

Nigerian Manufacturing Sector

SUMMARY REPORT: 2010-2012



NATIONAL BUREAU OF STATISTICS

14TH OCTOBER 2014

Table of Contents

SECTION ONE: Manufacturing in Nigeria	3
History of the Nigerian Manufacturing Sector	4
Manufacturing in the Nigerian Economy Today	6
SECTION TWO: The Formal Manufacturing Sector Post Rebasing	7
Overview.....	Error! Bookmark not defined.
Total Formal Sector Output	8
Dominant Manufacturing Activities	9
Food, Beverages and Tobacco	9
Textiles, Apparel and Footwear	11
Other Manufacturing	12
Employment.....	13
Employee Compensation	15
Inventory and Depreciation.....	16
Intermediate Inputs.....	17
Taxes and Subsidies	18
SECTION THREE: Manufacturing Sub-Sectors	20
Employment.....	20
Employee Compensation	22
Inventory.....	23
Raw Materials	23
Raw Materials Imported	24
Raw Materials Locally Sourced	25
Intermediate Inputs.....	26

Manufacturing Data

The Manufacturing data used in this report was obtained from the National Bureau of Statistics Survey of Establishments conducted in 2013. It covers formal manufacturing establishments, which are defined as those which are registered and have audited accounts. The Survey data presented in this report cover all manufacturing subsectors apart from Oil Refining and Cement manufacture.

Introduction

The Manufacturing sector report is structured as follows. Section one looks at the manufacturing sector in Nigeria at a macro level, briefly outlining its history and contribution to GDP today. Section two presents the formal manufacturing sector data, which is comprised of 11 of the 13 different economic activities covered in the manufacturing sector as classified in Nigeria's National accounts. The third and final sector looks at the composition of the formal manufacturing sector at the activity level. Findings can be summarized as follows:

- Sector Dominated by Food, Beverages and Tobacco
- The manufacture of Sugar and Bread products generate the greatest value of output
- Wages and Salary is the greatest form of employee compensation
- Generator fuel is the highest of all intermediate inputs in the manufacturing sector, and is steadily rising in all years of observations
- Taxes on Production are high and rising, whilst Subsidies on Production are falling in the period of review
- A greater portion of raw materials are sourced domestically, although the portion being imported is rising over the period
- Chemical and Pharmaceutical companies have the greatest value of raw materials in all years observed

The manufacturing sector has shown strong growth in recent years. Nonetheless, the sector faces ongoing challenges, including an inadequate electricity supply, poor infrastructure and plant maintenance, and heavy dependency on agricultural inputs, which themselves are vulnerable to shocks. Its strengths are nonetheless abundant; semi-skilled yet low paid workforce, the availability of domestically sourced inputs and most importantly, a huge domestic demand for consumer products. It therefore displays great potential for future expansion.

SECTION ONE: Manufacturing in Nigeria

History of the Nigerian Manufacturing Sector

Since a peak of 7.83% in 1982, the contribution of manufacturing as a share of total economic output in Nigeria generally declined. Many factors have contributed to the variation in sector share through time, many of which show both the vulnerability of manufacturing to global economic pressures, as well as the impacts that policy changes can have in reshaping the sector.

Prior to the oil boom of the 1970's, manufacturing contributed approximately 10% to Nigeria's economic output. Thereafter, increased revenues from oil caused the sector's relative Gross Domestic Product (GDP) share to decline; growth persisted albeit at a slower rate. The recession caused by the fall in oil prices in the early 1980's triggered policy attention to turn back to the manufacturing sector, with steel production gaining prime focus. Prior to this, the Nigerian Enterprises Promotion Decrees of 1972 and 1977 had switched the majority firm ownership from foreign to Nigerian, restricting foreign capital inflows. The lack of affordability of imported goods, combined with the absence of foreign capital and technology, encouraged domestic production of basic commodities such as soap and salt.

Alongside, price manipulation through export and import subsidies encouraged the importation of intermediary inputs and thus the expansion of assembly based industry. A brief spike in manufacturing output was observed in the early 1980's (See Fig 1) so that it contributed to 7.83% of total economic output. However, the price manipulation discouraged domestic manufacture of inputs, as well as the investment in the infrastructure and human capital required to do so in the future and this share soon began to decline.

In 1987 import bans on raw materials were imposed under the World Bank Structural Adjustment Programmes (SAPs), encouraging import substitution. Intermediary input manufacturers were able to produce competitively again, and there were fewer plant closures. This, combined with the Privatisation and Commercialisation Act of 1988, encouraged a higher degree of efficiency to be achieved in manufacturing. A slight increase in the share of manufacturing in economic output of 0.62% points was observed from 1986-1988, shown in Figure 1.

Throughout the 1990s and 2000's, Nigeria continued to rely heavily on the export of oil, allowing manufacture to remain in decline. Firms were not export orientated, and lacked efficiency, causing competitive companies to relocate factories abroad. A few key industries, such as beverages, textiles, cement and tobacco kept the sector afloat, but even these operated at under half of their capacity. To this day, production is mainly located in Lagos and its periphery, and to a lesser extent some other commercial towns such as Kano or Kaduna.

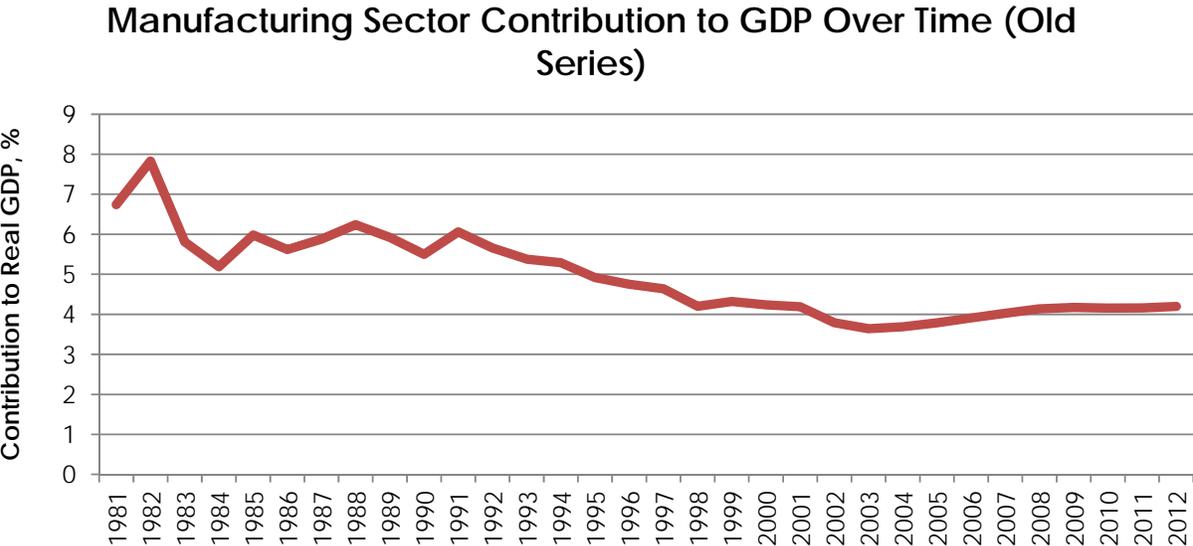


Figure 1: Manufacturing Sector Contribution to Real GDP Over Time

Manufacturing in the Nigerian Economy Today

Post rebasing¹, the manufacturing sector shows a more optimistic picture, as more modern manufacturing activities have been captured, and prices correctly deflated so that they are representative of the price structure in the economy at that time, taking account of inflation.

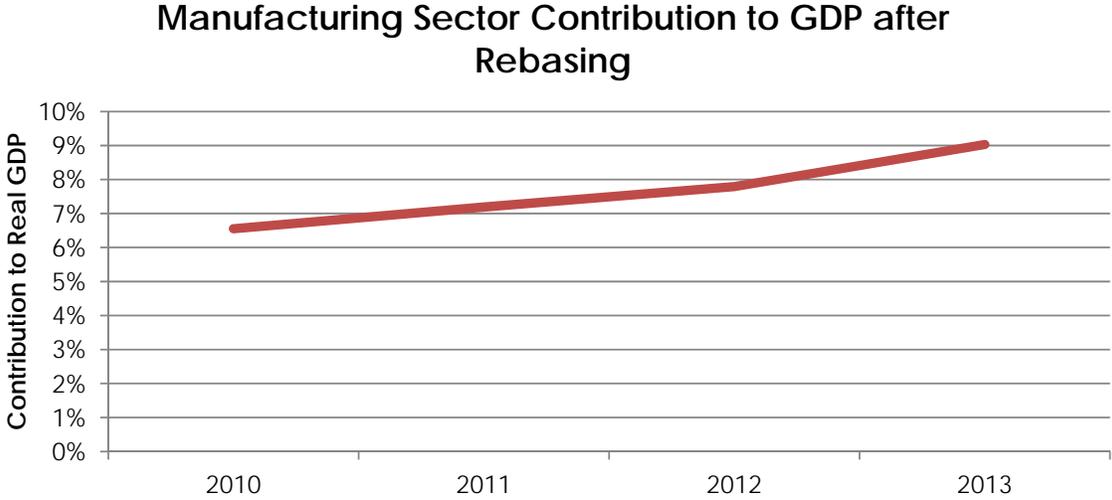


Figure 2: Manufacturing Sector Contribution to GDP Post-Rebasing

Standing at a 2010 value of N3,578,641.72 million, the Manufacturing sector represented 6.55% of total real GDP in that year. It grew by N948,803.34 million or 26.51% in 2011 to reach N4,527,445.06 million or 7.79% of real GDP in that year and by N1,061,376.64 million or 23.44% in 2012 to reach a value of N5,588,821.69 million or 7.79% of real GDP that year. However, growth was highest in 2013, at N1,644,500.79 million or 29.42%, so that the contribution of the Manufacturing sector reached N7,233,322.48 million or 9.03% of real GDP, a value that had not been recorded in decades.

#####

¹ In 2013, Nigeria released the results of its GDP rebasing estimates. Rebasing is when the base year used to calculate GDP estimates is changed. The base year is the reference year, to which prices and output are compared to in future years. Using prices from a single year provides an anchor, so that GDP output can be compared through time, without the distortions that price effects create. So, as price structures change in the economy, it becomes necessary to periodically move this base year.

#

Part of the reason for the increase in the contribution of the manufacturing sector to GDP is the better capturing of output. Prior to rebasing manufacturing included just three activities - Oil Refining, Cement and Other Manufacturing. Now, the Other Manufacturing Activity has been broken down into 11 different activities, bringing the total for the manufacturing sector to 13. Figure 3 shows how total manufacturing output is divided among these activities. Food Beverages and Tobacco is by far the greatest contributor at N3,814.50 billion or 52.74% of the total, followed by Textiles Apparel and Footwear at N1,303.68 billion or 18.02% of the manufacturing sector total. The activities from the old classification of Cement and Oil refining follow, at N450.75 billion or 6.23% and N412.30 billion or 5.70% of the manufacturing sector total in 2013 respectively.

The Composition of the Nigerian Manufacturing Sector in 2013

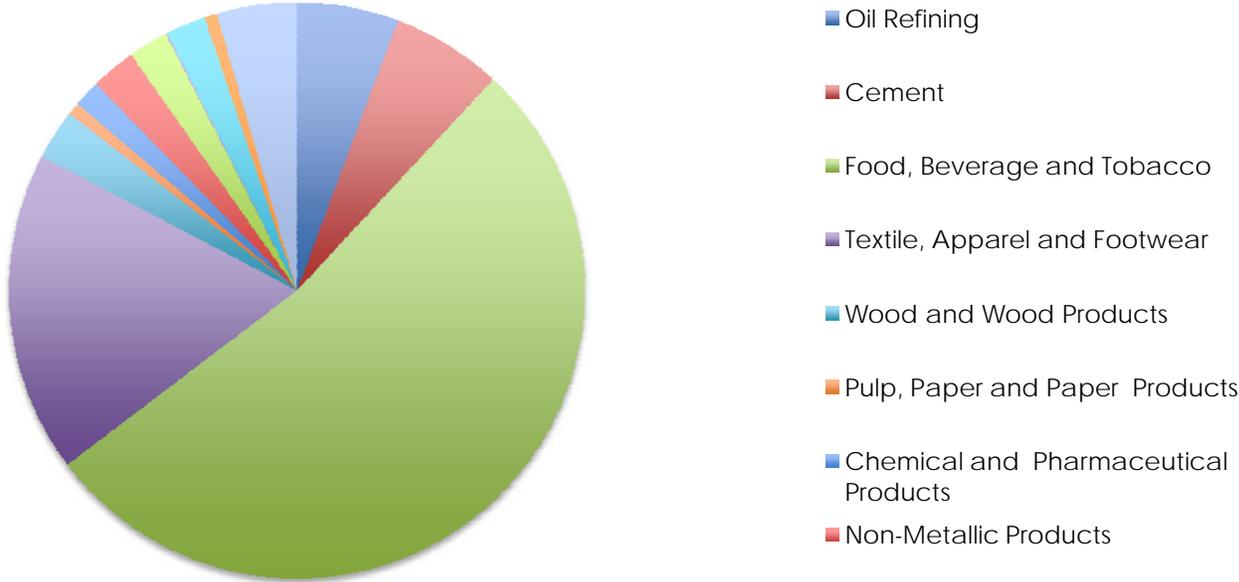


Figure 3: Composition of Manufacturing Sector in 2013

SECTION TWO: The Formal Manufacturing Sector Post Rebasing

Total Formal Sector Output

Total manufacturing output in the formal sector in Nigeria was N6,845,678.59 million in 2010. It increased over the following two years, by N1,326,277.80 million or 19.37% in 2011 to reach N8,171,906.39 million and by N1,652,610.80 million or 20.22% in 2012 to reach a total of N9,824,517.19 million.

In all three years, the formal manufacturing sector was dominated by output from the Food Beverages and Tobacco Activity, with N4,930,494.55 million or 72.02% of output contributed in 2010. Despite the activity's growth of N488,855.06 million or 9.91% in 2011 and N712,759.35 million or 13.15% in 2012, this total output share declined to 66.32% and 62.42% in 2011 and 2012 respectively.

The second largest contributor to manufacturing output was the Textile, Apparel and Footwear Activity, which at N792,693.12 million in 2010, represented 11.58% of total output. With growth of N398,019.65 million or 50.21% in 2011, the total output of N1,190,712.77 million represented 14.57% of total output. This share increased further in 2012, with output of N1,652,840.71 million representing 16.82% of the total, due to output growth of N462,127.94 million or 38.81%.

Other Manufacturing and Non-Metallic Products were the third and fourth greatest contributors to manufacturing output, representing N392,317.00 million or 11.58% of the total and N187,709.52 million or 5.73% of the total in 2010. However, whilst non-metallic products' share remained relatively constant over the period, that held by Other Manufacturing increased. The year 2011 saw a rise of N183,354.36 million or 46.74%, increasing its share to 7.04% of the total for the sector. From this total value of N575,671.36 million, it increased by a further N210,716.46 million or 36.60% , reaching N786,387.82 million or 8.00% of the total.

Basic Metals, Iron and Steel exhibited the fastest rate of growth over the period, increasing by N77,227.64 million or 77.03% in 2011, from the N100,262.47 million recorded in 2010 to N177,490.11 million in 2011.

No activities recorded negative output growth between 2010 and 2012. Although the lowest growth rate of 9.91% was recorded for the Food, Beverages and Tobacco Activity in 2011, absolute output still increased by an impressive N488,855.06 million.

Dominant Manufacturing Activities

Food, Beverages and Tobacco

The Food, Beverages and Tobacco Activity had the largest output of all those in the Manufacturing Sector, with the greatest number of classes of goods captured. Of those product classes, the greatest contributor in all three years of review is Sugar, which had an output of N1,940,413.34 million, N2,438,316.12 million and N2,710,304.15 million in years 2010, 2011 and 2012 respectively, constituting 39.36%, 44.99% and 44.20% of the Food, Beverages and Tobacco total in each year. To put this in perspective, the product alone contributed 28.35%, 29.84% and 27.59% to the total output for the manufacturing sector as a whole in the respective years of 2010, 2011 and 2012. Growth of sugar output was higher than the sector average in 2011, increasing by N497,902.73 million or 25.66%, driving the majority of growth in the sector in that year. With growth of N271,968.03 million or 11.15%, the sheer size of sugar output meant that it largely contributed to the growth seen the following year also.

Output by Product: Food, Beverages and Tobacco Activitiy

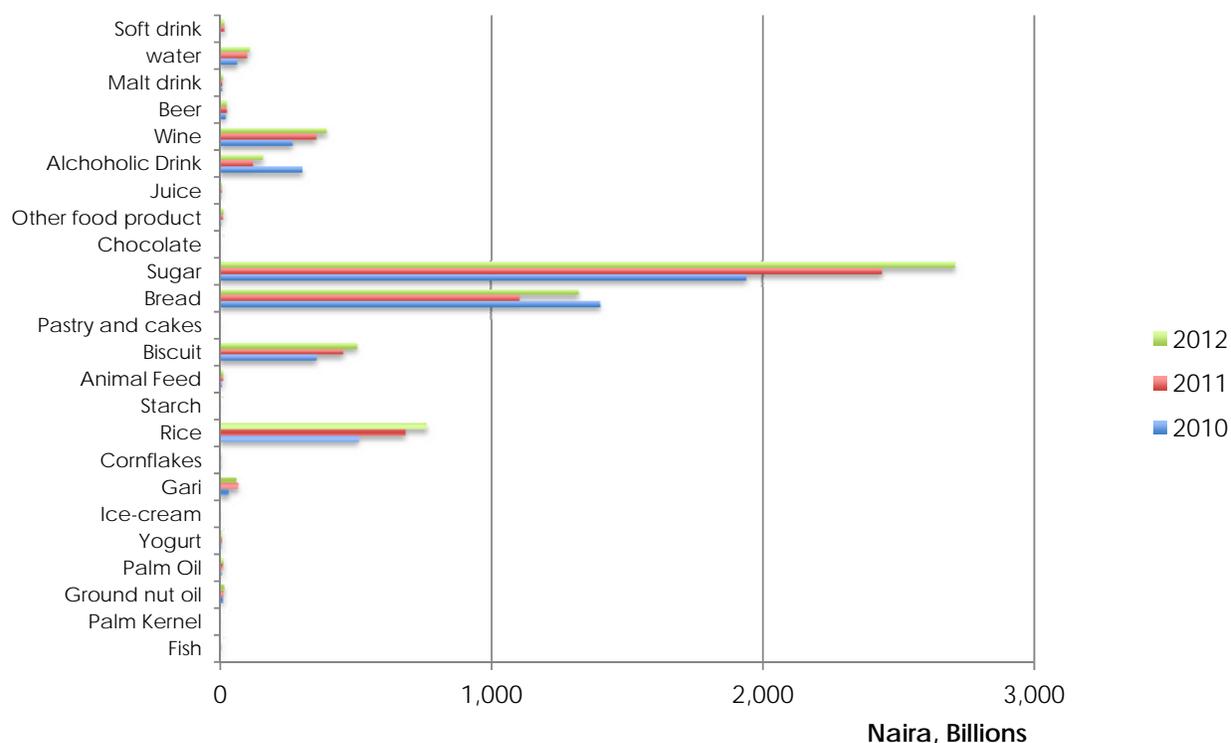


Figure 4: Manufacturing Data by Products

The product with the second greatest output is Bread, which produced a value of N1,398,459.12 million in 2010, N1,099,934.59 million in 2011 and N1,319,418.19 million in 2012 and contributed 28.36%, 20.30% and 21.52% to the total activity output in each year respectively. Again, this is a significant contributor to the Manufacturing sector as a whole, at 20.43%, 13.46% and 13.43% of the Manufacturing total output in 2010, 2011 and 2012 respectively. Although interestingly, Bread was one of only two products to decline in output over the period; in 2011, output declined by N298,524.52 million or 21.35%, bouncing back by a lesser N219,483.60 million or 19.95% the following year. The other product to exhibit a decline in output was Juice, which declined by N182,858.28 million or 60.35% from N303,015.41 million to N120,157.13 million in 2011. Similarly, it managed growth the following year, of N38,054.96 million or 31.67% to reach N158,212.09 million.

The third most significant contributor was Rice, followed by Biscuits. Rice output stood at 2,211,827 Kg in 2010 valued at N508,720.13 million, increasing to 2,839,845 Kg valued at N681,562.84 million in 2011 and to 3,130,535 Kg valued at N760,719.92 million in 2012. This represented 10.32%, 12.58% and 12.41% of total output value in 2010, 2011 and 2012 and increases of N172,842.71 million or 33.98% in 2011 and N79,157.08 million or 11.61% in 2012. Biscuits represented N353,836.08 million or 7.18% of output in 2010, N453,807.45 million or 8.37% in 2011 and N503,679.49 million or 8.21% in 2012.

Output by Product: Food, Beverages and Tobacco

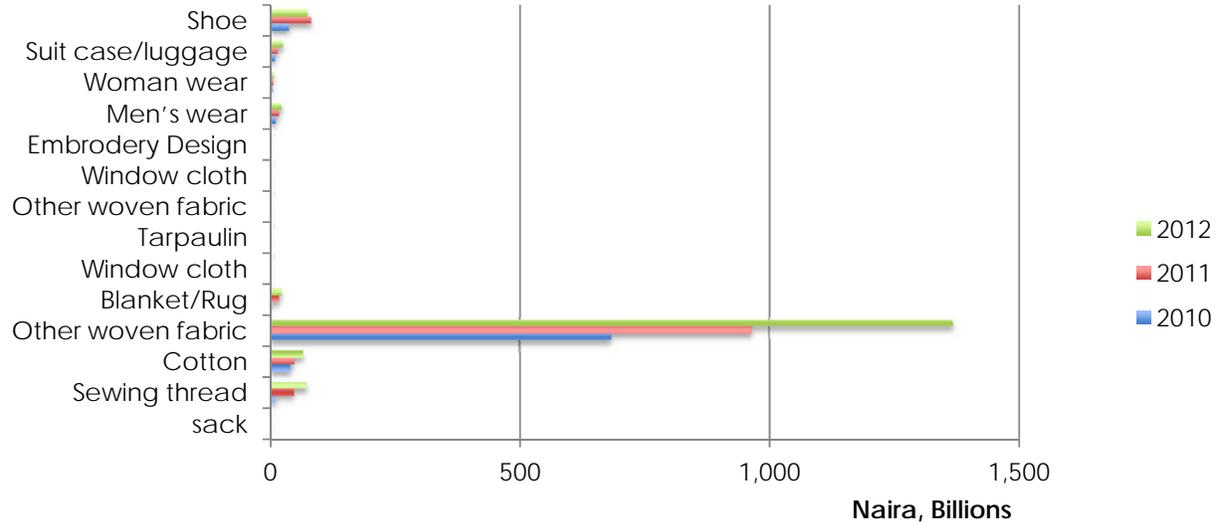


Figure 5: Output by Product: Food Beverages and Tobacco

Textiles, Apparel and Footwear

As the activity with the second largest output, Textiles Apparel and Footwear contributed an increasing share of 11.58%, 14.57% and 16.82% of total manufacturing output in 2010, 2011 and 2012 respectively. The key driver of this growth was the product of Other Woven fabric, which dominates the activity. With output valued at N682,446.65 million or 86.09% of the activity total in 2010, output value increased by N282,912.08 million or 41.46% in 2011, to reach N965,358.73 million, which was 11.81% of the manufacturing total. In 2012, Other Woven fabric production increased further, this time by N403,308.95 million or 41.78%, reaching 1,368,667.68 million or 13.93% of the total output of the manufacturing sector in that year.

The second greatest contributor after this was Leather Shoes, which had a more mixed growth story. Contributing N36,845.81 million or 4.65% of the activity total in 2010, it grew by an impressive N44,391.23 million or 120.48% in 2011, with the value of N81,237.04 million expanding its share of the activity total to 6.82%. However, in 2012 output declined by N7,189.70 million or 8.85% to N74,047.34 million or 4.48% of the activity total.

Other Manufacturing

Other Manufacturing includes activities that have not elsewhere been classified in the Manufacturing Sector. Examples of products that are captured here are Office Furniture, Cupboard/wardrobes, Furniture/Doors/Windows, Mattresses and Brio/Pens.

At a value of N392,317.00 million in 2010, N575,671.36 million in 2011 and N786,387.82 in 2012, Other Manufacturing was the third largest of all activities in the manufacturing sector in all years of review, contributing an increasing share of 5.73%, 7.04% and 8.00% to the total respectively. The fastest growing, and one of the main contributors to growth, is the manufacture of Mattresses, which from the N196,158.50 million or 22.80% of the total recorded in 2010, grew by N71,836.94 million or 80.32%. The following year, it grew by a further N54,009.24 million or 33.49%, reaching N215,287.80 million or 27.38% of the total. This was not the only class of products that experienced high growth over the period; in 2012 all products grew at a rate of over 30%. The lowest was even Mattresses at 33.49%, whilst the highest growth was recorded for Cupboard/Wardrobe manufacture, which increased by 42.75% or N179,98 million from N421.04 million in 2011 to N601.02 million in 2012.

Output by Product: Other Manufacturing Activity

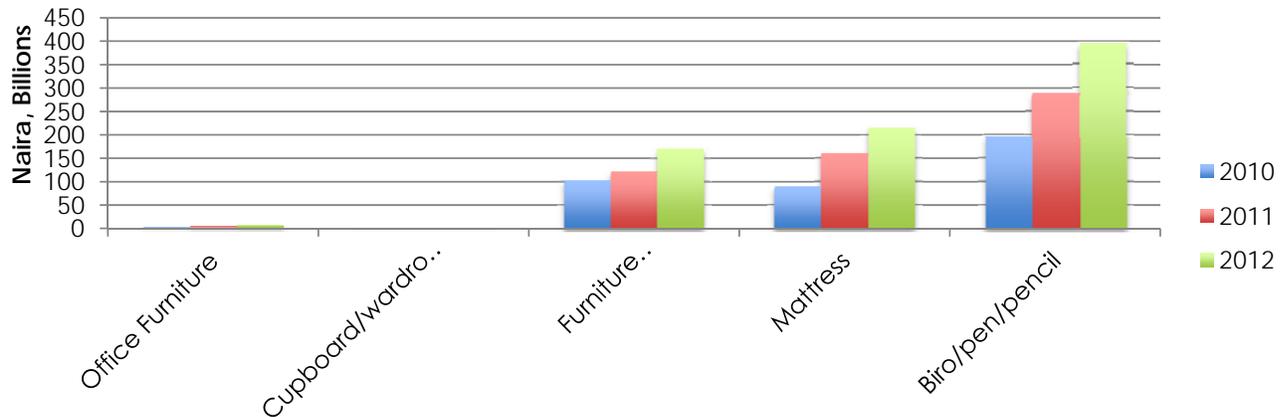


Figure 6: Output by Product: Other Manufacturing Activity

Employment

The number of those engaged in employment in the Manufacturing Sector in 2010 totaled 2,880,973, increasing by 148,912 persons or 5.17% to 3,029,884 in 2011. In 2012 however, there was a marginal decline in employment in the manufacturing sector, by 48,803 persons or 1.61%. to reach a total of 2,368,514 employed in that year.

In 2010, 82.23% or 2,368,970 of those engaged in the manufacturing sector were paid employees. This portion increased in the following year, by 7.86% or 186,214 employees, meaning that all of the increase in engagement in the sector in 2011 was from new paid employees. From the 2,555,184 paid employees recorded in the manufacturing sector in 2011, there was a decrease of 7.31% or 186,870 employees to 2,368,514.

Employment in the Manufacturing Sector

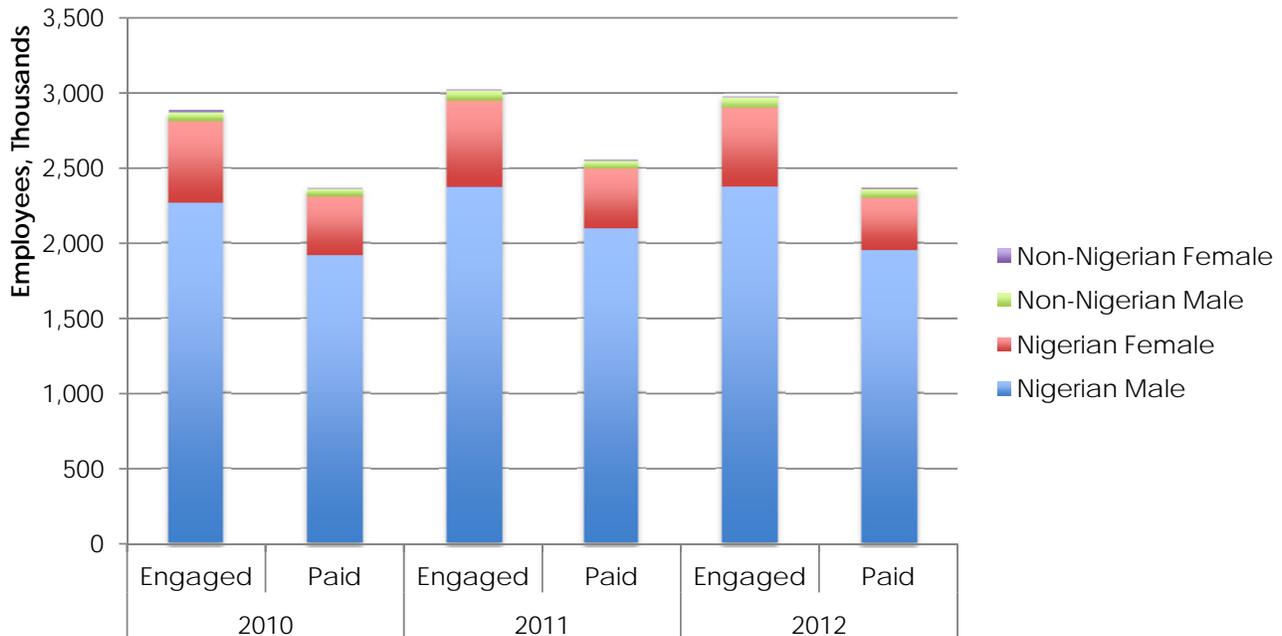


Figure 7: Employment in the Manufacturing

The majority of those employed in the manufacturing sector are Nigerian males, making up 78.62% (2,264,916 employees) of those engaged and a slightly larger portion of 81.14% (1,922,223 employees) of those paid in 2010. Nigerian females make up 546,805 or 18.98% of those engaged, yet 391,362 or 16.52% of those employed in the same year. The remaining 2.41% is dominated by non-Nigerian males, which make up 57,570 or 2.00% of those employed in 2010, whilst non-Nigerian females take the remaining, 11,681 or 0.41% of those engaged. For non-Nigerian males, the same portion of 2.00% are paid employees, making up 47,342 employees, whilst non-Nigerian females have a lower portion paid, at 8,043 or 0.34% of the total in 2010.

In 2011, there were increases in both engaged and employed persons in the manufacturing sector across all genders and nationalities. In absolute terms, the largest was for Nigerian males, which increased by 4.98% or 112,785 persons engaged and 9.01% or 172,097 persons employed to reach 2,377,701 and 2,095,320 employees respectively. Non-Nigerians had the greatest percentage increases, with females engaged increasing by 9.75% or 1,139 persons, to reach 12,820 in total in 2011. Non-Nigerian paid employment had the greatest increase of the paid employees, with 11.04% or 5,227 employees in 2011, reaching 52,568 employed.

For Nigerian males, the increase in engagement in employment in the manufacturing sector continued to increase in 2012, albeit by a marginal 0.16% or 3,733 persons, reaching 2,381,435 engaged. However, the number paid for their employment did not manage to maintain positive growth; it declined by 6.56% or 137,455 employees in 2012. Negative growth was even greater for Nigerian females. For those engaged in the manufacturing sector there was a 62,217 person or 10.79% decline from 576,868 to 512,642 persons. For those paid, the decline was by 14.59% or 58,123 employees from 398,458 in 2011 to 340,335 in 2012. For those in paid manufacturing employment, the only increase in employment was for non-Nigerian males, which increased by 9,197 employees or 17.49% in 2012, to reach 61,765 paid employees.

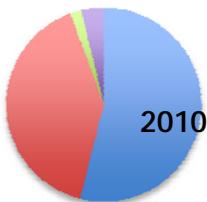
Employee Compensation

Total employee compensation, in the form of wages and salary, Other benefits, Social security contributions and Directors’ fees/allowances, summed to N1,198,253.65 million in 2010. By 2011, it had increased by N298,378.68 million or 24.90% to N1,496,632.33 million. The increase was even greater in 2012, with a further 25.55% rise, of N380,721.91 million to N1,877,354.24 million.

Employee compensation in 2010 was mostly made up of Wages and Salary, which constituted N646,189.77 million or 53.93% of the total paid to employees. This was followed by Other benefits, which constituted N485,225.07 million or 40.49% of total employee compensation. The remainder is made up of social security contributions, which contributes N22,270.69 million or 1.86% and Directors’ fees/allowances, of N44,496.73 million or 3.71%.

Over the following two year period, there is a steady increase in the portion of compensation paid directly as Wages and Salary and a steady decline in the portion paid as Other benefits.

In 2011 Wages and salary increased by 33.23% or N215,293.15 million to N861,482.92 million to make up 57.56% of the total, whilst Other benefits, which may include a company car, mobile phone or even



Employee Compensation

- WAGES/SALARY ONLY
- OTHER BENEFITS
- SOCIAL SECURITY CONTRIBUTIONS
- DIRECTOR'S FEE/ALLOWANCE

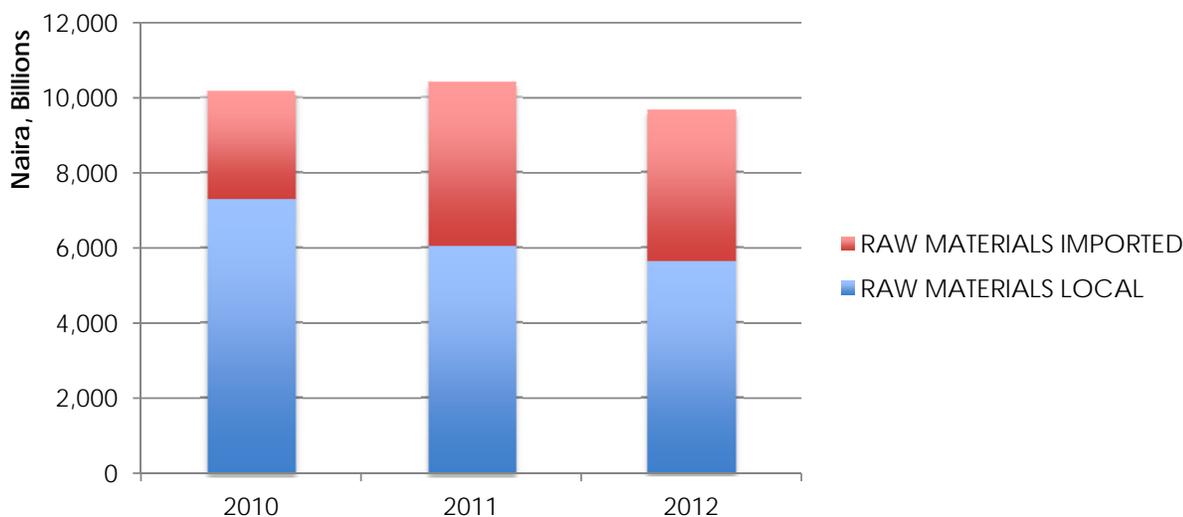
bonuses, increased by a lesser N44,249.72 or 9.12% to N529,474.79, causing a decline of in its share of the total by 5.12% points to 35.38%. Wages and Salary continued to increase in 2012, by N239,357.94 million or 27.78% to N1,100,840.86 million, or a 58.64% share of the total. Other benefits also increased substantially, by N85,430.45 million or 16.13% to N614, 905.24 million, although its share of the total still declined to 32.75%.

Both social security contributions and Directors’ fees and allowances increased substantially over the period. Most notable was the Directors’ fees and allowances, increasing from the N44,496.73 million in 2010, by 73.97% or N32,914.34 million to 77,411.12 million in 2011 and a further 51.76% or N40,064.38 million to 117.475.50 million in 2012. Over the period its share of the total therefore increased by 2.54% points, from 3.71% in 2010 to 6.26% in 2012.

Inventory and Depreciation

In 2010, the opening stock of raw materials in the manufacturing sector was valued at N2,349,374.68 million. It increased by N434,896.34 million or 18.51%, opening at N2,784,271.02 million in 2011, yet

Raw Materials by Source



declined by a similar N492,291.15 million or 17.68% in 2012, opening at N2,291,979.86 million.

Raw materials that were locally sourced were greater than those imported in all three years, although this portion declined over the period. In 2010 locally imported raw materials were valued at N7,304,864.27

million, that is 71.70% of the total. Their value declined by N1,261,182.74 million or 17.26% in 2011, whilst the value of imported raw materials increased by N1,476,946.94 million or 51.22% from N2,883,805.34 million to N4,360,752.28 million. The share of domestically sourced raw materials subsequently declined to 58.09%. In 2012 both domestic and locally sourced raw materials used declined, by N422,813.79 or 7.00% and N333,410.69 million or 7.65% respectively.

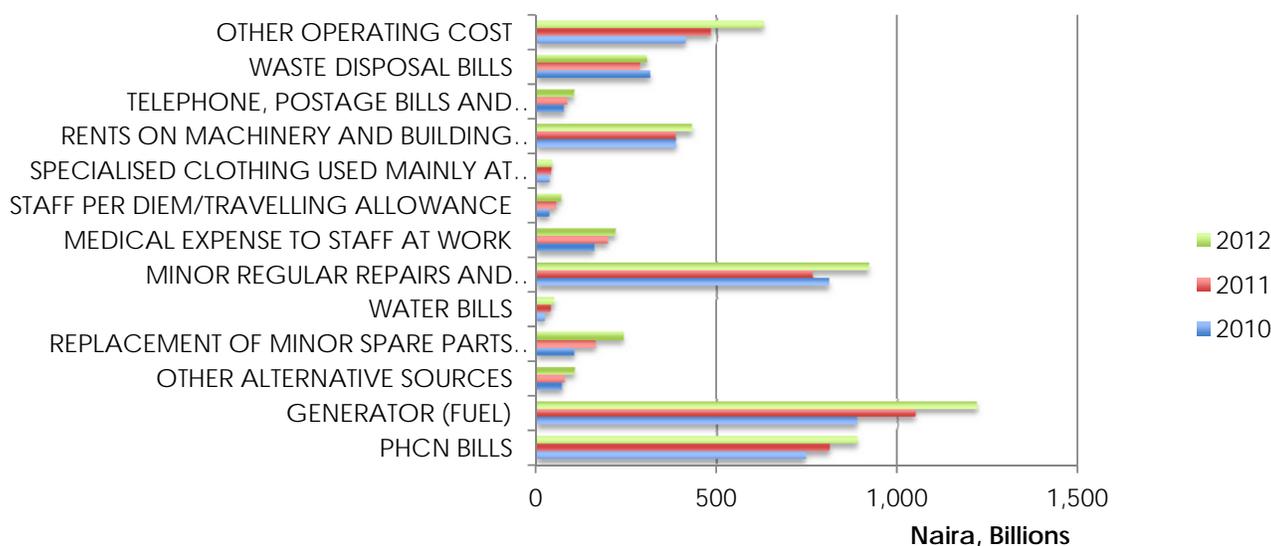
For opening stocks of finished goods, there was a steadier decline. Valued at N2,333,732.34 million in 2010, it declined by N488,327.64 million or 20.92% in 2011 and by N123,147.95 million or 6.67% in 2012, reaching a value of N2,291,979.86 million.

Depreciation increased steadily over the period. From the N699,135.17 million recorded in 2010, it increased by N192,595.28 million or 27.55% in 2011 to N891,730.45 million and then by a further N22,583.20 million or 2.53% to N914,313.65 million in 2012.

Intermediate Inputs

Intermediate inputs are the goods and services that are consumed or used up in the manufacturing process, examples of which are outlined in Figure 10. The total amount spent on intermediate inputs in

Composition of Intermediate Inputs



the manufacturing sector totaled N4,043,539.22 million in 2010. This increased by N376,940.34 million 9.32% to N4,420,479.56 million in 2011 and by an even greater N780,765.14 million or 17.66% in 2012 to reach N5,201,244.69 spent on intermediate inputs.

Figure 10: Composition of Intermediate Inputs

In all three years, the amount spent on generator fuel was the greatest of all intermediate inputs in the Manufacturing sector. It stood at N886,255.56 million in 2010, 21.92% of all input costs that year. It then rose by N161,265.99 million or 18.20% in 2011 to reach N1,047,521.56 million or 23.70% of all intermediate input costs. By 2012 it had risen again, this time by N171,057.89 million or 16.33% to N1,218,579.44 million, albeit a 0.27% point smaller share of intermediate inputs than in 2012, at 23.43%.

In 2010, the second greatest cost was for the replacement of minor regular repairs and maintenance, at N809,332.65 million or 20.02% of the total. However, this cost declined the following year, by N46,092.89 million or 5.70% to N763,239.76 million or 17.27% of the total. By 2012, it had grown again, by N156,374.54 million or 20.49% to N919,614.30 million or 17.68% of the total.

The third greatest intermediate input cost was for PHCN bills, which grew steadily over the period. Starting from N743,325.43 million, it rose by N66,377.96 million or 8.93% in 2011 and by N76,299.04 million or 9.42% in 2012 to reach a value of N886,002.43 million in that year.

The greatest percentage increase in intermediate costs was for Water bills, which rose by N16,242.56 million or 75.85% from N21,414.85 million in 2010 to N37,657.12 million in 2011. There were no declines in the amount spent on intermediate inputs in any subcategories in 2012. However, in 2011 there were declines in Waste disposal bills, Minor regular repairs and maintenance and rents on machinery and buildings (office accommodation). The greatest of these declines was for the waste disposal bills, which went from N312,253.04 million to N284,059.59 million, a decline of N28,193.45 million or 9.03%.

Taxes and Subsidies

Taxes and subsidies are divided into Taxes on Production, Other Taxes on Production and Subsidies. Taxes on production are fees levied by the government on the production, sales and importing of goods and services, increasing the cost of production to beyond that which would be determined by the market. They exclude taxes on profit or other incomes. Other taxes on production are any other costs to the producing establishment, often pertaining to the use of factors of production; for example land, fixed assets and labour. Taxes are often introduced by government as a way of generating revenue or controlling levels of production. Subsidies, on the other hand can be defined as an unrequited payment from a government to an establishment in connection with the production, sales and imports of goods and services, that will make the cost of that good or service artificially lower than would be determined

by the market. The converse to taxation, subsidization is introduced to encourage production of a good or service, for intended economic or social benefit.

The largest of the three in all years is the Taxes on production category, which stood at N59,027.41 million in 2010, increasing by N7,850.50 million or 13.30% in 2011 and N17,099.10 million or 25.57% in 2012 to total N83,977.01 million that year. This was followed by Other Taxes on Production, which totaled N49,918.16 million in 2010, increasing by N15,799.30 million or 32.30% and N16,082.26 million or 24.85% in 2011 and 2012 respectively.

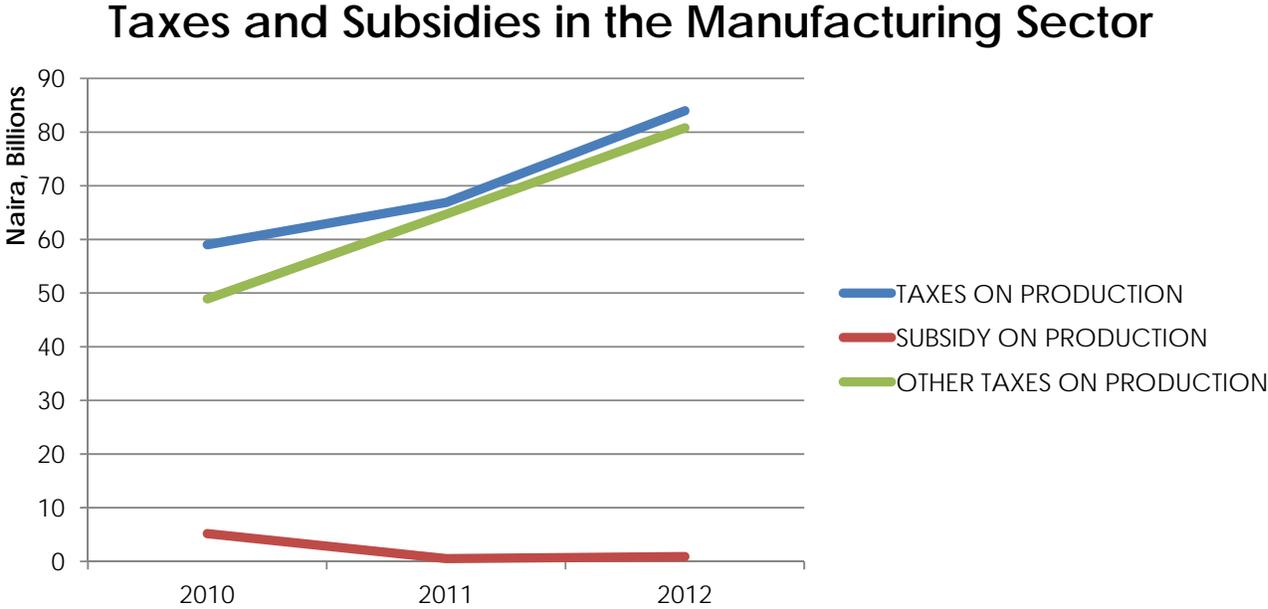


Figure 11: Taxes and Subsidies in the Manufacturing Sector

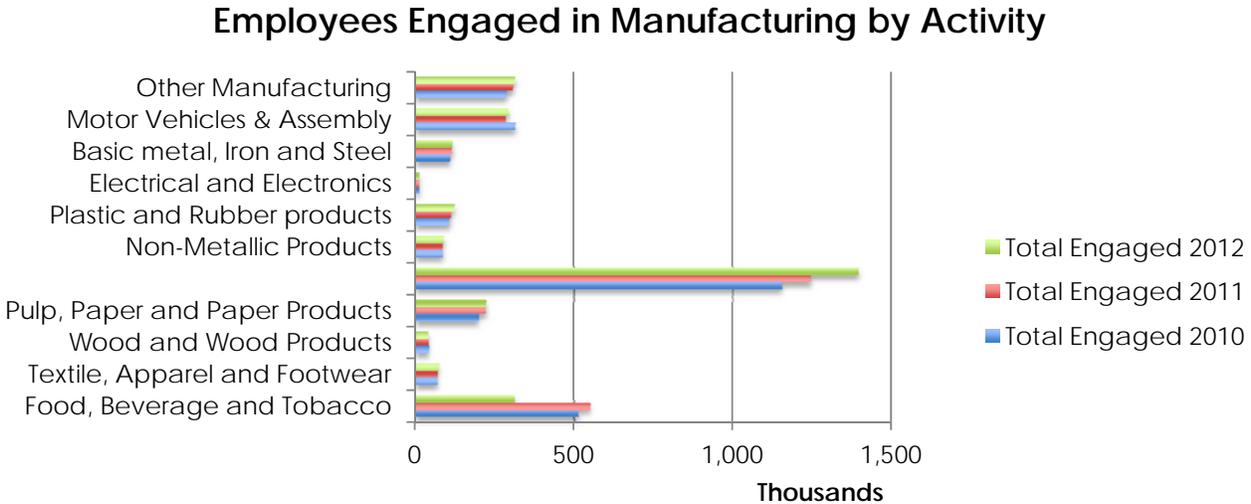
Subsidies made up a far smaller amount than taxes, being approximately 9% of the amount paid in production taxes in 2010, and about 1% in 2011 and 2012. It also showed the only decline in value of all taxes and subsidies over the period of review, falling by N4,653.03 million or 89.86% from N5,178.18 million in 2010 to N525.15 million in 2011. It recovered slightly in 2012, increasing by N345.79 million or 65.85% to reach N879.94 million in this year.

SECTION THREE: Manufacturing Sub-Sectors

Employment

In all three years of review the Chemical and Pharmaceutical Manufacturing Activity had both the highest levels of employee Engagement and Paid Employment. In 2010 it engaged 1,153,756 workers or 40.05% of the total number of workers engaged, with 975,116 or 84.52% of these being paid, which in turn constituted 41.16% of the paid workforce.

The second greatest employer in 2010 was the activity of Food Beverages and Tobacco, engaging 511,150 people or 10.46% of the total, with 401,668 paid employees or 17.74% of the total. This was followed by Motor vehicles and assembly, with 314,152 or 10.90% of workers engaged in employment and 306,991 or 97.72% of those engaged being paid for this, which is the highest of all activities. The smallest employer in 2010 was the Electrical and Electronics activity, which employed 12,328 persons or



0.43% of the total; paid employees were also the smallest with 12,039 persons or 0.49% of the total.

Figure 12: Employees Engaged in Manufacturing by Activity

Chemical and Pharmaceutical Manufacturing continued to dominate in 2011 and 2012, with the total engaged growing by 91,583 employees or 7.94% in 2011 to reach 1,245,339 workers and by a further 151,824 employees or 12.19% in 2012, reaching 1,397,163 workers engaged. The number being paid for this employment however did not follow this pattern; in 2011 there was growth of 127,353 paid

employees or 13.06% and in 2012, there was a much slower growth in paid employees of 35,260 or 3.20%, showing that there was an increase in unpaid employment.

The other dominant sector of Food, Beverages and Tobacco showed a mixed employment growth story over the period. The total engaged increased by 38,117 employees or 7.46% in 2011, raising its portion of the total engaged to 18.13%. Yet, it decreased by 237,375 employees or 43.22% the following year so that its share of the total declined starkly, to 10.46%, moving it to the joint second greatest contributor to worker engagement alongside Other Manufacturing. Similarly, workers being paid increased by 54,838 employees or 13.65% in 2011 and decreased by 251,382 employees or 55.07% in 2012. This had a marked effect on the portion of the total paid, which dropped 19.96% of the total in 2010, to 17.87% in 2011, to just 8.66% in 2012.

Paid Employees in the Manufacturing Sector by Activity

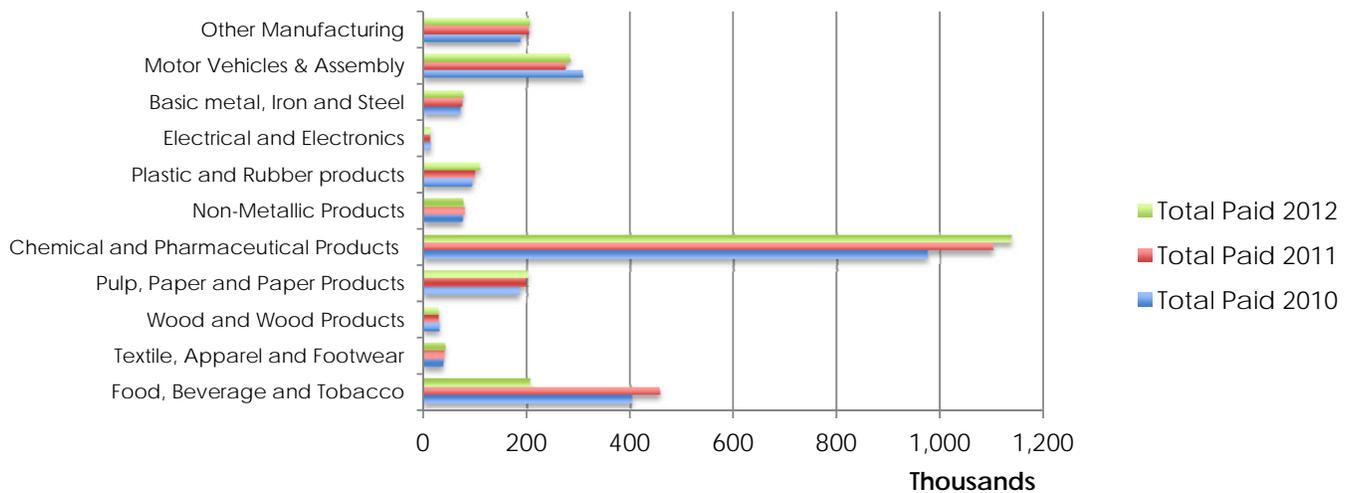


Figure 13: Paid Employees in the Manufacturing Sector by Activity

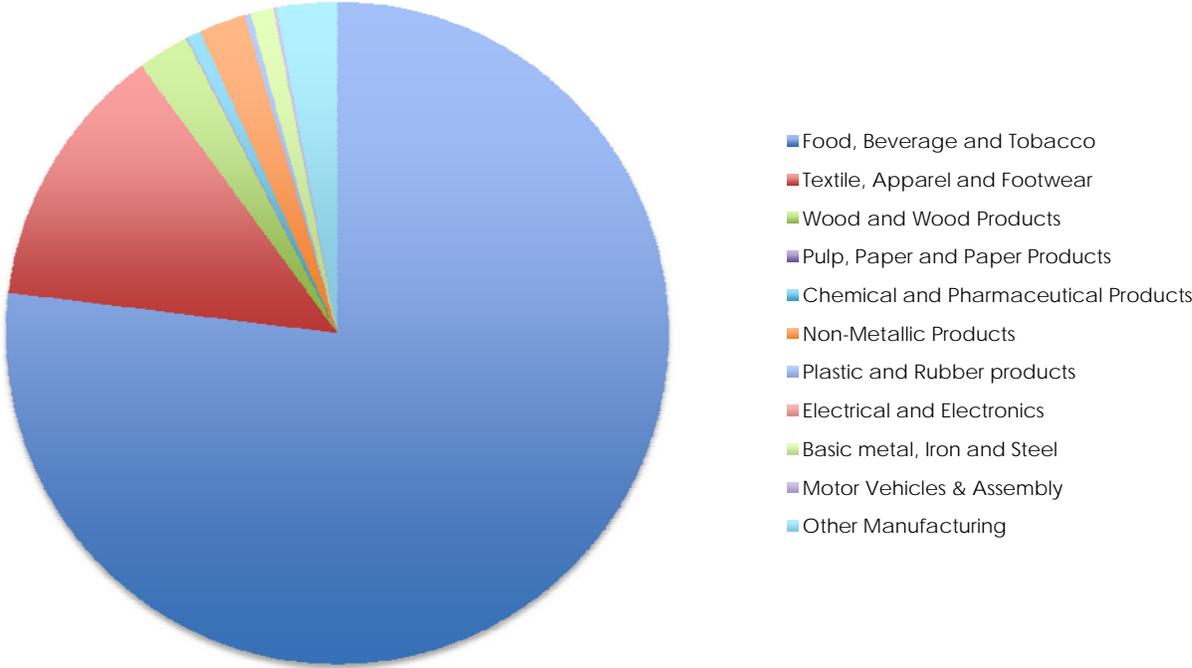
Motor Vehicles and Assembly did not maintain its share as the third largest in terms of worker engagement, yet it did so in terms of workers paid. In fact, it is the only activity within the top three to have a larger portion of paid workers than engaged. In 2011, workers engaged in the activity decreased by 33,243 employees or 10.58%, so that the sector then contributed 9.27% of the 2011 total, increasing by 8,932 employees or 3.54% in 2012, to total 290,849 workers or 9.76% of the total, pushing it to the

fourth largest employer. For those paid there was a similar decline in paid employment by 33,310 workers or 10.85% in 2011 and increasing by 8,932 employees or 3.26% in 2012. Totaling 282,614 paid employees it was the second largest employer of paid workers in 2012, contributing 11.93% of the total. In turn, Motor Vehicles and Assembly had the highest portion of engaged employees being paid in all three years, peaking at 97.72% in 2010.

Employee Compensation

Interestingly, despite being the largest employer, the Chemical and Pharmaceutical Manufacturing Sector contributed one of the lowest figures in terms of employee compensation, at just N8,110.00 million in 2010, making up 0.68% of all employee compensation that year. Although it did show great increases in this amount in 2011 and 2012, by N8,518.55 million or 105.04% and N8,484.01 or 51.02% respectively,

Employee Compensation by Manufacturing Activity in 2010



it still only constituted N16,628.52 million or 1.11% of the total in 2011 and N25,112.53 million or 1.34% in 2012.

Figure 14: Employee Compensation by Manufacturing Activity in 2010

Food Beverages and Tobacco, however, as the second largest employer, had by far the largest amounts of employee compensation, with N922,030.78 million or 76.95% of the total in 2010. This increased by N122,661.62 or 13.30% in 2011, to reach N1,044,692.40 million, despite declining to 69.80% of the total compensated to employees in the manufacturing sector that year. A similar story is told in 2012, with another N201,203.35 million or 19.26% increase in compensation, yet a decline in share to 66.36%, with a total of N1,245,895.75 million.

Textile, Apparel and Footwear had the second greatest figure for employee compensation, with N155,632.70 million in 2010, or 12.99% of the total. This is interesting, as it employed just 1.55% of the paid workforce in that year. The figure even increased greatly in 2011 and 2012, by N102,676.82 million or 65.97% in 2011 and N142,144.12 million or 55.03% in 2012, so that it totaled N400,453.70 million in 2012, 21.33% of the total. The third greatest contributor to employee compensation was Other Manufacturing, which constituted a much lesser N35,369.07 million or 2.95% to the total in 2010. This increased greatly the following year, by N26,917.89 million or 76.11%, increasing its share of the total to 4.16%. However, in 2010 employee compensation in the Other Manufacturing sector declined by N9,971.83 million or 16.01% to N52,315.14 million or 2.79% of the total; the third largest contributor to employee compensation that year became Non-metallic products at N53,434.15 million or 2.85% of the total.

Inventory

Raw Materials

The activity with the greatest portion of locally sourced raw materials in 2010 was Basic Metals, Iron and Steel, constituting N2,559.74 million 95.78% of the total. This was followed by Chemical and Pharmaceutical, for which locally sourced raw materials constituted N4,989,033.56 million or 79.61% of the total. For imported raw materials, Food, Beverages and Tobacco had the largest share, with N677,711.78 million or 72.29% of raw materials used that year. This was by far the highest, with other activities not importing up to half of their raw materials; plastic and rubber products imported N25,734.03 million or 46.89% of their raw materials.

Over the period, the portion of locally sourced raw materials generally declines, except in the case of Basic Metals, Iron and Steel, in which it continued to constitute over 95% of the total. For Chemical and Pharmaceutical activities, the portion declined to 66.83% in 2011 and 56.49% in 2012. On the imports side, the portion of raw materials imported in the Food, Beverages and Tobacco activity declined, to

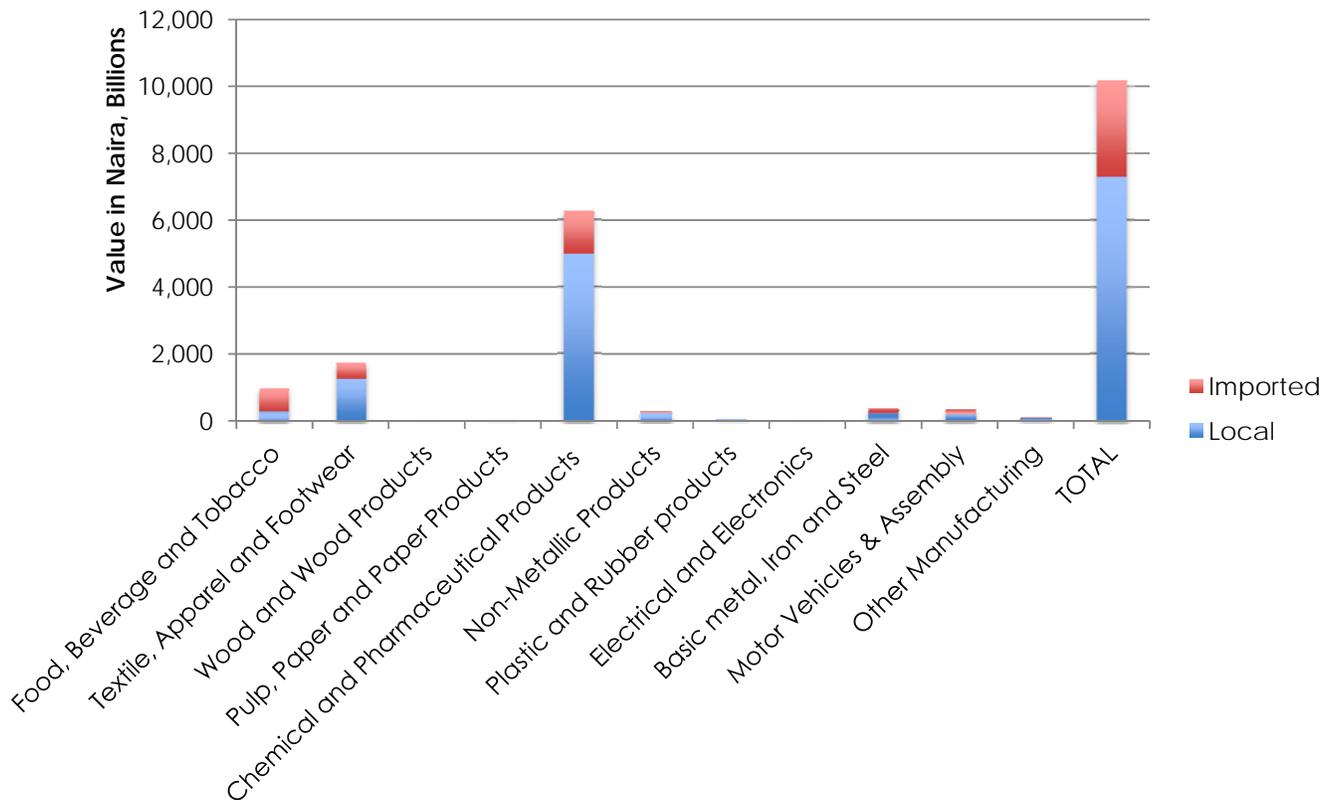
68.94% in 2011 and 60.35% in 2012. Plastic and Rubber Products however, showed a marginal decline in the portion of imported goods to 46.24% in 2011 and an increase in 2012 to 55.67%, so that it became an industry relying more on imported goods than local.

Raw Materials Imported

Of the N2,883,805.34 million worth of Raw materials that were imported for use in the Manufacturing sector in 2010, N1,277,705.90 million or 44.31% were for the Chemical and Pharmaceutical Activity. The second greatest user of imported raw materials in 2010 was Food, Beverages and Tobacco, with N677,711.78 million or 23.50% of the total, followed by Textile, Apparel and Footwear with N465,167.57 million or 16.13% and Motor Vehicles and Assembly with N147,583.44 million or 5.12% of the total.

Motor Vehicles and Assembly was also the Activity with the greatest absolute increase in importation of raw materials in 2011, with a N656,123.94 million or 444.58% increase in value to N803,707.38 million, constituting 18.43% of the total. However, this was not sustained, as in 2012, there was a similar N614,528.51 million or 76.46% decline in raw material imports to just N189,178.84 million or 4.41% of the total raw materials imported in the Manufacturing sector. This volatility shows the vulnerability of the

Raw Materials in 2010 by Activity



sector to changes in policy.

Despite 2011 growth in the sectors of Food Beverages and Tobacco, Textile, Apparel and Footwear and Chemical and Pharmaceutical companies, the increase from Motor vehicles and assembly meant that their shares of the total imported raw materials declined by 2.54% points, 2.72% points and 11.55% points respectively represent respective shares of 20.96%, 13.41% and 32.76%.

Raw Materials Locally Sourced

Locally sourced Raw Materials in 2010 were also dominated by the Chemical and Pharmaceutical industry, representing N4,989,033.59 million or 66.30% of the N7,304,864.27 million total for that year. This was followed by the Textile, Apparel and Footwear Activity, which sourced N1,273,831.63 million of local raw materials in 2010, 16.13% of the total. The third greatest contributor was Food, Beverages and Tobacco, although this only contributed N259,802.20 million or 3.56% of the total.

The N1,261,182.74 million or 17.26% decrease in locally sourced raw materials observed in 2011 was mainly driven by the N2,111,327.69 million or 42.32% decline in the Chemical and Pharmaceutical activity, whose share declined by 20.68% points to 47.62% of the total. Other areas however saw increases, such as the Other Manufacturing Activity, which increased local raw material use by NN414,105.28 million or 467.83%, which increased its share of the total from 1.21% to 8.32%. Other increases were observed in Food, Beverages and Tobacco and Non-Metallic Products, which increased by N152,029.99 million or 58.52% and N192,650.44 million or 86.43% respectively.

The year 2012 saw further declines in locally sourced raw materials, of N422,813.79 million or 7.00%. Again, this was mainly driven by the Chemical and Pharmaceutical activity, which saw a year on year decline of N849,107.51 million or 29.51%, reducing its portion of the total raw materials locally sourced to 36.09%. Nonetheless, declines were also seen in Wood and Wood Products, and Pulp, Paper and Paper Products, which declined by N2,916.49 million or 54.48% to N2,437.10 million and N4,138.00 million or 19.67% to N16,895.35 million respectively. The greatest increase in locally sourced raw materials in 2010 was in Food, Beverages and Tobacco, which increased by N193,812.86 million or 47.06%.

Intermediate Inputs

The greatest intermediate costs of all of the activities in the formal manufacturing sector is incurred by the Food, Beverages and Tobacco activity, with N2,982,266.50 million or 73.75% of the total intermediate inputs in 2010. This increased by N63,268.64 million or 2.12% in 2011 and N415,016.51 million in 2012, albeit at a slower rate than other sectors, so that its share declined to 68.90% and 66.53% in each year respectively.

Within this sector, the main contributor to this value is Minor Regular Repairs and Maintenance, which made up N719,856.71 million or 24.14% of the total in 2010, followed by PHCN bills, costing N603,587.14 million or 20.24% of the total and Generator Fuel, costing N510,627.34 million or 17.12% of the total. The value of Minor Regular Repairs and Maintenance declined by N72,644.4 million or 10.09% in 2011, only to increase by NN102,492.23 million or 15.84% the following year.

The activity with the second greatest value of intermediate inputs in Textile, Apparel and Footwear, which stood at N485,309.15 million in 2010. It also had the largest increase in absolute value in the two consecutive years following, at N175,070.52 million or 36.07% in 2011 and N186,107.18 million or 28.18% in 2012. There were increases in in almost all subcategories over this period. However, the main driver of this growth is the cost of Waste Disposal Bills, which at N129,903.01 million or 26.77% of the total in 2010, grew by N35,647.30 million or 20.26% in 2011 and by N60,101.79 or 32.29%.

Intermediate Inputs for Food Beverages and Tobacco Activity

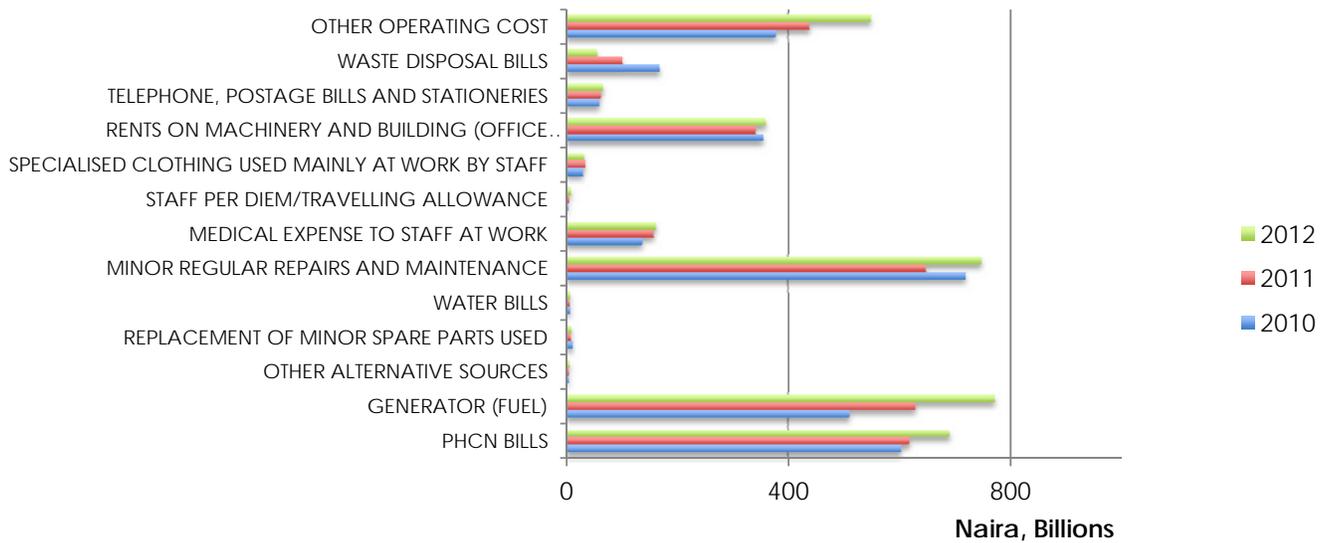


Figure 16: Intermediate Inputs for Food Beverages and Tobacco

Only one activity exhibited a decline in the value of intermediate inputs over the period of review. In 2011, Electrical and Electronics declined by N1,190.95 million or 19.18% from N6,209.36 million to N5,018.41 million. Nonetheless, the intermediate input costs grew again in 2012 by N1,235.84 million or 24.63%. In both of these instances, the driver of the change was the component of intermediate consumption that came from alternative sources of energy, which constituted N3,207.65 million or 51.66% of the intermediate input total in 2010, N2,407.85 million or 47.98% of the total in 2011 and N3,048.75 million or 48.75% of the total in 2012. In 2011, it declined by N799.80 million or 24.93%, whilst in 2012 it increased by a similar N640.90 million or 67.16%.

Intermediate Inputs in the Rubber and Rubber Products Activity

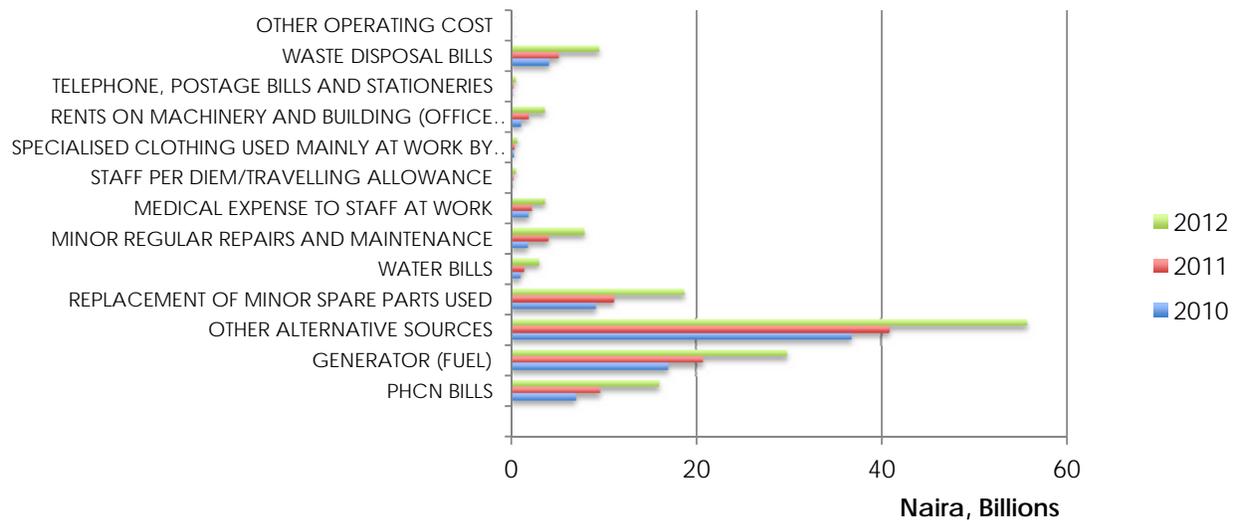


Figure 17: Intermediate Inputs in the Rubber and Rubber Products Activity

The highest growth in intermediate inputs over the period came from Rubber and Rubber Products, which increased by N51,664.97 million or 52.78% in 2012. This was driven by increases in the intermediate inputs associated with power; PHCN bills increased by N2,548.29 million or 36.23% in 2011 and N6,407.30 million or 66.87% in 2012; generator fuel increased by N3,672.16 million or 21.61% in 2011 and by N9,098.73 million or 44.04% in 2012 and other alternative sources increased by N4,072.41 million or 11.07% in 2011 and by N14,790.22 million or 36.19% in 2012.

APPENDIX I

Table 1.0: Employment (Number of Persons)

	Total Engaged			Total Paid		
	2010	2011	2012	2010	2011	2012
Food, Beverage and Tobacco	511,150	549,267	311,892	401,668	456,507	205,124
Textile, Apparel and Footwear	67,054	69,218	71,587	36,699	38,157	40,199
Wood and Wood Products	40,277	39,165	38,475	29,151	27,259	27,348
Pulp, Paper and Paper Products	196,277	219,486	221,944	185,451	197,204	201,507
Chemical and Pharmaceutical Products	1,153,756	1,245,339	1,397,163	975,116	1,102,469	1,137,729
Non-Metallic Products	85,517	84,070	86,936	73,478	76,949	74,724
Plastic and Rubber products	106,167	111,530	122,211	92,081	96,643	107,280
Electrical and Electronics	12,328	11,282	11,838	12,039	11,060	11,594
Basic metal, Iron and Steel	109,060	112,910	116,292	69,774	73,178	75,270
Motor Vehicles & Assembly	314,152	280,910	290,849	306,991	273,682	282,614
Other Manufacturing	285,234	306,708	311,892	186,521	202,076	205,124
TOTAL	2,880,973	3,029,884	2,981,082	2,368,970	2,555,184	2,368,514

Table 2.0: Employee Compensation (N'000)

	2010	2011	2012
Food, Beverage and Tobacco	922,030,782	1,044,692,404	1,245,895,752
Textile, Apparel and Footwear	155,632,698	258,309,515	400,453,696
Wood and Wood Products	30,167,190	34,248,425	43,169,617
Pulp, Paper and Paper Products	913,090	1,141,460	1,257,740
Chemical and Pharmaceutical Products	8,109,965	16,628,518	25,112,531
Non-Metallic Products	27,147,878	39,826,219	53,434,148
Plastic and Rubber products	3,513,230	8,507,810	12,478,890
Electrical and Electronics	138,500	263,860	267,900
Basic metal, Iron and Steel	13,492,480	28,512,493	39,015,408
Motor Vehicles & Assembly	1,738,760	2,214,660	3,953,420
Other Manufacturing	35,369,072	62,286,962	52,315,137
TOTAL	1,198,253,645	1,496,632,326	1,877,354,239

Table 3.0: Raw Materials by Source (N'000)

		2010	2011	2012
Food, Beverage and Tobacco	RAW MATERIALS LOCAL	259,802,203	411,832,190	605,645,053
	RAW MATERIALS IMPORTED	677,711,784	913,975,715	921,897,622
Textile, Apparel and Footwear	RAW MATERIALS LOCAL	1,273,831,628	1,320,770,734	1,375,618,885
	RAW MATERIALS IMPORTED	465,167,572	584,770,252	675,476,240
Wood and Wood Products	RAW MATERIALS LOCAL	5,292,239	5,353,583	2,437,096
	RAW MATERIALS IMPORTED	3,950,482	4,271,179	2,085,614
Pulp, Paper and Paper Products	RAW MATERIALS LOCAL	18,160,184	21,033,320	16,895,354
	RAW MATERIALS IMPORTED	8,033,320	9,895,354	10,187,515
Chemical and Pharmaceutical Products	RAW MATERIALS LOCAL	4,989,033,588	2,877,705,897	2,028,598,392
	RAW MATERIALS IMPORTED	1,277,705,897	1,428,598,392	1,562,177,950
Non-Metallic Products	RAW MATERIALS LOCAL	222,890,255	415,540,691	446,270,242
	RAW MATERIALS IMPORTED	73,033,580	161,611,586	167,883,143
Plastic and Rubber products	RAW MATERIALS LOCAL	29,149,492	52,362,800	63,096,489
	RAW MATERIALS IMPORTED	25,734,028	45,043,789	79,222,915
Electrical and Electronics	RAW MATERIALS LOCAL	2,559,738	2,790,098	2,860,610
	RAW MATERIALS IMPORTED	112,881	124,817	139,867
Basic metal, Iron and Steel	RAW MATERIALS LOCAL	213,923,048	166,927,118	197,407,326
	RAW MATERIALS IMPORTED	172,709,635	114,204,300	172,567,251
Motor Vehicles &	RAW MATERIALS LOCAL	201,705,306	266,743,232	366,243,757

Assembly	RAW MATERIALS IMPORTED	147,583,440	803,707,380	189,178,874
Other Manufacturing	RAW MATERIALS LOCAL	88,516,584	502,621,864	515,794,532
	RAW MATERIALS IMPORTED	32,062,720	294,549,518	246,524,598
TOTAL	RAW MATERIALS LOCAL	7,304,864,265	6,043,681,527	5,620,867,737
	RAW MATERIALS IMPORTED	2,883,805,340	4,360,752,282	4,027,341,589

Table 4.0: Intermediate Inputs (N'000)

	2010	2011	2012
Food, Beverage and Tobacco	2,982,266,504	3,045,535,140	3,460,551,653
Textile, Apparel and Footwear	485,309,146	660,379,670	846,486,851
Wood and Wood Products	101,701,997	113,517,374	116,237,141
Pulp, Paper and Paper Products	34,306,710	42,798,610	49,255,580
Chemical and Pharmaceutical Products	42,243,243	48,750,911	73,297,292
Non-Metallic Products	129,971,379	138,793,805	165,491,825
Plastic and Rubber products	80,612,580	97,880,370	149,545,340
Electrical and Electronics	6,209,360	5,018,410	6,254,250
Basic metal, Iron and Steel	71,234,756	107,162,210	116,572,618
Motor Vehicles & Assembly	3,848,060	4,901,290	5,828,190
Other Manufacturing	105,835,482	155,741,766	211,723,951
TOTAL	4,043,539,217	4,420,479,556	5,201,244,691

Table 5.0: Output by Activity (N'000)

	2010	2011	2012
Food, Beverage and Tobacco	4,930,494,522	5,419,349,578	6,132,108,930
Textile, Apparel and Footwear	792,693,123	1,190,712,770	1,652,840,709
Wood and Wood Products	174,066,772	192,748,497	218,565,281
Pulp, Paper and Paper Products	55,379,241	71,463,461	80,803,530
Chemical and Pharmaceutical Products	63,829,108	83,706,278	132,287,439
Non-Metallic Products	187,709,518	238,311,717	288,275,130
Plastic and Rubber products	114,472,120	179,875,350	269,813,580
Electrical and Electronics	8,715,910	9,793,610	11,102,510
Basic metal, Iron and Steel	100,262,473	177,490,114	207,328,869
Motor Vehicles & Assembly	25,738,800	32,783,650	45,003,390
Other Manufacturing	392,317,002	575,671,360	786,387,818
TOTAL	6,845,678,589	8,171,906,385	9,824,517,186

Table 6.0: Output by Product (N'000)

	Prod.	2010	2011	2012
FOOD	Fish	2,137,057	2,721,440	3,293,813
FOOD	Palm Kernel	20,984	26,610	31,968
FOOD	Ground nut oil	9,229,609	12,420,541	14,174,865
FOOD	Palm Oil	6,512,150	9,420,450	12,875,180
FOOD	Yogurt	4,632,662	5,982,002	7,734,299
FOOD	Ice-cream	135,587	124,561	191,140
FOOD	Gari	31,715,553	67,362,621	58,314,262
FOOD	Cornflakes	2,445,209	3,206,036	3,571,317
FOOD	Rice	508,720,126	681,562,841	760,719,922
FOOD	Starch	348,951	420,262	809,129
FOOD	Animal Feed	5,972,839	10,131,484	9,095,484
FOOD	Biscuit	353,836,076	453,807,448	503,679,491
FOOD	Pastry and cakes	68,489	98,657	124,652
FOOD	Bread	1,398,459,117	1,099,934,593	1,319,418,189
FOOD	Sugar	1,940,413,379	2,438,316,122	2,710,304,147
FOOD	Chocolate	316,314	417,721	473,453

FOOD	Other food product	2,681,088	11,145,151	12,615,500
BEVERAGES	Juice	2,723,281	4,674,892	6,168,750
BEVERAGES	Alcoholic Drink	303,015,410	120,157,128	158,212,090
BEVERAGES	Wine	266,868,070	352,536,890	390,908,935
BEVERAGES	Beer	17,986,310	23,463,036	24,929,678
BEVERAGES	Malt drink	6,755,285	8,763,024	9,310,789
BEVERAGES	water	63,253,781	98,651,028	109,912,570
BEVERAGES	Soft drink	2,247,196	14,005,042	15,239,309
Food, Beverage and Tobacco		4,930,494,522	5,419,349,578	6,132,108,930
TEXTILES	sack	97,483	140,413	197,431
TEXTILES	Sewing thread	10,100,975	46,547,866	72,415,824
TEXTILES	Cotton	38,889,157	46,325,931	64,065,074
TEXTILES	Other woven fabric	682,446,649	965,358,728	1,368,667,681
TEXTILES	Blanket/Rug	1,866,219	16,058,518	21,037,717
TEXTILES	Window cloth	9,601	13,756	19,781
TEXTILES	Tarpaulin	8,880	131,582	211,980
WEARING APP.	Other woven fabric	118,909	222,908	372,549
WEARING APP.	Window cloth	20,678	129,372	180,560
WEARING APP.	Embroidery Design	859	1,329	2,123
WEARING APP.	Men's wear	10,226,995	15,793,773	21,390,894
WEARING APP.	Woman wear	2,872,472	4,333,118	6,814,479
LEATHER	Suit case/luggage	9,188,439	14,418,438	23,417,273
LEATHER	Shoe	36,845,806	81,237,039	74,047,343
Textile, Apparel and Footwear		792,693,123	1,190,712,770	1,652,840,709
WOOD	Plank	121,034,150	40,850,043	157,660,511
WOOD	Plywood	53,032,622	151,898,454	60,904,770
Wood and Wood Products		174,066,772	192,748,497	218,565,281
PAPER	Corrugated Paper	14,555,197	6,820,790	11,021,246
PAPER	Toilet Roll	6,020,365	24,480,244	15,937,693
PAPER	Paper Label	112	52	80
PAPER	Note book/Account	1,051,604	499,751	658,290
PRINTING	Printing	22,844,937	11,432,525	15,463,461
PRINTING	Note book/Account	10,907,027	28,230,100	37,722,760

Pulp, Paper and Paper Products		55,379,241	71,463,461	80,803,530
CHEMICALS	Engine Oil	4,185,628	5,844,367	7,876,205
CHEMICALS	Printing Ink	60,707	73,581	98,491
CHEMICALS	Zinc Oxide	31,905	38,671	51,763
CHEMICALS	Fertilizer	650,821	1,483,068	2,538,605
CHEMICALS	Insectides	753,531	910,935	1,608,589
CHEMICALS	Paint	35,838,327	43,164,774	75,926,748
CHEMICALS	Soap and detergent	19,789,695	25,972,888	35,722,141
CHEMICALS	Cosmetics	2,497,083	6,192,040	8,427,000
CHEMICALS	Chemical	21,412	25,953	37,897
PHARM.	Pharmaceutical	63,829,108	83,706,278	132,287,439
Chemical and Pharmaceutical Products		63,829,108	83,706,278	132,287,439
RUBBER	Shoe(Plastic)	31,588,352	33,660,451	51,010,787
RUBBER	Peeking Case	11,687,637	9,555,126	14,156,690
RUBBER	Nylon	877,253	1,003,134	1,476,481
RUBBER	Rubber tubes	1,374,178	1,571,365	2,312,845
RUBBER	Arabic Gum	4,422	5,057	7,444
RUBBER	Plastic bag	29,462,491	50,415,363	74,333,241
RUBBER	Table Wire/Kitchen	4,269,308	26,080,597	38,565,244
RUBBER	Plastic Product	34,979,271	57,309,485	87,517,786
RUBBER	Bucket	229,207	274,773	433,061
Plastic and Rubber products		114,472,120	179,875,350	269,813,580
NON-METALIC	Glass Bottle	279,405	564,212	710,881
NON-METALIC	Ceramic Mug/Vase Flower	17,222	30,906	36,512
NON-METALIC	Block Ring	2,924,311	6,679,902	8,547,475
NON-METALIC	Block	33,724,066	63,055,863	77,280,025
NON-METALIC	Tiles	117,104,243	118,536,403	143,259,744
NON-METALIC	Cement	33,340,312	42,245,397	49,933,055
NON-METALIC	Ceiling	319,959	7,199,034	8,507,436
Non-Metallic Products		187,709,518	238,311,717	288,275,130
BASIC METALS	General Purpose Machinery.	1,507,774	7,513,263	10,827,111

FABRICATED	Necklace	72,195	108,716	122,561
FABRICATED	Aluminum Roofing	51,061,214	86,541,958	98,776,470
FABRICATED	Metal door	19,564,751	34,158,739	39,231,536
FABRICATED	Tank	632,553	1,394,870	1,577,816
FABRICATED	Razor	615	1,076	1,226
FABRICATED	Hoes/Cutlass	416,731	2,069,339	2,396,193
FABRICATED	Metal box	413,163	717,358	854,255
FABRICATED	Domestic Metal product	4,287	7,440	8,823
FABRICATED	Domestic Metal product	26,589,190	44,977,355	53,532,877
Basic metal, Iron and Steel		100,262,473	177,490,114	207,328,869
ELECTRICAL	Wire Nail	2,546,258	405,907	391,322
ELECTRICAL	Electrical wire	6,169,652	9,387,703	10,711,188
Electrical and Electronics		8,715,910	9,793,610	11,102,510
MACHINERY	Presser	23,828	42,764	64,550
MACHINERY	Milling Machine	20,535	233,158	375,988
MACHINERY	Bicycle	311,274	404,654	638,192
MOTOR VEH.	Motor vehicle	16,426,440	14,802,115	720,133
MOTOR VEH.	Spare parts	15,390	16,975	44,576
MOTOR VEH.	Vehicle body	1,820,480	5,232,720	13,067,719
MOTOR VEH.	Motor Cycle	7,120,853	12,051,265	30,092,231
O/TRANS.	Spare parts	25,738,800	32,783,650	45,003,390
Motor Vehicles & Assembly		25,738,800	32,783,650	45,003,390
OTHER MAN.	Office Furniture	2,651,204	4,763,450	6,465,493
OTHER MAN.	Cupboard/wardrobe	366,192	421,041	601,020
OTHER MAN.	Furniture door/Window	103,699,492	121,372,634	170,839,595
OTHER MAN.	Mattress	89,441,613	161,278,556	215,287,801
OTHER MAN.	Biro/pen/pencil	196,158,501	287,835,680	393,193,909
	Office Stationary plus furniture	198,809,705	292,599,130	399,659,402
Other Manufacturing		392,317,002	575,671,360	786,387,818
TOTAL		6,845,678,589	8,171,906,385	9,824,517,186