

Report of Registered Exporters in Katsina State (2018-2025)

Records from the Nigerian Export Promotion Council (NEPC), reveals a dynamic export landscape shaped by policy interventions, MSME participation, and sector diversification.

Between **2018 and 2020**, exporter registrations remained relatively modest, declining from 20 exporters in 2018 to 8 exporters in 2020. This period reflects early-stage exporter development and was further constrained by macroeconomic pressures and the COVID-19 pandemic.

A **major structural shift occurred in 2021**, when registrations surged dramatically to **93 exporters**, representing a growth rate of over **1,000 percent** compared to 2020. This unprecedented increase was largely driven by targeted export sensitization programmes, the formalization of cooperatives, increased MSME participation, and heightened awareness of non-oil export opportunities. Agriculture-based exporters—particularly in sesame seed, hibiscus flower, ginger, and soya beans—dominated this expansion.

From **2022 to 2024**, the number of registered exporters declined gradually from 36 to 26, indicating a phase of **market consolidation and regulatory filtering** rather than sector collapse. During this period, the export base diversified further into **solid minerals, processed agro-products, fertilizers, cosmetics, logistics services, and light manufacturing**, suggesting improving value addition and export sophistication.

In **2025**, registrations increased to **31 exporters**, signaling a **renewed growth momentum** after two years of contraction. This rebound suggests improved exporter confidence, expanding product lines, and sustained interest in Katsina State as an export-oriented production hub.

Overall, Katsina State’s export sector is **agriculture-led but increasingly diversified**, with strong participation from cooperatives, women-led enterprises, and MSMEs. The trends highlight the need for sustained policy support in areas such as export financing, quality certification, logistics infrastructure, and value-addition incentives to transform episodic growth into long-term export competitiveness.

Excluding the exceptional 2021 registration surge, the cumulative number of registered exporters in Katsina State increased from 20 in 2018 to 132 by the end of 2024, representing a 560 percent increase over the baseline period and an additional 31 exporters registered in 2025, the total number of registered exporters in Katsina State rose to 163, representing a 23.48 percent increase.

Year	Total Registered Exporters
2018	20
2019	15
2020	8
2021	93
2022	36
2023	27
2024	26
2025	31

Export Products and Services from Katsina State

A. Agricultural Commodities (Dominant Category)

- Sesame seed
- Hibiscus flower (Zobo)

- Ginger
- Soya beans
- Cotton & cotton lint
- Groundnut & groundnut oil
- Cashew nuts
- Moringa
- Garlic, onion, pepper
- Tiger nuts
- Millet, maize, wheat, rice
- Yam, cassava, sweet potato
- Charcoal
- Shea butter
- Honey
- Tamarind
- Baobab leaves
- Melon seed
- Cocoa

B. Processed & Value-Added Agro Products

- Flour (maize, millet, wheat, yam)
- Groundnut cake
- Tiger nut powder & cake
- Tom brown / pap powder
- Cooking spices & herbal teas
- Dehydrated vegetables
- Kilishi (dried meat)
- Palm oil & derivatives
- Yoghurt, beverages, energy drinks

C. Solid Minerals & Extractives

- Gold
- Coal
- Lithium

- Iron ore
- Copper
- Zinc
- Lead
- Quartz
- Sapphire, tourmaline, beryl
- Scrap metals & aluminium

D. Manufacturing & Industrial Goods

- Textiles & fabrics
- Footwear & leather goods
- Fertilizer (NPK, Urea)
- Cement
- Paints & coatings
- Medical devices (syringes, needles)
- Animal feed
- Construction materials
- Machinery & equipment

E. Services & Logistics

- Export logistics & container terminal services
- Courier & transport services
- Agro-processing services
- Mining & mineral logistics

Other Growth Indicators & Implications

Key Indicators Identified

1. Diversification of Export Base

- Shift from raw agro commodities to:

- Processed foods,
- Herbal products,
- Fertilizers,
- Cosmetics,
- Medical devices.

2. Rise of Cooperatives & Women-Led Enterprises

- Strong presence of:
 - Women farming cooperatives,
 - Youth and community-based exporters.
- Indicates inclusive export growth.

3. Emergence of Solid Minerals Exports

- Gold, lithium, coal, gemstones appearing prominently from 2022 onward.
- Suggests growing interest in **non-oil mineral exports**.

4. Value Addition Trend

- Increase in:
 - Flour mills,
 - Oil processing,
 - Packaged foods,
 - Cosmetics and personal care products.

Implications for Katsina State

- Strong positioning as a **northern agro-export hub**.
- Rising importance of **export-led MSMEs**.
- Need for:
 - Quality assurance,
 - Export financing,
 - Cold-chain & logistics infrastructure,
 - Export processing zones.

“Inclusive Export Growth”

Highlights

- Women-led cooperatives
- Youth MSMEs
- Community-based farming clusters