



ARRIVES

IS THE TAILORING AND FASHION SECTOR FOR YOU?

Business and job opportunities in Nigeria

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ABOUT THE PAPER

This tailoring and fashion sector profile has been developed within the framework of the ARRIVES project. It provides detailed insights to support members of vulnerable groups – including migrants, refugees, returnees, and internally displaced persons – who are interested in entering the Nigerian tailoring and fashion industry, and keeps other stakeholders informed.

The guide covers essential aspects of the broader industry, from market dynamics and emerging opportunities to key challenges and financial planning.

ABOUT ARRIVES

The Assisting the Reintegration of Returnees through Integrated Vocational and Entrepreneurship Support (ARRIVES) project supports the sustainable economic reintegration of voluntary returnees into the Nigerian economy. It focuses on Nigerians who have chosen to return from Germany, offering tailored support in skills development, employment, and entrepreneurship to enable a dignified return and build sustainable livelihoods.

ARRIVES provides holistic, individualized assistance throughout the reintegration journey – from the decision to return and the development of a business idea to establishing a business or working in Nigeria. Social Impact GmbH, the International Return and Reintegration Assistance, and the International Trade Centre (ITC) implement the project. This partnership ensures long-term, locally grounded support for returnees.

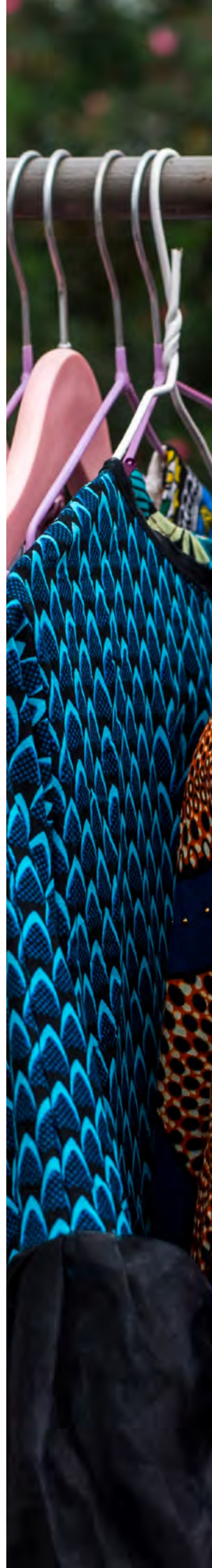
The project also publishes reports that examine opportunities, challenges, and support mechanisms across Nigeria's evolving economic sectors and entrepreneurship ecosystem. These evidence-based publications inform stakeholders.

ACKNOWLEDGEMENTS

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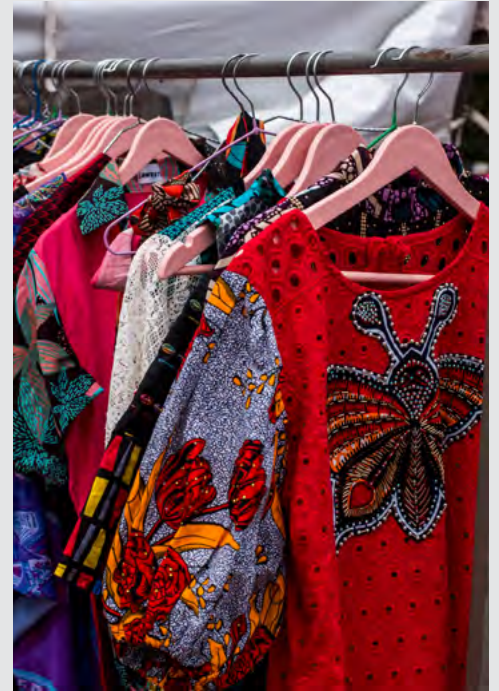
ACRONYMS

Unless otherwise specified, all references to dollars (\$) are to United States dollars. As of 25.06.2026, 1,371 Nigerian naira = \$1. Percentages may not add up to 100% due to rounding.

CAC	Corporate Affairs Commission
ITC	International Trade Centre
SMEDAN	Small and Medium Enterprises Development Agency of Nigeria



Nigeria's tailoring and fashion sector ranges from raw material production and textile manufacturing to small roadside alteration shops and structured fashion houses serving high-end clients, locally and internationally.



INTRODUCTION

Nigeria's tailoring and fashion sector ranges from raw material production and textile manufacturing to small roadside alteration shops and structured fashion houses serving high-end clients, locally and internationally. Its diversity of opportunities, combined with rising demand driven by Nigeria's large population, a strong culture of events and celebrations, and a growing young population interested in personal style and fashion entrepreneurship, makes the sector attractive for entrepreneurs and returnees looking to start or expand a business.

This profile offers detailed insights to guide members of vulnerable groups who are interested in entering the tailoring and fashion industry. As refugees, migrants, returnees, and internally displaced persons often face significant barriers to starting a business – including financial, networking, and social hurdles – this profile addresses key elements of the industry relevant to the target group. From market dynamics and new opportunities to key challenges and financial planning, the report provides a realistic, practical understanding of the industry to enable informed decision-making.

- 1. Is this sector realistic for me?:** The first section is a summary that offers an overview of the sector, market trends, business opportunities, skill and capital requirements, and the key challenges involved. This chapter offers concise insights to anyone thinking about entering the industry.
- 2. Operational reality:** This section examines the most important subsectors and business models in greater depth, outlining accessible entry opportunities along with their benefits and potential drawbacks. It also highlights key stakeholders and the regulatory environment, the main business risks, and available training programmes.
- 3. Grounded economics:** This chapter provides a practical summary of the capital requirements for starting a business in the fashion sector, including pricing structures, profit margins, and financial sustainability. It also explores financing options to help new entrants make informed investment decisions.
- 4. Common mistakes and success factors:** This chapter highlights recurring pitfalls as well as best practices that offer opportunities for growth and sustainability.
- 5. Self-assessment test:** This final section offers the opportunity to take a self-assessment test. By answering a few questions about the realities of working in the fashion sector, it may be easier to gauge whether one is ready to start a business in this industry.

This profile is based on primary and secondary research, including interviews with stakeholders in the tailoring and fashion sector. The methodology combines expertise of the Nigerian fashion industry, provided by a local expert, with content analysis of reports and articles, and relevant policies to provide a comprehensive understanding that combines empirical data with industry insights.



CHAPTER 1

Is this sector realistic for me?

This section provides a comprehensive overview of the Nigerian tailoring and fashion sector. It is designed to support people looking to start or expand a business in this field in their decision-making process. By presenting a realistic and unbiased picture of the sector, including its challenges as well as opportunities and prospects, this chapter offers a concise yet sufficiently comprehensive insight into the industry.

Overview: Key market segments, markets trends, and growth drivers

The fashion industry plays an important role in Nigeria's economy, encompassing a wide range of interconnected activities that bring together artisans, traders, and designers in cities such as Lagos, Kano, and Aba.

Nigeria operated more than 180 textile mills in the 1970s and early 1980s, employing more than 1 million workers and making the textile industry one of the largest employers in the country at that time (Adigun, 2026). However, the sector declined from the late 1980s due to factors such as poor infrastructure, inconsistent government policies, high production costs, and currency depreciation. Many textile factories are now closed, and garment production has shifted towards small tailoring businesses and independent designers who increasingly use imported fabrics.

Micro and small enterprises – such as tailoring workshops, independent fashion designers, small ready-to-wear brands, fashion photographers, illustrators, and patternmakers – dominate the sector today. These businesses operate in both the formal and informal sectors and help many young Nigerians acquire tailoring skills.

This makes fashion one of the most accessible career options in the country, contributing to job creation and entrepreneurial opportunities.

Technology, globalization, and a renewed interest in the creative industries have transformed the sector (Nwankwo, Ihensekhien, and Uko-Aviomoh, 2025). Fashion companies have become more structured and professional, using digital tools to expand their reach and improve efficiency. Designers can now tap into

larger markets via online platforms and e-commerce, manage production more effectively, and boost their profitability.

Digital innovations have further accelerated growth. Social media, online marketplaces, and digital design tools enable creatives to showcase their collections globally and refine their ideas prior to production (DataLab Nigeria, 2025). Designers worldwide are increasingly embracing Nigerian textiles, leading to international collaborations and integration into global supply chains (The Economist, 2026). These advances have attracted investment and positioned the fashion sector as a promising, internationally competitive industry.

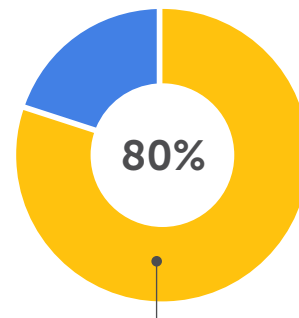
The sector's economic impact extends beyond designers and manufacturers. It supports a broad network of professionals, including weavers, dyers, embroiderers, marketers, photographers, stylists, models, and creative directors. Fashion events – whether physical or virtual – also benefit other sectors, including hospitality, advertising, and entertainment, while promoting tourism and cultural exchange (Isidienu, 2026).

By combining cultural heritage with modern business strategies, Nigeria's fashion industry has become a strong driver of employment, entrepreneurship, and economic growth (Ogunsade and Obembe, 2016; Ekwezia et al., 2023). It now plays a significant and sustainable role in the country's social and economic development and is therefore a promising and lucrative sector in which to establish a business.

Figure 1: Economic contribution and employment in the tailoring sector



The fashion industry employs more than **10 million people** across Africa,



and at least **80%** of these are women working in tailoring, dyeing, and retail.

In 2019, Nigeria's creative industries employed about **3.2 million people**,



representing **6%** of total employment.



Although Nigeria's fashion industry contributes a relatively small share to national gross domestic product

\$2 billion to \$10 billion

(in 2025), it is projected to grow rapidly in the coming years.

Sources: United Nations Trade and Development, 2024, and consonance, 2025.

Business environment

The vibrant and culturally significant industry offers opportunities in various subsectors, including cotton and textile production, design and creative professions, and retail and logistics, with social media and digital commerce increasingly driving fashion entrepreneurship in almost all areas. The typical fashion value chain includes:

1. Raw material production or importation
2. Textile and garment manufacturers
3. Fabric wholesale and retail markets
4. Fashion designers and tailoring workshops
5. Fashion retailers and distributors
6. Fashion educational services
7. Marketing and consumer engagement

Most fabrics used by fashion businesses in Nigeria today are imported rather than produced locally. Fabric markets in major cities such as Lagos, Ibadan, Aba, Kano, and Onitsha serve as distribution hubs where designers and tailors purchase textiles and accessories. However, consumer interest in locally produced clothing is growing steadily. Many consumers now prefer 'Made in

Nigeria' fashion products to support local businesses and celebrate cultural identity (Ekwezia et al., 2023).

Small tailoring workshops that rely on manual sewing machines and small teams of artisans produce most garments in Nigeria. These tailoring services once focused primarily on custom garments made for individual clients, but there has been a clear shift towards ready-to-wear clothing collections. This allows designers to produce clothing in batches and sell it through retail physical stores or the rapidly growing online retail market, with



e-commerce websites including Jumia, Konga, Bumpa, and Shopify.

The growing role of digital media in fashion entrepreneurship has created new career pathways such as fashion blogging, content creation, and online cataloguing services, which support brand marketing, digital retail, and fashion communication within the industry ecosystem. Fashion businesses use Instagram, TikTok, Facebook, and other social media platforms to market their products (Greenware Tech, 2025), while designers can display collections, communicate with customers, and receive orders online.

Digital marketing has lowered the barriers to entry for emerging fashion entrepreneurs, enabling them to build and promote their brands without the need for expensive physical storefronts.

Low entry options

The fashion value chain offers many low-barrier entry points, creating accessible opportunities for people to participate with minimal prior experience and limited financial resources. Many of these businesses are run from home, in shared workspaces, or through digital platforms, which helps keep operating costs low.

Fabric retailing

Fabric retailing is one of the most accessible entry points into the fashion industry. It involves buying fabrics such as Ankara, Aso Oke, chiffon, and lace from wholesalers and reselling them to designers, tailors, and consumers.



Fashion drop-shipping and online resale

Fashion drop-shipping and online clothing resale have become increasingly common as social media-driven commerce continues to grow. This low-cost e-commerce fulfilment model, where retailers sell products without holding inventory, is popular for beginners as it requires minimal upfront investment in stock.

Tailoring and custom garment production

Tailoring services remain one of the most common entry points into the Nigerian fashion industry. Tailors produce made-to-measure clothing on request, based on their customers' individual measurements and design preferences.

Fashion accessory production

Production of fashion accessories is another low-cost entry option that involves the creation and sale of items such as belts, headbands, scarves, and fabric bags, as well as jewellery and home accessories.

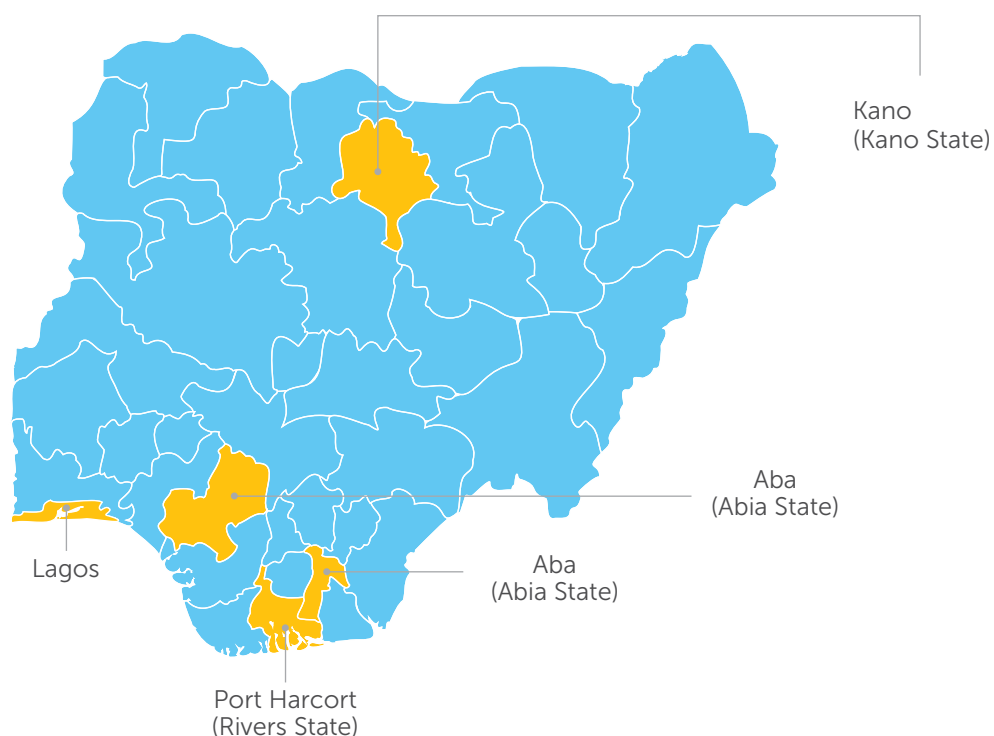
Regional differences

When considering any of these options, it is important to account for regional differences as the structure, scale, and market orientation of Nigeria's fashion sector vary significantly from one region to another.

Lagos is known as the country's fashion capital. With its fashion weeks, strong media presence, luxury designers, and international collaborations, it is the primary gateway for global exposure and premium branding (The Economist, 2026). In contrast, Aba serves as a major manufacturing powerhouse, known for large-scale garment production, strong tailoring networks, and competitive ready-to-wear distribution across West Africa.

Northern cities such as Kano anchor specialized craft economies built around embroidery, leatherwork, and modest ceremonial attire, where artisanal prestige and religiously influenced design drive demand. Port Harcourt and Benin City in the south focus more on culturally significant regalia and occasion wear tied to heritage and status.

Figure 2: Map of Nigeria



Relevant skills and background

The Nigerian fashion industry spans a broad spectrum of activities, and the skills needed to succeed depend largely on where an individual is positioned along the value chain.

At the core are creative and technical capabilities such as fashion design, illustration, and a solid understanding of textiles and fabric sourcing. The Nigerian fashion sector is deeply rooted in the use of local materials such as Ankara, Aso Oke, and Adire, and the ability to assess fabric quality and source materials efficiently can create a strong competitive advantage. Core tailoring skills such as sewing, pattern making and the finishing of garments are equally important to maintain consistent production quality.

Soft skills such as creativity, attention to detail, networking and communication, and time management are also indispensable for setting up a business that can compete in a fast-paced and highly competitive industry. Entrepreneurs must be somewhat adaptable and highly reliable to build a good reputation (Buko-la, 2022).

Beyond creativity, success in the sector depends heavily on strong business skills and entrepreneurial discipline, much like any other industry. The ability to price products correctly, manage inventory,

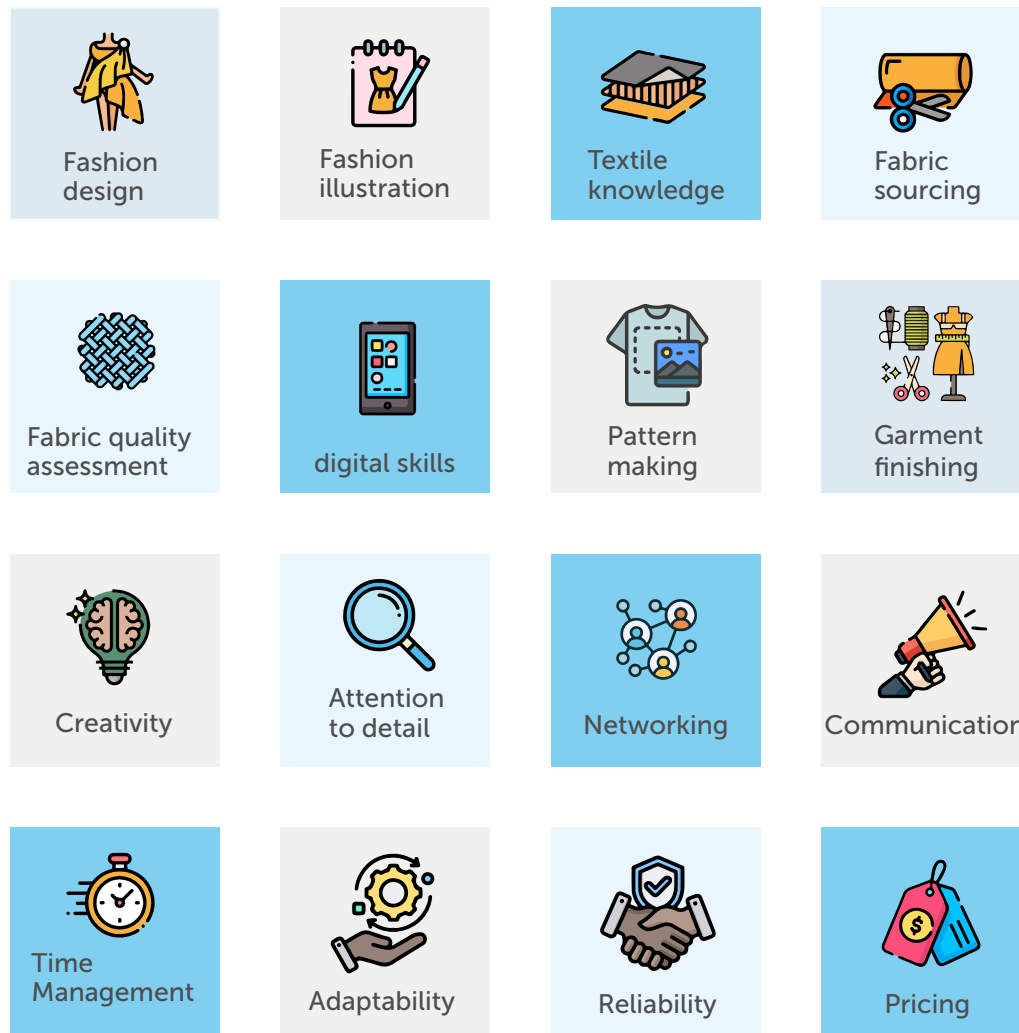
negotiate with suppliers, and maintain financial discipline is essential (London College of Contemporary Arts, 2025).

It is also vital to have a solid grasp of the industry and an awareness of current trends, which underpin the creation of contemporary, in-demand fashion items. In addition, logistics and supply-chain capabilities – such as order processing, delivery coordination, and stock management – are crucial, particularly for businesses operating at scale or in the e-commerce space.

In today's market, digital fluence is no longer optional – it is foundational. Platforms such as Instagram, TikTok, and WhatsApp Business now sit at the centre of how fashion brands build visibility and gain customers. The ability to create engaging content, shape a personal or brand identity, and interact effectively with an audience is often decisive for commercial success. Experience using digital tools such as Adobe Illustrator, CLO 3D, and Procreate can also be beneficial in this industry (London College of Contemporary Arts, 2025).

Knowledge of export processes and global fashion standards is becoming increasingly valuable for brands seeking to enter international markets. This includes understanding international sizing systems, quality expectations, and the documentation required to sell abroad.

Figure 3: Relevant skills



Capital requirements

The capital required to set up a business in the tailoring and fashion industry depends on the path an entrepreneur chooses. Across different levels and scales, the sector offers a range of entry points, broadly grouped into low-, medium-, and high-capital options.

- Individual entrepreneurs and freelancers, often operating from home or through digital platforms

such as social media marketplaces, typically dominate low-capital pathways.

- » Start-up capital requirements for these pathways range from ₦50,000 and ₦300,000+.
- Medium-capital pathways often require a higher level of technical expertise, the purchase of equipment, and small operational teams to build long-term, well-structured fashion businesses.

- » Start-up capital requirements for these pathways range from ₦300,000 and ₦2,000,000+.
- Aspirational pathways involve larger infrastructure investments, professional staffing, and greater operational complexity. If implemented well, they offer great potential for job creation, export opportunities, and large-scale industrial development.
- » Start-up capital requirements for these pathways range from ₦1,500,000 to ₦8,000,000+.

Key challenges

Structural constraints, including limited infrastructure, can undermine a company's performance when not proactively managed. Survival and growth require discipline, customer management, production efficiency, and cash flow management. Numerous sector-specific challenges can affect operational efficiency and should be taken into account:

Dependence on imported fabrics

Nigeria imports many of the textiles used by fashion businesses. The country imported textile products worth ₦1.06 trillion (\$774 million) in 2025, reflecting heavy dependence on foreign fabrics (National Bureau of Statistics, 2025). This limits opportunities for vertical integration and exposes fashion firms to exchange rate fluctuations, which can increase production costs.

Infrastructure challenges

Many tailoring and fashion businesses struggle with unreliable electricity supply. Sewing machines, technical equipment, and computers require electricity to operate efficiently, but power outages often force firms to rely on expensive generators or alternative measures, such as solar power. This boosts operational costs and reduces productivity.

In addition, internet connections and mobile payment systems are crucial for the growth of fashion e-commerce and digital marketing. However, poor connections and network outages, such as during heavy rain, make it difficult to access digital services reliably.

Logistics and delivery challenges

High shipping costs – both domestically and internationally – have become a major obstacle for small and emerging fashion brands. Most fabrics and finished garments move between Nigerian cities by road, but logistical inefficiencies and high fuel costs often slow delivery times and reduce profitability. Substantial charges for international waybills and freight costs often erode profit margins and, in some cases, cancel out the financial gains that overseas sales might otherwise offer.

Strict regulatory requirements governing cross-border shipments also place additional pressure on the industry. These factors complicate the delivery process, raise operating costs, and contribute to delays in fulfilling international orders. As a result, many small fashion companies

are unable to expand their sales beyond local markets, limiting their ability to fully capitalize on global demand for their products.

Limited access to finance

Small fashion firms often struggle to secure loans from banks because they lack collateral or formal business records. Many entrepreneurs therefore rely on personal savings or informal finance to start or expand their businesses – sources that are often limited, insufficient for scaling, and carry significant financial risk.

Regulatory and formalization barriers

Navigating business registration, taxation, and compliance requirements can be especially overwhelming for small fashion firms that operate informally. This often discourages formalization, which in turn limits access to funding, partnerships, and bigger market opportunities. In addition, the absence of standard operating procedures reduces efficiency and makes it difficult to scale production or maintain quality control.

Skills and training gaps

Although many tailors acquire skills through apprenticeships and, more recently, through standard fashion schools, the industry still faces a shortage of trained specialists. Advanced technical training in areas such as industrial garment production, digital pattern making, fashion technology, quality control, and inventory management remains limited, and strengthening these capabilities is essential to improve the sector's competitiveness.





▶ CHAPTER 2 |

Operational reality

This section examines the daily operations of the sector, outlining day-to-day responsibilities and business realities. It highlights opportunities across the value chain and explains the dynamics of both informal and formal markets. It also presents the broader sectoral environment, identifying key stakeholders and relevant training programmes, while analysing the regulatory framework that shapes industry practice.

Business and job opportunities

The Nigerian fashion sector operates through a value chain comprising several interconnected actors. With its wide range of opportunities, the industry offers something for everyone, based

on individual experience and expertise. The following provides an overview of selected business opportunities, which is by no means exhaustive.

Table 1: Business opportunities according to value chain segment

Segment	Description	Opportunities	Prevalence
Raw materials	Cultivating, growing, and harvesting cotton plants.	■ Cotton farming ■ Input supply (seeds, fertilizer)	Low, as most fabrics are now imported.
Textile manufacturing and trading	Converting raw fibres first into yarn and then into fabric.	■ Ginning/spinning ■ Weaving/knitting ■ Dying ■ Fabric trading	Comparably low due to the limited availability of raw materials.
Garment production	Turning fabrics into finished apparel.	■ Tailor/seamstress ■ Pattern maker ■ Embroidery	Very popular; includes made-to-measure fashion and ready-to-wear.
Design and creative professions	Transforming concepts into products, digital experiences, or marketing materials.	■ (Fashion) design ■ (Fashion) stylist ■ Photography ■ Blogging	Growing in popularity and importance.
Retail, marketing, and media	Designing advertising strategies to reach, attract, and sell to customers.	■ Marketing/e-commerce ■ Event planning ■ Retail business	A highly dynamic subsector, driven in part by artificial intelligence and technological advances.
Distribution and fulfilment	Processing orders and moving goods (internationally).	■ Logistics ■ Quality assurance ■ Storage ■ Export handling	An important segment for national and international operations.
Adjacent sectors (creative)	Creative sectors linked to fashion.	■ Home décor ■ Accessories ■ Jewellery	Growing popularity and (international) significance.
Connecting sectors (technical)	Technical sectors supporting the fashion industry.	■ Material supply ■ Equipment supply and maintenance ■ Information technology services	An important segment for national operations.
Adjacent sectors (educational)	Fashion education and vocational training.	■ Fashion studies ■ Apprenticeships ■ Technical and vocational education and training	Growing in popularity and importance.

Source: ITC.

Informal vs. formal market dynamics

The local fashion industry operates within a dual market structure in which officially registered companies coexist alongside a large informal sector. The interaction between these formal and informal actors creates a dynamic yet fragmented ecosystem where informal firms supply labour and creative input while formal businesses capture higher value through branding, structured retail, and access to a regulated market.

Informal segment

The informal segment dominates garment production and retail. It provides employment for thousands of artisans and is characterized by small tailoring shops, home-based production, cash transactions, no official registration, and limited regulatory oversight. Challenges include limited access to finance, technology, and export markets.

Formal segment

Businesses in the formal segment operate under regulatory frameworks, pay taxes, and often engage with international markets and investors. The formal sector generally comprises registered fashion houses, retail chains, export-oriented clothing manufacturers, and organized fashion platforms.

Key business risks

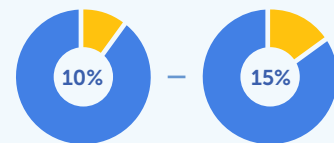
Running a business in Nigeria comes with unavoidable risks and challenges. The tailoring and fashion sector is highly competitive, skill-driven, and operationally demanding. Key business risks in this sector include:

- **Financial risk:** No/overly small cushion for fixed costs, such as rent and bulk buys, or emergencies
- **Operational risk:** No/limited backup equipment, erratic power, unskilled helpers
- **Market risk:** No name recognition, limited marketing budget
- **Legal/regulatory risk:** Informal set-up, risk of being shut down or fined
- **Reputational risk:** High dependence on referrals and social proof

Highlight: E-commerce

The e-commerce market has become one of the most transformative forces in Nigeria's fashion industry.

It generated about **\$544 million** in revenue in 2025, with annual growth rates estimated at



10%–15% (ECDB, 2026).

Key e-commerce channels include online marketplaces such as **Jumia**, **Konga**, and **Ubuy** (ECDB, 2026), individual brand websites, social commerce platforms including **Instagram**, **WhatsApp**, and **Facebook**, and **influencer-driven digital stores**.



Fashion brands use these channels to reach both national and international customers, reduce their dependence on physical retail spaces, and build consumer relationships through sustained interaction on social media.



However, **logistical challenges** and persistent concerns about trust in **payment** and **data security** continue to hinder broad adoption (World Trade Organization and World Bank, 2025).

Table 2: Strategies to tackle five key business risks

Risk type	Strategies to mitigate or overcome the risk
Financial risk	Operate from home to cut rent costs; use a pay-as-you-earn deposit system; barter for goods/services when possible; share tools and equipment with other entrepreneurs.
Operational risk	Keep manual records; operate during daylight to avoid generator/fuel costs; use free platforms such as YouTube for skills training; rely on community for support during disruptions.
Market risk	Micro market via TikTok, WhatsApp, Instagram, and Facebook; offer referral discounts; build trust through social media storytelling.
Legal/regulatory risk	Register your business with the Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) for free; practice basic bookkeeping to stay compliant.
Reputational risk	Communicate clearly to avoid misunderstanding; work to build trust; have a plan for apology or compensation when needed; prioritize quality over quantity in delivery.

Source: ITC.

Sectoral environment

Key stakeholders and power dynamics

The sector comprises a diverse network of stakeholders whose interactions influence the industry's out-comes, trends, and decision-making processes.

At the beginning of the supply chain, fabric importers and wholesalers wield considerable importance and influence due to Nigeria's heavy reliance on imported textiles. While designers and

fashion houses that then use these fabrics act as creative catalysts and brand builders, developing and setting fashion trends, retailers control access to consumers and influence pricing. Finally, consumer preferences, cultural traditions, and social media play a critical role in the fashion industry, as they shape fashion trends and production cycles.

Sunflag Nigeria Limited, one of Nigeria's oldest textile manufacturers, produces a wide range of yarns, fabrics, and related products. The company employs more than 3,000 workers, making it one of the biggest employers in the country's

textile sector, and serves both domestic and export markets. Sunflag's resilience through economic fluctuations has made it a notable player in the nation's manufacturing history.

Another major textile manufacturer is **United Nigerian Textiles Limited**, which was established in 1962. The company, once one of the largest integrated textile mills in West Africa, became a symbol of Nigeria's industrial aspirations – and later, of the structural challenges that undermined domestic manufacturing.

Gatimo Apparel in Lagos and **Beyond Clothing in Aba** specialize in contract manufacturing for corporate clients, including schools, hospitals, corporate organizations, and industrial clients. While Gatimo is positioned as a technology-driven, large-scale manufacturer serving clients across Africa, Beyond Clothing appears more consumer-facing and style-oriented. It emphasizes structured factory production, in-house finishing, and scalable manufacturing systems that blend local craftsmanship with industrial processes.

Designers, fashion houses, textile and fabric suppliers, as well as retailers and market traders, are organized into associations and cooperatives that make decisions and adopt policies to advance their own interests. One example is the **Fashion Designers Association of Nigeria**, which has branches in major states, advocates for designers' interests, and presents policy demands to the Government.

The Government partnered with industry stakeholders in 2025 to establish

the **Nigeria Fashion Federation**, a national coordination platform for state governments and industry stakeholders to promote the domestic fashion industry. This move was in line with the continental framework of the Confederation of African Fashion, which aims to unify Africa's fragmented fashion industries under a cooperative continental structure. The Federation thereby serves as Nigeria's national coordinating platform, implementing and aligning national initiatives with the broader continental vision at country level (Tolu-Kolawole, 2025).

Regulatory requirements

Several government agencies make policy decisions on textile imports and industrial development, which can significantly shape the industry.

- **The Nigerian Export Promotion Council** and the **Nigerian Export-Import Bank** regulate fashion imports and exports.
- The **Nigerian Customs Service** oversees customs regulation and trade facilitation.
- The **Nigerian Copy Right Commission** protects intellectual property, also in creative industries.
- **The Ministry of Industry, Trade and Investments** regulates local production and investment in the fashion sector and decides on trade policies.
- The **Standards Organisation of Nigeria** sets manufacturing standards.
- The **Corporate Affairs Commission (CAC)** is responsible for the regulation and management of companies.

- The **Small and Medium Enterprises Development Agency of Nigeria** supports small and medium-sized enterprises by offering free business registration and provides training and financial assistance.

Local support organizations

Several non-governmental organizations and foundations offer free training courses for vulnerable people in Nigeria, including returnees, migrants, internally displaced persons, and youth. The focus lies on empowerment and rehabilitation through skill acquisition, committed to support dignified reintegration.

The following table lists some organizations that offer, among others, training in the tailoring and fashion sector.

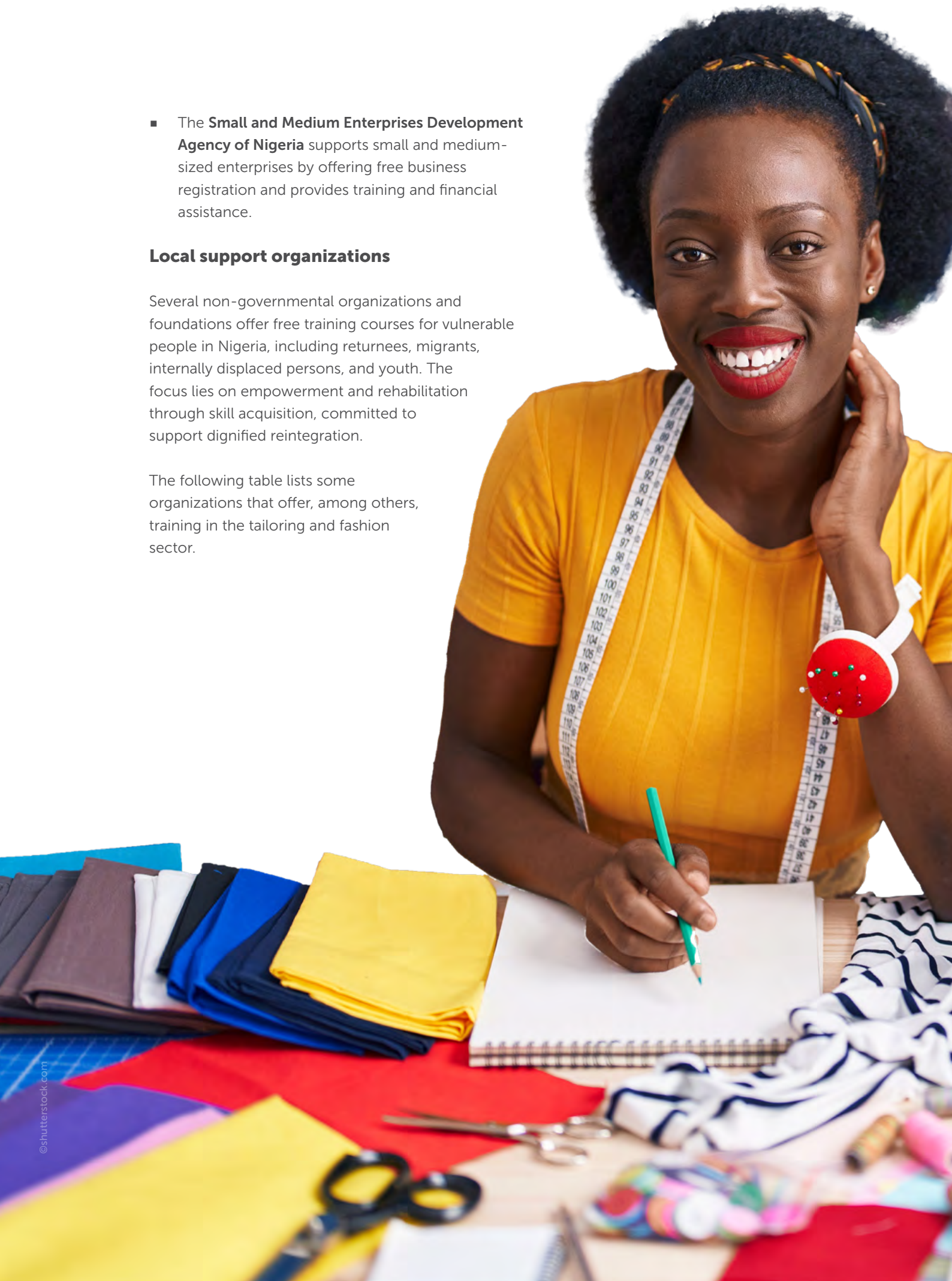


Table 3: Training offerings in fashion targeting vulnerable people

Organization	Location	Service offerings	Sector-specific
Web of Hearts Foundation	Lagos	Vocational training, mentorship, job placement support; business establishment assistance; psychosocial support	Tailoring (fashion and design), accessory making, including shoes, bags, and hats.
Bakhita St Louis Empowerment	Lagos	Rehabilitation and reintegration of victims of human trafficking; shelter service; skill acquisition and mentorship	Fashion designing/ tailoring
Genius Hub	Benin City	Skills acquisition and mentorship; entrepreneurship and business development, female empowerment; psychosocial support	Beneficiaries can choose their sector.
Patriotic Citizen Initiative	Lagos	Economic, social, and mental health support; business skills and vocational training; shelter service	Not specified.

Source: ITC.



Fashion programmes and initiatives

Various institutions in Nigeria's tailoring and fashion sector provide a layered ecosystem of training, capacity building, and market access for aspiring fashion and textile entrepreneurs. They provide programmes that offer, for example, the acquisition of practical skills, reduced production costs through shared facilities, financial support, mentoring, and networking opportunities.

The [SMEDAN Garment and Textile Cluster Growth Support Scheme](#) is a government-backed initiative that offers hands-on training, access to shared production facilities, such as the Garment and Textile Hub in Abuja (including more than 100 industrial sewing machines), and business development support. It targets a wide range of beneficiaries and requires only registration and participation in the cluster system. Participants benefit from skills acquisition, a subsidized workspace, constant electricity, access to loans or grants, and expanded market linkages – all aimed at improving productivity and global competitiveness.

Complementing this are specialized training institutions such as ITC's [Global Textile Academy](#), which offers free, open-access courses for anyone seeking to improve their skills in the textile and clothing sector, and [Yetroselane Fashion Academy](#), which provides free and subsidized training for young women. With (online) courses on topics such as garment construction and fashion entrepreneurship, these programmes aim to deliver both technical skills and entrepreneurial know-how, so

participants can find employment or start their own fashion business.

In addition to formal training, ecosystem promoters such as [CcHUB \(Initiatives for the Creative Industries\)](#) and the '[Lagos x Paris](#)' partnership with the French Embassy provide access to international markets, innovation labs, and opportunities for intercultural exchange – factors that are crucial for expansion beyond local markets. Similarly, platforms including [The Assembly](#) act as strategic partners, offering beneficiaries access to mentoring, creative communities, exhibitions and potential distribution channels – elements that are often lacking in purely technical training programmes.

Local trade groups, cooperatives, and associations, such as the Fashion Designers Association of Nigeria and Tailors Association of Nigeria, can help new entrepreneurs. They provide access to small loans with low interest rates and flexible repayment plans and create opportunities for networking and support among members. The Edo State Skills Development Agency boosts skill development and entrepreneurship by offering training and sometimes connecting small business owners to funding opportunities.

[FATE Foundation](#), a business development organization that helps aspiring and emerging Nigerian entrepreneurs start, grow, and scale their businesses, provides training, mentorship, and business advisory services for start-ups and small firms, including those in fashion. Its FATE school was set up to promote the strong entrepreneurial culture among Nigerians and to help entrepreneurs overcome challenges.

[Shecluded](#) supports women-led small and medium-sized enterprises, providing loans, grants, training, and a strong network for small business owners – especially women. Throughout the year, it offers programmes that build entrepreneurial skills, including training in financial literacy and basic business management. At the end of some programmes, participants may receive support in the form of advertising credits for platforms such as Google and Facebook. The organization also helps businesses establish a presence on e-commerce platforms at low or no cost.

Lagos-based [Kilsah Consulting](#) offers free training and mentoring services to small business owners, women, and young entrepreneurs so they can learn how to structure and manage their companies effectively, access finance and new markets, and expand. The consultancy operates in many sectors, including fashion, and organizes industry events where fashion entrepreneurs can meet and network. Kilsah also awards grants of ₦100,000 to ₦500,000 that can be used for equipment, working capital, or staff support.





CHAPTER 3

Grounded economics

This chapter examines the financial dimensions of starting a business, outlining capital requirements, a breakdown of costs based on operational needs and corresponding prices, and an overview of available entry pathways. To support new entrants, it also presents financing options and highlights key financial considerations.

Financial accounting

Capital requirements

Starting a fashion business in Nigeria requires different levels of investment depending on the scale and business model. Providing specific recommendations is difficult, as costs vary according to equipment needs, workplace arrangements, staffing, and other operational choices. Nevertheless, the following list offers a rough guide:

Start-up capital requirements for a small business range from ₦50,000 and ₦300,000+.

Start-up capital requirements for a medium-sized business range from ₦300,000 and ₦2,000,000+.

Start-up capital requirements for a large business range from ₦1,500,000 to ₦8,000,000+.

Investment requirements typically include:

- Tools and equipment relevant for business operations

- Workspace set-up and rent
- Material inventory
- Branding and marketing
- Staff

Pricing and cost structure

Pricing is one of the most misunderstood aspects of operating a fashion business in Nigeria. Many aspiring designers assume that high prices automatically translate into high profits. In practice, several factors limit how much consumers are willing to pay. As Nigeria faces significant economic pressures, including inflation and currency depreciation, many Nigerians have limited disposable income, which means that affordability strongly influences purchasing decisions.

Consequently, many consumers favour imported ready-to-wear garments, lower-priced tailoring services, or second-hand clothing (popularly called *okrika*). These alternatives create strong downward pressure on local designer pricing.

Pricing depends on several factors, including location, competition, and target markets, as well as operating costs such as raw materials, labour, and logistics. This means it is essential to have an accurate understanding of your expenses before setting prices. Conducting market research before launching a business is equally valuable, as it helps you assess competitors' pricing strategies and potential market gaps. Together, these insights allow you to establish pricing that is both competitive and sustainable.

Operating costs, both fixed and variable, are a given for any business. Fashion entrepreneurs face expenses such as the following:

1. Fixed costs: Costs that remain relatively constant each month.

- Shop rent (urban locations): ₦80,000 – ₦400,000
- Electricity and generator fuel: ₦40,000 – ₦150,000
- Internet and communication: ₦10,000 – ₦30,000
- Staff salaries, if applicable (tailors, cutters, assistants): ₦120,000 – ₦600,000

- Equipment maintenance, dependent on usage

2. Variable costs: Costs that fluctuate depending on production and volume.

- Fabrics, sewing threads, interfacing, and lining (example: tailoring business)
- Packaging materials
- Transportation
- Marketing, including social media advertising, influencer partnerships, events

Note: Fabric prices fluctuate significantly due to exchange rates because most materials are imported.

Entry pathways

Based on the information set out in the previous sections, the following table provides an overview of potential entry points into the Nigerian tailoring and fashion sector, categorized into low, medium and aspiring business models.



Table 4: Nigerian fashion industry entry paths – costs and profit potential

Entry pathway	Estimated start-up cost (₦)	Estimated monthly operational cost (₦)	Typical profit margin	Estimated monthly profit potential (₦)
Low capital entry points				
Fabric retailing	70 000 – 550,000	20 000 – 80 000	15% – 40%	50 000 – 150 000
Fashion accessories production	50 000 – 250 000	15 000 – 60 000	30% – 60%	40 000 – 120 000
Fashion drop-shipping/ online clothing resale	50 000 – 200 000	20 000 – 70 000	20% – 35%	50 000 – 200 000
Fashion blogging	80 000 – 300 000	20 000 – 60 000	40% – 70%	50 000 – 250 000
Fashion content creation (social media)	100 000 – 400 000	30 000 – 80 000	40% – 70%	100 000 – 500 000
Online fashion catalogue services (for brands)	150 000 – 500 000	40 000 – 100 000	35% – 60%	100 000 – 400 000
Medium capital entry points				
Fashion photography	500 000 – 2 000 000	80 000 – 250 000	40% – 65%	200 000 – 800 000
Tailoring/custom garment production	300 000 – 1 200 000	80 000 – 250 000	35% – 55%	150 000 – 400 000
Ready-to-wear clothing production	800 000 – 2 500 000	200 000 – 600 000	30% – 50%	300 000 – 1 000 000
Fashion styling/personal shopper services	200 000 – 800 000	50 000 – 150 000	40% – 65%	150 000 – 500 000
Aspiring capital entry points				
Fashion design studio/ fashion house	2 500 000 – 10 000 000	500 000 – 1 500 000	40% – 60%	800 000 – 3 000 000
Fashion training academy / skills centre	1 500 000 – 6 000 000	250 000 – 800 000	30% – 50%	300 000 – 1 200 000
Fashion production factory (bulk manufacturing)	10 000 000 – 50 000 000+	2 000 000 – 8 000 000	25% – 45%	2 000 000 – 10 000 000+

Source: ITC, based on stakeholder consultation.

Seasonality

Fashion demand in Nigeria is highly seasonal and managing cash flow across these cycles can be challenging. While fashion businesses may generate up to 50%–70% of their annual turnover within a few months during peak seasons, they may face large drops in sales during off-seasons – for example, between January and March.

Major peak periods include the December festive season and New Year, the wedding season (usually between April and July), Eid celebrations, and graduation ceremonies.

Funding options

Entrepreneurs in the Nigerian fashion sector often rely on a mix of funding sources, including personal savings, financial support from family and friends, and grants from microfinance institutions or the government.

Although most small fashion businesses rely primarily on their own funds, particularly in the early stages, there are several ways to supplement this capital through external loans and other financing options. No specific body is dedicated exclusively to the fashion industry in Nigeria, but several agencies offer training and funding. Most grants are subject to conditions and requirements such as training, formal business registration, and/or participation in government programmes.

Potentially relevant programmes that support creative industries include:

- [The Central Bank of Nigeria](#) has a loan scheme – the Creative Industry

Financing Initiative – that provides access to low-interest financing for entrepreneurs in the creative industry, including fashion, music, movies, and information technology. Loans range from ₦3 million to ₦50 million and are paid in-kind to cover equipment purchase and rental/service fees.

Requirements typically include registering with the Corporate Affairs Commission, submitting a comprehensive business proposal, providing a satisfactory customer relations management software report of owners, sponsors, and directors, and presenting clean Credit Bureau Report with no unpaid obligations.

- [Bank of Industry](#) offers funding to small businesses that are ready to expand and can demonstrate a solid track record of growth. Support ranges from ₦50,000 to more than ₦10 million, depending on the documentation provided and details of how the funds will be used. Funding may come as grants through special programmes such as the Government Enterprise and Empowerment Programme or via the Fashion and Garment Fund, which is accessible through national and state chambers of commerce and industry. The Bank of Industry also provides low-interest loans, typically offered at single-digit interest rates.

The prerequisites are that the company must be Nigerian-owned, have at least a basic business registration (sometimes optional for micro-grants), participate in required training or capacity-building

programmes, and submit a viable business plan for larger grants.

- **The Industrial Training Fund** is a Nigerian government agency that promotes and supports the acquisition of industrial and commercial skills. It plays a pivotal role in developing a skilled workforce for Nigeria's growing economy and industrial sector. Grants typically range from ₦100,000 to ₦1 million and are usually awarded as training grants to small businesses, including those in the fashion industry.

Grants are often linked to participation in certified training programmes designed to improve employees' skills.

- **The National Directorate of Employment**, part of the Nigerian Federal Ministry of Labour and Employment, is the main government body responsible for tackling unemployment by creating jobs, developing skills, and promoting entrepreneurship. It supports small firms through training and business consultancy and grants, which typically range from ₦50,000 to ₦300,000 and are generally provided in kind – that is, in the form of equipment to help a business get started, such as sewing machines, workbenches, and irons.

The conditions for receiving funding include completing approved vocational training and focusing on young entrepreneurs and craftspeople.

- **SMEDAN** provides funding to small businesses, including those in

the fashion industry, of ₦50,000 to ₦500,000. Higher amounts are also available, but these are offered through partnerships and co-funded programmes with other organizations and government authorities.

To be eligible, firms must be small or medium-sized (including nano enterprises and microenterprises). Funding is often linked to training programmes and participation in clusters such as co-operatives and small fashion associations. Registration with the CAC is sometimes required (depending on the programme).

SMEDAN also partners with Moniepoint to help small firms register their business names at a reduced cost. This collaboration aims to transition informal companies into formalized, sustainable enterprises by providing access to business banking solutions that enable better financial management and support long-term growth.

- **The Tony Elumelu Foundation**, owned by Nigerian businessman Tony Elumelu, offers non-repayable \$5,000 grants to start-ups and existing businesses. To qualify, firms must be in their early stages (0–5 years), complete a training programme, and submit a business plan. Scalable ideas are given preference.
- **The Lagos State Government** supports small businesses through a wide range of programmes to promote their growth and development. It also provides



opportunities for training and financing, including the Lagos State Employment Trust Fund, which helps small businesses grow so they can contribute to the state's prosperity by creating jobs at the grassroots level. Funding ranges from ₦100,000 to ₦5 million, offered as limited grants and low-interest loans.

To be eligible, a business must operate in Lagos and participate in government programmes or training courses. Registration with the CAC is often required for higher funding tiers.

- **The Nigerian Export Promotion Council** is one of the leading government organizations that supports small, medium-sized, and large fashion companies in partnership with national and some regional chambers of commerce and industry. It provides training and awards grants so fashion companies can export finished garments. Export promotion grants range from ₦200,000 to ₦2 million.

Companies must demonstrate export potential and product standardization, register with the Nigerian Export Promotion Council, and participate in export training programmes to qualify.

- **Bank of Agriculture** offers financial support to Nigerian firms interested in the textile value chain, including cultivation, rearing, and processing cotton to produce fabrics. Other fashion-related businesses, including those involved in fabric dyeing, such as Adire production and Asoke weaving mills, are also eligible for loans. Funding ranges from ₦50,000 to ₦2 million for limited grants and low-interest loans.

To be eligible, a business must have a clear link to agriculture or agroprocessing and may also be required to belong to a recognized cooperative.

Typically, small fashion businesses receive grants ranging from ₦50,000 to ₦500,000, as larger amounts require a solid business structure, thorough documentation, and a proven track record of performance. Even when small businesses secure grants, they often continue to face significant barriers to market entry because they fail to register with the CAC, and struggle to maintain adequate bookkeeping systems, or develop strong business plans.

So, although numerous government-backed financing programmes exist in Nigeria, access for small fashion firms is often limited by structural requirements such as formal business registration, proper documentation, and sufficient operational capacity – effectively excluding many stakeholders.

Key financial considerations

Anyone considering entering the Nigerian fashion industry should be aware of the financial realities they may encounter:

- **Profit margins can fluctuate considerably**, depending on fabric costs, seasonality, and order volume.
- **Power supply costs are substantial**, particularly for businesses relying on generators due to inconsistent electricity supply.
- **Fabric price volatility** can affect production costs because Nigeria imports most of its textiles.
- **Investing in marketing and visibility is essential to attract clients**, especially in an increasingly digital marketplace.
- **Expansion should only be undertaken if demand is stable.**

The ability to scale gradually remains one of the sector's greatest advantages. Many successful fashion entrepreneurs started with minimal resources and expanded operations as demand increased.



CHAPTER 4

Common mistakes and success factors

While entering Nigeria's fashion industry is relatively easy, sustainability and long-term growth are difficult. Many fashion businesses face difficulties within their first few years due to structural challenges, poor financial management, and weak operational systems. This section explores common mistakes and explores factors that can contribute to a company's success.

Common mistakes

Poor financial management

Small aspiring fashion entrepreneurs often struggle with financial discipline. They frequently operate without proper bookkeeping systems and have limited oversight of stock levels, production costs, and pricing. In many cases, business income is mixed with personal expenses, making it difficult to determine whether the enterprise is truly profitable.

Without accurate financial records, entrepreneurs find it hard to:

- track material costs
- determine expenses
- calculate profit margins
- maintain cash flow
- plan reinvestment
- secure funding

Underpricing

Another common pitfall is underpricing. Many new designers lower their prices substantially to compete with established

brands – a strategy that may attract customers initially, but often results in unsustainable profit margins. Running a fashion business involves several hidden costs, including machine maintenance, generator fuel and electricity, and transport costs. If these costs are not fully considered, the business may generate revenue but little actual profit.

Poor production planning and delivery delays

Late delivery is one of the most common complaints among fashion customers in Nigeria. Many businesses in the sector struggle to manage large volumes of orders, especially during peak periods such as weddings, festive seasons (Eid, Christmas), and end-of-year celebrations. Without structured production planning, small fashion businesses risk accepting more orders than their actual production capacity can handle, leading to delays, quality issues, and dissatisfied customers.

Lack of business structure

Many fashion entrepreneurs focus primarily on creativity and often neglect the operational side of their business. This creates challenges when order volumes increase. Incorrectly recorded customer measurements, forgotten orders, and poor communication with customers can easily be avoided by implementing simple record-keeping systems, using basic order-tracking tools, and adopting consistent customer communication practices.

Success factors

Numerous factors can contribute to a business's success in the tailoring and fashion sector. According to an experienced professional in this field, anyone who wants to become a successful entrepreneur in Nigeria's fashion industry should keep the following practical tips in mind:

■ Get the basics right first

Acquiring solid sewing skills and a working knowledge of the Nigerian fashion landscape is non-negotiable. Understanding how local production works, fabric markets, and customer behaviour will save you from costly mistakes.

■ Find your niche

Find and focus on a specific niche such as bridal, corporate wear, ready-to-wear, asoebi, or kids' garments. Mastery in one area builds trust. Once people trust your excellence in one category, it becomes easier to expand into others.

■ Define your target customers

Be clear about your customers – are they working-class professionals, students, or

people buying everyday clothes? Your pricing, designs, branding, and even communication style should align with this audience.

■ Build strong local networks

Relationships are key in Nigeria's fashion ecosystem. Join tailors' associations, cooperatives, and government-backed initiatives, and attend fashion shows, exhibitions, and trade fairs. These events not only offer a chance for you to display your work, but also help you identify market trends, meet suppliers, find skilled staff, and even access funding opportunities.

■ Commit to continuous learning

The industry evolves rapidly. New styles, techniques, and technologies emerge constantly. Stay updated by taking courses, watching tutorials, and observing top designers. Growth in fashion is directly tied to how willing you are to keep improving your craft and business knowledge.

■ Establish a structure

Many talented designers struggle because they lack structure – they have no proper pricing system, no production timelines, and poor customer management. Put systems in place early: order tracking, measurement records, delivery timelines, and financial records.

■ Control pricing and cash flow

Profit does not always mean liquidity. You may have orders and 'expected income', but business can grind to a halt if there is no cash. Learn to manage your cash flow carefully and set your prices based on your

target market, production costs, and brand positioning.

- **Invest in trust and team building**

Skilled and reliable tailors are hard to find and even harder to keep. Invest time in training your staff and creating a system that reduces dependency on one person. Also, build trust with team members, as well as also customers, suppliers, other business owners, and associations.

- **Location and visibility matter**

Where you base your business – physically or online – will affect your growth. Even if you do not start with a physical store, ensure you have a strong online presence. Social media is a powerful tool in today's Nigerian fashion market.

- **Customer experience and quality control are your silent marketing tools**

The quality of your products and how you treat customers determines whether they return or refer others. Clear

communication, realistic timelines, and professionalism will set you apart in a market where many customers complain about delays and poor service.

- **Be loud and proud**

Be proud of your creations and show them off at industry events and parties. If you are confident about your creations, others will see that – which helps boost your visibility and brand recognition.

- **Patience and resilience are key**

The Nigerian fashion industry is rewarding, but not without its hurdles. Power supply issues, inconsistent staff, fluctuating fabric prices, and demanding customers are challenging. But growth takes time and consistency.



Box 1: Emeka's journey back to purpose through fashion

Six years ago, Emeka left Nigeria with hopes of finding a better life abroad. Like many young Nigerians, he had been persuaded by friends and stories of opportunities beyond the country's borders. Believing that Libya would offer him a pathway to prosperity, he embarked on the dangerous journey through the Sahara Desert in search of a better life.

However, the reality he encountered was far from what he imagined.

Without valid immigration papers, Emeka lived in constant fear of arrest and harassment by authorities. Jobs were unstable, wages were poor, and survival became a daily struggle. The dream that once seemed promising gradually turned into years of uncertainty, hardship, and disappointment. After spending nearly three difficult years in Libya, Emeka made the painful decision to return home to Nigeria.

Coming back was not easy.

Like many returnees, he faced the challenge of rebuilding his life from almost nothing. With limited savings and no stable source of income, he searched for opportunities that could help him start over. He initially considered shoemaking, seeing it as a viable trade. However, he quickly discovered that the cost of equipment and machines was beyond his reach. Unlike tailoring, there were few accessible public production hubs where he could learn and work affordably.

While trying to find his footing, Emeka observed that a friend who worked as a tailor seemed to have more opportunities for growth. Tailoring hubs and shared workspaces made it easier for small-scale fashion entrepreneurs to begin with little capital. Before travelling to Libya, Emeka had acquired some basic sewing knowledge, and this gave him the confidence to revisit the skill.

He enrolled under a roadside tailor in Oshodi Market, where he trained intensively for six months. He began sewing simple clothes for himself using affordable fabrics purchased from local markets. Intentionally, he wore his creations to busy areas where people could notice his style and craftsmanship.

Over time, his reputation grew.

Compliments from friends, customers, and passersby gradually turned into requests for paid jobs. Through word-of-mouth referrals and consistent visibility, Emeka slowly built a customer base. Recognizing the importance of specialization, he strategically niched down into producing vintage-inspired shirts for men – a style that appealed strongly to young urban professionals and fashion-conscious customers.

What started in shared sewing hubs eventually expanded into a small workshop of his own. Five years after returning to Nigeria, Emeka had transformed his life. He now operates a tailoring shop in Oshodi, employs four tailors, and owns multiple industrial sewing machines, including an overlock machine, a buttonhole machine, and a button-tacking machine specifically suited for shirt production.

Beyond serving individual customers, Emeka also handles bulk orders for schools, boutiques, and corporate clients. His business has become both a source of livelihood and a platform for creating jobs for others within his community.

Emeka's story demonstrates how the Nigerian fashion industry can serve as a pathway for economic reintegration for returnees and vulnerable populations. His journey highlights the importance of resilience, practical skills acquisition, access to affordable production infrastructure, and strategic networking. It also illustrates how low-entry barriers in segments of the fashion value chain can create opportunities for individuals seeking to rebuild their lives after displacement or migration challenges.

Today, Emeka stands not only as a successful fashion entrepreneur, but also as an example that with determination, adaptability, and access to supportive ecosystems, returnees can successfully reintegrate and thrive in Nigeria's growing creative economy.

Source: Marilyn Abioye.



▶ CHAPTER 5

Self-assessment test

Is the Nigerian tailoring and fashion sector right for me?

Answer each question honestly with 'yes' or 'no'. At the end, review your pattern, not just your score.

A. Skills and experience

1. I already have hands-on tailoring or fashion production skills (not just design ideas).
2. I understand pattern cutting, fittings, and finishing.
3. I am able to use or willing to learn digital tools such as Adobe Illustrator or CLO 3D.
4. I pay attention to small details.
5. I am creative and enjoy expressing ideas visually.
6. I am willing to work with my hands daily.

B. Industry awareness and operations

7. I am interested in fashion trends (locally or globally).
8. I can create engaging content and use platforms such as Instagram to promote products.
9. I can manage orders and ensure timely delivery.
10. I am organized when handling multiple tasks or customers, also during busy times.

C. Capital and financial cushion

11. I have start-up capital that I can lock in for 12–18 months.
12. I have separate money for personal living expenses.
13. I am comfortable starting small.
14. I am comfortable managing money and keeping financial records.
15. I can negotiate effectively with suppliers.
16. I understand basic inventory or stock management.

D. Mindset and expectations

17. I am comfortable operating in an informal, relationship-driven environment.
18. I can handle customers who bargain, delay payments, or change their minds.
19. I am prepared for long hours, especially during festive seasons.
20. I am adaptable when things don't go as planned.

E. Nigeria reality

21. I can manage power challenges (generator, fuel, solar, downtime).
22. I am comfortable dealing with local levies, associations, and informal fees.
23. I have, or can quickly build, trusted local networks (with suppliers, artisans, customers).
24. I am physically present and available to supervise daily operations.

F. Motivation and long-term fit

25. I am entering this sector for steady long-term income.
26. I am open to continuous learning and improving my skills.
27. I am open to pivoting (e.g. training, uniforms, niche markets).
28. I can tolerate slow growth and setbacks without quitting immediately.

Interpreting your results

Mostly Yes	Good Fit	Proceed to the full sector profile. Focus on choosing the right business model that works for you.
Mixed	Conditional Fit	You may consider adjustments.
Mostly No	High-Risk Entry	Consider gaining some experience through internships or apprenticeships first and developing your skills (further) through training.

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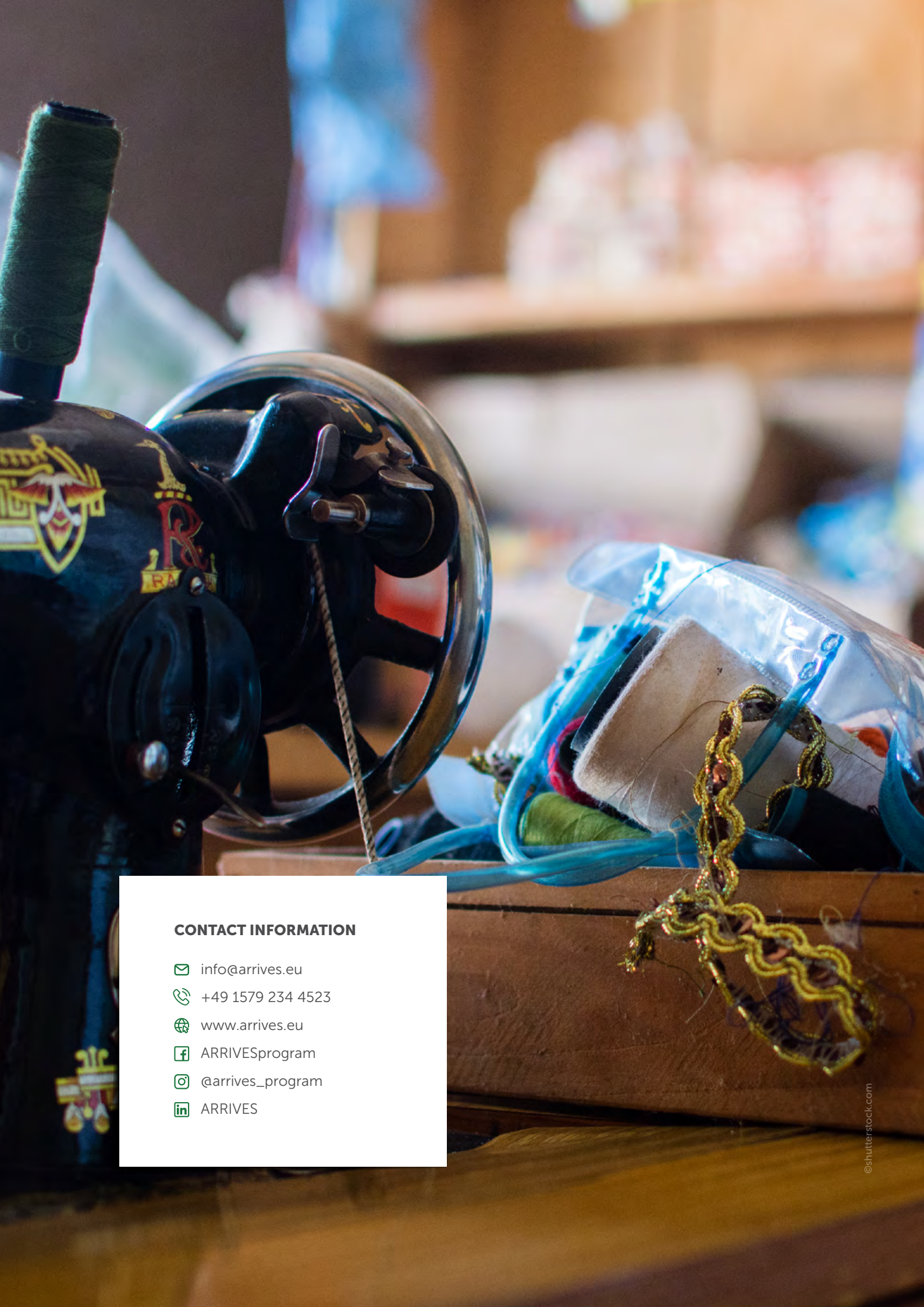
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The background of the entire image is a dark green field filled with a complex, repeating geometric pattern. This pattern consists of various interlocking shapes, including squares, rectangles, and spirals, all rendered in a lighter shade of green. The overall effect is a dense, textured, and somewhat hypnotic visual. The word "ARRIVES" is centered at the bottom of the image.

ARRIVES