

Interview: Starting up a New Business, Do I Need NAFDAC or Not? Facts by Tolu Adedeji | MrsCeonaija.com

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Tolu Adedeji of *MrsCeonaija.com*, an experienced brand, business, marketing and management professional with 11 years experience in the FMCG industry in Sub-Sahara Africa recently met with a Manufacturing Consultant. She took some time to ask him a few questions about starting up a food processing business in Nigeria and NAFDAC Registration. Below are excerpts from the interview:

Is a NAFDAC registration needed for all businesses set up in Nigeria?

No! A NAFDAC registration is mandatory for those in the manufacturing and the distribution of *Regulated products*.

What are regulated products?

Regulated products include drugs, foods, medical devices (diapers, pads, products that provide health benefits), cosmetics, chemicals, detergents, drinks, bottled and packaged water.

So if I am going into food production e.g. selling of processed food like packaged garri, will I need a NAFDAC number?

Yes, you will need the registration. NAFDAC now has a new fast track registration for companies processing foods and will support them to achieve registration on time.

What are the benefits of securing a NAFDAC registration for regulated products?

Firstly, it is complying with the laws of the land and securing your business as non-compliance could lead to a total shut-down of your business. It also has very significant marketing benefits as it helps build trust in your brand. NAFDAC has done a great job in sensitizing the public on the need to confirm that products have NAFDAC number before use especially for food and drugs.

So for a small business, having the NAFDAC number will enable other business and your consumers treat you with seriousness and respect.

Do you have an average cost for NAFDAC registration?

A NAFDAC registration is not cheap, it depends on the number of brands you want to register but the average price ranges from ₦200k to ₦1.5 Million for food, cosmetics, medical devices and for drugs it could be more expensive.

So how does a start-up go about NAFDAC registration?

From conception or 6 months into your business? Well it all depends, if you are importing your products and selling in Nigeria, you will need your NAFDAC registration before you commence business in Nigeria. Customs will not allow you clear your products from the ports without a correct NAFDAC registration. However if you are producing your food or cosmetics locally, you are allowed to write NAFDAC and request a moratorium period (delay period) where they will get your business started before you commence registration.

I have a friend that went into pure water manufacturing and complained of continuous harassment from NAFDAC which led to his closure, how can a small business avoid this?

Chuckles, pardon my smiling, but this is an all too familiar occurrence. NAFDAC does not gain anything when a business closes down. They only want to safeguard the health of Nigerians by reducing the risk of your business producing sub-standard goods. We always advise that SMEs involve NAFDAC or a regulatory consultant at the initial time when they are setting up their factories especially water production factories. This will ensure that the right inputs/decisions are made at the initial phase of planning versus after the factory has been set up.

This article is intended to provide general information about the subject matter.

Professional legal advice should be sought about specific circumstances.

About the Author

MrsCeonaija.com

Founded in Jan 2015, Mrsceonaija.com is a female centric blog that centers on coaching, inspiring and enabling women to have enhanced sources of income, either through business start-ups or career progression. We create a holistic ecosystem for both female entrepreneurs and career-oriented females to thrive. This is important in this millennial age

where many couples work long and inflexible hours to make ends meet, mostly at the expense of the children. Our platform nudges females to gain financial independence and to strike the home and family balance.