



U.S. Trade and Development Agency

Connecting U.S. companies with export opportunities overseas

PRESS RELEASE

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USTDA SPONSORS NIGERIA ELECTRICITY DISTRIBUTION SECTOR RTM

Fostering the participation of U.S. companies in the modernization of Nigeria's electricity distribution infrastructure

WASHINGTON, DC – To connect U.S. industry to electricity distribution infrastructure projects in Nigeria, the U.S. Trade and Development Agency (USTDA) is sponsoring a delegation of executives from four leading distribution companies, which have a combined procurement budget of over \$800 million, for a Reverse Trade Mission (RTM) to the United States from October 15-25, 2013. The delegation will comprise senior decision-makers from Nigeria's newly privatized electricity distribution companies – Abuja, Benin, Eko and Ikeja – as well as the Nigerian Electricity Regulatory Commission and a commercial representative from the U.S. Embassy in Abuja.

As part of the Government of Nigeria's Power Sector Reform Roadmap, the sector is being overhauled to accelerate the expansion of power supply while dramatically improving service delivery, revenue recovery and efficiency across the power sector value chain. A cornerstone of this reform is the ongoing privatization of eleven distribution companies in Nigeria.

“The expected growth in Nigeria's power sector is creating unprecedented opportunities for U.S. firms,” noted Paul Marin, USTDA's Regional Director for Sub-Saharan Africa. “The recent privatization of Nigeria's distribution sector will enable critical investments that will improve electricity services throughout the country in coming years.”

The RTM will expose Nigerian delegates to U.S. technologies, equipment and services – as well as policies, regulations, financing mechanisms and management structures – that can support the implementation of smart grid infrastructure. U.S. companies are encouraged to participate in this RTM by:

- Attending the Business Briefing and Finance Roundtable in Arlington, VA on October 22, 2013;
- Attending or leading a training session in Washington, DC on October 21, 2013;
- Hosting the delegation at their facilities to discuss their expertise and capabilities;
- Arranging a site visit “in the field” to demonstrate technology in use; and/or
- Sponsoring a private dinner or lunch meeting with the delegation.

For more information about the RTM, to register for the Business Briefing, or to learn about sponsorship opportunities, please visit <http://nigeriadiscortm.poweredbytwg.com/>

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The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

