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AN INVESTIGATION INTO THE IMPACT OF TAX RATE REDUCTION ON BUSINESS PERFORMANCE OF SMALL BUSINESSES IN NIGERIA

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Abstract

With a population that exceeded 200 million people in 2018, the relevance of small businesses to Nigeria's economic growth and development is largely undeniable. The study investigated the impact of tax rate reduction on performance of small businesses in Nigeria within the period of 2005-2018. It specifically investigated the relationship between current tax rate and small business revenue contribution to the GDP of Nigeria. The study also studied the relationship between reduced tax rate and small business revenue contribution to the GDP of Nigeria. Explanatory and correlation design was adopted for the study while secondary data was utilized for the study. The data used in the study was sourced from the Statistical bulletin of Central Bank of Nigeria. The data also came from the National Bureau of Statistics annual reports (various years) as well as the Trading Economics website. Regression was used for data analysis and testing of the hypothesis. Results of the study showed that a positive and significant relationship exists between tax rate and small businesses revenue contribution to the GDP of Nigeria. Furthermore, a reduction in tax rate shows a positive and significant relationship to small business revenue. This also contributes positively to the GDP of Nigeria within the period of the study. The study therefore recommends that there is the need to advocate for reduced tax rate from the current 30% corporation tax. This will enable the small businesses have more profit that can be used to engage in other productive activities. Such activities include the likes of job creation which results in Nigeria's economic growth and development. Furthermore, more effort should be put in creating awareness of the incentives that are open and available to the small business operators. This is particularly important since the newly formed (but yet to be implemented) National Tax Policy is centered towards making the burden less through the use of incentives. Yet despite the incentives' availability to small business operators, the fact that they are not aware of their availability has resulted in negative small business performance which in turn negatively impacts Nigeria's economic growth and development.

JEL: H21

Keywords: Performance, Percentage Contribution to GDP, Nigeria, Small Businesses, Tax Rate.

1. INTRODUCTION

The importance and contribution of small business sector (SBS) to the growth and development of any nation cannot be underestimated. Small businesses play a very important and key role in economic growth and development through job and wealth creation just to name a few. As such the performance of the small business sector is crucial issue of debate. It is argued that small businesses (SBs) make up the majority of the businesses in the economy worldwide and these small businesses are key drivers of the economy. As a highlighted by Abubakar, how the economy is viewed is in line with the performance of the small businesses operating in the economy (Abubakar, 2015). According to the OECE Policy review on Small and Medium Sized Enterprises, SBs are critical players in the economy towards ensuring rapid economic growth and development as well as the overall stability of the nations worldwide. Some of the critical roles of small businesses in the economies include job creation, production of goods and services, engendering better standard of living for a nation's citizens and making meaningful contribution towards the gross domestic product (GDP) of the country (OECD, 2000).

As Liao, Welsch & Moutray (2009) observed that apart from job creations, SBS open doors to allow upward social growth, economic flexibility and resultantly allow the country to function efficiently. In other words, the overall progressive activities of any economy depend on the small businesses operating in such an economy. Consequently the existence of a vibrant small business sector will directly lead to a vibrant economy. A developing country such as Nigeria would then not have SMEs that positively contribute to the economy in comparison to developed countries like Australia, USA or Canada. Specifically in Nigeria, the decline of key infrastructure such as lack of good power supply, inefficiency in running water, poor roads as well as high rates of tax have negatively impacted the survival of SMEs. These factors have threatened the survival and growth of SMEs. In the world over, the growth of the small business sector is very critical based on its perceived significant contribution to the economy. In light of this fact, Nigerian policy-makers need to channel more efforts toward enhancing the performance of the small business sector in order to improve Nigeria's economic development.

According to Deloitte (2018), small businesses in Nigeria are faced with several issues. These include being made to pay multiple tax streams from different arms of government as well as unreasonable compliance costs. These issues are exacerbated by the absence of harmonized tax regime in the face of their small cash flows and limited resources at least when compared with that of large scale enterprises. While there are various incentives available to the SMEs (such as FGN intervention fund for Micro scale and medium scale industries (MSME) through the Bank of Industry as well as the Central Bank Intervention Funds), the main problem is that these incentives are not easily accessible by the SB operators. Equally important is the fact that the overall awareness of the availability of these incentives to SBs is very poor. The lack access to funding directly leads to the presence of an unsupportive business operating environment (Deloitte 2018). The existence of such a dire situation in Nigeria makes it imperative for Government or Policy-makers to look into ways to salvage the small business sector. One of the routes is in the development of a more friendly tax regime in order to uplift the contribution of the SB sector. This is where the New Tax Policy comes into play. According to Deloitte (2018) the new National Tax Policy (NTP) contains objectives to make the tax system robust and efficient in order to reduce the tax burden on businesses especially the SMEs. However, the tax burden on the businesses has remained. Deloitte further highlights that the NTP contains many lofty proposals such as reduction of corporate tax rates and the introduction of tax registration thresholds (Deloitte2018). These incentives ensure that compliance is increased in order to protect the local SMEs. Until the NTP is fully passed into law, the small businesses are saddled with the responsibility of overcoming the tax burden whilst operating profitability and remaining as going concerns.

Multiple taxation in the first three years of businesses operation using the commencement rules for assessment usually take place with SBs. This increases the risk of these businesses failing even before reaching maturity stages. An equally important factor that contributes to the poor performance and ultimate failure of small businesses in Nigeria as noted by Dellotte (2018) is the issue of exemption of companies with at least 25% imported equity from minimum tax. It is argued that this policy discourages investment and thus makes the risk of business failure high in Nigeria especially for companies that have recorded low profits. On the other hand, many SMEs are not able to benefit from tax incentives on offer due to their size of operation and all of these have the capacity to militate against the performance of SBs in Nigeria. Given this overview, it becomes imperative to empirically investigate the impact of reduction in tax on the performance of small businesses given the essential nature of the sub sector in the economy.

Aims and Objectives:

The aim of this study was in empirically investigate the impact of reduced tax rate on performance of small business in Nigeria within the period of 2005-2018. The specific objectives include to:

1. Determine the relationship between current tax rate and small business revenue contribution to the GDP of Nigeria.
2. Determine the relationship between reduced tax rate and small business revenue contribution to the GDP of Nigeria.

Research Questions:

- To what extent does current tax rate affects the small business revenue contribution to the GDP of Nigeria?
- To what extent does reduced tax rate affects the small business revenue contribution to the GDP of Nigeria?

Research Hypothesis

Ho_1: There is no significant relationship between current tax rate and small business revenue contribution to the GDP of Nigeria.

Ho_2: There is no significant relationship between reduced tax rate and small business revenue contribution to the GDP of Nigeria

2. REVIEW OF RELATED LITERATURE

Conceptual Framework

Tax rates and implications

According to Deloitte (2018), small businesses in Nigeria are faced with several issues. These include being made to pay multiple tax streams from different arms of government as well as unreasonable compliance costs. These issues are exacerbated by the absence of harmonized tax regime in the face of their small cash flows and limited resources at least when compared with that of large scale enterprises. While, there are various incentives available to the SMEs (such as FGN intervention fund for Micro scale and medium scale industries (MSME) through the Bank of Industry as well as the Central Bank Intervention Funds), the main problem is that these incentives are not easily accessible by the SBs. Equally important is the fact that the overall awareness of the availability of these incentives to SBs is very poor. The lack access to funding directly leads to the presence of an unsupportive business operating environment. . The existence of such a dire situation in Nigeria makes it imperative for Government or Policy-makers to look into ways to salvage the small business sector. One of the routes is in the development of a more friendly tax regime in order to uplift the contribution of the SB sector. This is where the New Tax Policy comes into play. According to Deloitte (2018) the new National Tax Policy (NTP) contains objectives to make the tax system robust and efficient in order to reduce the tax burden on businesses especially the SMEs. However, the tax burden on the businesses has remained. The NTP contains many lofty proposals such as reduction of corporate tax rates and the introduction of tax registration thresholds among others to serve as incentives which ensure that compliance is increased in order to protect the local SMEs. But until the NTP is passed into law, the small businesses are saddled with the responsibility of overcoming the tax burden whilst operating profitability and remaining as going concerns.

Multiple taxation in the first three years of businesses operation using the commencement rules for assessment usually take place with SBs. This increases the risk of these businesses failing even before reaching maturity stages. An equally important factor that contributes to the poor performance and ultimate failure of small businesses in Nigeria as noted by Dellotte (2018) is the issue of exemption of companies with at least 25% imported equity from minimum tax. It is

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argued that this policy discourages investment and thus makes the risk of business failure high in Nigeria especially for companies that have recorded low profits. The current corporate tax rate for businesses in Nigeria stands at 30% of assessable profit. When comparing with other countries which have lower rates of cooperate tax, business contribution to the GDP of Nigeria has not been encouraging at all.

Statistics taken from Central Bank of Nigeria (tradingeconomics.com) that are shown in Table 1 in the proceeding section show that when the tax rate stands at 30%, the SMEs contributed a total of 48.47% of the total GDP of 2018 with revenue of N38.8trillion. Accordingly when the tax rate is reduced, small business percentage contribution to GDP is most likely set to increase as they can expect more revenue profits due to the reduced tax rate.

Small Businesses and challenges

Small businesses are the engine hub of most economies both developed and developing economies worldwide. Unfortunately the state of economic growth of Nigeria appears to be very low despite the numerous numbers of SBs in the nation. Furthermore, the performance of SMEs generally in Nigeria has not been encouraging. They have not played the expected vital and vibrant role of driving the economic growth and development of the nation in recent times (Basil, 2005). Even though Government at Federal, State and Local level consistently channel energy towards encouraging entrepreneurship development, the contributions of SBs to economic development is low. Arguably despite the existence of incentives, policies and preferential support by government aimed at improving SSBs, the sub-sector have performed below expectation in Nigeria (Abiodun, 2011). In the past, explanations for this poor performance have been contributed bad business practices such as to management inefficiency, inadequate infrastructure and financial inadequacy that are militating against the performance of SSBs in terms of their profit, sales and employment generation (Abubakar, 2015; Abubakar, 2012; Akubueze, 2002). As true as these may be, however, the strategy aspect is often neglected. Interestingly, the issue of business strategic underpinning is so important that where this is not in place and well defined, the business is bound to fail even when operating in the best of environments. Yet research has neglected this area. In spite of the existence of large volumes of studies on SMEs in developing countries, there is a gap in the literature on studies relating to small business performance evaluation looking from the strategic angle. Most of empirical studies conducted in developing countries particularly in Nigeria are mainly related to the problems of SBs (Abubakar, 2015; Abubakar, 2012; Basil and Abiodun, 2011; Oparanma, Hamilton, & Zep-Opibi, 2010). The most recent literature which the author has identified that actually comes close to the intended study is that of Adebisi & Gbegi (2013) which studied the effect of multiple taxation on the performance of SME business enterprises and that of Ocheni (2015) which studied the impact analysis of tax policy and the performance of SMEs in the Nigerian economy. However despite their existence, they did not specifically investigate the impact of how a tax rate reduction could enhance the performance of SBs. The lack of such literature has created vacuum in research of which this study intends to fill.

Performance of small business in Nigeria

According to Abubakar (2012), Small and Medium Enterprises (SMEs) make up 97.5% of the industrial sector in Nigeria. In contrast to Large-scale enterprises, even though Small and Medium Enterprises have reputation for innovation and creativity, they have profound difficulties attracting capital since they are seen as a high-risk sector (Abubakar, 2012). Additionally, in a recent survey of small and medium enterprises (SMEs) by National Bureau of Statistics (NBS) and Small and Medium Scale Enterprises Development Agency (SMEDAN), it was observed that small scale businesses make up 92.8 per cent of the enterprises in the nation while medium scale enterprises make up 7.22% (NBS/SMEDAN, 2012). Furthermore, Small Businesses represent about 90% of the industry when looking at the total number of enterprises. They also make up 70% of the employers emanating from businesses. This is especially the case when one looks at the employers of 10-50 employees which contribute to at least 10% of the manufacturing output of Nigeria (Ajayi, 2002). In a similar vein, according to Anwatu (2006), 75% of private sector industry in Nigeria is accounted for by small businesses. These statistics show that the organized private sector in Nigeria is essential in the growth, wealth creation and employment generation in Nigeria. Consequently, the performance of small business is a critical to economic growth and development especially in Nigeria. The Nigerian Chamber of Commerce, Industry, Mines and

Agriculture (NACCIMA) (2006) stated that SBs are the drivers of rapid industrialization and development of any nation including that of Nigeria. Eke (2007) equally posit that small businesses account for over 93 % of the total entrepreneurs in Nigeria In turn, this creates a vibrant opportunity for significant contribution toward economic growth and development. However, with the huge opportunities which are available in the sector, a cursory look at small businesses showed that the performance of small businesses has continued to decline. It is argued that despite the number of SBs and assistance given to them by government and other NGOs toward sustainable economic development, the performance of the sector still fall below expectation in Nigeria, (Basil, 2005 & Abiodun, 2011). Similarly, according to Gumel (2016), many small businesses in Nigeria do not exceed their start up phases with some even ending as going concerns in five years. He further opined that only 10% of small businesses sustain business beyond five years. With the current economic situation in Nigeria of the economy still trying to recover from recession, a vibrant small business sector will be a key driver towards this recovery. Further, research by Gumel shows the small business sector of the Nigerian economy provides 82.02% of the labor force in the economy (Gumel, 2016). The key question then is what could be responsible for this situation that the studies have revealed?

Most explanations have tended towards the environmental factors militating against the sub sector that has hampered the performance of small businesses (Abubakar, 2015). For instance, Akabueze, (2002) as quoted by Abubakar, (2012) concluded that while one would expect that small businesses in Nigeria would grow and flourish, but the reverse has been the case. There is consistent failure of small businesses and this has been attributed to the challenges they face that have hampered their performance. Some of these challenges are: lack of financial resources, lack of management experience, poor location, unfavorable laws & regulations, business-unfriendly economic conditions, poor infrastructure, corruption, low demand for products and services and poverty (Abubakar 2012). As if that is not enough, the same author emphasizes that the issue of shortage of raw materials, inadequate competent personnel, inability to control costs and the notorious problems of dumping of cheap foreign products for competition as well as high rate of taxation have also hampered the performance of small businesses. As noteworthy as these challenges are that are crippling Nigeria's economy, it is equally important to develop a way of surmounting these challenges. This is the case because as much as challenges exist, opportunities abound in the sector. This is where tax rate reduction becomes important.

Theoretical Framework

Resource Base View Theory

Evolved through the works of Wernerfelt (1984) and Barney (1991), the Resource Base View Theory lays emphasis on the resource capability of the organization. According to this theory, organizations use resources to their advantage. The accumulation of resources both human and financial resources is used to create competitive advantage over others. (Wernerfelt, 1984 ; Barney, 1991). In other words, this means that the internal resources are the principal factor for a sustainable competitive advantage. In effect, the value brought by human resource is the core of this approach where flexibility is optimized in order to reduce costs and increase efficiency. According to Barney (1991), human resources, being the most effective way to use resources, increase the competitive advantage of a company in comparison to another. The same author concludes that consequently, where there is low tax burden on the businesses coupled with the right management and strategy implementation, a company's performance could improve. This would inevitably result in its contribution to the growth and development of the economy of the country (Barney 1991).

Review of Empirical Literature

In his study, Gumel (2016) indicated that many small businesses in Nigeria do not exceed their start up phases with most ending in less than five years. He further opined that only 10% of small businesses sustain business beyond five years. Ocheni & Gemade (2015) investigated the effect of multiple tax streams on performance of SMEs in Nigeria. The study adopted the use of ANOVA for testing data. It was revealed that the use of multiple tax streams adversely affects performance of SMEs in Nigeria. Etuk, Etuk & Ghabo (2014) investigated the link between SMEs and economic development in Nigeria. Using the content analysis method, the study indicated that in a developing country like Nigeria, there are several socio economic conditions that hinder sustainable development (Etuk et al 2014). However in this midst of these hindrances, SMEs that are fully developed and supported have the capacity to create jobs, create wealth, alleviate poverty and contribute significantly to the country's GDP. This will only ultimately lead to economic growth and development of the country.

The study by Abubakar (2015) revealed that while it would seem reasonable to expect that small businesses would grow and flourish, the rate of small business failure in Nigeria continues to increase. This is attributed to presence of obstacles affecting their performance which include: lack of financial resources, lack of management experience, poor location, poor infrastructure, corruption, low demand for products and services and poverty.

3. METHODOLOGY

Research Design

The research design of this study is explanatory and correlational in nature. Secondary data for tax rate and small business revenue contribution to GDP over the years of 15 years period are utilized for the study. With correlational method, the use of regression analysis is employed. This is suitable for this study as it helps to establish a relationship between two variables of interest that are observed in a natural environment.

Source of data

Secondary data are utilized for the study. The data were gathered for from Central bank of Nigeria (CBN) statistical bulletin, National Bureau of Statistics, tradingeconomics.com and the authors own computations. (See the table 1 below for the variables).

Table 1: Table of data for tax rate and SME contribution to GDP of Nigeria (2005-2018)

Year	Tax rate	GDP	SME % contribution to GDP	Revenue	Reduced tax rate	SME % Contribution to GDP	New Revenue
2005	30	14,610.88	19.7	2,878.34	20	20.69	3,022.26
2006	30	18,564.59	19.7	3,657.22	20	20.69	3,840.09
2007	30	20,657.32	19.7	4,069.49	20	20.69	4,272.97
2008	30	24,296.33	19.7	4,786.38	20	20.69	5,025.70
2009	30	24,794.24	19.7	4,884.47	20	20.69	5,128.69
2010	30	33,984.75	20.3	6,898.90	20	21.32	7,243.85
2011	30	37,409.86	20.3	7,594.20	20	21.32	7,973.91
2012	30	40,544.10	20.3	8,230.45	20	21.32	8,641.97
2013	30	80,222.13	20.3	16,285.09	20	21.32	17,099.35
2014	30	89,043.62	25.3	22,528.04	20	26.57	23,654.44
2015	30	94,144.96	25.3	23,818.67	20	26.57	25,009.61

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2016	30	26,537.65	48.47	12,862.80	20	50.89	13,505.94
2017	30	29,451.30	48.47	14,275.05	20	50.89	14,988.80
2018	30	142,992.10	48.47	38,800.10	20	50.89	72,773.68
	420.00	**677,253.83**	**375.71**	**171,569.21**	**280.00**	**394.50**	**212,181.25**

Source: CBN, Trading economics.com, NBS and Authors computation 2019

Method of Data Analysis

The data collected were analyzed using Regression Analysis guided by a regression model to ascertain the relationship of the variables identified and the influence they have over each other. This assisted in testing the selected hypotheses.

4. RESULTS AND ANALYSIS

Testing of Hypotheses

Ho_1: There is no significant relationship between current tax rate and small business revenue contribution to the GDP of Nigeria.

Decision Rule: Accept null hypothesis if calculated F value is less than tabulated (critical) value. The table 4.1 and 4.2 below respectively showed a significant change value of 0.023. The calculated F value of 6.846 is much higher than the tabulated value of 0.603.

Consequently the null hypothesis one is rejected while alternate hypothesis is accepted. Therefore, we conclude that there is a significant relationship between current tax rate and small business revenue contribution to the GDP of Nigeria.

Table 4.1: Summary of Regression Result for hypothesis one

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Change Statistics					Durbin-Watson
					R Square Change	F Change	df1	df2	Sig. F Change	
1	.603[a]	.363	.310	8526.06538	.363	6.848	1	12	.023	1.804

a. Predictors: (Constant), SBCONT

b. Dependent Variable: REVENUE

Table 4.2: Summary of ANOVA Result for hypothesis one

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	497821317.781	1	497821317.781	6.848	.023[b]
	Residual	872325490.527	12	72693790.877		
	Total	1370146808.307	13			

a. Dependent Variable: REVENUE

b. Predictors: (Constant), SBCONT

Ho2: There is no significant relationship between reduced tax rate and small business revenue contribution to the GDP of Nigeria.

Similarly, the table 4.3 and 4.4 respectively showed a significant change value of 0.021. The calculated F value of 7.024 is much higher than the tabulated value of 0.608. Consequently, the null hypothesis two is rejected while alternate is accepted.

We conclude that there is a significant relationship between reduced tax rate and small business revenue contribution to the GDP of Nigeria.

Table 4.3: Summary of Regression Result for hypothesis two

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Change Statistics					Durbin-Watson
					R Square Change	F Change	df1	df2	Sig. F Change	
1	.608[a]	.369	.317	14945.26885	.369	7.024	1	12	.021	1.682

a. Predictors: (Constant), NSBCONT

b. Dependent Variable: NEWREV

Table 4.4: Summary of ANOVA Result for hypothesis two

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1568813544.435	1	1568813544.435	7.024	.021[b]
	Residual	2680332731.797	12	223361060.983		
	Total	4249146276.232	13			

a. Dependent Variable: NEWREV

b. Predictors: (Constant), NSBCONT (Source SPSS version 21 Output of data 2019)

5. SUMMARY AND DISCUSSION OF FINDINGS

We can deduce from the results obtained that the R squared value of 0.363 (36%) of small business revenue contribution to GDP in Nigeria shows that **36%** of the total variation of performance of small businesses. This is in terms of their revenue contribution to GDP which was due to the effect of tax rate within the period of study. On adjusted bases, 0.310 (31%) small business revenue contribution to GDP was 31% relative to the tax rate within the period. The Durbin Watson (DW) is 1.804 which is less than the standard value of 2. This shows that there is no evidence of auto correlation amongst the variables studied. A similar situation applies to hypothesis two where the tax rate is reduced resulting in new revenue and an increase contribution to the GDP which is witnessed. This same situation is obtained when the tax rate is reduced and revenue adjusted as a contribution to the GDP. The R squared value of 0.369 (37%) of small business new revenue contribution to GDP in Nigeria is **37%.** This is the total variation of performance of small businesses in terms of their revenue contribution to GDP. It was due to the effect of reduced tax rate within the period of study. On adjusted bases, 0.317 (32%) small business new revenue contribution to GDP was 32% relative to the reduced tax rate within the period. This implies that tax rate reduction has a significant impact on performance of small businesses in Nigeria within the period of study.

In conclusion, there is a significant and positive relationship that is discovered to exist between tax rate reduction and small business performance in terms of their revenue contribution to the GDP. This implies that when the tax burden is reduced for small businesses, the revenue will improve and overall the performance of the sector will improve. This will significantly positively impact on the GDP of Nigeria of which the SMEs sector makes significant contribution towards the GDP of the country. The results of this study is in tandem with the findings of Ocheni (2015) and Gumel (2016) as well as that of Abubakar (2016) whose studies showed that multiple taxation as well high tax rate significantly hampers the performance of small businesses in Nigeria.

6. CONCLUSION

The impact of tax rate reduction on performance of small business both in terms of their profit and overall revenue contribution to the GDP of Nigeria is a significant. This indicates that the performance of small businesses would be greatly enhanced where there are reduced tax rates and incentives that are available for the businesses to thrive. In other words where a conducive business environment is created for the small businesses coupled with reduced tax burden the SMEs would contribute more to Nigeria economy. This is in terms of creation of jobs, capital formation and increasing the revenue base of Nigeria. This also implies that more revenue will be available for the government (as they contribute significantly to GDP). This can then be adequately utilized in terms of provision of infrastructure and creation of employment through the construction of industries. In turn, there would be creation of goods and services, increased income levels of the citizens and overall economic growth could be achieved which could in turn lead to increase in development of the Nigeria.

7. RECOMMENDATIONS

Based on the findings and conclusion the following recommendations are suggested:

1. There is the need to advocate for reduced tax rate from the current 30% corporation to a lesser percentage. This will enable the small businesses to reap more profit that can be used to engage in other productive activities. These activities include job creation which can only contribute to economic growth and development.
2. More effort should be put in creating awareness of the incentives that are open and available to the small business operators. This is particularly important since the newly formed (but yet to be implemented) National Tax Policy is centered towards making the burden less on SMEs through the use of incentives.

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Tables:

Table 1: Table of data for tax rate and SME contribution to GDP of Nigeria (2005-2018)

Year	Tax rate	GDP	SME % contribution to GDP	Revenue	Reduced tax rate	SME % Contribution to GDP	New Revenue
2005	30	14,610.88	19.7	2,878.34	20	20.69	3,022.26
2006	30	18,564.59	19.7	3,657.22	20	20.69	3,840.09
2007	30	20,657.32	19.7	4,069.49	20	20.69	4,272.97
2008	30	24,296.33	19.7	4,786.38	20	20.69	5,025.70
2009	30	24,794.24	19.7	4,884.47	20	20.69	5,128.69
2010	30	33,984.75	20.3	6,898.90	20	21.32	7,243.85
2011	30	37,409.86	20.3	7,594.20	20	21.32	7,973.91
2012	30	40,544.10	20.3	8,230.45	20	21.32	8,641.97
2013	30	80,222.13	20.3	16,285.09	20	21.32	17,099.35
2014	30	89,043.62	25.3	22,528.04	20	26.57	23,654.44
2015	30	94,144.96	25.3	23,818.67	20	26.57	25,009.61
2016	30	26,537.65	48.47	12,862.80	20	50.89	13,505.94
2017	30	29,451.30	48.47	14,275.05	20	50.89	14,988.80

2018	30	142,992.10	48.47	38,800.10	20	50.89	72,773.68
	420.00	**677,253.83**	**375.71**	**171,569.21**	**280.00**	**394.50**	**212,181.25**

Source: CBN, Trading economics.com, NBS and Authors computation 2019

Table 4.1: Summary of Regression Result for hypothesis one

Adjusted R Square	Std. Error of the Estimate	Change Statistics					Durbin-Watson
		R Square Change	F Change	df1	df2	Sig. F Change	
.310	8526.06538	.363	6.848	1	12	.023	1.804

a. Predictors: (Constant), SBCONT

b. Dependent Variable: REVENUE

Table 4.2: Summary of ANOVA Result for hypothesis one

Sum of Squares	df	Mean Square	F	Sig.
497821317.781	1	497821317.781	6.848	$.023^b$
872325490.527	12	72693790.877		
1370146808.307	13			

Table 4.3: Summary of Regression Result for hypothesis two

Model	R				Change Statistics	

		R Square	Adjusted R Square	Std. Error of the Estimate	R Square Change	F Change	df1	df2	Sig. F Change	Durbin-Watson
1	.608[a]	.369	.317	14945.26885	.369	7.024	1	12	.021	1.682

a. Predictors: (Constant), NSBCONT

b. Dependent Variable: NEWREV

Table 4.4: Summary of ANOVA Result for hypothesis two

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1568813544.435	1	1568813544.435	7.024	.021[b]
	Residual	2680332731.797	12	223361060.983		
	Total	4249146276.232	13			

a. Dependent Variable: NEWREV

b. Predictors: (Constant), NSBCONT (Source SPSS version 21 Output of data 2019)