

Clothing 360™ Organization – November 2016



Why Not Nigeria ?

Presentation

to

The EU-Nigeria Business Forum

on

Using the RMG Industry to Lead Inclusive and Sustainable Industrial Development (ISID) of Nigeria's CTG Value Chain

Thursday, 10th November 2016

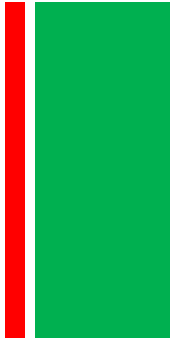




Content

- 1. Why Use RMG Industry to Lead ISID of Nigeria's CTG Value Chain**
 - 2. Problems in the CTG Value Chain**
 - 3. Way Forward**
- 

+ Why Use RMG Industry to Lead?

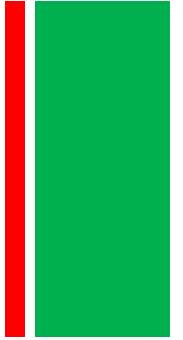


Explore question through some key economic drivers such as:

- Industrialization
- Revenue
- Employment
- Enterprise creation
- Best practices

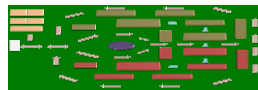


+ Case Study – Similar to Nigeria

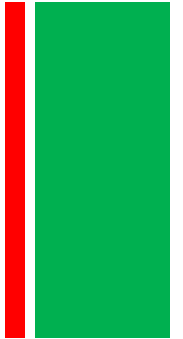


Asia

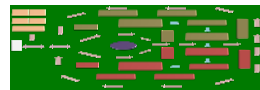
- **Bangladesh** (Population 160 million)
 - Land is 147,570 km²
 - Cotton produced only meets 3% of RMG production needs
 - **Employment** – **4 million** from population of 158 million (almost 3%)
 - **Revenue** – about **\$28billion** in 2015/16
 - **Enterprise Creation** – **About 5000 factories** (RMG 4328 factories)

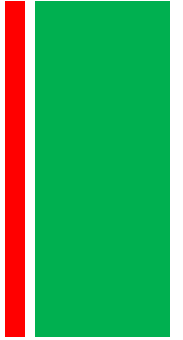


+ Our Advantage over Bangladesh

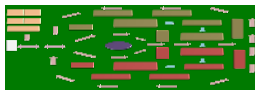


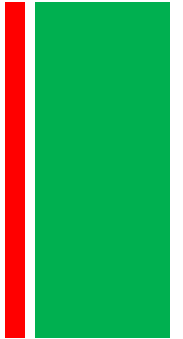
- Population – similar
- Land mass – 6 times bigger
- Cotton – we produce more
- Cheap labor thanks to devaluation of the naira





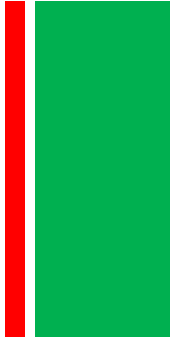
- If Bangladesh could do it



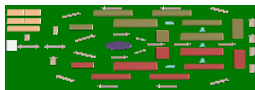


■ Why Not Nigeria?

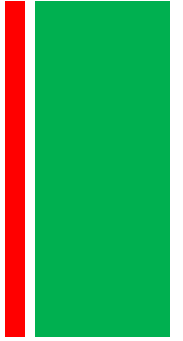




- Nigeria **should** be the preferred emerging hub for **global export** of quality affordable RMG



+ Nigeria's Story



Nigeria (Population 179 million)

■ Comparative advantage

- **Land** is 923,768 km² – Larger than most
- **Raw material** – 26 States produce cotton
- **Low cost labour** – below global average RMG wage of N70,000 (@N350 to \$1; 8hrs/day)
- **Potential Resource Base for RMG** – tailors, designers, youth, women, many informal actors

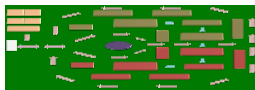
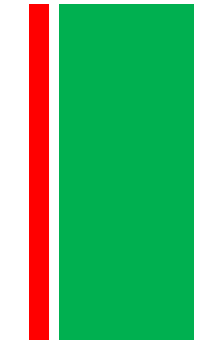
■ Hard Truth

- Cotton
- Textile Industry
- RMG Industry
- RMG Employment
- RMG Revenue

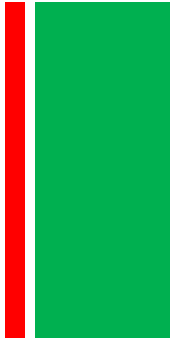


+ Other Setbacks in the CTG Value Chain

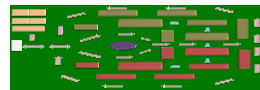
- CTG value chain is **fragmented**
- **Lack of concerted effort/collective actions**
- **Results** and **impact** of past interventions have neither been inclusive nor sustainable



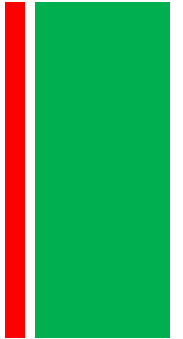
+ Other Setbacks Contd.



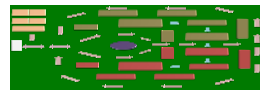
- **Focus** is on producing & exporting **cotton & textile**
- **Neglect of RMG Industry**
- Almighty infrastructure deficit, costs & illegal imports
- **Hidden knowledge gap**
 - Peculiar to Nigeria mainly because of our vibrant Fashion industry



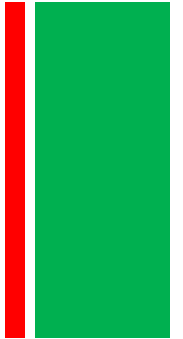
+ About Clothing 360 – Who We Are



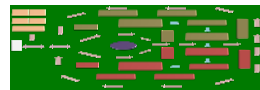
- Not-for Profit, Non-Government Organization
- Created to stimulate concerted effort to **organize** and **develop** Nigeria's RMG industry, and by extension the CTG value chain
- We are advocating for the RMG industry to be used to lead Nigeria's CTG value chain



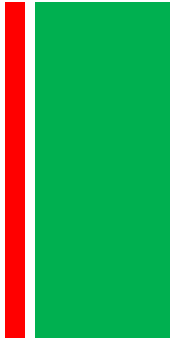
+ Way Forward



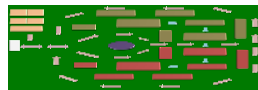
- We believe Nigeria should be the preferred emerging hub for global export of quality affordable RMG
- We have articulated a viable and actionable strategy to **organize** and **develop** Nigeria's RMG industry, and by extension the CTG value chain, in a **fast-tracked, inclusive** and **sustainable manner**



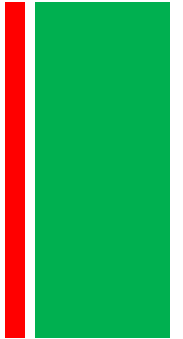
+ About Clothing 360 – Who We Are



- Three (3) member Board of Trustees (BoT)
- Seven (7) member Technical Working Committee (TWC) comprising a blend of seasoned professionals and business executives in their respective industries.
- In discussions to collaborate with the Federal Ministry of Industry, Trade and Investment, relevant MDAs, CTG stakeholders, Organized Private Sector, relevant CSOs, IDOs and DFIs,
- Our partners

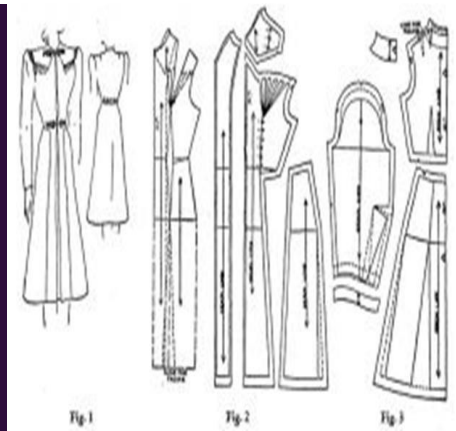


+ Our Journey Spanning a Decade

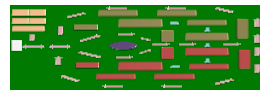


- Through its founder, Clothing 360 began its journey in the “Made in Nigeria” RMG world in **2006**
- It made its first attempt to launch a “Made in Nigeria” initiative in **2010**
- A pilot RMG training and empowerment initiative was successfully launched in **2012**
- Clothing 360 was restructured in **2016** to continue its work in an inclusive and sustainable manner





Thank You



Clothing 360™ — positioning Nigeria as global exporter of quality affordable RMG — Nov., 2016

www.clothing360ng.com

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