



# Dala Dry Port and the AfCFTA Imperatives

Unlocking Northern Nigeria's Trade Potentials through Integrated Logistics and Market Access

**PRESENTER**  
**Dr Alban Igwe FCILT**  
B.Tech., MSc., PhD., LL.M.  
Member, United Nations Advisory Committee on Trade and Transport Locations  
Director General, Dangerous Goods Academy, Nigeria

**EVENT**  
**General Meeting of CILT, Kano Branch**  
Presentation Topic: Dala Dry Port and the AfCFTA Imperatives

# Executive Summary:

## The Dala Case



### 1. Closer to Sahel markets

Dala is the closest major hub to Niger, Chad and Cameroon corridors—faster access to growing demand.



### 2. Lower logistics cost

Shorter routes, lower transit time and reduced handling costs for exporters and importers.



### 3. AfCFTA-ready market access

Integrated corridors and rules of origin compliance unlock seamless trade across Africa.



### 4. Investment platform for logistics & processing

Strategic location for dry port, warehousing, agro-processing and light manufacturing.



**Dala converts distance into advantage.**

# The Continental Context

AfCFTA is building the world's largest free trade area, driving inclusive growth and sustainable development across Africa.



**\$3.4  
Trillion**

AfCFTA combined GDP



**1.4  
Billion People**

Single market



**97%**

Tariff lines to be liberalized



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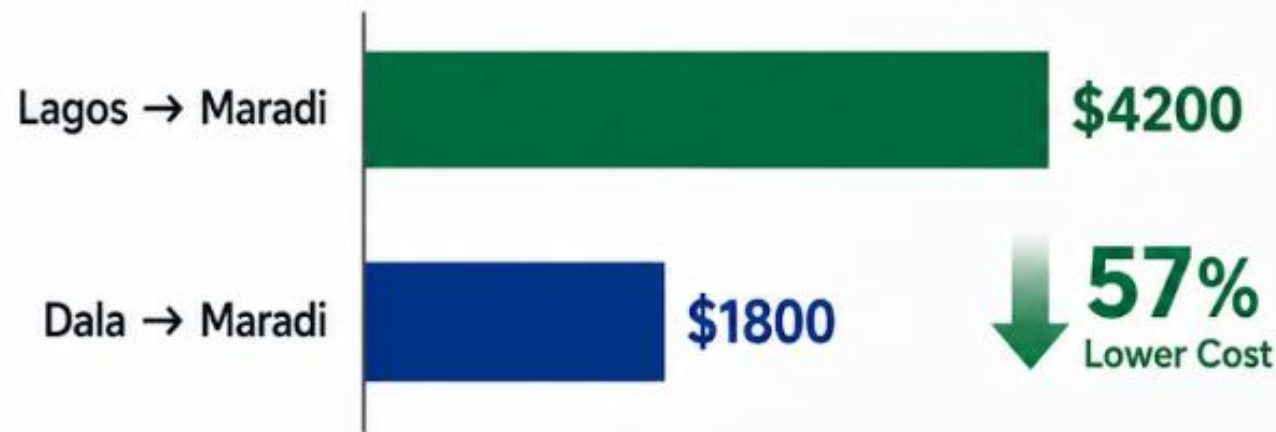
**AfCFTA**  
One Market. One Voice. One Africa.

# AfCFTA Imperative #1 – Cut Trade Cost



## Logistics Cost to the Sahel

*Illustrative*



- ✓ Single window + bonded storage = lower demurrage
- ✓ No Lagos congestion, no Apapa gridlock
- ✓ Directly addresses AfCFTA's NTB reduction goal



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# AfCFTA Imperative #2 – Integrated Logistics



- **Rail:** Lagos-Kano SGR link + Kano-Maradi line under construction
- **Road:** Trans-Sahara Highway access
- **Services:** Cold chain, agro-processing, container depot





# AfCFTA Imperative #3 – Market Access



## Agro

Onions, tomatoes,  
dairy → Niger, Chad



## Manufacturing

Leather, textiles,  
packaged foods →  
Central Africa



## Transit

Goods under AfCFTA  
Rules of Origin to  
landlocked states

# NORTHERN NIGERIA TO AFRICA LOGISTICS CORRIDOR

From Dala/Kano into regional and continental markets under AfCFTA

## CORRIDOR SEQUENCE

Lagos

Ibadan

Kaduna

**Kano / Dala Dry Port**

Maradi

Niamey

**West African Markets**

Nigeria → Niger → West Africa



Turning Northern Nigeria into a continental trade gateway

# Northern Nigeria = Nigeria's Sahel Gateway



>30M people in Kano,  
Jigawa, Katsina trade belt



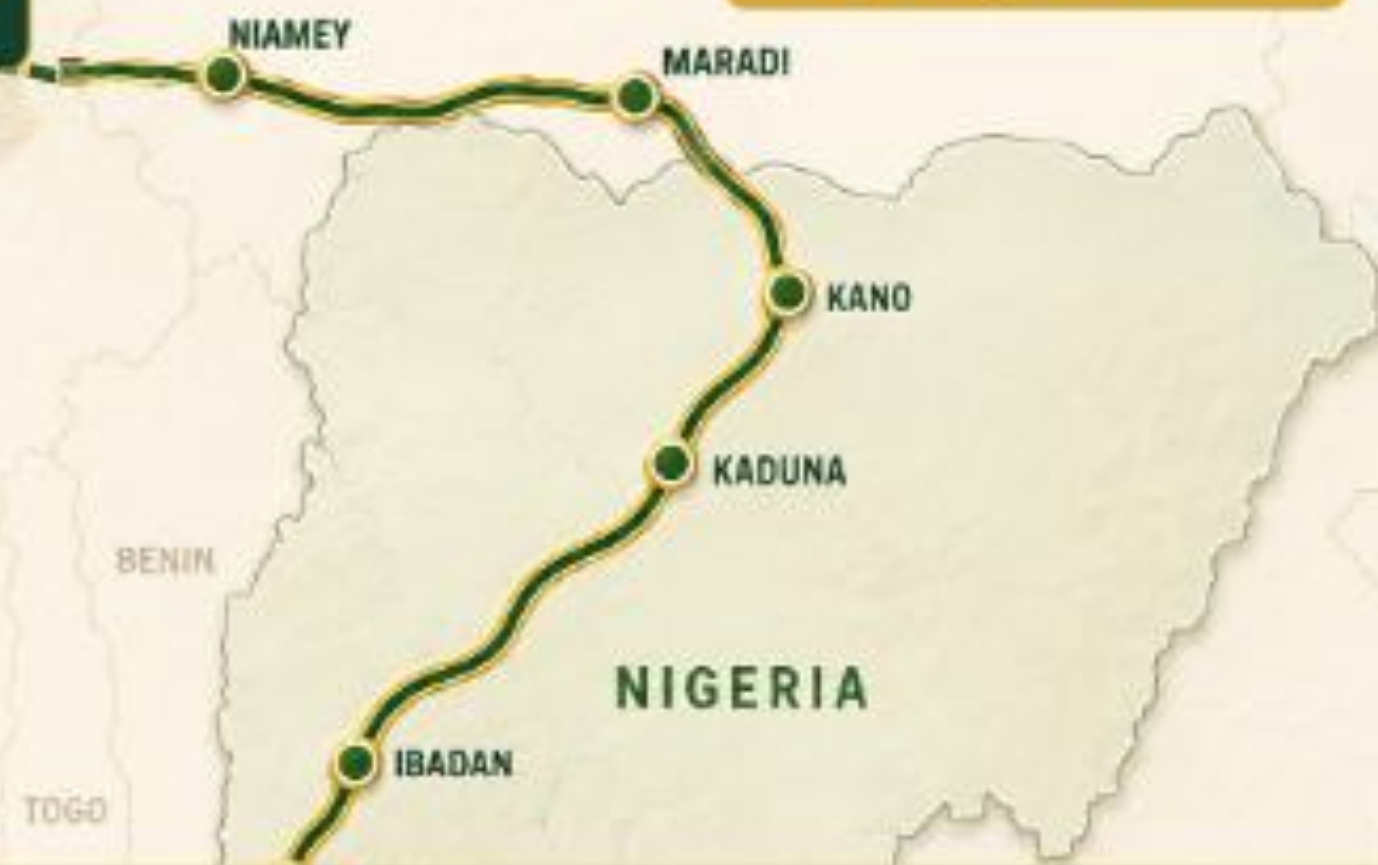
**Agro + leather + textiles**  
= export-ready clusters



**Current pain: 1000+ km,**  
7-10 days to Lagos ports

## Building Regional Logistics Corridors

Nigeria–Niger Trade Route



**Lagos → Ibadan → Kaduna → Kano → Maradi → Niamey → West African Markets**

The corridor is cast directly on the Nigeria–Niger map to show movement from seaport gateway to regional markets.



# Commodity-to-Corridor

## Use Cases



### Agro

Onions, tomatoes, dairy

Kano → Jibiya → Maradi → Niamey



Niger market



### Manufacturing

Leather, textiles, packaged foods

Kano → Jibiya → Maradi → N'Djamena



Chad / Central Africa



### Transit / Distribution

Consumer goods & inputs

Kano → Sahel corridors



Landlocked regional markets



**Different products. One logistics platform.**

# Roadmap to Unlocking Northern Nigeria's Logistics Gateway

Dala Inland Dry Port: Enabling AfCFTA Trade Competitiveness

## 1 Context

- Global Trade
- AfCFTA
- Nigeria's Position
- Northern Potential

## 2 Dala Dry Port

- Strategic Role
- Logistics Gateway
- Ecosystem
- Multimodal

## 3 Constraints

- Trade Barriers
- Opportunities
- Economic Impact
- Best Practice

## 4 Policy

- Corridors
- Digitalisation
- Roadmap
- Investment

## 5 Implementation

- Recommendations
- Action Plan
- Conclusion

**Expected Outcome: A policy roadmap positioning Dala Inland Dry Port as Northern Nigeria's multimodal logistics gateway.**

# Kano Trade Cluster



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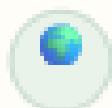
## Snapshot



— Dala serves an existing productive base — not a greenfield idea. —

# Trade Statistics & Logistics Costs

Infographics showing why logistics efficiency determines AfCFTA competitiveness



## 55 countries

AfCFTA market

~1.3B people • US\$3.4T GDP



## US\$192.2B

Intra-African trade

2023 formal trade value; 14.9% share



## <2.9%

Africa's world trade

Share of global trade volume in 2022



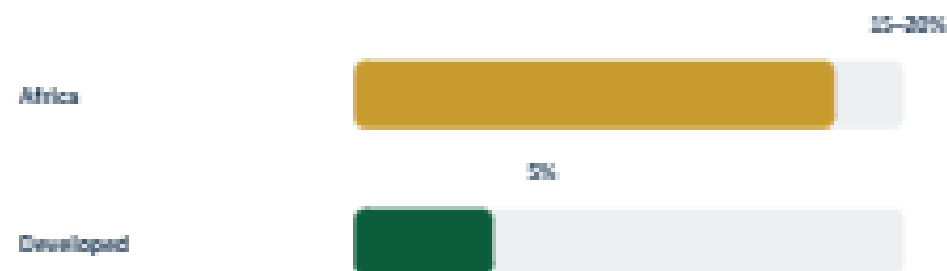
## 15–20%

Logistics burden

Share of container value in many African markets

## Logistics cost gap

Transport & logistics as share of imported container value



A cost gap of this scale can erase tariff gains and weaken export competitiveness.

Efficient corridors → lower cost → more intra-African trade

### Core insight

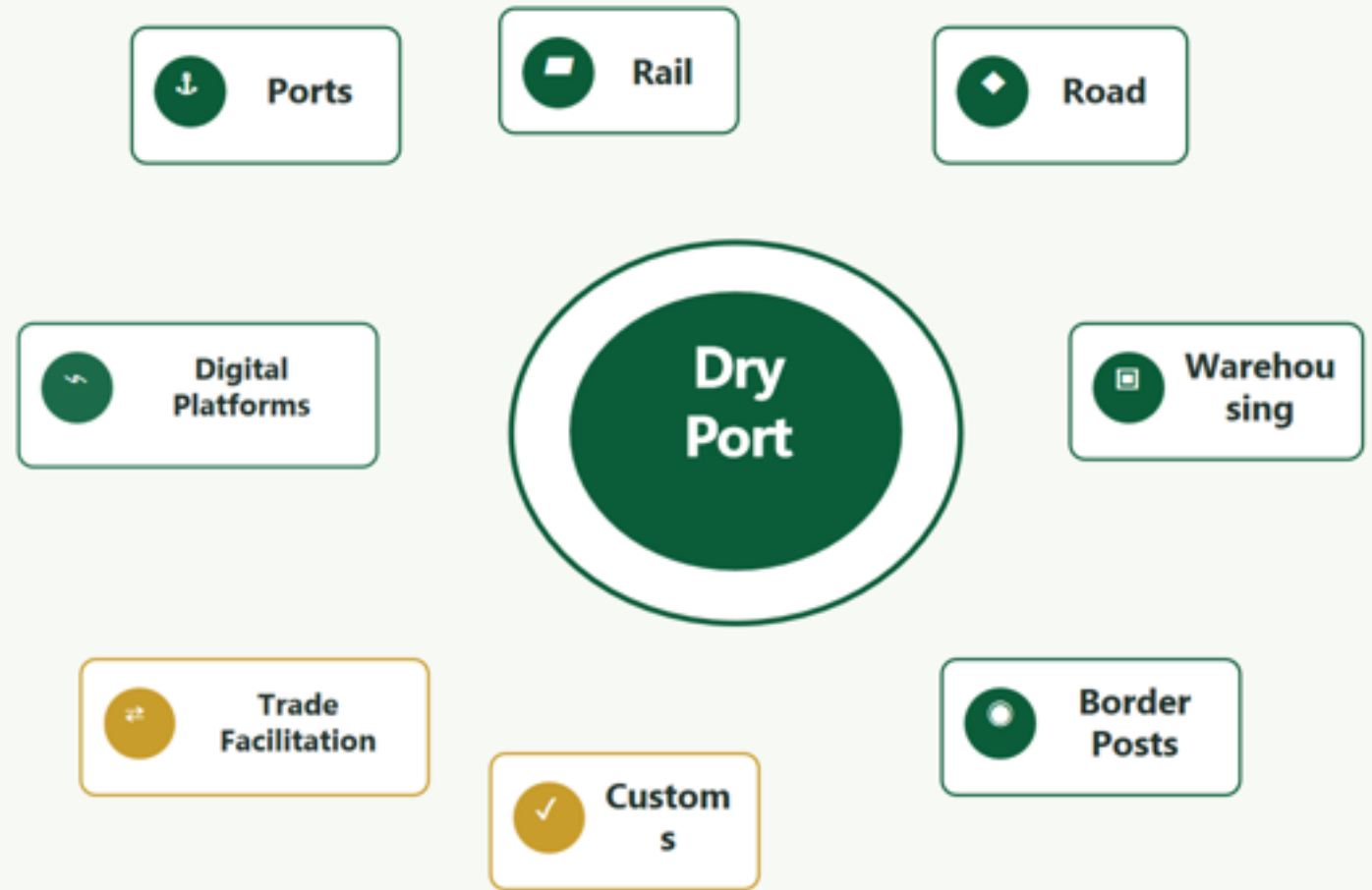
Lower logistics costs translate directly into faster trade, stronger exports and higher regional competitiveness.

# Integrated Logistics Ecosystem

How infrastructure, regulation and digital systems interact to move cargo efficiently from origin to market.

## Interaction logic

- 1 Physical network**  
Ports, rail, road, warehousing and border posts move the cargo.
- 2 Control layer**  
Customs and trade facilitation reduce delays and improve compliance.
- 3 Digital layer**  
Platforms connect documents, tracking, payments and approvals.



**Integrated systems turn corridors into competitive trade routes.**

# Challenges Limiting Trade Potential

Bottlenecks that slow exports, raise costs, and weaken competitiveness.

## Infrastructure gaps

Capacity constraints across trade corridors

## Border delays

Slow clearance and queue time at crossings

## Limited digitalization

Low visibility, paper-heavy procedures

## Security issues

Risk exposure on strategic corridors

## Poor rail connectivity

Weak first-mile and last-mile rail links

## Fragmented regulation

Overlapping rules across agencies and routes

## High logistics costs

Expensive transport and handling charges

**Key message: every bottleneck converts distance into cost.**

Trade corridors lose value when systems do not connect.



# Introducing Dala Inland Dry Port

Kano as an inland gateway for Northern Nigeria's trade flows

## History

Approved as part of Nigeria's inland dry-port reform; declared a port of origin and final destination in 2022.

## Purpose

Move port services inland, decongest seaports, and bring import/export logistics closer to Kano and Northern producers.

## Functions

Customs clearance • Container handling • Cargo consolidation • Inland distribution • Export facilitation

Port services closer to the hinterland = faster trade conversion



## Lagos-Kaduna-Kano logistics corridor

Sea port gateway → inland consolidation → Northern export platform

## KEY FACTS ABOUT PORTS



**Over 90%**  
of global trade is  
transported by sea.



Ports handle millions  
of containers and  
tonnes of cargo  
every day.



Modern ports use  
advanced technology  
for speed, safety  
and efficiency.



Ports play a vital role  
in boosting economy  
and global supply  
chains.



Thousands of skilled  
people and machines  
work together 24/7  
to keep trade moving.

# What is Dala Inland Dry Port?



## Location:

Zawachiki, Kano | 200 hectares



## Mandate:

Customs, examination, storage, CFS, bonded terminal



## Status:

Concessioned | Port of Origin & Destination since 2023






## Rail:

Dedicated freight service started May 31, 2024



# Why Dala vs Coastal Ports?



Category	Lagos/Apapa	Dala Dry Port
 To Sahel	~1200km	~400km to Maradi
 Congestion	High	Low
 Value-add	Limited	ICD + Processing Zone



Closer. Faster. Smarter.

# Corridors Unlocked



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**Kano → Jibiya → Maradi →  
Niamey → Ouagadougou →  
Abidjan Corridor**



 Dala becomes Nigeria's 'dry seaport' for Sahel transit trade

-  Seamless Sahel Connectivity
-  Efficient Land Logistics
-  Trade Facilitation
-  Market Access & Growth



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# Visual Assets: Dala Dry Port, Rail, Containers & Commodities

Photo-led slide for the presentation appendix or visual evidence section.



**Dala Inland Dry Port**

Inland gateway for container handling and export facilitation



**Rail Infrastructure**

Container rail links between ports and inland markets



**Container Operations**

Storage, transfer, consolidation and inland distribution



**Export Commodities**

Sesame, ginger, cotton, leather and other trade cargo

One logistics story: export cargo → containerization → rail/road movement → regional markets.



# Implementation Roadmap

## PHASE 1



### Activate

Operational services,  
customs workflow,  
SME training



## PHASE 2



### Integrate

Rail/road corridor  
coordination,  
border facilitation,  
cold chain



## PHASE 3



### Scale

Sahel transit volumes,  
export processing,  
logistics-zone  
investment



**From dry port to regional trade platform.**

# Dala Dry Port

## Operating Model



**A coordinated ecosystem — not just a physical terminal.**

# Strategic Importance of Dala Dry Port

Positioned as a northern logistics gateway linking Nigeria to regional and continental trade platforms.

## Position within

Northern Nigeria

Sahel Region

ECOWAS

AfCFTA

## Potential markets

Niger

Chad

Cameroon

Burkina Faso

Mali

**Gateway logic: connect Kano's production base to Africa's demand centres.**



## Regional reach from Kano

Dala Dry Port can serve as an inland node for cross-border cargo flows into the Sahel, ECOWAS and the wider AfCFTA market.

MALI

NIGER

BURKINA  
FASO



KANO

TOGO

NIGERIA

GHANA

# Dala Dry Port is not just a terminal.

## It's Northern Nigeria's gateway to a \$3.4T market.



**Dr Alban Igwe FCILT, B.Tech, MSc, PhD, LLM**

Director General, Dangerous Goods Academy, Lagos, Nigeria



Scan for  
concept note



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# Call to Action



## Govt

Fast-track rail +  
One-Stop Border Posts



## Investors

Co-locate in Dala  
Logistics Zone



## Exporters

Get AfCFTA-compliant  
now



**The port is ready. The market is open.**



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# Investment Opportunities



**1. Cold Chain & Warehousing**



**2. Trucking & Container Depots**



**3. Digital Trade/  
Customs Tech**



**4. Agro-Processing  
for Export  
Certification**



# Digital Transformation

Technology levers that make trade faster, transparent and easier to manage.

- 01 Cargo visibility
- 02 Electronic documentation
- 03 Port Community Systems
- 04 Blockchain
- 05 AI
- 06 Smart customs

Connected ports, corridors and customs systems





# Export Readiness Checklist

Six essentials for successful exports



## 1. Product standards

Meet quality, safety and market requirements.



## 2. Packaging & labeling

Use export-ready packaging and destination-compliant labels.



## 3. Regulatory approvals

Obtain SON / NAFDAC approvals where applicable.



## 4. Rules of Origin

Confirm AfCFTA eligibility and secure certificate of origin.



## 5. Customs & insurance

Prepare invoices, permits, customs documents and cargo insurance.












## 6. Freight & payment

Book transport, agree payment terms and line up buyers/distributors.



**Export readiness turns market access into real trade.**

# Risk & Mitigation Matrix

 Risk	 Impact	 Mitigation	 Lead Actor
 Rail delay	Slower scale-up	Prioritize interim road/rail services	Govt + Operators
 Corridor insecurity	Higher cost & uncertainty	Joint corridor security plan	Security Agencies
 Border friction	Longer transit time	One-Stop Border Posts + digital customs	Customs + Border Agencies
 SME readiness	Low AfCFTA uptake	Rules of Origin & export training	Trade Agencies
 Cold-chain gaps	Post-harvest losses	Private cold storage concessions	Investors



# What Must Be Fixed



## Infrastructure

Complete rail link



## Security

Border management &  
corridor safety



## Capacity

SME training on  
AfCFTA Rules of Origin

# The Payoff

## for the North



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### Jobs

Logistics, manufacturing,  
transport



### FX

Non-oil export growth



### Positioning

Kano as a Sahel trade hub,  
not just a state capital



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# Recommendations

Priority actions to unlock Dala Dry Port as a regional trade gateway



**Invest in multimodal infrastructure**



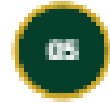
**Strengthen rail connectivity**



**Develop logistics parks**



**Promote digital trade**



**Enhance customs cooperation**



**Improve border efficiency**

**Strategic priority: build an integrated, trade-enabling logistics system.**

## 22 Strategic Partnerships Required

A Whole-of-Ecosystem Approach to Position Dala as the Sahel Gateway



**Federal Government**  
Policy leadership, infra funding, trade diplomacy & corridor security



**Kano State Government**  
Land, enabling infrastructure, investor facilitation & SME support



**Nigeria Customs Service**  
Facilitation, risk management, compliance & trade facilitation



**Nigerian Shippers' Council**  
Regulation, trade advocacy, capacity building & data coordination



**Rail & Terminal Operators**  
Efficient rail services, terminal operations & asset maintenance



**Private Sector Investors**  
Infrastructure, warehousing, processing, logistics & technology



**Banks & Financial Institutions**  
Trade finance, working capital, export financing & insurance support



**Insurers & Brokers**  
Cargo insurance, risk cover & guarantee solutions



**AFCFTA Secretariat & RECs**  
Market access, policy alignment, capacity support & trade promotion



**Border Agencies (ECOWAS, Niger, Chad, Others)**  
Border coordination, OSBPs, mutual recognition & security cooperation

 **Strong partnerships. Aligned policies. Shared outcomes.** → **A competitive Dala Dry Port for the Sahel and beyond.**

## 23 Policy Enablers for Success

Remove Frictions. Reduce Costs. Unlock Trade.



**One-Stop Border Posts**  
Implement & scale OSBPs for faster clearance and seamless transit.



**Customs Harmonization**  
Align procedures, risk management & data exchange across borders.



**Rail & Corridor Infrastructure**  
Complete rail links, maintain tracks, and improve last-mile connectivity.



**Export Certification & Standards**  
Strengthen SON, NAFDAC, phytosanitary & quality systems. Promote MRAs.



**Trade Finance Access**  
Expand affordable finance, guarantees & export credit facilities.



**Corridor Security & Safety**  
Sustain security operations on rail lines and highways corridors.



**Standards & Regulatory Alignment**  
Harmonize product standards, technical regulations & SOPs across corridors.



**Digitization & Paperless Trade**  
Scale single window, e-docs, e-payments & digital certificates across agencies.

 **The right policies today will unlock Dala's potential as a regional trade powerhouse.**

## 24 12-Month Action Plan

From Activation to Acceleration

### 0 – 90 DAYS: Activate & Lay the Foundation



- Finalize operational modalities & stakeholder MoUs
- Launch Dala Dry Port services (customs, ICD, warehousing)
- Onboard freight forwarders, shipping lines & truckers
- Conduct SME export readiness & AfCFTA training programs
- Deploy digital systems: bookings, cargo tracking, e-clearance
- Establish corridor coordination taskforce



### 3 – 6 MONTHS: Scale & Integrate

- Increase rail frequency & reliability
- Expand warehousing & cold-chain capacity
- Facilitate AfCFTA Rules of Origin certifications
- Launch trade finance & export support programs
- Deepen integration with Niger, Chad & Cameroon corridors
- Promote anchor cargo & regular rail services



### 6 – 12 MONTHS: Consolidate & Position

- Achieve cost & time savings benchmarks
- Attract anchor investors (processing, logistics, cold chain)
- Grow SME exporter base and market linkages
- Position Kano as Sahel logistics & distribution hub
- Host Dala Trade & Investment Forum
- Publish impact report & scale improvement plan



# Alignment to the Sustainable Development Goals

— How Data advances inclusive trade-led development —

**8**  
SDG 8



## Decent Work & Economic Growth

Creates jobs, expands enterprise and grows non-oil exports.

**9**  
SDG 9



## Industry, Innovation & Infrastructure

Strengthens logistics infrastructure, multimodal links and industrial value chains.

**12**  
SDG 12



## Responsible Consumption & Production

Improves storage, reduces losses and supports more efficient logistics.

**17**  
SDG 17



## Partnerships for the Goals

Relies on public-private-regional cooperation under AfCFTA.



Trade connectivity can be a practical pathway to sustainable development.

# Policy Contribution



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## Implications for trade and transport policy



### Multimodal Integration

Supports rail-port-road-border coordination as a single logistics system.



### Trade Facilitation

Reinforces one-stop border posts, digital customs and non-tariff barrier reduction.



### Export Development

Promotes SME readiness, Rules of Origin capability, standards and certification.



### Investment Policy

Justifies incentives for logistics zones, cold chain and agro-processing.



Policy coherence is the bridge between **infrastructure** and **trade outcomes**.



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# Contribution to Knowledge



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## What this work adds



### Conceptual

Positions inland dry ports as AfCFTA gateways, not just freight depots.



### Analytical

Links logistics cost, market access and industrial clustering in one integrated framework.



### Regional

Reframes Kano as a Sahel-facing trade platform with cross-border reach.



### Practical

Provides an applied model for dry-port-led export competitiveness in Northern Nigeria.



**From infrastructure narrative to trade strategy insight.**



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A Beautiful  
Coincidence



FEDERAL MINISTRY OF  
INDUSTRY, TRADE &  
INVESTMENT



The  
**HerAfCFTA**  
Regional Conference



**29<sup>TH</sup>**  
JUNE  
**2026**  
Abuja, Nigeria

**From Margins to Markets:**  
Positioning Women at the Centre of Africa's Trade  
Transformation

# My Contribution to Dala Dry Port

Registered Dala Dry Port with the  
United Nations as international Port  
of Origin and Destination with  
approved International Code in 2023





# Thank You

TOGETHER, LET'S BUILD A RESILIENT,  
CONNECTED AND **PROSPEROUS NIGERIA.**



## Dr Alban Igwe

B.Tech.; MSc.; LL.M.; Ph.D. FCILT



EMAIL

[igwealban@gmail.com](mailto:igwealban@gmail.com)



TEL

+234 70 3272 6165



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