

From: [REDACTED]
To: [REDACTED]
Subject: Submission on Strengthening Australia–Nigeria Trade and Investment Relations [REDACTED]
Date: Friday, 19 December 2025 12:46:22 AM
Attachments: [REDACTED]

Dear Sir,

Please find attached a concise overview of key opportunities that can strengthen trade and investment relations between Africa particularly Nigeria and Australia. The summary highlights high-potential export and import sectors, emerging opportunities for bilateral collaboration, and areas where both countries can build mutually beneficial partnerships.

The analysis covers:

Nigeria's export potential to Australia in minerals, agriculture, manufactured goods, and petrochemicals

Australia's key export opportunities to Nigeria across agriculture, industrial equipment, education, healthcare, and technology

Emerging collaborative pathways through, diaspora engagement, and sector-focused investment

Priority trade flows that can accelerate commercial ties

Opportunities for leveraging Nigeria's highly skilled automotive workforce to meet Australia's labour demand

This submission is intended to support ongoing discussions on expanding bilateral economic cooperation and unlocking sustainable business opportunities for both countries.

Please let me know if you would like this information formatted into a formal brief, policy paper, or presentation. I would be glad to assist.

Kind regards,

Nnaemeka Muoma

Africa and Australia trade investment relations partway.

A. Mineral & Natural Resource Exports

Nigeria has strong potential to supply Australia with minerals and raw materials that support Australia's manufacturing, tech, and critical minerals industries. Key exportable include:

- **Copper ore and concentrates** (Nigeria has large, high-grade deposits)
- **Lead and zinc concentrates**
- **Lithium-bearing minerals**
- **Tin and columbite**
- **Gold (refined and unrefined)**
- **Gemstones** (e.g., tourmaline, aquamarine, garnet)

Australia's mining technology sector also creates opportunities for Nigeria to export processed or semi-processed mineral products for downstream value addition.

B. Agricultural & Agro-Allied Products

Nigeria's agricultural base provides significant opportunity for exports:

- **Cocoa beans, cocoa butter, cocoa powder**
- **Sesame seeds** (high demand in Australia for food processing)
- **Cashew nuts (raw and processed)**
- **Ginger (fresh and dried)**
- **Garlic and spices**
- **Shea butter**
- **Palm kernel oil and derivatives**
- **Rubber (natural latex)**

These commodities align with the growing demand in Australia's food, cosmetic, and nutraceutical industries.

C. Manufactured & Semi-Processed Goods

These include:

- **Leather products** (bags, footwear, hides/skins)
- **Textiles and African fashion**
- **Processed foods** (cassava chips, ethnic foods)
- **Pharmaceutical preparations** (subject to Australian regulation)

D. Energy & Petrochemical Products

Nigeria, being a major oil and gas producer, can supply:

- **Liquefied Natural Gas (LNG)**
- **Liquefied Petroleum Gas (LPG)**
- **Refined petroleum derivatives**
- **Base chemicals** (urea, ammonia, methanol)

With Australia diversifying industrial inputs, such exports could become more relevant.

2. Australia → Nigeria: Key Importable Goods

A. Agricultural & Food Products

Australia is a major agricultural powerhouse. Potential Nigerian imports include:

- **Wheat and grains** (Nigeria is one of Africa's top wheat importers)
- **Beef and dairy products**
- **Wine and alcoholic beverages**
- **Pulses and legumes**
- **Fruits (apples, grapes, pears)**
- **Seeds for planting**

Australia's high food-safety standards make it attractive for Nigerian food processors and retailers.

B. Industrial, Mining & Energy Equipment

Australia is one of the world leaders in mining technology and industrial solutions. Nigeria can benefit from:

- **Mining equipment and machinery**
- **Oil and gas extraction technology**
- **Safety and environmental monitoring equipment**

- **Industrial generators and power solutions**
- **Agricultural machinery**

This supports Nigeria's expanding mining sector and agricultural mechanization drive.

C. Education & Professional Services

Australia's world-class education sector is a major export:

- **Higher education and vocational training**
- **Online professional certifications**
- **Technical capacity-building for mining, engineering, health, and logistics**

Nigerian student enrolments in Australia continue to increase, strengthening services trade.

D. Pharmaceuticals & Medical Supplies

- **Medical equipment**
- **Vaccines and advanced pharmaceuticals**
- **Diagnostic tools**

These imports support Nigeria's healthcare modernization efforts.

E. Technology & Digital Solutions

Australia has a growing tech sector with potential export to Nigeria:

- **Cybersecurity solutions**
- **FinTech and payment infrastructure**
- **Enterprise software**
- **Telecommunications equipment**

With Nigeria's booming digital economy, this offers strong partnership potential.

3. Emerging Opportunities That the Inquiry May Strengthen

A. Supply Chain Partnerships Through AfCFTA

Australia may leverage Nigeria's strategic role to:

- Enter West African markets
- Participate in regional manufacturing hubs

- Support value chains in:
 - Green minerals
 - Agribusiness
 - Digital trade
 - Renewable energy

B. Diaspora-Led Trade Expansion

Nigeria's strong diaspora in Australia can help:

- Facilitate SME export pathways
- Build trust and cultural familiarity
- Reduce market-entry barriers

C. Bilateral Investment Opportunities

Potential sectors include:

- Renewable energy (solar mini-grids)
- Downstream mineral processing
- Agro-tech and food processing
- Logistics and supply chain infrastructure
- Education and skills development centres

4. Summary: High-Potential Trade Flows

Nigeria → Australia

- Minerals (copper, lithium, gold, gemstones)
- Agricultural goods (sesame, cocoa, cashew, ginger)
- Petrochemical products (LNG, LPG)
- Leather, fashion textiles
- Ethnic foods and specialty products

Australia → Nigeria

- Wheat, grains, dairy, wine, meat
- Mining, oil & gas machinery

- Education and training services
- Pharmaceuticals and medical equipment
- Digital solutions and cybersecurity tech

Finally, Nigeria possesses a substantial pool of highly skilled automotive professionals, including mechanics and panel beaters, who are capable of meeting international standards.

This strong human capital base presents a valuable opportunity to export technical expertise to Australia, where there is growing demand for qualified automotive technicians across various sectors. Leveraging this talent can support workforce needs in Australia while creating employment and global exposure for Nigerian professionals.