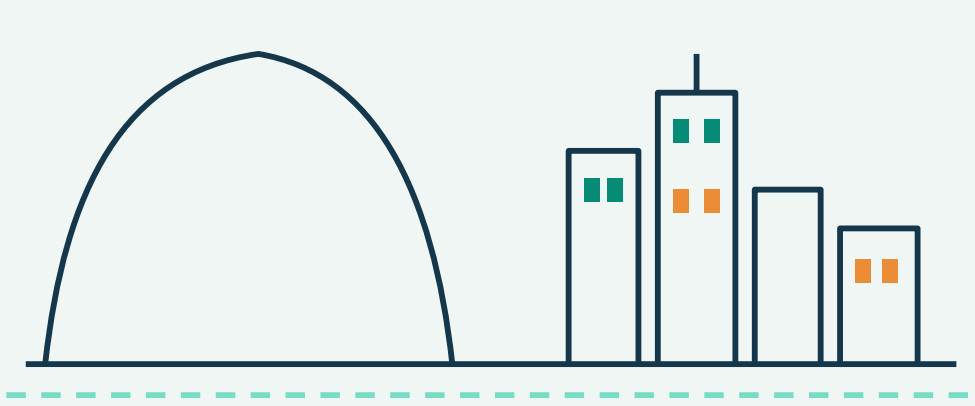
AN INTERNATIONAL MARKET ACCESS PROGRAMME

Egypt–Nigeria Business Forum

ABUJA • 1–10 JUNE 2027

Proposed dates within the Nafath 2027 programme



EGYPTIAN PRODUCTS. NIGERIAN OPPORTUNITIES.

Meet the market. Build the relationship.

Connecting Egyptian exporters with qualified Nigerian buyers through focused, mutually matched business meetings.

Organised by B2B Matchmaking

01 / ABOUT NAFATH

Opening markets. Creating connections.

Nafath is an export development programme designed to connect Egyptian companies with qualified international buyers through sector-focused trade missions and business forums.

The programme brings together market intelligence, exporter preparation, buyer selection and structured matchmaking to help companies build lasting commercial relationships.

The Nigerian edition

The Egypt–Nigeria Business Forum connects Egyptian suppliers with Nigerian supermarket groups, food and FMCG manufacturers, industrial conglomerates, power distributors and fertiliser producers. Africa's most populous country imports more than US$44bn of goods a year, and its inflation is falling fast after the 2024–2025 reforms.

100
Trade missions targeted annually

1,000
Egyptian exporters targeted

30%
Target reduction in participation costs

A practical route from market understanding to meaningful business conversations.

Programme figures are targets, rather than results achieved by this forum.

02 / THE ORGANISER

B2B Matchmaking

An Egyptian company specialising in the development and delivery of trade missions and business forums, connecting exporters with international purchasing networks.

800
Trade missions in the company's track record

100,000
B2B meetings delivered

US$2bn
Deals concluded

16 years
Experience by 2027

A team of 75 international trade specialists supports activity across Africa, the Middle East, Europe, Asia and the Americas.

Explore B2B Matchmaking ↗

Company credentials and performance figures supplied by the organiser.

03 / WHY NIGERIA

Africa's largest market. Inflation on the way down.

A consumer market of more than 200 million people, with major road, refining and industrial investment under way.

US$44.35bn
Merchandise imports / 2025

4.4%
Projected real GDP growth / 2026

15.15%
Inflation / Dec 2025, down from 18% in Sep

750 km
Lagos–Calabar coastal highway under construction

+30% Growth in Egypt's non-oil exports to Nigeria in 2025, to US$189m

Multiple routes to market

Opportunities span modern retail in Lagos and Abuja, food and FMCG manufacturers that need packaging and inputs, industrial groups and contractors, power distribution companies and fertiliser blenders. NAFDAC registration, SONCAP certification and reliable shipping to Lagos ports are central to winning business.

Imports: UN Comtrade, 2025, via Trading Economics ↗

2026 growth: EnterpriseNGR outlook, via The Guardian Nigeria ↗

Inflation: NBS via Nairametrics, Jan 2026 ↗

Coastal highway: Nairametrics, Oct 2026 ↗

Egypt's trade figures: UN Comtrade, Egypt as reporter (retrieved 9 Nov 2026) ↗

04 / EGYPT–NIGERIA TRADE

A growing trade relationship.

EGYPT'S NON-OIL EXPORTS TO NIGERIA / 2025

US$189m

▲ **+30%** vs 2024 (US$145m)

GROWTH SINCE 2020

+78%

Egypt's exports to Nigeria, from US$106m in 2020

TOTAL BILATERAL TRADE / 2025

US$215m

All goods, exports plus imports

EGYPT'S TRADE SURPLUS

US$189m

All goods, exports minus imports, 2025

EGYPT'S EXPORTS TO NIGERIA BY MISSION SECTOR / 2025

9 of 11 sectors grew in 2025; fastest: Plastics **×6.2**

Building Materials, Marble & Ceramics

US$39.9m

+252% since 2020 −5% vs 2024

Plastics

US$37.5m

▲ **×6.2** vs 2024 **+183%** since 2020

Engineering, Electrical & Metals

US$27.4m

+37% since 2020 −19% vs 2024

Food & Beverages

US$24.8m

▲ **+13%** vs 2024 **×8.0** since 2020

Chemicals & Paints

US$14.7m

▲ **+14%** vs 2024

Garments & Textiles

US$9.22m

▲ **+23%** vs 2024

Cosmetics & Personal Care

US$8.45m

▲ **+29%** vs 2024

Agricultural Produce

US$7.46m

▲ **+109%** vs 2024

+145% since 2020

Furniture & Home Textiles

US$6.66m

▲ **+121%** vs 2024

+131% since 2020

Printing & Packaging

US$2.71m

▲ **+256%** vs 2024

Detergents & Home Care

US$1.55m

▲ **+56%** vs 2024

US$ values of Egypt's reported exports. Non-oil exports exclude mineral fuels (HS 27) and gold and precious metals (HS 71). Growth compares 2025 with 2024 and with 2020; small 2024 bases (under US$0.5m) are not given a rate. Mission sectors by HS chapter: food & beverages 04, 11, 15–22; agricultural produce 06–10, 12–14; building materials 25, 68–70; engineering, electrical & metals 72–76, 78–91; garments & textiles 50–56, 58–62; furniture & home textiles 57, 63, 94; plastics 39; printing & packaging 48–49; chemicals & paints 28–29, 31–32, 38; detergents 34; cosmetics 33.

Egypt's trade with Nigeria, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

WHY JOIN THIS FORUM

Room to grow. Reasons to join.

Egypt's non-oil exports to Nigeria grew +30% in 2025, to US$189m. Nigeria imports more than US$44bn a year, so every sector at this forum has room to grow.

▲ +30%

Growth in Egypt's non-oil exports to Nigeria in 2025, to US$189m

<0.5%

Egypt's share of Nigeria's US$44.35bn imports

FASTEST-GROWING MISSION SECTORS IN NIGERIA / EGYPT'S EXPORTS

▲ ×6.2

Plastics

US$37.5m in 2025, from US$6.06m in 2024

▲ +256%

Printing & Packaging

US$2.71m in 2025, from US$0.76m in 2024

▲ +121%

Furniture & Home Textiles

US$6.66m in 2025, from US$3.02m in 2024

▲ +109%

Agricultural Produce

US$7.46m in 2025, from US$3.57m in 2024

30%

Target reduction in participation costs through Nafath

100,000

B2B meetings delivered by the organiser

US$2bn

Deals concluded by the organiser

Nigeria imports by product, 2025: UN Comtrade via Trading Economics ↗

Egypt exports to Nigeria, 2025: UN Comtrade via Trading Economics ↗

Egypt's trade with Nigeria, 2020, 2024 and 2025: UN Comtrade, Egypt as reporter, HS chapters (retrieved 9 Nov 2026) ↗

05 / THE PROJECT PIPELINE

Landmark projects. Future opportunities.

Four road, refining and power programmes shaping Nigeria's demand for materials and equipment.

ROADS / TO 2029

Lagos–Calabar coastal highway

A 750 km coastal highway. Five of nine sections have advanced, and the minister expects completion in just over three years.

POTENTIAL SECTOR FIT

Cement, steel, asphalt and paints, lighting.

ROADS / ONGOING

1,224 km of federal roadworks

Works under way on the Lagos–Calabar, Sokoto–Badagry and Trans-Saharan routes.

POTENTIAL SECTOR FIT

Cement, steel, electrical, safety equipment.

INDUSTRY / ONGOING

Dangote refinery and petrochemicals

A 650,000 barrel-a-day refinery at Lekki with fertiliser and polypropylene plants, shifting Nigeria from fuel imports to local supply.

POTENTIAL SECTOR FIT

Chemicals, packaging, engineering services.

POWER / ONGOING

Distribution network upgrades

Privatised distribution companies such as Ikeja Electric and Eko DisCo are investing in meters, transformers and network renewal.

POTENTIAL SECTOR FIT

Meters, cables, transformers, switchgear.

Project summaries: Nairametrics, the Federal Ministry of Information and company websites. Sector fit is indicative analysis; procurement opportunities depend on project schedules and supplier qualification. No affiliation or participation is implied.

06 / PARTICIPATING SECTORS

One forum. Multiple buying channels.

Ten Nafath mission sectors, matched to what Nigerian buyers already source from Egypt.

- Plastics
- Printing & Packaging
- Building Materials, Marble & Ceramics
- Engineering, Electrical & Metals
- Food & Beverages
- Agricultural Produce
- Chemicals & Paints
- Cosmetics & Personal Care
- Detergents & Home Care
- Furniture & Home Textiles

Product-level qualification determines the buyer shortlist for every exporter.

SECTOR OPPORTUNITIES

Who buys, and how.

FOOD & CONSUMER GOODS

Food, Beverages & FMCG

Sugar confectionery, flour, packaged foods and beverages for modern and traditional retail.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Shoprite Nigeria ↗ | Sahad Stores ↗ | Supermart.ng ↗ | Dufil Prima Foods ↗ | Visit website ↗

BUYING ROUTE — Retail category buyers, manufacturer procurement and distributors.

Cosmetics, Detergents & Home Care

Cosmetics, toiletries, detergents and home-care ranges.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Shoprite Nigeria ↗ | Sahad Stores ↗ | Unilever Nigeria ↗ | Tolaram ↗

BUYING ROUTE — Retail buyers and contract manufacturing.

INDUSTRY & CONSTRUCTION

Plastics, Packaging & Chemicals

Plastic products, films, food-contact packaging, paints and chemical inputs.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Dufil Prima Foods ↗ | Tolaram ↗ | Indorama Eleme ↗ | Dangote Industries ↗

BUYING ROUTE — Manufacturer packaging procurement and distributors.

Building Materials, Steel & Electrical

Cement, tiles, sanitaryware, cables and lighting for roads, housing and power.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Dangote Industries ↗ | Ikeja Electric ↗ | Eko Electricity Distribution ↗ | NNPC ↗

BUYING ROUTE — Contractor and utility procurement, subject to SONCAP and technical approval.

AGRICULTURE

Fertilisers & Agricultural Inputs

Fertilisers and crop inputs for maize, rice and sorghum.

TARGET RETAILERS & PROCUREMENT ORGANISATIONS

Notore Chemical Industries ↗	Indorama Eleme ↗	Olam Nigeria Visit website ↗

BUYING ROUTE — Blenders, distributors and state input programmes.

Illustrative invitation targets; attendance and purchasing interest are subject to qualification and confirmation. Names identify their respective owners.

Product fit

Positioning, ingredients, pack formats and category relevance.

Supply readiness

Pricing, capacity, documentation and reliable replenishment.

07 / HOW TO APPLY

Your route to the Nigerian market.

A clear, six-step journey from registration to business meetings.

01 — **Register your interest**
Submit your contact and company details, website, participating sector and product information.

02 — **Analyse your export opportunities**
We assess your product's potential in the Nigerian market and identify relevant opportunities and buyer categories.

03 — **Confirm your participation**
Review and sign the participation agreement to formalise your company's place in the forum.

04 — **Review the initial buyer list**
Receive an initial list of potential buyers, review their profiles and share your feedback on relevance.

05 — **Submit your buyer wish list**
Nominate the buyers you would like to meet. Your preferences inform outreach and the matchmaking process.

06 — **Attend your B2B meetings**
Take part in the scheduled business meetings with buyers, based on mutual interest and confirmed availability.

YOUR PRIORITIES SHAPE THE MATCHMAKING

The initial buyer list is provided for your review. You may also submit a wish list of additional buyers you would like to meet.

Buyer nominations are subject to qualification, interest and availability. A wish-list submission does not guarantee an appointment.

NAFATH / NIGERIA

Your next market.
Your next connection.

Bring an export-ready product. Meet a relevant purchasing partner.

Egypt–Nigeria Business Forum

Abuja · 1–10 June 2027

Proposed dates; event day and venue to be confirmed.

www.i-b2b.co ↗