

**GATEWAY TO** AFRICA'S RICH COMMODITY TRADE

Export and earn in foreign currency

AGRICULTURAL EXPORT | SHIPMENT

# Important Things To Know To Start Exporting

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to start agricultural Export.





# **Understanding the Export** Landscape in Nigeria

Exporting agricultural products from Nigeria is one of the most promising ventures today, especially for entrepreneurs looking to earn in foreign currencies while contributing to the nation's non oil revenue base. With the right guidance, tools, and access to global markets, anyone from beginners to established traders can succeed in this growing industry.



# The Role of NEPC in Nigeria's **Export Ecosystem**

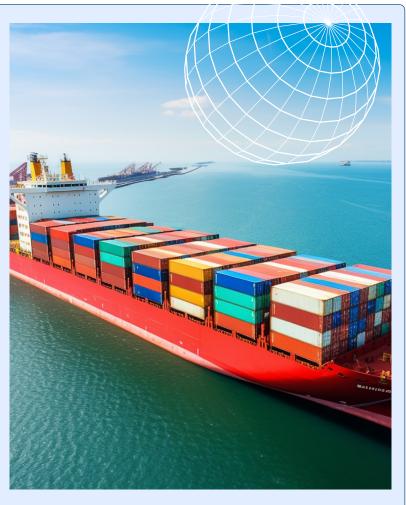
The Nigerian Export Promotion Council (NEPC) is the primary government agency responsible for promoting and facilitating non oil exports from Nigeria. NEPC provides exporters with critical support services, including: Product development and packaging guidance

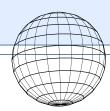
Access to export training and capacity building programs

Trade fair participation and matchmaking with foreign buyers

Information on export incentives, such as the Export Expansion Grant (EEG)

For anyone serious about starting an export business in Nigeria, registering with NEPC is one of the first steps. Visit the official NEPC website at www.nepc.gov.ng to register your company, learn about available trainings, and access export documentation templates.





# GACC and Exporting to China: What You Need to Know

If you're interested in exporting agricultural commodities to China, you must understand and comply with GACC requirements.

GACC stands for the General Administration of Customs of the People's Republic of China. It regulates the registration and approval of foreign suppliers who want to ship agricultural and food products to China. Since 2022, China has made it mandatory for foreign food exporters to register through its GACC portal to ensure traceability and compliance with safety standards.

# To get started:

1. Visit the official China GACC website:

# www.singlewindow.cn

- 2. Register your company as a foreign exporter or work with a registered Chinese importer
- 3. Ensure your facility and goods meet the sanitary and phytosanitary requirements of China
- 4. Provide traceable labeling and documentation for each shipment

Many exporters now partner with licensed freight forwarders or export consultants who can assist with GACC compliance and help smoothen the registration process.



# Top Exported Agricultural Commodities from Nigeria

Among Nigeria's agricultural exports, sesame seed ranks at the top. It is highly demanded in countries like China, Japan, Turkey, and the UAE. Other fast selling agricultural commodities include:

- Ginger Especially Nigerian dry split ginger, known for its high oil content
- Hibiscus flower (Zobo) Popular in Mexico and parts of Europe for tea and food processing
- Cashew nuts Sought after in India and Vietnam
- Soybeans and Soybean Oil High demand in Asia and the Middle East
- Palm kernel shells Used as biofuel in Europe
- Charcoal Popular in the Middle East and Europe

Each of these commodities has its market dynamics, export documentation requirements, and price variability depending on quality, timing, and destination.



# **How a Novice Can Start Exporting Today**

Gone are the days when international trade was only for the elite. With technology, access to global markets, and simplified trade processes, anyone can start exporting even with minimal capital.

# Here's a simple roadmap for beginners:



#### **1.Register Your Business**

Get a Corporate Affairs Commission (CAC) certificate, tax ID (TIN), and register with NEPC.



# 2.Choose Your Commodity

Start with something simple and in high demand, like sesame, ginger, or hibiscus, charcoal, wheat, gum arabic, Make sure it's available locally.



#### 3.Understand Regulations

Research the import regulations of your target country, including documentation and phytosanitary standards.



#### 4. Source and Package Properly

Source quality produce, clean and dry them to export standard, package them correctly, and label your product as per destination country requirements.



#### **5.Get the Required Export** Documentation

These include: **Product Inspection Certificate** Certificate of Origin Bill of Lading **Phytosanitary Certificate Fumigation Certificate** Commercial Invoice **Packing List** Insurance Certificate



#### **6.Find Buyers or Export Partners**

Use platforms like Skynaps app, TradeKey, Alibaba, ExportHub, or NEPC's export database. You can also attend trade expos or use LinkedIn to connect with international buyers.



# 7.Ship and Track

Work with licensed freight forwarders who understand agricultural exports. Always track your shipment and maintain proper communication with your buyer. Like Zship and other shipping agents

You don't always need millions to start exporting. Many commodities like hibiscus and sesame can be started with as little as ₩1.5M – ₩5M, depending on quantity and destination. When done properly, a single container export can earn between \$3000,000 to \$10,000 in profit monthly.



The top most major export trading countries for Nigerians commodities are;

India, Netherlands, USA, France, Spain, Italy, Indonesia, Japan, Canada, South Africa and Malaysia.

# Major Commodities in our portfolio for export

- Sesame seed
- Ginger
- Raw cashew nuts
- Hibiscus flower
- Cocoa
- Groundnuts
- Soybean
- Wheat
- Cassia seed
- Gum arabic
- Sorghum
- Rice

# Processed Commodity – Ready for Export

- Garri
- Beans
- Nigerian yam / Ghana yam

# **SESAME SEEDS**

Generally, we are able to provide seeds that meet the following specification

99%[machine cleaned] **Purity:** 

Admixture: 1-2%max 1-2% max FFA: Moisture: 6-9% max Oil content: 50% min

Inspection: SGS, Euro 1 or other (by default we offer the Nigerian ministry of health inspection certificate and phytossanitary certificate)



# **GINGER**

Generally, we are able to provide seeds that meet the following specification

**Admixture:** 1.0%max Total oil: 2.0%min Fat: 2.00% max Ash: 6.00%max 2-5min Thickness: Mould: nil

**Moisture:** 10%max Acid ash: 1%max

Alcohol soluble extract: 25kg pp. bags

Alcohol soluble extract: 9% Max Aflatoxin: nil Salmonella: nil

Packaging: 25kg pp. bags

Inspection: SGS, Euro 1 or other (by default we offer the Nigerianministry of health inspection certificate and phytossanitary certificate).



# **GUM ARABIC**

The 3 grades of gum arabic available as follows:

Acacia Senegal (gradel) Acacia seyal (grade 2) Combretum (grade 3) Minimum order: 1x 20 Ft FCL.



# **RAW CASHEW NUTS**

# Specification Available

**Nut count:** 185 max Rejection below: 44lbs

**Defective:** less than 10%max

Out-turn: 49-50 lbs **Moisture:** 10% max Admixture: 2% max Minimum order: 1x20 Ft.FCL

Inspection: SGS, Euro 1 or other (by default we offer the Nigerian ministry of health inspection certificate and phytossanitary certificate)



# **DRY HIBISCUS FLOWER**

Specification Available

Colour: dark red
Percentage of broken: 5%
Moisture: 12%

Foreign matter: 0.5% max

Insect infestation: free from insect infestation

Weed seeds: nil

Inspection: SGS or similar Packaging: 40kg as required

Minimum order: 1x20Ft FCL



# Packaged products for mini export

Beans Yam

**Dried vegetables** 

**Dried fish** 

Gari

**Spices** 

Palm oil

Egusi

Indomie noodles



# **SKYNAPS APP** Connecting Africa to the Global Commodity Market

#### **Escrow Protection: Trade with Confidence**

At Skynaps, trust is the foundation of every trade.

Our secure escrow system ensures that both buyers and sellers are protected.

When a buyer places an order, the payment is held safely in escrow until the seller confirms delivery and the buyer confirms satisfaction.

No middlemen. No fraud. Just transparent, protected trade across Africa and beyond.

The Skynaps Homepage Your Global Agro Market Dashboard

From the homepage, you can view everything happening in real time -

- □ Ongoing trades
- ☐ New offers from buyers or sellers

The homepage serves as your control center, showing you the pulse of agricultural trade both locally and globally.

Whether you're a farmer looking to sell groundnuts in Nigeria or a trader wanting to buy sesame from Sudan, the Skynaps homepage helps you track, manage, and connect with real opportunities worldwide instantly.

With Skynaps, you trade directly with verified producers, processors, and offtakers. Whether you're in Nigeria or anywhere across Africa, you can now buy and sell agricultural commodities straight from the source.

Our platform connects you with:

- · Local buyers across Nigeria and West Africa
- International offtakers in China, Japan, Turkey, and India
- Factories and processors searching for consistent, quality African produce

Enjoy better prices, faster deals, and total transparency powered by Skynaps.

With the Skynaps App, both parties can now connect directly:

- The seller lists verified palm oil stock on Skynaps.
- Buyers in the North view listings, confirm quantity and quality, and pay through Skynaps Scheduled Payment.
- Funds are automatically released to the seller once the buyer confirms receipt.

#### **Result:**

- Buyers get authentic products directly from verified producers.
- · Sellers get assured, scheduled pay-
- · Regional trade becomes simple, fast, and reliable.

# **Skynaps Scheduled Payment Empowering Farmers & Sellers**

The Skynaps Scheduled Payment feature ensures that sellers and farmers receive their money on time - every time. Once a transaction is confirmed, the buyer's payment is locked under a schedule and automatically released when the agreed delivery condition is met.

#### Benefits include:

- Guaranteed payout after confirmed
- · Protection from delayed or failed payments
- Improved financial record for future funding and credibility
- Peace of mind focus on production while Skynaps secures your payment

This feature strengthens trust and creates a fair, reliable trading environment for all users.

A palm oil producer in Eastern Nigeria once struggled to find genuine buyers outside their region.

Meanwhile, food processors and retailers in the North needed reliable palm oil sources but couldn't find verified suppliers.

# Go Global Trade From Any Country



Through the Market section of the Skynaps App, you can explore and trade directly from specific countries.

Want to buy cocoa from Ghana, sesame from Nigeria, or coffee from Ethiopia? Simply:

- 1. Open the app
- 2. Go to the Market tab
- 3. Select the country and commodity of your choice

The system will show verified sellers and real-time offers from that market. With Skynaps, you're not limited by borders you're connected to buyers and sellers across continents, all in one place.

# **Chat Directly with Global Buyers**

The Skynaps Chat System allows users to connect and negotiate directly with verified local and international buyers — all within the app.

Build lasting partnerships and close deals with buyers from:

• China – strong demand for sesame, groundnut, and cashew

- Japan high-value market for cocoa and
- Turkey leading importer of sesame and hibiscus
- India one of the largest buyers of palm oil and oilseeds

With Skynaps Chat, communication is instant, verified, and transparent.

## **Who Benefits from Skynaps**

#### Farmers:

Gain access to real buyers, scheduled payments, and better market prices.

# Traders:

Expand your network, trade directly with verified partners, and grow your reputation.

### Buyers:

Find reliable suppliers, pay safely, and get authentic commodities at the best rates.

Skynaps bridges the gap between local producers and global demand, ensuring every product finds the right buyer — safely and profitably.

# About Author



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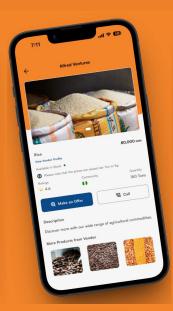
A global commodity trading company focused on the export of agricultural products and international product marketing.

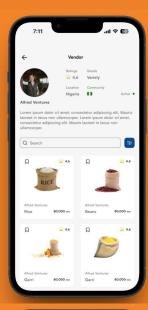
This article is written to help Nigerian and global exporters better understand the process and possibilities of succeeding in the international trade business.

Skynap App

It's Gateway to Africa's Rich commodity trade

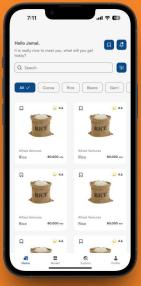


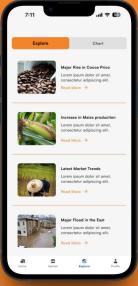




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