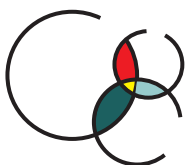


# NATIONAL SURVEY OF MICRO SMALL & MEDIUM ENTERPRISES (MSMEs) 2017



**Small & Medium  
Enterprises  
Development  
Agency  
Of Nigeria**



**NATIONAL BUREAU OF STATISTICS**



## FOREWORD

It is with satisfaction that I salute the publication of the third Edition of the National Survey of MSMEs, 2017. Since 2010, when it was first published, the National Survey of MSMEs Report has become an invaluable compendium on the state of the micro, small and medium enterprises (MSMEs) sub-sector in Nigeria. Let me at once congratulate the Small and Medium Development Agency of Nigeria (SMEDAN) and the National Bureau of Statistics (NBS), whose enduring partnership has continued to provide the platform for updating the field data that form the basis of this publication once every three years. Indeed the strategic partnership between SMEDAN and the NBS, the apex Agency saddled with responsibility for producing socio-economic statistics in Nigeria, is an example of the synergies that can be harvested when public institutions leverage their strengths/expertise for the national good.

Set up in 2003, by the SMIDA Establishment Act, as amended, SMEDAN, the apex/coordinating Agency for MSMEs development in Nigeria, is charged in the main with nurturing, promoting and facilitating the development programmes and projects in the MSMEs sub-sector of the Nigerian economy. SMEDAN's mandate as contained in the enabling Act includes the following, viz:

- ✓ Initiating and articulating policy ideas for small and medium enterprises growth and development.
- ✓ Promoting and facilitating development programmes, instruments and support services to accelerate the development and modernization of MSMEs operations.
- ✓ Serving as a vanguard for rural industrialization, poverty reduction, job creation and enhanced livelihoods.
- ✓ Linking MSMEs to internal and external sources of finance, appropriate technology and technical skills as well as large enterprises.
- ✓ Promoting and providing access to industrial infrastructures such as layouts, incubators, industrial parks et.c.
- ✓ Intermediating between MSMEs and Government as the voice of the micro, small and medium enterprises (MSMEs).
- ✓ Working in contact with other institutions in both public and private sector to create a good enabling environment for business in general and MSMEs activities in particular.

Micro, small and medium enterprises are globally recognized as engines of socio-economic transformation, as has become well established in both developing and developed economies. They offer opportunities to drive jobs and wealth creation as well as income re-distribution within society. These further unveil them as a distinctive mainstay of the economy that requires befitting attention. Despite obvious evidence of the relevance of MSMEs in Nigeria,

one of the challenges that faced SMEDAN at inception, apart from the confusion surrounding their classification, was the palpable dearth of statistics about the sub-sector - their size, persons they employ, productive sectors they operate in contribution GDP et.c. This was largely the situation that existed leading up to the partnership with the NBS in 2010.

That baseline survey report - *2010 National MSME Collaborative Survey* - provided a watershed moment in our understanding of the sub-sector in Nigeria. Amongst others, it became public knowledge that the total number of MSMEs was 17,284,678. These employed a total 32,414,884 persons as at December, 2010. On the heels of the national economy re-basing, enterprise numbers surged at the next edition of the survey in 2013 to 37,067,416 with complementary employment contribution of 59,741,211 persons. Such indices as the contribution of MSMEs to GDP, exports as well as their distribution across major economic sectors and states also emerged. This was besides identifying challenges faced by the sub-sector.

In similar fashion, the third edition of the survey provides update on important indices on the sub-sector, and more. For instance, the section dealing with data analyses has been re-packaged into two chapters to optimize the information available and to make it easier to obtain by stakeholders. Also, as our knowledge on the sub-sector has seeming improved, this Edition contains recommendation for the creation of a “one man business class” (of informal income generating activities only) to distinguish them from the actual jobs/wealth creating MSMEs. This was reinforced by another recommendation for a dual-criterion (comprising paid employment and/or formal registration) to define enterprises further reinforces this trend. Consequently, going into the future, these recommendations are expected to redefine the MSMEs landscape compared to how we know it today.

Finally, let me again express appreciation for the tenacity of the Director General, SMEDAN and the Statistician General of the NBS, and their dedicated staff, for this seminal work on a very important sub-sector of the Nigerian economy. I strongly recommend this report to all stakeholders and operators in the sub-sector; researchers, students and our international development partners.

**Aisha Abubakar**

Hon. Minister of State, Industry, Trade and Investment

## PREFACE

The National Bureau of Statistics (NBS) in collaboration with the Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) presents the results of the third survey on Micro Small and Medium Enterprises (MSMEs) in Nigeria. This is a statistical exercise undertaken to understand the characteristics and activities of MSMEs in Nigeria, with the two rounds of the MSME survey conducted in 2010 and 2013. The findings from the exercise are used to track government policies and programs, as well as to aid the design of new programs and interventions within the sector. MSMEs in Nigeria, just as in most developing and developed countries, are the bedrock of the economy. This is seen in the value contribution they make to national Gross Domestic Product (GDP), (which stood at 49.78 percent to GDP in 2017) as well as in the number of persons they engage in terms of employment and labour. The outcome from the survey shows notable improvements in certain areas of operations and activities of MSMEs in Nigeria. While the sector recorded an increase in its contribution to GDP and employment, albeit within a period where the economy suffered a recession, it also improved in terms of overall business performance when compared to the previous year. In terms of the number of enterprises in the sector, this increased to 41,543,028 in 2017, with the Education and Manufacturing sectors making the most contribution to Small and Medium Enterprises, while Wholesale and Retail trade, and Agriculture contributing the largest number of enterprises in the Micro Enterprises sector. Overall, MSMEs have contributed significantly to the creation of wealth and the improved socio-economic conditions of citizens of Nigeria, and in particular to individuals directly engaged within the sector.

In our continued effort to enhance the quality and efficiency of our data collection mechanism, Computer Assisted Personal Interviewing (CAPI) was utilized in conducting the Household Component (the first time for this survey). This invariably means timely and better quality returns from the field, which has also translated to better survey. The coverage of the study considered all 36 states of the Federation including the Federal Capital Territory, Abuja; Micro Enterprises were covered through the household, with 600 households with micro-enterprises per state surveyed; while the Small and Medium Enterprises component considered 4,000

small and medium enterprises nationwide cutting across 16 sectors of the economy. The selection technique used was the principle of Probability Proportional to Size (PPS) per state to give a fair representation of the results. The report is structured in a way to give the reader a coherent understanding of the characteristics of MSMEs in Nigeria. It starts with the executive summary and concludes with possible policy interventions. The executive summary provides a bird's eye view of the report, it gives some information on the methodology and scope of the survey, including the economic sectors covered; and some of the findings of the survey. Successive chapters provide further details about the survey and the sector, the results and findings from the exercise, as well as, policy recommendations. The classification of enterprises applied for the survey is the common standards and classification applied in the National Small and Medium Enterprise's policy as adopted worldwide.

On behalf of the staff of NBS, I would like to express sincere appreciation to the Director-General and Staff of SMEDAN for their commitment to this study. It has indeed been a pleasure working with such a professional team and NBS is pleased to have solidified this working relationship with this follow-up study. One of the challenges of building the Nigeria Statistical System is ensuring the consistency of data production, so we are delighted that the management of SMEDAN continues to support us in this mission. I would also like to express my gratitude to the staff of NBS who worked tirelessly on the production of this report. Finally, this report could not have been possible without the support of data suppliers and respondents – the thousands of businesses visited - who provided the necessary information and thus contributed immensely to the successful outcome of the study. It is my hope that more businesses will show greater cooperation to the staff of NBS, as we strive to improve data quality and availability towards a greater economic future for our nation, Nigeria.

Finally, I would like to thank you, the stakeholder and users of our data, including individuals and organizations that use our data, both locally and internationally. The sole purpose for us producing data is for it to be applied in the aid of better policy making, and ultimately to the betterment of our society and economy. Therefore, we share our sincere gratitude for your continuous engagement at all

relevant points in the survey process. It is our hope that you find this report more useful than the previous rounds and continue to work together with our teams towards the aim of further improving subsequent rounds of this survey.

**Dr Yemi Kale**

Statistician General of the Federation and Chief  
Executive Officer National Bureau of Statistics

## **ACKNOWLEDGEMENTS**

The success of this survey is attributed to the joint efforts of both the National Bureau of Statistics (NBS), and the Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) as the sponsor. Other stakeholders that also contributed to the enrichment of the survey instruments are also appreciated for their contributions.

Many thanks also go to the Director General and Chief Executive Officer of SMEDAN for his relentless support and indefatigable zeal in driving the project to completion.

The tireless efforts of the staff of both organizations (NBS and SMEDAN) who were laboriously involved in the planning and implementation of the survey are highly commended. To mention a few are Mr. Babayo Samanja (Director of Field Services and Methodology Department, NBS), Mr. Adeyemi Adeniran (Deputy Director in charge of Household Statistics Division, NBS) Mr. FafumiBiyi (Deputy Director in charge of ICT) and Mr. Babalola Ayodele (Deputy Director in charge of Agric and Business Enterprises Division) who was the NBS anchor officer for the survey. The key officers from SMEDAN include Dr. Owaiye, A. Robert. (Director, PRM&E), Dr. Opara, Friday (Director, SP&L), Mr. Israel Ikyumior (Asst. Director, Planning & Research), Ijomah Ebere (Chief Acct, Research & Library) and Kayode Meyambe (Head, ICT).

Other members of staff of both NBS and SMEDAN that were actively involved in analysis and report writing are highly appreciated, they include Kola Ogundiya, Awolowo Titilola, Kareem Bolakale, Paul Oshokumoboh, Lateef Olasukanmi, Victor Uttah, Aroniyo Ajoke, Ekele Azubuiké, Babalola Omoniyi etc

We also recognize the invaluable contributions of others not mentioned for want of space, they are highly appreciated.

Finally, we thank all our trainers, monitors, enumerators and supervisors for being focused and result oriented. We also appreciate our respondents both at the households and establishments for their cooperation to the conduct of the survey.

Dr. Isiaka Olarewaju  
Director (Real Sector and Household Statistics Department)  
National Bureau of Statistics.



## ABBREVIATIONS AND ACRONYMS

AGSMEIS	-	Agri-Business Small and Medium Enterprises Investment Scheme
ABP	-	Anchor Borrowers' Program
BOA	-	Bank of Agriculture
BoI	-	Bank of Industry
BPP	-	Bureau for Public Procurement
CBN	-	Central Bank of Nigeria
CAPI	-	Computer Assisted Personal Interviewing
CGS	-	Conditional Grant Scheme
CPC	-	Consumer Protection Council
CAC	-	Corporate Affairs Commission
DBN	-	Development Bank of Nigeria
DFIs	-	Development Finance Institutions
ERGP	-	Economic Recovery and Growth Plan
EAs	-	Enumeration Areas
FEAP	-	Family Economic Advancement Programme
FCT	-	Federal Capital Territory
FGN	-	Federal Government of Nigeria
FIRS	-	Federal Inland Revenue Service
FMTI	-	Federal Ministry of Trade and Investment
FSMD	-	Field Services and Methodology Department
GEEP	-	Government Enterprise and Empowerment Programme
GDP	-	Gross Domestic Product
GEMS	-	Growth and Employment Mobility in States
IDCs	-	Industrial Development Centres
ICT	-	Information and Communication Technology
MFB	-	Micro Finance Banks
MFI	-	Micro Finance Banks
MEs	-	Micro Enterprises
NAP	-	National Action Plan
NAFDAC	-	National Agency for Food, Drug Administration and Control
NBS	-	National Bureau of Statistics
NDLEA	-	National Drug Law Enforcement Agency
NEEDS	-	National Economic Empowerment and Development Strategy
NISE	-	National Integrated Survey of Establishment
NISH	-	National Integrated Survey of Households
NPopC	-	National Population Commission
NBCI	-	Nigerian Bank for Commerce and Industry
NCS	-	Nigeria Custom Service
NERFUND	-	Nigeria Economic Reconstruction Fund
NEPC	-	Nigeria Export Promotion Council

NIS	-	Nigeria Immigration Service
NIDB	-	Nigeria Industrial Development Bank
OLOP	-	One Local Government One Product
OVOP	-	One-Village-One-Product
PBN	-	Peoples Bank of Nigeria
PEDEC	-	Presidential Ease of Doing Business Council
PPS	-	Principle of Probability Proportional to Size
Pro-MEs	-	Pro-Establishment Micro Enterprises
R & D	-	Research and Development
RSHSD	-	Real Sector and Household Survey Department
SHG	-	Self Help Groups
SMEDAN	-	Small and Medium Enterprises Development Agency of Nigeria
SMEs	-	Small and Medium Enterprises
SIP	-	Social Investment Programme
SON	-	Standards Organization of Nigeria
SAP	-	Structural Adjustment Programme
ToT	-	Training of Trainers
DFID	-	United Kingdom's Department for International Development
WB	-	World Bank
YOU-WIN	-	Youth Enterprises with Innovation

## TABLE OF CONTENTS

<b>Executive Summary</b> .....	xviii
<b>1.0 INTRODUCTION</b> .....	<b>1</b>
1.1 Background of the Study.....	2
1.2 Objectives of the Study .....	2
1.3 MSMEs Classification.....	3
1.4 Relevance of MSMEs - Summary .....	4
<b>2.0 OVERVIEW OF THE MICRO SMALL AND MEDIUM ENTERPRISES SUBSECTOR</b>	
2.1 Introduction .....	5
2.2 Government Policies and Programmes for MSMEs Development .....	8
2.3 Current Efforts by Government to Stimulate the MSMEs Sub-Sector .....	9
<b>3.0 MSMEs SURVEY DESIGN</b> .....	
3.1 Classification of Enterprises .....	14
3.2 Objectives .....	14
3.3 Coverage.....	14
3.4 Scope .....	15
3.5 Sample Design-Frame .....	15
3.6 Survey Instruments .....	17
3.7 Training for Field Work .....	17
3.8 Fieldwork Arrangement for Data Collection .....	17
3.9 Distribution of Workload and Field Staff by Zone and State .....	18
3.10 Monitoring of Fieldwork.....	19
3.11 Coordination of Activities .....	20
3.12 Retrieval of Records .....	20
3.13 Data Processing and Analysis.....	20
3.14 Report Writing .....	20
<b>4.0 DATA ANALYSIS- SMALL AND MEDIUM ENTERPRISES SMEs</b> .....	<b>21</b>
4.1 Distribution of SMEs by State: .....	21
4.2 Economic Sectors (SMEs): .....	22
4.3 Ownership Structure (SMEs):.....	23

4.4	Regulatory Awareness (SMEs) .....	25
4.5	Employment (SMEs): .....	26
4.6	Use of Professional Services/Associations (SMEs): .....	29
4.7	Financial Status (SMEs): .....	30
4.8	Internal Operating Environment (SMEs):.....	33
4.9	Sales and Marketing Outlook (SMEs) .....	35
4.10	Government Policies/Awareness of SMEDAN:.....	37
<b>5.0</b>	<b>DATA ANALYSIS- MICRO ENTERPRISE-SMEs: .....</b>	<b>43</b>
5.1	Number of Micro Enterprises by State .....	43
5.2	Economic Sectors (MEs) .....	44
5.3	Ownership Structure (MEs).....	46
5.4	Regulatory Awareness (MEs):.....	48
5.5	Total Employment/Employees Number (MEs) .....	48
5.6	Use of Professional Services/Associations (MEs):.....	50
5.7	Financial Status (MEs): .....	52
5.8	Internal Operating Environment (MEs): .....	52
5.9	Sales and Marketing Outlook (MEs) .....	54
5.10	Government Policies/SMEDAN Awareness (MEs) .....	55
5.11	Pro-Establishment Micro Enterprises (Pro-MEs): .....	57
<b>6.0</b>	<b>KEY FINDINGS/RECOMMENDATIONS.....</b>	<b>60</b>
6.1	Key Findings .....	60
6.2	Key Findings – Others.....	60
6.3	Predictability of the National Survey of MSMEs.....	61
6.4	Policy Recommendations – Taxonomy .....	62

## LIST OF TABLES (Appendices)

Table 1:	Number of Small and Medium Enterprise by state 2017
Table 2:	Number of Small and Medium Enterprise by state 2017, 2013 and 2010
Table 3:	Number of Small and Medium Enterprise by Sector 2017
Table 4:	Ownership Status by Sector
Table 5:	Economic Sector by Ownership (Sole Proprietorship) and Gender 2017 and 2013
Table 6:	Number of Small and Medium Enterprise by Economic Sector 2017/2013
Table 7:	Ownership Status
Table 8:	Ownership (Sole Proprietorship) by Gender
Table 9:	Age of Owner (Sole Proprietorship)
Table 10:	Highest Qualification Attained by Owner (Sole Proprietorship)
Table 11:	Awareness of Regulatory Bodies
Table 12:	Business Registration with C.A.C. by Legal Status
Table 13:	Business Registration with C.A.C. by State
Table 14:	Total Employment by State as at December 2017
Table 15:	Employment by Sector as at December 2017
Table 16:	Education Qualification of Employees as at Dec. 2017
Table 17:	Average Years of Apprenticeship
Table 18:	Skills Gap by Sector
Table 19:	Total Employment by State as at December 2017/2013
Table 20:	Professional Services Used by Sector
Table 21:	Use of Business Plans by Sector
Table 22:	Business Insurance
Table 23:	Promotional Media by the Enterprise
Table 24:	Business Association Membership
Table 25:	Support Received From Associations
Table 26:	Total Asset Value (₦Million) as at December
Table 27:	Initial Start-Up Capital
Table 28:	Total Capital as at December 2017 (National)
Table 29:	Source of Capital
Table 30:	Access to Bank Finance by State (Sole Proprietorship)
Table 31:	Access to Finance by Type of Bank (Summary)
Table 32a:	Source of Capital
Table 32b:	Initial Start-Up Capital
Table 33:	Source of Main Raw Material Used for Business Operations
Table 34:	Daily Usage of Alternative Source of Power
Table 35:	Daily Usage of Alternative Source of Power by Sector
Table 36:	Hours of Shift per Day
Table 37:	Number of Enterprises Operating Shift by Sector
Table 38:	Months of Temporary Closure
Table 39:	Reason for Temporary Closure
Table 40:	Market Channel of Product(S)
Table 41:	E-Commerce by Sector
Table 42:	Average Customer per Day
Table 43:	Average Monthly Sales/ Turnover by Economic Sector

Table 44:	Export of Product(S)/Service by Sector
Table 45:	Value of Export by Sector (Million Naira)
Table 46:	Comparison of Performance
Table 47:	Major Government Policy that Affect Business Most Favourably
Table 48:	Major Government Policies that Affect Business Most Unfavourably
Table 49:	Awareness of New Federal Government Initiatives
Table 50:	Awareness of New Federal Government Initiatives By State
Table 51:	Awareness of SMEDAN by Sector
Table 52:	Awareness of SMEDAN by State
Table 53:	Source of Information about SMEDAN
Table 54:	Major Challenges Militating Against Enterprises Development in Nigeria
Table 55:	Measures by SMEDAN to Alleviate Challenges
Table 56:	Top Priority Areas of Assistance
Table 57:	SMEDAN Services Benefited From
Table 58:	Benefit From SMEDAN Service by Sector
Table 59:	Benefit From SMEDAN Service by State
Table 60a:	Awareness of SMEDAN 2017/2013
Table 60 b:	SMEDAN Services Benefitted From

### **Tables for Micro Enterprises**

Table 61:	Number of Micro Enterprises by State, 2017
Table 62:	Number of Micro Enterprises by State, 2017 vs 2013
Table 63:	Number of Micro Enterprises by Sector, 2017
Table 64:	Ownership Status by Sector, 2017
Table 65:	Sex of Owners by Economic Sector (Sole Proprietorship), 2017
Table 66:	Business Registration by Sector, 2017
Table 67:	Number of Micro Enterprises by Sector (Informal), 2017
Table 68:	Ownership Structure, 2017
Table 69:	Age Of Owner (Sole Proprietorship), 2017
Table 70:	Educational Qualification of Owners (Sole-Proprietorship), 2017
Table 71:	Ownership Status by Business Registration Compliance, 2017
Table 72:	Ownership Status Trends
Table 73:	Awareness of Regulatory Bodies, 2017
Table 74:	Number of Enterprises Registered by State, 2017
Table 75:	Employment in Micro Enterprises (Mes) By State as at December, 2017
Table 76:	Employment by Sector and Gender (Dec. 2017)
Table 77:	Educational Qualification Attained by Employees
Table 78:	Skills Gap by Sector, 2017
Table 79:	Employment In Micro Enterprises (Mes) by State (Employees Only), 2017
Table 80:	Use of Professional Services, 2017
Table 80a:	Professional Services by Economic Sector, 2017
Table 81:	Number of Enterprises with Business Plans by Sector, 2017
Table 82:	Number of Enterprises Insured by Sectors, 2017
Table 83:	Number of Establishments by Channel of Promotion, 2017
Table 84:	Enterprises Operating Online Businesses by Sector, 2017
Table 85:	Business Association
Table 86:	Support Received from Association, 2017
Table 87:	Number of Enterprises Insured by Sectors, 2017
Table 88:	Initial Start-up Capital, 2017
Table 89:	Start-Up Capital by Sector (N'000), 2017

Table 90:	Sources of Capital, 2017
Table 91:	Personal Banking Relationship of Owners, 2017
Table 92:	Initial Start-Up Capital by Sector (N'000), 2017
Table 93:	Source of Capital, 2017
Table 94:	Sources of Main Raw Materials used for Business Operation, 2017
Table 95:	Sources of Equipment for Business Operation
Table 96:	Daily Usage of Alternative Source of Power by Sector, 2017
Table 97:	Hours of shift per Day, 2017
Table 98:	Months of Temporary Closure, 2017
Table 99:	Distribution of Enterprises by Reasons for Temporary Closure, 2017
Table 100:	Staff Wages and Salaries (Total Staff Emolument) December 2016 and 2017
Table 101:	Rent of Office Accommodation, Machinery & Equipment, 2017
Table 102a:	Local Market Channel of Product(s)/Services, 2017
Table 102b:	Export Value for Micro Enterprises, 2017
Table 103:	Business Capacity Turnover / Monthly Average Sales, 2017
Table 104:	Gross Earnings/Turnover, 2017
Table 105:	Business Capacity Turnover/ Monthly Average Sales Trends
Table 106:	Major Government Policies that Affect Business Most Favourably, 2017
Table 107:	Major Government Policies that Affect Business Most Unfavourably, 2017
Table 108:	Awareness of SMEDAN by State, 2017
Table 109:	Source of Information about SMEDAN, 2017
Table 110:	Major Challenges that Militate against Enterprise Development in Nigeria, 2017
Table 111:	Measures by SMEDAN to Alleviate Challenges of Enterprises Development, 2017
Table 112:	Micro Enterprises Benefitted from SMEDAN Services by Form of Ownership, 2017
Table 113:	Services Benefitted from SMEDAN, 2017
Table 114:	Benefit from SMEDAN Services by State, 2017
Table 115:	Awareness of SMEDAN by State, 2017
Table 116:	Major Government Policies that Affect Business Most Favourably, 2017
Table 117:	Major Government Policies that Affect Business Most Unfavourably, 2017
Table 118:	Number of Micro Enterprises that Offer Paid Employment, 2017
Table 119:	Enterprises Registered with CAC and Offer Paid Employment by Sector
Table 120:	Micro Enterprises Registered with Corporate Affairs Commission (CAC) and Offer Paid Employment, 2017

## LIST OF FIGURES

- Figure 1: TOTAL NUMBER OF SMALL AND MEDIUM ENTERPRISES BY STATE
- Figure 2: NUMBER OF SMALL AND MEDIUM ENTERPRISES BY ECONOMIC SECTOR 2017/2013
- Figure 3: OWNERSHIP STATUS
- Figure 4: GENDER OF OWNERSHIP (SOLE PROPRIETORSHIP)
- Figure 5: AGE OF OWNER (SOLE PROPRIETORSHIP)
- Figure 6: REGULATORY AWARENESS
- Figure 7: EMPLOYMENT BY GENDER
- Figure 8: EMPLOYMENT BY GENDER 2017/2013
- Figure 9: PROMOTION MEDIA BY THE ENTERPRISE
- Figure 10: BUSINESS ASSOCIATION
- Figure 11: INITIAL START-UP CAPITAL
- Figure 12: SOURCE OF CAPITAL
- Figure 13: INITIAL START-UP CAPITAL 2017/2013
- Figure 14: DAILY USE OF ALTERNATIVE SOURCE OF POWER
- Figure 15: MARKET CHANNEL OF PRODUCTS
- Figure 16: AVERAGE MONTHLY SALES TURNOVER ACROSS ECONOMIC SECTORS FOR 2017/2013
- Figure 17: MOST FAVOURABLE GOVERNMENT POLICIES
- Figure 18: MOST UNFAVOURABLE GOVERNMENT POLICIES
- Figure 19: AWARENESS OF NEW GOVERNMENT INITIATIVES
- Figure 20: AWARENESS OF SMEDAN BY STATES
- Figure 21: SOURCE OF INFORMATION
- Figure 22: TOP PRIORITY AREA OF ASSISTANCE
- Figure 23: Formal Sector/Micro Enterprises 2017 & 2013
- Figure 24: Micro Enterprises by State 2017 and 2013
- Figure 25: Business Registration by Sector
- Figure 26: Age-group of Owner (Sole Proprietorship)
- Figure 27: Percentage of Micro enterprises with business plan by sector
- Figure 28: Pro-Establishment Micro Enterprises



## EXECUTIVE SUMMARY

The 2017 National Survey of MSMEs covered enterprises in Nigeria employing below 200 persons (i.e. micro, small and medium enterprises - MSMEs), and was conducted in all the 36 States of the Federation and FCT. The following was the outcome from the exercise.

The total number of MSMEs as at December, 2017 stood at **41,543,028**, with components as follows, viz: micro enterprises - MEs: **41, 469,947** (or 99.8 percent), small and medium enterprises - SMEs: **73,081** (or 0.2 percent). While Lagos States had the highest numbers of enterprises across all classes, only three (3) States, viz: Katsina (36.4 percent), Rivers (21.7 percent) and Kaduna (18.1 percent) recorded significant increases in enterprise numbers.

The five (5) major economic sectors were Wholesale/Retail trade (42.3 percent), Agriculture (20.9 percent), Other Services (13.1 percent), Manufacturing (9.0 percent) and Accommodation & Food Services (5.7 percent). Together, these account for about 91.0 percent of all MSMEs. However, while males were dominant in Agriculture (84.9 percent), female-dominance was instead observed in Accommodation & Food Services (86.8 percent), Manufacturing (68.7 percent) and Wholesale/Retail Trade (64.5%). With regards to Ownership Status, *Sole Proprietorship* predominated at 97.1 percent, followed by *partnerships* (2.2 percent). Also, while most entrepreneurs were within the age brackets 26 - 35 years (30.2 percent) and 36 – 50 years (40.2 percent), male-ownership was superior at 51.3 percent. However, MEs who had mostly basic educational qualification (i.e. ≤ Senior Secondary School leavers) were in significant contrast to their SMEs peers who mostly had university degrees (56.3 percent). Disparity was also seen for business registration compliance with 2.1 percent (MEs) and 71.9 percent (SMEs), respectively.

With a total employment contribution of 59,647,954 persons, including owners, at December, 2017 (equal to 86.3 percent of national workforce), MEs alone contributed a whopping 95.1 percent but with innately weaker capacity for jobs creation at 1.37 persons per entity (compared with 39.5 persons for SMEs). When employers were excluded, it emerged that 18.1 million jobs were created by the sub-sector. Male-dominance of jobs created was confirmed at about 75 percent, which were mostly generated by the Manufacturing, Agriculture and Wholesale/Retail Trade sectors (across/ within gender). In addition, availability of readily-qualified artisans remained an issue within the sub-sector, with most businesses (or 66 percent) affirming.

Not surprising, most MSMEs did not utilize professional services. It, however, emerged that Business Consultants followed by Accountants/Auditors were the services most patronized. Consequently, while about 24.4 percent of MEs (up to 65.1 percent for SMEs) had used a business plan, comparative values for business

insurance penetration and on-line business set-up dropped sharply to 3.3 percent and 1.8 percent, respectively.

The limited financial capacity of operators within the sub-sector was underlined by most businesses (or 85 percent) having initial start-up capital of ≤N100,000.00, which was complicated by their limited access to formal credit. Only 5.3 percent of businesses (up to 21.6 percent for SMEs) had access to bank credit even with 40 percent of operators having personal banking relationships.

The predominant source of raw materials and machinery amongst MSMEs was local (≥87.5 percent), which is indicative of the innate capacity for local content utilization. While most operators have little-to-nil need for power supply (probably due to large numbers of operators in Wholesale/Retail Trade), this changed drastically for Real Sector operators, 25 percent of whom depended on alternative sources for ≥10 hours daily (up to 75 percent for SMEs). This is a recurring factor for high operating costs, with implications for competitiveness.

As was expected, marketing of MSMEs products was dominated by local channels (as contrasted with export). Also, consistent with the economic downturn observed in 2017, most MSMEs reported average monthly sales/ turnover of ≥N100,000.00. Nevertheless, exports contribution by the sub-sector, improved marginally to **7.64** percent (from 7.27 percent in 2013) with contribution to GDP, also, posted at **49.78** percent.

Ranking for the most favourable Government policies (or interventions), was as follows, viz: Environmental Sanitation, Infrastructure (especially roads maintenance, power supply) and Fertilizer Subsidy while the most Unfavourable were High Fuel Price, High Taxes and Poor power supply/High Electricity Tariff. Also, while corporate awareness of SMEDAN improved to 63.3 percent (compared to 50.05 percent in 2013) amongst SMEs, it remained steady at 15.7 percent for MEs. Even so, *Entrepreneurship Training* remained as the service most benefitted from the Agency by MSMEs.

Finally, two policy recommendations were made as follows, viz:

- i. Recognition for a new *One-Man Business* class to accommodate the 37.1 million (or 89.1 percent) MEs, which being only *income generating activities* have not matured to be recognized as *enterprises*
- ii. A new dual-criterion, comprising paid employment and/or formal registration, for recognizing *enterprises*. This is to be used in conjunction with the current MSMEs class limits (i.e. employment and/or asset base).

The above ensures the emergence of **a modified micro enterprise class** (of 1 – 9 salaried employees and/or formal registration only) as well as **a modified MSMEs count** (excluding businesses now classified as *income generating activities* ). While both recommendations must be included into the National Policy on MSMEs to be effective, based on this exercise, only 4.3 million MEs and 4.4 million MSMEs can be confirmed (the latter though may reach 5.0 million entities).

## 1.0 INTRODUCTION

---

Micro small and medium enterprises (MSMEs) play significant roles as engines of socio-economic transformation, including industrialization, of many economies the world over. As has become well established, they present a vital platform for boosting technical, technological and entrepreneurial capacities amongst critical segments of the populace. MSMEs also offer opportunities to drive jobs and wealth creation as well as income re-distribution within society. Also, MSMEs play significant roles in the transition from agriculture-based economies to industrial ones, providing opportunities for value chain linkages that generate sustainable livelihoods for the bottom-of-the-pyramid citizenry. MSMEs are responsible for most of the advances in new products and processes, provide most of the employment opportunities but is also a key indicator of the overall performance of an economy. They help to absorb productive resources at all levels of the economy and add to the formation of flexible economic systems in which small and large firms are inter-linked. Such linkages are very crucial for the attraction of foreign investment which further unveils them as the distinctive mainstay of the economy that requires befitting attention.

Unfortunately in Nigeria, MSMEs have performed below expectation due to a combination of problems which may be innate to the operators or from their external environment, including oft-mentioned infrastructural deficit and frequent public policy changes and somersaults. Besides, in Nigeria, there is the outstanding issue of more inclusive participation in the sub-sector by a burgeoning youth population, who require re-orientation to effect optimal migration from a jobs-seeking mentality to one of jobs-and-wealth creation. With a national population of over 190 million people, of which > 65% are persons below the age of 35 years, the imperative for more youths-participation in entrepreneurship cannot be overemphasized.

Not surprisingly, there have been serious efforts by the Federal and State Governments to develop the MSMEs sub-sector, including the adoption under the erstwhile National Economic Empowerment and Development Strategy (NEEDS) of a private sector-led economic development approach, with MSMEs development as a central strategy in 2003. Since that time, however, several other concurrent efforts to boost this sub-sector of the national economy, has seen amongst others the enactment of the SMEDAN Establishment Act setting up the apex/coordinating Agency for the promotion and development of this important sector. This was followed by the implementation of several programmes such as the Entrepreneurship Development Programmes (Youth/Women/General), National MSMEs Policy, National/State Councils on MSMEs, One Local Government One Product

(OLOP), Conditional Grant Scheme (CGS), GEMS Project and YOU-WIN amongst others. These were complemented with several access-to-credit schemes of the Central Bank of Nigeria (CBN) and other Development Finance Institutions (DFIs).

The MSMEs sub-sector as an important catalyst for growth will continue to require such fundamental public support for the long run. These include additional support for agri-business and the provision of regular and affordable power supply. In the latter regard, several efforts are underway in boosting the generation and distribution of electricity nationwide while new credit facilities, agro-extension services, value-chain improvement, and enhancement in the supply of fertiliser are being pursued.

### **1.1 Background to the Study**

---

The Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) was established in 2003, to facilitate the promotion and development of the micro, small and medium enterprises (MSMEs) sub-sector in an efficient and sustainable manner. The overall objective was reducing poverty through wealth and jobs creation, within the overall goal of facilitating socio-economic transformation. This highlighted the need for accurate and reliable data on which to backstop planning for the sub-sector, which was incidentally one of the challenges SMEDAN inherited at inception. Such dearth of statistics about the sub-sector, included operator numbers, persons they employ, major economic sectors et.c. Even so, initial effort at addressing this challenge produced only limited results. It was this state of affairs that eventually led to commencement of the strategic partnership, in 2010, with the National Bureau of Statistics (NBS) - the apex Agency saddled with responsibility for producing socio-economic statistics in Nigeria.

The collaboration with the NBS is embodied in a memorandum of understanding (MoU), which provides for the survey to be reviewed after every three years, with the most recent exercise being 2013. SMEDAN will continue to update and provide credible MSMEs data through collaboration with both private and public institutions. The Agency through a robust MSMEs data-base will continue to evolve plans and programmes that will contribute to improving output and competitiveness of the sub-sector and economic development of Nigeria in general.

### **1.2 Objectives of the Study**

---

The main objective of this survey is to establish a credible and reliable database for the MSMEs sub-sector in Nigeria, and their contribution to jobs and wealth creation over the span of three years. Secondary objectives are:

- i. Assessing the contribution of the MSMEs sub-sector to GDP.

- ii. Knowing the number of MSMEs in the Nigerian Federation, on state wide and sectoral basis.
- iii. Identify the main challenges and constraints facing the MSMEs sub-sector.
- iv. Determine the contribution of the MSMEs sub-sector to employment generation.
- v. Determine the contribution of MSMEs to export.
- vi. Identify the number of MSMEs owned on gender basis.
- vii. Identify the ownership structure of MSMEs by age.
- viii. Identify the skills gap within the MSMEs sub-sector.
- ix. Determine capacity utilization within the sub-sector.
- x. Ascertain the top priority areas for intervention and assistance to the sub-sector.
- xi. Identify financing windows for the MSMEs sub-sector for raising low cost finance.

### 1.3 MSMEs Classification

With the introduction of the National Policy on MSMEs, has now been addressed the equally topical issue of what constitutes micro, small and medium enterprises. The classification adopts dual-criteria class limits, employment and assets (excluding land and buildings) as shown below. The employment criterion, however, retains precedence over assets in resolving any disagreements in classification.

S/N	Size Category	Employment	Assets (=N= Million) (excl. land and buildings)
1	Micro enterprises	Less than 10	Less than 10
2	Small enterprises	10 to 49	10 to less than 100
3	Medium enterprises	50 to 199	100 to less than 1,000

Source: *SMEDAN National Policy on MSMEs*, 2015

Consequently:

- Micro Enterprises are those enterprises whose total assets (excluding land and buildings) are less than Ten Million Naira with a workforce not exceeding ten employees.
- Small Enterprises are those enterprises whose total assets (excluding land and building) are above Ten Million Naira but not exceeding One Hundred Million Naira with a total workforce of above ten, but not exceeding forty-nine employees.
- Medium Enterprises are those enterprises with total assets excluding land and building) are above Fifty Million Naira, but not exceeding

One Billion Naira with a total workforce of between 50 and 199 employees.

To hopefully provide further clarification on the issue of MSMEs classification, two (2) recommendations have been incorporated, into this edition, to distinguish actual “enterprises” from mere “income generating activities”. The latter (i.e. “income generating activities”), were then proposed to form a new “One Man Business” class.

#### 1.4 Relevance of MSMEs - Summary

---

It is evidently clear that the MSMEs could play a catalytic role in the economic transformation of Nigeria. The role includes substantial contribution of the sub-sector to the gross domestic product (GDP), employment generation, export, increasing local value addition and technological advancement. Other measures advanced by the advocates of MSMEs development in the country include:

- i. The low level of capital required for the establishment of these enterprises.
- ii. Their large number and labour-intensive modes of operation guarantees employment for a large number of persons.
- iii. Inventions, adaptations, and general technological development are common in these enterprises.
- iv. A more equitable distribution of income is usually achieved through this sub-sector.
- v. Industrial diversification and a relatively more balanced regional development are assured.
- vi. The evolution of indigenous enterprise is facilitated by MSMEs.
- vii. General enhancement of the tempo of industrial development is accelerated by these enterprises.
- viii. Tendency among these enterprises to become feeders of large-scale enterprises and thus service as production out-posts for the latter.

## 2.0 OVERVIEW OF THE MICRO SMALL AND MEDIUM ENTERPRISES SUB SECTOR

### 2.1 INTRODUCTION

The relevance of micro, small and medium enterprises (MSMEs) to the Nigerian economy is no longer in doubt. They possess great potentials for employment generation, improvement of local technology, output diversification, development of indigenous entrepreneurship and to drive integration with large-scale industries. In Nigeria, the sub-sector is credited with about eighty five percent (85%) of total industrial employment. Also, agriculture which holds prime potential for achieving national economic diversification and improved local content utilization aspirations comprise mostly operators who fall within the MSMEs ambit. The above is amongst several other attractions of the sub-sector.

Thus while the potential of MSMEs have long being recognized, it was its development that had a long and tortuous history in Nigeria. Under colonial rule, for instance, with an avowed policy of treating colonies as estates to be developed for metropolitan trade, local industries were neglected, and in some cases actively discouraged in favour of import promotion. Not surprisingly, small scale manufacturing accounted for only about 15% of manufacturing output at independence, in 1960. Subsequent national Governments, especially during the early Post-Independence era, promoted import substitution policies aimed at encouraging local production/consumption of goods and services that otherwise would have been imported. Industrial output grew under this policy but this was ultimately to propel Government to the “commanding heights” of the economy.

Even so, the ‘80s, ushered in the “golden era” for MSMEs in Nigeria, especially in terms of facilitating their access to credit. Existing support institutions such as the Nigeria Industrial Development Bank (NIDB) and Nigerian Bank for Commerce and Industry (NBCI) – currently Bank of Industry, provided development-oriented funding for the sub-sector. These were to be joined by Nigeria Economic Reconstruction Fund (NERFUND), Peoples Bank of Nigeria and Bank of Agriculture. With abundant and cheap *petrol -dollars*, foreign exchange-denominated loans were readily available for procurement of machinery and raw materials. Complemented with friendly interest rates and amortization periods, the deliberate effort to grow the private sector at this time was manifest in the high capacity utilization figures of 73.3% for industry and significant contribution of industrial output to GDP.

Fuelled, also, by a surfeit of the local appetite for foreign products coupled with poorly-developed local raw materials, sustainability of many of the industrial projects of that time would soon come to the fore. This was as the policies of the succeeding Structural Adjustment Programme (SAP) took hold, leading to currency devaluation with concomitant higher exchange

rates and low pricing of raw materials in the export market. Consequently, the emerging MSMEs sub-sector began to unravel in spite of Government's bailout efforts, and would subsequently collapse.

Since then the several programmes addressing employment creation, poverty reduction, women empowerment and youth development have made MSMEs development a primary focus. Other promotional measures incorporated in such programmes were fiscal incentives, Research & Development support, specialized SMEs support in collaboration with external donors, and entrepreneurship training, amongst others. Yet at the turn of the Millennium, after about four decades of the various supportive measures, the MSMEs sector was still in a situation where it was without a specialized institutional mechanism and without appropriate financial assistance. There were also constraints related to concepts, and objectives, development and promotion of the sector, including issues of market access and challenges of globalization.

Encapsulated in the National Economic Empowerment and Development Strategy (NEEDS), Government's response articulated a paradigm shift to a private-sector led growth, with MSMEs as the vehicle for realizing same. Thus, within the cardinal objective of creating a competitive non-oil private sector-driven economy, NEEDS envisioned a MSMEs sub-sector that would deliver maximum benefits of employment generation, wealth creation, poverty reduction and sustainable economic growth. Also, with a focus on enhancing growth and competitiveness of MSMEs, the intention was for a sub-sector that through increased productivity, greater technological efficiency and reduced cost of doing business would be able to compete effectively in local, regional and global markets. It was such recognition for MSMEs, under NEEDS, that also saw to the establishment of an apex institution for MSMEs development in Nigeria – the Small and Medium Agency Development Agency of Nigeria (SMEDAN).

The establishment of SMEDAN, in 2003, was Government's major response to tackling the problems of MSMEs in a coordinated fashion. With a mandate to promote the development of the MSMEs sector of the Nigerian economy, SMEDAN assumed the twin roles of coordination and facilitation as the apex Agency for MSMEs development in Nigeria.

SMEDAN's mandate as contained in the enabling Act included the following, viz:

- ✓ Initiating and articulating policy ideas for small and medium enterprises growth and development.



- ✓ Promoting and facilitating development programmes, instruments and support services to accelerate the development and modernization of MSMEs operations.
- ✓ Serving as a vanguard for rural industrialization, poverty reduction, job creation and enhanced livelihoods.
- ✓ Linking MSMEs to internal and external sources of finance, appropriate technology and technical skills as well as large enterprises.
- ✓ Promoting and providing access to industrial infrastructures such as layouts, incubators, industrial parks et.c.
- ✓ Intermediating between MSMEs and Government as the voice of the micro, small and medium enterprises (MSMEs).
- ✓ Working in contact with other institutions in both public and private sector to create a good enabling environment for business in general and MSMEs activities in particular.

Despite obvious evidence of the relevance of MSMEs in Nigeria, one of the challenges that faced SMEDAN at inception, apart from the confusion surrounding their classification, was the palpable dearth of statistics about the sub-sector - their numbers, persons they employ, productive sectors they operate in et.c. SMEDAN has not only resolved the challenges of classification for the sub-sector (National Policy on MSMEs, 2007, 2015), but has also before now produced two editions of the National Survey on MSMEs (2010, 2013).

The current edition of the survey has revealed a marginal increase in the size of the sub-sector nation-wide/across all sub-national entities, to **41,543,028** MSMEs. The components are 41,469,947 micro enterprises (MEs) and 73,081 small and medium enterprises (SMEs). Together they offer a total employment contribution of **59,647,954** persons, including owners, (which is equal to 76.5 percent of national workforce), **49.78** percent of GDP and **7.64** percent of export receipts. In an obvious addition to the scope of previous surveys, this Edition also discovered that **4,471,235** MSMEs (or 11 percent) of the total count offered salaried employment (and/or are formally registered). This is important. The latter represent the so called "opportunity" enterprises, which alone can serve the national aspiration of jobs/wealth creation at a time when unemployment, especially youth unemployment, has arguably become the single greatest problem confronting our country and is the major cause of youth restiveness and escalation in violent crimes nation-wide.

In its response, SMEDAN has since its establishment attempted to address the critical challenges mitigating the growth of MSMEs such as access to finance, access to markets (local, international, online), access to business infrastructure (through on-going effort to convert Industrial Development Centres (IDCs) to enterprise clusters), production technology/vocational training, entrepreneurship capacity development (identified as the major gap in the sub-sector), promoting ease-of-doing-business activities, driving

harmonious stakeholders inter-relationships via an umbrella National Council on MSMEs, and a suite of programmes driving enterprises delivery. The latter include such flagship programmes as One Local Government One Product (OLOP), Conditional Grant Scheme (CGS) for Micro-enterprise Development et.c.

## **2.2 GOVERNMENT POLICIES AND PROGRAMMES FOR MSMEs DEVELOPMENT IN NIGERIA**

MSMEs operating in Nigeria are not immune from the typical challenges of their peers, especially in other developing climes. Typically, most countries provide assistance to grow MSMEs because of the crucial role they have come to play in economic growth and development. Such assistance is often in the form of facilities and support services. Other support measures access to formal credit and alternative financing instruments, business information, training and re-training programmes, research and development (R & D), business infrastructure, fiscal incentives et.c.

In recognition of the crucial roles MSMEs play with respect to economic growth and development, successive governments in Nigeria had availed various initiatives aimed at promoting MSMEs in the country. As seen below access to credit featured prominently amongst the measures offered, the several changes in government notwithstanding. Some of the support institutions and opportunities created by government to enable MSMEs access funding in the past about forty years included:-

- Mandatory Credit Guideline in respect of MSMEs (1970)
- Small Scale Industries Credit Guarantee Scheme (1971)
- Agriculture Credit Guarantee Scheme (1973)
- Nigeria Agriculture and Cooperative Bank (1973)
- Rural Banking Scheme (1977)
- The World Bank Assisted SME 1 (1985)/World Bank Assisted SME 2 (1990).
- Second Tier Security Market/SEC (1985).
- Peoples Bank of Nigeria (1989).
- National Economic Reconstruction Fund (1992).
- Small and Medium Scale Enterprises Loan Scheme (1997).
- African Development Bank – Export Stimulation Loan Scheme (ADB-ESL), 1988.
- Bank of Industry (BoI) – being the merger of Nigeria Industrial Development Bank (NIDB), Nigeria Bank of Commerce and Industry (NBCI) and NERFUND, 2001.
- Nigerian Agricultural Cooperative and Rural Development Bank (NACRDB) being merger of NACB Peoples Bank of Nigeria and Family Economic Advancement Programme (FEAP), 2002.

- Small and Medium Enterprises Development Agency of Nigeria (SMEDAN), 2003.
- Establishment of Micro Finance Banks.
- Small and Medium Enterprises Credit Guarantee Scheme for MSMEs, 2010.

### **2.3. CURRENT EFFORTS BY GOVERNMENT TO STIMULATE THE MSMEs -SUB SECTOR.**

In Nigeria, the current medium term strategy (2017- 2020) - the Economic Recovery and Growth Plan (ERGP), in line with more current trend, has also recognized micro, small and medium enterprises as the vehicle for driving national industrial output. The ERGP focuses on integrated, people-centred, development planning. Attention is on raising the country's standard of living and prioritized development under four key pillars, viz: agriculture and food security, transport infrastructure (especially roads and rails) as well as energy sufficiency (especially power/petroleum products). The Plan which is synchronized with the on-going campaign against corruption as well as a Presidential Ease of Doing Business Council (PEDEC) expects to restore growth, invest in human capital and ultimately build a globally-competitive economy. Below are some of the specific, multi-sectoral, programmes currently being implemented to grow the MSMEs sub-sector.

#### **1. Establishment of a National Collateral Registry for MSMEs**

The Central Bank of Nigeria (CBN) established the National Collateral Registry to improve access to finance particularly for (MSMEs). The registry would enable MSMEs to use movable or personal assets as collateral while these remain in possession of the borrowers. Entrepreneurs may now thus use such movable assets, such as generator, car, machine or even gold, as far as it is registered to access funds.

#### **2. Development Bank of Nigeria (DBN).**

The Development Bank of Nigeria (DBN) was conceived by the Federal Government of Nigeria (FGN) in collaboration with global development partners to address the major financing challenges facing MSMEs in Nigeria. The Bank's mandate fully supports the stimulation of diversified and inclusive growth, aimed alleviating specific financing constraints that hamper the growth of domestic production and commerce by providing targeted wholesale funding to fill identified enterprise financing gaps in the MSMEs segment. The DBN will also play a focal and catalytic role in providing funding and risk-sharing facilities. It will also incentivize financial institutions, predominantly Deposit-Money and Microfinance Banks, by augmenting their capacity and by providing them with funding facilities designed to meet the needs of these smaller clients to meet MSMEs demands. DBN commenced operation in Nigeria in 2017.

### 3. **CBN/Bankers Committee's AGSMEIS**

The Agri-Business Small and Medium Enterprises Investment Scheme (AGSMEIS), an initiative targeted at start-ups and the expansion of established companies as well as the reviving of ailing companies to enhance job creation and agribusiness for a sustainable economy. The initiative requires all Deposit Money Banks to set aside five per cent (5%) of their annual profit after tax (PAT) to support and sustain MSMEs.

### 4. **Establishment of a MSMEs Rating Agency**

A platform to maintain the credit history of operators (and their businesses) has become one of the modern measures to de-risk MSMEs, and so improve their access to formal sources of credit. The Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) in collaboration with Bank of Industry (BoI), Nigeria Export and Import Bank (NEXIM) and Dun & Bradstreet Nigeria Limited are finalizing the establishment of a rating agency for MSMEs in Nigeria.

### 5. **N-Power Scheme**

N-POWER is a project under the Social Investment Programme (SIP), of the Federal Government of Nigeria, for job creation and empowerment initiatives. The project aims to reduce graduate and youths unemployment by helping them to create jobs and engaging them in wealth generating economic activities while unemployed. The main objectives of the N-POWER programme are:-

- To reduce the rate of unemployment in the country.
- To enshrine a system that would facilitate transferability of employability, entrepreneurial and technical skills.
- To bring solutions to ailing public service and Federal Government diversification policy.

Three categories are recognized as follows, viz: N-POWER Teacher Corps, N-POWER Knowledge Scheme and N-POWER Build Scheme.

### 6. **TraderMoni Scheme**

TraderMoni is a loan project, of the Federal Government, created specifically for petty traders and artisans. It is a component of the Government Enterprise and Empowerment Programme (GEEP), being executed by the Bank of Industry. TraderMoni, allows qualified micro enterprises to receive interest-free incremental loans of between N10,000 and N100,000, as you pay back.

### 7. **Ease of Doing Business/PEBEC**

Inaugurated in July 2016, the Presidential Enabling Business Environment Council, is a flagship initiative to reform the business environment. The PEBEC, chaired by Vice President, is also to attract investment and diversify the economy to reduce the nation's reliance on oil. The big picture was to make it easier for micro, small and medium enterprises to

do business, grow and contribute to sustainable economic activity, and provide the jobs essential to improving social inclusion. By April 5, 2018, the PEDEC had approved its third 60-day National Action Plan (NAP 3.0) to drive the ease of doing business initiative to remove critical bottlenecks and bureaucratic constraints to doing business in Nigeria. Complemented with Executive Order 1 on improving transparency and the business environment in Nigeria (May, 2017), Nigeria has moved up 24 places in the World Bank's Ease of Doing Business Index 2018. The Reform continues.

#### 8. **Anchor Borrowers Programme**

The Central Bank of Nigeria (CBN), in line with its developmental function, established the Anchor Borrowers' Programme (ABP), in November, 2015. The ABP was intended to create a linkage between anchor companies involved in the processing and small holder farmers (SHFs) of the required key agricultural commodities. The program's thrust is the provision of farm inputs in kind and cash (for farm labor) to small holder farmers to boost production of these commodities, stabilize inputs supply to agro-processors and address the country's negative balance of payments on food. At harvest, the SHF supplies their produce to the Agro-processor (Anchor) who pays the cash equivalent to the farmer's account.

The targeted commodities included but not limited to:

- Cereals (Rice, Maize, wheat etc.)
- Cotton
- Roots and Tubers (Cassava, Potatoes, Yam, Ginger etc.)
- Sugarcane
- Tree crops (Oil palm, Cocoa, Rubber etc.)
- Legumes (Soybean, Sesame seed, Cowpea etc.)
- Tomato
- Livestock (Fish, Poultry, Ruminants etc.).

#### 9. **Conditional Grant Scheme (CGS)**

Micro enterprises are critical in the Nigerian MSMEs space - they collectively account for a majority of the enterprises in Nigeria and also account for the highest number of jobs created in the economy. Justification for a special entrepreneurship/vocational development intervention for the entrepreneurs at the bottom-of-the-pyramid cannot be overemphasized based on the need to industrialize the nation, develop the rural economy and stem youth restiveness/ unemployment in Nigeria. The CGS aims to promote the activities of micro enterprises across the country in the areas of capacity building and the delivery of post-intervention support services such as access to finance (conditional grants), markets, workspace, technology, etc.

The objectives of the scheme include:

- Creation of jobs, wealth and poverty alleviation in the society.

- Improving the internally generated revenue of the three tiers of government across the country thereby reducing over-dependence on oil revenue.
- Moving micro entrepreneurs from the informal to the formal sector.
- Enhancing the competitiveness of these enterprises towards meeting national, regional and global standards.
- Improving the human, technological and financial capacity of operators of micro enterprises.

The Scheme commenced implementation in 2017,

#### **10. One Local Government One Product Programme (OLOP)**

SMEDAN refocused its OLOP programme in 2016, to revitalize the rural economy, improve employment opportunities and alleviate poverty in rural areas. This was based on the One-Village-One-Product (OVOP) movement implemented in the Oita Prefecture in Japan. The OLOP programme is a bottom-top approach specifically designed to promote micro small and medium enterprises (MSMEs) development in communities by focusing on products distinctive to the each locality where they have comparative advantage, and cultivate same through value-addition into a national and global brand. As part of its implementation strategy, SMEDAN partners with financial institutions and cooperative societies/Self Help Groups (SHG) across the country.

Since 2017, when full-blown nation-wide implementation commenced, about 109 projects have been delivered annually, with benefitting cooperatives getting machinery/financial grants, capacity building, advisory and monitoring services.

#### **11. Incentivizing Business Registration Compliance for MSMEs**

Current figures for micro-enterprises registration in Nigeria is at a lowly 2.1 percent (based on the 2017 National Survey of MSMEs). To improve compliance, the Corporate Affairs Commission (CAC) incentivized registration compliance for micro-enterprises with a fifty percent subsidy and complementary processes simplification. Initially geared to run from 31<sup>st</sup> May 2018 to 31<sup>st</sup> March 2019, the window remains open. During this window, registration will cost five thousand naira (N5,000.00) only.

#### **12. Growth and Employment Mobility in States (GEMS - 1, 2 & 3).**

Growth and Employment Mobility in States (GEMS) is an employment project supported by Nigeria's Federal Ministry of Trade and Investment (FMTI), with funds from the World Bank and the United Kingdom's Department for International Development (DFID). The project is aimed at job creation and increased non-oil growth in specific high potential value chain sectors. A key target is the creation of at least 100,000 jobs directly in

the selected sectors, viz: Information and Communication Technology (ICT), Entertainment, Wholesale and Retail, Construction and Real Estate, Hospitality and Tourism, and Meat and Leather.

The project can be summarized in three main pillars that together aim to create employment and growth in the non-oil sector. These are:

- The project will provide for investments to address gaps that prevent key growth centers from expanding and hiring more Nigerians, in particular the young and poor.
- The project will support MSMEs to develop new business models, train the labor force to enable Nigerian businesses to participate more successfully in national and global supply chains, create more value in Nigeria, and employ more Nigerians.
- The project will improve the business enabling environment so that businesses can grow faster, and become more profitable.

### **13. Conversion of Twenty-Three (23) Industrial Development Centres (IDCs) to Industrial Parks and Clusters**

Industrial Development Centres (IDCs) were initially established in the '60s and '70s to provide middle level manpower in woodwork and metalwork to local industries but were recently transferred to the Agency for proper attention, after falling into disrepair. Given the large tracks of undeveloped land available within these Centres, 23 in all, the underlying objective of the this conversion project is to establish Common Infrastructure Facility Centres that would resolve some of the challenges faced by MSMEs with particular regard to accessing work space and business infrastructure like internet services, water, power, machinery and roads among others. The facility is projected to improve the global competitiveness of MSMEs, by reducing overhead costs and enjoying economies of scale as is usually the case with clusters. An initial study was sponsored by a grant of approximately \$600,000, secured from the middle income country technical assistance fund of AfDB, which is the first to be granted to the Ministry of Industry, Trade and Investment/SMEDAN to encourage and improve sustainable entrepreneurial development specifically targeted at SMEs in the country. The more critical phase of identifying interested partners for actual development of requisite structures/facility management now beckons.

### 3.0 MSMES SURVEY DESIGN

Following the successful production of two consistent and reliable rounds of the Micro, Small and Medium Enterprises (MSMEs) survey data; there was the need for a re-assessment of the impact of government programmes and policies, with the aim of furthering their economic value contribution – i.e. to the GDP, employment generation, diversification, and export.

#### 3.1 Classification of Enterprises

In practice, the number of employees is the most common standard used in National SMEs policies worldwide; hence, the criteria for classification adopted for the survey is as stated below:

SECTOR	MICRO	SMALL	MEDIUM
Employment Band	1-9	10-49	50-199

#### 3.2 Objectives

The main objective of this survey is to establish a credible and reliable database for the MSMEs sub-sector in Nigeria and their contribution to jobs and wealth creation. Other specific objectives are to;

- determine the contribution of Micro, Small and Medium enterprises (MSMEs) to GDP in Nigeria
- know the number of Micro, Small and Medium Enterprises (MSMEs) in Nigeria on the basis of national, geo-political zones, states and sector
- identify the challenges and constraints facing the operation of MSMEs in Nigeria
- identify number of people engaged in MSMEs sub-sector
- identify the number of MSMEs that are not registered with the Corporate Affairs Commission (C.A.C.) in Nigeria
- Determine gender ownership of the MSMEs within age brackets, their categories and sizes, access to finances and contribution to exports etc.

#### 3.3 Coverage

The survey was conducted in all the 36 states of the Federation and the Federal Capital Territory (FCT), Abuja. Both urban and rural enumeration areas (EAs) with Micro enterprises were covered through the National Integrated Survey of Households (NISH) module. Furthermore, both urban and rural areas where small and medium



enterprises are located were covered through National Integrated Survey of Establishment (NISE) module.

The sectors and sub-sectors covered include:

- Manufacturing
- Trade (Wholesale and Retail); Repairs of Motor Vehicles and Motor Cycles
- Accommodation and Food service Activities
- Mining and Quarrying
- Construction
- Water Supply; Sewerage, Waste Management and Remediation
- Agriculture, Forestry, Fishing and Hunting
- Transport and Storage
- Information and Communication
- Administrative and Support Services Activities
- Education
- Art Entertainment and Recreation
- Other Services Activities
- Real Estate Activities
- Human Health and Social Works
- Professional, Scientific and Technical Works

### 3.4 Scope

The subject areas covered in the two (2) modules include:

- Ownership Status
- Employment Information
- Educational qualification of employees
- Operating Cost
- Capacity Utilization
- Market Channel and Export
- Revenue
- Establishment Growth
- Technical Support Services etc.

### 3.5 Sample Design-Frame

The frame of enumeration areas (EAs) demarcated by National Population Commission (NPopC) for 2006 Housing and Population Census

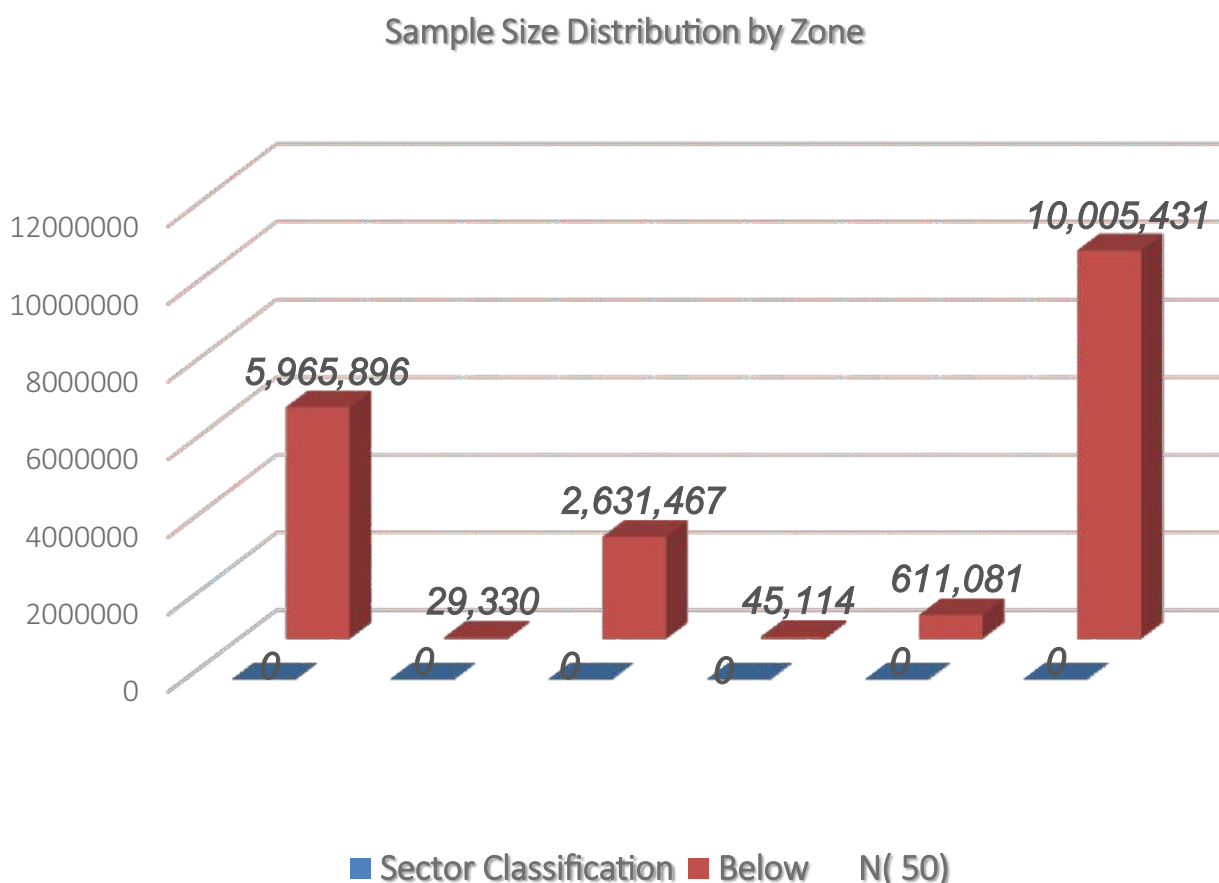
was used for the Household component. In each of the EAs selected, a quick Household Listing Exercise was carried out in order to update the frame and determine households with Micro enterprises.

For the establishment component, Small and Medium Enterprises frame was used.

### 3.5.1 Household Sample Size (Informal Sector)

A total of 1,480 enumeration areas were covered across the country, forty (40) EAs were selected per state and FCT, Abuja. A total of 22,200 households were sampled across the 36 states and FCT, Abuja.

In each state and FCT, six hundred (600) Households with enterprises were interviewed fifteen (15) Households with enterprises were systematically selected per EA



### 3.5.2 SMEs Sample Size (Formal Sector)

A total of 4,000 Small and Medium Enterprises were visited across the country.

Probability Proportional to Size (PPS) was used to allocate number of establishments to be covered in each state, PPS was also used to allocate number to be covered within sub-sector in each state.

### 3.6 Survey Instruments

The following instruments were used:

- Informal Sector Questionnaire (Household)
- Formal Sector Questionnaire (Enterprise)
- Manual of Instruction
- Listing Form
- EA map
- EA sampled Frame
- Establishment Frame
- Lodgment Sheet
- Computer Assisted Personal Interviewer (CAPI) etc.

### 3.7 Training for Field Work

Two (2) levels of training for field work were adopted. The 1<sup>st</sup> level training which is the training of trainers (ToT) was held at NBS Headquarters, Abuja, and had in attendance 60 Trainers/Monitors and 12 Coordinators. The training lasted for two (2) days.

The second level training took place in all the 36 states and FCT, Abuja. The trainees include:

- Team mates (311)
- Team Leaders (111)
- State Officers (37)
- Zonal Controllers (6)

The training lasted for three (3) days

Note: The third day was used for field practice and logistics arrangement; for informal (Household), one Urban EA was covered from the list of Sampled EAs.

### 3.8 Fieldwork Arrangement for Data Collection

#### 3.8.1 Household (Micro Enterprises) component

Three (3) teams were constituted per state, each team comprises of one (1) team leader and one (1) team-mate. A team covered 1 EA per day and fieldwork was completed within fifteen (15) days including travel time within EAs.

### 3.8.2 Small and Medium Enterprises (Formal Sector) component

A total of 4,000 formal enterprises were visited nationwide. State officers served as supervisors in their respective states, the work load in each state varies depending on the number of enterprises allocated to the state.

Each officer lodged and retrieved an average of 20 questionnaires, the fieldwork was completed within fifteen (15) days.

#### SUMMARY OF FORMAL SECTOR WORKLOAD BY ZONE



### 3.9 Distribution of Workload and Fieldstaff by Zone and State for Informal and Formal Components of the Survey

S/N	ZONE	STATE	NO. of EAs to be covered	NO. HH Enterprises to be covered	No. Team Mates for Informal (HH Enterprises)	No. of Team Leaders for Informal (HH Enterprises)	No. Of Establishment to be covered	No. of Interviewers for Formal sector
1.	North Central	Plateau	40	600	3	3	100	5
		Benue	40	600	3	3	55	3
		Nasarawa	40	600	3	3	74	4
		Kogi	40	600	3	3	65	3
		Kwara	40	600	3	3	21	1
		Niger	40	600	3	3	63	3
		FCT Abuja	40	600	3	3	110	5

	<b>Sub-Total</b>		<b>280</b>	<b>4,200</b>	<b>21</b>	<b>21</b>	<b>488</b>	<b>24</b>
2.	North. East	Borno	40	600	3	3	21	1
		Yobe	40	600	3	3	27	2
		Bauchi	40	600	3	3	120	6
		Adamawa	40	600	3	3	63	3
		Gombe	40	600	3	3	65	3
		Taraba	40	600	3	3	65	3
	<b>Sub-Total</b>		<b>240</b>	<b>3,600</b>	<b>18</b>	<b>18</b>	<b>361</b>	<b>18</b>

### Distribution of Workload and Field staff by Zone and State for Informal and Formal Components of the Survey (Cont'd)

S/N	ZONE	STATE	NO. of EAs to be covered	NO. HH Enterprises to be covered	No. Team Mates for Informal (HH Enterprises)	No. of Team Leaders for Informal (HH Enterprises)	No. Of Establishment to be covered	No. of Interviewers for Formal sector
3.	North West	Kaduna	40	600	3	3	143	7
		Katsina	40	600	3	3	121	6
		Kano	40	600	3	3	165	8
		Kebbi	40	600	3	3	42	2
		Sokoto	40	600	3	3	44	2
		Jigawa	40	600	3	3	51	3
		Zamfara	40	600	3	3	107	5
	<b>Sub-Total</b>		<b>280</b>	<b>4,200</b>	<b>21</b>	<b>21</b>	<b>673</b>	<b>33</b>
4.	South East	Enugu	40	600	3	3	94	5
		Abia	40	600	3	3	92	5
		Ebonyi	40	600	3	3	98	5
		Imo	40	600	3	3	85	4
		Anambra	40	600	3	3	81	4
	<b>Sub-Total</b>		<b>200</b>	<b>3,000</b>	<b>15</b>	<b>15</b>	<b>450</b>	<b>23</b>

### 3.10 Monitoring of Fieldwork

Monitoring of field work was done by NBS Headquarters staff, Zonal Controllers and State Officers as well as SMEDAN Headquarters Staff.

NBS & SMEDAN H/Q monitors worked for 3 days immediately after State training. Sixty (60) officers covered the 36 states and FCT, Abuja. NBS State officers served as supervisors for formal sector and as well monitored the informal sector in their respective states. NBS zonal controllers coordinated the activities within his/her zone. Copy of report on monitoring was submitted to D(RSHSD) and D(FSMD).

### **3.11 Coordination of Activities**

Directorate staff of NBS/SMEDAN coordinated the activities of the survey.

Activities coordinated include:

- ✓ Training
- ✓ Fieldwork
- ✓ Data Processing
- ✓ Report writing
- ✓ Etc.

Twelve (12) Coordinators were involved. Coordination lasted throughout the period of the exercise.

### **3.12 Retrieval of Records**

All completed enterprise questionnaires were properly edited and returned to NBS Headquarters in Abuja including the CAPI devices for data processing.

### **3.13 Data Processing and Analysis**

Data processing and analysis was carried out at NBS Headquarters, Abuja.

This involved:

- ✓ System development
- ✓ Data Editing
- ✓ Data Entry
- ✓ Data Cleaning
- ✓ Table Generation/Tabulation

### **3.14 Report Writing**

The report was written by both NBS and SMEDAN staff

#### 4.0 DATA ANALYSIS: FORMAL SECTOR/SMALL AND MEDIUM ENTERPRISES SMEs: YEAR 2017 RESULTS AND TREND ANALYSES

As was in previous editions, the Formal Sector data (encompassing Small and Medium enterprises - SMEs) for 2017 are presented together, for purposes of convenience. We have also attempted to present trend analysis for each thematic/sub-thematic area, by comparing the result obtained for 2017 against their 2013 equivalent.

In 2017, out of the total **41,543,028** micro, small and medium enterprises (MSMEs) surveyed, Small Enterprises accounted for **71,288** entities (or 0.17 percent) while Medium Enterprises were **1,793** entities (or 0.004 percent). Consequently, SMEs make up **73,081** entities (or 0.18 percent) of total MSMEs numbers. Comparatively, also, 1,793 entities of Medium Enterprises make up only 2.4 percent of the SMEs data-set, hereunder presented. These figures were similar to the **72,838** SMEs (or 0.20 percent) reported in 2013.

#### 4.1 Enterprises Distribution by State (SMEs)

Table 1, shows the total number of small and medium enterprises as well as their distribution across 36 States and FCT. States with the highest distribution of SMEs are Lagos State (8,395 entities or 11.5 percent), Oyo State (6,131 entities or 8.4 percent) and Osun State (3,007 entities or 4.1 percent). Conversely, Yobe State (102 entities or 0.1 percent), Bayelsa State (300 entities or 0.4 percent) and Borno State (538 entities; or 0.7 percent) bring up the rear.

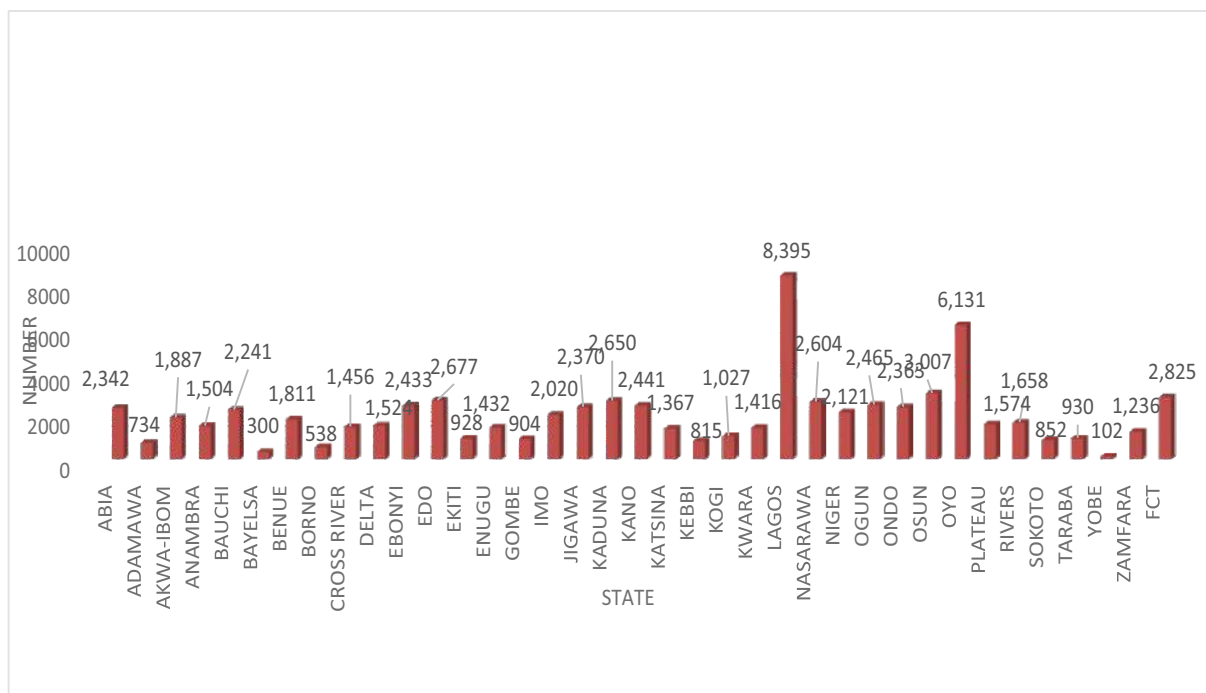


FIGURE 1: TOTAL NUMBER OF SMALL AND MEDIUM ENTERPRISES BY STATE

In comparison to 2013 figures (Table 2), it was observed in the following States viz: Kano, Rivers and Plateau (descending order) witnessed contractions in

reported SMEs numbers while Nasarawa, Ebonyi, Jigawa and Kwara (descending order) recorded improved figures for SMEs.

## **4.2 Economic Sectors (SMEs)**

Table 3, shows the sixteen (16) economic (or enterprise) sectors recognised under small and medium enterprises (SMEs) in 2017. It emerged that the five (5) major economic sectors were Education (27.0 percent), Manufacturing (23.4 percent), Wholesale/Retail trade (18.0 percent), Human Health & Social Work (10.4 percent) and Accommodation & Food Services (8.4 percent). Together, these account for 87.2 percent of all SMEs. However, as also seen from the Table, the following were the marginal economic sectors, viz: Water Supply, Sewerage, Waste Management & Remediation Activities; Arts, Entertainment & Recreation; Mining & Quarrying and Agriculture (decreasing order).

**4.2.1 Economic Sectors by Ownership Structure:** As Table 4 shows, the dominance of the afore-mentioned five (5) economic sectors (see 4.2) was generally confirmed when the data-set was further analysed across Ownership Structure (especially Sole Proprietorship and Private Limited Liability Company - PLLCs). The only noteworthy difference was the emergence of the Professional, Scientific and Technical Works sector as an additionally important sector, under the PLLCs.

**4.2.2 Economic Sectors by Ownership and Gender :** Table 5 shows the prevailing gender preferences for the economic sectors, based on an analysis of sole proprietorship (i.e. the predominant ownership structure) only. It was observed that whereas males were dominant in Manufacturing, Education and Wholesale/Retail Trade (decreasing order), conversely females showed preference for Education, Wholesale/Retail Trade and Manufacturing (decreasing order).

**4.2.3 Trend Analysis - Economic Sectors:** Table 6 shows that the three (3) major economic sectors, viz: Education, Manufacturing, Wholesale/Retail trade (descending order), generally held stable in 2017 and 2013 within the small enterprises class. Nevertheless, in the Education sector a significant reduction within the medium enterprises class was observed in 2017 (132 entities) compared to 2013 (3,250 entities).



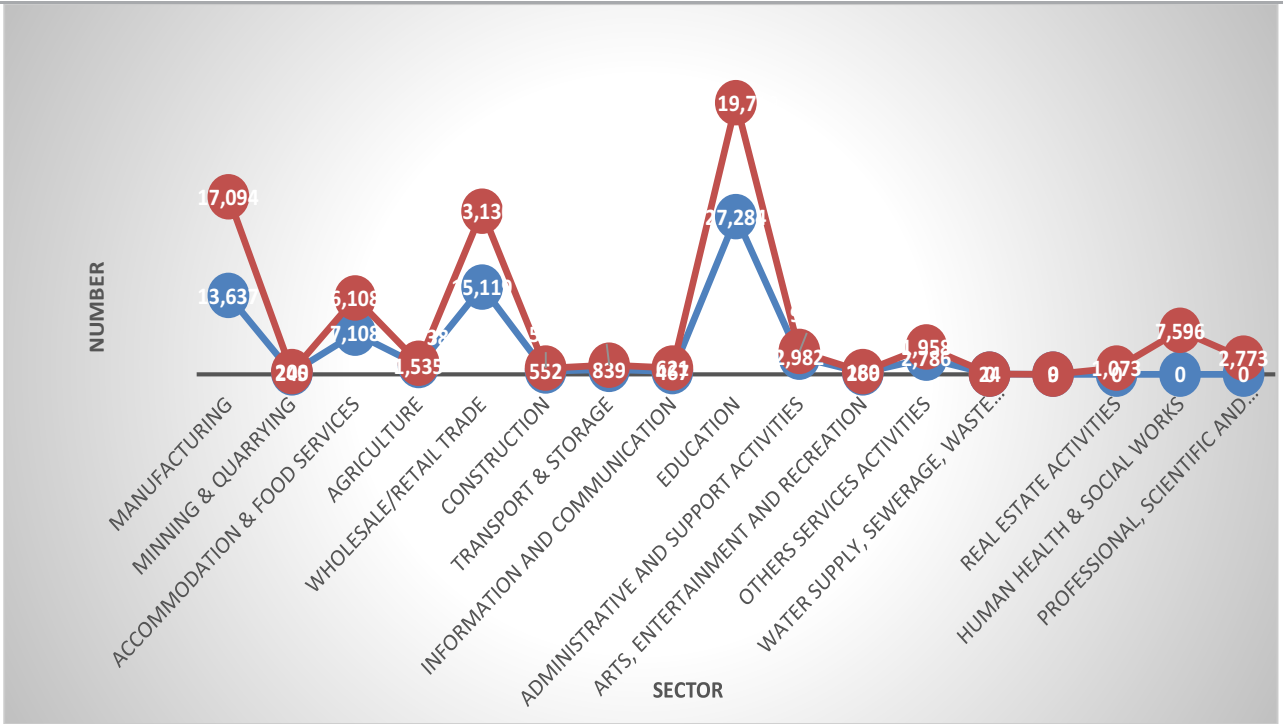


FIGURE2: NUMBER OF SMALL AND MEDIUM ENTERPRISES BY ECONOMIC SECTOR 2017/2013

### 4.3 Ownership Structure(SMEs)

Table 7 shows the distribution of small and medium enterprises (SMEs) in 2017, by Ownership Structure. Sole Proprietorship, at 65.7 percent occurrence, predominated. This is followed by limited liability companies (20.8 percent), faith-based institutions (5.7 percent) and partnerships (5.0 percent). Conversely, Cooperatives contributed only 0.9 percent of the data-set

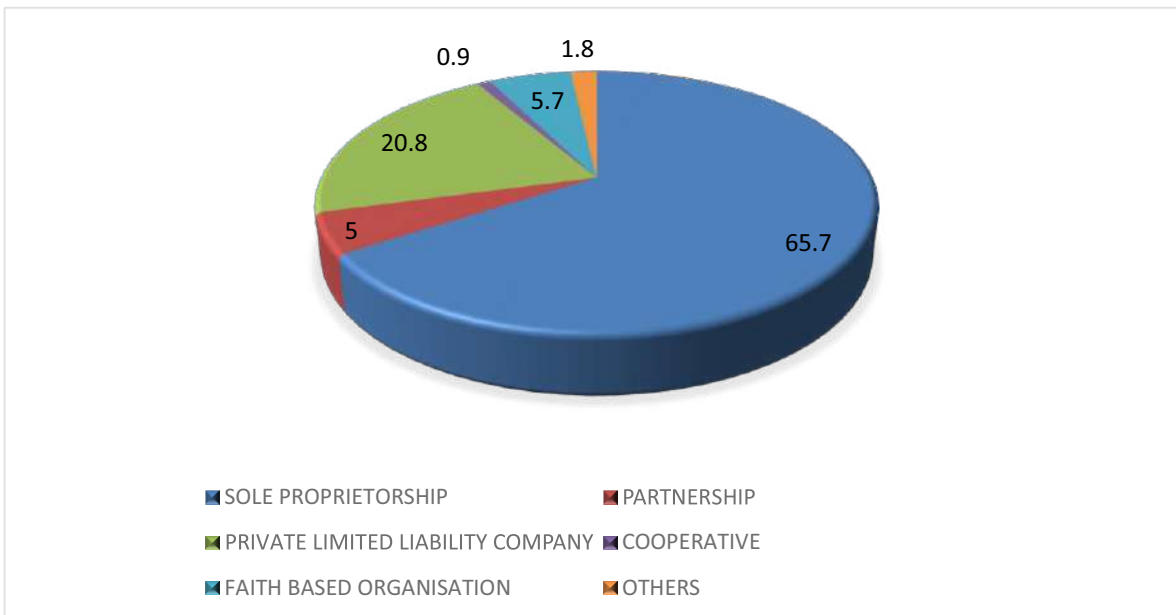


FIGURE3: OWNERSHIP STATUS

### 4.3.1 Ownership (Sole Proprietorship) by Gender

When Ownership structure (based on the predominant Sole Proprietorship class only) was further analysed by gender (see Table 8), it emerged that male participation at 37,424 entities (or 78 percent) was superior to that of females 10,562 entities (or 22 percent).

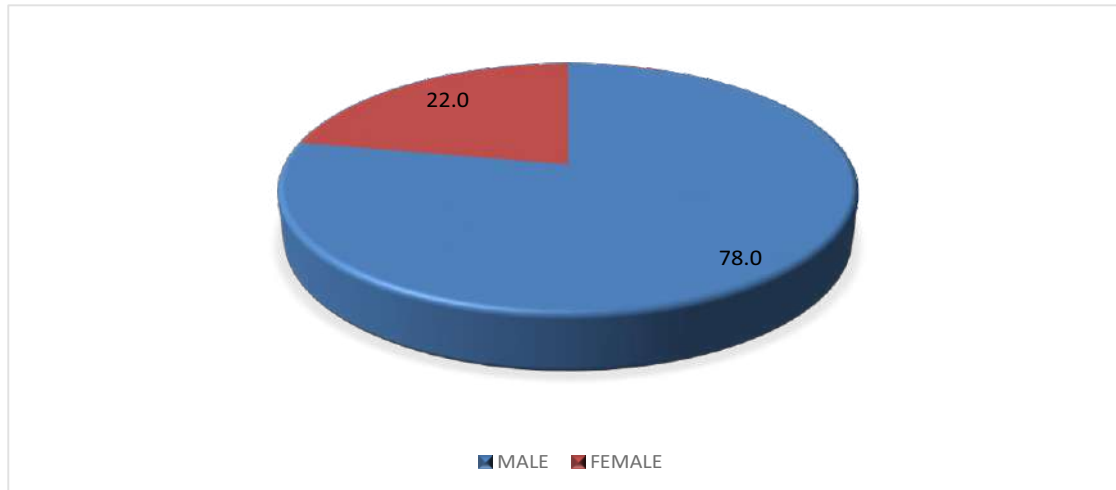


FIGURE 4: GENDER OF OWNERSHIP (SOLE PROPRIETORSHIP)

**4.3.2: Ownership (Sole Proprietorship) by Age of Entrepreneurs:** Table 9 shows the age distribution of SMEs owners. Age was generally found to increase with enterprise numbers. Over 88 percent of enterprises were found to be owned by persons within the two (2) age brackets, viz: between 36 – 50 years (40.1 percent) and  $\geq 51$  years (48.2 percent). Conversely, young adults (and youths) made up only a combined 11.8 percent of enterprise owners. These included the age brackets 26 – 35 years, 20 – 25 years and  $\leq 19$  years

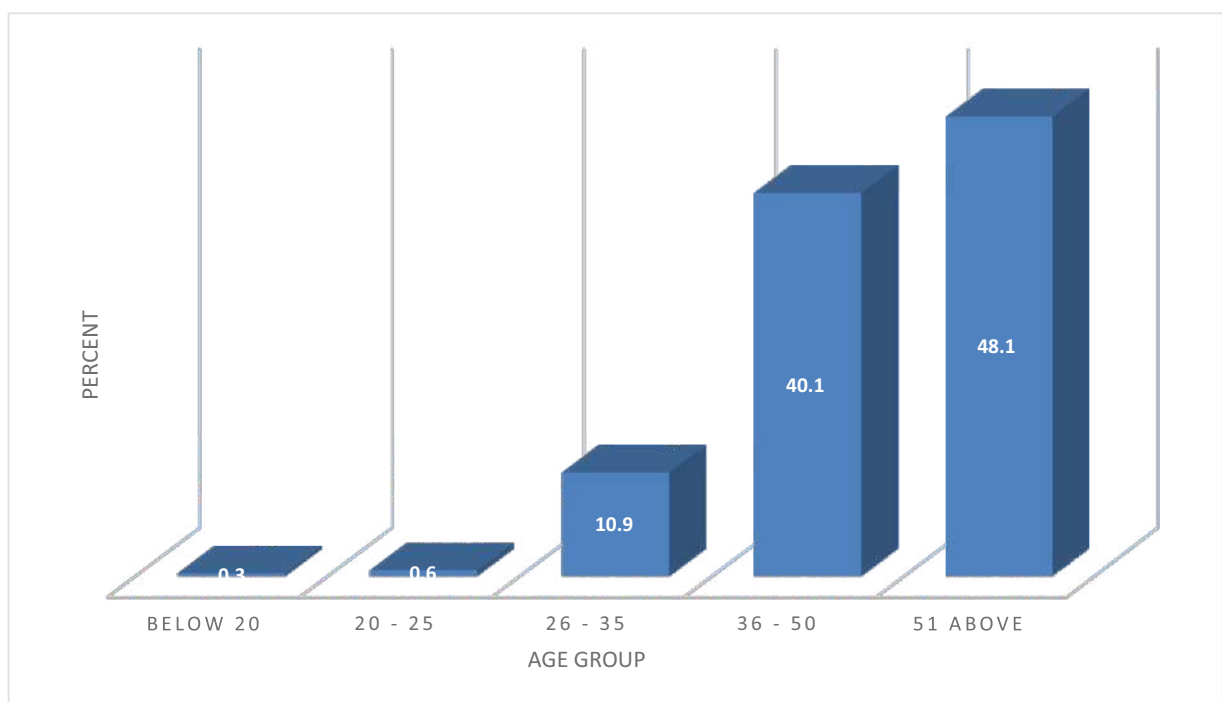


FIGURE 5: AGE OF OWNER (SOLE PROPRIETORSHIP)

**4.3.3 Ownership (Sole Proprietorship) by Educational Qualification :** Table 10 shows the distribution of highest educational qualification attained by enterprise owners. Reported numbers for highest educational qualification generally increased from “No Education” (2.5 percent) to “Primary Education” (4.0 percent) to “Secondary Education” (15.8 percent) to “Bachelor's Degree” (37.0 percent), before falling off sharply at “Master's Degree” (14.3 percent) and “Doctorate Degree” (5.1 percent) respectively. Interestingly, an aggregate 56.4 percent of enterprise owners had tertiary education qualifications. These observations are significant.

**4.3.4 Trends Analysis - Ownership status:** As seen from Table 5, the most important intra-sectorial contraction in SMEs number in 2017 (relative to 2013) were observed in Agriculture (-77.2 percent), Water Supply, Sewerage, Waste Management & Remediation Activities (-72.7 percent) and Administrative & Support Services (-70.3 percent) while Manufacturing (43.5 percent), Construction (43.1 percent) and Information & Communication (39.8 percent) recorded higher intra-sectorial SMEs number.

#### **4.4 Regulatory Awareness (SMEs)**

Table 11 shows the major Regulatory bodies operating in Nigeria, and their reported level of awareness amongst SMEs. Not surprisingly, the Corporate Affairs Commission (CAC) topped the awareness chart with 72.6 percent. Federal Inland Revenue Service (FIRS), National Agency for Food, Drug Administration and Control (NAFDAC), Standards Organization of Nigeria (SON), National Drug Law Enforcement Agency (NDLEA) and Nigeria Custom Service (NCS) followed with 61.0 percent, 55.6 percent, 43.0 percent and 40.0 percent respectively. Conversely, it emerged that such relatively-new Regulators as Consumer Protection Council (CPC), Bureau for Public Procurement (BPP), and Nigeria Export Promotion Council (NEPC) recorded lower rate of awareness at 33.5 percent, 24.4 percent and 24.4 percent respectively.

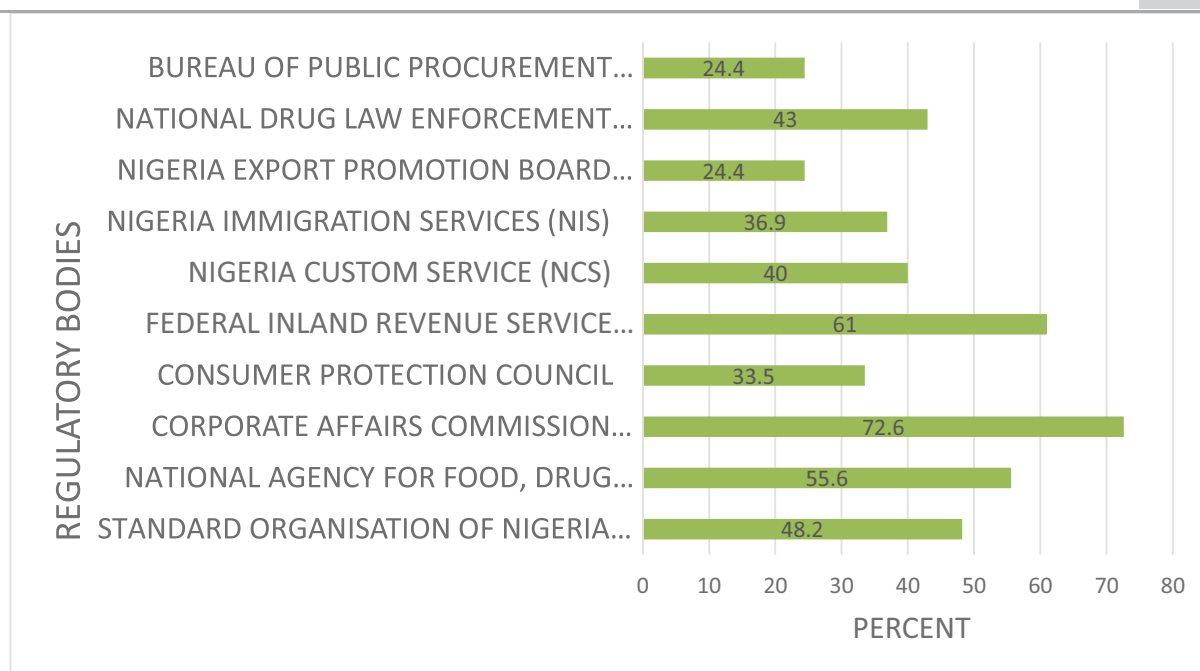


FIGURE 6: REGULATORY AWARENESS

**4.4.1 Business Registration with CAC (Legal Status-Compliance) :** Table 12 shows the distribution of CAC-registered SMEs across Ownership Structure. A total of 52,515 (or 71.9 percent) of all SMEs were reportedly registered with the CAC (note however that “Cooperatives” are registered by authorized State Government entities, and not CAC). While this finding confirms the mostly formal status of SMEs operating in Nigeria, it is nevertheless remarkable that up to 28.1 percent of these entities are unregistered. Also, within “Ownership Structure” classes, percentage-registration ranged from 89.5 percent (Private Limited Liability Companies) to 79.1 percent (Partnerships) and 65.0 percent for Sole Proprietorship – these are Schedule A-registered entities. Faith-Based Organizations, on the other hand, registered under Schedule B, posted registration-compliance of 81.6 percent for their affiliate enterprises.

**4.4.2 Business Registration with CAC by State** As Table 13 shows, most States (21) and FCT recorded legal status compliance above the national average (i.e. 71.9 percent). Consequently, States with the highest legal status compliance were Kwara (99.9 percent), Jigawa (98.8 percent), Adamawa (97.1 percent) and FCT (95 percent). The less compliant-States, however, emerged as Bauchi (50.6 percent), Katsina (51.6 percent), Osun (52.6 percent), Gombe (53.1 percent), Edo (53.8 percent), Zamfara (54.2 percent), Ondo (54.8 percent), Ekiti (55 percent) and Delta (55 percent).

#### 4.5 Employment (SMEs)

Table 14 shows that the 73,081 SMEs generated total employment of 2,889,714 persons (including owners, as at Dec. 2017). This translates to an average of 39.5 persons per entity, (which is also equal to about 5.0 percent, of the total 59,647,954 employment generated by MSMEs in Nigeria). Across

States, however, it emerged that Lagos (11.5 percent), Oyo (8.4 percent) and Kano (5.2 percent) States generated the most employment by SMEs. Incidentally, the latter directly corresponds to the earlier data for reported SMEs numbers (see section 4.1).

**4.5.1 Employment by Gender:** Also, from Table 14, it emerged that total employment generated (as at Dec, 2017) is expectedly skewed towards males, at 1,634,686 persons (or 56.6 percent) as against 1,255,028 (or 43.4 percent) for females.

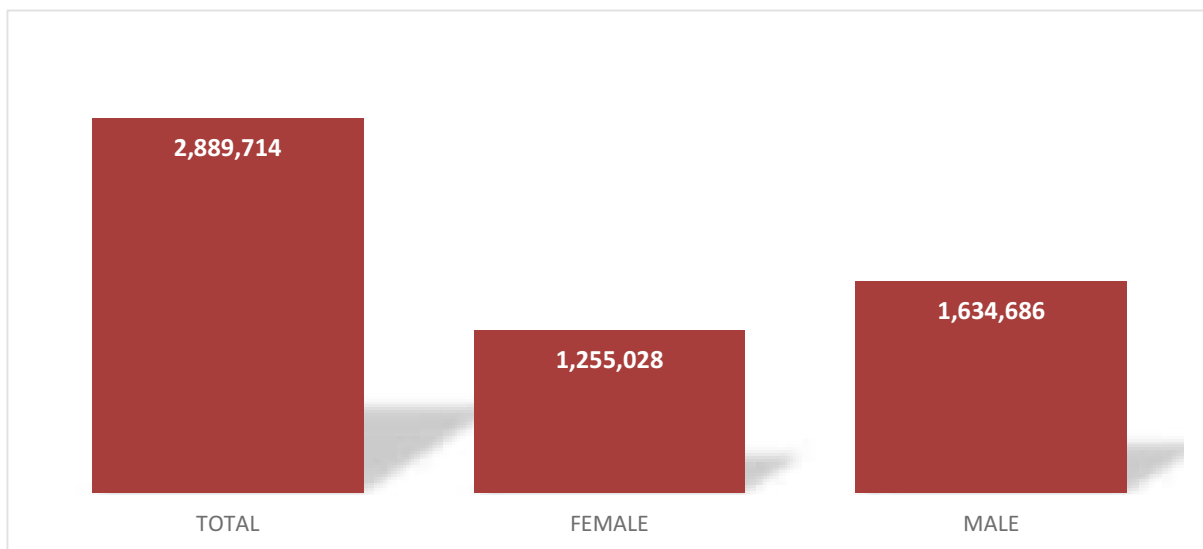


FIGURE 7: EMPLOYMENT BY GENDER

**4.5.2 Employment by Sector:** Breakdown of total employment by economic sectors (vide Table 15), showed that the Education sector generated the lion share at 1,065,755 persons (or 36.9 percent). This was followed by Human Health and Social Works, 612,622 (or 21.2 percent), Manufacturing, 607,498 (or 21.0 percent), Accommodation & Food Services (7.3 percent) and Wholesale/Retail Trade (5.3 percent).

**4.5.3 Employment by Sector by Gender:** Vide Table 15 (section 5.5.2) above, the three major economic sectors, viz: Education, Human Health & Social Works and Manufacturing also respectively employed the most males and females. However, while there were more females (than males) in Human Health and Social Works, on the other hand, more males (than females) were employed in Manufacturing. Notably, only the Education sector employed almost equal numbers across gender, viz: 560,558 (females) and 505,197 (males), respectively.

**4.5.4 Employment by Educational Qualification (Employee):** Table 16 shows the distribution of employees by their qualification (highest). The observed trend is generally similar to one earlier established for business owners (see section 4.1.3.3), with Bachelor's Degree holders accounting for the most employees (803,123 or 27.8 percent). A higher significance of persons with

NCE/ OND/Nursing qualification at 704,359 persons (or 24.4 percent) was, however, reported here than with business owners (i.e. section 5.3.3). While more females reported the NCE/OND/Nursing qualification, more males qualified with a Bachelor's Degree.

**4.5.5 Employment by Years of Apprenticeship:** Table 17 shows the number of years of apprenticeship by employees. Most employees, it emerged, went through either one year (23.9 percent) or two years (27.6 percent) or three years (18.2 percent) apprenticeship before employment. Together, these accounted for about 70.0 percent of all such employees. Notably, also, about 19.2 percent of employees went through six-year apprenticeship – which may include situations of persons being apprenticed as minors.

**4.5.6 Skills Gap by Sector:** Across sectors, most businesses (77.1 percent) reported ready availability of qualified artisans as seen at Table 18. Intra-sectorial analyses showed only two (2) sectors with less than 67.0 score, viz: "Agriculture" (65.0 percent) and "Other Services" (63.8 percent).

**4.5.7 Trends Analysis:** With relatively similar enterprise numbers, SMEs (vide Table 19), reportedly employed 985,894 more persons in 2017 (total: 2,889,714), compared to 2013 (total: 1,903,820). Consequently, average employment per entity increased from 26.1 persons (2013) to 39.5 persons (2017). Also, States contributing the highest SMEs employment over the period remained steady as Lagos and Oyo- this is true both across/within gender. However, States with the highest numerical employee gains were Kano (72,869), Ebonyi (66,106), Niger (64,882), Nasarawa (63,605), Osun (63,225) and Ogun (61,163) but notable contractions were observed in Rivers (-23,833) and Plateau (-11,408).

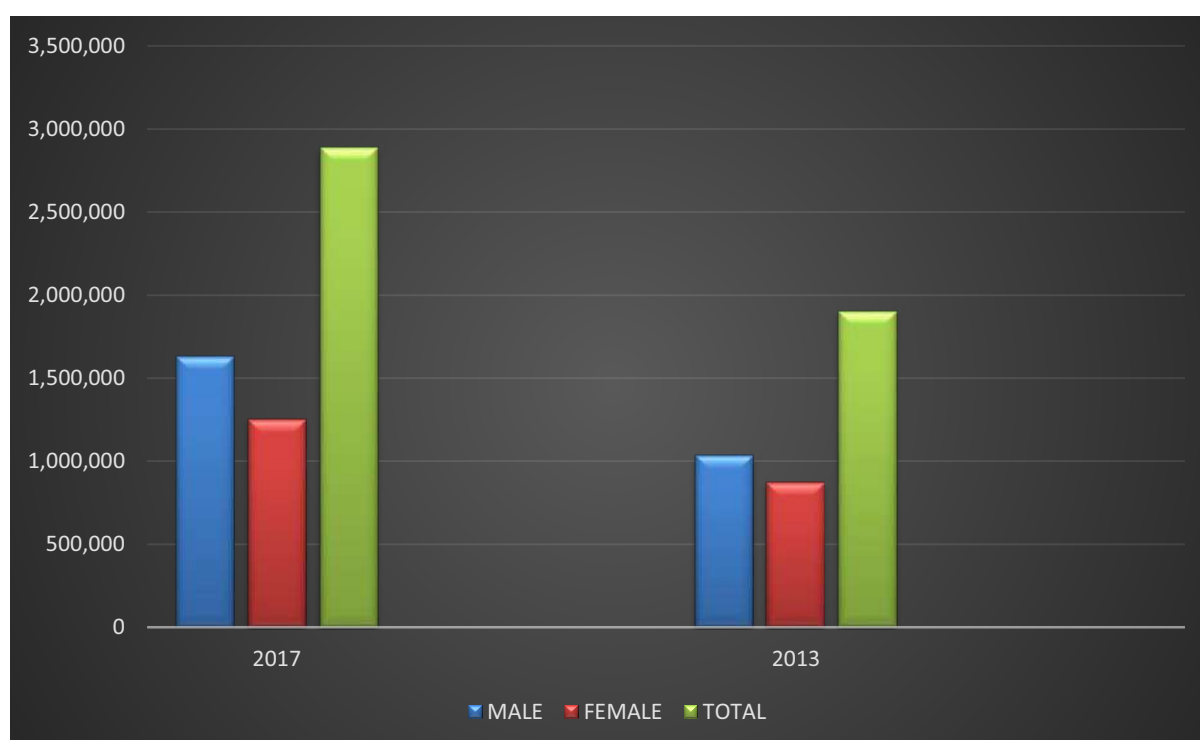


FIGURE 8: EMPLOYMENT BY GENDER 2017/2013

#### 4.6 Use of Professional Services/Associations (SMEs)

Use of Professional Services by SMEs is summarized at Table 20. Three (3) professional services were evaluated, viz: Lawyers, Accountants/Auditors and Business Consultants. 14, 845 SMEs (or 20.3 percent) reportedly did not engage any professionals – this fairly correlates with earlier finding that 28.1 percent of SMEs operate informally (see section 4.4.1).

**4.6.1 Professional Services by Sector:** Nevertheless, it was observed from Table 20 that Accountants/Auditors, as a group, is the professional service most demanded (53.3 percent), which is closely followed by Lawyers (52.2 percent). Conversely, less than one-third (or 31.8 percent) of SMEs had employed the services of Business consultants.

**4.6.2 Professional Service- Business Plan:** Compared to the finding that 31.8 percent of SMEs had employed the services of Business consultants (see section 4.6 above), Table 21 instead shows that 65.1 percent of SMEs have procured/used a business plan (the latter may possibly be a one-off activity compared to engaging a business consultant for a short/long-term). Analysis of intra-sectoral use, revealed the following three (3) sectors, viz: Professional, Scientific & Technical Works (80.2 percent), Mining & Quarrying (80.0 percent) and Education (75.4 percent) had the most use for business plan.

**4.6.3 Professional Service - Business Insurance:** Only 36.0 percent of SMEs have used business insurance service (Table 22). However, intra-sectoral intensity of use was most manifest in Transport & Storage (75.7 percent) and Professional, Scientific & Technical Works (74.1 percent).

**4.6.4 Professional Service - Promotional Media:** Table 23 shows the breakdown of promotional media use by SMEs. Person-to-Person (i.e. “Word-of-mouth”) showed up as the most popular promotional media by far, with usage by 50.3 percent of enterprises. Other promotional media used, in a descending order, were Handbills (38 percent), Radio (24.7 percent), Billboard (24.0 percent), Television (16.5 percent) and E-Adverts (14.4 percent).

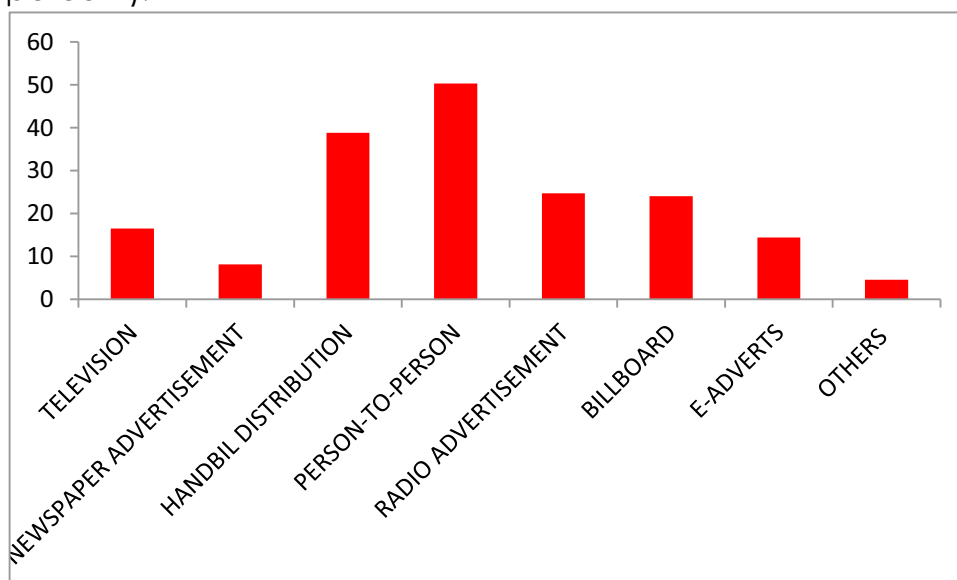


FIGURE 9: PROMOTION MEDIA BY THE ENTERPRISE

**4.6.5 Business Association Membership:** Table 24 shows the participation/membership of SMEs in business associations. The major associations were found to be Trade Associations (i.e. Business Membership Organizations), 36.6 percent and Professional Associations, 34.3 percent. Consequently, only about one-third of SMEs belonged either to a Trade Associations or Professional Associations. Minor associations were Cooperatives (12.7 percent) and Technical Association (7.1 percent).

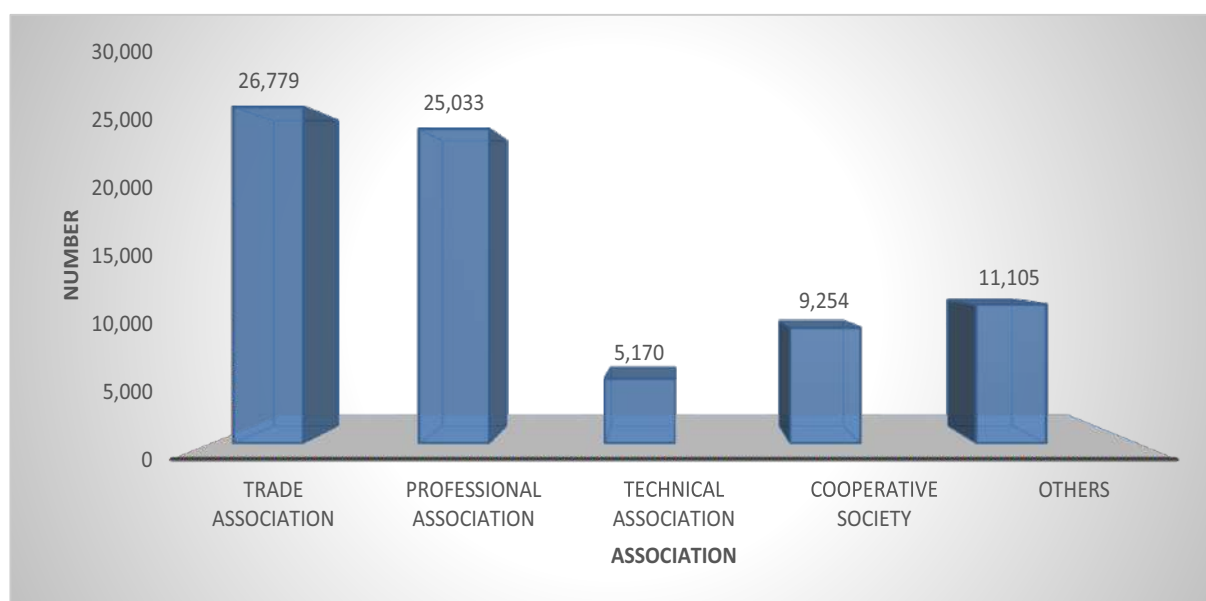


FIGURE 10: BUSINESS ASSOCIATION

**4.6.6 Support Received from Associations:** Table 25, shows the kinds of support received by SMEs from their business association. In descending order of importance, these support services were Advisory (39.9 percent), Training (35.9 percent), Monitoring & Regulation (32.4 percent), Awareness of Best Practices (31.2 percent), Protection against Harassment (27.7 percent) and Dissemination of Information on Government Policies (27.5 percent). At least one-quarter of all SMEs reportedly received one (or more) of the above-listed support services.

#### 4.7 Financial Status(SMEs)

A number of related sub-themes are analysed under this theme.

**4.7.1 Financial Status: Total Assets Value:** Total assets value of SMEs, national, was N2.719 Trillion as at Dec, 2017(see Table 26). However, distribution of the total assets value across its components, showed the dominance of Transport Equipment (i.e. Bus) at N1.331Trillion (or 49.0 percent) of total value. Indeed, when combined together, Transport Equipment (across buses, cars and vans) contributed a significant N1.365 Trillion (or 50.2 percent) of total value. Other important components of SMEs total assets include Non-Residential Buildings



at N946.1 Billion (or 34.8 percent), Residential Buildings at N131.8 Billion (or 4.8 percent) and Machinery & Equipment – Computers at N120.1 Billion (or 4.4 percent).

**4.7.2 Financial Status: Initial Startup Capital:** Table 27 shows that 69.1 percent of all SMEs reported start-up capital <N5 Million. Additional 8.5 percent (or 6236 SMEs) had start-up capital of between N5 – 10 Million. Together, these make up about 78 percent of all SMEs. Conversely, only about 6.3 percent of all entities (or 4,626 SMEs) reported start-up capital in excess of N41 Million.

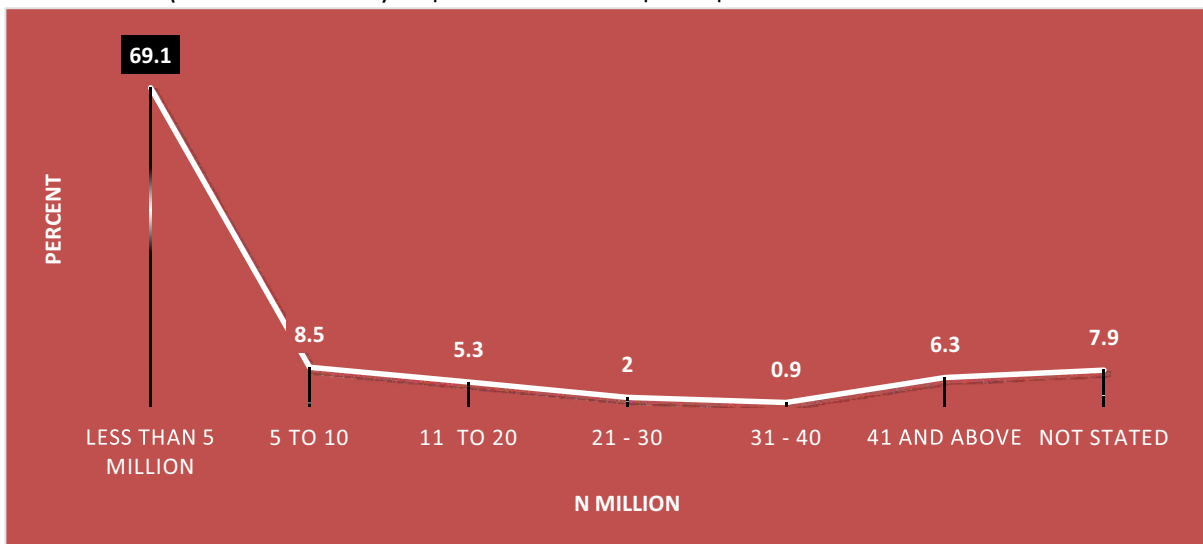


FIGURE 11: INITIAL START-UP CAPITAL

**4.7.3 Financial Status: Total Capital:** Compared with section 5.7.2 above, total capital expectedly grew larger (Table 28). For instance, about 80.0 percent of all entities had total capital of ≤N30 Million (reported as <N10 Million – 55.0 percent; N10 – 20 Million – 14.6 percent; and N20 – 30 Million – 10.0 percent). Conversely, 15.2 percent of SMEs reported total capital in excess of N41 Million (reported as N41 – 50 Million – 3.3 percent; >N50 Million – 11.9 percent). Notwithstanding, it should be noted that SMEs generally tend to under-report their capital/Assets value for purpose of tax avoidance.

**4.7.4 Financial Status: Sources of Capital:** Table 29 shows that the predominant source of Capital for SMEs was informal, especially “Personal Saving” (68.3 percent) and “Family Sources” (14.4 percent). Conversely, formal sources, especially bank credit, make up only 21.6 percent. These findings are notable.

#### **4.7.5 Financial Status: Access to Bank Credit by Ownership Structure**

Table 30 shows reported figures of access to bank credit by SMEs, across Ownership Structure (based on data for Sole Proprietorship only). On a national basis, it emerged that 49.5 percent of SMEs had access to bank credit. On a State-wise basis, however, Oyo, Jigawa, Lagos, Kano and FCT (in a descending order) had the most SMEs with access to bank credit.

**4.7.6 Financial Status: Access to Bank Credit by Type of Bank:** Analysis of which banks opened their doors to SMEs the most (Table 31), showed that commercial banks (i.e. Deposit- Money Banks) predominated at 91.9 percent. Development banks (or DFIs), however, accounted for only 1.0 percent of SMEs with access to bank credit.

**4.7.7 Trend Analysis:** As Table 32A shows, no significant differences were observed over the period (2017/2013) with regards to sources of finance for SMEs. Formal sources (especially bank credit), however, reported a marginal improvement from 17.9 percent (2013) to 21.6 percent (2017).

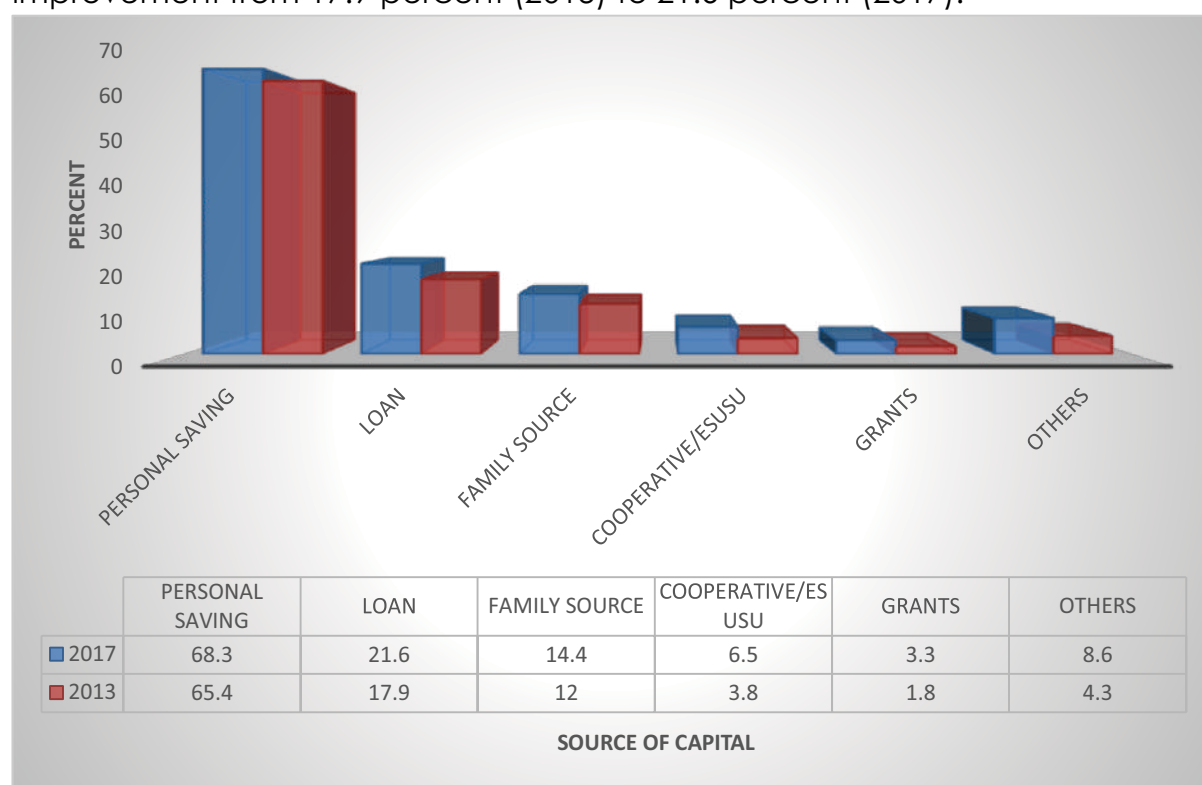


FIGURE 12: SOURCE OF CAPITAL

Similarly, trend for Initial Start-up Capital (Table 32B) showed only a marginal increase. With regards to the latter, the N10 - 20 Million segment (39.9 percent) and N41 – 50 Million segments (905.8 percent) showed the most improvement.

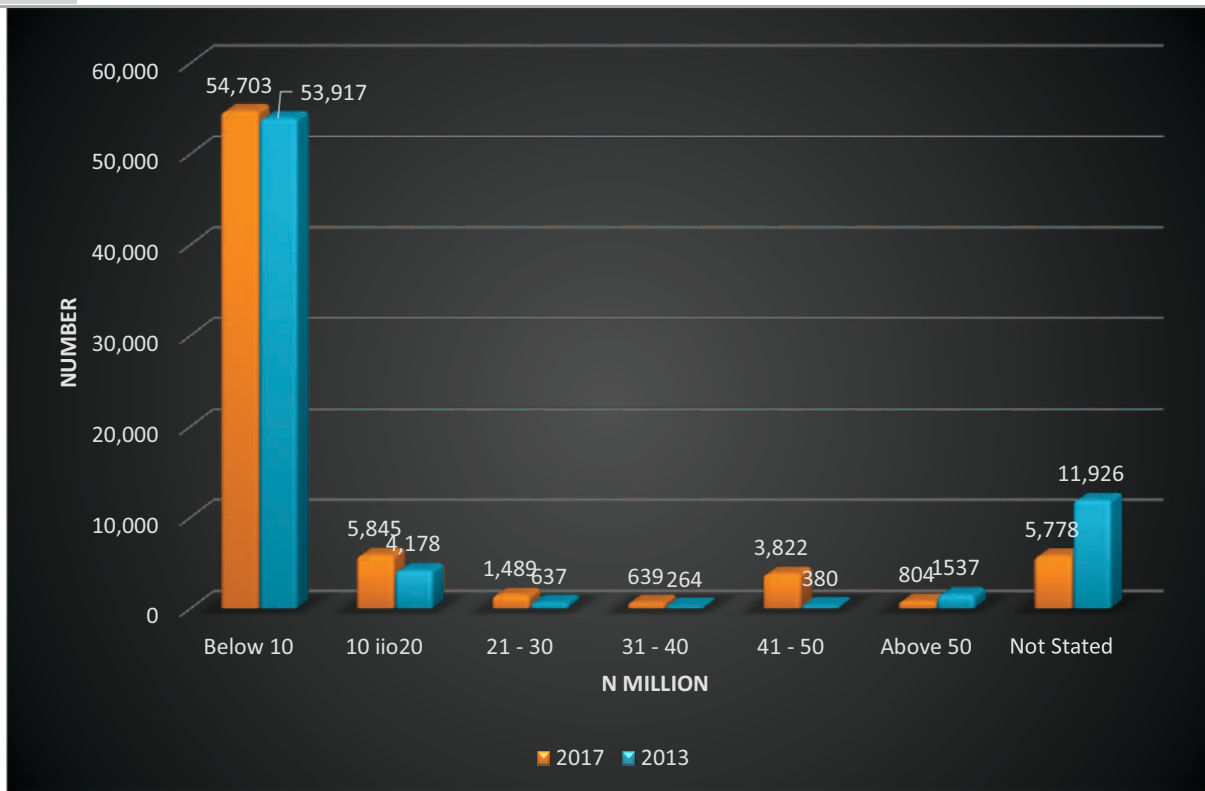


FIGURE 13: INITIAL START-UP CAPITAL 2017/2013

#### 4.8 Internal Operating Environment (SMEs)

A number of related sub-themes are analysed under this theme.

**4.8.1 Sources of Raw Materials:** As available from Table 33, 47.4 percent of the raw materials used by SMEs are locally sourced, compared with 8.3 percent (foreign-sourced) while 44.3 percent combine use of both local and foreign raw materials. Also, on a sectoral basis, Agriculture (68.9 percent) expectedly had the largest number of SMEs using local raw materials. This is followed by Education (57.3 percent) and Arts, Entertainment & Recreation (56.1 percent). Conversely, the Construction (20.2 percent) sector has the highest number of SMEs using foreign raw materials.

**4.8.2 Daily Usage of Alternative Sources of Power:** Establishing the level of use alternative source of power provides an indirect indication of the availability of public power supply. The latter is important for SMEs which are known for their high dependence on public infrastructure, including power. Table 34 shows that the greater proportion of SMEs (or 44.6 percent) reported between 1 – 5 hours use of alternative power daily. This was followed by 6 – 10 hours daily usage (26.2 percent). On the other hand 5.1 percent reported >20 hours daily usage, which suggest “almost complete - complete” dependence on alternative power usage. Interestingly another 6.0 percent reported nil usage of alternative power, suggesting probably SMEs that have little-to-nil need for power supply.

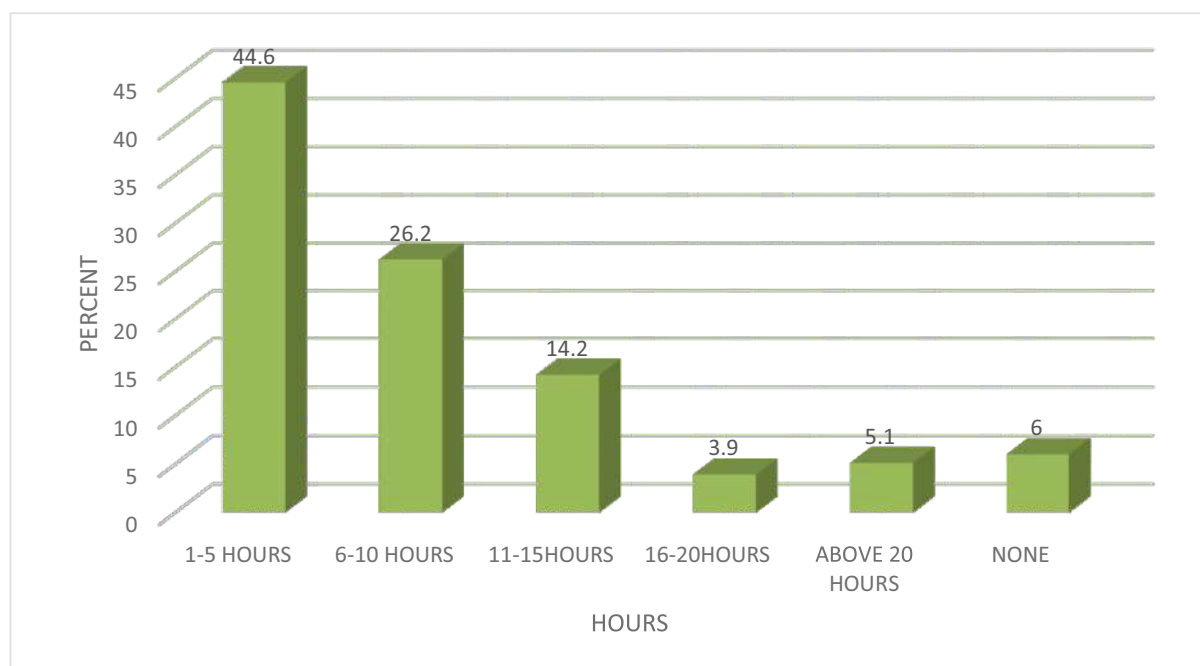


FIGURE 14: DAILY USE OF ALTERNATIVE SOURCE OF POWER

**4.8.3 Daily Usage of Alternative Sources of Power by Sector:** Using the main three (of four) categories already recognised in the preceding section (i.e. 4.8.2), Table 35, identified the typical business sectors as follows, viz: **1 – 5 hours alternative power use**: Construction (66.6 percent), Real Estate (56.2 percent), Other Services (55.6 percent), Education (52.3 percent) and Agriculture (52.1 percent) (descending order); **>20 hours alternative power use**: Accommodation & Food Services (11.4 percent) as well as Human Health & Social Work (10.8 percent); **little-to-nil alternative power use**: Agriculture (13.2 percent), Wholesale & Retail Trade (10.2 percent) and Transport and Storage (7.9 percent).

**4.8.4 Hours of Operational Shift per Day:** Table 36, shows most SMEs (54.0 percent) operated between 5 – 8 hours of shift per day, followed by 9 – 12 hours (26.5 percent). These findings are consistent with the regular 8 - 10 hours work-day operated by most businesses in Nigeria. Conversely, 5.2 percent of SMEs adopted 20 - 24 hours (or whole-day) shift duty, where workers probably observe 1-day-on and 1-day-off duty routine.

**4.8.5 Operational Shift per Day by Sector:** With reference to Table 37, the sectors most disposed to shift duty were expectedly Human Health & Social Work (76.7 percent), Accommodation & Food Services (70.3 percent) and Wholesale & Retail Trade (28.4 percent). Conversely, the following sectors reported the least occurrence of shift duty, viz: water Supply, Sewerage, Waste Management & Remediation Activities (0.0 percent), Real Estate Activities (2.0 percent) and Professional, Scientific & Technical Works (3.5 percent).

**4.8.6 Time of Temporary Closure:** As Table 38 shows, that 10,447 (or 14.3 percent) SMEs suffered temporary closure. Most, however, are for 1 – 3

months (48.9 percent), followed by 4 – 6 months (22.9 percent). These account together for about 72 percent of SMEs. The remainder (i.e. about 28.3 percent) reported closure for period >7 months, which may be a sign of stress.

**4.8.7 Reasons for Temporary Closure:** The four (4) major reasons reported for temporary closure (Table 39), are Lack of Funds (42.1 percent), Economic Meltdown (30.2 percent), Low Patronage (25.8 percent) and Inadequate Power Supply (23.1 percent). It is notable that inadequate power rated the least of the four above-identified major causes. The implication is that the current economic downturn (and related factors) may possibly be the most important factor.

#### 4.9 Sales and Marketing Outlook (SMEs)

This section reports on SMEs sales and marketing performance.

**4.9.1 Market Channels (Products):** Expectedly the local market was by far the predominant channel for SMEs products (Table 40). This increased in relevance from “within Nigeria” (62.7 percent), “State of domicile” (72.4 percent) and “Town/City of domicile” (72.7 percent). Conversely, export trade outlook remained marginal as follows, viz: ECOWAS (2.1 percent), World-wide (1.9 percent) and Africa (1.7 percent).

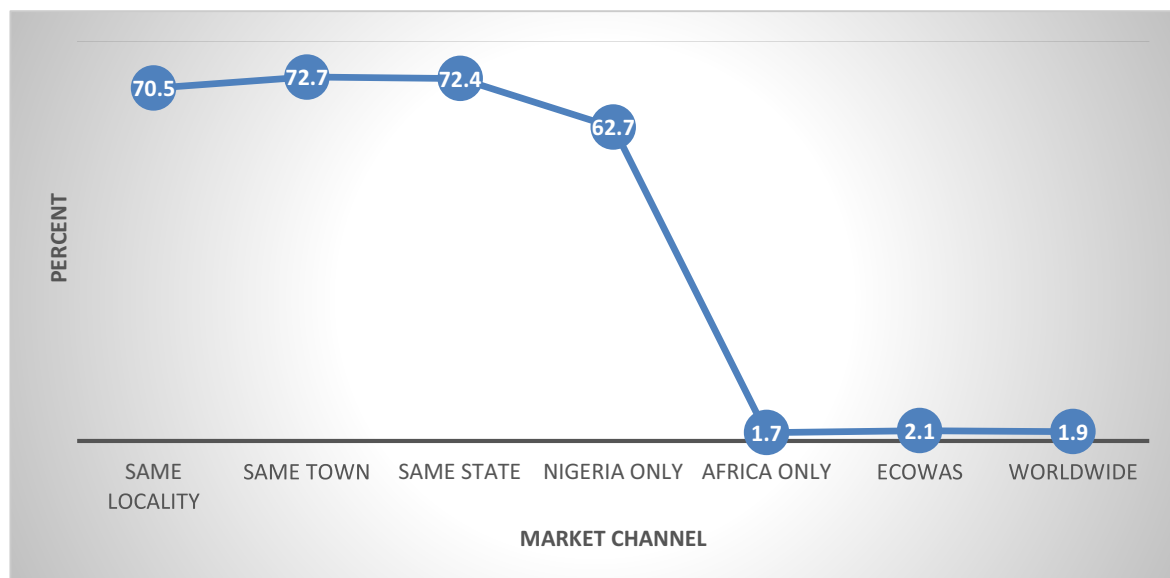


FIGURE 15: MARKET CHANNEL OF PRODUCTS

**4.9.2 E-commerce by Sector:** Table 41, shows that only 20.8 percent of SMEs use e-commerce as a marketing medium (please note that e-commerce is a relatively new medium). Across economic sectors, however, the Information & Communication sector led with 35.3 percent usage. This was followed by Professional, Scientific & Technical Works (32.1 percent) and Transport & Storage (30.6 percent).

**4.9.3 Number of Customers per Day:** Table 42, reports the number of customers (average) per day for SMEs. Consistent with the findings of low

patronage/economic downturn (see section 4.8.7), average daily customers mostly ranged from <10 customers (24.7 percent) to 10 – 20 customers (20.4 percent). Notably, however, 11.5 percent reported average daily customer numbers >50.

**4.9.4 Average Monthly Sales/Turnover by Sector:** From Table 43, it emerges that the sector with the highest average monthly sales performance is Agriculture, with N110.9 Million. Other reportedly well-performing sectors are Construction (N44.6 Million), Accommodation & Food Services (N27.5 Million) and Professional, Scientific & Technical Works (N24.8 Million). Least performing sectors are Water Supply, Sewerage, Waste Management & Remediation (N1.7 Million) and Real Estate (N1.8 Million).

**4.9.5 Exports by Sector:** Table 44, shows the number of SMEs with exportable products, by sector. Only 2,529 entities (or 3.5 percent) reportedly had exportable products/services. Across sectors, however, Manufacturing reported the highest number of entities with exportable products at 1176 entities. This is followed by Wholesale/Retail Trade (540 entities) and Transport & Storage (341 entities). With regards to export value, however, Table 45, shows that SMEs with export value N<10 million (71.4 percent) predominated, which is followed by those with export value N>40 million (19.3 percent). Total export value was estimated at N2.53 billion.

**4.9.6 Comparison of General Business Performance:** Table 46 summarizes SMEs rating of their general performance, year-on-year. It emerged that 37,944 entities (or 51.9 percent) rated their business performance in 2017 as “better” than 2016, while another 24.3 percent rated their performance as “same” (or unchanged). Nevertheless, 14,745 SMEs (or 20.2 percent) rated their performance as “worse” in 2017, compared to 2016. The latter may be part of the earlier 28 percent of SMEs which seemingly showed sign of stress (see section 4.8.6).

**4.9.7 Trends:** Consistent with the preceding section (i.e. 4.9.6), average monthly sales turnover across economic sectors for 2017 (compared with 2013) showed 23.3 percent appreciation (Table 43). Also, across economic sectors, significant gains were observed in Manufacturing, Accommodation & Food Services, Wholesale & Retail Trade, Construction and Other Services. Significant contractions were, however, found in Agriculture, Arts, Entertainment & Recreation as well as Mining & Quarrying.

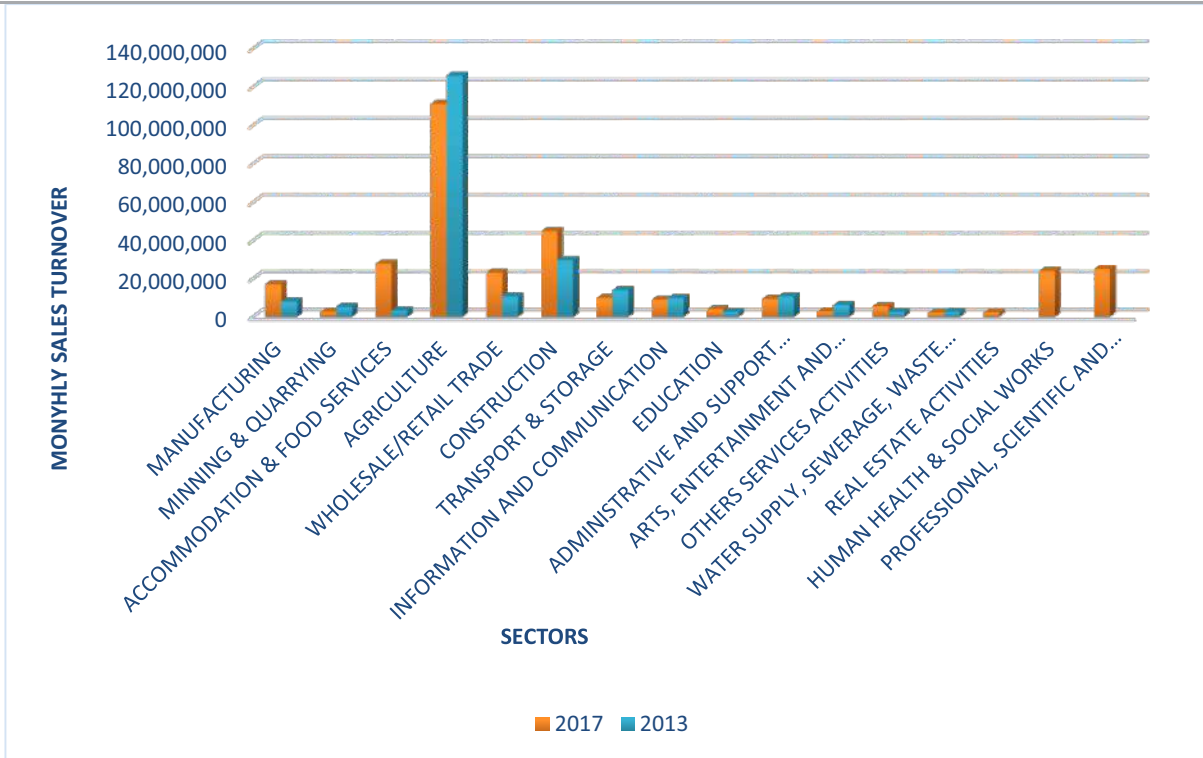


FIGURE 16: AVERAGE MONTHLY SALES TURNOVER ACROSS ECONOMIC SECTORS FOR 2017/2013

#### 4.10 Government Policies/SMEDAN Awareness (SMEs)

This section reports on SMEs perception of Government policies as well as their rating of SMEDAN’s intermediation effort.

**4.10.1 Most Favourable/Unfavourable Government Policies:** In a descending order (Table 47), SMEs rated the following as the five Government policies/interventions that affect them most favourably, viz: Environmental Sanitation (51.2 percent), Infrastructure/Social Amenities (37.2 percent), Political Stability (29.3 percent), Low Taxes (25.9 percent) and Low Electricity Tariff (24.0 percent).

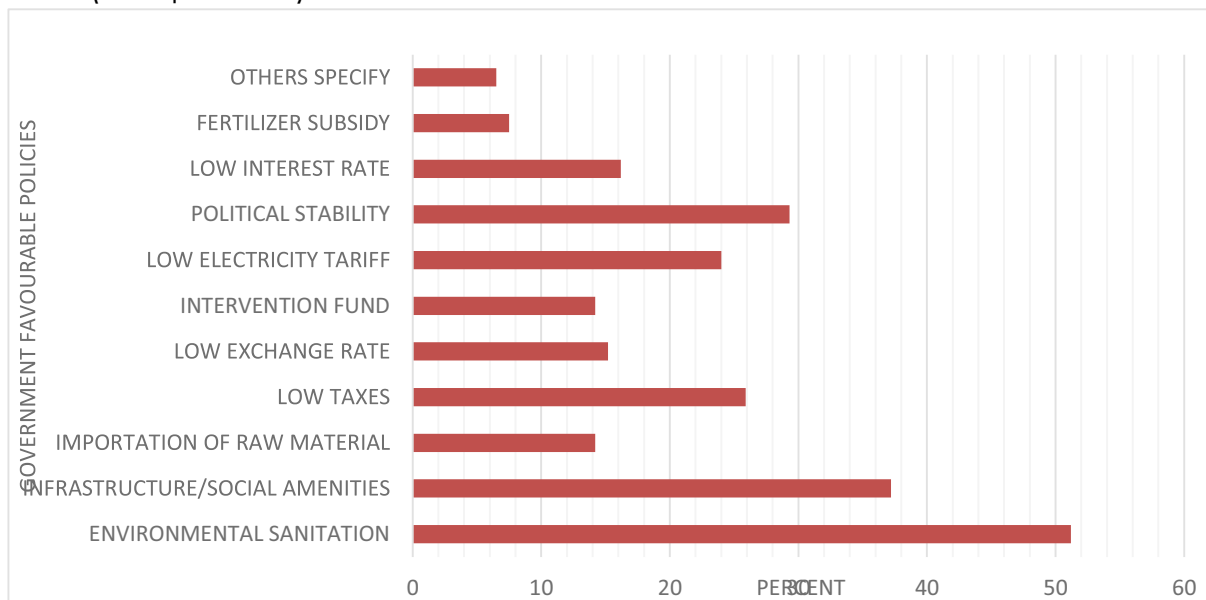


FIGURE 17: MOST FAVOURABLE GOVERNMENT POLICIES

Conversely, the five Government policies/interventions that affect them most unfavourably (Table 48), were as follows: High Electricity Tariff (79.1 percent), High Taxes (76.0 percent), High Interest Rate (48.6 percent), Subsidies Withdrawal (30.5 percent) and Regulatory Bottlenecks (i.e. Trade Permits) at 26.5 percent.

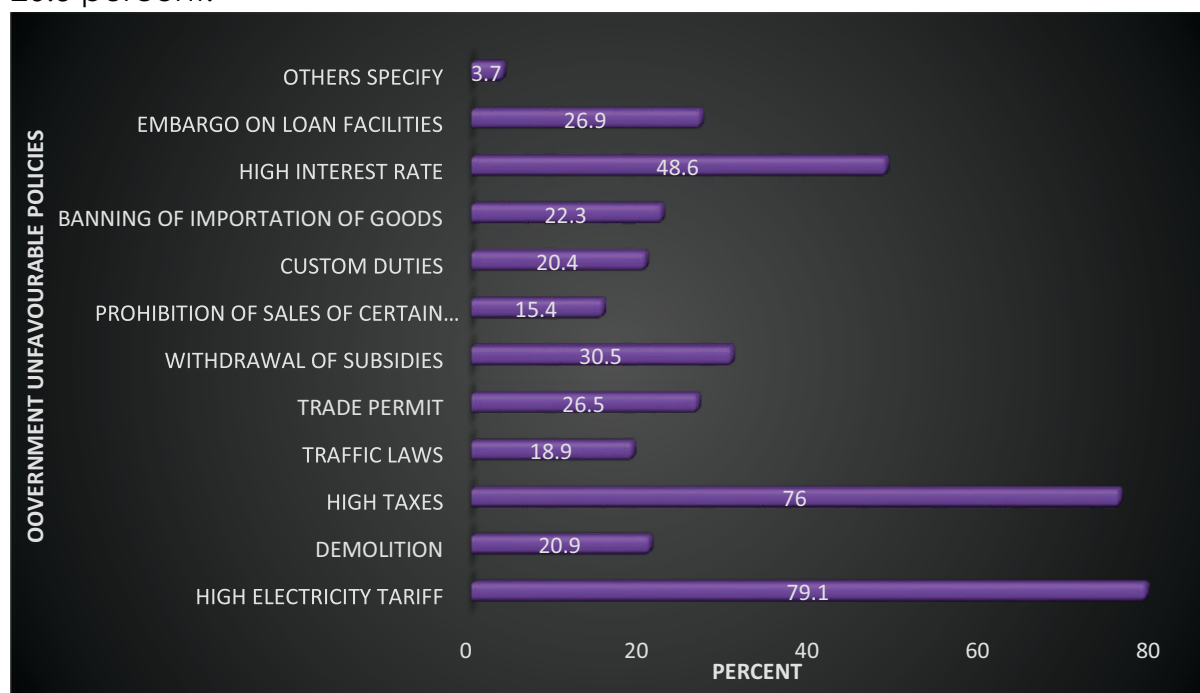


FIGURE 18: MOST UNFAVOURABLE GOVERNMENT POLICIES

**4.10.2 Awareness of New Government Initiatives:** SMEs reported (Table 49), comparative awareness of some new Government Initiatives in the following descending order, viz: National MSMEs Clinics (58.9 percent), Nigerian Public Procurement Act (35 percent) and National Collateral Registry (6.1 percent). Across States (Table 50), SMEs with the least awareness of these new Government Initiatives were reported as follows, viz: **National MSMEs Clinics** Benue/Cross River (14.7 percent) and Taraba (19.6 percent); **Nigerian Public Procurement Act:** Nasarawa (1.8 percent), Kwara (2.5 percent) and Akwa Ibom/Ogun (3.7 percent); **National Collateral Registry:** Sokoto/Kebbi/Kano/Jigawa/Kogi/Enugu/Delta/Bayelsa/Akwa Ibom (0.0 percent), Nasarawa (0.1 percent) and Edo/Cross River (0.2 percent). Understandably, the National Collateral Registry is the most recent initiative on the list.



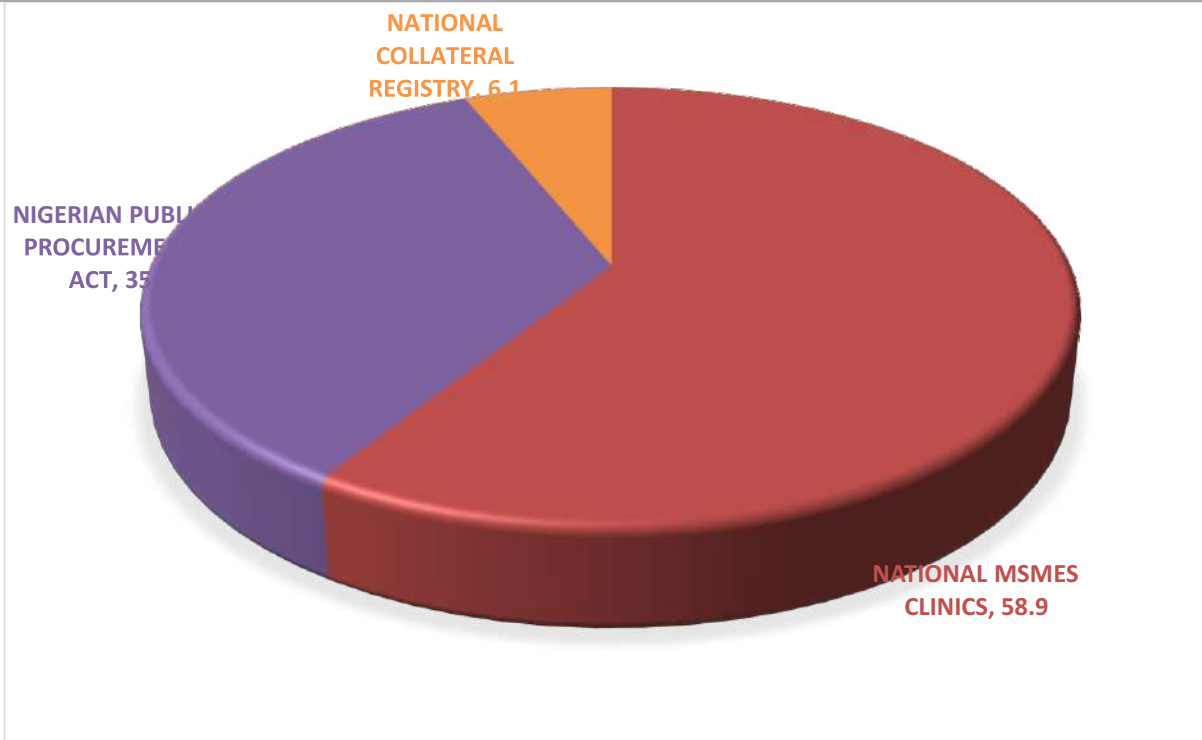


FIGURE 19: AWARENESS OF NEW GOVERNMENT INITIATIVES

**4.10.3 Awareness of SMEDAN:** Awareness of SMEDAN, as a corporate entity was reported at 63.3 percent across SMEs (Table 51). The same Table showed the situation across sectors, where a higher proportion of SMEs reporting awareness of SMEDAN were in “Professional, Scientific & Technical Works” (78.4 percent), “Education” (70.3 percent) and “Human Health & Social Works”(69.9 percent). Similarly, across States, the following were the five (5) States where SMEs reported the highest awareness of SMEDAN (vide Table 52), viz: Lagos, Oyo, Jigawa, Ebonyi and Edo (descending order). However, intra-State %age awareness figures were highest in the following five (5) States, viz: Katsina (92.4%), Jigawa (89.5%), Benue (86.4%), Ebonyi (84.1%) and Awka Ibom (81.2%). Conversely, the lowest intra-State percentage awareness figures were reported for the following States, viz: Oyo (40.5 percent), Delta (41.1 percent), Enugu (47.2 percent), Niger (47.5 percent) and Abia (47.8 percent).

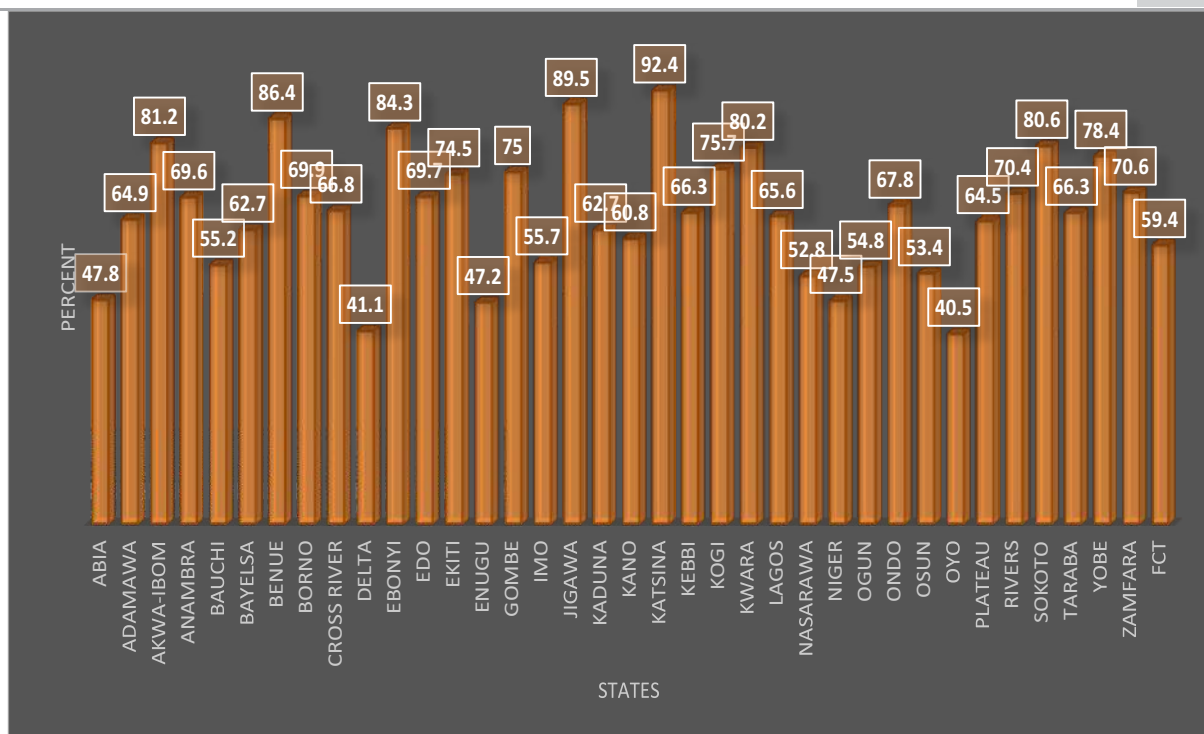


FIGURE 20: AWARENESS OF SMEDAN BY STATES

**4.10.4 Awareness of SMEDAN by Source of Information:** In order of importance, Table 53 rated the most important media sources from which SMEs obtained information about SMEDAN as Television (57.0 percent) and Radio (56.9 percent). Others are Person-to-Person (47.2 percent), Newspapers (44.9 percent) and Internet/Social media (23.6 percent).

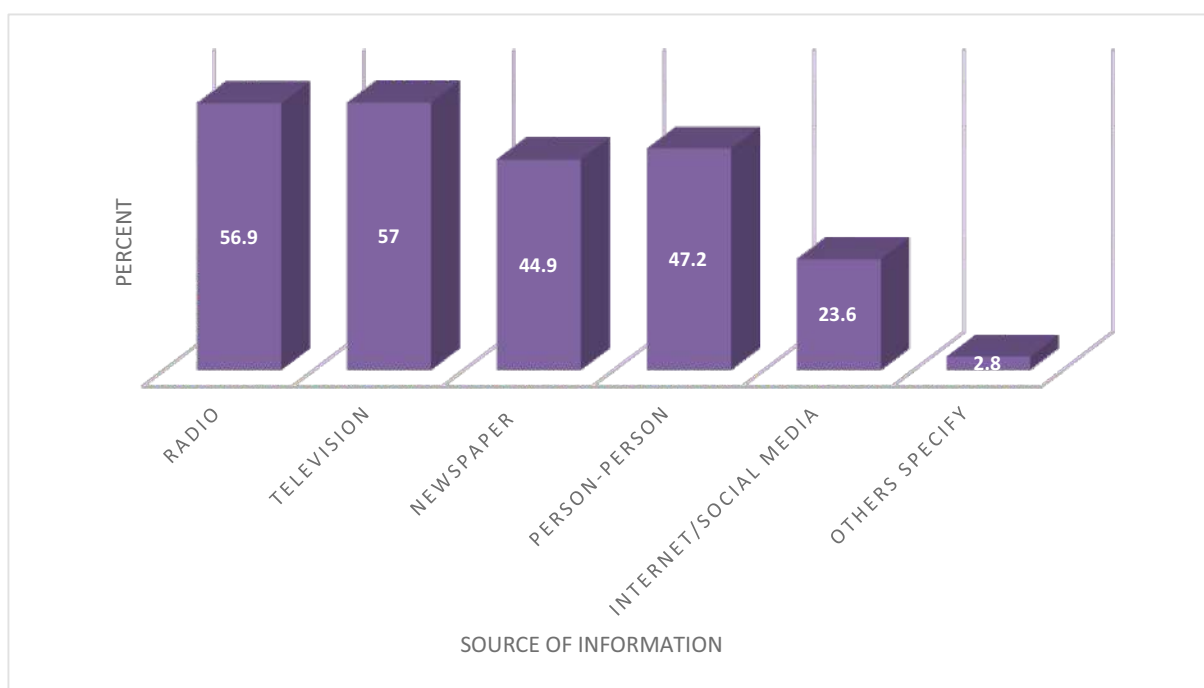


FIGURE 21: SOURCE OF INFORMATION

**4.10.5 Major Challenges of Business Development:** Tables 54 presents major challenges of business development. Of these, it emerged that most

SMEs (89.6 percent) rated Lack of Access to Finance as the most important encumbrance. This was followed by Inconsistent Policies (58.3 percent), Weak Infrastructure (57.2 percent) and Lack of Entrepreneurship/Vocational Training (53.3 percent) amongst others. Also, consistent with measures offered by SMEDAN to provide remediation, Table 55 shows that SMEs rated the following as most relevant measures, viz: Facilitating Access to Finance (87.3 percent), Entrepreneurship Training (71.7 percent), Access to Business Information (59.1 percent), Vocational Skills Upgrading (55.3 percent) and Business Counselling/Monitoring (53.3 percent). SMEDAN services as Advocacy (which responds to external environment inadequacies) and Clustering (which provides targeted solution to Weak Infrastructure) were inadvertently missing from the list.

**4.10.6 Top Priority Areas of Assistance:** Complementary, however, to section 4.1.10.5, SMEs rated their top priority areas of assistance (Table 56), to include the following, viz: Adequate/Reliable Power & Water Supply (83.5 percent), Reduced Tax Rate (73.1 percent), Financing/Financial Assistance (67.9 percent), Adequate Security (57.9 percent), Adequate Transport Facilities (54.6 percent) and Regular Fuel Supply at Approved Prices (50.5 percent), amongst others. The fore-going mostly fall under SMEDAN's focal area of "Access to critical resources by MSMEs". Amongst others, under this heading, SMEDAN facilitates access to Enterprise Clusters, which are industrial centres where targeted solutions are offered to SMEs. The challenge of reduced tax rate, however, may only be addressed by Advocacy to the FIRS.

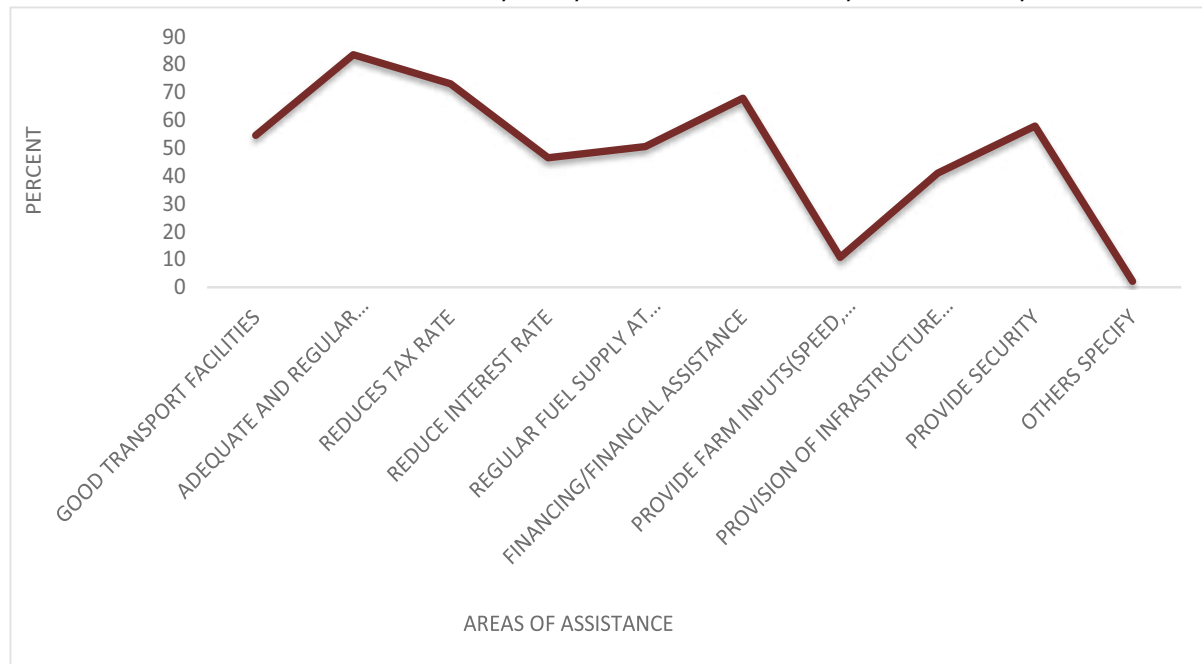


FIGURE 22: TOP PRIORITY AREA OF ASSISTANCE

**4.10.7 SMEDAN Services Benefitting SMEs** Table 57, shows that 43,410 SMEs (or 59.4 percent) reportedly benefitted from SMEDAN services. These SMEs (same Table), rated Entrepreneurship Training (68.6 percent), as the

SMEDAN service most benefitted from. Other services benefitted from were Business Counselling/Monitoring (28.9 percent), Facilitating Access to Markets (22.4 percent), Facilitating access to Finance (21.9 percent), Vocational Skills Upgrading (21.6 percent) and Access to Business Information (20.1 percent).

**4.10.8 SMEDAN Services Benefitting SMEs by Sector:** As seen from Table 58, the economic sectors with highest numbers of beneficiaries of SMEDAN services were “Professional, Scientific & Technical Works” (73.6 percent), “Education” (66.0 percent) and “Human Health & Social Works”(62.6 percent). Notably, SMEs in Administrative & Support Services (46.5 percent) and Water Supply, Sewerage, Waste Management & Remediation Activities (41.7 percent) reported the least numbers of beneficiaries of SMEDAN services

**4.10.9 SMEDAN Services Benefitting SMEs by States:** States figures (Table 59), showed that SMEs benefitting the most, from SMEDAN services, were from, viz: Katsina (85.9 percent) Jigawa (83.3 percent) Benue (80.3 percent), Ebonyi (78.4 percent) and Ekiti (73.5 percent) (descending order). Conversely, States where SMEs reported the least benefit were Niger (44.2 percent), Enugu (43.9 percent) and Delta (38.2 percent).

**4.10.10 Trends:** Compared to the reported situation in 2013(50.05 percent), awareness of SMEDAN, as a corporate entity amongst SMEs increased in 2017 to 63.3 percent (vide Table 60A). SMEs that reportedly benefitted from SMEDAN services similarly increased from 53.6 percent (2013) to 59.4 percent (2017), as analysed on Table 60B.

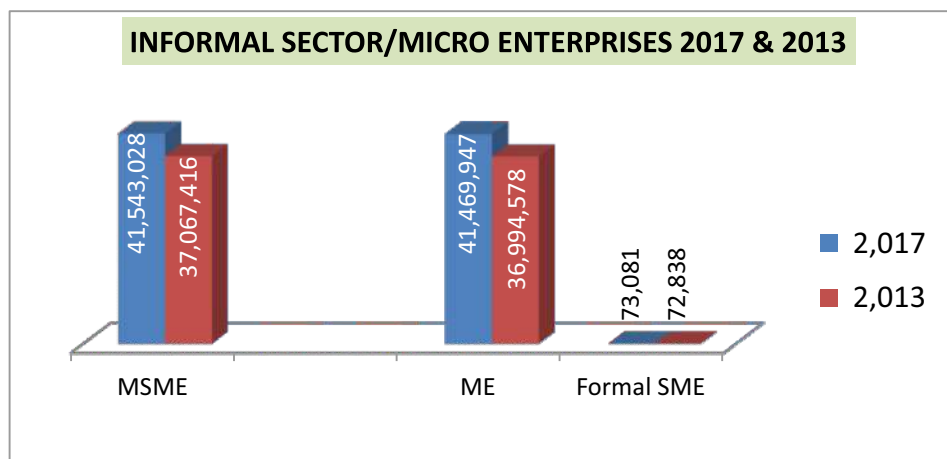
## 5.0 INFORMAL SECTOR/MICRO ENTERPRISES: YEAR 2017 RESULTS AND TREND ANALYSES

Unlike previous editions, Informal Sector (or micro enterprises) data for 2017 are presented over two (2) sub-sections, viz:

- i. Sections 5.1 – 5.10 dealing, generally, with micro enterprises (i.e. to permit comparison with 2013, data), and
- ii. Section 5.11 dealing with a so-called Pro-establishment micro enterprises class (i.e. comprising micro enterprises which were registered formally and/or offer paid wages/salaries to its employees).

This approach apart from offering opportunity for a better understanding of the latter, also attends to an identified gap in the data-set for formal sector enterprises (see Section 5.1), which omitted micro-enterprises.

In 2017, micro enterprises (MEs) totalled **41, 469,947** entities (or 99.8 percent) out of **41,543,028** micro, small and medium enterprises (MSMEs) surveyed. This figure is similar to the **36,994,578** (or 99.8 percent), out of the total **37,067,416** MSMEs reported in 2013. Consequently, because of their pervasive occurrence, MEs trends, as reported hereunder, is also generally reflective of the entire MSMEs sub-sector.

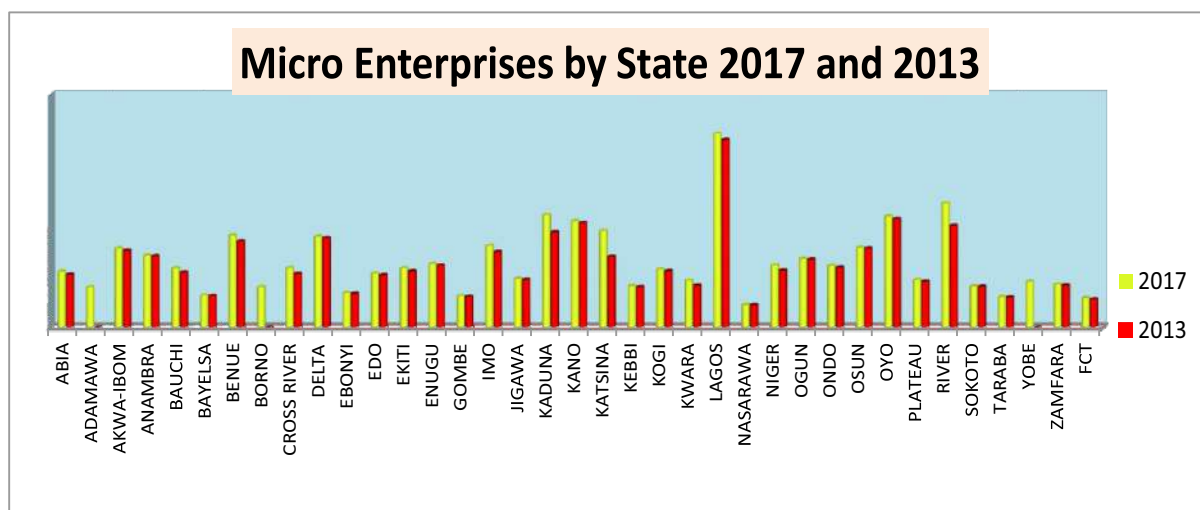


### 5.1 Number of Micro Enterprises by State (MEs)

Table 61, shows the total number of micro enterprises as well as their distribution across 36 States and FCT. States with the highest distribution of MEs are Lagos State (3,329,156 entities or 8.0 percent), Rivers State (2,129,780 entities or 5.1 percent), Kaduna State (1,931,387 entities or 4.7 percent), Oyo State (1,909,475 entities or 4.6 percent), Kano State (1,824,961 entities or 4.4 percent) and Katsina State (1,659,304 entities or 4.0 percent). Conversely, Nasarawa State (385,489 entities or 0.9 percent), Taraba State (520,759 entities or 1.3 percent), Gombe State (538,205 entities or 1.3 percent), Bayelsa

State (548,049 entities or 1.3 percent) and Ebonyi State (590,355 entities; or 1.4 percent) bring up the rear.

Compared to 2013 figures (Table 62), all States recorded higher MEs numbers. While significant increases were observed in three (3) States as follows, viz: Katsina (442,700 new entities or 36.4 percent), Rivers (379,869 new entities or 21.7 percent) and Kaduna (295,934 new entities or 18.1 percent) only marginal increases were witnessed in the following four (4) States, viz: Nasarawa, Bayelsa and Taraba (descending order).



## 5.2 Economic Sectors (MEs)

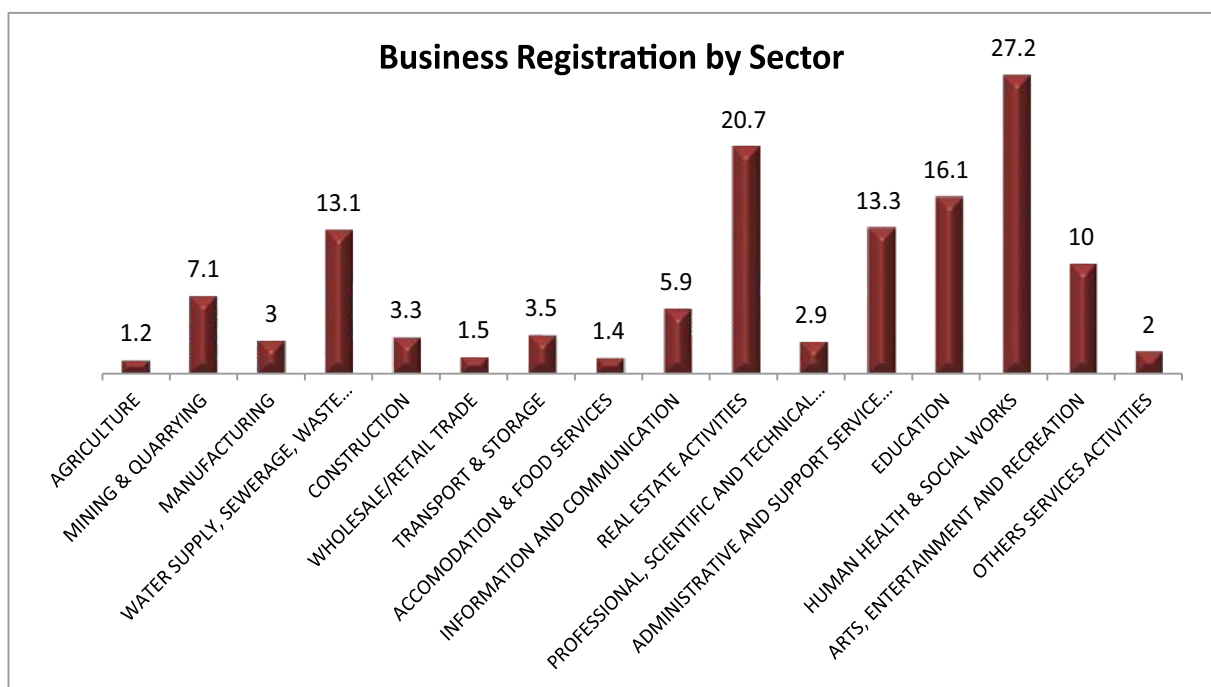
Table 63, shows the sixteen (16) economic (or enterprise) sectors recognised under micro enterprises (MEs) in 2017. It emerged that the five (5) major economic sectors were Wholesale/Retail trade (42.3 percent), Agriculture (20.9 percent), Other Services (13.1 percent), Manufacturing (9.0 percent) and Accommodation & Food Services (5.7 percent). Together, these account for 91.0 percent of all MEs. However, as also seen from the Table, the following were the marginal economic sectors, viz: Real Estate Activities, Administrative & Support Services, Education, Mining & Quarrying and Water Supply, Sewerage, Waste Management & Remediation Activities (decreasing order).

**5.2.1 Economic Sector by Ownership Status** As Table 64 shows, the dominance of the afore-mentioned five (5) economics (see 5.2.2) was generally confirmed when the data-set was further analysed across Ownership Structure (especially Sole Proprietorship and Partnerships). The only noteworthy difference was the emergence of Transport & Storage as an additionally important sector, under Partnerships.

**5.2.2 Economic Sector by Ownership (Sole Proprietorship) and Gender :** Table 65 presents the prevailing gender preferences for the economic sectors, based on an analysis of sole proprietorship (i.e. the predominant ownership

structure) only. It was observed that the five (5) dominant sectors for males and females were as follows, viz: 1). **Males:** Agriculture, Wholesale/Retail Trade, Other Services, Transport & Storage and Manufacturing (decreasing order), 2). **Females:** Wholesale/Retail Trade, Other Services, Manufacturing, Accommodation & Food Services and Agriculture (decreasing order). Further analysis revealed that whereas the majority of males were fairly split between Agriculture (35.5 percent) and Wholesale/Retail Trade (29.2 percent), Wholesale/Retail Trade exclusively predominated amongst females (55.9 percent). Also, whereas Transport & Storage (97.5 percent) and Agriculture (84.9 percent) were comparatively male-dominated sectors, female-dominance was instead observed in Accommodation & Food Services (86.8 percent), Manufacturing (68.7 percent) and Wholesale/Retail Trade (64.5 percent). Finally, eight (8) other sectors (minor) showed comparative male-dominance but Real Estate (100.0 percent) and Construction (99.5 percent) were outstanding for their virtual absence of female participation.

**5.2.3 Economic Sector by Business Registration:** Table 66 shows the distribution of MEs by Legal Status compliance across Sectors. Only 2.1 percent (or 854,446 MEs) were reportedly registered, which confirm the largely informal nature of MEs in Nigeria. Across Sectors, however, most registered MEs were observed to be found in four (4) sectors, viz: (Wholesale & Retail Trade (268,521 entities), other Services (110,877 entities), Agriculture (107,456 entities) and Manufacturing (106,536 entities). Together, these four sectors account for 69.4 percent of all registered MEs. However, highest intra-sectorial registration was observed in Human Health & Social Work (27.2 percent) and Real Estate (20.7 percent).



**5.2.4 Trend Analysis - Economic Sectors:** Table 67 shows that the five (5) major economic sectors, viz: Wholesale/Retail trade, Agriculture, Other Services, Manufacturing and Accommodation & Food Service (descending order), generally held stable in 2017 and 2013. Also, as seen from same Table, the most important intra-sectorial contraction in MEs number in 2017 (relative to 2013) was observed in Wholesale & Retail Trade, Manufacturing and Transport & Storage (descending order). Nevertheless, it was in the following four (4) sectors that the most significant intra-sectorial percentage contractions were seen, viz: Administrative & Support Services, Education, Information & Communication and Arts, Entertainment & Recreation while Agriculture, Other Services and Water Supply, Sewerage, Waste Management & Remediation (descending order) recorded higher intra-sectorial MEs number.

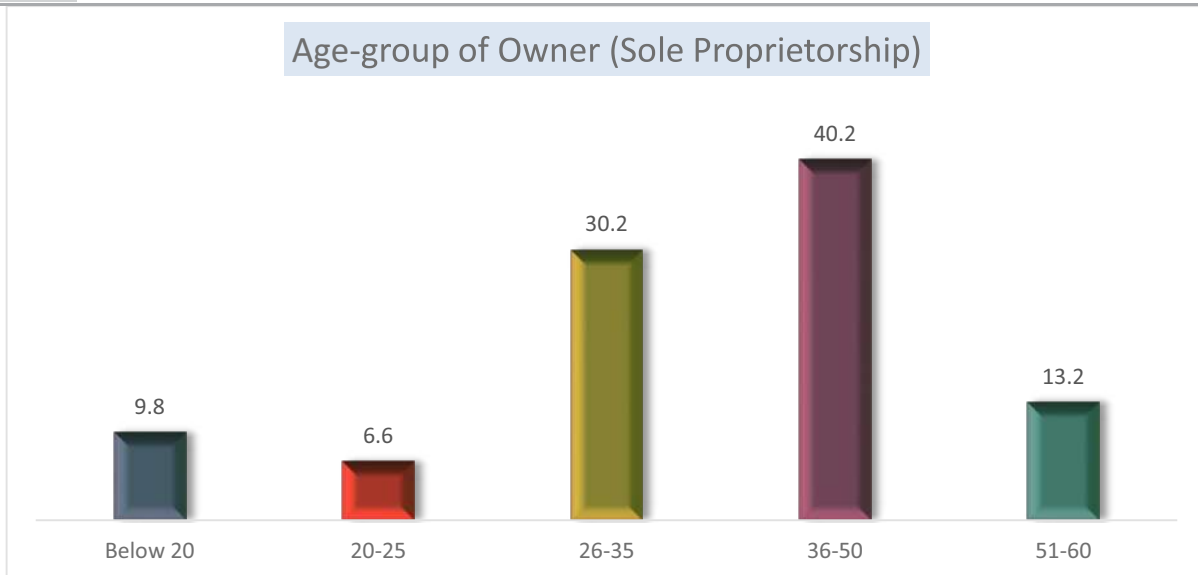
### 5.3 Ownership Structure (MEs)

Table 68 shows the distribution of micro enterprises (MEs) in 2017, by Ownership Structure. Sole Proprietorship, at 97.1 percent occurrence, predominated. This was followed by Partnerships (2.2 percent). Conversely, enterprises affiliated to faith-based institutions contributed only 0.3 percent of the data-set.

**5.3.1 Ownership Structure by Gender:** When Ownership Structure (based on the predominant Sole Proprietorship class only) was further analysed by gender (see Table 65), it emerged that male participation at 19,707,712 entities (or 51.3 percent) was relatively superior to that of females (48.7 percent).

**5.3.2 Ownership (Sole Proprietorship) by Age of Entrepreneurs:** Table 69 shows the age distribution of MEs owners by Ownership Structure (based on the predominant sole Proprietorship class only). Expectedly, up to the age bracket 36 – 50 years, age of owners grew proportionately to number of enterprises, thereafter declining at the age bracket 51 – 60. Over 68 percent of enterprises were found to be owned by persons within the two (2) age brackets, viz: 26 – 35 (30.2 percent) and 36 – 50 years (40.2 percent). Conversely, young adults made up only a combined 16.3 percent of enterprise owners. These included the age brackets 20 – 25 years and ≤19 years.





**5.3.3 Ownership (Sole Proprietorship) by Educational Qualification :** Table 70 shows the distribution of highest educational qualification attained by enterprise owners across Ownership Structure (i.e. based on the predominant Sole Proprietorship class only). Four (4) educational qualification classes accounted for 93.8 percent of all enterprise owners, viz: No Education (23.8 percent), Primary (21.7 percent), JSS (7.5 percent) and SSS (30.9 percent). This is an indication of the generally low educational qualification of most enterprise owners. Conversely, “Bachelors Degree” and “Masters Degree” holders, together make up only 3.9 percent of enterprise owners while Vocational/Commercial type graduates add up another 0.9 percent. These observations are significant.

**5.3.4 Ownership Status by Business Registration Compliance:** Table 71 shows the distribution of CAC-registered MEs across Ownership Status. A total of 854,445 (or 2.1 percent) of all MEs were reportedly registered with the CAC. While the preponderant 97.9 percent of MEs are thus not registered, it also shows that Faith Based Organisation has the highest percentage (12.0 percent) of MEs entities that are registered while Sole Proprietorship has the least 1.9 percent.

**5.3.5 Ownership Status Trends:** As Table 72 shows, percentage contribution of the major Ownership Status classes remained generally stable across the period, for MEs. However, while Partnerships reportedly increased from 2013 (1.3 percent) to 2017 (2.2 percent), the minor occurrence of Private Limited Liability Companies (PLLCs), and Cooperatives, earlier reported in 2013, were notably absent in 2017.

## 5.4 Regulatory Awareness (MEs)

Table 73 shows the major Regulatory bodies, operating in Nigeria, and their reported level of awareness amongst MEs. Unlike the situation earlier reported for SMEs (see section 5.1.4), National Agency for Food, Drug Administration and Control (NAFDAC) and Nigeria Custom Service (NCS) were by far the front runners. These were followed by Nigeria Immigration Service (NIS), Federal Inland Revenue Service (FIRS) and Bureau for Public Procurement (BPP). Finally, the surprising low awareness ranking of the Corporate Affairs Commission (CAC) and the Standards Organization of Nigeria (SON) is probably related to the very high informality status of these enterprises.

**5.4.1 Business Registration with CAC (Legal Status Compliance) :** Refer to section 5.3.4 (Ownership Structure by Legal Status Compliance) for results under this theme. Only 2.1 percent of SMEs were registered. Most MEs (or 97.9 percent) thus operate informally.

**5.4.2 Business Registration with CAC by State** As Table 74 shows, most States (27) and FCT recorded legal status compliance below the national average (i.e. 2.1 percent). However, States with the highest numbers of registered MEs were Rivers (127,553 entities), C/River (82,741 entities) and A/Ibom (67,165 entities) but percentage of legal status compliance were highest in C/River (8.5 percent), Borno (7.5 percent), Rivers (6.9 percent) and A/Ibom (4.8 percent).

## 5.5 Total Employment/Employee Numbers (MEs)

Table 75 shows that 41,469,947 MEs generated a total employment of 56,758,240 persons (including owners, as at Dec. 2017). This translates to an average of 1.37 persons per entity, (which is also equal to 95.0%, of the total 59,647,954 employment generated by MSMEs in Nigeria). When owners were, however, excluded from this figure, it turns out 15,288,293 employees only were reportedly engaged by the MEs. The latter translated to employment ratio of 0.37 employees per entity. Across States, however, it emerged that Lagos (10.2%), Oyo (7.2%), Rivers (6.2%), Ekiti (5.6%) and Kano (5.6%) States generated the most employees by MEs.

**5.5.1 Employees by Gender:** Also from Table 75, it emerged that total employee numbers (as at Dec, 2017) was significantly skewed towards males, at 11,849,781 persons (or 78.0 percent) as against 3,438,512 (or 22.0 percent) for females.

**5.5.2 Employees by Sector:** Breakdown of total employment by economic sectors (vide Table 76), shows that the Manufacturing sector generated the lion share at 7,253,908 persons (or 47.4 percent). This was followed by Agriculture, 4,523,306 persons (or 29.6 percent), Wholesale/Retail Trade,

1,545,069 persons (or 10.1 percent), and Other Services (5.6 percent). Conversely, the least employee figures were recorded under the following three (3) sectors, viz: Real Estate, Arts, Entertainment & Recreation and Administrative & Support Services (descending order).

**5.5.3 Employees by Sector and Gender:** As also seen from Table 76 above, the three (3) economic sectors with highest employees numbers (see Section 5.5.2 above), viz: Manufacturing, Agriculture, and Wholesale/Retail Trade, also generally held sway with regards to male or female employees respectively. Gender preferences, however, emerged with more males in Agriculture and Wholesale/Retail Trade than in Manufacturing. There were also more females (than males) in Accommodation & Food Services, Administration and support services and other services consistent with the earlier observation at section 5.5.1

**5.5.4 Employees Qualification by Gender :** Table 77 shows the distribution of employees by their qualification (highest). In comparison to Table 70 (see section 5.3.3), employees generally showed lower levels of qualification relative to their employers (or business owners). The trend confirmed the relatively low level of illiteracy amongst employees for instance, Otherwise, male employee qualification generally showed an increase from “Primary” (1,767,584 persons) to “SSS” (3,121,009 persons) before declining sharply at “NCE/OND/Nursing” (315,986 persons) and further still at “Bachelor's” (170,090 persons) and beyond. The trend for female employees was similar.

**5.5.5 Skills Gap by Sector:** Table 78 shows skill gap across sectors, most businesses (65.58 percent) reported lack of readily-available qualified artisans as seen at Table 78 while 34.42 percent reported availability of qualified artisans.

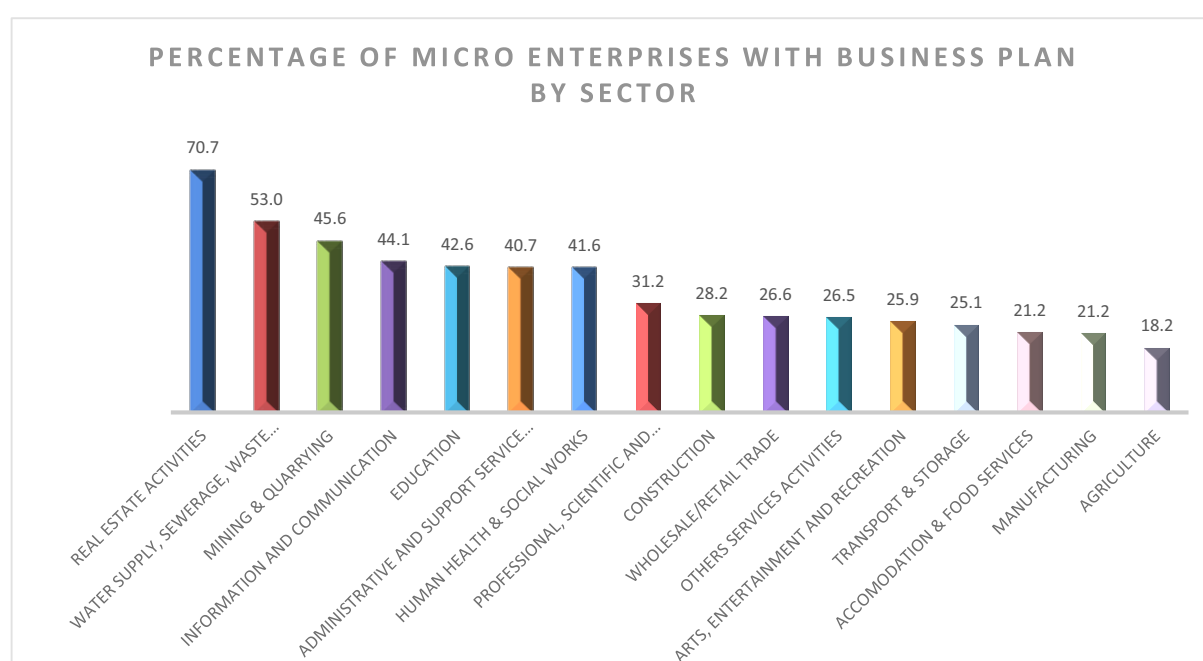
**5.5.6 Trend Analysis on Employment, 2017:** With relatively higher enterprise numbers, MEs (Vide Table 79 reportedly generated less employment in 2017 (total: 56,758,240), compared to 2013 (total: 57,836,391). Consequently, average employment per entity decreased from 1.56 percent (2013) to 1.37 percent (2017). The decrease in total employment in 2017 compared to 2013 is attributable to the economic recession experienced in 2017. Also, States contributing the highest MEs employment in over the period remained steady as Lagos and Oyo- this is true both across/within gender. However, States with the highest numerical employee gains were Kano (424,831), Niger (334,270), Nasarawa (596,831), Osun (564,668) and Ogun (114,934) but notable contractions were observed in Kwara (-72,850) and Zamfara (-72, 368).

## 5.6 Use of Professional Services/Associations (MEs)

Use of Professional Services by MEs is summarized at Table 80. Three (3) professional services evaluated, viz: Lawyers, Accountants/Auditors and Business Consultants. Not surprisingly, 34.32 million MEs (or 82.8%) reported using nil professional services. Nevertheless, as observed from Table 80, Business Consultant is the professional service most demanded (12.5%), which is followed by Accountants/Auditors (1.9%) and Lawyers (1.3%). These results are also consistent with the largely informal nature of these entities.

**5.6.1 Professional Services by Sector:** Analysis across all economic sectors (see Table 80A), showed that the Education sector had the highest demand for professional services at 19,719 entities (or 27.0 percent). This was followed by Manufacturing (17,094 entities), Wholesale/Retail Trade (13,130 entities) and Human and Health Services (7,596 entities).

**5.6.2 Professional Services- Business Plans:** Compared to the finding that 65.1 percent of SMEs have procured/used a business plan (see section 4.6.2), only 24.4 percent of MEs had business plans (vide Table 81). Consistent with relative sectorial size, further scrutiny also showed wholesale/Retail Trade, Agriculture, Other Services, Manufacturing and Accommodation & Food Services (descending order) as the sectors with the highest use of business plans. Analysis of intra-sectorial use, reveals that the major five (5) sectors identified above averaged about 20.0 percent in terms of use of business plans (range: 17.9 - 26.75). However, it was the following three (3) sectors, viz: Real Estate Activities, Water Supply, Sewerage, Waste Management & Remediation and Mining & Quarrying, (descending order) that showed the most use of business plans. The latter may be related to relatively minor sizes of each of these sectors.



**5.6.3 Professional Service- Business Insurance:** Compared to 36.0 percent of SMEs that have used business insurance service (see section 4.6.3), business insurance penetration is very low amongst MEs (Table 82). Only 1,375,639 entities (or 3.3 percent of MEs) had reportedly used business insurance. Sectors with the highest use of business insurance emerged as Wholesale/Retail Trade, Agriculture and Transport & Storage (descending order).

**5.6.4 Professional Service - Promotional Media:** Table 83 shows the breakdown of promotional media use by MEs. Radio advertisement showed up as the most popular promotional media, with usage by 39.2 percent of enterprises. Other promotional media used, in a descending order, were Person-to-Person (30.8 percent), Television (19.6 percent), Newspaper advertisement (6.6 percent) and Internet/Social Media (3.0 percent). Finally, MEs reported 0.0 percent use of Billboard and handbills as promotional media – while billboards may be pricy and seeming elitist, the latter, handbills, is difficult to explain.

**5.6.5 Professional Service – Online Business Setup:** Table 84, shows the distribution of MEs running online businesses across economic sectors. A total of 753,109 MEs (or 1.8 percent), across all sectors, had set up online businesses/shops. While MEs lag far behind of embracing the opportunities available for business online, the current active sectors were Wholesale/Retail Trade, Other Services and Manufacturing (descending order).

**5.6.6 Business Association Membership:** Table 85 shows the participation/ membership of MEs in business associations. The major association was Trade Associations (15.8%). Minor associations were Cooperative Societies (3.1%) and Professional Associations (2.5%).

**5.6.7 Support Received from Associations:** Table 86 shows the kinds of support received by MEs from their Business Associations. In descending order of importance, these support services were Loan (6.2 percent), Morals (4.6 percent), Training (4.1 percent), and Motivation (3.6 percent). The single-digit percentage figures reported is the confirmation of the current level of penetration achieved by business associations amongst MEs. It also emerged from the data that the most important “pull factor” for membership by MEs is probably the opportunity to obtain a loan.

**5.6.8 Trends Analysis:** Table 87 presents business insurance penetration figures across economic sectors in 2017 (compared to 2013) for MEs. Penetration figures remained generally poor across the period at 3.3 percent (2017) and 5.4 percent (2013), which is made worse by the relative contraction reported in 2017 (-63.6 percent).

## 5.7: Financial Status (MEs)

A number of related sub-themes are analysed under this theme.

**5.7.1 Financial Status: Initial Startup Capital:** Table 88, shows that 63.8 percent of MES reported start-up capital below N50,000.00 with another 20.6 percent having start-up capital between N50,000.00 – N100,000.00. Together, these made up 84.4 percent of all MEs. Conversely, only about 0.8 percent of all entities (or 297,015 MEs) reported start-up capital in excess of N1 Million. Consequently, this data-set is very revealing about the financial capability of these entities.

**5.7.2 Financial Status: Initial Startup Capital by Economic Sector:** When analysed across sectors (vide Table 89), it turns out that the majority (approx. 60.0 percent) of MEs operating within the below ₦100,000.00 start-up capital bracket (see section 5.7.1 above) were in the following four (4) sectors, viz: Wholesale & Retail Trade, Agriculture, Other Services, Manufacturing and Accommodation & Food Services sectors.

**5.7.3 Financial Status: Sources of Capital:** Table 90, shows that the predominant source of Capital for MEs was informal, especially “Personal Saving” (61.2 percent) and “Family Sources” (23.6 percent). Conversely, formal sources, especially bank credit, made up only 5.3 percent. These findings which were expectedly direr than previously analysed for SMEs (see section 4.7.4), probably explain the very limited initial capital outlay of these entities.

**5.7.4 Financial Status: Personal Banking Relationship by Ownership Status** Table 91 shows that 15.2 Million MEs (or 40.9 percent) reported personal banking relationship, with the vast majority of these expectedly being Sole Proprietors – these make up 97.1 percent of all MEs (see section 5.3).

**5.7.5 Trend Analysis:** As Tables 92 and 93 compares, respectively, Initial Start-up Capital and Sources of Capital for MEs, over 2017 and 2013. Generally, the figures held steady, with no significant differences observed over the period (i.e. 2017/2013). Formal sources (especially bank credit), however, reported an improvement from 3.6 percent (2013) to 6.6 percent (2017). Similarly, Initial Start-up Capital showed only marginal increases as follows, viz: the N50,000.00 – N100,000.00 bracket (53.1 percent) showed the most improvement

## 5.8 Internal Operating Environment (MEs)

A number of related sub-themes are analysed under this theme.

**5.8.1 Sources of Raw Materials:** As available from Table 94, 87.7% of the raw materials used by MEs are locally sourced, compared with 2.5% (foreign-sourced) while 9.8% combine use of both local and foreign raw materials.

Also, all States except Borno (26.3%) reported  $\geq 68.8\%$  use of local raw materials by MEs with another 14 States at the upper end reporting  $\geq 90.0\%$  use of local raw materials by MEs. Conversely, Kaduna (16.4%), Jigawa (11.9%) and Borno (11.1%) reported the highest use of foreign raw materials by MEs. Also, on a sectorial basis, Agriculture (68.9 percent) expectedly had the largest number of MEs using local raw materials. This is followed by Education (57.3 percent) and Arts, Entertainment & Recreation (56.1 percent). Conversely, the Construction sector (20.2 percent) has the highest number of MEs using foreign raw materials.

**5.8.2 Sources of Machinery/Equipment:** Similar to the situation for raw materials, Table 95 shows that the vast majority of MEs used locally-sourced machinery/equipment for their business operations (i.e. 37.0 million entities or 89.2%). Another 3.6 million (or 8.8%) used a combination of local/foreign machinery while only 2.0% reported use of foreign machinery only. Distribution by states reveals that Lagos State had the highest number MEs that sourced their raw materials locally, which is closely followed by Oyo State. States with the least number of ME who source their equipment locally are FCT (1.3 percent), Taraba (1.2 percent) and Borno (1.1 percent). Incidentally, also, Lagos recorded the highest number MEs whose source of equipment is foreign (24.3 percent) followed by Delta (8.5 percent). Finally, six (6) states namely, Bayelsa, Edo, Kebbi, Kwara, Oyo and Zamfara reported nil foreign-sourced equipment/ machinery.

**5.8.3 Daily Usage of Alternative Sources of Power:** Establishing the level of use alternative source of power provides an indirect indication of the availability of public power supply. The latter is even more important for MEs which are known for their high dependence on public infrastructure, including power. Table 96, shows that most MEs (or 70.4 percent) reported nil usage of alternative power, suggesting probably little-to-nil need for power supply for their economic activities. This was followed by 1 - 5 hours daily usage (15.2 percent), and 6 - 10 hours (9.5 percent). Together, these categories account for 95.1 percent of all MEs.

**5.8.4 Daily Usage of Alternative Sources of Power by Sector:** Using the main three categories already recognised in the preceding section (i.e. 5.8.3), Table 96, identified the typical economic sectors as follows, viz: **Nil alternative power use:** Agriculture and Transport & Storage (descending order). **1 – 6 hours alternative power use:** Information & Communication, Real Estate, Human Health & Social Work and Education (descending order); **6 – 10 hours alternative power use :** Information & Communication and Education.

**5.8.5 Hours of Operational Shift per Day:** With reference to Table 97, only about 3.6% of MEs operated shift duty with the sectors most disposed to shift

duty expectedly being Construction, Accommodation & Food Services as well as Manufacturing.

**5.8.6 Time of Temporary Closure:** As Table 98 shows, that 7,181,469 (or 14.3 percent) MEs suffered temporary closure. Most, however, are for 1 – 3 months (38.8 percent), followed by 4 – 6 months (22.4 percent). These account together for about 72 percent of MEs. The remainder (i.e. about 28 percent) reported closure for period >7 months, which may be a sign of stress.

**5.8.7 Reasons for Temporary Closure:** The two (2) major reasons reported for temporary closure (Table 99), were Sickness (28.1 percent) and Lack of Funds (24.4 percent). Other minor reported reasons were Crisis (6.8 percent) and Low Patronage (5.5 percent). The implication is that the current economic downturn (and its related factors) as well as on-going communal/ethno-religious crisis are probably the most important causative factors.

**5.8.8 Staff Wages and Salaries:** Table 100 shows the categorization of staff wages and salaries of MEs for 2017. It emerged that most MEs (37,771,522 entities or 91.1 percent) reported wages and salaries bills above N100,000.00. While this is the most consequential of the operating costs reportedly incurred by MEs, wages per worker are still relatively low given that the referenced total wage bill was accumulated over the period of one year. It was nevertheless a reflection of the limited operating capital available to these entities (see section 5.7.1).

**5.8.9 Rent of Office Accommodation, Machinery, Equipment e t.c:** Table 101 shows the categorization of Office Rent, Machinery, Equipment of MEs for 2017. It emerged that most MEs (38,455,723 entities or 92.7 percent) reported office rent, machinery/equipment bills below N50,000.00. The probable implication is that many MEs neither pay rent on office accommodation, nor use modern machinery and equipment. This is what is seen in the very low operating cost figures reported. Similar trend was seen for the other evaluated cost profiles as i. Cost of Electricity, Water & Stationeries; ii. Packaging Materials; iii. Minor Repairs & Maintenance and iv. Other Expenses.

## 5.9 Sales and Marketing Outlook (MEs)

This section reports on SMEs sales and marketing performance.

**5.9.1 Market Channels (Products)/Value of Exports:** Expectedly the local market was by far the predominant channel for MEs products (Table 102A). This increased in relevance from “Other States” (2.9 percent), “Same State” (14.8 percent), “Same Town” (32.2 percent) and “Same Locality” (50.1 percent). While the survey did not attempt to compare local market channels against export, it nevertheless established a value of N57.5 billion



exports attainment by MEs, and the sectors most active in exports amongst MEs (Table 102B).

**5.9.2 E-commerce by Sector:** Table 83, shows the distribution of MEs running online businesses across economic sectors. A total of 753,109 MEs (or 1.8 percent), across all sectors, had set up online businesses/ shops. While MEs lag far behind in embracing the opportunities available for business online, the current active sectors were Wholesale/Retail Trade, Other Services and Manufacturing (descending order).

**5.9.3 Average Monthly Sales/Turnover:** From Table 103, it emerges that most MEs (26,440,176 entities or 63.8 percent) reported monthly average turnover <N50,000.00. This was followed by the turnover bracket N50,000.00 – N100,000.00 (8,556,105 entities or 20.6 percent). Together, these two lowest brackets made up 84.4 percent of all MEs. These findings confirm the generally low business turnover of these entities, which itself may not be unconnected to a combination of current economic downturn and communal/ethno-religious crisis earlier identified (see section 5.8.7).

**5.9.4 Gross Earnings/Turnover:** Expectedly, gross earnings showed a spike from the reported figures for average monthly turnover. However, since gross earning is expectedly a combination of original cost of the products and margin (or profit), this finding may not necessarily be a departure from the earlier trend in section 5.9.3. Consequently, as seen in Table 104, all MEs reported gross earnings above N100,000.00.

**5.9.5 Exports by Sector:** Unlike SMEs which reported few exportable products and traded values, export by MEs topped N57.55billion, with the Wholesale/Retail Trade sector leading the way (see section 5.9.1).

**5.9.6 Trends Analysis:** Average monthly sales turnover for 2017 (compared with 2013) showed general appreciation (Table 105). Appreciation was confirmed across all turnover brackets, except two (2), viz: over N1000,000.00 where 2013 figures were marginally higher than those for 2017. A similar trend was confirmed for exports contribution at 7.64 percent (2017), from 7.27 percent (2013).

## **5.10 Government Policies/SMEDAN Awareness (MEs)**

This section reports on SMEs perception of Government policies as well as their rating of SMEDAN's intermediation effort.

**5.10.1 Most Favourable/Unfavourable Government Policies:** In a descending order (Table 106), MEs rated the following as the five Government policies/interventions that affect them most favourably, viz: Road

Maintenance (20.3 percent), Environmental Sanitation (20.2 percent), Fertilizer Subsidy (7.0 percent), Jobs Creation (6.8 percent), Political Stability (6.5 percent)/Power Supply (6.4). Conversely, the five Government policies/interventions that affect them most unfavourably (Table 107), were as follows: High Fuel Price (19.3 percent), Taxes (12.8 percent), Power Supply (10.1 percent), Demolition of Illegal Structures (7.4 percent) and Trade Permits (6.3 percent).

**5.10.2 Awareness of SMEDAN:** Awareness of SMEDAN, as a corporate entity was reported at 15.7 percent (or 6,521,161 MEs) at Table 108. Across States, the following were the five (5) States where MEs reported the highest awareness of SMEDAN, viz: Lagos, Delta, Kaduna, Rivers and Kogi (descending order). However, intra-State percentage awareness figures were highest in the following five (5) States, viz: Lagos (33.5 percent), Sokoto (33.2 percent), Delta (32.8 percent), Kogi (25.6 percent) and Kaduna (25.2 percent). Conversely, the lowest intra-State percentage awareness figures were reported for the following States, viz: Kano (2.9 percent), Nasarawa (3.7 percent), Borno (4.0 percent), Kwara (4.9 percent) and Taraba (5.1 percent).

**5.10.3 Awareness of SMEDAN by Source of Information:** In order of importance, Table 109, rated the most important media sources from which MEs obtained information about SMEDAN as Radio (55.7 percent) and Person-to-Person (43.7 percent). Others are Television (27.8 percent), Television (27.8 percent), Newspapers (9.4 percent) and Internet/Social media (4.2 percent).

**5.10.4 Major Challenges of Business Development:** Tables 110 presents major challenges of business development. Of these, it emerged that most MEs (90.5 percent) rated Lack of Access to Finance as the most important encumbrance. This was followed by Lack of entrepreneurship/vocational training (24.8 percent), Lack of workspace (21.8 percent), Weak Infrastructure (19.4 percent) amongst others. Also, consistent with measures offered by SMEDAN to provide remediation, Table 111 shows that MEs rated the following as most relevant measures, viz: Facilitating Access to Finance (65.8 percent), Entrepreneurship Training (44.7 percent), Access to Markets (33.9 percent), Vocational Skills Upgrading (26.2 percent) and Business Counselling/Monitoring (15.8 percent). Note, however, that such SMEDAN services as Advocacy and Enterprise Clustering (which responds to Weak Infrastructure) were inadvertently missing from the list of measures.

**5.10.5 SMEDAN Services Benefitting MEs** Table 112, shows that 164,336 MEs (or 2.5 percent) reportedly benefitted from SMEDAN services, with Sole Proprietors (i.e. Ownership Structure being the most benefited). Similarly, these MEs (Table 113), rated Entrepreneurship Training (48.3 percent), as the

SMEDAN service most benefitted from. Other services benefitted from were Facilitating access to Finance (29.6 percent), Vocational Skills Upgrading (28.0 percent) and Facilitating Access to Markets (20.3 percent).

**5.10.6 SMEDAN Services Benefitting MEs by States** States figures (Table 114), showed that MEs benefitting the most, from SMEDAN services, were from Kogi, Lagos, Rivers, Kaduna and Delta (descending order). Conversely, 16 States and FCT, unfortunately, reported nil (0.0 percent) benefit by MEs. The latter is difficult to explain as SMEDAN, as a Federal Agency, is continually mindful of ensuring national spread for its services.

**5.10.7 Trends Analysis:** Compared to the reported situation in 2013 (15.7 percent), awareness of SMEDAN, as a corporate entity, amongst MEs remained generally steady at 15.7 percent in 2017 (Table 115). Notwithstanding, seven (7) States showed significant increases in reported SMEDAN awareness, viz: Kogi (528.98 percent), Enugu (416.40 percent), Ekiti (243.71 percent), Anambra (156.37 percent), Edo (122.96 percent), Delta (110.77 percent) and Ogun (110.31 percent). Similarly, the two (2) major Government policies affecting enterprise development remained generally steady over the comparative period as follows, viz: **Favourable:** Road maintenance and Environmental sanitation (Table 116); **Unfavourable:** Power supply and Taxes (Table 117).

## 5.11 PRO-ESTABLISHMENT MICRO ENTERPRISES & MEs: YEAR 2017 RESULTS

As earlier stated pro-establishment (or transitional) micro enterprises would be considered, separately, under this sub-heading, distinct from the general treatment of micro enterprises in sections 5.1 – 5.10 above. Pro-establishment micro enterprises (Pro-MEs), as a new sub-class, comprise micro enterprises which are formally registered and/or offer paid wages (or salaries) to their employees. The latter is distinguished from unpaid family hands and/or apprentices or “journeymen”, commonly associated with the informal sector. Apart from offering opportunity to better understand these entities, their separate recognition here also deals with an identified gap in the data-set for formal sector enterprises (see Section 4.0), which omitted qualified micro-enterprises.

In 2017, the two (2) categories of pro-establishment micro enterprises (Pro-MEs) are as follows, viz:

- i. Pro-MEs Offering Paid Wages: A total of **3,794,981** entities were surveyed. Of these, 251,273 (or 6.6 percent) were also formally registered.
- ii. Pro-MEs that were Formally Registered: A total of 854,446 entities were surveyed. However, of these, 251,273 (or 29.4 percent) also offered paid wages.

Consequently, **4,398,154** Pro-MEs were surveyed, across the two (2) categories in 2017. While 3,543,708 entities (or 80.6 percent) offered paid wages only, another 603,173 entities (13.7 percent) were formally registered only, with 251,273 entities (or 5.7 percent) being both formally registered and offering paid wages (Fig. 28).

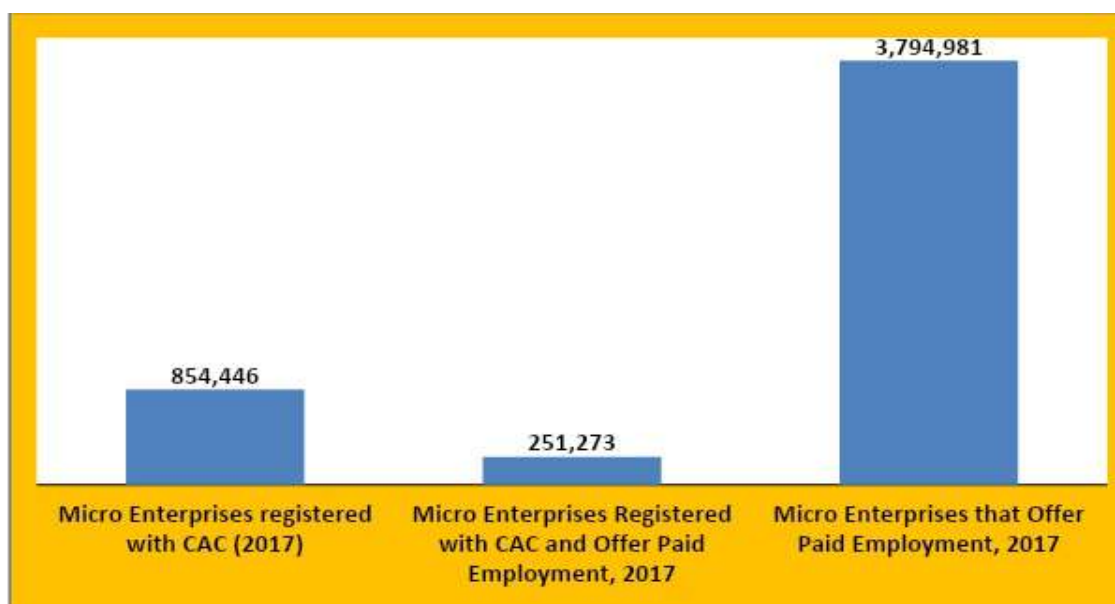


Fig. 28: Pro-Establishment Micro Enterprises

### 5.11.1 Pro-Establishment Micro Enterprises Distribution by States

Table 118, shows the total number of Pro-MEs as well as their distribution across 36 States and FCT (based on the dominant Pro-MEs Offering Paid Wages only). States with the highest distribution of Pro-MEs are Oyo State (402,886 entities or 10.6 percent), Rivers State (318,723 entities or 8.4 percent), Delta State (294,218 entities or 7.7 percent), Osun State (288,780 entities or 7.6 percent), Ondo State (273,256 entities or 7.2 percent) and Akwa Ibom State (261,360 entities or 6.9 percent). Conversely, Jigawa State (13,085 entities or 0.3 percent), Kwara State (14,781 entities or 0.4 percent), Adamawa State (21,966 entities or 0.6 percent), Enugu State (26,086 entities or 0.7 percent) and Ogun State (28,005 entities; or 0.7 percent) bring up the rear.

### 5.11.2 Pro-Establishment Micro Enterprises by Sector:

Table 119, shows the sixteen (16) economic sectors recognised under pro-establishment micro enterprises (based on the dominant Pro-MEs Offering Paid Wages only) in 2017. It emerged that the five (5) major economic sectors were Agriculture (31.3 percent), Wholesale/Retail trade (22.4 percent), Other Services (15.3 percent), Manufacturing (14.1 percent) and Accommodation & Food Services (5.0 percent). Together, these account for 88.1 percent of all Pro-MEs, and are similar to the major sectors earlier identified under MEs (see section 4.2. 2). However, as also seen from the Table, the following were the marginal economic sectors, viz: Real Estate Activities, Education, Arts, Entertainment & Recreation, Water Supply, Sewerage, Waste Management &

Remediation Activities Administrative & Support Services and Mining & Quarrying (decreasing order).

### 5.11.3 Pro-Establishment Micro Enterprises by Business Registration

**Compliance:** Table 120, shows the distribution of CAC-registered Pro-MEs across States (based on the dominant Pro-MEs Offering Paid Wages only). A total of 251,273 entities (or 6.6 percent) of all Pro-MEs were reportedly registered with the CAC. However, these registered Pro-MEs were 29.4 percent of the total 854,446 registered MEs reported in section 5.2.3.4. It also emerged from same Table, that registered Pro-MEs occurred the most in Rivers State (55,354 entities or 22.0 percent). This was followed by the following States, viz: Delta (32,568), Lagos (23,631), Akwa-Ibom (21,901) and Borno (11,159). Conversely, no ME was registered with CAC in twelve (12) states namely Adamawa, Balyelsa, Benue, Gombe, Imo, Jigawa, Katsina, Kebbi, Kwara, Taraba, Yobe and Zamfara.

### 5.11.4 Pro-Establishment Micro-Enterprises – General Characteristics:

Pro-establishment micro enterprises (Pro-MEs) have earlier been defined as comprising micro enterprises which are formally registered and/or offer paid wages to their employees (see section 5.11). In addition, the following characteristics may also generally apply, including:

- i. **Location Address:** Pro-MEs generally have affixed business address. This is often a simple (or more elaborate), own/rented covered space in a market, shopping mall, corner shop etc. This separates them from the “footloose” (or migratory) tendency of other MEs.
- ii. **Business Name:** Pro-MEs generally have a business name. While this may/ may not yet be formally registered, they are known by this name in their local area, and are may eventually be registered under this name, as they attain legal status compliance.
- iii. **Taxes/Levies/Rates:** While Pro-MEs may/may not yet be captured into the formal tax net, they nevertheless pay some local levy/ies or Rate within their area of operation, at the least. The fore-going thus signal their pathway to eventual corporate citizenship.
- iv. **Business Records:** Pro-MEs, while they may/may not yet keep proper business records, at least maintain some form of simple purchase/sale records. This is usually the inception to more proper records keeping in the future.
- v. **Personal Banking Relationship:** Most MEs have a personal banking relationship. While this may/may not yet be with a Deposit- Money Bank, such at least exists with a MFB/MFI.
- vi. **Savings Culture:** Most Pro-MEs have inculcated a savings culture. While this may/may not yet be with a Money Deposit Bank, such at least exists with a MFB/MFI or thrift society.
- vii. **Access to Bank Credit:** Pro-MEs, while most may not yet have accessed a formal bank credit, already at least have used some form of business credit from a MFB/MFI or thrift society.

## 6.0 KEY FINDINGS/RECOMMENDATIONS

### 6.1 KEY FINDINGS

The key findings from the 2017 National Survey of Micro, Small and Medium Enterprises are summarized in the Table below with regards to the following vital statistics, viz: Total Enterprises Number, MSMEs Contribution to Employment, MSMEs Contribution to GDP, MSMEs Contribution to Export and Enterprises Class Numbers.

S/No	STATISTICAL PARAMETER	SUMMARY
1.	Total Enterprises Number – MSMEs	<b>41,543,028</b>
2.	MSMEs Contribution to Employment	<b>76.5</b> percent of total workforce (or <b>59,647,954</b> persons)
3.	MSMEs Contribution to GDP	<b>49.78</b> percent
4.	MSMEs Contribution to Export	<b>7.64</b> percent
5.	Enterprise Class Numbers	
	- Micro Enterprise Class:	<b>41,469,947</b> (or 99.8 percent)
	i. Micro Enterprises - MEs (Operating informally without registration and not offering paid employment)	(37,071,794 (or 89.4 percent)
	ii. Pro-Establishment Micro Enterprises - Pro-MEs	(4,398,154 (or 10.6 percent)
	- Small Enterprises Class:	<b>71,288</b> (or 0.2 percent)
	- Medium Enterprises Class:	<b>1,793</b> (or 0.004 percent)

Table 121: National MSMEs Status (Statistical Summary, 2017)

### 6.2 KEYFINDINGS– OTHERS

Other major summaries, from the 2017 national survey of MSMEs, are as follows:

**1. Largest Economic Sectors:** Wholesale/Retail Trade, Agriculture, Other Services, Manufacturing, and Accommodation & Food Services (descending order).

- 2. Most Favourable Government Policies/interventions:** Environmental Sanitation, Infrastructure (especially Road maintenance), Fertilizer Subsidy, Political Stability and Power supply (descending order).
- 3. Most Unfavourable Government Policies/interventions:** High Fuel Price (19.3 percent), High Taxes (76.0 percent), Poor power supply/High Electricity Tariff (79.1 percent), High Interest Rate (48.6 percent), Demolition of Illegal Structures (7.4 percent) and Regulatory Bottlenecks (i.e. Trade Permits) at 26.5 percent (descending order).
- 4. Awareness of SMEDAN:** Remained steady at 15.7 percent. Amongst SMEs only, however, it increased to 63.3 percent from 50.05 percent (2013). The **most important media sources** for information about SMEDAN were reportedly Radio, Person-to-Person and Television. Others were Newspapers and Internet/Social media.
  - i. **States with the highest awareness of SMEDAN** were: Lagos, Delta, Kaduna, Rivers and Kogi (descending order).
  - ii. **States with the lowest awareness of SMEDAN** were: Taraba, Gombe, Bayelsa and Ebonyi (descending order).
- 5. Major Challenges of Business Development:** Lack of Access to Finance, Lack of entrepreneurship/vocational training, Lack of workspace, Weak Infrastructure and Inconsistent Government Policies (descending order).
- 6. Most important Remediation Measures by SMEDAN:** Facilitating Access to Finance, Entrepreneurship Training, Facilitating Access to Markets, Vocational Skills Upgrading, Business Counselling/Monitoring and Facilitating Access to Business Information (descending order). Note, however, that such SMEDAN services as Advocacy and Enterprise Clustering were accidentally not included for rating by MSMEs.
- 7. SMEDAN Services Most benefitted from by MSMEs:** Entrepreneurship Training, Facilitating access to Finance, Vocational Skills Upgrading, Facilitating Access to Markets and Access to Business Information.
  - i. **Enterprises benefitting from SMEDAN Services** SMEs only: 53.6 percent (2013) to 59.4 percent (2017). For MEs Entrepreneurship training and Vocational skill upgrading remain constantly higher for (2017) and (2013) as 48.3 percent and 56.1 percent respectively.

### 6.3 PREDICTABILITY OF THE NATIONAL SURVEY OF MSMEs

This section is a new addition to this important national exercise, and represents an effort to re-impose additional confidence on the outcome of the exercise based on related, independent, data-base that is recent and reliable. In this instance, the December, 2017 records of the Corporate Affairs Commission (CAC), the national corporate registry, offered this opportunity.

**6.3.1 Micro Enterprises Numbers:** Records available at the CAC confirmed that it had, since inception, registered **1,009,004 Business Names** as at Dec,

2017. In Nigeria, these invariable translate as micro enterprises. Thus, compared to the **854,446** MEs captured as registered entities (see section 5.3.4), under this exercise, the latter returned 84.68% affirmation. The foregoing, for all purposes, is considered high corroboration (the remainder or 25.32% of the CAC data-base may have ceased to exist or were omitted or both). It is therefore, also, taken as a general validation of the **41,469,947** MEs numbers obtained from the 2017 national survey of micro small and medium enterprises. Consequently, only about 2.0% of MEs (compared with 71.9% of SMEs) were legal status-compliant.

**6.3.2 Small and Medium Enterprises Numbers:** From same records (Dec, 2017), the CAC also confirmed registering **1,597,958** Limited Liability Companies, since inception. Unlike Business Names which are invariably micro enterprises, Limited Liability Companies, here referenced, may instead belong to all enterprise classes in Nigeria. Nevertheless, using the Rule of Thumb, it may be deduced that while the vast majority (up to 60%) are small and medium enterprises (SMEs), micro enterprises may reach 33%, leaving probably another 7% as large enterprises. If the 84.68% affirmation level (see section 6.3.1 above) is super-imposed on the 60% of the CAC database expected to be SMEs, a projected count of **811,890** SMEs in Nigeria emerges. This is a far cry from the **52,515** SMEs captured as registered from this survey, and also the total of **73,081** SMEs reported. This finding probably raises an issue about the sensitivity of the Establishment Frame used in implementing the complementary survey of small and medium enterprises. The latter may consequently have contributed to the “unusually low” figure of about 0.2% regularly obtained for the SMEs component only (compared with about 2%, for the above-projected figure). However, given the limited numbers attributed to SMEs, the seeming insensitivity of the Establishment Frame, under reference, cannot reasonably impact the validity of the MSMEs figures obtained from this national survey.

Flowing from the above, it should be emphasized that the figures of **41,543,028** MSMEs, **41, 469,947** MEs and **73,081** SMEs, outcome of this exercise, in the light of afore-mentioned validation are fair and acceptable within reasonable limit of error. In the future, however, every effort must be made to confirm (or reject) the now emergent hypothesis that the numbers of SMEs in Nigeria exceed 73,081, and may indeed approach 811,890 entities.

## 6.4 POLICY RECOMMENDATIONS- TAXONOMY

**6.4.1. A New “One -Man Business” Class Proposed:**With the exclusion of pro-establishment micro enterprises, the vast majority of enterprises captured from this exercise, that is 37,071,794 entities (or 89.4 percent) of the total 41, 543,028 MSMEs are more appropriately termed *income generating activities* .



Recognising them as such, would also help to separate them from actual micro, small and medium enterprises (MSMEs). The general characteristics of the former (i.e. *income generating activities* ) include the following, viz:

- i. Nil (0.0 percent) business registration (or legal status compliance),
- ii. Mostly, simple, necessity, one-man businesses, as gleaned from the following indices: Have low education qualification (>80 percent being SSS-equivalent or less), salaried employees are unknown (100.0 percent), while another  $\geq 55$  percent neither have informal employees (i.e. apprentices/ family hands etc.), who incur **less than N50,000/annum office rent/ machinery/equipment bills** and have no need for power usage (70.4 percent).
- iii. Predominantly, have start-up capital/monthly turn-over of  $\leq$  N100,000 (85 percent), and are limited to personal savings/family as source of business capital (85 percent).
- iv. Market channels are limited to same town (82.3 percent), with nil (0.0 percent) exports.
- v. Predominantly found in the following five (5) economic sectors, viz: Wholesale/Retail Trade, Agriculture, Other Services, Manufacturing, and Accommodation & Food Services (91.2 percent).

It is recommended that a separate category, viz: "One-man Business" be recognised to accommodate these entities. These businesses are not only structured around their owners but their objective, apparently, is also creating employment/wealth for the owner and his/her immediate family. Where they engage informal employees ( $\geq 54$  percent, do not), these are temporary in nature, often apprentices, journeymen and family hands who are invariably "paid in kind", and move on in time once the objective for the "relationship" is met. This must be differentiated from the "Sole Proprietor" who may offer salaried employment to 1 - 9 employees (micro enterprise class), and as such is structured to create employment and/or wealth both for the owner and employees. Most artisans, local food processors, local farmers (market vegetable gardeners, animal husbandry-men/women etc.), sundry service providers/vendors, and shop keepers belong to this One-Man Business category, which constitute the well-known "informal sector" (excluding, subsistence agriculture which was not captured in this exercise).

They are in a sense emerging businesses (i.e. income-generating activities), which have not matured to qualify as enterprises. The Brazilian taxonomy for small businesses incorporates this proposed "One-Man Business" category. However, for it to be effective, a modification to the National Policy on MSMEs is required to recognise this additional non-enterprise category, from the current micro enterprise class.

**6.4.2 A New Dual Criteria for Qualifying Enterprises Proposed:** The lack of clarity as to qualify as an enterprise before now, had created the unfortunate

situation in the fore-going section (i.e. 6.4.1) where ordinary *income generating activities* were confused as enterprises. Consequently, a dual criteria definition is hereby proposed for an enterprise as follows, viz:

It shall, in addition to satisfying the basic requirement of generating employment and/ or wealth for its owner(s),

- i. Create "paid" (or salaried) employment for at least 1 person, and/or
- ii. Be formally registered, as a corporate entity.

Where a disagreement occurs in recognising an enterprise using the above dual criteria, formal registration shall override. Consequently, where an enterprise meets the registration criterion, it shall not be queried for salaried employment (i.e. whether offering salaried or informal employment shall not disqualify it). However, salaried employment shall be confirmed if such an enterprise is not formally registered. Support for the fore-going, is see from section 5.11, which clearly shows that while 80.6 percent (or 3,543,708 Pro-MEs) offered "paid wages only", 13.7 percent (or 603,173 Pro-MEs) were "formally registered only". An additional 5.7 percent (or 251,273 Pro-MEs) were both "formally registered and offered paid wages" out of 4,398,154 entities evaluated. Also, see section 4.3.4, confirming that only 28.1 percent of SMEs were not registered.

Finally, it should be emphasized that the above dual criteria does not seek to replace an existing one (i.e. employment size/assets base) for setting enterprise class limits. Instead, this former pre-qualifies a commercial activity as an enterprise before assigning it a class using the latter. Like the previous recommendation for a "One-Man Business" class, the proposed enterprise definition also needs to be accommodated in the National Policy on MSMEs to be effective.

**6.4.3 A Modified Micro Enterprise Class Implied:** In the light of the recommendations in the fore-going section 6.4.2 (i.e. if ratified), only the so-called, Pro-Establishment micro enterprises (see section 5.11), would now constitute the micro enterprise class. For one, they meet the proposed dual criteria for recognising enterprises. They, also, meet the existing dual class criteria for micro enterprises. Together they make up **4,398,154** entities (see section 5.11), and their general characteristics include the following, viz:

- i. 86.3 percent offer salaried (or "paid") employment (with balance 13.7 percent offering only informal employment),
- ii. 19.4 percent have formal business registration (with 97.1 percent being Sole Proprietors),
- iii. Like the earlier "One-Man Business" class, they also mostly (or 88.1 percent) operate within the five economic sectors of

Wholesale/Retail Trade, Agriculture, Other Services, Manufacturing, and Accommodation & Food Services.

- iv. For other characteristics of this modified micro enterprise class see section 5.11.4, dealing with Pro-establishment micro enterprises.

**6.4.4 A New MSMEs Total Count Implied:** Also, in the light of section 6.4.2 (i.e. if approved), MSMEs would henceforth count as numbers of the new micro enterprise class (see section 6.4.3) + small enterprise class + medium enterprise class. Consequently, based on the outcome of this edition of the National Survey of MSMEs, these entities would collectively make up **4,471,235** (or 10.8 percent) of the total **41,543,028** captured. {However, they may approach **5,000,000** entities, if some of the **811,890 SMEs** projected in section 6.3.2 were to be confirmed}. These (i.e. **4,471,235**) enterprises represent the so called “opportunity” MSMEs, which alone can serve the national aspiration of jobs/wealth creation for the sub-sector. They also compare well with their Chinese equivalent of about 50,000,000 MSMEs (with compensation made for the differential efficiencies between our economies). Yet if anything, the latter presents a smarter MSMEs count for Nigeria.

## APPENDICES

TABLE 1: NUMBER OF SMALL AND MEDIUM ENTERPRISE BY STATE

STATE	NUMBER	PERCENT
ABIA	2,342	3.2
ADAMAWA	734	1.0
AKWA-IBOM	1,887	2.6
ANAMBRA	1,504	2.1
BAUCHI	2,241	3.1
BAYELSA	300	0.4
BENUE	1,811	2.5
BORNO	538	0.7
CROSS RIVER	1,456	2.0
DELTA	1,524	2.1
EBONYI	2,433	3.3
EDO	2,677	3.7
EKITI	928	1.3
ENUGU	1,432	2.0
GOMBE	904	1.2
IMO	2,020	2.8
JIGAWA	2,370	3.2
KADUNA	2,650	3.6
KANO	2,441	3.3
KATSINA	1,367	1.9
KEBBI	815	1.1
KOGI	1,027	1.4
KWARA	1,416	1.9
LAGOS	8,395	11.5
NASARAWA	2,604	3.6
NIGER	2,121	2.9
OGUN	2,465	3.4
ONDO	2,363	3.2
OSUN	3,007	4.1
OYO	6,131	8.4
PLATEAU	1,574	2.2
RIVERS	1,658	2.3
SOKOTO	852	1.2
TARABA	930	1.3
YOBE	102	0.1
ZAMFARA	1,236	1.7
FCT	2,825	3.9
<b>TOTAL</b>	<b>73,081</b>	<b>100</b>

TABLE 2: NUMBER OF SMALL AND MEDIUM ENTERPRISES BY STATE

STATE	2017			2013			2010		
	Small	Medium	Total	Small	Medium	Total	Small	Medium	Total
ABIA	2,289	53	2,342	1769	40	1809	526	7	533
ADAMAWA	726	8	734				235	11	246
AKWA- IBOM	1,882	5	1,887	898	195	1093	275	39	314
ANAMBRA	1,455	49	1,504	1620	117	1737	656	81	737
BAUCHI	2,209	32	2,241	2039	27	2066	497	49	546
BAYELSA	297	3	300	354	72	426	134		134
BENUE	1,783	28	1,811	1146	22	1168	357	16	373
BORNO	498	40	538				131	37	168
CROSS RIVER	1,417	39	1,456	1126	168	1294	318	47	365
DELTA	1,470	54	1,524	1444		1444	576	33	609
EBONYI	2,404	29	2,433	1206	4	1210	232	12	244
EDO	2,633	44	2,677	1879	118	1997	899	29	928
EKITI	926	2	928	903	126	1029	280	5	285
ENUGU	1,404	28	1,432	812	99	911	402	30	432
GOMBE	876	28	904	1043	65	1108	225	31	256
IMO	1,976	44	2,020	1259	135	1394	534	40	574
JIGAWA	2,360	10	2,370	1022	75	1097	217	14	231
KADUNA	2,574	76	2,650	2712	170	2882	1137	145	1282
KANO	2,298	143	2,441	7790	496	8286	1740	69	1809
KATSINA	1,335	32	1,367	1256	99	1355	464	70	534
KEBBI	809	6	815	898	91	989	221	11	232
KOGI	1,011	16	1,027	827	17	844	328	11	339
KWARA	1,398	18	1,416	164	62	226	415	28	443
LAGOS	8,042	354	8,396	11044	619	11663	4146	389	4535
NASARAWA	2,586	18	2,604	1098	22	1120	387	32	419
NIGER	2,074	47	2,121	1258	100	1358	433	46	479
OGUN	2,394	71	2,465	1690	104	1794	506	40	546
ONDO	2,324	39	2,363	1805	194	1999	596	18	614
OSUN	2,995	12	3,007	2247	25	2272	100		100
OYO	6,039	92	6,131	7468	519	7987	1300	94	1394
PLATEAU	1,533	41	1,574	2070	110	2180	613	49	662
RIVERS	1,593	65	1,658	2981	41	3022	662	60	722
SOKOTO	691	161	852	631	210	841	562	19	581
TARABA	916	14	930	891	69	960	242	5	247
YOBE	99	3	102				150	5	155
ZAMFARA	1,222	14	1,236	577	16	593	341		341
FCT	2,750	75	2,825	2244	446	2690	427	80	507
<b>Total</b>	<b>71,288</b>	<b>1,793</b>	<b>73,081</b>	<b>68,168</b>	<b>4,670</b>	<b>72,838</b>	<b>21,264</b>	<b>1,654</b>	<b>22,918</b>

TABLE 3: NUMBER OF SMALL AND MEDIUM ENTERPRISES BY SECTOR 2017

BUSINESS SECTOR	2017			
	SMALL	MEDIUM	TOTAL	PERCENT
MANUFACTURING	16,322	772	17,094	23.4
MINING & QUARRYING	172	28	200	0.3
ACCOMODATION & FOOD SERVICES	5,940	168	6,108	8.4
AGRICULTURE	386	0	386	0.5
WHOLESALE/RETAIL TRADE	12,889	241	13,130	18.0
CONSTRUCTION	423	83	506	0.7
TRANSPORT & STORAGE	699	49	748	1.0
INFORMATION AND COMMUNICATION	573	48	621	0.8
EDUCATION	19,587	132	19,719	27.0
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	956	15	971	1.3
ARTS, ENTERTAINMENT AND RECREATION	188	1	189	0.3
OTHERS SERVICES ACTIVITIES	1,924	34	1,958	2.7
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	9	0	9	0.0
REAL ESTATE ACTIVITIES	1,073	0	1,073	1.5
HUMAN HEALTH & SOCIAL WORKS	7,377	219	7,596	10.4
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	2,772	1	2,773	3.8
<b>TOTAL</b>	<b>71,288</b>	<b>1,793</b>	<b>73,081</b>	<b>100.0</b>

BUSINESS SECTOR	SOLE PROPRIETORSHIP		PARTNERSHIP		PRIVATE LIMITED LIABILITY COMPANY		COOPERATIVE		FAITH BASED ORGANISATION		OTHERS		Total
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	
MANUFACTURING	11,592	67.8	535	3.1	4,473	26.16	315	2	7	0.0	172	1.0	17,094
MINING & QUARRYING	124	62.0	0	0.0	74	37.0	0	0	0	0.0	2	1.0	200
ACCOMMODATION & FOOD SERVICES	3,948	64.6	484	7.9	1,495	24.5	3	0	21	0.3	157	2.6	6,108
AGRICULTURE	286	74.1	25	6.5	55	14.2	12	3	1	0.3	7	1.8	386
WHOLESALE/RETAIL TRADE	8,199	62.4	659	5.0	4,112	31.3	61	0	27	0.2	72	0.5	13,130
CONSTRUCTION	299	59.1	12	2.4	194	38.3	0	0	0	0.0	1	0.2	506
TRANSPORT & STORAGE	545	72.9	6	0.8	176	23.5	19	3	1	0.1	1	0.1	748
INFORMATION AND COMMUNICATION	439	70.7	49	7.9	104	16.7	6	1	1	0.2	22	3.5	621
EDUCATION	14,573	74	481	2	1,539	8	89	0	3,001	15	36	0	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	740	76	44	5	157	16	12	1	1	0	17	2	971
ARTS, ENTERTAINMENT AND RECREATION	155	82	9	5	14	7	4	2	2	1	5	3	189
OTHERS SERVICES ACTIVITIES	1,483	76	63	3	355	18	38	2	2	0	17	1	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	6	67	1	11	1	11	1	11	0	0	0	0	9
REAL ESTATE ACTIVITIES	759	71	86	8	132	12	60	6	0	0	36	3	1,073
HUMAN HEALTH & SOCIAL WORKS	3,350	44	465	6	2,031	27	0	0	1,105	15	645	8	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	1,488	5.3	753	2.7	302	10.8	68	2	12	0	150	5	2,773
<b>TOTAL</b>	<b>47,986</b>	<b>66</b>	<b>3,672</b>	<b>5</b>	<b>15,214</b>	<b>21</b>	<b>688</b>	<b>1</b>	<b>4,181</b>	<b>6</b>	<b>1,340</b>	<b>2</b>	<b>73,081</b>

**TABLE 5: ECONOMIC SECTOR BY OWNERSHIP (SOLE PROPRIETORSHIP) BY GENDER 2017 AND 2013 BY SEX AND ECONOMIC SECTOR**

BUSINESS SECTOR	MALE		FEMALE		Total	Total	Change	% Change
	Number 2017	Number 2013	Number 2017	Number 2013	Number 2017	Number 2013		
MANUFACTURING	11,550	8,089	1,042	688	12,592	8,777	3,815	43.46588
MINING & QUARRYING	112	174	12	30	124	204	-80	-39.2157
ACCOMMODATION & FOOD SERVICES	3,161	4,075	787	1,108	3,948	5,183	-1,235	-23.8279
AGRICULTURE	256	1,165	30	87	286	1,253	-967	-77.1748
WHOLESALE/RETAIL TRADE	6,669	9,664	1,529	1,261	8,198	10,925	-2,727	-24.9611
CONSTRUCTION	282	209	17	0	299	209	90	43.0622
TRANSPORT & STORAGE	500	460	44	0	543	460	83	18.04348
INFORMATION AND COMMUNICATION	390	280	49	34	439	314	125	39.80892
EDUCATION	8,689	12,409	5,884	7,811	14,573	20,220	-5,647	-27.9278
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	631	2,049	109	440	740	2,489	-1,749	-70.2692
ARTS, ENTERTAINMENT AND RECREATION	142	200	13	23	154	223	-69	-30.9417
OTHERS SERVICES ACTIVITIES	984	2,204	494	592	1,478	2,796	-1,318	-47.1388
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	6	21	0	1	6	22	-16	-72.7273
REAL ESTATE ACTIVITIES	786		0		786			
HUMAN HEALTH & SOCIAL WORKS	2,937		394		3,331			
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	330		158		488			
<b>TOTAL</b>	<b>37,424</b>	<b>40,998</b>	<b>10,562</b>	<b>12,076</b>	<b>47,986</b>	<b>53,074</b>		



TABLE 6: NUMBER of SMALL and MEDIUM ENTERPRISES by ECONOMIC SECTOR 2017

ECONOMIC SECTOR	SMALL 2017	SMALL 2013	MEDIUM 2017	MEDIUM 2013
MANUFACTURING	16,322	13,109	772	528
MINING & QUARRYING	172	213	28	32
ACCOMMODATION & FOOD SERVICES	5,940	6,953	168	155
AGRICULTURE	386	1,389	0	146
WHOLESALE/RETAIL TRADE	12,889	14,870	241	249
CONSTRUCTION	423	487	83	65
TRANSPORT & STORAGE	699	800	49	39
INFORMATION AND COMMUNICATION	573	437	48	30
EDUCATION	19,587	24,034	132	3,250
ADMINISTRATIVE AND SUPPORT ACTIVITIES	956	2,883	15	99
ARTS, ENTERTAINMENT AND RECREATION	188	245	1	15
OTHERS SERVICES ACTIVITIES	1,924	2,724	34	62
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACT	9	23	0	1
REAL ESTATE ACTIVITIES	1,073		0	
HUMAN HEALTH & SOCIAL WORKS	7,377		219	
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	2,772		1	
<b>Total</b>	<b>71,288</b>	<b>68,168</b>	<b>1,793</b>	<b>4,670</b>

TABLE 7: OWNERSHIP STATUS

FORM OF OWNERSHIP	NUMBER	PERCENT
SOLE PROPRIETORSHIP	47,986	65.7
PARTNERSHIP	3,672	5
PRIVATE LIMITED LIABILITY COMPANY	15,214	20.8
COOPERATIVE	688	0.9
FAITH BASED ORGANISATION	4,181	5.7
OTHERS	1,340	1.8
<b>TOTAL</b>	<b>73,081</b>	<b>100</b>

HIGHEST EDUCATIONAL LEVEL	NO OF SOLE PROPRIETORS	PERCENT
NO EDUCATION	1,202	2.5
BELOW PRIMARY	300	0.6
PRIMARY	1,900	4.0
JSS	1,142	2.4
VOCATIONAL/COMMERCIAL	1,047	2.2
SSS	7,587	15.8
NCE/ND/NURSING	6,123	12.8
B.SC/B.A/HND	17,751	37.0
M.SC/M.A/M.ADMIN	6,867	14.3
DOCTORATE	2,437	5.1
OTHERS (SPECIFY)	1,630	3.4
<b>TOTAL</b>	<b>47,986</b>	<b>100.0</b>

**TABLE 11: AWARENESS OF REGULATORY BODIES**

REGULATORY BODIES	TOTAL NO OF ENTERPRISES	PERCENTAGE
STANDARD ORGANISATION OF NIGERIA (SON)	35,198	48.2
NATIONAL AGENCY FOR FOOD, DRUG ADMINISTRATION CONTRAL (NAFDAC)	40,640	55.6
CORPORATE AFFAIRS COMMISSION (CAC)	53,090	72.6
CONSUMER PROTECTION COUNCIL	24,448	33.5
FEDERAL INLAND REVENUE SERVICE (FIRS)	44,563	61.0
NIGERIA CUSTOM SERVICE (NCS)	29,237	40.0
NIGERIA IMMIGRATION SERVICES (NIS)	26,937	36.9
NIGERIA EXPORT PROMOTION BOARD (NEPB)	17,810	24.4
NATIONAL DRUG LAW ENFORCEMENT AGENCY (NDLEA)	31,412	43.0
BUREAU OF PUBLIC PROCUREMENT (BPP)	17,858	24.4

**TABLE 12: BUSINESS REGISTRATION WITH C.A.C. BY LEGAL STATUS**

STATE	REGISTERED		TOTAL NUMBER OF ESTABLISHMENT
	Number	Percent	
SOLE PROPRIETORSHIP	31,192	65.0	47,986
PARTNERSHIP	2,906	79.1	3,672
PRIVATE LIMITED LIABILITY COMPANY	13,616	89.5	15,214
COOPERATIVE	460	66.9	688
FAITH BASED ORGANISATION	3,411	81.6	4,181
OTHERS(SPECIFY)	930	69.4	1,340
NATIONAL	52,515	71.9	73,081

TABLE 13: BUSINESS REGISTRATION WITH C.A.C. BY STATE

STATE	REGISTERED		TOTAL NUMBER OF ESTABLISHMENT
	NUMBER	PERCENT	
ABIA	1,932	82.5	2,343
ADAMAWA	713	97.1	734
AKWA-IBOM	1,320	70	1,887
ANAMBRA	1,194	79.4	1,504
BAUCHI	1,134	50.6	2,241
BAYELSA	213	71	300
BENUE	1,153	63.7	1,811
BORNO	442	82.2	538
CROSS RIVER	1,070	73.5	1,456
DELTA	838	55.0	1,524
EBONYI	1,823	74.9	2,433
EDO	1,439	53.8	2,677
EKITI	510	55.0	928
ENUGU	1,283	89.6	1,432
GOMBE	480	53.1	904
IMO	1,760	87.1	2,020
JIGAWA	2,341	98.8	2,370
KADUNA	2,377	89.7	2,650
KANO	1,740	71.3	2,441
KATSINA	705	51.6	1,367
KEBBI	490	60.1	815
KOGI	774	75.4	1,027
KWARA	1,415	99.9	1,416
LAGOS	6,364	75.8	8,395
NASARAWA	1,979	76	2,604
NIGER	1,365	64.4	2,121
OGUN	1,418	57.5	2,465
ONDO	1,294	54.8	2,363
OSUN	1,581	52.6	3,007
OYO	4,038	65.9	6,131
PLATEAU	1,385	88	1,574
RIVERS	1,030	62.1	1,658
SOKOTO	691	81.1	852
TARABA	794	85.4	930
YOBE	77	75.5	102
ZAMFARA	670	54.2	1,236
FCT	2,685	95	2,825
NATIONAL	52,517	71.9	73,081

**TABLE 14: TOTAL EMPLOYMENT BY STATE AS AT DECEMBER 2017**

<b>STATE</b>	<b>MALE</b>	<b>FEMALE</b>	<b>TOTAL</b>	<b>PERCENT</b>
ABIA	38,817	53,925	92,742	3.2
ADAMAWA	22,413	6,536	28,949	1.0
AKWA-IBOM	28,213	46,546	74,759	2.6
ANAMBRA	19,840	39,776	59,616	2.1
BAUCHI	66,738	21,665	88,403	3.1
BAYELSA	4,669	7,214	11,883	0.4
BENUE	39,975	31,625	71,600	2.5
BORNO	15,037	6,198	21,234	0.7
CROSS RIVER	31,592	25,979	57,571	2.0
DELTA	28,618	31,694	60,311	2.1
EBONYI	41,798	54,531	96,329	3.3
EDO	61,024	44,793	105,817	3.7
EKITI	21,264	15,417	36,681	1.3
ENUGU	29,020	27,626	56,646	2.0
GOMBE	27,717	7,935	35,652	1.2
IMO	26,970	53,095	80,065	2.8
JIGAWA	31,514	9,476	40,990	1.4
KADUNA	77,076	48,663	125,739	4.4
KANO	113,293	35,860	149,153	5.2
KATSINA	49,034	4,797	53,830	1.9
KEBBI	27,625	4,487	32,112	1.1
KOGI	29,405	11,122	40,527	1.4
KWARA	31,607	24,372	55,980	1.9
LAGOS	182,246	149,697	331,943	11.5
NASARAWA	56,135	46,833	102,968	3.6
NIGER	48,413	35,425	83,838	2.9
OGUN	56,300	41,135	97,436	3.4
ONDO	58,676	34,673	93,350	3.2
OSUN	72,322	46,495	118,818	4.1
OYO	104,095	138,660	242,756	8.4
PLATEAU	31,406	30,863	62,269	2.2
RIVERS	30,368	35,519	65,887	2.3
SOKOTO	19,478	14,199	33,677	1.2
TARABA	22,565	14,180	36,746	1.3
YOBE	3,194	827	4,022	0.1
ZAMFARA	35,998	12,769	48,767	1.7
FCT	50,232	40,418	90,649	3.1
NATIONAL	1,634,686	1,255,028	2,889,715	100.0

**TABLE 15: EMPLOYMENT BY SECTOR AS AT DECEMBER 2017**

<b>SECTOR</b>	<b>MALE</b>	<b>FEMALE</b>	<b>TOTAL</b>	<b>PERCENT</b>
ACCOMODATION & FOOD SERVICES	133,879	76,527	210,406	7.3
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	15,161	6,569	21,730	0.8
AGRICULTURE	10,647	4,462	15,108	0.5
ARTS, ENTERTAINMENT AND RECREATION	1,310	544	1,854	0.1
CONSTRUCTION	8,736	1,433	10,168	0.4
EDUCATION	505,197	560,558	1,065,755	36.9
HUMAN HEALTH & SOCIAL WORKS	270,722	341,900	612,622	21.2
INFORMATION AND COMMUNICATION	5,794	3,251	9,045	0.3
MANUFACTURING	456,690	150,808	607,498	21.0
MINING & QUARRYING	7,940	5,358	13,298	0.5
OTHERS SERVICES ACTIVITIES	24,755	14,606	39,361	1.4
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	46,514	38,968	85,483	3.0
REAL ESTATE ACTIVITIES	8,029	2,664	10,693	0.4
TRANSPORT & STORAGE	26,639	6,072	32,711	1.1
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	279	79	358	0.0
WHOLESALE/RETAIL TRADE	112,396	41,228	153,624	5.3
<b>NATIONAL</b>	<b>1,634,686</b>	<b>1,255,028</b>	<b>2,889,714</b>	<b>100.0</b>

**Table 16: Education Qualification of Employees as at Dec. 2017**

<i>Education</i>	<i>Male</i>		<i>Female</i>		<i>Total</i>
	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	
NO EDUCATION	81,972	69.6	35,723	30.4	117,695
PRIMARY	101,786	61.1	64,872	38.9	166,658
JUNIOR SECONDARY SCHOOL (JSS)	77,312	66.6	38,846	33.4	116,158
SENIOR SECONDARY SCHOOL (SSS)	396,721	55.8	313,699	44.2	710,420
VOCATIONAL/COMMERCIAL	56,893	64.2	31,699	35.8	88,592
NCE/OND/NURSING	312,765	44.4	391,593	55.6	704,359
BA/B.SC/B.ED/HND	437,458	54.5	365,665	45.5	803,123
M.SC/M.A/M.ADMIN	59,465	61.0	38,031	39.0	97,496
DOCTORATE	24,317	72.9	9,042	27.1	33,359
OTHERS SPECIFY	27,802	53.6	24,052	46.4	51,854
<b>TOTAL</b>	<b>1,576,492</b>	<b>54.6</b>	<b>1,313,223</b>	<b>45.4</b>	<b>2,889,714</b>

**TABLE 17: AVERAGE YEARS OF APPRENTICESHIP**

<b>NUMBER OF YEARS</b>	<b>TOTAL NO OF ENTERPRISES</b>	<b>PERCENTAGE</b>
1 YEAR	4,704	23.9
2 YEARS	5,450	27.6
3 YEARS	3,593	18.2
4 YEARS	1,237	6.3
5 YEARS	958	4.9
6 ABOVE	3,779	19.2
<b>TOTAL</b>	<b>19,721</b>	<b>100.0</b>

TABLE 18: SKILLS GAP BY SECTOR

BUSINESS SECTOR	READY AVAILABILITY OF QUALIFIED ARTISANS		TOTAL NUMBER OF ENTERPRISES
	NUMBER	PERCENTAGE	
MANUFACTURING	13,055	76.4	17,094
MINING & QUARRYING	172	86.0	200
ACCOMODATION & FOOD SERVICES	4,117	67.4	6,108
AGRICULTURE	251	65.0	386
WHOLESALE/RETAIL TRADE	9,839	74.9	13,130
CONSTRUCTION	423	83.6	506
TRANSPORT & STORAGE	650	86.9	748
INFORMATION AND COMMUNICATION	455	73.3	621
EDUCATION	16,222	82.3	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	714	73.5	971
ARTS, ENTERTAINMENT AND RECREATION	126	66.7	189
OTHERS SERVICES ACTIVITIES	1,250	63.8	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDATION ACTIVITIES	6	66.7	9
REAL ESTATE ACTIVITIES	778	72.5	1,073
HUMAN HEALTH & SOCIAL WORKS	6,380	84.0	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	1,938	69.9	2,773
<b>TOTAL</b>	<b>56,377</b>	<b>77.1</b>	<b>73,081</b>



TABLE 19: TOTAL EMPLOYMENT BY STATE AS AT DECEMBER 2017/2013

STATE	2017			2013			Change	% Change
	Male	Female	Total	Male	Female	Total		
ABIA	38,817	53,925	92,742	28,851	11,062	39,913	52,829	132.36
ADAMAWA	22,413	6,536	28,949					
AKWA-IBOM	28,213	46,546	74,759	11,226	33,069	44,295	30,464	68.78
ANAMBRA	19,840	39,776	59,616	20,570	9,781	30,351	29,265	96.42
BAUCHI	66,738	21,665	88,403	26,460	30,624	57,083	31,320	54.87
BAYELSA	4,669	7,214	11,883	4,451	10,829	15,279	-3,396	(22.23)
BENUE	39,975	31,625	71,600	22,961	466	23,427	48,173	205.63
BORNO	15,037	6,198	21,234					
CROSS RIVER	31,592	25,979	57,571	12,156	30,973	43,129	14,442	33.49
DELTA	28,618	31,694	60,311	21,013	10,884	31,897	28,414	89.08
EBONYI	41,798	54,531	96,329	24,223	6,000	30,223	66,106	218.73
EDO	61,024	44,793	105,817	36,291	11,877	48,168	57,649	119.68
EKITI	21,264	15,417	36,681	11,935	26,548	38,483	-1,802	(4.68)
ENUGU	29,020	27,626	56,646	12,687	15,603	28,290	28,356	100.23
GOMBE	27,717	7,935	35,652	15,433	8,384	23,817	11,835	49.69
IMO	26,970	53,095	80,065	14,924	26,315	41,239	38,826	94.15
JIGAWA	31,514	9,476	40,990	17,979	9,315	27,294	13,696	50.18
KADUNA	77,076	48,663	125,739	30,645	83,487	114,132	11,607	10.17
KANO	113,293	35,860	149,153	46,941	29,343	76,284	72,869	95.52
KATSINA	49,034	4,797	53,830	23,404	11,993	35,397	18,433	52.08
KEBBI	27,625	4,487	32,112	17,492	3,027	20,520	11,592	56.49
KOGI	29,405	11,122	40,527	11,536	9,432	20,968	19,559	93.28
KWARA	31,607	24,372	55,980	1,572	10,596	12,168	43,812	360.06
LAGOS	182,246	149,697	331,943	161,017	176,406	337,423	-5,480	(1.62)
NASARAWA	56,135	46,833	102,968	19,219	20,144	39,363	63,605	161.59
NIGER	48,413	35,425	83,838	17,559	1,397	18,956	64,882	342.28
OGUN	56,300	41,135	97,436	26,725	9,548	36,273	61,163	168.62
ONDO	58,676	34,673	93,350	27,500	20,144	47,644	45,706	95.93
OSUN	72,322	46,495	118,818	39,059	16,534	55,593	63,225	113.73
OYO	104,095	138,660	242,756	147,200	59,501	206,701	36,055	17.44
PLATEAU	31,406	30,863	62,269	33,855	39,822	73,677	-11,408	(15.48)
RIVERS	30,368	35,519	65,887	46,055	43,665	89,720	-23,833	(26.56)
SOKOTO	19,478	14,199	33,677	10,761	20,144	30,905	2,772	8.97
TARABA	22,565	14,180	36,746	14,990	3,493	18,483	18,263	98.81
YOBE	3,194	827	4,022					
ZAMFARA	35,998	12,769	48,767	46,565	4,192	50,757	-1,990	(3.92)
FCT	50,232	40,418	90,649	30,645	65,323	95,967	-5,318	(5.54)
<b>Total</b>	<b>1,634,686</b>	<b>1,255,028</b>	<b>2,889,714</b>	<b>1,033,900</b>	<b>869,920</b>	<b>1,903,820</b>	<b>985,894</b>	<b>51.79</b>

**TABLE 20: PROFESSIONAL SERVICES USED BY SECTOR**

SECTOR	LAWYER		ACCOUNTANTS/AUDITORS		BUSINESS CONSULTANT		NONE		TOTAL NO OF ENTERPRISE
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	
MANUFACTURING	6,386	37.4	6,247	36.5	4,879	28.5	4,868	28.5	17,094
MINING & QUARRYING	121	60.5	137	68.5	103	51.5	40	20.0	200
ACCOMMODATION & FOOD SERVICES	3,829	62.7	3,956	64.8	2,364	38.7	850	13.9	6,108
AGRICULTURE	101	26.2	117	30.3	126	32.6	85	22.0	386
WHOLESALE/RETAIL TRADE	5,547	42.2	6,174	47.0	4,190	31.9	3,509	26.7	13,130
CONSTRUCTION	305	60.3	335	66.2	229	45.3	75	14.8	506
TRANSPORT & STORAGE	635	84.9	433	57.9	311	41.6	310	41.4	748
INFORMATION AND COMMUNICATION	215	34.6	219	35.3	219	35.3	191	30.8	621
EDUCATION	12,610	63.9	12,734	64.6	5,635	28.6	2,350	11.9	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	363	37.4	281	28.9	340	35.0	295	30.4	971
ARTS, ENTERTAINMENT AND RECREATION	50	26.5	45	23.8	42	22.2	77	40.7	189
OTHERS SERVICES ACTIVITIES	711	36.3	547	27.9	431	22.0	808	41.3	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	5	55.6	3	33.3	2	22.2	2	22.2	9
REAL ESTATE ACTIVITIES	872	81.3	529	49.3	547	51.0	26	2.4	1,073
HUMAN HEALTH & SOCIAL WORKS	4,385	57.7	5,075	66.8	2,504	33.0	983	12.9	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	2,038	73.5	2,136	77.0	1,297	46.8	373	13.5	2,773
<b>TOTAL</b>	<b>38,173</b>	<b>52.2</b>	<b>38,968</b>	<b>53.3</b>	<b>23,219</b>	<b>31.8</b>	<b>14,845</b>	<b>20.3</b>	<b>73,081</b>

TABLE 21: USE OF BUSINESS PLANS BY SECTOR

SECTOR	NO OF ENTERPRISE WITH PLAN	PERCENT	TOTAL
MANUFACTURING	9,755	57.1	17,094
MINING & QUARRYING	160	80.0	200
ACCOMODATION & FOOD SERVICES	3,865	63.3	6,108
AGRICULTURE	265	68.7	386
WHOLESALE/RETAIL TRADE	8,324	63.4	13,130
CONSTRUCTION	345	68.2	506
TRANSPORT & STORAGE	380	50.8	748
INFORMATION AND COMMUNICATION	407	65.5	621
EDUCATION	14,860	75.4	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	613	63.1	971
ARTS, ENTERTAINMENT AND RECREATION	117	61.9	189
OTHERS SERVICES ACTIVITIES	1,054	53.8	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	3	33.3	9
REAL ESTATE ACTIVITIES	652	60.8	1,073
HUMAN HEALTH & SOCIAL WORKS	4,530	59.6	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	2,225	80.2	2,773
<b>TOTAL</b>	<b>47,554</b>	<b>65.1</b>	<b>73,081</b>

TABLE 22: BUSINESS INSURANCE

BUSINESS SECTOR	INSURED		TOTAL NUMBER OF ENTERPRISES
	NUMBER	PERCENTAGE	
MANUFACTURING	4,466	26.1	17,094
MINING & QUARRYING	38	19.0	200
ACCOMODATION & FOOD SERVICES	2,893	47.4	6,108
AGRICULTURE	68	17.6	386
WHOLESALE/RETAIL TRADE	4,959	37.8	13,130
CONSTRUCTION	155	30.6	506
TRANSPORT & STORAGE	566	75.7	748
INFORMATION AND COMMUNICATION	124	20.0	621
EDUCATION	6,650	33.7	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	221	22.8	971
ARTS, ENTERTAINMENT AND RECREATION	30	15.9	189
OTHERS SERVICES ACTIVITIES	429	21.9	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	2	22.2	9
REAL ESTATE ACTIVITIES	389	36.3	1,073
HUMAN HEALTH & SOCIAL WORKS	3,276	43.1	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	2,055	74.1	2,773
<b>TOTAL</b>	<b>26,322</b>	<b>36.0</b>	<b>73,081</b>

**TABLE 23: PROMOTIONAL MEDIA BY THE ENTERPRISE**

<b>PROMOTIONAL CHANNELS</b>	<b>TOTAL NO OF ENTERPRISES</b>	<b>PERCENTAGE</b>
TELEVISION	12,089	16.5
NEWSPAPER ADVERTISEMENT	5,933	8.1
HANDBIL DISTRIBUTION	28,328	38.8
PERSON-TO-PERSON	36,789	50.3
RADIO ADVERTISEMENT	18,033	24.7
BILLBOARD	17,541	24.0
E-ADVERTS	10,510	14.4
OTHERS SPECIFY	3,294	4.5

**TABLE 24: BUSINESS ASSOCIATION MEMBERSHIP**

<b>BUSINESS ASSOCIATION</b>	<b>NUMBER</b>	<b>PERCENTAGE</b>
TRADE ASSOCIATION	26,779	36.6
PROFESSIONAL ASSOCIATION	25,033	34.3
TECHNICAL ASSOCIATION	5,170	7.1
COOPERATIVE SOCIETY	9,254	12.7
OTHERS SPECIFY	11,105	15.2

**TABLE 25 SUPPORT RECEIVED FROM ASSOCIATIONS**

<b>TYPES OF SUPPORT</b>	<b>TOTAL NO OF ENTERPRISES</b>	<b>PERCENTAGE</b>
LOAN	8,739	12.0
TRAINING	26,203	35.9
JOINT PERMIT FROM OVERNMENT	11,163	15.3
FACILITATION OF ACCESS TO QUALITY PRODUCT	10,306	14.1
MORAL	16,436	22.5
POLICE PROTECTION	9,708	13.3
BULK PURCHACES	6,330	8.7
MOTIVATION	17,254	23.6
DISSEMINATION OF IMFORMATION ON GOVERNMENT POLICIES	20,113	27.5

EDUCATION	16,197	22.2
ADVICE	29,145	39.9
MONITORING AND REGULATION	23,707	32.4
PROTECTION AGAINST HARASSMENT	20,261	27.7
AWARENESS FOR BEST PRACTICES	22,793	31.2
OTHERS SPECIFY	5,549	7.6

**TABLE 26: TOTAL ASSET VALUE (₦'MILLION) AS AT DECEMBER**

	2016	2017
	ESTIMATED TOTAL	ESTIMATED TOTAL
RESIDENTIAL BUILDING	251,664	131,811
NON-RESIDENTIAL BUILDING	919,927	946,143
MACHINERY & EQUIPMENT - COMPUTER	133,212	120,078
MACHINERY & EQUIPMENT - OTHERS	13,131	83,134
TRANSPORT EQUIPMENT - VAN	18,170	15,423
TRANSPORT EQUIPMENT - CAR	277,420	18,515
TRANSPORT EQUIPMENT - BUS	1,159,592	1,331,366
OFFICE FURNITURE	35,170	32,755
OTHERS SPECIFY	9,986	40,097
<b>OVERALL</b>	<b>2,818,272</b>	<b>2,719,322</b>

**TABLE 27: INITIAL START-UP CAPITAL**

INITIAL START-UP CAPITAL (₦'MILLION)	TOTAL NO OF ENTERPRISES	PERCENTAGE
LESS THAN 5 MILLION	50,463	69.1
5 TO 10	6,236	8.5
11 TO 20	3,850	5.3
21 - 30	1,489	2
31 - 40	639	0.9
41 AND ABOVE	4,626	6.3
NOT STATED	5,778	7.9
<b>TOTAL</b>	<b>73,081</b>	<b>100</b>

**TABLE28: TOTAL CAPITAL AS AT DECEMBER 2017 (NATIONAL)**

<b>TOTAL CAPITAL (#'MILLION)</b>	<b>TOTAL NO OF ENTERPRISES</b>	<b>PERCENTAGE</b>
BELOW 10	40,208	55.0
10 - 20	10,673	14.6
21 - 30	7,285	10.0
31 - 40	3,754	5.1
41 - 50	2,430	3.3
ABOVE 50	8,731	11.9
<b>TOTAL</b>	<b>73081</b>	<b>100.00</b>

**TABLE 29: SOURCE OF CAPITAL**

<b>SOURCE</b>	<b>NUMBER</b>	<b>PERCENTAGE</b>
PERSONAL SAVING	49,896	68.3
LOAN	15,755	21.6
FAMILY SOURCE	10,540	14.4
COOPERATIVE/ESUSU	4,854	6.6
GRANTS	2,409	3.3
OTHERS	6,321	8.6

TABLE 30: ACCESS TO BANK FINANCE BY STATE (SOLE PROPRIETORSHIP)

STATE	ACCESS		TOTAL NUMBER OF SOLE PROPRIETORSHIP
	NUMBER	PERCENT	
ABIA	771	46.7	1,650
ADAMAWA	203	55.3	367
AKWA-IBOM	701	49.5	1,416
ANAMBRA	592	65.5	904
BAUCHI	708	41.8	1,694
BAYELSA	77	30.4	253
BENUE	323	27.3	1,183
BORNO	193	100	193
CROSS RIVER	228	30.9	737
DELTA	464	44.2	1,049
EBONYI	939	46.3	2,028
EDO	582	34	1,710
EKITI	381	41.4	921
ENUGU	408	78.6	519
GOMBE	355	66.7	532
IMO	785	88.9	883
JIGAWA	2,143	95.6	2,241
KADUNA	680	50.3	1,353
KANO	1,367	75.2	1,818
KATSINA	846	79.1	1,069
KEBBI	220	37.2	591
KOGI	274	46.4	590
KWARA	99	37.6	263
LAGOS	2,065	36.1	5,725
NASARAWA	183	24.5	747
NIGER	429	26.2	1,639
OGUN	733	41.2	1,777
ONDO	483	34.2	1,413
OSUN	803	31.8	2,528
OYO	2,794	63.3	4,417
PLATEAU	141	28.7	491
RIVERS	623	52.8	1,179
SOKOTO	205	32	640
TARABA	281	52.7	533
YOBE	33	48.5	68
ZAMFARA	353	32.7	1,078
FCT	1,300	72.7	1,787
<b>National</b>	<b>23,765</b>	<b>49.5</b>	<b>47,986</b>

**TABLE 31: ACCESS TO FINANCE BY TYPE OF BANK (SUMMARY)**

BANK	TYPE OF BANK	
	NUMBER	PERCENTAGE
COMMERCIAL BANK	67,173	91.9
MICRO FINANCE BANK	3,414	4.7
DEVELOPMENT BANK	760	1
OTHERS SPECIFY	1,924	2.6
<b>TOTAL</b>	<b>73,081</b>	<b>100.0</b>

**TABLE 32A: SOURCE OF CAPITAL**

SOURCE OF CAPITAL	NUMBER 2017	PERCENT	NUMBER 2013	PERCENT
PERSONAL SAVING	49,896	68.3	47,664	65.4
LOAN	15,755	21.6	13,031	17.9
FAMILY SOURCE	10,540	14.4	8,759	12.0
COOPERATIVE/ESUSU	4,854	6.5	2,762	3.8
GRANTS	2,409	3.3	1,282	1.8
OTHERS	6,321	8.6	3,122	4.3
<b>TOTAL</b>	<b>73081</b>	<b>100.0</b>	<b>72,838</b>	<b>100.0</b>

**TABLE 32B: INITIAL START-UP CAPITAL**

INITIAL START -UP CAPITAL ( ₦Million)	NUMBER OF ENTERPRISES 2017	NUMBER OF ENTERPRISES 2013	Change	% Change
Below 10	54,703	53,917	786	1.46
10 to 20	5,845	4,178	1,667	39.90
21 - 30	1,489	637	852	133.75
31 - 40	639	264	375	142.05
41 - 50	3,822	380	3,442	905.79
Above 50	804	1537	-733	(47.69)
Not Stated	5,778	11,926	-6,148	(51.55)
<b>Total</b>	<b>73,081</b>	<b>72,839</b>	<b>242</b>	<b>0.33</b>



**TABLE 33: SOURCE OF MAIN RAW MATERIAL USED FOR BUSINESS OPERATIONS**

	LOCAL		FOREIGN		BOTH		Total No of Enterprises
MANUFACTURING	8,390	49.1	1,335	7.8	7,369	43.1	17,094
MINING & QUARRYING	93	46.5	25	12.5	82	41.0	200
ACCOMODATION & FOOD SERVICES	2,910	47.6	274	4.5	2,924	47.9	6,108
AGRICULTURE	266	68.9	18	4.7	102	26.4	386
WHOLESALE/RETAIL TRADE	5,061	38.5	1,848	14.1	6,221	47.4	13,130
CONSTRUCTION	250	49.4	102	20.2	154	30.4	506
TRANSPORT & STORAGE	266	35.6	62	8.3	420	56.1	748
INFORMATION AND COMMUNICATION	301	48.5	77	12.4	243	39.1	621
EDUCATION	11,292	57.3	891	4.5	7,536	38.2	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	453	46.7	114	11.7	404	41.6	971
ARTS, ENTERTAINMENT AND RECREATION	106	56.1	16	8.5	67	35.4	189
OTHERS SERVICES ACTIVITIES	1,004	51.3	73	3.7	881	45.0	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	1	11.1	1	11.1	7	77.8	9
REAL ESTATE ACTIVITIES	483	45.0	51	4.8	539	50.2	1,073
HUMAN HEALTH & SOCIAL WORKS	2,302	30.3	1,088	14.3	4,206	55.4	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	1,484	53.5	95	3.4	1,194	43.1	2,773
<b>TOTAL</b>	<b>34,662</b>	<b>47.4</b>	<b>6,070</b>	<b>8.3</b>	<b>32,349</b>	<b>44.3</b>	<b>73,081</b>

**TABLES 34: DAILY USAGE OF ALTERNATIVE SOURCES OF POWER**

HOW OFTEN	NUMBER	PERCENT
1-5 HOURS	32,606	44.6
6-10 HOURS	19,148	26.2
11-15 HOURS	10,358	14.2
16-20 HOURS	2,879	3.9
ABOVE 20 HOURS	3,736	5.1
NONE	4,354	6.0
<b>TOTAL</b>	<b>73,081</b>	<b>100</b>

**TABLE 35: DAILY USAGE OF ALTERNATIVE SOURCE OF POWER**

BUSINESS SECTOR	1 - 5 HOURS		6 - 10 HOURS		11 - 15 HOURS		16 - 20 HOURS		ABOVE 20 HOURS		NONE		TOTAL NO OF ENTERPRISES
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	
MANUFACTURING	7,839	45.9	5,136	30.0	1,623	9.5	775	4.5	894	5.2	827	4.8	17,094
MINING & QUARRYING	81	40.5	49	24.5	25	12.5	34	17.0	10	5.0	1	0.5	200
ACCOMODATION & FOOD SERVICES	1,827	29.9	1,774	29.0	1,075	17.6	614	10.1	698	11.4	120	2.0	6,108
AGRICULTURE	201	52.1	81	21.0	20	5.2	10	2.6	23	6.0	51	13.2	386
WHOLESALE/RETAIL TRADE	5,090	38.8	3,062	23.3	2,923	22.3	265	2.0	447	3.4	1,343	10.2	13,130
CONSTRUCTION	337	66.6	122	24.1	30	5.9	3	0.6	9	1.8	5	1.0	506
TRANSPORT & STORAGE	324	43.3	147	19.7	107	14.3	89	11.9	22	2.9	59	7.9	748
INFORMATION AND COMMUNICATION	261	42.0	220	35.4	67	10.8	44	7.1	13	2.1	16	2.6	621
EDUCATION	10,319	52.3	4,585	23.3	2,555	13.0	139	0.7	675	3.4	1,446	7.3	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	478	49.2	300	30.9	80	8.2	63	6.5	14	1.4	36	3.7	971
ARTS, ENTERTAINMENT AND RECREATION	91	48.1	42	22.2	27	14.3	6	3.2	8	4.2	15	7.9	189
OTHERS SERVICES ACTIVITIES	1,089	55.6	466	23.8	122	6.2	60	3.1	87	4.4	134	6.8	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	2	22.2	5	55.6	1	11.1	1	11.1	0	0.0	0	0.0	9
REAL ESTATE ACTIVITIES	603	56.2	381	35.5	31	2.9	46	4.3	0	0.0	12	1.1	1,073
HUMAN HEALTH & SOCIAL WORKS	2,754	36.3	1,903	25.1	1,381	18.2	655	8.6	786	10.8	117	1.5	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	1,310	47.2	875	31.6	291	10.5	75	2.7	50	1.8	172	6.2	2,773
<b>TOTAL</b>	<b>32,606</b>	<b>44.6</b>	<b>19,148</b>	<b>26.2</b>	<b>10,358</b>	<b>14.2</b>	<b>2,879</b>	<b>3.9</b>	<b>3,736</b>	<b>5.1</b>	<b>4,354</b>	<b>6.0</b>	<b>73,081</b>

**TABLE 36: HOURS OF SHIFT PER DAY**

<b>HOURS</b>	<b>NUMBER</b>	<b>PERCENT</b>
1-4HRS	2,546	13.6
5-8HRS	10,118	54.0
9-12HRS	4,967	26.5
13-16 HRS	130	0.7
20-24HRS	971	5.2
<b>TOTAL</b>	<b>18,732</b>	<b>100.0</b>

**TABLE 37: NUMBER OF ENTERPRISES OPERATING SHIFT BY SECTOR**

	ENTERPRISE WITH OPERATING SHIFT		TOTAL NUMBER OF ENTERPRISE
	NUMBER	PERCENT	
MANUFACTURING	2,106	12.3	17,094
MINING & QUARRYING	48	24.0	200
ACCOMODATION & FOOD SERVICES	4,295	70.3	6,108
AGRICULTURE	44	11.4	386
WHOLESALE/RETAIL TRADE	3,724	28.4	13,130
CONSTRUCTION	41	8.1	506
TRANSPORT & STORAGE	98	13.1	748
INFORMATION AND COMMUNICATION	36	5.8	621
EDUCATION	2,182	11.1	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	112	11.5	971
ARTS, ENTERTAINMENT AND RECREATION	12	6.3	189
OTHERS SERVICES ACTIVITIES	92	4.7	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	0	0.0	9
REAL ESTATE ACTIVITIES	21	2.0	1,073
HUMAN HEALTH & SOCIAL WORKS	5,825	76.7	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	96	3.5	2,773
<b>TOTAL</b>	<b>18,732</b>	<b>25.6</b>	<b>73,081</b>

**TABLE 38: MONTHS OF TEMPORARY CLOSURE**

<b>NUMBER OF MONTHS</b>	<b>TOTAL NO OF ENTERPRISES</b>	<b>PERCENTAGE</b>
1-3 MONTHS	5,105	48.9
4-6 MONTHS	2,396	22.9
7-9 MONTHS	894	8.6
10-12 MONTHS	1,041	10
12 MONTHS ABOVE	1,012	9.7
<b>TOTAL</b>	<b>10,447</b>	<b>100</b>

**TABLE 39: REASON FOR TEMPORARY CLOSURE**

	REASONS FOR TEMPORARY CLOSURE	
REASONS	TOTAL NO OF ENTERPRISES	PERCENTAGE
INADEQUATE POWER SUPPLY	2,412	23.1
DEMOLITION	1,009	9.7
LACK OF FUND	4,401	42.1
LATE PAYMENT OF TAXES	551	5.3
HOLIDAY PERIOD	1,783	17.1
LOAN REPAYMENT	485	4.6
ECONOMIC MELT DOWN	3,157	30.2
GOVERNMENT RESTRICTION	930	8.9
POLICY	1,439	13.8
CRISIS	1,679	16.1
VISITATION	83	0.8
LOW PATRONAGE	2,696	25.8
SOCIAL ENGAGEMENT	430	4.1
BREAK DOWN VEHICLE	632	6
TURN ROUND MAINTENANCE	1,286	12.3
SICKNESS	543	5.2
DEATH	633	6.1
OTHERS SPECIFY	860	8.2
<b>TOTAL NUMBER OF ENTERPRISE WITH CLOSURE</b>	<b>10,447</b>	

**TABLE40: MARKET CHANNEL OF PRODUCT(S)**

MARKET CHANNELS	NUMBER	PERCENTAGE
SAME LOCALITY	51,554	70.5
SAME TOWN	53,115	72.7
SAME STATE	52,905	72.4
NIGERIA ONLY	45,849	62.7
AFRICA ONLY	1258	1.7
ECOWAS	1,501	2.1
WORLDWIDE	1,388	1.9
<b>TOTAL NUMBER OF ENTERPRISE</b>	<b>73,081</b>	

TABLE 41: E-COMMERCE BY SECTOR

SECTORS	NO OF ENTERPRISE WITH E-COMMENCE		OVERALL NUMBER OF ENTERPRISE
	No.	%	
MANUFACTURING	2,763	16.2	17,094
MINING & QUARRYING	22	11.0	200
ACCOMODATION & FOOD SERVICES	1,643	26.9	6,108
AGRICULTURE	45	11.7	386
WHOLESALE/RETAIL TRADE	2,432	18.5	13,130
CONSTRUCTION	43	8.5	506
TRANSPORT & STORAGE	229	30.6	748
INFORMATION AND COMMUNICATION	219	35.3	621
EDUCATION	4,619	23.4	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	266	27.4	971
ARTS, ENTERTAINMENT AND RECREATION	42	22.2	189
OTHERS SERVICES ACTIVITIES	473	24.2	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	0	0.0	9
REAL ESTATE ACTIVITIES	218	20.3	1,073
HUMAN HEALTH & SOCIAL WORKS	1,270	16.7	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	890	32.1	2,773
<b>TOTAL</b>	<b>15,176</b>	<b>20.8</b>	<b>73,081</b>

TABLE 42: AVERAGE CUSTOMER PER DAY

NUMBER	TOTAL NO OF ENTERPRISES	PERCENTAGE
BELOW 10	18,016	24.7
10 - 20	14,873	20.4
21 - 30	4,324	5.9
31 - 40	1,686	2.3
41 - 50	3,590	4.9
ABOVE 50	8,370	11.5
NO RESPONSE	22,221	30.4
<b>TOTAL</b>	<b>73081</b>	<b>100.0</b>

**Table 43 Average Monthly Sales/ Turnover by Economic Sector**

<b>ECONOMIC SECTOR</b>	<b>2017</b>	<b>2013</b>
MANUFACTURING	16,804,593	7,612,399
MINING & QUARRYING	2,395,875	4,949,013
ACCOMMODATION & FOOD SERVICES	27,503,550	3,016,532
AGRICULTURE	110,986,034	125,801,443
WHOLESALE/RETAIL TRADE	22,928,087	10,406,487
CONSTRUCTION	44,635,672	29,408,581
TRANSPORT & STORAGE	9,506,204	13,652,849
INFORMATION AND COMMUNICATION	8,770,143	9,450,967
EDUCATION	3,620,161	2,243,500
ADMINISTRATIVE AND SUPPORT ACTIVITIES	9,125,516	10,345,168
ARTS, ENTERTAINMENT AND RECREATION	2,586,232	5,788,754
OTHERS SERVICES ACTIVITIES	5,285,175	2,265,854
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDATION ACT	1,741,250	2,282,024
REAL ESTATE ACTIVITIES	1,808,001	
HUMAN HEALTH & SOCIAL WORKS	23,714,355	
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	24,814,971	
<b>Total</b>	<b>280,227,836</b>	<b>227,225,584</b>

**TABLE 44 EXPORT OF PRODUCT(S)/SERVICE BY SECTOR**

SECTORS	NO OF ENTERPRISE WITH EXPORTABLE PRODUCTS		OVERALL NUMBER OF ENTERPRISE
	NUMBER	%	
MANUFACTURING	1176	6.9	17,094
MINING & QUARRYING	21	10.5	200
ACCOMODATION & FOOD SERVICES	124	2.0	6,108
AGRICULTURE	13	3.4	386
WHOLESALE/RETAIL TRADE	540	4.1	13,130
CONSTRUCTION	13	2.6	506
TRANSPORT & STORAGE	341	45.6	748
INFORMATION AND COMMUNICATION	36	5.8	621
EDUCATION	95	0.5	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	14	1.4	971
ARTS, ENTERTAINMENT AND RECREATION	5	2.6	189
OTHERS SERVICES ACTIVITIES	24	1.2	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	2	22.2	9
REAL ESTATE ACTIVITIES	0	0.0	1,073
HUMAN HEALTH & SOCIAL WORKS	93	1.2	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	32	1.2	2,773
TOTAL	2,529	3.5	73,081

TABLE 45 VALUE OF EXPORT BY SECTOR (MILLION NAIRA)

	BELOW 10		10 TO 20		21 - 30		31 - 40		ABOVE 40		TOTAL
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	
MANUFACTURING	828	70.4	78	6.6	0	0	33	2.8	237	20.1	1176
MINING & QUARRYING	21	100	0	0	0	0	0	0	0	0	21
ACCOMODATION & FOOD SERVICES	102	82.3	22	17.7	0	0	0	0	0	0	124
AGRICULTURE	10	72.7	0	0	0	0	0	0	4	27.3	13
WHOLESALE/RETAIL TRADE	433	80.2	55	10.2	0	0	0	0	52	9.6	540
CONSTRUCTION	13	100	0	0	0	0	0	0	0	0	13
TRANSPORT & STORAGE	162	47.6	0	0	4	1.2	0	0	175	51.3	341
INFORMATION AND COMMUNICATION	30	81.9	7	18.1	0	0	0	0	0	0	36
EDUCATION	95	100	0	0	0	0	0	0	0	0	95
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	14	100	0	0	0	0	0	0	0	0	14
ARTS, ENTERTAINMENT AND RECREATION	5	100	0	0	0	0	0	0	0	0	5
OTHERS SERVICES ACTIVITIES	24	100	0	0	0	0	0	0	0	0	24
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	0	0	0	0	0	0	2	100	0	0	2
HUMAN HEALTH & SOCIAL WORKS	58	62.5	0	0	23	25	12	12.5	0	0	93
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	13	39.2	0	0	0	0	0	0	20	60.8	32
<b>TOTAL</b>	<b>1,807</b>	<b>71.4</b>	<b>161</b>	<b>6.4</b>	<b>27</b>	<b>1.1</b>	<b>47</b>	<b>1.9</b>	<b>487</b>	<b>19.3</b>	<b>2,529</b>

TABLE 46: COMPARISM OF PERFORMANCE

SEVERITY	NUMBER (2015 WITH 2016)	PERCENTAGE	NUMBER (2016 WITH 2017)	PERCENTAGE
BETTER	49282	67.4	37944	51.9
WORSE	8826	12.1	14745	20.2
SAME	12455	17.0	17734	24.3
DON'T KNOW	2518	3.4	2658	3.6
<b>TOTAL</b>	<b>73081</b>	<b>100.0</b>	<b>73081</b>	<b>100.0</b>



**TABLE 47: MAJOR GOVERNMENT POLICY THAT AFFECT BUSINESS MOST FAVOURABLY**

<b>MOST FAVOURABLE POLICY</b>	<b>NUMBER</b>	<b>PERCENTAGE</b>
ENVIRONMENTAL SANITATION	37,408	51.2
INFRASTRUCTURE/SOCIAL AMENITIES	27,174	37.2
IMPORTATION OF RAW MATERIAL	10,373	14.2
LOW TAXES	18,940	25.9
LOW EXCHANGE RATE	11,130	15.2
INTERVENTION FUND	10,359	14.2
LOW ELECTRICITY TARIFF	17,508	24.0
POLITICAL STABILITY	21,401	29.3
LOW INTEREST RATE	11,857	16.2
FERTILIZER SUBSIDY	5,446	7.5
OTHERS SPECIFY	4,762	6.5
<b>TOTAL NO OF ENTERPRISES</b>	<b>73,081</b>	

**TABLE 48: MAJOR GOVERNMENT POLICIES THAT AFFECT BUSINESS MOST UNFAVOURABLY**

<b>MOST UNFAVOURABLE POLICY</b>	<b>NUMBER</b>	<b>PERCENTAGE</b>
HIGH ELECTRICITY TARIFF	57,774	79.1
DEMOLITION	15,256	20.9
HIGH TAXES	55,531	76.0
TRAFFIC LAWS	13,794	18.9
TRADE PERMIT	19,371	26.5
WITHDRAWAL OF SUBSIDIES	22,264	30.5
PROHIBITION OF SALES OF CERTAIN GOODS	11,254	15.4
CUSTOM DUTIES	14,899	20.4
BANNING OF IMPORTATION OF GOODS	16,271	22.3
HIGH INTEREST RATE	35,496	48.6
EMBARGO ON LOAN FACILITIES	19,692	26.9
OTHERS SPECIFY	2,689	3.7

**TABLE 49: AWARENESS OF NEW FEDERAL GOVERNMENT INITIATIVES**

<b>ITEMS</b>	<b>NUMBER</b>	<b>PERCENT</b>
NATIONAL MSMES CLINICS	13,654	58.9
NIGERIAN PUBLIC PROCUREMENT ACT	8,126	35
NATIONAL COLLATERAL REGISTRY	1,414	6.1
<b>TOTAL</b>	<b>23,194</b>	<b>100</b>

TABLE 50: AWARENESS OF NEW FEDERAL GOVERNMENT INITIATIVES BY STATE

STATE	NATIONAL MSMES CLINICS		NIGERIAN PUBLIC PROCUREMENT ACT		NATIONAL COLLATERAL REGISTRY		TOTAL
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	
ABIA	386	76.4	87	17.2	32	6.4	506
ADAMAWA	115	63.9	62	34.7	2	1.4	180
AKWA-IBOM	1,148	96.3	44	3.7	0	0	1,192
ANAMBRA	541	57.1	387	40.8	20	2.1	948
BAUCHI	280	54.6	142	27.7	91	17.7	512
BAYELSA	52	62.6	31	37.4	0	0	83
BENUE	66	14.7	167	37	218	48.3	452
BORNO	73	33.3	138	63.1	8	3.6	220
CROSS RIVER	95	14.7	549	85.1	2	0.2	645
DELTA	311	77.9	88	22.1	0	0	399
EBONYI	189	22.4	437	52	216	25.6	842
EDO	402	91.2	38	8.5	1	0.2	441
EKITI	152	47.5	167	52.1	1	0.4	320
ENUGU	33	53.7	29	46.3	0	0	62
GOMBE	46	32.4	52	36.6	44	31	143
IMO	217	30	464	63.9	44	6.1	725
JIGAWA	1,040	72.1	403	27.9	0	0	1,443
KADUNA	457	47.9	468	49.1	28	3	954
KANO	349	56.4	270	43.6	0	0	620
KATSINA	120	39.6	171	56.4	12	4.1	304
KEBBI	100	67.6	48	32.4	0	0	148
KOGI	487	90.3	52	9.7	0	0	539
KWARA	145	89.9	4	2.5	12	7.6	161
LAGOS	1,413	49.9	1,247	44	171	6.1	2,831
NASARAWA	1,115	98.1	21	1.8	1	0.1	1,137
NIGER	85	34.1	136	55	27	10.9	248
OGUN	760	95.4	30	3.8	6	0.8	797
ONDO	561	70.6	218	27.5	15	1.9	795
OSUN	462	55.8	257	31	109	13.2	827
OYO	1,013	56.3	719	40	67	3.7	1,799
PLATEAU	326	57.7	163	28.8	76	13.5	565
RIVERS	316	42	372	49.4	64	8.5	752
SOKOTO	123	50.5	120	49.5	0	0	243
TARABA	42	19.6	133	62.8	37	17.6	212
YOBE	11	46.7	10	43	2	10.3	23
ZAMFARA	273	55.4	199	40.5	20	4.1	492
FCT	349	55.1	201	31.8	84	13.2	634
<b>TOTAL</b>	<b>13,654</b>	<b>58.9</b>	<b>8,126</b>	<b>35</b>	<b>1,414</b>	<b>6.1</b>	<b>23,194</b>

**TABLE 51: AWARENESS OF SMEDAN BY SECTOR**

SECTOR	AWARENESS OF SMEDAN		TOTAL NUMBER OF ENTERPRISES
	NUMBER	PERCENTAGE	
MANUFACTURING	10,184	59.6	17,094
MINING & QUARRYING	123	61.3	200
ACCOMODATION & FOOD SERVICES	3,761	61.6	6,108
AGRICULTURE	265	68.7	386
WHOLESALE/RETAIL TRADE	7,116	54.2	13,130
CONSTRUCTION	278	54.9	506
TRANSPORT & STORAGE	437	58.5	748
INFORMATION AND COMMUNICATION	409	65.9	621
EDUCATION	13,859	70.3	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	481	49.5	971
ARTS, ENTERTAINMENT AND RECREATION	102	54.1	189
OTHERS SERVICES ACTIVITIES	1,097	56.0	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDATION ACTIVITIES	4	44.4	9
REAL ESTATE ACTIVITIES	656	61.1	1,073
HUMAN HEALTH & SOCIAL WORKS	5313	69.9	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	2174	78.4	2,773
TOTAL	46259	63.3	73,081

TABLE52: AWARENESS OF SMEDAN BY STATE

STATE	AWARENESS OF SMEDAN		TOTAL NUMBER OF ENTERPRISE
	NUMBER	PERCENTAGE	
ABIA	1,120	47.8	2,343
ADAMAWA	476	64.9	734
AKWA-IBOM	1,532	81.2	1,887
ANAMBRA	1,047	69.6	1,504
BAUCHI	1,238	55.2	2,241
BAYELSA	188	62.7	300
BENUE	1,564	86.4	1,811
BORNO	376	69.9	538
CROSS RIVER	973	66.8	1,456
DELTA	626	41.1	1,524
EBONYI	2,052	84.3	2,433
EDO	1,865	69.7	2,677
EKITI	691	74.5	928
ENUGU	676	47.2	1,432
GOMBE	678	75	904
IMO	1,126	55.7	2,020
JIGAWA	2,122	89.5	2,370
KADUNA	1,662	62.7	2,650
KANO	1,483	60.8	2,441
KATSINA	1,263	92.4	1,367
KEBBI	540	66.3	815
KOGI	777	75.7	1,027
KWARA	1,136	80.2	1,416
LAGOS	5,504	65.6	8,395
NASARAWA	1,376	52.8	2,604
NIGER	1,007	47.5	2,121
OGUN	1,351	54.8	2,465
ONDO	1,601	67.8	2,363
OSUN	1,605	53.4	3,007
OYO	2,485	40.5	6,131
PLATEAU	1,016	64.5	1,574
RIVERS	1,167	70.4	1,658
SOKOTO	687	80.6	852
TARABA	617	66.3	930
YOBE	80	78.4	102
ZAMFARA	872	70.6	1,236
FCT	1,679	59.4	2,825
<b>TOTAL</b>	<b>46,259</b>	<b>63.3</b>	<b>73,081</b>

**TABLE 53: SOURCE OF INFORMATION ABOUT SMEDAN**

MEDIA	NUMBER	PERCENT
RADIO	26,306	56.9
TELEVISION	26,366	57.0
NEWSPAPER	20,772	44.9
PERSON-PERSON	21,856	47.2
INTERNET/SOCIAL MEDIA	10,909	23.6
OTHERS SPECIFY	1,285	2.8
NUMBER OF ENTERPRISES WHO ARE AWARE	46,259	

**TABLE 54: MAJOR CHALLENGES MILITATING AGAINST ENTERPRISES DEVELOPMENT IN NIGERIA**

SMEDAN SERVICES	NUMBER	PERCENTAGE
LACK OF ACCESS TO FINANCE	65,507	89.6
LACK OF WORK SPACE	23,741	32.5
WEAK INFRASTRUCTURE	41,775	57.2
LACK OF INTREPRENEURSHIP/VOCATIONAL TRAINING	38,967	53.3
OBSOLETE EQUIPMENT	29,751	40.7
LACK OF ACCESS TO RESEARCH & DEVELOPMENT	34,495	47.2
INCONSISTENT POLICIES	42,616	58.3
OTHERS SPECIFY	3,678	5

**TABLE 55: MEASURES BY SMEDAN TO ALLEVIATE CHALLENGES**

<b>MEASURE TO ALLEVIATE CHALLENGES</b>	<b>NUMBER</b>	<b>PERCENTAGE</b>
ENTREPRENEURSHIP TRAINING	52,433	71.7
VOCATIONAL SKILL UPGRADING	40,438	55.3
FACILITATION OF ACCESS TO MARKET	32,784	44.9
FACILITATION OF ACCESS TO FINANCE	63,795	87.3
BUSINESS COUNSELLING/ MONITORING	38,938	53.3
FACILITATION OF PRODUCT QUALITY CONTROL & CERTIFICATION	29,101	39.8
FACILITATION OF ACCESS TO INFORMATION	43,213	59.1
OTHERS SPECIFY	4,030	5.5

**TABLE 56: TOP PRIORITY AREAS OF ASSISTANCE**

<b>AREA OF ASSISTANCE</b>	<b>NUMBER</b>	<b>PERCENTAGE</b>
GOOD TRANSPORT FACILITIES	39,881	54.6
ADEQUATE AND REGULAR POWER AND WATER SUPPLY	61,015	83.5
REDUCES TAX RATE	53,439	73.1
REDUCE INTEREST RATE	33,996	46.5
REGULAR FUEL SUPPLY AT APPROVED RATE	36,898	50.5
FINANCING/FINANCIAL ASSISTANCE	49,616	67.9
PROVIDE FARM INPUTS(SPEED, SEEDLING, EQUIPMENT, FERTILIZER ETC)	7,819	10.7
PROVISION OF INFRASTRUCTURE (ACCESS ROAD, MARKET ETC)	29,945	41.0
PROVIDE SECURITY	42,301	57.9
OTHERS SPECIFY	1,548	2.1

**TABLE 57: SMEDAN SERVICES BENEFITED FROM**

<b>SMEDAN SERVICES</b>	<b>NUMBER</b>	<b>PERCENTAGE</b>
ENTREPRENEURSHIP TRAINING	29,779	68.6
VOCATIONAL SKILL UPGRADING	9,377	21.6
FACILITATION OF ACCESS TO MARKET	9,724	22.4
FACILITATION OF ACCESS TO FINANCE	9,507	21.9
BUSINESS COUNSELLING/ MONITORING	12,545	28.9
FACILITATION OF PRODUCT QUALITY CONTROL & CERTIFICATION	3,907	9
FACILITATION OF ACCESS TO INFORMATION	8,725	20.1
OTHERS SPECIFY	1,519	3.5
<b>TOTAL ENTERPRISES BENEFITED</b>	<b>43,410</b>	<b>59.4</b>

**TABLE 58: BENEFIT FROM SMEDAN SERVICE BY SECTOR**

<b>SECTOR</b>	<b>SMEs BENEFITTED</b>		<b>TOTAL NO OF ENTERPRISES</b>
	<b>NUMBER</b>	<b>PERCENTAGE</b>	
MANUFACTURING	9,887	55.9	17,094
MINING & QUARRYING	115	57.7	200
ACCOMODATION & FOOD SERVICES	3,529	57.8	6,108
AGRICULTURE	249	64.4	386
WHOLESALE/RETAIL TRADE	6,678	50.9	13,130
CONSTRUCTION	261	51.6	506
TRANSPORT & STORAGE	410	54.8	748
INFORMATION AND COMMUNICATION	384	61.8	621
EDUCATION	13,005	66.0	19,719
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	451	46.5	971
ARTS, ENTERTAINMENT AND RECREATION	96	50.6	189
OTHERS SERVICES ACTIVITIES	1,029	52.6	1,958
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDATION ACTIVITIES	4	41.7	9
REAL ESTATE ACTIVITIES	616	57.4	1,073
HUMAN HEALTH & SOCIAL WORKS	4,986	65.6	7,596
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	2,040	73.6	2,773
<b>TOTAL</b>	<b>43,410</b>	<b>59.4</b>	<b>73,081</b>

**TABLE59: BENEFIT FROM SMEDAN SERVICE BY STATES**

STATE	BENEFITTED		TOTAL NO OF ENTERPRISES
	NUMBER	PERCENTAGE	
ABIA	1,042	44.5	2,343
ADAMAWA	443	60.3	734
AKWA-IBOM	1,425	75.5	1,887
ANAMBRA	974	64.7	1,504
BAUCHI	1,200	53.5	2,241
BAYELSA	175	58.3	300
BENUE	1,455	80.3	1,811
BORNO	350	65.0	538
CROSS RIVER	745	51.2	1,456
DELTA	582	38.2	1,524
EBONYI	1,908	78.4	2,433
EDO	1,734	64.8	2,677
EKITI	682	73.5	928
ENUGU	629	43.9	1,432
GOMBE	631	69.8	904
IMO	1,047	51.8	2,020
JIGAWA	1,973	83.3	2,370
KADUNA	1,546	58.3	2,650
KANO	1,379	56.5	2,441
KATSINA	1,175	85.9	1,367
KEBBI	502	61.6	815
KOGI	723	70.4	1,027
KWARA	1,056	74.6	1,416
LAGOS	5,384	64.1	8,395
NASARAWA	1,317	50.6	2,604
NIGER	937	44.2	2,121
OGUN	1,321	53.6	2,465
ONDO	1,489	63.0	2,363
OSUN	1,501	49.9	3,007
OYO	2,311	37.7	6,131
PLATEAU	945	60.0	1,574
RIVERS	1,085	65.5	1,658
SOKOTO	639	75.0	852
TARABA	574	61.7	930
YOBE	74	72.9	102
ZAMFARA	811	65.6	1,236
FCT	1,648	58.3	2,825
<b>TOTAL</b>	<b>43,410</b>	<b>59.4</b>	<b>73,081</b>



**TABLE 60A: AWARENESS OF SMEDAN 2017/2013**

SECTOR	AWARENESS OF SMEDAN 2017		AWARENESS OF SMEDAN 2013	
	NUMBER	PERCENTAGE	NUMBER	PERCENTAGE
MANUFACTURING	10,184	59.6	7,043	53.94
MINING & QUARRYING	123	61.3	141	59.78
ACCOMODATION & FOOD SERVICES	3,761	61.6	3,618	53.18
AGRICULTURE	265	68.7	893	60.51
WHOLESALE/RETAIL TRADE	7,116	54.2	7,247	50.17
CONSTRUCTION	278	54.9	355	66.61
TRANSPORT & STORAGE	437	58.5	404	50.46
INFORMATION AND COMMUNICATION	409	65.9	275	61.16
EDUCATION	13,859	70.3	13,620	46.55
ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	481	49.5	1,344	47.24
ARTS, ENTERTAINMENT AND RECREATION	102	54.1	104	41.89
OTHERS SERVICES ACTIVITIES	1,097	56	1,401	52.57
WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDIATION ACTIVITIES	4	44.4	13	53.63
REAL ESTATE ACTIVITIES	656	61.1		
HUMAN HEALTH & SOCIAL WORKS	5,313	69.9		
PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	2,174	78.4		
<b>TOTAL</b>	<b>46,259</b>	<b>63.3</b>	<b>36,457</b>	<b>50.05</b>

**TABLE 60B: SMEDAN SERVICES BEFFITED FROM**

SMEDAN SERVICES	NUMBER 2017	PERCENT	NUMBER 2013	PERCENT
ENTREPRENEURSHIP TRAINING	29,799	68.6	8,803	22.53
VOCATIONAL SKILL UPGRADING	9,377	21.6	4,181	10.7
FACILITATION OF ACCESS TO MARKET	9,724	22.4	3,403	8.71
FACILITATION OF ACESS TO FINANCE	9,507	21.9	5,222	13.37
BUSINESS COUNSELLING/ MONITORING	12,545	28.9	7,210	18.45
FACILITATION OF PRODUCT QUALITY CONTROL & CERTIFICATION	3,907	9	2,533	6.48
FACILITATION OF ACCESS TO INFORMATION	8,725	20.1	7,153	18.31
OTHERS SPECIFY	1,519	3.5	566	1.45
<b>TOTAL ENTERPRISES BENEFITED</b>	<b>43,410</b>	<b>59.4</b>	<b>39,071</b>	<b>53.6</b>

## TABLES FOR MICRO ENTERPRISES

**Table 61: Number of Micro Enterprises by State, 2017**

State	Number	Percentage
Abia	959,803	2.3
Adamawa	689,571	1.7
Akwa-Ibom	1,357,412	3.3
Anambra	1,233,676	3
Bauchi	1,016,997	2.5
Bayelsa	548,049	1.3
Benue	1,578,658	3.8
Borno	691,111	1.7
Cross River	1,020,384	2.5
Delta	1,560,679	3.8
Ebonyi	590,355	1.4
Edo	924,944	2.2
Ekiti	1,017,510	2.5
Enugu	1,088,620	2.6
Gombe	538,205	1.3
Imo	1,400,848	3.4
Jigawa	834,200	2
Kaduna	1,931,387	4.7
Kano	1,824,961	4.4
Katsina	1,659,304	4
Kebbi	708,541	1.7
Kogi	996,748	2.4
Kwara	802,418	1.9
Lagos	3,329,156	8
Nasarawa	385,489	0.9
Niger	1,066,792	2.6
Ogun	1,178,109	2.8
Ondo	1,058,025	2.6
Osun	1,370,908	3.3
Oyo	1,909,475	4.6
Plateau	815,430	2
River	2,129,780	5.1
Sokoto	706,341	1.7
Taraba	520,759	1.3
Yobe	784,044	1.9
Zamfara	736,929	1.8
FCT	504,329	1.2
Total	41,469,947	100

Table 62: Number of Micro Enterprises by State, 2017 vs 2013

State	Number 2017	Number 2013	Change	% Change
Abia	959,803	904,721	55,082	6.09
Adamawa	689,571	-	-	0
Akwa-ibom	1,357,412	1,319,607	37,805	2.86
Anambra	1,233,676	1,223,395	10,281	0.84
Bauchi	1,016,997	944,503	72,494	7.68
Bayelsa	548,049	541,332	6,717	1.24
Benue	1,578,658	1,479,145	99,513	6.73
Borno	691,111	-	-	0
Cross river	1,020,384	921,256	99,128	10.76
Delta	1,560,679	1,536,158	24,521	1.6
Ebonyi	590,355	577,216	13,139	2.28
Edo	924,944	898,084	26,860	2.99
Ekiti	1,017,510	964,179	53,331	5.53
Enugu	1,088,620	1,064,893	23,727	2.23
Gombe	538,205	527,230	10,975	2.08
Imo	1,400,848	1,296,386	104,462	8.06
Jigawa	834,200	820,001	14,199	1.73
Kaduna	1,931,387	1,635,453	295,934	18.09
Kano	1,824,961	1,794,358	30,603	1.71
Katsina	1,659,304	1,216,604	442,700	36.39
Kebbi	708,541	692,104	16,437	2.37
Kogi	996,748	967,431	29,317	3.03
Kwara	802,418	717,909	84,509	11.77
Lagos	3,329,156	3,224,324	104,832	3.25
Nasarawa	385,489	382,086	3,403	0.89
Niger	1,066,792	977,240	89,552	9.16
Ogun	1,178,109	1,165,848	12,261	1.05
Ondo	1,058,025	1,026,770	31,255	3.04
Osun	1,370,908	1,356,174	14,734	1.09
Oyo	1,909,475	1,864,954	44,521	2.39
Plateau	815,430	786,504	28,926	3.68
River	2,129,780	1,749,911	379,869	21.71
Sokoto	706,341	700,106	6,235	0.89
Taraba	520,759	513,973	6,786	1.32
Yobe	784,044	-	-	0
Zamfara	736,929	722,360	14,569	2.02
FCT	504,329	482,365	21,964	4.55
Total	41,469,947	36,994,578	4,475,369	12.1

Table 63: Number of Micro Enterprises by Sector, 2017

Sector Classification	Number	Percentage
Agriculture	8,687,580	20.9
Mining & quarrying	79,188	0.2
Manufacturing	3,722,292	9
Water supply, sewerage, waste management and remediation activities	79,714	0.2
Construction	904,639	2.2
Wholesale/retail trade	17,533,925	42.3
Transport & storage	1,274,270	3.1
Accommodation & food services	2,351,498	5.7
Information and communication	128,105	0.3
Real estate activities	41,515	0.1
Professional, scientific and technical works	733,023	1.8
Administrative and support service activities	42,357	0.1
Education	43,930	0.1
Human health & social works	230,727	0.6
Arts, entertainment and recreation	187,003	0.5
Others services activities	5,430,181	13.1
<b>Total</b>	<b>41,469,947</b>	<b>100</b>

Table 64: Ownership Status by Sector, 2017

Sector Classification	Sole Proprietorship		Partnership		Faith Based Organization		Others		Total	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Agriculture	8,648,462	21.47	124,385	13.8	700	0.6	49,838	28.0	8,823,385	21.3
Mining & quarrying	71,057	0.18	4,664	0.5		0.0		0.0	75,721	0.2
Manufacturing	3,517,721	8.73	75,321	8.4	6,561	5.9	881	0.5	3,600,485	8.7
Water supply, sewerage, waste management and remediation activities	78,558	0.20	965	0.1		0.0		0.0	79,523	0.2
Construction	919,431	2.28	16,429	1.8	4,275	3.8	2,413	1.4	942,547	2.3
Wholesale/retail trade	17,013,011	42.24	361,995	40.2	74,677	67.1	10,390	5.8	17,460,074	42.1
Transport & storage	1,207,034	3.00	87,263	9.7	6,867	6.2	15,591	8.8	1,316,755	3.2
Accommodation & food services	2,217,199	5.50	30,726	3.4	4,186	3.8		0.0	2,252,111	5.4
Information and communication	128,245	0.32	6,108	0.7		0.0		0.0	134,353	0.3
Real estate activities	42,572	0.11	968	0.1		0.0		0.0	43,540	0.1
Professional, scientific and technical works	736,364	1.83	16,299	1.8	1,816	1.6	770	0.4	755,249	1.8
Administrative and support service activities	38,837	0.10	1,367	0.2		0.0	2,476	1.4	42,680	0.1
Education	20,902	0.05	4,525	0.5		0.0	20,645	11.6	46,072	0.1
Human health & social works	227,237	0.56	4,774	0.5	1,451	1.3	4,558	2.6	238,021	0.6
Arts, entertainment and recreation	179,006	0.44	12,055	1.3		0.0	958	0.5	192,018	0.5
Others services activities	5,233,776	12.99	153,686	17.0	10,730	9.6	69,222	38.9	5,467,414	13.2
Total	40,279,412	100.00	901,529	100.0	111,264	100	177,742	100.0	41,469,947	100.0

**Table 65: Sex of Owners by Economic Sector (Sole proprietorship), 2017**

Sector Classification	Male		Female		Total	
	Number	Percent	Number	Percent	Number	Percent
Agriculture	7,341,335	84.9	1,307,128	15.1	8,648,463	100
Mining & quarrying	36,873	51.9	34,186	48.1	71,058	100
Manufacturing	1,102,060	31.3	2,415,663	68.7	3,517,722	100
Water supply, sewerage, waste management and remediation activities	53,637	68.3	24,921	31.7	78,558	100
Construction	915,192	99.5	4,238	0.5	919,431	100
Wholesale/retail trade	6,043,466	35.5	10,969,545	64.5	17,013,011	100
Transport & storage	1,176,265	97.5	30,769	2.5	1,207,034	100
Accommodation & food services	293,694	13.2	1,923,505	86.8	2,217,199	100
Information and communication	96,224	75.0	32,020	25.0	128,244	100
Real estate activities	42,572	100.0		0.0	42,572	100
Professional, scientific and technical works	648,773	88.1	87,590	11.9	736,363	100
Administrative and support service activities	30,546	78.7	8,290	21.3	38,837	100
Education	14,771	70.7	6,131	29.3	20,902	100
Human health & social works	112,407	49.5	114,829	50.5	227,236	100
Arts, entertainment and recreation	137,986	77.1	41,019	22.9	179,006	100
Others services activities	2,622,987	50.1	2,610,789	49.9	5,233,776	100
<b>Total</b>	<b>20,668,789</b>	<b>51.3</b>	<b>19,610,623</b>	<b>48.7</b>	<b>40,279,412</b>	<b>100</b>

**Table 66: Business Registration by Sector, 2017**

Sector Classification	Registered	
	Number	Percent
Agriculture	107,456	1.2
Mining & quarrying	5,372	7.1
Manufacturing	106,536	3
Water supply, sewerage, waste management and remediation activities	10,426	13.1
Construction	31,133	3.3
Wholesale/retail trade	268,521	1.5
Transport & storage	46,238	3.5
Accommodation & food services	31,694	1.4
Information and communication	7,901	5.9
Real estate activities	8,995	20.7
Professional, scientific and technical works	22,193	2.9
Administrative and support service activities	5,665	13.3
Education	7,426	16.1
Human health & social works	64,728	27.2
Arts, entertainment and recreation	19,286	10
Others services activities	110,877	2
Total	854,446	2.1

Table 67: Number of Micro Enterprises by Sector (Informal), 2017

SECTOR	2017		2013	
	Number	Percentage	Number	Percentage
Agriculture	8,687,580	20.9	3,300,778	8.9
Mining & quarrying	79,188	0.2	70,443	0.2
Manufacturing	3,722,292	9	4,887,395	13.2
Water supply, sewerage, waste management and remediation activities	79,714	0.2	7,875	0
Construction	904,639	2.2	731,303	2
Wholesale/retail trade	17,533,925	42.3	20,224,627	54.7
Transport & storage	1,274,270	3.1	1,760,932	4.8
Accommodation & food services	2,351,498	5.7	2,039,517	5.5
Information and communication	128,105	0.3	335,604	0.9
Real estate activities	41,515	0.1		
Professional, scientific and technical works	733,023	1.8		
Administrative and support service activities	42,357	0.1	213,724	0.68
Education	43,930	0.1	104,420	0.3
Human health & social works	230,727	0.6		
Arts, entertainment and recreation	187,003	0.5	390,609	1.1
Others services activities	5,430,181	13.1	2,927,351	7.91
<b>Total</b>	<b>41,469,947</b>	<b>100</b>	<b>36,994,578</b>	<b>100</b>



**Table 68: Ownership Structure, 2017**

<b>Business</b>	<b>Number</b>	<b>Percent</b>
Sole Proprietorship	40,279,412	97.1
Partnership	901,528	2.2
Faith Based Organization	111,264	0.3
Others	177,742	0.4
<b>Total</b>	<b>41,469,946</b>	<b>100</b>

**Table 69: Age of Owner (Sole proprietorship), 2017**

<b>Age-group</b>	<b>Number</b>	<b>Percent</b>
Below 20	3,933,816	9.8
20-25	2,655,869	6.6
26-35	12,149,936	30.2
36-50	16,211,843	40.2
51-60	5,327,947	13.2
<b>Total</b>	<b>40,279,412</b>	<b>100</b>

**Table 70: Educational Qualification of Owners (Sole-Proprietorship), 2017**

<b>Highest Qualification Attained</b>	<b>Number</b>	<b>Percent</b>
No Education	9,584,976	23.80
Below Primary	1,486,334	3.69
Primary	8,721,153	21.65
JSS	3,038,119	7.54
Vocational/Commercial	362,742	0.90
SSS	12,430,208	30.86
NCE/ND/Nursing	2,234,102	5.55
B.Sc./B. Art /HND	1,526,270	3.79
M.Sc./M. Art/M. Admin	61,261	0.15
Others	834,246	2.07
<b>Total</b>	<b>40,279,412</b>	<b>100</b>

**Table 71: Ownership Status by Business Registration Compliance, 2017**

<b>Form of ownership</b>	<b>Registered</b>	
	<b>Number</b>	<b>Percent</b>
Sole Proprietorship	755,782	1.9
Partnership	73,700	8.2
Faith Based Organization	13,358	12.0
Others	11,604	6.5
<b>Total</b>	<b>854,445</b>	<b>2.1</b>

Ownership Status	Number	Percent	Number	Percent
	2017		2013	
Sole Proprietorship	40,279,412	97.1	36,158,903	97.7
Partnership	901,528	2.2	473,351	1.3
Private Limited Liability Company	-	-	219,429	0.6
Cooperative	-	-	34,956	0.1
Faith Based Organization	111,264	0.3	997	0.0
Others	177,742	0.4	106,942	0.3
<b>Total</b>	<b>41,469,947</b>	<b>100.0</b>	<b>36,994,578</b>	<b>100.0</b>

**Table 73: Awareness of Regulatory Bodies, 2017**

Agency	Number	Percent
CAC	2,687,793	23.7
Consumer Protection council	2,564,771	21.0
NAFDAC	8,405,807	73.1
Standard organisation of Nigeria	2,727,289	23.7
FIRS	4,013,476	33.3
Nigeria Custom Service	7,049,715	59.5
Nigeria immigration Service	4,732,246	42.5
Bureau for Public Procurement(BPP)	3,593,359	25.4

**Table 74: Number of Enterprises registered by State, 2017**

	<b>Number</b>	<b>Percent</b>
Abia	31,896	3.3
Adamawa	13,464	1.9
Akwa-ibom	67,165	4.8
Anambra	24,292	1.9
Bauchi	5,171	0.5
Bayelsa	4,001	0.7
Benue	11,179	0.7
Borno	54,017	7.5
Cross river	82,741	8.5
Delta	53,540	3.3
Ebonyi	10,460	1.7
Edo	11,879	1.3
Ekiti	20,490	2
Enugu	10,295	0.9
Gombe	8,918	1.6
Imo	14,453	1.1
Jigawa	6,294	0.7
Kaduna	13,355	0.8
Kano	24,641	1.3
Katsina	7,244	0.6
Kebbi	4,918	0.7
Kogi	12,187	1.2
Kwara	4,680	0.6
Lagos	53,156	1.6
Nasarawa	7,659	1.9
Niger	13,440	1.3
Ogun	25,273	2
Ondo	12,213	1.1
Osun	18,359	1.3
Oyo	15,008	0.8
Plateau	5,429	0.7
River	127,553	6.9
Sokoto	18,628	2.5
Taraba	3,687	0.7
Yobe	27,486	3.3
.Zamfara	26,186	3.4
Fct	3,090	0.6
<b>Total</b>	<b>854,445</b>	<b>2.1</b>

Table 75: Employment in Micro Enterprises (MEs) by State as at December, 2017

STATE	NUMBER OF EMPLOYEES AS AT DECEMBER 2017		SOLE PROPRIETORSHIP (OWNER OF BUSINESS) 2017		OTHERS FORMS OF BUSINESS	Total		
	Male	Female	Male	Female		Male	Female	TOTAL
ABIA	161,220	94,851	344,221	603,176	7,105	505,441	698,027	1,210,574
ADAMAWA	63,167	5,530	456,813	255,770	9,839	519,980	261,301	791,120
AKWA-IBOM	245,587	244,334	537,321	831,533	32,853	782,908	1,075,868	1,891,628
ANAMBRA	188,755	33,859	547,577	744,392	-	736,332	778,251	1,514,583
BAUCHI	610,981	25,377	829,197	170,917	3,152	1,440,178	196,294	1,639,624
BAYELSA	9,319	6,851	267,543	301,071	3,617	276,862	307,922	588,400
BENUE	123,578	15,918	397,342	1,128,623	39,127	520,920	1,144,541	1,704,588
BORNO	73,874	-	585,308	46,522	85,394	659,182	46,522	791,098
CROSS RIVER	154,515	44,071	585,063	353,794	34,983	739,578	397,866	1,172,427
DELTA	210,270	99,661	761,613	861,931	5,030	971,883	961,592	1,938,505
EBONYI	111,476	101,909	355,460	244,886	9,224	466,936	346,795	822,955
EDO	570,718	81,341	311,196	580,392	55,912	881,914	661,734	1,599,559
EKITI	572,574	286,117	427,900	590,904	2,390	1,000,474	877,021	1,879,885
ENUGU	123,502	198,977	476,393	650,377	-	599,895	849,353	1,449,248
GOMBE	74,088	1,194	420,796	121,583	16,570	494,884	122,777	634,231
IMO	117,108	75,415	656,771	699,717	17,889	773,879	775,132	1,566,900
JIGAWA	96,474	20,538	543,174	211,272	112,359	639,649	231,810	983,818
KADUNA	608,339	43,781	1,545,940	175,126	9,417	2,154,279	218,907	2,382,603
KANO	820,335	37,070	977,906	884,467	42,330	1,798,242	921,537	2,762,110

Table 75: Employment in Micro Enterprises (MEs) by State as at December, 2017 – Continued

STATE	NUMBER OF EMPLOYEES AS AT DECEMBER 2017		SOLE PROPRIETORS (OWNERS OF BUSINESSES) 2017		OTHERS FORMS OF BUSINESS		Total	
	Male	Female	Male	Female	Male	Female	Male	Female
KATSINA	86,445	14,795	544,568	707,931	41,130	631,013	722,726	1,394,868
KEBBI	116,116	5,464	603,462	94,347	39,505	719,578	99,811	858,893
KOGI	136,256	96,121	449,345	554,753	19,547	585,601	650,874	1,256,022
KWARA	159,653	21,072	439,400	316,970	3,254	599,052	338,042	940,349
LAGOS	1,114,758	439,963	1,096,959	2,306,437	14,906	2,211,716	2,746,400	4,973,022
NASARAWA	564,437	141,772	273,981	121,077	9,230	838,418	262,849	1,110,497
NIGER	228,844	44,356	436,322	580,621	16,071	665,165	624,977	1,306,213
OGUN	461,089	169,519	565,039	582,067	90,078	1,026,128	751,586	1,867,791
ONDO	644,984	139,762	531,583	524,040	30,809	1,176,567	663,802	1,871,179
OSUN	518,609	204,826	664,043	754,028	19,691	1,182,652	958,854	2,161,196
OYO	923,483	184,113	553,372	1,424,009	3,602	1,476,855	1,608,122	3,088,579
PLATEAU	323,246	67,198	444,752	362,854	22,176	767,997	430,052	1,220,225
RIVER	701,654	251,959	993,364	821,368	44,050	1,695,017	1,073,327	2,812,395
SOKOTO	119,196	32,510	567,897	146,897	25,993	687,093	179,407	892,493
TARABA	372,112	38,399	387,158	150,164	5,988	759,271	188,562	953,821
YOBE	296,563	102,543	678,925	110,636	32,719	975,487	213,179	1,221,385
ZAMFARA	78,182	44,406	186,695	304,377	274,746	264,877	348,783	888,406
FCT	68,273	22,940	224,394	291,593	9,849	292,668	314,533	617,050
Total	11,849,781	3,438,512	20,668,789	19,610,623	1,190,535	32,518,570	23,049,135	56,758,240

**Table 76: Employment by Sector and Gender (Dec. 2017)**

Sector classification	Male		Female		Total	
	Number	Percent	Number	Percent	Number	Percent
Agriculture	3,424,379	29.5	1,098,927	30.0	4,523,306	29.6
Mining and Quarrying	49,223	0.4			49,223	0.3
Manufacturing	6,408,501	55.1	845,407	23.1	7,253,908	47.4
Water Supply, Sewerage	36,588	0.3	7,598	0.2	44,186	0.3
Construction	218,506	1.9	59,610	1.6	278,116	1.8
Wholesale and Retail	787,055	6.8	758,014	20.7	1,545,069	10.1
Transportation and Storage	55,111	0.5		0.0	55,111	0.4
Accommodation and Food Services	66,363	0.6	369,186	10.1	435,549	2.8
Information and Communication	28,917	0.2	7,293	0.2	36,209	0.2
Administration and Support Services	2,877	0.0	3,058	0.1	5,936	0.0
Education	40,449	0.3	25,203	0.7	65,652	0.4
Arts, entertainment and Recreation	89,817	0.8	46,661	1.3	136,478	0.9
Other Services	416,792	3.6	442,759	12.1	859,551	5.6
Total	11,624,578	100	3,663,715	100	15,288,293	100

Table 77: Educational Qualification Attained by Employees

Qualification Attained by worker	Sex	Form of Ownership					Total
		Sole Proprietorship	Partnership	Faith Based Organization	Others	Total	
No Education	Male	3,737,317	223,322			3,960,639	
	Female	1,083,413	83,188			1,166,600	
Below Primary	Male	513,190	23,507			536,697	
	Female	115,580	6,161			121,741	
Primary	Male	1,689,673	65,267	12,645		1,767,584	
	Female	624,494	16,028	10,954		651,475	
JSS	Male	908,880	53,314		5,796	967,990	
	Female	379,740				379,740	
Vocational/Commercial	Male	353,906	15,877			369,784	
	Female	129,492				129,492	
SSS	Male	2,969,507	147,862	3,640		3,121,009	
	Female	1,243,195	50,125			1,293,320	
NCE/OND/Nursing	Male	306,205	9,782			315,986	
	Female	150,162	5,395			155,557	
B.A/B.Sc/B.Ed/HND	Male	167,728	2,362			170,090	
	Female	129,399				129,399	
M.Sc/M.A/M.Admin	Male	1,550				1,550	
	Female	45,001				45,001	
Doctorate	Male	4,636				4,636	
	Female					-	
		14,553,068	702,190	27,238	5,796	15,288,293	

Table 78: Skills Gap by Sector, 2017

Sector Classification	Qualified Artisans Readily Available	
	Number	Percent
Agriculture	3,195,455	36.78
Mining & quarrying	49,605	62.64
Manufacturing	1,230,618	33.06
Water supply, sewerage, waste management and remediation activities	40,023	50.21
Construction	457,521	50.57
Wholesale/retail trade	5,652,415	32.24
Transport & storage	482,445	37.86
Accommodation & food services	680,001	28.92
Information and communication	34,905	27.25
Real estate activities	28,287	68.14
Professional, scientific and technical works	368,546	50.28
Administrative and support service activities	24,485	57.81
Education	19,266	43.86
Human health & social works	130,607	57.6
Arts, entertainment and recreation	106,180	57
Others services activities	1,774,571	32.68
<b>Total</b>	<b>14,274,932</b>	<b>34.42</b>



Table 79: Employment in Micro Enterprises (MES) by State (Employees only), 2017

State	Sex														
	Male						Female						Total		
	Number 2017	Percent	Number 2013	Percent	Number 2017	Percent	Number 2013	Percent	Number 2017	Percent	Number 2017	Percent	Number 2013		
Abia	505,441	1.6	1,093,463	3.1	698,027	3.0	874,947	3.9	1,210,574	2.1	1,968,410	-			
Adamawa	519,980	1.6		-	261,301	1.1		-	791,120	1.4					
Akwa- Ibom	782,908	2.4	1,101,991	3.1	1,075,868	4.7	1,062,345	4.7	1,891,628	3.3	2,164,336				
Anambra	736,332	2.3	741,653	2.1	778,251	3.4	699,395	3.1	1,514,583	2.7	1,441,048				
Bauchi	1,440,178	4.4	1,282,225	3.6	196,294	0.9	23,426	0.1	1,639,624	2.9	1,305,651				
Bayelsa	276,862	0.9	325,322	0.9	307,922	1.3	293,108	1.3	588,400	1.0	618,430				
Benue	520,920	1.6	1,147,627	3.3	1,144,541	5.0	819,527	3.6	1,704,588	3.0	1,967,154				
Borno	659,182	2.0		-	46,522	0.2		-	791,098	1.4					
Cross River	739,578	2.3	804,170	2.3	397,866	1.7	643,940	2.9	1,172,427	2.1	1,448,110				
Delta	971,883	3.0	533,737	1.5	961,592	4.2	1,869,839	8.3	1,938,505	3.4	2,403,576				
Ebonyi	466,936	1.4	889,667	2.5	346,795	1.5	240,756	1.1	822,955	1.4	1,130,423				
Edo	881,914	2.7	755,873	2.1	661,734	2.9	527,277	2.3	1,599,559	2.8	1,283,150				
Ekiti	1,000,474	3.1	716,777	2	877,021	3.8	723,993	3.2	1,879,885	3.3	1,440,770				
Enugu	599,895	1.8	855,020	2.4	849,353	3.7	601,920	2.7	1,449,248	2.6	1,456,940				
Gombe	494,884	1.5	1,659,926	4.7	122,777	0.5	172,505	0.8	634,231	1.1	1,832,431				
Imo	773,879	2.4	858,003	2.4	775,132	3.4	602,331	2.7	1,566,900	2.8	1,460,334				
Jigawa	639,649	2.0	778,176	2.2	231,810	1.0	161,931	0.7	983,818	1.7	940,107				
Kaduna	2,154,279	6.6	2,071,929	5.9	218,907	0.9	295,531	1.3	2,382,603	4.2	2,367,460				

Table 79: Employment in Micro Enterprises (MES) by State (Employees only), 2017 – continued

STATE	Sex														
	Male						Female						Total		
	Number 2017	Percent	Number 2013	Percent	Number 2017	Percent	Number 2013	Percent	Number 2017	Percent	Number 2013	Percent	Number 2017	Percent	Number 2013
Kano	1,798,242	5.5	2,009,734	5.7	921,537	4.0	327,544	1.5	2,762,110	4.9	2,337,278	4.9	2,762,110	4.9	2,337,278
Katsina	631,013	1.9	1,682,090	4.8	722,726	3.1	273,144	1.2	1,394,868	2.5	1,955,234	2.5	1,394,868	2.5	1,955,234
Kebbi	719,578	2.2	1,034,035	2.9	99,811	0.4	59,897	0.3	858,893	1.5	1,093,932	1.5	858,893	1.5	1,093,932
Kogi	585,601	1.8	2,897,835	8.2	650,874	2.8	1,312,771	5.8	1,256,022	2.2	4,210,606	2.2	1,256,022	2.2	4,210,606
Kwara	599,052	1.8	438,935	1.2	338,042	1.5	574,264	2.5	940,349	1.7	1,013,199	1.7	940,349	1.7	1,013,199
Lagos	2,211,716	6.8	2,379,713	6.7	2,746,400	11.9	3,197,299	14.2	4,973,022	8.8	5,577,012	8.8	4,973,022	8.8	5,577,012
Nasarawa	838,418	2.6	348,701	1	262,849	1.1	164,964	0.7	1,110,497	2.0	513,665	2.0	1,110,497	2.0	513,665
Niger	665,165	2.0	725,552	2.1	624,977	2.7	246,391	1.1	1,306,213	2.3	971,943	2.3	1,306,213	2.3	971,943
Ogun	1,026,128	3.2	1,004,908	2.8	751,586	3.3	747,949	3.3	1,867,791	3.3	1,752,857	3.3	1,867,791	3.3	1,752,857
Ondo	1,176,567	3.6	282,442	0.8	663,802	2.9	845,032	3.7	1,871,179	3.3	1,127,474	3.3	1,871,179	3.3	1,127,474
Osun	1,182,652	3.6	547,016	1.6	958,854	4.2	1,049,513	4.7	2,161,196	3.8	1,596,529	3.8	2,161,196	3.8	1,596,529
Oyo	1,476,855	4.5	1,664,976	4.7	1,608,122	7.0	1,837,567	8.1	3,088,579	5.4	3,502,543	5.4	3,088,579	5.4	3,502,543
Plateau	767,997	2.4	911,418	2.6	430,052	1.9	288,342	1.3	1,220,225	2.1	1,199,760	2.1	1,220,225	2.1	1,199,760
River	1,695,017	5.2	1,158,797	3.3	1,073,327	4.7	1,395,049	6.2	2,812,395	5.0	2,553,846	5.0	2,812,395	5.0	2,553,846
Sokoto	687,093	2.1	1,048,176	3	179,407	0.8	31,105	0.1	892,493	1.6	1,079,281	1.6	892,493	1.6	1,079,281
Taraba	759,271	2.3	509,727	1.4	188,562	0.8	51,712	0.2	953,821	1.7	561,439	1.7	953,821	1.7	561,439
Yobe	975,487	3.0	-	-	213,179	0.9	-	-	1,221,385	2.2	-	2.2	1,221,385	2.2	-
Zamfara	264,877	0.8	721,057	2	348,783	1.5	239,717	1.1	888,406	1.6	960,774	1.6	888,406	1.6	960,774
FCT	292,668	0.9	295,696	0.8	314,533	1.4	304,993	1.4	617,050	1.1	600,689	1.1	617,050	1.1	600,689
<b>Total</b>	<b>32,518,570</b>	<b>100</b>	<b>35,276,366</b>	<b>100</b>	<b>23,049,135</b>	<b>100.0</b>	<b>22,560,025</b>	<b>100</b>	<b>56,758,240</b>	<b>100.0</b>	<b>57,836,391</b>	<b>100.0</b>	<b>56,758,240</b>	<b>100.0</b>	<b>57,836,391</b>

**TABLE 80: Use of Professional Services, 2017**

	Number	Percentage
NONE	34,320,571	82.8
LAWYER	544,900	1.3
ACCOUNTANTS/AUDITORS	798,340	1.9
BUSINESS CONSULTANT	5,201,753	12.5
OTHERS	884,864	2.1

Table 80A: Professional Services by Economic Sector, 2017

	None		Lawyer		Accountants /Auditors		Business Consultant		Other		Total
	Number	percent	Number	percent	Number	percent	Number	percent	Number	percent	
Agriculture	7,133,241	82.1	57,115	7.7	71,488	8.8	1,125,230	13.0	300,506	3.5	8,687,580
Mining & quarrying	64,938	82.0	6,428	8.1	2,135	2.7	2,422	3.1	3,265	4.1	79,188
Manufacturing	2,899,158	77.9	45,675	1.2	89,608	2.4	656,376	17.6	31,476	0.8	3,722,292
Water supply, sewerage, waste management	61,087	76.6	5,030	6.3	781	1.0	11,481	14.4	1,335	1.7	79,714
Construction	716,805	79.2	34,559	3.8	25,301	2.8	95,921	10.6	32,052	3.5	904,639
Wholesale/retail trade	14,986,632	85.5	187,451	85.5	275,216	1.6	1,858,143	10.6	226,483	1.3	17,533,925
Transport & storage	964,147	75.7	48,094	75.7	44,175	3.5	162,733	12.8	55,121	4.3	1,274,270
Accommodation & food services	1,791,638	76.2	24,616	76.2	150,529	76.2	366,007	15.6	18,708	0.8	2,351,498
Information and communication	85,363	66.6	6,683	66.6	2,025	1.6	25,426	19.8	8,608	6.7	128,105
Real estate activities	6,511	15.7	18,046	15.7	10,064	24.2	5,080	12.2	1,815	4.4	41,515
Professional, scientific and technical works	580,971	79.3	19,886	79.3	15,545	2.1	102,816	14.0	13,805	1.9	733,023
Administrative and support service activities	36,313	85.7	4,300	85.7	-	.0	1,744	4.1	-	0.0	42,357
Education	29,719	67.7	3,078	67.7	11,132	25.3	-	0.0	-	0.0	43,930
Human health & social works	178,126	77.2	5,817	77.2	4,696	13.6	34,587	15.0	7,499	3.3	230,727
Arts, entertainment and recreation	157,882	84.4	1,469	84.4	7,653	4.1	19,999	10.7	-	0.0	187,003
Others services activities	4,347,558	80.1	76,651	80.1	87,993	1.6	733,788	13.5	184,191	3.4	5,430,181
Total	34,040,090	82.1	544,900	1.3	798,340	1.9	5,201,753	12.5	884,864	2.1	41,469,947

Table 81: Number of Enterprises with Business Plans by Sector, 2017

Sector Classification	Number	Percent
Agriculture	1,576,847	18.2
Mining & quarrying	36,110	45.6
Manufacturing	787,801	21.2
Water supply, sewerage, waste management and remediation activities	42,240	53.0
Construction	254,869	28.2
Wholesale/retail trade	4,666,479	26.6
Transport & storage	319,935	25.1
Accommodation & food services	498,203	21.2
Information and communication	56,496	44.1
Real estate activities	29,360	70.7
Professional, scientific and technical works	229,031	31.2
Administrative and support service activities	17,222	40.7
Education	18,735	42.6
Human health & social works	96,015	41.6
Arts, entertainment and recreation	48,447	25.9
Others services activities	1,437,970	26.5
Total	10,115,759	24.4

**Table 82: Number of Enterprises Insured by Sectors, 2017**

Sector Classification	Insured	
	Number	Percent
Agriculture	255,763	18.6
Mining & quarrying	9,413	0.7
Manufacturing	82,534	6.0
Water supply, sewerage, waste management and remediation activities	13,267	1.0
Construction	42,968	3.1
Wholesale/retail trade	598,263	43.5
Transport & storage	116,844	8.5
Accommodation& food services	33,733	2.5
Information and communication	4,829	0.4
Real estate activities	5,140	0.4
Professional, scientific and technical works	105,746	7.7
Administrative and support service activities		-
Education	6,397	0.5
Human health & social works	4,915	0.4
Arts, entertainment and recreation	15,072	1.1
Others services activities	80,757	5.9
<b>Total</b>	<b>1,375,639</b>	<b>100.0</b>

**Table 83: Number of Establishments by Channel of Promotion, 2017**

Promotion Media	Number	Percent
TELEVISION	1,815,903	19.6
NEWSPAPER ADVERTISEMENT	610,682	6.6
HANDBILL DISTRIBUTION		-
PERSON-TO-PERSON	2,851,997	30.8
RADIO ADVERTISEMENT	3,632,986	39.2
INTERNET/SOCIAL MEDIA	274,352	3.0
BILLBOARD		-
OTHERS	82,103	0.9
Total	9,268,022	100.0

**Table 84: Enterprises Operating Online Businesses by Sector, 2017**

S/N	Sectors	Online Businesses	
		Number	Percent
1	Agriculture	37,384	5.0
2	Mining & quarrying	5,364	0.7
3	Manufacturing	113,118	15
4	Water supply, sewerage, waste management and remediation activities	2,277	0.3
5	Construction	26,288	3.5
6	Wholesale/retail trade	221,161	29.4
7	Transport & storage	24,996	3.3
8	Accommodation & food services	29,048	3.9
9	Information and communication	29,019	3.9
10	Real estate activities	11,249	1.5
11	Professional, scientific and technical works	24,884	3.3
12	Administrative and support service activities	7,502	1
13	Education	1,855	0.2
14	Human health & social works	1,870	0.2
15	Arts, entertainment and recreation	25,324	3.4
16	Others services activities	191,769	25.5
	<b>Total</b>	<b>753,109</b>	<b>100</b>

TABLE 85: BUSINESS ASSOCIATION

BUSINESS ASSOCIATION	NUMBER	PERCENTAGE
TRADE ASSOCIATION	6,555,064	15.8
PROFESSIONAL ASSOCIATION	1,036,240	2.5
TECHNICAL ASSOCIATION	716,258	1.7
COOPERATIVE SOCIETY	1,298,323	3.1
OTHERS	968,793	15.2
NONE	27,162,791	65.5



**Table 86: Support Received from Association, 2017**

Types of Support	Received Support	
	Number	Percent
LOAN	2,568,306	6.2
TRAINING	1,703,518	4.1
JOINT PERMIT FROM GOVERNMENT	747,427	1.8
FACILITATION OF ACCESS TO QUALIFY PRODUCT	671,495	1.6
MORAL	1,898,457	4.6
POLICE PROTECTION	920,055	2.2
BULK PURCHASES	979,814	2.4
MOTIVATION	1,494,995	3.6
DISSEMINATION OF INFORMATION ON GOVT POLICIES	627,037	1.5
EDUCATION		
ADVICE		
MONITORING AND REGULATION		
PROTECT MEMEBERS AGAINST GOVT HARASSMENT		
AWARENESS FOR BEST PRACTICES		
OTHERS	2,068,157	5.0

**Table 87: Number of Enterprises Insured by Sectors, 2017**

Sector Classification	Insured			
	2017		2013	
	Number	Percent	Number	Percent
Agriculture	255,763	18.59	353,585	17.8
Mining & quarrying	9,413	0.68	9,596	0.5
Manufacturing	82,534	6	202,896	10.2
Water supply, sewerage, waste management and remediation activities	13,267	0.96	-	0
Construction	42,968	3.12	52,679	2.6
Wholesale/retail trade	598,263	43.49	856,258	43
Transport & storage	116,844	8.49	198,541	10
Accommodation & food services	33,733	2.45	72,949	3.7
Information and communication	4,829	0.35	33,361	1.7
Real estate activities	5,140	0.37		0
Professional, scientific and technical works	105,746	7.69		0
Administrative and support service activities		-	14,464	0.7
Education	6,397	0.47	11,192	0.6
Human health & social works	4,915	0.36		0
Arts, entertainment and recreation	15,072	1.1	33,491	1.7
Others services activities	80,757	5.87	143,417	7.2
<b>Total</b>	<b>1,375,638</b>	<b>100</b>	<b>1,989,796</b>	<b>100</b>

**Table 88: Initial Start-up Capital, 2017**

<b>Amount (N'000)</b>	<b>Number</b>	<b>Percent</b>
Below 50	26,440,176	63.8
50-100	8,556,105	20.6
101-200	3,269,416	7.9
201-300	1,284,475	3.1
301-400	477,946	1.2
401-500	589,607	1.4
501-600	130,330	0.3
601-700	134,170	0.3
701-800	114,340	0.3
801-900	46,575	0.1
901-1000	115,307	0.3
Above 1000	311,499	0.8
<b>Total</b>	<b>41,469,946</b>	<b>100</b>

Table 89: Start-Up Capital by Sector (N'000), 2017

Sector Classification	Below 50	50 - 100	101 - 200	201 - 300	301 - 400	401 - 500	501 - 600	601 - 700	701 - 800	801 - 900	901 - 1000	Above 1000	Total
Agriculture	6,121,027	1,634,990	446,287	184,301	45,675	119,386	22,661	30,243	4,531	3,974	18,261	56,244	8,687,580
Mining & quarrying	34,221	15,224	21,430	4,842		897	1,785		788				79,188
Manufacturing	2,881,602	468,675	224,015	49,217	12,806	42,351	11,824	1,054	3,842			26,906	3,722,292
Water supply, sewerage, waste management and remediation activities	47,506	7,156	13,427	1,308	3,327			896				6,094	79,714
Construction	602,973	154,762	59,016	47,971	21,301	6,488		4,023		2,368		5,737	904,639
Wholesale/retail trade	10,567,212	4,153,343	1,469,563	534,872	225,947	246,019	41,210	23,501	62,515	25,335	71,716	112,692	17,533,925
Transport & storage	211,765	266,250	283,593	165,280	74,145	82,718	32,027	52,950	23,536	10,470	12,306	59,229	1,274,270
Accommodation & food services	1,901,857	306,278	63,484	40,943	4,023	13,017	6,090	10,605	4,023			1,178	2,351,498
Information and communication	33,492	46,965	36,771		5,857	5,020							128,105
Real estate activities	5,119	13,626	7,485	3,821	2,025	4,300						5,140	41,515
Professional, scientific and technical works	406,369	147,972	99,420	44,384	4,317	16,329			6,094			8,138	733,023
Administrative and support service activities	16,123	7,324	12,717		2,368	3,825							42,357
Education	25,250	4,697	6,972		1,281	2,207	1,029					2,494	43,930
Human health & social works	96,508	55,217	54,286	12,833	1,576		3,709		3,076			3,522	230,727
Arts, entertainment and recreation	96,045	47,958	26,546	1,469	7,654	4,213		3,118					187,003
Others services activities	3,393,110	1,225,668	444,401	193,235	65,644	47,136	5,693	7,778	5,940	4,427	13,024	24,125	5,430,181
<b>Total</b>	<b>26,440,178</b>	<b>8,556,104</b>	<b>3,269,415</b>	<b>1,284,475</b>	<b>477,947</b>	<b>589,606</b>	<b>130,328</b>	<b>134,168</b>	<b>114,345</b>	<b>46,574</b>	<b>115,307</b>	<b>311,499</b>	<b>41,469,947</b>

**Table 90: Sources of Capital, 2017**

Sources	Number	Percent
PERSONAL SAVING	31,931,514	61.2
LOAN	2,756,946	5.3
FAMILY SOURCE	12,325,244	23.6
COOPERATIVE	681,550	1.3
CONTRIBUTION (ESUSU)	3,642,087	7
GRANTS	344,991	0.7
OTHERS	452,346	0.9

**Table 91: Personal Banking Relationship of Owners, 2017**

Form of Ownership	Own a Bank Account	
	Number	Percent
Others	47,895	29.9
Faith Based Organization	16,308	14.9
Partnership	272,667	32.5
Sole Proprietorship	14,873,613	41.3
Total	15,210,485	40.9

**Table 92 : Initial Start-Up Capital by Sector (N'000), 2017**

	Number	Number	Number	Percent
Amount (N'000)	2017	2013	Change	% Change
Below 50	26,440,176	25,284,047	1,156,129	4.57
50-100	8,556,105	5,328,769	3,227,336	60.56
101-200	3,269,416	3,321,920	-52,504	(1.58)
201-300	1,284,475	978,266	306,209	31.30
301-400	477,946	413,326	64,620	15.63
401-500	589,607	503,340	86,267	17.14
501-600	130,330	131,363	-1,033	(0.79)
601-700	134,170	105,012	29,158	27.77
701-800	114,340	91,734	22,606	24.64
801-900	46,575	53,422	-6,847	(12.82)
901-1000	115,307	100,091	15,216	15.20
Above 1000	311,499	471,835	-160,336	(33.98)
<b>Total</b>	<b>41,469,947</b>	<b>36,996,590</b>	<b>4,473,357</b>	<b>12.09</b>

**Table 93: Source of Capital, 2017**

SOURCE OF CAPITAL	Number	Number		
	2017	2013	Change	% Change
PERSONAL SAVING	31,931,514	28,885,499	3,046,015	10.55
LOAN	2,756,946	1,344,326	1,412,620	105.08
FAMILY SOURCE	12,325,244	8,681,701	3,643,543	41.97
COOPERATIVE	681,550			
CONTRIBUTION (ESUSU)	3,642,087			
COOPERATIVE/ESUSU		3,139,794	0	
GRANTS	344,991	730,434	-385,443	-52.77
OTHERS	452,346	872,930	-420,584	-48.18

**Table 94: Sources of Main Raw Materials used for Business Operation, 2017**

State	Local		Foreign		Local/Foreign	
	Number	Percent	Number	Percent	Number	Percent
Abia	921,344	2.6	16,387	1.9	22,073	0.4
Adamawa	585,731	1.7	10,951	1.3	92,889	1.7
Akwa-Ibom	1,098,004	3.1	24,182	2.9	235,227	4.4
Anambra	1,010,971	2.9	1,330	0.2	221,375	4.1
Bauchi	927,483	2.6	-	0.0	89,514	1.7
Bayelsa	526,587	1.5	5,590	0.7	15,873	0.3
Benue	1,486,338	4.2	75,551	9.0	16,769	0.3
Borno	258,985	0.7	6,426	0.8	425,700	7.9
Cross River	939,769	2.7	44,183	5.2	36,431	0.7
Delta	1,267,375	3.6	52,708	6.2	240,597	4.5
Ebonyi	549,188	1.6	3,054	0.4	38,114	0.7
Edo	820,892	2.3	11,474	1.4	92,578	1.7
Ekiti	871,075	2.5	28,312	3.4	118,124	2.2
Enugu	959,628	2.7	20,563	2.4	108,429	2.0
Gombe	373,151	1.1	57,481	6.8	107,574	2.0
Imo	994,499	2.8	76,074	9.0	330,275	6.2
Jigawa	558,868	1.6	101,537	12.0	173,794	3.2
Kaduna	1,880,614	5.3	29,200	3.5	21,573	0.4
Kano	1,490,557	4.2	19,242	2.3	315,162	5.9
Katsina	1,649,894	4.7	-	0.0	9,410	0.2
Kebbi	656,278	1.9	1,918	0.2	50,345	0.9
Kogi	879,755	2.5	5,216	0.6	111,777	2.1
Kwara	626,976	1.8	76,991	9.1	98,451	1.8
Lagos	2,981,516	8.5	1,513	0.2	346,126	6.4
Nasarawa	353,582	1.0	10,131	1.2	21,776	0.4
Niger	939,529	2.7	59,511	7.1	67,752	1.3
Ogun	862,385	2.4	3,556	0.4	312,168	5.8
Ondo	888,852	2.5	-	0.0	169,173	3.2
Osun	1,070,649	3.0	-	0.0	300,259	5.6
Oyo	1,669,085	4.7	14,233	1.7	226,157	4.2
Plateau	682,492	1.9	8,851	1.0	124,087	2.3
River	1,735,836	4.9	21,660	2.6	372,283	6.9
Sokoto	569,354	1.6	13,876	1.6	123,111	2.3
Taraba	424,900	1.2	16,775	2.0	79,084	1.5
Yobe	731,684	2.1	5,114	0.6	47,246	0.9
Zamfara	583,362	1.7	5,145	0.6	148,422	2.8
FCT	430,829	1.2	15,208	1.8	58,292	1.1
<b>Total</b>	<b>35,258,015</b>	<b>100.0</b>	<b>843,941</b>	<b>100.0</b>	<b>5,367,991</b>	<b>100.0</b>

**Table 95: Sources of Equipment for Business Operation**

State	Local		Foreign		Local/Foreign	
	Number	Percent	Number	Percent	Number	Percent
Abia	926,081	2.5	2,368	.3	31,354	0.9
Adamawa	596,917	1.6	4,275	.5	88,378	2.4
Akwa-Ibom	1,064,660	2.9	21,902	2.7	270,851	7.4
Anambra	1,035,269	2.8	13,088	1.6	185,319	5.1
Bauchi	995,453	2.7	1,016	.1	20,528	0.6
Bayelsa	526,729	1.4	-	.0	21,320	0.6
Benue	1,443,558	3.9	35,135	4.4	99,965	2.7
Borno	410,641	1.1	57,229	7.1	223,241	6.1
Cross River	932,249	2.5	14,360	1.8	73,775	2.0
Delta	1,234,782	3.3	68,287	8.5	257,610	7.0
Ebonyi	587,164	1.6	3,191	.4	-	0.0
Edo	861,360	2.3	-	.0	63,584	1.7
Ekiti	945,319	2.6	8,606	1.1	63,585	1.7
Enugu	1,015,973	2.7	18,353	2.3	54,295	1.5
Gombe	489,654	1.3	13,388	1.7	35,163	1.0
Imo	1,052,265	2.8	21,234	2.6	327,349	8.9
Jigawa	783,956	2.1	40,828	5.1	9,415	0.3
Kaduna	1,866,266	5.0	7,897	1.0	57,224	1.6
Kano	1,677,992	4.5	32,703	4.1	114,266	3.1
Katsina	1,628,411	4.4	8,918	1.1	21,975	0.6
Kebbi	684,410	1.8	-	.0	24,131	0.7
Kogi	898,046	2.4	4,395	.5	94,308	2.6
Kwara	797,869	2.2	-	.0	4,549	0.1
Lagos	2,861,054	7.7	195,280	24.3	272,822	7.5
Nasarawa	342,708	0.9	3,430	.4	39,352	1.1
Niger	935,012	2.5	6,677	.8	125,103	3.4
Ogun	968,972	2.6	66,683	8.3	142,454	3.9
Ondo	857,678	2.3	6,073	.8	194,274	5.3
Osun	1,351,482	3.7	12,595	1.6	6,831	0.2
Oyo	1,904,192	5.1	-	.0	5,283	0.1
Plateau	699,916	1.9	20,641	2.6	94,873	2.6
River	1,618,800	4.4	34,332	4.3	476,648	13.0
Sokoto	594,756	1.6	46,471	5.8	65,114	1.8
Taraba	459,866	1.2	11,676	1.5	49,217	1.3
Yobe	758,240	2.0	19,176	2.4	6,629	0.2
Zamfara	735,023	2.0	-	.0	1,906	0.1
FCT	466,260	1.3	3,087	.4	34,982	1.0
Total	37,008,981	100.0	803,295	100.0	3,657,671	100.0

Table 96: Daily Usage of Alternative Source of Power by Sector, 2017

Sector Classification	1-5 Hours		6-10 hours		11-15 hours		16-20 hours		Above 20 hours		None		Total
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	
Agriculture	655,082	7.5	595,129	6.9	144,172	1.7	37,470	0.4	39,510	0.5	7,216,217	83.064	8,687,580
Mining & quarrying	17,938	22.7	964,86522	1.2	7,149	9.0		0.0	1,469	1.9	51,666	65.245	79,188
Manufacturing	589,361	15.8	420,761	11.3	140,513	3.8	49,482	1.3	31,385	0.8	2,490,790	66.916	3,722,292
Water supply, sewerage, waste management and remediation activities	14,718	18.5	4,126	5.2	5,999	7.5		0.0	1,109	1.4	53,762	67.444	79,714
Construction	128,921	14.3	119,139	13.2	34,711	3.8	1,899	0.2	5,933	0.7	614,036	67.876	904,639
Wholesale/retail trade	2,686,218	15.3	1,680,550	9.6	529,377	3.0	146,245	0.8	102,769	0.6	12,388,765	70.656	17,533,925
Transport & storage	91,329	7.2	90,236	7.1	42,551	3.3	17,893	1.4	35,070	2.8	997,192	78.256	1,274,270
Accommodation & food services	274,432	11.7	182,202	7.7	34,963	1.5	16,999	0.7	148,814	6.3	1,694,088	72.043	2,351,498
Information and communication	64,509	50.4	22,235	17.4	12,472	9.7		0.0	1,453	1.1	27,437	21.418	128,105
Real estate activities	19,500	47.0		0.0		0.0		0.0	2,166	5.2	19,850	47.813	41,515
Professional, scientific and technical works	166,207	22.7	128,555	17.5	107,155	14.6	15,269	2.1	5,432	0.7	310,406	42.346	733,023
Administrative and support service activities	6,233	14.7	3,202	7.6		0.0		0.0	2,368	5.6	30,554	72.135	42,357
Education	19,121	43.5	7,264	16.5	1,231	2.8		0.0		0.0	16,314	37.136	43,930
Human health & social works	100,968	43.8	29,121	12.6	3,492	1.5		0.0	1,453	0.6	95,693	41.475	230,727
Arts, entertainment and recreation	75,849	40.6	18,489	9.9	1,206	0.6	7,610	4.1		0.0	83,849	44.839	187,003
Others services activities	1,400,897	25.8	638,667	11.8	201,405	3.7	51,764	1.0	31,834	0.6	3,105,613	57.192	5,430,181
<b>Total</b>	<b>6,311,282</b>	<b>15.2</b>	<b>3,940,640</b>	<b>9.5</b>	<b>1,266,396</b>	<b>3.1</b>	<b>344,632</b>	<b>0.8</b>	<b>410,763</b>	<b>1.0</b>	<b>29,196,234</b>	<b>70.403</b>	<b>41,469,947</b>



**Table 97: Hours of shift per Day, 2017**

<b>Hours</b>	<b>Number</b>	<b>Percent</b>
1 Hour	49,800	36.2
2 Hours	78,066	56.7
3 Hours	2,747	2.0
4 Hours and above	6,958	5.1
<b>Total</b>	<b>137,571</b>	<b>100.0</b>

**Table 98: Months of Temporary Closure, 2017**

Number of months	No of enterprises	Percentage
1-3 months	2,788,879	38.8
4-6 months	1,605,101	22.4
7-9 months	814,624	11.3
10-12 months	527,536	7.3
13 months above	1,445,329	20.1
<b>Total</b>	<b>7,181,469</b>	<b>100</b>

**Table 99: Distribution of Enterprises by Reasons for Temporary Closure, 2017**

Reasons of Temporary Closure	Number	Percent
Sickness	2,783,544	28.1
Demolition	274,876	2.8
Lack of Fund	2,421,806	24.4
Late Payment of Taxes	30,878	0.3
Holiday Period	395,059	4
Loan Repayment	94,008	0.9
Economic melt down	603,500	6.1
Government Restriction	146,712	1.5
Policy	83,750	0.8
Crisis	673,217	6.8
Visitation	506,649	5.1
Low Patronage	545,456	5.5
Social Engagement	406,784	4.1
Break down Vehicle	83,950	0.8
Turn Around Maintenance	58,234	0.6
Inadequate Power Supply	52,167	0.5
Others	748,337	7.6
<b>Total</b>	<b>9,908,925</b>	<b>100</b>

**Table 100: Staff Wages and Salaries (Total Staff Emolument) December 2016 and 2017**

Amount(N'000)	2016		2017	
	Number	Percent	Number	Percent
Below 50	2,042,816	4.93	1,913,223	4.61
50 - 100	613,343	1.48	612,808	1.48
101 - 200	522,507	1.26	581,820	1.40
201 - 300	157,517	0.38	223,281	0.54
301 - 400	117,086	0.28	109,801	0.26
401 - 500	88,309	0.21	110,582	0.27
501 - 600	60,425	0.15	49,396	0.12
601 - 700	14,890	0.04	17,582	0.04
701 - 800	47,036	0.11	49,593	0.12
801 - 900	22,375	0.05	7,622	0.02
901 - 1000	7,296	0.02	22,719	0.05
Above 1000	37,776,344	91.09	37,771,522	91.08
<b>Total</b>	<b>41,469,947</b>	<b>100.00</b>	<b>41,469,947</b>	<b>100.00</b>

**Table 101: Rent of Office Accommodation, Machinery & Equipment, 2017**

Amount(N"000")	2016	Percent	2017	Percent
Below 50	38,718,174	93.4	38,455,723	92.7
50 - 100	1,787,059	4.3	1,990,076	4.8
101 - 200	607,268	1.5	639,334	1.5
201 - 300	219,295	0.5	226,586	0.5
301 - 400	48,865	0.1	52,622	0.1
401 - 500	40,457	0.1	37,161	0.1
501 - 600	2,984	0	12,279	0
601 - 700	9,514	0	8,814	0
701 - 800	12,758	0	11,978	0
801 - 900	4,607	0	20,376	0
901 - 1000	5,843	0	4,482	0
Above 1000	13,121	0	10,515	0
<b>Total</b>	<b>41,469,947</b>	<b>100</b>	<b>41,469,947</b>	<b>100</b>

**Table 102A: Local Market Channels of Product(s)/Services, 2017**

Market Channel	Number	Percent
Same locality	30,174,824	50.1
Same town	19,416,047	32.2
Same state	8,903,398	14.8
Other state	1,717,560	2.9

**TABLE 102B: Export Value For Micro Enterprises**

	<b>Sectors</b>	<b>Amount (Million Naira)</b>
1	AGRICULTURE	1,107.50
2	MINING & QUARRYING	-
3	MANUFACTURING	2,318.03
4	WATER SUPPLY, SEWERAGE, WASTE MANAGEMENT AND REMEDATION ACTIVITIES	-
5	CONSTRUCTION	28.88
6	WHOLESALE/RETAIL TRADE	18,001.54
7	TRANSPORT & STORAGE	14,936.41
8	ACCOMODATION & FOOD SERVICES	-
9	INFORMATION AND COMMUNICATION	-
10	REAL ESTATE ACTIVITIES	-
11	PROFESSIONAL, SCIENTIFIC AND TECHNICAL WORKS	17,091.08
12	ADMINISTRATIVE AND SUPPORT SERVICE ACTIVITIES	-
13	EDUCATION	-
14	HUMAN HEALTH & SOCIAL WORKS	-
15	ARTS, ENTERTAINMENT AND RECREATION	730.98
16	OTHERS SERVICES ACTIVITIES	3,342.55
	<b>Total</b>	<b>57,556.97</b>

**Table 103: Business Capacity Turnover / Monthly Average Sales, 2017**

<b>Amount (N'000)</b>	<b>Number</b>	<b>Percent</b>
Below 50	26,440,176	63.76
50-100	8,556,105	20.6
101-200	3,269,416	7.9
201-300	1,284,475	3.1
301-400	477,946	1.2
401-500	589,607	1.4
501-600	130,330	0.3
601-700	134,170	0.3
701-800	114,340	0.3
801-900	46,575	0.1
901-1000	115,307	0.3
Above 1000	311,499	0.8
<b>Total</b>	<b>41,469,947</b>	<b>100</b>

**Table 104: Gross Earnings/Turnover, 2017**

<b>Amount(N'000)</b>	<b>2017</b>	
	<b>Number</b>	<b>Percent</b>
Below 50	-	-
50 - 100	-	-
101 - 200	-	-
201 - 300	-	-
301 - 400	-	-
401 - 500	-	-
501 - 600	-	-
601 - 700	-	-
701 - 800	-	-
801 - 900	-	-
901 - 1000	-	-
Above 1000	<b>41,469,947</b>	<b>100</b>
<b>Total</b>	<b>41,469,947</b>	<b>100</b>

**Table 105: Business Capacity Turnover/ Monthly Average Sales Trends**

Amount (N'000)	Number	Number	Change	% Change
	2017	2013		
Below 50	26,440,176	24,965,245	1,474,931	5.91
50-100	8,556,105	4,556,715	3,999,390	87.77
101-200	3,269,416	2,129,017	1,140,399	53.56
201-300	1,284,475	804,493	479,982	59.66
301-400	477,946	364,912	113,034	30.98
401-500	589,607	162,059	427,548	263.82
501-600	130,330	91,289	39,041	42.77
601-700	134,170	68,965	65,205	94.55
701-800	114,340	91,741	22,599	24.63
801-900	46,575	63,779	-17,204	(26.97)
901-1000	115,307	78,678	36,629	46.56
Above 1000	311,499	355,163	-43,664	(12.29)
<b>Total</b>	<b>41,469,947</b>	<b>33,732,057</b>	<b>7,737,890</b>	<b>22.94</b>

**Table 106: Major Government Policies that Affect Business Most Favourably, 2017**

Policies	Number	Percent
Environmental sanitation	12,151,464	20.2
Road maintenance	12,207,319	20.3
Introduction of raw materials	3,361,987	5.6
Job creation	4,073,654	6.8
Taxes	2,930,321	4.9
Exchange rate	1,590,650	2.6
Intervention fund	2,923,516	4.9
Power supply	3,845,923	6.4
Political stability	3,904,247	6.5
Banking reform	1,887,234	3.1
Fertilizer subsidy	4,186,286	7
Others	7,044,512	11.7

**Table 107: Major Government Policies that Affect Business Most Unfavourably,2017**

<b>Policies</b>	<b>Number</b>	<b>Percent</b>
Power supply	7,320,201	10.1
Demolition	5,389,955	7.4
Taxes	9,323,248	12.8
Traffic control	2,357,030	3.2
Prohibition of sales of certain goods	2,970,832	4.1
Banning of importation of goods	3,333,830	4.6
High fuel price	14,038,841	19.3
Trade permit	4,559,068	6.3
Withdrawal of subsidies	4,341,411	6
Custom duties	1,991,252	2.7
Banning of important of goods	3,333,830	4.6
Interest rate	3,653,832	5
Embargo on loan facilities	4,393,975	6
Others	5,741,035	7.9

**Table 108: Awareness of SMEDAN by State,2017**

<b>State</b>	<b>Aware of SMEDAN</b>		<b>Total</b>
	<b>Number</b>	<b>Percent</b>	
Abia	146,531	15.27	959,803
Adamawa	111,011	16.10	689,571
Akwa-Ibom	154,772	11.40	1,357,412
Anambra	123,008	9.97	1,233,676
Bauchi	213,633	21.01	1,016,997
Bayelsa	110,882	20.23	548,049
Benue	134,630	8.53	1,578,658
Borno	28,552	4.13	691,111
Cross River	76,590	7.51	1,020,384
Delta	534,401	34.24	1,560,679
Ebonyi	67,169	11.38	590,355
Edo	160,809	17.39	924,944
Ekiti	181,093	17.80	1,017,510
Enugu	85,656	7.87	1,088,620
Gombe	136,657	25.39	538,205
Imo	76,771	5.48	1,400,848
Jigawa	98,356	11.79	834,200
Kaduna	436,765	22.61	1,931,387

Kano	54,922	3.01	1,824,961
Katsina	187,822	11.32	1,659,304
Kebbi	97,608	13.78	708,541
Kogi	262,222	26.31	996,748
Kwara	37,527	4.68	802,418
Lagos	1,146,646	34.44	3,329,156
Nasarawa	15,037	3.90	385,489
Niger	139,866	13.11	1,066,792
Ogun	209,223	17.76	1,178,109
Ondo	157,615	14.90	1,058,025
Osun	240,267	17.53	1,370,908
Oyo	172,422	9.03	1,909,475
Plateau	71,738	8.80	815,430
River	309,568	14.54	2,129,780
Sokoto	246,101	34.84	706,341
Taraba	27,552	5.29	520,759
Yobe	91,877	11.72	784,044
Zamfara	94,834	12.87	736,929
FCT	81,031	16.07	504,329
<b>Total</b>	<b>6,521,161</b>	<b>15.73</b>	<b>41,469,947</b>

**Table 109: Source of Information about SMEDAN,2017**

Source of Information		
	Number	Percent
Radio	3,464,056	55.7
Television	1,731,465	27.8
Newspaper	582,286	9.4
Person-to-person	2,719,382	43.7
Internet/social media	261,595	4.2

**Table 110: Major Challenges that Militate against Enterprise Development in Nigeria, 2017**

Major Challenges	Number	Percent
Lack of access to finance	35,793,901	90.5
Lack of work space	8,614,305	21.8
Weak infrastructure	7,654,220	19.4
Lack of entrepreneurship/vocational training	9,803,087	24.8
Obsolete equipment	3,379,819	8.5
Lack of access to research & development	3,021,424	7.6
Inconsistent policies	3,227,807	8.2
Others	858,406	2.2

**Table 111: Measures by SMEDAN to Alleviate Challenges of Enterprises Development, 2017**

<b>What SMEDAN can do to Alleviate some of the Problems</b>	<b>Number</b>	<b>Percent</b>
Entrepreneurship training	18,542,784	44.7
Vocational skill upgrading	10,852,315	26.2
Facilitation of access to market	14,054,353	33.9
Facilitation of access to finance	27,279,867	65.8
Business counselling/ monitoring	6,554,928	15.8
Facilitation of product quality control & certification	3,052,421	7.4
Facilitation of access to information	3,744,318	9
Others	1,153,819	2.8

**Table 112: Micro Enterprises Benefitted from SMEDAN Services by Form of Ownership, 2017**

<b>Form of Ownership</b>	<b>Benefitted</b>	
	<b>Number</b>	<b>Percent</b>
Sole Proprietorship	159,015	2.5
Partnership	5,321	3.5
Faith Based Organization		
Others		
<b>Total</b>	<b>164,336</b>	<b>2.5</b>

**Table 113: Services Benefitted from SMEDAN, 2017**

<b>Services Benefitted from SMEDAN</b>	<b>Number</b>	<b>Percent</b>
Entrepreneurship training	79,301	48.3
Vocational skill upgrading	46,049	28
Facilitation of access to market	33,378	20.3
Facilitation of access to finance	48,640	29.6
Business counselling/ monitoring	36,910	22.5
Facilitation of product quality control & certification	16,846	10.3
Facilitation of access to information	8,929	5.4
<b>Others</b>	<b>12,757</b>	<b>7.8</b>



**Table 114: Benefit from SMEDAN Services by State, 2017**

State	Benefitted	
	Number	Percent
Abia	2,368	1.6
Adamawa	2,891	2.6
Akwa-Ibom		
Anambra		
Bauchi	2,216	1.0
Bayelsa		
Benue		
Borno	1,746	6.1
Cross River	1,744	2.3
Delta	7,648	1.4
Ebonyi	2,887	4.3
Edo	1,231	0.8
Ekiti	1,912	1.1
Enugu		
Gombe	1,827	1.3
Imo		
Jigawa		
Kaduna	8,231	1.9
Kano		
Katsina		
Kebbi	5,124	5.2
Kogi	71,899	27.4
Kwara	780	2.1
Lagos	19,290	1.7
Nasarawa		
Niger	4,460	3.2
Ogun		
Ondo	3,479	2.2
Osun	6,404	2.7
Oyo		
Plateau	897	1.3
River	17,300	5.6
Sokoto		
Taraba		
Yobe		
Zamfara		
FCT		
<b>Total</b>	<b>164,336</b>	<b>2.5</b>

**Table 115: Awareness of SMEDAN by State, 2017**

State	Aware 2017	Aware 2013	Change	% Change
Abia	146,531	69,128	77,403	112.0
Adamawa	111,011	-		
Akwa-ibom	154,772	181,164	-26,392	(14.6)
Anambra	123,008	47,980	75,028	156.4
Bauchi	213,633	229,523	-15,890	(6.9)
Bayelsa	110,882	89,517	21,365	23.9
Benue	134,630	125,724	8,906	7.1
Borno	28,552	-		
Cross river	76,590	150,770	-74,180	(49.2)
Delta	534,401	253,550	280,851	110.8
Ebonyi	67,169	145,078	-77,909	(53.7)
Edo	160,809	72,124	88,685	123.0
Ekiti	181,093	52,687	128,406	243.7
Enugu	85,656	16,587	69,069	416.4
Gombe	136,657	200,329	-63,672	(31.8)
Imo	76,771	4,660	72,111	1,547.4
Jigawa	98,356	209,477	-111,121	(53.0)
Kaduna	436,765	217,092	219,673	101.2
Kano	54,922	612,725	-557,803	(91.0)
Katsina	187,822	670,939	-483,117	(72.0)
Kebbi	97,608	322,551	-224,943	(69.7)
Kogi	262,222	41,690	220,532	529.0
Kwara	37,527	95,125	-57,598	(60.5)
Lagos	1,146,646	273,128	873,518	319.8
Nasarawa	15,037	28,961	-13,924	(48.1)
Niger	139,866	229,413	-89,547	(39.0)
Ogun	209,223	99,482	109,741	110.3
Ondo	157,615	140,609	17,006	12.1
Osun	240,267	134,268	105,999	78.9
Oyo	172,422	129,160	43,262	33.5
Plateau	71,738	102,347	-30,609	(29.9)
River	309,568	228,844	80,724	35.3
Sokoto	246,101	267,199	-21,098	(7.9)
Taraba	27,552	15,779	11,773	74.6
Yobe	91,877	-		
Zamfara	94,834	247,568	-152,734	(61.7)
FCT	81,031	131,768	-50,737	(38.5)
<b>Total</b>	<b>6,521,161</b>	<b>5,836,947</b>	<b>684,214</b>	<b>11.7</b>

**Table 116: Major Government Policies that Affect Business Most Favourably, 2017**

Policies	Number	Number
	2017	2013
Environmental sanitation	12,744,049	18,505,191
Road maintenance	12,802,628	19,701,440
Introduction of raw materials	3,525,939	9,752,374
Job creation	4,272,312	11,754,288
Taxes	3,073,223	4,869,741
Exchange rate	1,668,221	4,120,167
Intervention fund	3,066,086	7,783,543
Power supply	4,033,475	11,358,723
Political stability	4,094,644	11,632,135
Banking reform	1,979,268	6,340,532
Fertilizer subsidy/production	4,390,437	8,626,993
Others	7,388,048	753,688

**Table 117: Major Government Policies that Affect Business Most Unfavourably, 2017**

Policies	Number	Number
	2017	2013
Power supply	7,677,182	20,623,973
Demolition	5,652,804	11,847,433
Taxes	9,777,911	15,519,701
Traffic control	2,471,974	7,416,017
Prohibition of sales of certain goods	3,115,709	
Banning of importation of goods	3,496,409	
High fuel price	14,723,467	
Trade permit	4,781,398	9,903,041
Withdrawal of subsidies	4,553,127	13,736,072
Custom duties	2,088,358	8,549,901
Banning of important of goods	3,496,409	9,533,950
Interest rate	3,832,017	8,255,754
Embargo on loan facilities	4,608,254	9,491,992
Environmental sanitation		7,995,490
Infrastructure/social amenities		13,606,614
Importation of fuel		11,752,140
Introduction of sharia		5,109,919
Poverty alleviation		7,208,231
Pension		3,500,236
Others	6,021,005	795,239

**Table 118: Number of Micro Enterprises that Offer Paid Employment, 2017**

State	Number	Percent
Abia	87,634	2.31
Adamawa	21,966	0.58
Akwa-Ibom	261,360	6.89
Anambra	28,995	0.76
Bauchi	180,548	4.76
Bayelsa	48,486	1.28
Benue	29,439	0.78
Borno	31,562	0.83
Cross River	47,074	1.24
Delta	294,218	7.75
Ebonyi	31,398	0.83
Edo	43,908	1.16
Ekiti	191,234	5.04
Enugu	26,086	0.69
Gombe	35,787	0.94
Imo	29,526	0.78
Jigawa	13,085	0.34
Kaduna	147,031	3.87
Kano	106,610	2.81
Katsina	29,067	0.77
Kebbi	23,886	0.63
Kogi	79,263	2.09
Kwara	14,781	0.39
Lagos	205,531	5.42
Nasarawa	52,913	1.39
Niger	43,839	1.16
Ogun	28,005	0.74
Ondo	273,256	7.2
Osun	288,780	7.61
Oyo	402,886	10.62
Plateau	128,222	3.38
River	318,723	8.4
Sokoto	41,864	1.1
Taraba	33,880	0.89
Yobe	59,871	1.58
Zamfara	95,607	2.52
FCT	18,660	0.49
Total	3,794,981	100

**Table 119: Enterprises Registered with CAC and Offer Paid Employment by Sector**

Sectors	Number	Percent
Agriculture	78,539	31.3
Mining & quarrying	1,074	0.4
Manufacturing	35,503	14.1
Water supply, sewerage, waste management and remediation activities	1,027	0.4
Construction	10,095	4.0
Wholesale/retail trade	56,206	22.4
Transport & storage	4,467	1.8
Accommodation & food services	12,467	5.0
Information and communication	1,474	0.6
Real estate activities	254	0.1
Professional, scientific and technical works	7,212	2.9
Administrative and support service activities	1,080	0.4
Education	815	0.3
Human health & social works	1,655	0.7
Arts, entertainment and recreation	1,016	0.4
Others services activities	38,388	15.3
Total	251,273	100.0

**Table 120: Micro Enterprises Registered with Corporate Affairs Commission (CAC) and Offer Paid Employment, 2017**

State	Number
Abia	2,368
Adamawa	
Akwa-Ibom	21,901
Anambra	7,766
Bauchi	5,171
Bayelsa	
Benue	
Borno	11,159
Cross River	8,534
Delta	32,568
Ebonyi	1,063
Edo	3,832
Ekiti	10,928
Enugu	2,897
Gombe	
Imo	
Jigawa	
Kaduna	9,862
Kano	3,416
Katsina	
Kebbi	
Kogi	3,894
Kwara	
Lagos	23,631
Nasarawa	3,459
Niger	4,798
Ogun	4,184
Ondo	6,880
Osun	10,246
Oyo	7,444
Plateau	2,499
River	55,354
Sokoto	4,332
Taraba	
Yobe	
Zamfara	
FCT	3,088
<b>Total</b>	<b>251,273</b>

