



**PRESIDENTIAL
ENABLING BUSINESS
ENVIRONMENT COUNCIL (PEBEC)**

ENABLING BUSINESS ENVIRONMENT SECRETARIAT

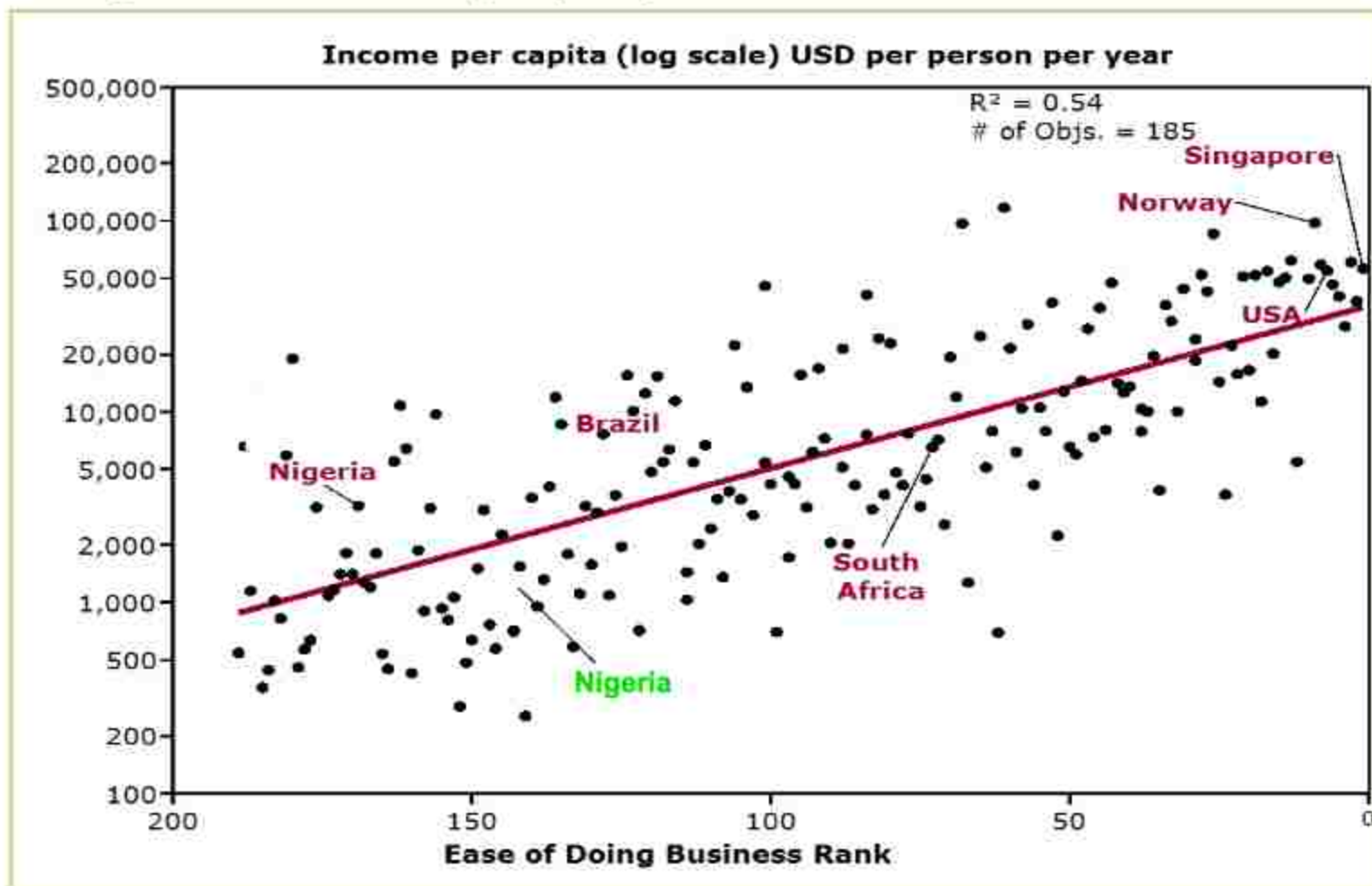
**Making
Business
Work**

Building an Enabling Business Environment

**Taking Ease of Doing Business to all Nigerians
July 2018**



There is a strong correlation between a country's "ease of doing business ranking" and its economic prosperity





Why is this important?

**To become Africa's leading economy
and be globally competitive,
we have to become more business friendly,
especially for SMEs.**

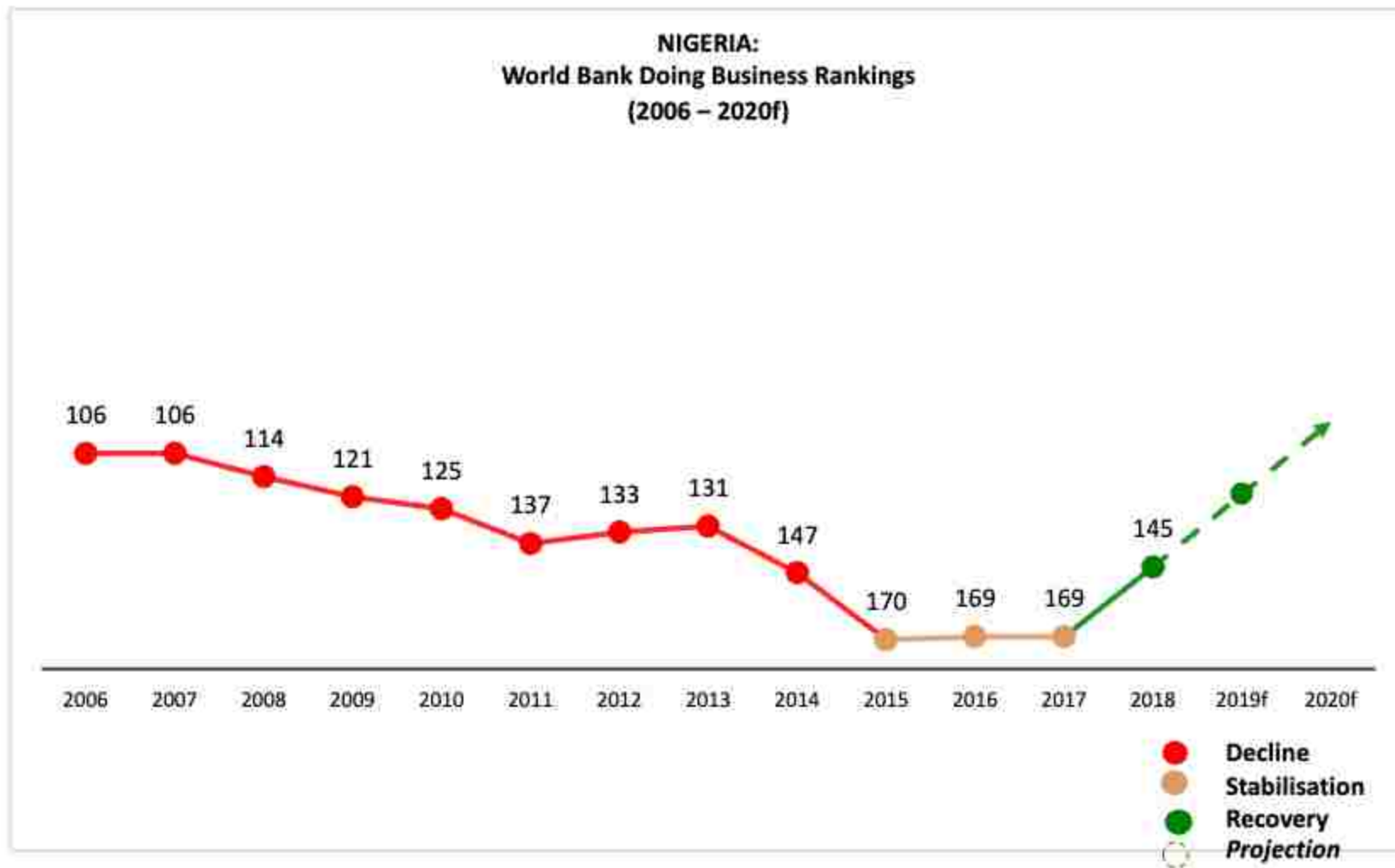
Our vision is to make Nigeria a progressively easier place in which to do business. This would be evident in an increase in our Ease of Doing Business rankings, and testimonials of businesses across the country.

**Competitiveness is the 3rd Pillar in
Nigeria's Economic Recovery & Growth
Plan till 2020 (ERGP)**





.....the country has returned to a steady recovery path, after over a decade of neglect and internal governance roadblocks





The Mandate



President Muhammadu
Buhari, GCFR



Vice President Yemi Osinbajo
SAN, GCON



**REMOVE CRITICAL BOTTLENECKS
& BUREAUCRATIC CONSTRAINTS**
to doing business in Nigeria



Move Nigeria by 2020 to

**Top
100**



in the World Bank
Ease of Doing
Business Index.

"While we are not unaware of the challenges currently being faced by our businesses, on our part, the Government remains relentless in our goal of removing the obstacles and roadblocks that have long afflicted commercial activity in Nigeria."

H.E VP Prof. Osinbanjo SAN, March 2016



The Structure

Council Membership

- **Chair** – His Excellency, Vice President Yemi Osinbajo SAN, GCON.
- **Vice Chair** – Honourable Minister of Industry, Trade and Investment.
- **Members** – 10 other Cabinet Ministers, Head of Civil Service of the Federation, Governor of CBN, representatives from the National Assembly and the Judiciary as well as representatives from Lagos and Kano states and private sector.
- **EBES** – the Enabling Business Environment Secretariat, implements the reform agenda of PEBEC. EBES became fully operational in October 2016.

PEBEC operating model



- Forms part of National Agenda (ERGP)
- Mandate reforms and resolve bottlenecks
- Work with MDAs to implement reforms and escalate issues

PEBEC's model aligns with global best practice, and includes a strong performance tracking element that ensures MDAs are accountable for reform implementation



Significant Progress has been achieved in past 18 Months



Starting a Business

- Online name reservation
- Consolidation of incorporation forms into one form (CAC.1) which can be completed electronically.



Registering Property

- Sworn affidavit not needed for title search at land registry (Lagos)
- Digitization of land records and cadastral mapping of Kano City.



Dealing with Construction Permits

- Publicized fees, procedures and laws.
- Operationalized the Lagos e-planning platform.



Getting Electricity

- Reduction of procedures for new grid connections.



Getting Credit

- Borrowers have the right by law to access their credit reports .
- The operationalization of a modern, web-enabled National Collateral Registry



Paying Taxes

- E-filing of Federal Taxes.
- Centralized electronic payment of all Federal Taxes.



Trading Across Borders

- Reduction of documents for export from 10 to 7 and similarly for import from 14 to 8.



Entry & Exit of People

- Harmonization of four forms on arrival into one form by the Nigerian Immigration Service.
- 48 hour visa processing timeline across missions abroad.



Some Implications for Small and Medium Sized Enterprises

₦2.6bn

saved by SMEs in
registration costs to
start business annually



116,000 minutes

of traveler time
saved daily



60%

reduction in time to
register property

130%

increase in SME access
to credit



23,500 hours

saved by exporters
annually



24 place

increase in
Nigeria's position
in World Bank DB



Underpinning core reforms....

The Executive Order 001 was signed on May 18, 2017...

EASE OF DOING BUSINESS **EXECUTIVE ORDER E01**

MAY 18TH TO JUNE 17TH, 2017



....and has recorded 40% performance score across its 5 main planks



- Nigeria's Vice President, His Excellency, Prof. Yemi Osinbajo SAN, signed an executive order on transparency and improving the business environment in Nigeria.
- The Executive Order (EO1) contained far-reaching initiatives to be implemented by MDAs to improve transparency and efficiency in public service delivery



From July 2017, PEBEC accelerated and expanded the initiative by focusing on three key areas.....

- **People:** Ensure excellent customer service and mind-set changes
- **Transparency:** Ensure easier access to information, processes, and documentation

1 Deepen Existing Reforms

- **Description:** Complete pending initiatives and ensure implementation of completed reforms, including communication and consequence management
- **Objectives:** Ensure Nigerians feel impact of the reforms and the private sector can validate reforms to World Bank ahead of the May 31st deadline to maximise gains for 2018 DB Report

2 Sub-national Reforms

- **Description:** Engage with State Governments to push state-level reforms ahead of WB subnational appraising of all 36 states and FCT in 2018
- **Objectives:** Collaborate with States to drive reforms at the sub-national level by providing assistance with reform scoping, implementation management, and operational standardisation

3 Additional Reforms

- **Description:** Kick-off of reforms aimed at improving Trading within Nigeria and start preparation for World Bank indicator reforms for 2018, including Omnibus Bill.
- **Objectives:** Broaden reforms to include a focus on Trade within Nigeria and ensure planned reforms for 2018 rankings are included in MDA budgets for next year.

The 3 main pillars are supported by a robust operating model to accelerate change and build capacity within MDAs



NAP 2.0: 11 reform areas were considered under the second 60-day action plan (52% scorecard)



National Action Plan 2 (NAP 2.0)

- On October 3, 2017, PEBEC launched the second National Action Plan which focused on deepening and enforcing some of the initiatives in the first National Action Plan as well as implementing new reforms.

Starting a business	<ul style="list-style-type: none"> Eliminate inspection for business premises registration Drive adoption of e-registration for company registration
Dealing with construction permits	<ul style="list-style-type: none"> Drive usage of the e-planning platform Reduce cost and time to obtain development permits
Registering property	<ul style="list-style-type: none"> Ensure availability of land information online Simplify and optimize the process of obtaining the Governor's Consent
Getting electricity	<ul style="list-style-type: none"> Reduce time to get connected to the grid by deploying online systems Ensure compliance to revised procedures and timelines for getting grid connected
Getting credit	<ul style="list-style-type: none"> Improve access to credit by driving usage of the National Collateral Registry Facilitate usage of credit bureaus for the provision of credit data and credit scoring
Paying taxes	<ul style="list-style-type: none"> Simplify the process and reduce the time for paying taxes
Trading across borders	<ul style="list-style-type: none"> Enable quicker and easier movement of goods across borders
Enforcing contracts	<ul style="list-style-type: none"> Reduce the time it takes to resolve cases related to commercial contracts
Selling to the government	<ul style="list-style-type: none"> Simplify the government procurement process for SMEs
Entry and exit of people	<ul style="list-style-type: none"> Improve the experience of travelers entering and leaving Nigeria Decrease time spent at airports, and streamline processes for entering the country
Trading within Nigeria	<ul style="list-style-type: none"> Simplify the process of registering food and drugs at NAFDAC Enforce removal of illegal roadblocks Trademark registry to clear backlog of outstanding marks



Implementation of NAP 3.0 aimed to deliver significant benefits, especially for SMEs



1.3 mn

MSMEs become eligible
to do business with the
government



75%

Reduction in average
clearance time for
foreign travelers



75%

Reduction in time to
register business
premises in Kano



60%

Reduction in time to
get electricity



50%

Reduction in time for
filing Corporate Income
Taxes



Highlights of EoDB Initiative over last 12 months

Recap of 2017



1 FEBRUARY - APRIL
60 DAY NATIONAL ACTION PLAN
Success rate of 70% and 82% after a 30-day extension.

3 JULY
Project expanded to include the Trading Within Nigeria indicator
Sub-national EoDB project kicks off with all states and FCT¹



2 MAY
EASE OF DOING BUSINESS EXECUTIVE ORDER E01
EO1 issued by the Acting President



Launch of NAP 2.0

6 DECEMBER
Completion of NAP 2.0, 52% completion rate
52% completion rate
Release of E01 6-month report





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2018 Outlook

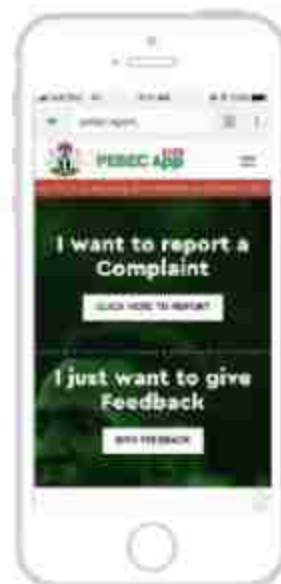
JAN 2018



What to expect in 2018

● PEBEC.Report

Scaling our web-based feedback mechanism that has been piloted in November/December 2017 to further enhance the delivery of the reform initiatives, through prompting and encouraging Nigerians to provide feedback on the service delivery of the MDAs.



● NAP 3.0

From February - April 2018, we are going to sustain the EoDB reforms at the National level, through deepening reforms across the 9 indicators, focusing on the most impactful reforms for the Nigerian business environment.

NATIONAL
ACTION
PLAN 3.0



What to expect in 2018 cont'd



● **Sub-Nationals**

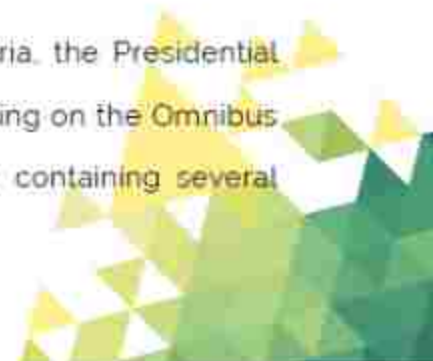
We are cascading the ease of doing business initiatives down to the sub-national level by engaging state governments and collaborating with them to implement reform initiatives that would increasingly make their states more attractive to business.

A Technical Working Group comprising key stakeholders across government and private sector are developing four home-grown indicators, to study and showcase the business climate reforms across Nigeria.



● **Omnibus Bill**

As part of the ongoing reforms in the business climate of Nigeria, the Presidential Enabling Business Environment Council (PEBEC) is currently working on the Omnibus Bill for passage as an executive bill by the National Assembly, containing several business reforms which will be institutionalized.





What to expect in 2018

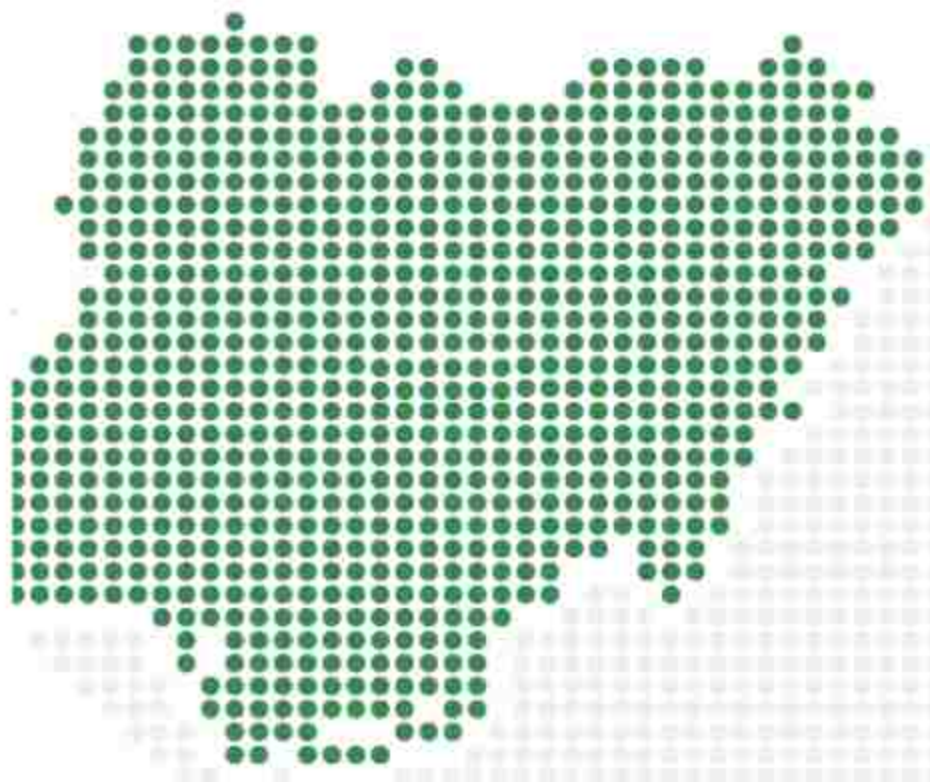
cont'd

- **National Trading Platform**
The implementation of a Single Window Platform, deployment of scanners, and a ports community system that promotes transparency and efficiency in our Ports.
- **Airport concession**
Concessioning of both the Lagos and Abuja International airports to commence.





Since July 2017, Business climate reforms are also being supported at sub-national level across all 36 States and the FCT



Taking Ease of Doing Business to all Nigerians

There are compelling imperatives for sub-national reforms at the state level.

- Economic growth and development aspirations
- Quick Tangible Impact for Citizens
- Significant Job Creation as MSMEs flourish
- Healthy competition among states and regions
- Effective change management through efficiency; transparency; performance management; and key performance indicators (KPIs).



SUB-NATIONAL EASE OF DOING BUSINESS FRAMEWORK

SUB-NATIONAL TECHNICAL WORKING GROUP

Chair	<ul style="list-style-type: none">▪ PEBEC Secretary
Regional Representatives	<ul style="list-style-type: none">▪ Gombe (N.E.)▪ Kaduna (N.W.)▪ Niger (N.C.)▪ Anambra (S.E.)▪ Edo (S.S.)▪ Ogun (S.W.)
Organised Private Sector/Private Sector Representatives	<ul style="list-style-type: none">▪ Nigerian Economic Summit Group (NESG)▪ National Competitiveness Council of Nigeria (NCCN)▪ OLAM Nigeria
Public Sector Representatives	<ul style="list-style-type: none">▪ NEC Secretariat▪ Governors' Forum▪ National Bureau of Statistics (NBS)▪ Nigerian Investment Promotion Commission (NIPC)▪ EBES (Sub-national TWG Secretariat)

STATE EoDB INITIATIVE STRUCTURE





The sub-national Technical Working Group is developing a baseline Business Climate Survey across Nigeria's States and Regions

Objectives

- To provide a status report on the attractiveness of states in terms of business climate reforms as a reference resource for SMEs and the general business community.
- To showcase regional attractiveness backed up by success stories of SMEs across the states.

Methodology

- **State Proxy:** Most commercially viable city within the state
- **No. of Indicators:** 4 Homegrown Indicators
- **Data Sources and Instruments:** Administered questionnaires; Secondary sourcing from NBS, NCCN, NIPC,...

Potential Home grown Subnational Indicators

1



INFRASTRUCTURE
& SECURITY

2



TRANSPARENCY &
ACCESSIBILITY TO
INFORMATION

3



REGULATORY
ENVIRONMENT

4

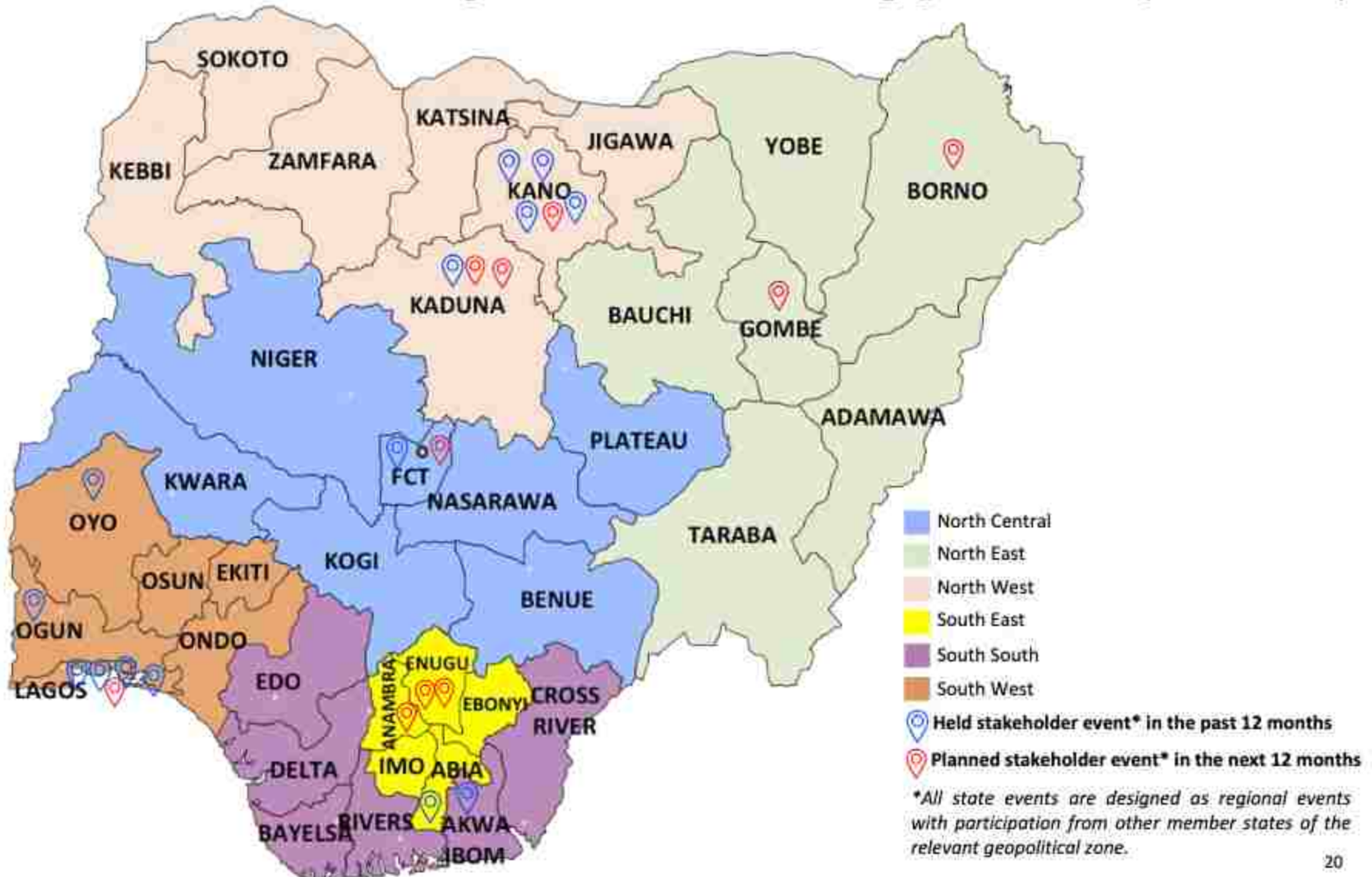


SKILLS AND LABOUR

**SEP 2018: Publish the Nigeria Subnational
Business Climate Report (baseline edition).**



PEBEC Sub-national Ease of Doing Business - Stakeholder Engagement Guide (2016 – 2018)





NATIONAL ACTION PLAN 3.0 February 5 – April 5, 2018





NATIONAL ACTION PLAN 3.0

National Action Plan 3 (NAP 3.0)

- On February 5, 2018, PEBEC launched the third National Action Plan which focused on the most impactful reforms for the Nigerian business environment.

INDICATOR	SELECT REFORM INITIATIVES
Trading Across Borders	<ul style="list-style-type: none"> Clarify and implement import and export guidelines to drive efficiency at the Ports. Strengthen single joint cargo examination interface in all airports & seaports for import and export. Implement an electronic Nigerian Export Proceeds (NXP) form.
Trading within Nigeria	<ul style="list-style-type: none"> Clear all pending NAFDAC registration applications as at December 2017. Comply with 90-day timeline to complete NAFDAC product registration. Encourage reporting of illegal police roadblocks and institute consequence management.
Entry and Exit of People	<ul style="list-style-type: none"> Stop use of Passenger Service Charge (PSC) stickers. Improve Visa on Arrival process by enabling web based application and approval. Install luggage scanners at the arrival halls of the international airports.
Getting Electricity	<ul style="list-style-type: none"> Drive 100% compliance with NERC Order on timelines for new connections to the grid. Encourage DISCOs to roll out e-application systems for new connections to the grid. DISCOs to implement grid mapping using technology (GIS or EMS/SCADA).
Starting a Business	<ul style="list-style-type: none"> Adhere to timelines for post registration filings.
Paying Taxes	<ul style="list-style-type: none"> Communicate and enforce minimum employee requirement for pension contributions as 15 employees for government procurement purposes.
Selling to Government	<ul style="list-style-type: none"> Build magistrates capacity for specialized small claims commercial courts or commercial divisions in Lagos and Kano.
Enforcing Contracts	<ul style="list-style-type: none"> Introduce specialized small claims commercial courts in Lagos and Kano.
Getting Credit	<ul style="list-style-type: none"> Urge Banks to utilise the National Collateral Registry.



PEBEC.Report enables us obtain feedback from citizens

1

Raise tickets



Log a complaint by specifying MDA and provide details



2

Respond to tickets



MDA responds to complaints via dedicated page for each MDA



3

Track resolution



Each MDA and PEBEC/EBES have dedicated page to track the resolution





Institutionalization

- Build the capacity of the Agencies to deliver
- Strengthen the capabilities of the Agencies for the long-term, to **sustain the improvements** on an on-going basis
- Strong **political will and determination by the government** to effect changes and improvement



Collaboration

- Foster **cooperation** between the ministries, Agencies and also across States, National Assembly and Private Sector
- Effective **coordination** between all the relevant agencies to provide a unified view of implications and improvements
- Proper **planning** to eliminate the critical binding constraints



Continuous Improvement

- Be a “**moving-target**” to make Nigeria a progressively easier place to do business
- Means to constantly **measure and monitor** the improvements
- Effect a **hands-on implementation support** for the changes and improvements



A snapshot of our future

FINANCIAL TIMES

MONDAY, NOVEMBER 2nd, 2009

WORLD BUSINESS NEWSPAPER

NABLA 5000 USD 120

Nigeria's GDP rises again, set to hit ~USD 1 trillion

Nigeria reaches yet another economic milestone with less than 20% of the population under poverty line

Nigeria: the Textbook African Success Story

Nigeria has come a long way over the last five years, rebounding from the brink of a near economic disaster precipitated by falling commodity prices across the globe, to becoming a textbook example of how an economy can turn itself around.

When oil prices plunged to \$28 a barrel in February 2016, the country took an economic nosedive, with its heavy reliance on oil exports seeing the Naira devalue and crash on the parallel market to over



all to see.

"What they have done is nothing short of a miracle," said the IMF chief in Washington last week, commenting on Nigeria's year-end performance which is set to exceed the projected growth rate of 8% to enter the double digits. How did they succeed where others have failed?

use of cutting edge technology, and training and firmer consequence management for erring public officers. The entire region has benefited from the effects of Nigeria's economic prosperity with greater efficiency and transparency.

New legislations resulting from collaboration between the executive and legislative arms of government have continued to deliver prompt budget passage and enable legal reforms such as the complete overhaul of tax administration across all levels of government with the use of technology to



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Thank You

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