

## The Impact of Oil Revenues on Supporting and Diversifying Nigerian Exports (An Applied Study during the Period: 2010-2018) <sup>(1)(2)</sup>

Dr. Yousif Manaha.Mohammed Al-Amin

Associate Professor|| Applied College|| Najran University|| Kingdom of Saudi Arabia.

Email: [monaha71@yahoo.com](mailto:monaha71@yahoo.com) ||Orchid: <https://orcid.org/0009-0008-4405-5165> ||Phone: 00966508305255

**Abstract:** The study aimed to find out the reasons that led to the decline in the contribution of non-oil sectors to Nigerian exports, and to discuss the ways that must be taken to confront the obstacles that hinder directing oil revenues to diversify non-oil exports, in order to enhance the capacity of Nigerian economy and sustain its growth. The researcher used two approaches: historical and descriptive-analytical, relying on data sources from reports and secondary references. The research consisted of four sections: the first dealt with (features of Nigerian economy), the second included (the performance of non-oil exports), the third (the problems of diversifying non-oil exports), and the fourth (the strategy for developing and diversifying non-oil exports).The research concluded with the most important results of the study, including: that the contribution of oil revenues in supporting non-oil exports is weak, and that there are economic and political obstacles that hinder directing oil revenues to support the diversification of non-oil exports; This has afflicted Nigerian economy with the Dutch disease, and the absolute dependence on oil and the failure to reproduce alternative exports from oil surplus revenues threatens Nigerian economy with collapse. Based on the results, the study recommended removing all obstacles that hinder increasing oil production and hindering the diversification of non-oil exports, in addition to suggesting studies on the subject.

**key words:** Oil revenues, export diversification, surplus investment, and the Dutch disease.

## أثر عوائد النفط في دعم وتنوع الصادرات النيجيرية (دراسة تطبيقية خلال الفترة: 2010-2018) (2018) <sup>(3)(4)</sup>

<sup>1</sup>-Original search: Taken from A thesis submitted in fulfillment of the requirements for the degree Ph.D. specialty (Petroleum and energy economics), Department of Applied Economics, College of Business studies-university Sudan, university year 1440E-2018M; Discussion Committee: Prof. Dr. Hassan Mohamed Masha (chairman and external discussant), Prof. Dr. Abdel Azim Al-Muhall (internal discussant); a. Dr.. Babiker Al-Faki Al-Mansouri (Principal Supervisor - Member) and the study was approved.

<sup>2</sup>-Documentation for quotation (APA): Al-Amin, Y, M, M. (2023). The impact of oil revenues on supporting and diversifying Nigerian exports (an applied study During aFor a while: 2010-2018), **Journal of the Arabian Peninsula Center for Educational and Humanitarian Research**, 2(19), 71-93. <https://doi.org/10.56793/pcra2213194>

<sup>3</sup>-أصل البحث: مستل من أطروحة مقدمة لاستكمال متطلبات درجة الدكتوراه تخصص اقتصاديات البترول والطاقة، قسم الاقتصاد التطبيقي، كلية الدراسات التجارية- جامعة السودان، العام الجامعي 1440هـ - 2018م؛ لجنة المناقشة: أ.د/حسن محمد ماشا (رئيسا ومناقشا خارجيا)، أ.د.عبد العظيم المهمل (مناقشا داخليا)؛ أ.د. بابكر الفكي المنصوري (المشرف الرئيس- عضوا) وأجيزت الدراسة.

<sup>4</sup>- التوثيق للاقتباس (APA): الأمين، يوسف مناها محمد (2023). أثر عوائد النفط في دعم وتنوع الصادرات النيجيرية (دراسة تطبيقية خلال الفترة: 2010-2018)، **مجلة مركز جزيرة العرب للبحوث التربوية والإنسانية**، 2 (19)، 71- 93. <https://doi.org/10.56793/pcra2213194>

## د. يوسف مناها محمد الأمين

أستاذ مشارك || جامعة نجران || المملكة العربية السعودية.

ايميل: [monaha71@yahoo.com](mailto:monaha71@yahoo.com) || أوركيد: <https://orcid.org/0009-0008-4405-5165> || تلفون: 00966508305255

المستخلص: هدفت الدراسة إلى معرفة الأسباب التي أدت إلى تراجع مساهمة القطاعات غير النفطية في الصادرات النيجيري، وبحث السبل التي يجب اتخاذها لمواجهة العقبات التي تعترض توجيه عوائد النفط لتنوع الصادرات غير النفطية، من أجل تعزيز قدرة الاقتصاد النيجيري واستدامة نموه، واستخدم الباحث المنهجين: التاريخي، والوصفي التحليلي والاستقرائي، واعتمد الباحث على مصادر البيانات من التقارير والمراجع الثانوية، وتكون البحث من أربعة مباحث: تناول الأول (ملامح الاقتصاد النيجيري)، وتضمن الثاني (أداء الصادرات غير النفطية)، والثالث (مشاكل تنوع الصادرات غير النفطية)، والرابع (استراتيجية تنمية وتنوع الصادرات غير النفطية)، وانتهى إلى خاتمة بأهم نتائج الدراسة، ومنها: أن إسهام عوائد النفط في دعم الصادرات غير النفطية ضعيف، وأن هناك عقبات اقتصادية وسياسية تعترض توجيه العوائد النفطية لدعم تنوع الصادرات غير النفطية؛ مما أصاب الاقتصاد النيجيري بالعلة الهولندية، وأن الاعتماد المطلق على النفط وعدم استنساخ صادرات بديلة من إيرادات فوائض النفط، يهدد الاقتصاد النيجيري بالانهيار، بناء على النتائج أوصى الباحث بإزالة كافة المعوقات التي تعترض زيادة إنتاج النفط وتعميق تنوع الصادرات غير النفطية، إضافة لمقترحات بدراسات في الموضوع.

الكلمات المفتاحية: عوائد النفط، تنوع الصادرات، استثمار الفائض، العلة الهولندية.

## 1-Introduction.

So far (2018) Nigerian national economy depends only on oil as a primary source of exports, without other productive sectors. At the same time; it suffers from a clear and persistent weakness in production capabilities in the main sectors (agriculture, industry), and current oil revenues have not been utilized to diversify and develop Nigerian exports, which has resulted in many problems for Nigerian economy. There has been a noticeable decline in the non-oil economic production sections and its competitive capacity. This situation has also led to an increase in imports, the spread of unemployment, and the disruption of production in areas where Nigeria has a comparative advantage. Such as agriculture with its both parts, plants and animals; and the economic imbalance resulting from this pathological condition.

Since Nigeria still depends on one basic resource for exports, which is oil – since the commercial use- despite Nigeria has many natural resources, as well as its human resources and geographical location, all of which can help diversify its exports. This requires studying the state of Nigerian economy, identifying the problems that obstruct the process of diversifying Nigerian exports, and studying the extent to which its natural and human resources can be utilized in developing export diversification.

### Research Problem:

Oil revenues in Nigeria contribute two-thirds of the state's revenues, while oil contributes only about 9% of the total domestic product, as Nigeria produces only about 2.7% of the global oil supply. However, government revenues still depend heavily on oil revenues, but it is still a small part of the country's overall economy, as the agricultural sector did not keep pace, and with the rapid population growth, Nigeria began to import many of its food products, even though it was once a major food exporter. Modern technologies have helped to cause a boom in the manufacture and the export of food products, and move

toward food sufficiency. Regarding the progress of the industrial and service sectors, such as transforming the traditional systems into advanced economic systems, it is important for this transformation not to be at the expense of other sectors. By looking at the major transformation that occurred in Nigerian economic system after the production and export of oil, there has been a significant decline in the contribution of other non-oil sectors with its both parts, plant and animal, to the national product and their participation in exports after these sectors occupied the forefront at a high rate. Their combined contribution is only about 15%, and the share of oil exports reaches 85% in 2018, which indicates the danger of the present and future of Nigerian economy if it does not establish a real comprehensive development that concerns the rest of the other sectors. This is due to the known instability of oil revenues and its impact on price fluctuations and global economic problems on one hand, and because it is a depleted commodity on the other hand. As indicated by many previous studies related to the subject of this study, including the study: Joseph (2004), the study of Viraduladusit (2009), and the study of Wicken (2010), - and other studies that there is no space to mention. In general, these studies indicated that Nigeria possesses large natural resources with global demand, if its competitive advantage is exploited as an alternative oil exporter. Especially since Nigerian state has a dense human capital, these studies also indicated the existence of problems facing the diversification of exports, and drew attention to resolving these problems by developing a precise scientific economic strategy.

### Research Questions:

Based on the above; research problem is summarized in the following questions:

1. To what extent does Nigeria have natural and human resources?
2. What are Nigeria's non-oil exports with global demand?
3. What are the problems and obstacles to diversifying non-oil exports in Nigeria?
4. What strategy should be used to diversify non-oil exports?

### Hypotheses:

To answer the questions, the study assumes the following:

- Nigeria had natural and human resources.
- Nigeria has many export commodities with global demand.
- The most important problems of export diversification are: market limitedness and weak financing.
- Treating the development and diversification of exports requires developing a strategy with specific elements and means.

### Research Objectives:

The research aims to identify:

- The extent to which Nigeria has natural and human resources.
- Nigerian non-oil exports with global demand.
- Problems and obstacles hindering the diversification of non-oil exports in Nigeria.
- What strategy should be used to diversify non-oil exports.

### Research Importance:

The importance of this research comes from the importance and characteristics of oil, its role in the global and local economy, and the constant fluctuations in its prices, as well as the importance of oil to Nigeria as a producer and exporter of it after it was an importer. Thus, the researcher hopes that the results of the research will be useful in highlighting the theoretical and practical benefit of exploiting oil revenues, and drawing the attention of leaders and motivating them to direct it towards supporting and diversifying exports, especially after the presence of the "Dutch disease" in Nigerian state on one hand, and to avoid the negative effects of the experiences of other countries on the other hand.

### Research methodology and plan.

#### Research Methodology:

The researcher used a mixed approach. It combines the two approaches: historical and descriptive-analytical. By relying on scientific sources, references, books, and research papers that dealt with this topic.

#### Research Plan:

Depending on research nature, it is divided into an introduction, four sections, and a conclusion, as follows:

- The first section: Features of Nigerian economy.
- The second section: non-oil export performance.
- The third section: Problems and obstacles to diversifying non-oil exports.
- The fourth section: Strategy for developing and diversifying Nigerian non-oil exports.

### The First Section - the Most Important Features of Nigerian Economy.

Economic activity is the basis of using natural and human resources to produce the goods and services necessary to satisfy various human needs. Economic activity includes many activities in the fields of agriculture, industry, mining, trade, and services.

The natural resource does not become an economic resource until humans exploit it to their advantage. Brueck, in his book (The Relationship between History and Geography), emphasizes the

distinction between human and natural resources. The human resource is what gives the natural resource value. (Viraduladuset, 2009).

Natural resources are represented in the element of land and water resources. Land is the basis of life and the source of livelihood. Therefore, Islam called for the construction of the land because it represents the basis of wealth for humans. Land and water complete each other to provide human needs. (Masha, 2018, 161).

While the meaning of human resources is "The sum of energies and intellectual and muscular efforts that can be used with other resources to produce goods and services." Education, health, morals, and values have a role in developing human resources and exploiting them optimally in economic activity by recognizing the importance of natural and human resources in economic activity. The state that possesses these resources will have the most important advantage to provide their economic needs for goods and services. All they must do is make optimal use of these resources without skimping or extravagance.

By studying the features of Nigerian economy in terms of natural and human resources, and economic activity. Nigerian economy has developed due to its increasing interest in the service sector, and in general it is a middle-income, mixed economy and an emerging market, beside its expansion in the manufacturing, financial, services, communications, technology, and entertainment sectors. It is an economy very similar to the structure of the economy of African countries. It is considered the largest and most populous economy in Africa, and the first to produce oil. It also ranks No. 121 among the countries with corruption out of 180 countries. On a larger scale, Nigeria depends on labor and abundant natural resources. There is also money smuggling due to illegal financial practices resulting from corruption and opacity. The public financial system poses a major obstacle to development, and it is ranked as the 26th largest economy in the world by nominal GDP, and 24th in terms of purchasing power parity. The resurgent manufacturing sector became the largest on the continent in 2013, and produces a large proportion of goods and services for the West African subcontinent. In addition, the ratio of public debt to GDP is 16.075% (Vera de Ladoucet, 2009).

### **Gross Domestic Product (GDP):**

Masha, 2014 confirms that Nigeria's GDP, in purchasing power parity terms nearly, expanded from \$170 billion in 2000 to \$451 billion in 2012, and by adding estimates of the size of the informal sector(1) the actual figures are closer to \$630 billion. In contrast, the per capita GDP doubled from \$1,400 in 2000 to an estimated \$2,800 per capita (2) in 2012. By reviewing these numbers, there is an increase to 80% when recalculating the measurements after re-establishing its economy in April 2014.

According to a Citigroup report published in February 2011, Nigeria will have the highest average GDP growth in the world between 2010 and 2050. Nigeria is one of two African countries among 11 countries generating global growth. The financial sector accounts have raised to half of the total gross

domestic product (GDP). The reforms in services and industries have positively reflected on GDP, such as mining, quarrying, and manufacturing, in addition to opening a foreign trade. (Masha, 2014).

#### Area:

The statistical data (Population Census, 2018) confirms that, the area of Nigeria extends over approximately (10) degrees of latitude (4-14 north) and approximately 12 degrees of longitudinal (between 3-15 east of Greenwich). It has an area of 923,769 km<sup>2</sup>, thus it is considered one of the largest countries in West Africa. That led to the diversity of its natural conditions, population, and economic systems. (Masha, 2014).

#### Human Resources (HR):

According to the report (Population Census, 2018), the population of Nigeria in 2002 had about 118 million people, then it rose in 2006 to about 137.253 million people. Nigeria ranks the first in terms of population, so it has the largest population density in Africa and the seventh most populous country in the world, with a percentage of 196 million people according to 2018 estimates. Nigeria is a multi-ethnic country inhabited by more than 250 ethnic groups that speak 500 different languages, all of which belong to a wide spectrum of diverse cultures. The three largest ethnic groups in the country are the Hausa and Fulani in the north, the Yoruba in the west, and the Lgbo in the east. They constitute a total of 60% of the population. The official language in the country is English, and it was chosen with the aim of achieving national unity at the linguistic level. Nigeria is roughly distributed between Muslims, who live mostly in the north, and Christians, who live mostly in the south. The country has the fifth-largest percentage of the Muslim population and the sixth-largest percentage of Christians in the world, with a minority following indigenous religions, such as those embraced by the Lgbo and Yoruba ethnic groups. The Nigerian's constitution guarantees freedom of belief. The following table shows the population and growth rate.

**Table (1) Population and growth rate in Nigeria during the years 2015-2018**

Year	Population (01 Jan)	Natural change	Growth rate (%)	Total population (31/12)
2015	181,702,661	4,529,847	2493%	186,232,508
2016	186,288,908	4,696,343	2521%	190,985,251
2017	191,044,954	4,839,169	2533%	195,884,123
2018	195,946,859	4,822,252	2461%	200,769,111

Source: Prepared by the researcher, population number during the period 2015-2018. (Population Census, 2018).

Occupations of residents vary between different regions of the country due to differences in natural conditions. Residents of the south work in cutting down forest trees, planting some roots, and cultivating coconut trees and oil palm trees. Some of the population lives on land and sea fishing, a small portion

depends on trade, and there is absolutely no one who depends on bred. It is difficult to raise them due to the hot, humid climate where the tsetse fly spreads, which harms these animals. (Population Census, 2018).

**Agriculture:** (FAO, 2018). Agriculture is a branch of Nigerian economy, providing employment opportunities for about 20% of the population and 35% is expected as of 2020. According to the Food and Agriculture Organization report, agriculture remains the foundation of Nigerian economy, despite the presence of oil in the country which is the main source of livelihood for most Nigerians. The impact of agriculture on the economy was weak due to the interests conflict between farmers and herders, and also the floods that affected the central region.

In the north of the country, the forests decrease, there is no rain, and the climate changes gradually towards the south, where irrigated agriculture takes place in the valleys and rain-fed on the hills. In general, agriculture is the profession of the vast majority of the population, as approximately 75% of the total population works in agriculture and the subsequent grazing, hunting, and wood cutting. Nigeria has produced 5,150 thousand tons of yellow corn, 4,952 thousand tons of rice, and 73 thousand tons of wheat per year. In 2003, the important crops in the country are cocoa, coconuts, bananas, and peanuts.

Niger River and its branches are considered the basis of agriculture in the semi-arid lands of central and northern Nigeria to produce the crops that the country trades. Niger and Benue rivers meet to form the shape of a letter (y). The river moves south in a relatively wide path before it separates into its multi-branched delta far away at 120 km from the sea. Several ports are located on these branches, the most important of which is Port-Harcourt, which is on Niger River delta branch, and is an economic, industrial, and commercial center. While the lands in the southwest and southeast of the country are coastal plains, most of which are covered with swamps and mangrove forests that become degraded forests in the interior lands. In the southwest, there are rugged lands on the borders of the western plains, while the northern part of the country is low and flat lands with sandy soil used for agriculture. It is important to highlight that the largest and most populated area is the Jos Plateau, which rises 1,000 meters.

Climate and vegetation: Nigeria is in the equatorial tropics, and has two basic seasons; the wet season and the dry season. The seasons change when approaching to Nigerian coast, meaning that the two seasons on the coast are not within a specific period, and temperatures in the north reach 32 degrees Celsius, which rarely rises above that on the coast due to humidity. The wet season continues in the areas around Niger River and Benue River from April to October, while the dry season lasts from November to March. The highest temperatures reach the southern regions from February to April, and in the northern regions from March to June. While the temperature reaches its lowest levels from July to August in all countries. Rainfall amounts vary in Nigeria. It reaches 180 cm on the western coast, and 430 cm in specific areas on the eastern coast. As for the interior regions, rain reaches 130 cm in central Nigeria, and 50 cm in the far north of the country. Two wind currents also affect Nigeria; a dry hot current carries the red sand

desert from the northeast, causing temperatures to rise during the day and fall at night, and another wind current carries rain clouds from the southwest. (FAO, 2018).

### **Climatic Regions:**

According to (FAO, 2018), three climatic regions can be distinguished in Nigeria. The northern region is located north of 11 degrees of latitude and is the driest region in Nigeria. Its climate is seasonal with rain.

As for the southern area, it mainly includes the coastal plain, the African edge south of Wadi Benue and central Niger. The most important climatic feature is the heavy rain almost all year, and a small thermal range among seasons. The climate is mostly unhealthy within the Niger Delta due to high temperatures, excessive humidity and rain, the presence of numerous swamps, coastal lagoons, dense forests, and soil that consists mainly of clay and plant remains.

The central region is a combination of the previous two regions, or in other words, it is a transitional region between the tropical climate in the south and the tropical climate in the north. This region includes the Benue Valley, central Niger, and the southern part of the northern plateau, including the Jos Plateau.

Permanent tropical rain prevails approximately 200 km inland, and after that rain becomes clearly seasonal. The rainy season becomes the hottest summer season, and the annual amount decreases towards the north to range between 1000-3000 mm in the interior parts and less than 1000 mm in the northern parts. This climatic situation affects the prevailing plant life, which varies in the swampy forest in Niger Delta, the coastal strip, and a tropical forest with dense and tall trees in the southern parts, and savanna prevails in a wide area between latitudes approximately 7°-11° north.

### **The Second Section - Performance of Non-Oil Exports:**

The reports (Nigerian National Petroleum Corporation, 2011) confirm that oil revenues represent 60% of Nigeria's GDP, and more than 90% of its revenues are from foreign currency. It is the tenth largest oil producer in the world with constant reserves of 30 million barrels and it possesses the third largest gas reserves in the world with more than 3 trillion cubic feet of natural gas.

Nigeria is the largest trade partner of the US in sub-Saharan Africa, due largely to the high level of oil imports from Nigeria, which is estimated at 8% of US oil imports - roughly half of Nigeria's daily oil production - It is the fifth largest oil exporter to the United States. Trade value in 2010 amounted to more than \$34 billion, an increase of 51% during 2009, due to the recovery in global prices of crude oil. US merchandise exports to Nigeria in 2010 were grains (wheat and rice), cars, petroleum products, and machinery worth more than \$4 billion. In 2010, US imports from Nigeria were worth more than \$30 billion, consisting mostly of crude oil, cocoa, bauxite, aluminum, tobacco, candles, rubber, and grains accounted for about \$73 million of US imports from Nigeria in 2010. (National Oil Company, 2011).



Mining and industry come in the second level of population activity. Important mineral resources have been discovered in Nigeria, especially coal, oil, and other minerals. In addition to the land transportation network, as Nigeria includes a railway network with a length of more than 300 km. (National Oil Company, 2011).

Nigerian state depends on the performance of its exports to obtain foreign currencies to finance the purchase of development project needs. They affect growth rates and national income and affect the economic well-being of society members. The performance of Nigerian exports can be traced through the development of its trade balance. Nigerian economy is inseparable from the economies of developing countries in terms of its basic characteristics. The components of its exports are primary products, especially agricultural and non-diversified products. Its imports of food and consumer goods, raw materials, and capital goods are all inflexible, as they are vulnerable to the influences of global external markets and internal production. All of this puts extraordinary pressure on its trade balance, as can be seen from the table below. (Export Management, 2018).

**Table (2) Trade Balance (2010-2018) Million Dollars**

Statement	Exports			Imports	Trade balance	Export ratio%
	Oil	Non-oil	Total			
2010	1351	456	1807	1552	254	53.8%
2011	1377	322	1699	2309	- 602.2	42.4%
2012	1511	438	1949	2446	- 497.3	44.4
2013	2048	495	2543	2882	- 339.7	47.0%
2014	3101	677	3778	4075	- 1703	48.1%
2015	4187	637	4824	6756	- 1931	41.7%
2016	5088	569	5657	8074	- 2417	41.2
2017	8418	461	8879	8776	103	50.3
2018	9148	549	9697	9174	523	51.4

Source: Central Bank of Nigeria, annual reports during the period 2010-2018.

It is noted from the table above that there is a deficit in the trade balance despite the increase in oil exports, due to the continuous increase in imports. There was no significant increase in non-oil exports. However, the trade balance recorded a surplus during the year 2010, then a deficit appeared again in the years from 2013 to 2016, despite the increase in oil exports. There was a decline in non-oil exports, as they were about 456 in 2010, dropping to 322 in 2011, while they continued to increase until they reached 677 in 2014, then decreased to 461 in 2017, then increased slightly in 2018, reaching 549. The surplus appeared slightly in the commercial balance in 2017 and 2018. The persistent deficit is due not only to a decline in non-oil exports but also to a significant increase in imports. From Figures (1) and (2) below, we notice the difference between oil and non-oil exports.

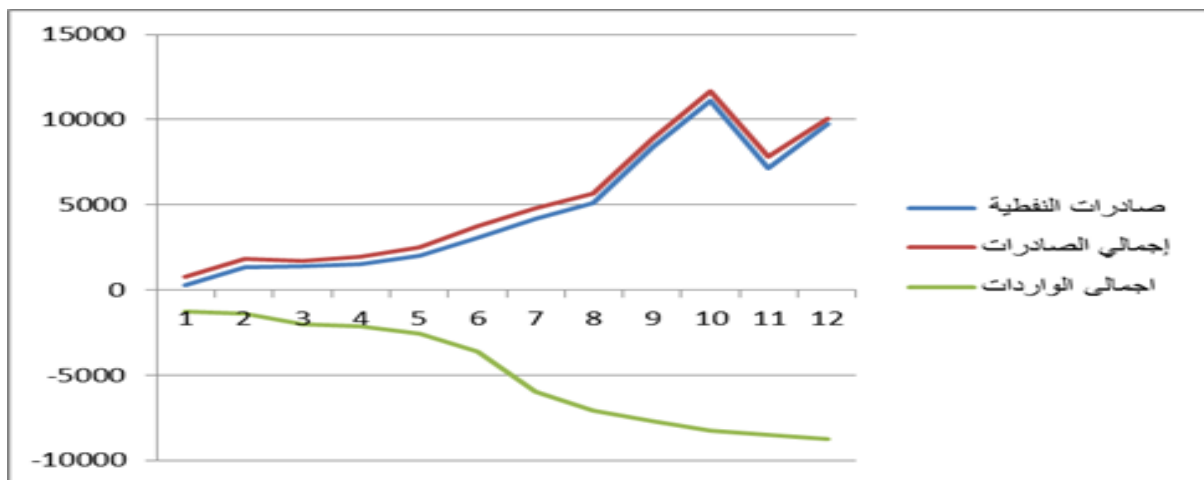


Figure (1) Total oil exports (2010-2018) Source: Prepared by the researcher, quoted from (Reports of the Ministry of Foreign Affairs - Export Administration, 2018).

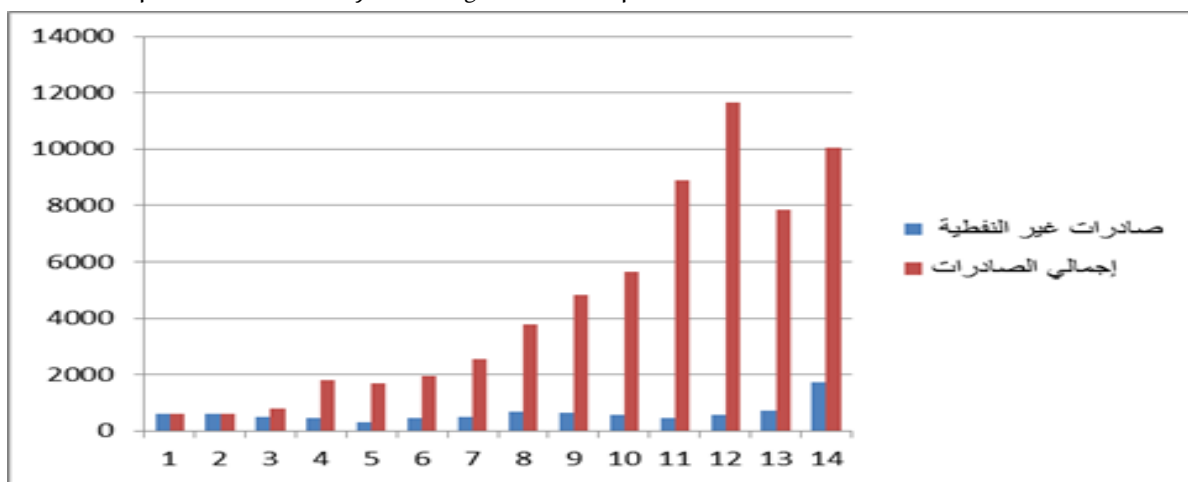


Figure (2) Contribution of non-oil exports to total exports 2010-2018

Source: Prepared by the researcher. Based on: (Reports of the Ministry of Foreign Affairs - Export Administration, 2018).

Types of non-oil commodity exports: The most important non-oil export commodities in Nigeria are crude oil, bauxite, rubber, rice, wheat, peanuts, yellow corn, bananas, yam beans, cocoa, cassava, tobacco, hibiscus, fruits and vegetables, candles, aluminum, sugar, leather, oils, watermelon, and other commodities. From the table below, it is noted that the contribution of non-oil commodities to exports is weak compared to crude oil, as there is a slight increase in rice, wheat, bauxite, and cassava, and there is fluctuation in some years between increases and decreases. Such as yam beans, tobacco, cocoa, and other commodities whose contribution is significantly reduced.

Table (3) Commodity Structure of Exports (2011-2018) (Million US Dollars)

Statement	2011	2012	2013	2014	2015	2016	2017	2018
Crude oil	275.9	1348.8	1376.7	1510.9	2047.7	3100.5	4187	5087
Bauxite	55.4	46.2	43.7	52.5	58.6	50.4	62.6	64.6
Rubber	129.9	146.0	104.5	74.6	74.4	178.6	119	167

The rice	44.8	52.0	44.4	62.2	107.8	93.7	107	82.3
Wheat	26.4	23.1	24.3	31.9	35.4	60.6	108	50.2
Peanuts	0.2	50.4	8.8	5.7	2	2.4	2	0.2
Yellow corn	27.8	10.1	0.3	4.8	2.1	3.1	0.5	1
The banana	1.7	6.3	5.0	3.9	1.1	1.2	-	-
Cassava	114.3	66.4	1.7	117.2	97.7	138	114.6	121.6
Cocoa	24.1	17.7	-13.7	17.2	21.6	18	18.2	4.9
Yam bean	18.9	19.6	13.8	18.5	18.6	26	21.6	3.9
Tobacco	12.8	12.6	18.4	10.5	14	-	10	5.1
Hibiscus	19.1	18	11.8	2	16.6	-	15.4	19.5
Fruits and vegetables	2.1	10.4	2.3	2.5	2.1	-	1.5	1.1
Candles	14.7	13.2	12.1	10.5	7	12.8	13.5	10.1
Aluminum	5.6	6.2	7.9	7.9	8.6	5.7	11.1	17.1
Other	7.6	4.3	1.2	10.8	27	86	28	19

Source: Ministry of Foreign Trade (Development of Nigerian Foreign Trade Trends in 2018)

The table above shows the development of exports for some of the main commodities, which are crude oil, bauxite, rubber, rice, wheat, peanuts, yellow corn, bananas, yam beans, cocoa, cassava, hibiscus tobacco, fruits and vegetables, candles, and aluminum. We notice a clear fluctuation in the exports of these commodities between slight increases and sometimes decreases. Despite the increase in exports of some commodities, as mentioned previously, but the percentage of their contribution decreases every year compared to the large increase in the percentage of contribution of oil exports. As the contribution of crude oil to exports jumped from 275.9 in 2011 to 5087 in 2018 at the expense of a decrease in industrial and agricultural goods from totally 65% in 2011 to only 5% in 2018.

#### Performance of Non-Oil Exports at the Sector Level:

Table (4) The Value of Exports by Sector and their Percentage to Total Exports 2010-2018, Million Dollars

Sector	Petroleum	Agricultural	Animal	Manufactured	Mining	Other	Total
Year	exports	exports	exports	exports	exports	exports	
2010	Value	1510.9	212.2	173.4	25.3	52.5	1949.1
	Ratio	77.5	10.9	7	1.3	2.7	100
2011	Value	2047.7	252.6	137.9	18.2	61.8	2542.2
	Ratio	80.5	9.9	5.4	0.8	7.3	100
2012	Value	3100.5	381.8	182	23.3	70.2	3777.8
	Ratio	82	10.2	4.8	0.7	7.5	100
2013	Value	4187.4	360.5	184.9	16.2	63.6	4845.5
	Ratio	86.3	7.3	3.8	0.1	7.4	100
2014	Value	5087.2	328.0	131.4	27.7	74.7	5656.6
	Ratio	90	5.8	2.3	0.5	7.5	100

2015	Value	8418.5	265.1	84.9	29.5	74.9	6.5	8879.2
	Ratio	95	3	0.9	0.3	7.4	0.1	100
2016	Value	11094.1	327.5	45.5	54.0	112.1	35.9	11670.4
	Ratio	95	2.8	0.4	0.5	1	0.3	100
2017	Value	7131.2	235.0	79.5	36.9	85.5	156.3	7833.7
	Ratio	91	3	1	0.5	1.1	2	100
2018	Value	9734.8	455.2	179.5	30.9	901	141.2	11442.6
	Ratio	85	4	1.6	0.3	8	1.1	100

Source: Economic Presentation 2010-2018, Nigeria, Ministry of Finance and the National Economy

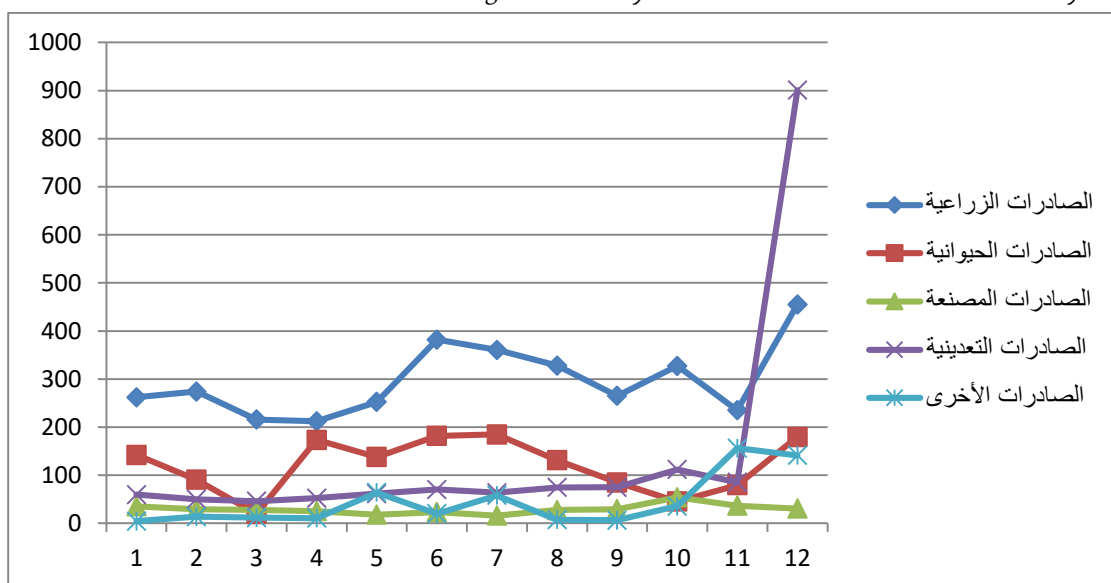


Figure (3) Performance of non-oil exports by sector. Source: Prepared by the researcher based on the data in Table (4)

It is noted from reviewing the performance of non-oil exports by sector from Table 4 and Figure (3) that there is a noticeable decline in the performance of non-oil exports, and there is fluctuation in sectoral exports in general.

#### Performance of Non-Oil Exports at the Sector Level:

A review of Table (4) shows the following:

##### First - The Agricultural Sector:

The study (Ibrahim, 2017) confirms that the proceeds of agricultural exports increased from \$252.6 million in 2011 to \$381.8 million in 2012, by 9.9% and 10.2% of the total exports. Then the contribution percentage of agricultural exports decreased during the rest of the study years until it reached only 2.8% in 2016, then it increased to 4% in 2018.

**Second - Animal Exports:**

According to the report (Livestock, 2018), a noticeable increase was recorded in 2010, amounting to \$173 million, representing 7% of total exports, in 2012, \$182 million, and in 2013, \$184.9 million, representing 4.8% and 3.8%, respectively, of total exports. Later, it decreased to \$45 million in 2016, representing 0.4% of total exports.

Then the contribution increased to \$79,5,179.5 million in 2017 and 2018, respectively, at 1% and 1.6% of total exports, respectively.

**Third: Manufactured Exports:**

The contribution of the industrial sector decreased from \$25.3 million in 2010, representing 1.3% of total exports, to \$18.2 million in 2011, representing 0.8% of total exports. Then it reached its highest level in 2016, reaching \$54 million, representing 0.5% of total exports. Later, it decreased in 2017 and 2018 to \$36.9 and 30.9 (0.5% and 0.3% of total exports), respectively. (Al-Sayed, 2007)

In general, the contribution of the industrial sector to exports did not reach 2% from 2010 until 2018. It constitutes the lowest contribution rate compared to the rest of the non-oil sectors.

**Fourth - Mining Exports: (Al-Sayed, 2007):**

It is noted from Table (4) that the contribution of mining exports continued to rise. In 2010, its contribution amounted to 52.5 million dollars, in 2011, 61.8, and in 2012, 70.2, with a contribution rate of 2.7%, 7.3%, and 7.5%, respectively, of total exports. Then it decreased to \$63.6 million in 2013, representing 7.4% of total exports. Then, mining exports increased significantly in 2018, reaching \$901 million, with a contribution of 8% of total exports. While the other exports remained fluctuating throughout the study period.

**Indicators of the Success of Non-Oil Exports:**

According to (Ministry of Finance, 2013-2018) the most important indicators of export success are the following

- a) Export proceeds constitute the main source of foreign currencies, and thus increase the country's ability to import and stabilize local currency exchange rates. This did not happen in Nigeria, where there is a clear deficit in the trade balance, a decline in Nigerian exchange rate, and increased inflation, as can be seen in Table 4.

**Table (5) Economic Indicators in the Period 2013/2018**

Statement	2013	2014	2015	2016	2017	2018
Economy growth rate	8.3	6	7.2	8	8.1	9.3
Growth rate of money supply	34.4	30.3	30.8	43.6	41.6	41.1

Inflation rate	7.1	7.7	8.5	8.5	8.4	7.2
Exchange rate of Nigerian naira/ American dollar	2.57	2.61	2.58	2.55	2.44	2.17
Average per capita income in American dollars	371	500	572	704	714	830

Source: Economic Presentation, Nigerian Ministry of Finance 2013-2018.

b) Exports help the country pay its external obligations, provide the necessary financing for capital goods necessary for economic growth and thus help increase national income and increase the rate of economic growth. It is noted from the previous table that the growth rate is weak, and Nigeria's debts reached \$36 billion by the end of 2018.

c) The stability and growth of export revenues help in balancing the trade balance and thus balance payments, which helps the country's economic stability. This did not happen through the previous comparison between exports and imports.

Table (6) Growth Rates of Total Oil and Non-Oil Exports.

Statement/ Year	2010	2011	2012	2013	2014	2015	2016	2017	2018
Oil exports	100	390	1.9	9.8	35.5	51.4	35.1	21.5	65.5
Non-oil exports	- 15.4	- 9.8	- 29.4	36.1	12.8	36.9	- 6.1	- 10.6	- 19.1

Source: Trade balance tables for the years 2010-2018, reports of the Central Bank of Nigeria

d) The development of per capita exports, which is actually a measure that compares the speed of increase in population with the increase in the quantity of exports. The more exports are achieved, the greater the rate of growth and the greater the ability to export can be achieved. However, it is noted that the economy's growth rate is weak, and the per capita of national income is weak compared to other countries, where the per capita income is less than a dollar and a half in 2018. Based on the table above, the measure of dividing income by the number of populations is a traditional measure; it does not express real growth in per capita income.

e) The value of exports to national income. This measure is one of the useful indicators in monitoring from one year to another in that, it expresses the extent of the growth in the ability to offer larger quantities and at better prices of local products in global markets. It is noted from the table below that the ratio of exports to gross national product has decreased.

Table (7) Ratio of Exports to GDP, 2009-2018.

General	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Exports%	7.7	8.2	15.6	12.8	12.9	15.8	18.3	18.3	15.4	10.8

Source: Reports of the Central Bank of Nigeria 2009 - 2018.

- f) Comparing export growth rates on an international level. We find that, the rate of Nigerian exports is weak globally.

### **The Third Section: Problems of Diversifying Non-Oil Exports:**

During the study period, Nigerian non-oil exports faced a set of problems and obstacles that affected production quantitatively and qualitatively, and weakened their competition abroad. The researcher summarizes these problems and obstacles by quoting from: **(Central Bank of Nigeria Regular Seminar 2012)** in the following:

1. Problems resulting from the "Dutch disease" that afflicted Nigerian economy due to its exploitation of and dependence on oil.
2. Problems faced by non-oil exports in general.
3. Problems specific to all exports.

#### **First - Problems and Obstacles Due to (the Dutch Disease): (Stiglitz, 2004)**

Nigerian economy is suffering from the Dutch disease: During Sahel-Saharan Bank seminar, the governor of the Central Bank of Nigeria pointed out that Nigerian economy is suffering from the so-called "Dutch disease" and called for attention to developing non-oil exports.

The Dutch disease affected Nigerian economy. It led to a state of structural distortion of the economy as a result of a noticeable increase in national income due to the flow of oil resources revenues. Which led to a noticeable decline in the production of non-oil economic sectors and competitiveness. This situation also leads to an increase in imports. Consequently, the country's economy is put in a bad situation due to extremely dangerous negative effects regarding the other vital sectors (non-oil), such as agriculture, industry, and services. This has generated widespread unemployment, contraction of exports, and disruption of production in areas where Nigeria is supposed to have a comparative advantage, and thus an economic imbalance because of this pathological state of the economy.

In Nigeria, symptoms of the Dutch disease appeared through the national economy's dependence on oil only, without other productive sectors. Nigerian economy's productive capabilities in agriculture and industry have collapsed in a striking and frightening manner, since it entered the world of oil producers and exporters (despite the simple returns at global rates in this level). To be noting that, the return from oil to the state does not exceed, at best, a quarter of its public revenue needs. This is what the general budget is experiencing now in terms of suffocation in the revenue management process. As well as the horrific deterioration that appears in the agricultural sector, which is supposed to be the main driver of the economy, because Nigeria has huge natural resources, which make it has a comparative advantage in agriculture. In addition, manufacturing industry is deteriorating due to the flooding of the market with goods from abroad.

**Revenues, Expenditures, and Spending on Development: (Economic Report of the Ministry of Finance, 2016)****Table (8) Revenues, Expenditures, and Spending on Development (2012-2018)**

Statement	Revenues				Expenses				Deficit
Year	Oil	Tax	No tax	Total	Total spending	Current spending	Spending on development	Development spending%	or surplus
2012	144	160	30	334	352	300	52	15%	(17)
2013	150	189	27	366	418	352	76	18%	(52)
2014	201	215	59	475	518	377	141	27%	(43)
2015	399	263	50	715	739	554	185	25%	(24)
2016	503	421	105	1029	1104	792	312	28%	(75)
2017	609	501	109	1218	1385	1087	298	22%	(167)
2018	734	588	186	1508	1825	1471	354	19.4	(317)

**Source: Economic Presentation, Ministry of Finance Nigerian (2011-2018)**

The table above shows that oil is the highest revenue, followed by tax revenues, and then non-tax revenues. How much it is simple becomes clear in terms of development through the oil circle, and the adoption of the current exchange rate as a priority at the expense of development. This is because of the spread of the consumer society, extravagance, the decline of production and work, directing investments and oil revenues to service sectors, not production ones, with the decline in the contribution of the manufacturing industry and its stagnation, and the emergence of unemployment. It is clear from the table above the extent of the outbreak of Dutch disease in Nigerian economy, and this must be reflected in the amount of non-oil exports.

**Second - The Problems and Obstacles Faced by Exports: (Mahmoud, 2015).**

Considering the situation of non-oil exports in general in Nigeria clarifies that, it has not played the role assigned to it, because it faces many problems and obstacles in addition to the problem of the Dutch disease. The researcher summarizes these problems and obstacles, as follows, quoting (Mahmoud, 2015) :

1. Relying on the composition of primary resources, which are exposed to fluctuations in production and marketing, thus losing the competitiveness that enables the state to reduce production costs and improve its quality by using modern technologies available globally, in addition to the weak flexibility of primary resource exports.
2. Weak export financing in the banking sector, exchange rate fluctuations, unstable fiscal and monetary policies, inflation, and lack of institutions to guarantee exports are all factors that limit the diversification of Nigerian exports.
3. The processes accompanying the export of goods require a lot of data and information to develop them and implement all the steps they include. These processes and procedures are in multiple units and



centers. They are geographically and administratively distant, so the chain that links exports are separated, beside the lack of specializations in trade, taxes, customs, ports, and other matters that participate in achieving the export process. Therefore, the information is not accurate as an indicator for improving the levels of export performance. The absence of the role of economic attachés abroad for marketing, promoting goods, benefiting from the seasonality of global marketing and export, has led to a weak import substitution policy due to weak marketing information abroad.

4. The low productivity and quality level of export goods and the high cost of production due to poor use of technology weakened the competition of these goods in global markets.
5. The high local cost of production due to multiple state, central fees, taxes, high export expenses, the multiplicity of intermediaries and irrational competition between exporters, results a high cost of the product and weakens competitiveness in world markets.
6. Weak infrastructure, which is considered a direct and indirect contributing factor to exports, such as transportation, refrigeration, packing and shipping means, weak quarries and veterinary facilities, a lack of slaughterhouses, and weak methods of combating diseases, epidemics, and pests.
7. Nigeria's dependence on certain countries to market its exports, such as the United States of America, which reduces the profitability of these exports.
8. The emergence of competitive alternatives to Nigerian exports in the global market, especially peanuts and hibiscus.
9. The government's control over the production and export process of some exports, such as oil, mining, and others, which reduces the private sector's ability to compete and thus hinders the process of developing and diversifying exports.
10. Poor attention to available and potential land and water resources, and human resources. In order to achieve the best use of available resources, which contributes to increasing production.

### **Third: Problems and Obstacles Specific to each Type of Export: (Mahmoud, 2013).**

In addition to the problems of the Dutch disease and the general problems and obstacles mentioned previously, there are important problems related to some export commodities that must be recognized to be treated, which are:

#### **A. Problems and Obstacles to Plant Sector Exports: (FAO, 2018)**

1. **Cocoa:** Cocoa suffers from internal and external problems that affect its production as follows:
  - Failure to set remunerative minimum prices for farmers to enable them to continue farming.
  - Low international prices compared to the local cost, which weakens demand for it due to global competition from countries that support exports.
2. **Wheat:** Among the problems and obstacles specific to this crop are the following:

- Decrease in cultivated areas due to some farmers' reluctance to do so
- Infection with agricultural pests.
- Its need for cold in the winter.

**3. Rice:** Its most important obstacles are changing climate conditions and agricultural pests.

**4. Vegetables and fruits:** It has high competitive capabilities and comparative advantages, but it does not receive sufficient attention and it suffers from the following problems and obstacles:

- Some of the types produced are not suitable for export, such as mangoes, which are high in fiber.
- Lack of qualified human resources for gardening.
- The lack of internal markets and centers where vegetable and fruit exports are prepared and processed.

**5. Peanuts:** It is considered the second most important oilseed crop, and one of its problems and obstacles is the lack of using fertilizers and machines in agricultural and post-cultivation operations, which weakens the productivity of the acre in addition to its infection with the fungus that causes aflatoxin disease.

#### **Problems and Obstacles to Livestock Sector Exports: (Ahmed, 2014)**

- There is a high cost of migration that leads to a lack of return.
- Reliance on one traditional market, "Saudi Arabia," leads to a decrease in Nigeria's livestock exports.
- The emergence of diseases and epidemics leads to weak competition in foreign markets.
- Raising livestock is a lower level than agriculture, and even less profitable and less income than farmers, which threatens increased production.

#### **B. Problems and Obstacles to Mining Sector Exports: (Viraduladuset, 2009)**

It is one of the promising sectors. Its most important exports are gold in addition to chromium. The rest of this sector's exports are scrap iron, copper, aluminum, and lead. Gold suffers from the problems of this commodity, the high cost of production. As for chromium, it suffers from the problem of high international prices. As for scrap, it had high growth rates.

#### **C. Problems and Obstacles to Industrial Sector Exports: (Veradouladuset, 2009).**

The industrial sector is still late, despite its utmost importance in achieving economic growth, although it has achieved some progress in recent years, and its exports include:

1. Leather: The most important obstacles it faces: defects in the skinning, packing, drying and storage process and thus weak external competition.
2. Sugar: One of its problems is the large changes in global rainfall levels.

3. Vegetable oils: It suffers from weak agricultural production of oilseeds and its high cost compared to global costs.

### **Problems and Obstacles in the Land and Marine Products Sector: (Ahmed, 2014)**

in Nigeria, land and marine products suffer of a lack of attention – much enough- so their exports for the year 2011 did not exceed 0.51%. The most important obstacles to land products can be summarized:

1. The cost of preparing wildlife farms is high and the production period is long.
2. There are many facilities that supervise wildlife, such as the Ministry of Tourism - General Administration for Wildlife Protection.

### **The fourth Section - Strategy for Developing and Diversifying Non-Oil Exports.**

**The data from** (Economic Report of the Ministry of Finance, 2016), confirms that the strategy for developing and diversifying exports must be based on clear and integrated elements and means that do not only care about promoting exports, but rather they include production for export, then marketing and promotion, then planning production to achieve this strategy, and then providing assistance services to complete the marketing and promotion processes.

#### **First: Elements of Export Development and Diversification.**

According to (Abdel Sabour, 2013), the most important are the four following elements:

- a. **Setting Goals:** These goals are set quantitatively, and the goals must be reasonable. That means, they can be achieved, they must be compatible with future expectations, and they are not just a reflection of the state of industry and exports. Rather, goals must be set in a way that can push resources to achieving export development at both the national and facility levels. Also, setting national export goals can be achieved through intense efforts on the part of all government agencies, such as: the ministries of (planning, trade, industry, finance, agriculture, transportation, and foreign affairs). Forming a high-level committee for export development to reach a degree of close cooperation between all government agencies concerned with the matter. This committee determines the government's commitment about developing exports and evaluating policies and programs.
- b. **Resource Mobilization:** Export development policies close the gap between goals and actual performance or achievement by directing the necessary plan and mobilizing resources to achieve the goals. Resource mobilization includes the actual commitment of human labor force, financing, and leadership of official programs and agencies for export development. This commitment must extend to cover national planning throughout the period it covers and is subject to periodic review.
- c. **Establishing Export Development Programs:** Directing the goals and policies of innovation and performance in export development programs that help producers to achieve export goals, and

transforming export development programs into the national export strategy into groups of activities necessary. To achieve them within the framework of the guidelines established by export development policies and determining how to perform each activity, its relationship and timing to the types of activities of developing other exports. Only the efforts exerted by the government can achieve regulation of the types of activity for developing exports. Providing export development programs with qualified administrative and technical personnel is very importance.

- d. **Censorship:** Control is considered an essential function of the export development strategy and is an expression of the system that detects and identifies discrepancies between the expected results of the objectives in the plan and their achieved results. The control system begins with the flow of information from producers, their organizations, and government agencies that serve them directly.

### Second - Means of Developing Exports:

Researchers, including (Mahmoud, 2013), mention many means of developing exports, and the researcher summarizes them as follows:

1. **Exhibitions:** Exhibitions and commercial markets are considered the showcase of the state's products. They are one of many means of developing the state's exports in the markets of other countries. Therefore, collective participation in exhibitions and holding national exhibitions must be organized abroad and within the state.
2. **Trade Missions:** There must be joint missions from representatives of the private sector and the government to discover and expand export opportunities and organize missions for importers within countries.
3. **Advertising:** Spreading advertisements about products in internal and external markets supports exhibitions, missions, and other activities with advertising. There should be financial support for exporters' advertisements, encouragement, and issuance of a special newspaper for export affairs.
4. **Research:** There should be marketing research, including analysis of market trends, identifying and defining the available opportunity and problems that arise, studying how products should be marketed, identifying and analyzing the export potential limitations. Information and data are one of the missing links in the current export activity in Nigeria. Therefore, export policies are widely disturbed at various levels of the state's economic performance. The state's policies towards exports have remained undefined and linked to economic or productivity developments from time to time. Therefore, the state has not been able to be represented in the Trade Ministry or the Council of Ministers of commitment to a clear line of export development or setting decisions in the field of export.
5. **Marketing Consulting:** Advising companies on how to export and what assistance is available.

6. **Commercial Representation Abroad:** Discovering market opportunities available to companies and industries, assist in settling commercial disputes, plan, arrange sales trips, initiate business contacts, and provide on-site services in many other fields.
7. **Financial Incentives:** This is a promotion of increasing exports by providing tax exemptions and other financial incentives to exporters. Incentives related to exchange rates. This system provides the opportunity for exporters to keep all or part of their export proceeds in hard currencies according to state policy, for the purpose of importing their own production requirements that they are unable to provide locally, or giving certificates to exporters granting them the right to import at a discount from the proceeds, or granting a special license to exporters to import production requirements and allocate special cash quotas to exporters.
8. **Export Financing:** It is by providing credit facilities to finance exporters, as well as providing credit facilities to provide the necessary insurance to encourage banks to provide loans. Financing is considered one of the most important elements necessary to encourage exports by providing appropriate financial resources at distinct interest rates for exports. It includes providing two types of financing: medium- and long-term financing for new investments in export projects and short-term financing to finance existing export activity. In both cases, the matter needs to provide appropriate financing to support exporters.
9. **Commodity Design: It is done** by providing exporters with information on market needs in the field of product design, providing assistance in the field, encouraging designers and managing design plans.
10. **Training:** Training employees of the producing company or institution in specialized programs, and encouraging and assisting students to implement a study that will graduate managers and individuals with the necessary knowledge and experience.
11. **Economic Stability:** The most important role of the policies of the Central Bank of Nigeria in supporting the development and diversification of non-oil exports is to support economic stability by containing inflation rates at coming phases and supporting a stable exchange rate, because economic and financial stability is the best catalyst for development. Rather, it is a precondition for development, and it cannot be a development in an economy where economic instability prevails.

**Summary of the most important results:**

- The absence of serious scientific research, information, data, and effective cadres in the export sector.
- Weak services and infrastructure for exports led to weak supply, processing and preparation for export operations.

- The negative impact of monetary and financial policies, so it is rising the exchange rate of free currencies against Nigerian currency, and the emergence of inflation, which negatively affected export revenues.
- Multiple duties and taxes, and the high cost of exports weakened foreign competition.
- The structure of commodity exports has not developed despite the demand for them, such as vegetables, fruits, meat, oils, corn, and cocoa.
- Export markets are limited and confined.
- Weak contribution of exports to payments balance and national income.
- The Dutch disease affecting Nigerian economy weakened non-oil exports.

### Recommendations and Suggestions

Based on the findings of the study, the researcher recommends and suggests the following:

1. Developing a commodity structure and the structure of exported services so that development achieves a great deal of diversification in exports.
2. Actual expansion in the scope of foreign markets, provided that the expansion is based on the extent of the usefulness of the new market and not merely adding many markets that it deals within narrow and insignificant limits.
3. Working to achieve a steady increase in export revenues of traditional and new goods and services without an increase in cost.
4. Stable and regular export of products to various foreign markets, which supports its position
5. Using scientific research and qualified staff, and providing the information and data necessary to develop current marketing methods.
6. Providing services and infrastructure for exports to remove technical and price obstacles that prevent the flow of exports.
7. Promoting Nigerian exports through participation in various relevant exhibitions, seminars, and the use of electronic means and Internet.
8. Activating policies to encourage exports in terms of credit facilities, insurance, reducing fees and taxes, and stabilizing the economy.
9. Studying non-oil exports to identify their production problems and marketing externally.
10. The necessity of using oil as a means of developing new sustainable export commodities that are not dependent on the continuation of oil operations.
11. Establishing an oil concentration account or an oil revenue fund from which only a small percentage is taken to support the budget, and the rest is invested for future generations and does not affect the budget, in order to avoid the "Dutch disease."

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