECGF)

NEXIM's Export Credit Guarantee Facility (ECGF) is designed to protect banks in Nigeria, international financial institutions, and overseas buyers of Nigerian goods against the risks of nonpayment for loans or advances granted to exporters to meet short-term export contracts.

NEXIM may issue a Standard Guarantee, an Advance Payment Guarantee or an Infant Exporters Guarantee to eligible lenders, under the facility.

## Export Credit Insurance Facility (ECIF)

The risk of non-payment for exported goods which may result from the buyer's insolvency or circumstances beyond the control of the exporters and buyers such as natural disasters, political instability etc. at export destination, poses a debilitating problem for exporters. NEXIM is therefore establishing the export credit insurance facility to offer protection to exporters in Nigeria against the risks of non-payment for goods and services exported on credit terms. The ECIF will provide both pre and post shipment cover under one policy.

It is expected that the ECIF will encourage exporters to diversify their export markets without fear of the risks inherent in dealing with new buyers.





## Business Development

### Business & Financial Advisory Service

NEXIM offers export and general business advisory services to existing and potential clients of the Bank. As part of this service, NEXIM sources Lines of Credit (LOC) for qualified projects in Nigeria from other EXIM Banks and multilateral financial institutions.

### Trade Information Services

In addition to offering export and general business advisory services to existing and potential clients, NEXIM remains a reference institution for quality information on international commodity markets and other related matters.



# NEXI

NIGERIAN EXPORT IMP

**P**

**PRODUCE**

**A**

**ADD**



**MM**

**PORT BANK**

**V**

**VALUE**

**E**

**EXPORT**



## Managed Funds

### Export Development Fund (EDF)

The EDF was introduced to broaden the scope of export financing instruments to the non-oil sector and enhance exporters access to concessionary finance to expand and diversify the non-oil exports basket with value added product.

### Non-oil Export Stimulation Facility

The Non-Oil Export Stimulation Facility (ESF) was established by the Central Bank of Nigeria (CBN) to diversify the economy away from oil and to expedite the growth and development of the non-oil export sector. The facility is essentially designed to redress the declining export credit and reposition the sector to increase its contribution to foreign exchange receipts and economic development.

### NCDMD Working Capital and Capacity Building Fund

The NCDMB Working Capital and Capacity Building Fund is a US\$30m fund provided by the Nigerian Content Development and Monitoring Board (NCDMB) and managed by the Nigerian Export-Import Bank (NEXIM). The Fund is aimed at facilitating on-lending to qualified Nigerian Oil Service Providers (NOSPs), who belong to a professional Association in the Nigerian Oil & Gas industry recognized by NCDMB - either PETAN or the Oil & Gas Trainers Association of Nigeria (OGTAN). The Fund will essentially be used to provide soft loans to Nigerian oil service providers for the purpose of asset acquisition and working capital support towards executing services contract in the Oil and Gas Industry as part of local content development initiatives. A major objective is to build capacity for Services exports.

### NCDMB Women in Oil & Gas Intervention Fund

The NCDMB Women in Oil & Gas Intervention Fund is a US\$20 million facility provided by NCDMB and managed by Nigerian Export-Import Bank (NEXIM). The Scheme is an interventionist program, which is designed to promote the building and deepening of indigenous capacities and capabilities of women entrepreneurs/industrialists to fully participate in the Nigerian Oil and Gas Industry.

The Fund will support the activities of predominantly women-owned, dominated and/or managed companies operating in the oil and gas servicing industry through short-to-medium/long term financing. The partnership between NCDMB and NEXIM under the scheme is in accordance with the mandates of both organisations toward the promotion and development of Service-related companies to effectively compete domestically and internationally, especially against the backdrop of the African Continental Free Trade Agreement (AfCFTA).



## Lines of Credit

### US\$10Million Saudi Exim Line of Credit

The Bank has secured a US\$10.0mn non-funded Buyer's credit facility from Saudi EXIM, to enable Nigerian institutions to purchase the equipment and raw materials from Saudi. The LOC agreement was officially signed on November 5, 2023

### Nigeria-Africa Trade and Investment Promotion Programme (NATIPP)

NATIPP is a US 1billion dollar line of credit provided by Afreximbank for the creation of loans and issuance of investment guarantees in support of export-oriented projects and, investments that are targeted at the regional market in a bid to promote economic integration in the continent.

The facility has also been designed to support development of industrial parks and export processing zones to enhance manufacturing for exports.



## Strategic Initiatives

### The Regional Sealink Project

To increase the non-oil trade flows and deepen the regional integration process, the Nigerian Export-Import Bank in collaboration with the Federation of West African Chamber of Commerce and Industry (FEWACCI) has produced a Technical/Feasibility report on the need to establish an efficient maritime transportation system for the movement of persons, goods and services within the West and Central African sub-region (WCA) in order to reduce the prevailing high transport, freighting and logistics costs.

The Sealink initiative is being implemented as a Public-PrivatePartnership project which would culminate in the establishment of a regional maritime company to be owned and operated by the private sector.

### Promotion of Factoring Services

NEXIM has been working towards developing Factoring services as a trade finance instrument that would promote the development of MSMEs and also serve as a strategic tool for financial inclusion in trade services.

This initiative is being promoted in partnership with other key stakeholders in the public and private sector under the auspices of the Financial System Strategy (FSS2020) of the Central Bank of Nigeria. The Factor Chain International (FCI) and Afreximbank are also providing support. A draft Factoring law is currently under legislative procedure for enactment.



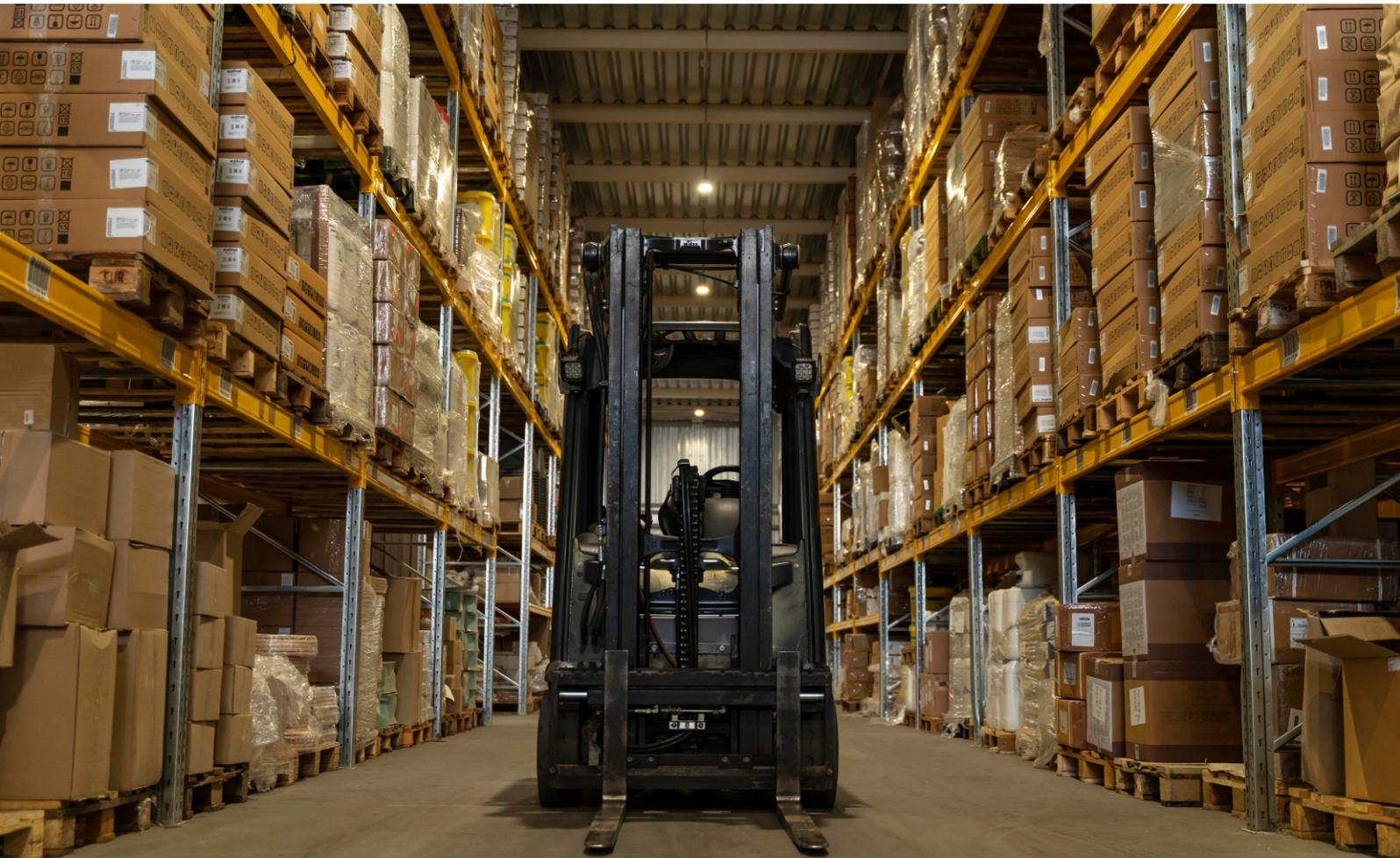
# Accessing NEXIM's Facilities

## Eligibility Criteria:

The Bank's facilities are available to any registered, creditworthy export Company/Cooperative Society, incorporated in Nigeria, registered with the Nigerian Export Promotion Council (NEPC).

## Documentation Required

- | Application Form
- | Certified True Copy of Certificate Incorporation, of Certified True copies of CO2 & CO7; and Memorandum & Articles of Association;
- | Current three-year tax clearance;
- | Three (3) year Audited Accounts and most recent management accounts, where applicable
- | Feasibility Study/Business Plan including Projected Cash flow, P&L and
- | Board Resolution Authorizing Company to borrow and Letter of Authorization for NEXIM to seek information on Company;
- | Registration with NEPC
- | Proforma Invoice; Export Contract or MOU and Evidence of past export(s) if any;
- | Valuation Report of the proposed security;





# NEXIM

NIGERIAN EXPORT IMPORT BANK



...The pivot of export and allied matters.

# NEXIM's Funding-Development Impact

## Facilities availed by beneficiary clients of the Bank led to:

- Generation and sustenance of employment, especially for women and youths.
- Foreign exchange generation.
- Sustainable value added exports.
- Services export promotion and support.
- New export market destinations.



# Some Beneficiary Projects

## Saro Agro Allied Limited

They have increased their production capacity in cocoa beans, and export of commodities like cocoa, cashew, and soybeans through the intervention.



## Leather Technique

The intervention has increased the company's capacity and value added exports in leather production.



## MetWest Steel Limited

The support has increased the manufacturing and recycling of Steel.



## Zeenab Foods Limited

Through the intervention they have had increase the production, processing and packaging of Agricultural commodities for local and international customers.



## Golden Oil Limited

The intervention has boosted the production capacity of refined vegetable oil.



## Kam Industries

The intervention has boosted their supply chain in steel production.



### Creativo El Matador Limited

Through the intervention they have had increase the production, processing and packaging of Agricultural commodities for local and international customers.



### Ilera Agro Limited

The intervention has boosted the production capacity of refined vegetable oil, soybeans and shea nut.



### Loquat Classic Nigerian Limited

The intervention has boosted their supply chain in hibiscus exportation.



## Mamuda Industry Nigeria Limited

Through the intervention they have had increase the production, processing of Leather for local and international customers.



## RMM Global Limited

The intervention has boosted the production capacity of sesame, hibiscus and ginger.



## Robust Commodities LTD

The intervention has boosted their supply chain in Cashew nuts, Sesame seed exportation.





**Single Digit  
Interest Rate  
Per Annum**

# WAYEF

## Women and Youth Export Facility

The Women and Youth Export Facility (WAYEF) is a product of Nigerian Export-Import Bank designed to Support women and youth in the non-oil export value chain of Manufacturing, Agro-processing, Solid minerals and Services.

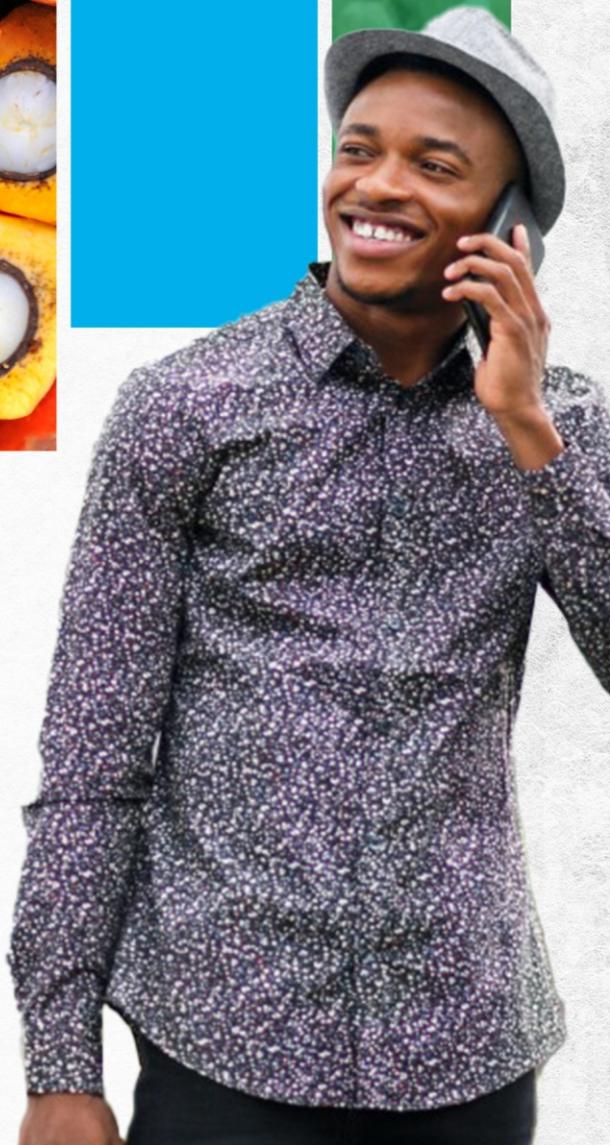
### Corporate Head Office

**NEXIM HOUSE**  
Plot 975 Cadastral Zone AO,  
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**Email:** neximabj@neximbank.com.ng

### Social Media Contacts

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**Fax:** +234 946 036 38  
[www.neximbank.com.ng](http://www.neximbank.com.ng)



# NEXA

## NIGERIAN EXPORT ACADEMY

The Nigerian Export Academy (NEXA) is the Official Digital Learning Platform for all current and potential Exporters in Nigeria and indeed across Africa. Learn about export, from anywhere, on any device, at any time - no boundaries.

Courses are developed and delivered by subject matters experts and practitioners from across the world and cover all areas within the Export Value Chain.

Powered by  
**NEXIM** 



**SCAN ME**

[www.nigerianexportacademy.com](http://www.nigerianexportacademy.com)



# Executive and Top Management Staff



**Eric Erenam Sambo**  
DGM, Information Technology



**Olatayo Omidiji**  
GM, Strategic Planning & Corporate Comm



**Rasaq Ozemede**  
AGM, Internal Audit



**Ibrahim Khalil Gaga**  
Executive Director (Corporate Services)



**Abubakar A. Bello**  
Managing Director / Chief Executive



**Hon. Stella Okotete**  
Executive Director (Business Development)



**Rani Umar Dansarki**  
DGM, Finance and Accounts



**Benjamin Nyakuma**  
AGM, Business Development



**Sherif Umara Gubio**  
Chief Risk and Compliance Officer

# Our Corporate and Regional Office

## CORPORATE HEAD OFFICE

NEXIM HOUSE  
Plot 975 Cadastral Zone AO,  
Central Business District,  
P.M.B. 276, Garki, Abuja, Nigeria.  
Telephone: (+234) 2094603630-9  
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Email: [neximabj@neximbank.com.ng](mailto:neximabj@neximbank.com.ng)

## Lagos Regional Office

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Ikoyi, Lagos State, Nigeria  
website: [www.neximbank.com.ng](http://www.neximbank.com.ng)  
E-mail: [lagosregionaloffice@neximbank.com.ng](mailto:lagosregionaloffice@neximbank.com.ng)

## Maiduguri Regional office

No 41, Sir Kashim Ibrahim way (West End)  
Adjacent to UBA and Eco Bank (Bola junction)  
website: [www.neximbank.com.ng](http://www.neximbank.com.ng)

## Kano Regional Office

Fatima House (Opposite Daula Hotel),  
Murtala Mohammed Way,  
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## Akure Regional Office

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## Enugu Regional Office

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CBN, Okpara Avenue, Enugu State Nigeria.  
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## Calabar Regional Office

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Cross Rivers State, Nigeria.  
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## Makurdi Regional Office

10 Ogiri Oko Road, Opposite Mobile Police Head  
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