



# *excel* **in** *non-oil* *export* SERIES III

LAGOS

PARTNERS



# Order of Events

TIME	EVENT SEGMENT	FACILITATOR
8:45 AM – 9:15 AM	Arrival & Registration	Host
9:15 AM – 9:35 AM	Opening Ceremony Welcome Address Introduction/Recognition of Special Guests	Host <b>Akporee Idenedo</b> Divisional Head, Commercial Banking Sterling Bank
9:35 AM – 10:35 AM	Keynote Address	<b>'Biodun Adedipe</b>
10:35 AM – 11:05 AM	Tea/Coffee Break	
11:05 AM – 12:20 PM	<b>Panel Session:</b> <b>Bridging the Funding Gap – Opportunities for Exporters</b>  <b>Topics</b> <ul style="list-style-type: none"> <li>• Understanding the Financing Gap/Funding opportunities/ Access to Finance, Documentation</li> <li>• Role of Commercial Banks &amp; DFIs</li> </ul>	Moderator: <b>Oame Airauhi</b>  Panelists: <ul style="list-style-type: none"> <li>• Abubakar Bello [NEXIM]</li> <li>• Nonye Ayeni [NEPC]</li> <li>• Nzubechukwu Anisiobi [Sunbeth Global]</li> <li>• Amit Bose [Valency Agro]</li> <li>• Olukayode Oyebamgbose</li> <li>• Dr. Ifeanyi Chukwunonso Okeke [SON]</li> </ul>
12:20 PM – 1:00 PM	Q&A Session+Group Photo 1	Host
1:00 PM – 2:25 PM	<b>Break Out Session</b> <b>The Export Journey from An Exporter Lens"</b>	Dr. Bamidele Ayemibo
	<b>Banking Solutions</b>	<ul style="list-style-type: none"> <li>• Chuks Aghaunor;</li> <li>• Olukayode Oyebamgbose;</li> <li>• Olusola Obikanye</li> </ul>
	<b>Regulations Guiding Export in Nigeria</b>	NEPC/CBN/SON
2:25 PM – 3:25 PM	Lunch Break	
3:25 PM– 4:00 PM	Closing Remarks+Photo	Host





**Abubakar Suleiman**

Managing Director/CEO, Sterling Bank Limited





## SPECIAL GUEST OF HONOUR



**Sen. Abubakar Kyari** CON

Honourable Minister of Agriculture and Food Security,  
Federal Republic of Nigeria





SPECIAL GUEST



**Dr Musa Nakorji**

Director, Trade & Exchange Department,  
Central Bank of Nigeria



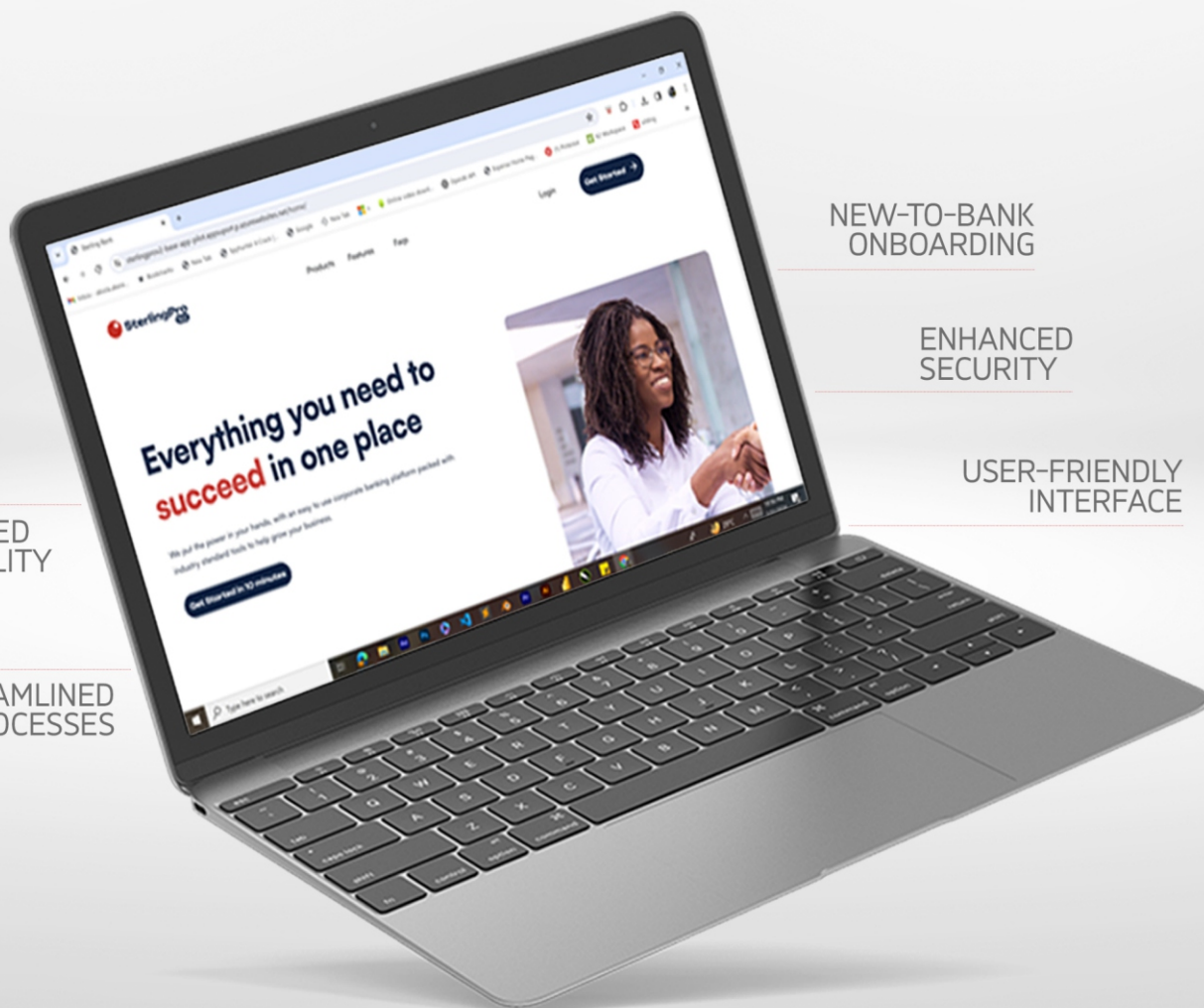




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## KEYNOTE SPEAKER



**'Biodun Adedipe**

Founder/Chief Consultant,  
B. Adedipe Associates Ltd.





## Background

# Excel in Export 2025: Fueling Nigeria's Non-Oil Export Transformation

As Nigeria continues to face declining oil revenues and currency pressures, one imperative has become clear: diversifying our economy through non-oil exports is no longer optional. It is urgent.

In Q4 2024, Nigeria's total merchandise trade stood at **N36.6 trillion**, with exports accounting for **N20 trillion** or **54.68%** of that figure. However, **crude oil alone contributed N13 trillion**, representing **68.87% of total exports**, while **non-oil exports made up just N2 trillion**; a mere **4.2%** of the overall export value.



# Nigeria's Merchandise Trade

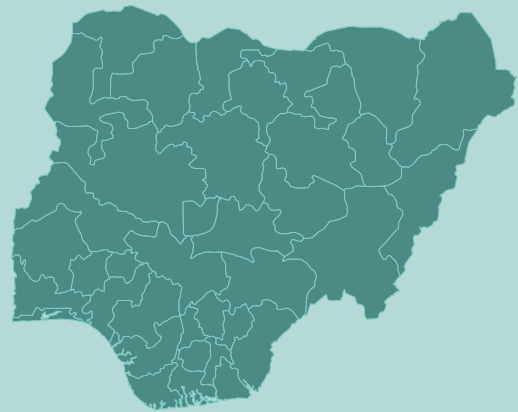
In Q4 2024, Nigeria's total merchandise trade reached N36.6 Trillion

Exports accounted for

**54.68%**

of total trade,  
with a value of

**N20trn**



While non-oil exports  
contributed

**N2trn**

which was

**4.2%**

of total exports



Crude oil continued  
to dominate Nigeria's  
export trade, contributing



**N13trn**

which is

**68.87%**

of total exports

Due to declining oil earnings, Nigeria has made diversifying the economy's revenue base and increasing non-oil export contributions a top priority





Excel in Export 2025 is Sterling Bank's flagship export development forum, designed to change that narrative. It will convene stakeholders from across the export ecosystem — including established and aspiring exporters, aggregators, manufacturers, regulators, logistics partners, and financiers, to align on strategies that will transform Nigeria's export performance and global relevance.

### **Objectives of the Forum**

- Catalyze actionable strategies to scale non-oil export activity in key sectors such as agriculture, light manufacturing, and commodities.
- Create a platform for networking among exporters, buyers, service providers, and institutions.
- Stimulate policy discussions that promote export-enabling reforms and attract foreign direct investment.
- Uncover new trade opportunities, showcase export finance offerings and connect high-potential businesses to structured funding solutions.

Nigeria has the products, the people, and the potential. What we need now is the platform to connect market players with capital, knowledge, and global opportunity; all geared toward turning Nigeria's export ambition into export success, and that is exactly what Excel in Export delivers.





# AfCFTA:

## Your Big Trade Opportunity

The African Continental Free Trade Area (AfCFTA) is the world's largest free trade zone by number of countries, connecting 54 African nations into a single market of over 1.3 billion people and a combined GDP of over \$3.4 trillion.

For Nigerian exporters, AfCFTA unlocks unprecedented opportunities to sell goods and services across Africa with fewer barriers. It simplifies trade, reduces tariffs, and promotes harmonized customs procedures, making it easier for businesses to expand beyond national borders into fast-growing regional markets.

### What This Means for Your Business

Whether you are an agropreneur, agro-commodity aggregator, manufacturer, processor, or service provider, AfCFTA allows you to:

- Access new markets within Africa without the heavy costs of cross-border trade
- Increase competitiveness through economies of scale
- Grow your foreign exchange income
- Strengthen your supply chain through regional sourcing and partnership

But while the opportunity is vast, tapping into it requires readiness, capital, and strategy.

### How Sterling Can Help

At Sterling, we creatively design ingenious products and services that drive non-oil exports and empower every actor in the export value chain, from aggregation and production to logistics and market entry.

Through offerings such as our Export Finance Facility, Structured Commodity Trade Finance, and sector-specific advisory, we support businesses to scale confidently within AfCFTA and beyond; helping them compete across the continent and globally.







## Tunde Adeola

Executive Director,  
Commercial and Institutional  
Banking

Mr. Tunde Adeola serves as the Executive Director, Commercial and Institutional Banking. He was previously the General Manager and the Divisional Head, Commercial Banking Directorate at Sterling Bank where he is responsible for the growth, retainership, sustainability and relationship management of the Bank's commercial banking portfolio.

He had previously served as the Business Executive, Commercial & Institutional Banking Group, Lagos Mainland. Prior to Sterling Bank, Mr. Adeola was the Assistant General Manager (Ikeja Business Area) in Trust Bank of Africa. He had at various times worked in Kakawa Discount House and Liberty Merchant Bank Limited. He holds a Bachelor of Arts degree in English from the Lagos State University. He also holds a Bachelor of Laws degree from the University of Lagos. He is an alumnus of the Wharton School, Pennsylvania.

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## **'Biodun Adedipe**

**Ph.D., FCIB, F.Ci.D.,  
FERP, FIMC, FICBC**

Founder/Chief Consultant  
B. Adedipe Associates Ltd.

Dr. Adedipe is the founder and Chief Consultant of B. Adedipe Associates Limited (BAA Consult). With over 44 years of post-graduate work and professional experience in university teaching, investment banking, project finance, management and financial consulting as well as leadership in business and not-for-profit organizations.

'Biodun has had an illustrious career that took him through the University of Lagos, Enterprise Consulting Group, the World Bank (Africa Region), International Merchant Bank Plc, and First City Monument Bank Plc.

He received his Doctorate degree in Industrial Economics (specializing in Corporate Finance) from the University of Lagos in 1989 and B.Sc. in Economics (First Class) from the University of Ife (now, Obafemi Awolowo University, OAU) in 1980, and bagged several awards in the process, including Sir Adam Thomson scholarship as visiting doctoral student to the University of Sussex, UK (1984).

He is a member of several respected professional bodies and membership organizations, including the Chartered Institute of Directors, Nigeria (Fellow & Council Member), Chartered Institute of Bankers of Nigeria (Fellow), The Nigeria Economic Society (Life Member), American Economic Association and Lagos Chamber of Commerce & Industry (Council Member). 'Biodun founded BAA Consult in February 1993, and he was responsible for charting and managing the firm's strategy and activities since operations commenced in March 1994. He retired into an advisory role in the firm with effect from June 2024.

He sits on the boards of a couple of profit-seeking and not-for-profit organizations in diverse capacities as Chairman, Non-Executive Director and Independent Director. He has served on Presidential Committees and Senior Economic Adviser to the President (Financial Sector Development), as well as held key roles within the Nigerian Economic Summit Group (NESG). He currently serves in diverse capacities at the Chartered Institute of Directors Nigeria (CIOD), the Chartered Institute of Bankers of Nigeria (CIBN), and the Lagos Chamber of Commerce and Industry (LCCI).

He is a Fellow of several prestigious institutes and a recipient of multiple academic and professional awards.



**Dr. Ifeanyi  
Chukwunonso  
Okeke**

**FCA, FCTI**

DG/Chief Executive,  
Standards Organisation of  
Nigeria

Dr. Okeke holds a BSc degree in Accountancy, a Master of Science in Accounting, a Doctor of Philosophy in Accounting, and a Master of Business Administration. He is an accomplished financial expert and tax consultant Distinguished fellow of the Institute of Chartered Accountants of Nigeria (ICAN)

Dr. Ifeanyi Chukwunonso Okeke assumed the position in 2023, as the Director General of Standards Organization of Nigeria.

Dr. Okeke's focus as DG includes promoting locally manufactured goods, boosting exports, and ensuring product quality. He has emphasized the need for increased collaboration with stakeholders to achieve these goals. SON, under his leadership, is also working on strengthening its digital infrastructure and enhancing its capacity for testing and certification.





## **Abubakar Bello**

MD/CEO, Nigerian  
Export-Import Bank (NEXIM)

Abubakar Bello is a distinguished banker with over 26 years experience. Former Board member and Executive Director at Unity Bank in charge of Corporate Bank and Agriculture, North Directorate. Before then he held a senior management position in UBA where he was pioneer MD/CEO of UBA Chad and Zambia. He was appointed CEO NEXIM Bank in April, 2017. He is a fellow of Institute of Credit Administration, Nigeria and has attended several leadership courses locally and abroad.



## **Nonye Ayeni**

Executive Director/CEO,  
Nigerian Export Promotion  
Council (NEPC)

Nonye Ayeni was born on December 6, 1966 in Kano, Kano State Nigeria. She attended Obafemi Awolowo University, Ile-Ife, Osun State where she obtained a Bachelor of Science (B.Sc.) Degree in Microbiology. Thereafter, she proceeded to the University of Lagos, Akoka and obtained a Master's Degree (MBA) in Business Administration and Management.

With over 25 years experience in the finance and banking sector, she built an illustrious career with Zenith Bank PLC working in various capacities as Group Business Manager (Retail Banking and Operations), Deputy General Manager as well as General Manager, Human Resources and Human Capital Development/Domestic and Foreign Operations.

Nonye Ayeni who is widely travelled has attended several management and leadership training programmes in Nigeria and abroad particularly the Harvard University Leading Changing and Organizational Renewal and the Wharton School Strategic Thinking and Management for Competitive Advantage among others. Prior to her appointment as the substantive Executive Director/CEO of Nigerian Export Promotion Council (NEPC), she was the Pioneer Managing Director/CEO of Signature Bank from May 2022 until her current appointment.

Nonye Ayeni, who is expected to bring her experience to bear on the operational activities of the NEPC that is saddled with diversifying the economy away from oil, loves reading, music, networking and charity works.



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## **Nzubechukwu N. Anisiobi**

Executive Director,  
Sunbeth Nigeria

Nzubechukwu N. Anisiobi, ACCA, ACA, MBA, is a seasoned finance professional with extensive expertise in financial strategy, risk management, and corporate finance.

At Sunbeth, Nzubechukwu will lead the development and strategic finance initiatives, including oversight of the treasury function, investor relations, capital raising and external funding efforts. Prior to joining Sunbeth, he served as the Group CFO of CardinalStone Partners, a multi-asset investment banking firm, where he led the finance, treasury and strategy teams. He has a strong track record in capital raising (N30B+), M&A integration, and financial reporting; leading high-impact initiatives across investment banking, asset management, and securities trading. With a deep understanding of IFRS, compliance, and corporate governance, he has successfully scaled businesses, driving 4x balance sheet growth and 2.7x revenue expansion within three years. Nzubechukwu played a pivotal role in financial planning, risk management, and strategic execution, while at CardinalStone Partners. He spearheaded the integration of an acquired pension fund administrator, strengthened credit lines, and collaborated with Deloitte to design and implement a 5-year strategic roadmap.

Nzubechukwu also served as Senior Manager at KPMG, where he managed \$4M+ in audit billings, ensured regulatory compliance and financial efficiency for top-tier clients in the financial services sector.

Nzubechukwu holds an MBA (Finance) from the University of Lagos and a B.Sc. in Economics from the University of Port Harcourt, where he was recognized as the Best Graduating Student in the Faculty of Social Sciences. He is a Chartered Accountant (ACA, ACCA) with a strong analytical and strategic mindset, committed to enhancing financial performance and business growth.



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## **Dr. Olushola Obikanye**

Group Head, Agriculture and Solid Minerals Finance  
Sterling Bank

Dr. Olushola Obikanye is the Group Head of Agriculture and Solid Minerals Finance at Sterling Bank Plc, where he leads the bank's strategic financing initiatives across Nigeria's agribusiness and extractive sectors. With over two decades of robust experience in core banking functions, he brings deep expertise in agricultural finance product development, corporate strategy, financial analysis, credit administration, and project execution.

A distinguished agribusiness finance expert, Dr. Obikanye has successfully managed high-impact agricultural projects, delivering sustainable outcomes aligned with client and stakeholder goals. He is especially passionate about development finance and champions innovative financing models that drive productivity, sustainability, and inclusive growth across agricultural value chains.

Beyond his professional achievements in finance, Dr. Obikanye is a purpose-driven leader dedicated to youth and women empowerment. He actively promotes talent discovery, mentorship, and entrepreneurship, helping to shape the next generation of change-makers in agriculture and beyond.

### Professional Affiliations:

- Fellow, Institute of Credit Administration (ICA)
- Member, Nigerian Institute of Animal Science (NIAS)
- Member, Animal Science Association of Nigeria (ASAN)
- Honorary Senior Member, Chartered Institute of Bankers of Nigeria (CIBN)

Dr. Obikanye is widely recognized for his thought leadership and remains an active contributor to national dialogues on sustainable agriculture, rural transformation, and economic development.



## **Olukayode Oyebamgbose**

Group Head, Credit Risk Management, Sterling Bank

Olukayode Oyebamgbose is the Group Head, Credit Risk Management at Sterling Bank, with nearly 20 years of experience spanning merchant and commercial banking. He holds a Bachelor's degree in Agriculture, an MBA with bias in Finance & Accounting, and He is a Chartered Risk Manager (CRM) from the Chartered Risk Management Institute of Nigeria.

Olukayode brings deep, cross-cutting expertise in credit structuring, business & relationship management, loan and deal origination, enterprise risk management, trade and international finance and export and commodities financing. With a unique blend of agribusiness knowledge and financial acumen, he has led the structuring of bankable, risk-aligned solutions for clients across multiple sectors particularly in agro-commodities and non-oil export value chains.

He is well-versed in the interplay between market dynamics and credit risk, including how volatility, weak contract structuring, or documentation gaps can erode transaction integrity and lead to loan deterioration. His leadership role involves shaping risk frameworks that balance growth with portfolio resilience, enforcing business discipline, and enabling capital-efficient lending in both traditional and emerging sectors.

Olukayode's perspective is strategic yet practical grounded in hands-on deal experience, market realities, and the imperative to align lending with risk-adjusted value creation.



## **Dr. Bamidele Ayemibo**

CEO, 3T Impex Trade Consulting

Bamidele Ayemibo, famously called the Export Doctor is a renowned author, international business coach, keynote speaker, international business development expert, an outstanding AfCFTA ambassador and the doyen of international trade and finance education in Africa. He designed an export business readiness assessment programme that is currently adjudged the most comprehensive in the world.



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## **Oame Airauhi**

Group Head, Transaction  
Banking, Sterling Bank

Oame David Airauhi is the Group Head, Transaction Banking at Sterling Bank Limited, where he oversees the Transaction Banking Business with a focus on Trade Finance (covering import and export) and Cash Management.

He can be described as a dedicated transaction banking professional with 21+ years of experience working in the financial services industry in Nigeria. With a strong background in Trade, and job roles ranging from international operations to trade finance, product management and sales. His career has also included business development functions, facilitation of trade finance sales, implementing working capital solutions and export facilitation.

He is a thoroughbred professional with a knack for leading cross functional deal teams to collaborate and achieve desired outcomes. He has participated in various capacities at trade events organized in and outside Nigeria. He has moderated/served as lead discussant at many sessions focused on Supply Chain Finance challenges for corporate clients, working capital initiatives and Structured Trade Finance initiatives.

He is known to be quite passionate about the facilitation of intra-African trade and is very involved with international Working Groups focused on Solving the African MSME Trade Finance Gap by developing bespoke Trade Finance and Working Capital products for Africa.

He is a sports enthusiast with keen interest in Geopolitics, public speaking and commentary.

Oame holds an MBA in marketing, a B.Sc. in Biochemistry and Trade Finance certifications from the London Institute of banking and Finance.





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## **Chuks Aghaunor**

Head, Trade Finance Unit,  
Sterling Bank

Chuks is a seasoned banking professional and Fellow of the Chartered Institute of Bankers, with nearly 20 years of experience across Global Trade Business, Corporate and Wholesale Banking, Foreign Operations, and Structured Trade Finance. A graduate in Banking and Finance, he holds an MBA in Finance and a Master's in Agribusiness and Management. Certifications include Canadian Certified Financial Consultant, Chartered Supply Chain Manager (Ghana), and Certified Credit Administrator.

He has worked across financial institutions, serving in key roles such as Product Manager Trade and Export Finance, and Head Trade Finance, currently the Head of Structured Trade Finance and Corresponding Banking Relationship, a department in Transaction Banking Group of the Commercial Banking Division in the Corporate and Investment Banking. Chuks has contributed significantly to export finance and capacity-building programs such as the PDF11, an export advocacy program initiative with the UKAID and the NEPC's Zero to Export initiative.

He is also a respected trainer and advisor, serving as a lead facilitator at institutions such as First Academy, SA and Colossus Academy and Tudy's mentee program. An alumnus of the Rome Business School, and has received international training in Trade Finance.

He is widely recognized for his selfless leadership and passion for his contribution in international Trade and export advocacy, with relentless involvement in the African trade corridor and FCI working group in Nigeria.





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