



POWER NIGERIA

ENERGISING THE INDUSTRY

The Home of the Power Industry in Nigeria & West Africa



POST SHOW REPORT

2018

25 – 27 SEPTEMBER 2018
LANDMARK CENTRE, LAGOS, NIGERIA
www.power-nigeria.com

YOUR 3 DAY SUMMARY

The successful 7th edition of Power Nigeria welcomed over **112 exhibitors** and **2500+** attendees from across **17** countries, all with a vested interest in the innovations and developments taking place in the Nigerian power sector.

The 3-day, CPD-certified conference, featured presentations from industry experts such as The Lagos Chamber of Commerce & Industry (LCCI), Standards Organization of Nigeria (SON), and African Development Bank (AfDB). Topics covered included minigrids, hybrid systems and renewable technologies as a solution for the Nigerian power landscape.

"It should be realized that the power sector is not just a business issue, but also a critical development issue." The President of LCCI stated. Deputy Governor of Kaduna State, His Excellency, Yusuf Barnabus who inaugurated Power Nigeria 2018 described the event as, *"...an encouraging and interesting entry point to meet with Nigeria's needs in the area of power."*

We would like to offer our highest gratitude to our sponsors, exhibitors, speakers and visitors, all of whom allow Power Nigeria to drive the power market in Nigeria forward.

We look forward to seeing you next year from **24–26 September 2019**.

If you're interested in being part of **Power Nigeria 2019**, feel free to contact us on info@power-nigeria.com or call **+971 4 336 5161**



SHOW IN NUMBERS



EXHIBITION SPACE
1,300+
 SQM



VISITORS
2,500+



EXHIBITORS
112



COUNTRIES REPRESENTED
17



SPEAKERS
21+



THANK YOU TO ALL OUR SPONSORS, PARTNERS, EXHIBITORS, SPEAKERS AND VISITORS FOR THEIR CONTINUED SUPPORT

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"Power Nigeria gives stakeholders in the nation's power sector the opportunity to do on the spot assessment of where we are as a nation in the area of power generation, distribution and services. Policy makers, participants and visitors are able to know the products and services available in-country. Also, new innovations and technological advancement adopted by industry players in solving the power challenge are also on display. All of this helps in proper reportage of the sector."

Peace Obi, Oriental Energy

"The event is great to feel the Nigerian power industry, it offers a decent platform for companies like us to enter Nigerian market."

Jeff Lee, Marketing Manager, AP Sensing



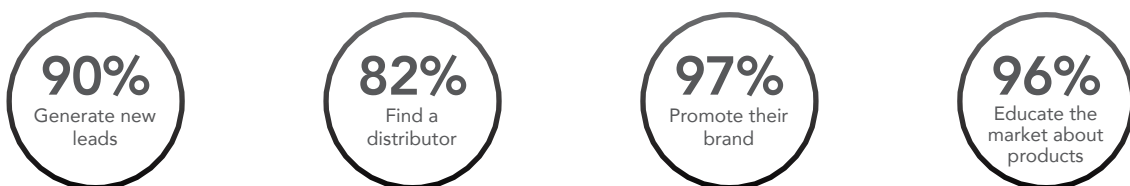
EXHIBITOR ANALYSIS

Experts, participants and leading companies gathered for the 2018 edition of Power Nigeria Exhibition and Conference. Deputy Governor of Kaduna State, His Excellency, Yusuf Barnabus, who was joined by Eng. Ahmed Abdul, Director Procurement Federal Ministry of Power Works and Housing, inaugurated the 7th edition of the show. More than **110** leading companies gathered to showcase their latest products and innovations to those involved in West African energy, construction, government, consulting and power production industry. The event, deemed as the annual hub for suppliers and manufacturers to meet buyers and specifiers of products, saw a **35%** increase in onsite rebookings.

TOP REASONS FOR EXHIBITING

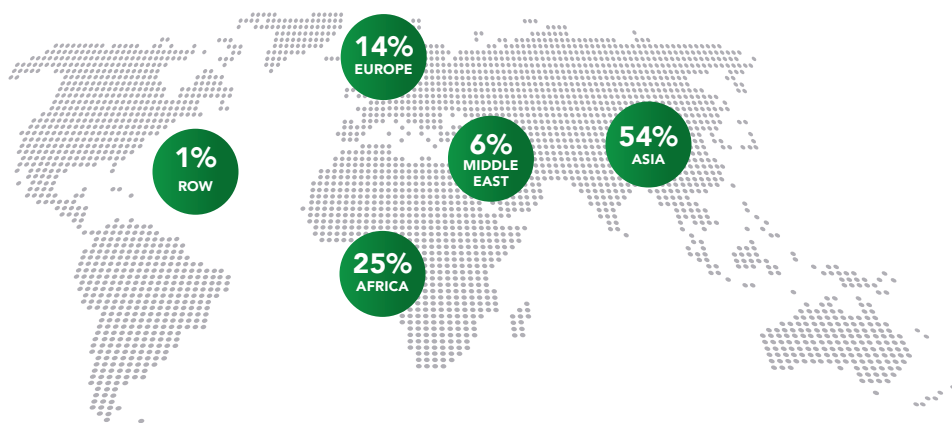


HOW SUCCESSFUL IS POWER NIGERIA IN ACHIEVING THESE OBJECTIVES



EXHIBITOR BREAKDOWN

BY REGION



BY SECTOR



VISITOR ANALYSIS

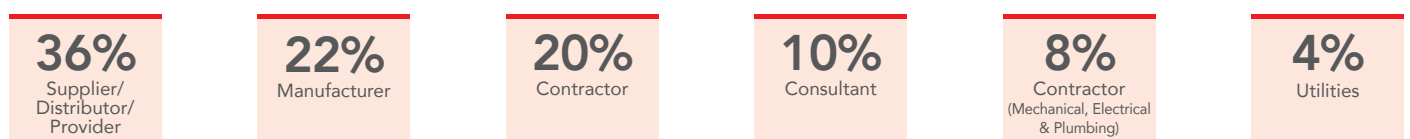
Power Nigeria remains the leading power exhibition in Nigeria and West Africa, connecting over **2,500** visitors with **110+** exhibitors. The event provides exhibitors with valuable access to ministry representatives, governors and key decision makers to network, conduct business and form partnerships.



VISITOR INTEREST



AREA OF BUSINESS



TOP REASONS FOR VISITING

HOW SUCCESSFUL IS POWER NIGERIA IN ACHIEVING THESE OBJECTIVES



CONFERENCE ANALYSIS


3 DAY CONFERENCE


21+ SPEAKERS


758 DELEGATES

THE POWER NIGERIA AGENDA: TOPICS & INFLUENTIAL SPEAKERS INCLUDE



POLICIES REQUIRED TO BETTER MEET DISTRIBUTED ENERGY DEMAND



CREATING STANDARDS FOR NIGERIA'S ELECTRICITY MARKETPLACE



COMBINING HYDRO, WIND, POWER AND BATTERY STORAGE WITH MINI-GRID, OFF-GRID SOLUTION



"It has been amazing to see so many people, companies and investors come together towards exploring the next frontier in the Nigerian power sector and what can be done to increase the reliability of the current power sector."

David Ojimba, CEO, Kayez Energy



DIGITIZED MICRO-GRID SYSTEMS ADDING VALUE TO COMMERCIAL OR INDUSTRIAL BUSINESS

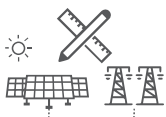


REDUCING POWER GENERATION COSTS FOR OFF-GRID TELECOM BASE STATIONS



THE FUTURE OF MINI GRIDS AND RURAL ELECTRIFICATION IN AFRICA

WORKSHOPS



DESIGNING MINI-GRID SYSTEMS: This workshop covered what makes up a mini-grid system, how to predict the size mini-grid required, how to grow a mini-grid to meet increasing demand and how to design the entire system.



CONCEPT, COMPONENTS & DESIGN OF HYBRID ENERGY SYSTEMS: This workshop covered how to match energy requirements with the correct components using a modular approach for assembly system examples and a simulation software to provide greater transparency into the design process.

WHO ATTENDS?

Director | Manger | Solar Technician | Project Manager | Chief Operations Officer | Chairman | Consultant | Business Development Manager | General Manager | Managing Director | Principal Consultant | Researcher

COMPANIES REPRESENTED



VIP ATTENDEES INCLUDED

H.E. Yusuf Barnabas, Deputy Governor, Kaduna State

Eng. Ahmed Abdul, Director Procurement, Federal Ministry of Power Works and Housing

Mr. Joseph Makoju, Group Managing Director, Dangote Cement


Mr. DVG Edwin, Group Managing Director, Dangote Oil Refining Co.

Mr. Charles Momoh, Chairman, Eko Electricity Distribution Co.

Mr. Obinua Agwu, Advisor, Federal Ministry of Power Works and Housing


Mr. Vishal Sachdev, GMD, Offshore Infrastructure

HEAR FROM ATTENDEES AND EXHIBITORS




"Power Nigeria is an interesting entry point to meet with the need in the area of power. These products provide solutions to major power problems, especially in rural areas....I believe this is the solution in the provision of power which is a major sector for Nigeria at this time."

H.E. Yusuf Barnabas, Deputy Governor, Kaduna State



"Power as it is today is about going off any development. The exhibition is encouraging, I am very impressed, especially on the aspect of solar."

Eng. Ahmed Abdul, Director Procurement, Federal Ministry of Power Works and Housing



"I gained a lot from Power Nigeria that will aid my decision making to encourage my directors to invest into Mini Grid sub-sector of Nigeria's power sector. My directors will be willing to invest and get a high profit on turnover and recoup their investment on the medium term of 5 years to 10 years. It will be worth their every dollar invested. I look forward to attending 2019 Power Nigeria event."

Ayoola Balogun, AQ/QC Manager, Balogun of Blue Chip

HEAR FROM ATTENDEES AND EXHIBITORS



"Honestly the ingenuity of the exhibition is real. I was amazed by what I saw over there. My experience was awesomely great. I was opportune to meet a lot of people on the field of electrical management industries, and power sector mainly those of them that came from different countries of the world."

Ukwa Chidi, C U Global Resources ENT

"We made more contacts than we could have made in months power Nigeria exhibition was a blessing to us."

John Akadu, CEO, Actolog Ltd



"I had an awesome experience at Power Nigeria 2018 cause despite the fact that we booked quite late and had a small stand, we met distributors that we can actually do business with, which is our main objective."

Millborn, Director, Millborn Switchgears Pvt. Ltd.

"It's an overwhelming experience as I met different people around the world with great idea - solutions to improve the power industry. The products on display are state-of-the-art."

Oguntoyinbo Olawale Abidemi, Engineer, Ibadan Electricity Dist. Comp.



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POWER NIGERIA AGEND

Overview of the Nigerian Power Sector



Nigeria's population is equivalent to **2.57%** of the total world population. It ranks **7th** in the world by population with **195 Million** people.



Nigeria has the largest economy in Sub-Saharan Africa (GDP of **\$405 billion**), however over **100 Million** people lack sufficient energy access.



According to the World Bank an estimated **41%** of Nigerian businesses generate their own power supply to augment general power supply to their businesses.



A significant amount of the economy is powered largely by small-scale generators (**10–15 GW**)



Limited technical/technological know-how, lack of energy efficiency practices and infrastructure maintenance, inadequate regulations and attacks on energy infrastructure contribute to the challenges the power sector faces.



Nigeria is aiming to diversify its energy mix to reduce its natural gas dependence the Federal Government of Nigeria (FGN), set the ambitious targets to increase installed hydro to **5,690 MW**, thermal to over **20,000 MW** and renewable **1000 MW** capacities by **2020**.



Developing alternative energy solutions such as off-grid technologies creates a **\$9.2B/year** market opportunity for renewables, minigrids and solar home systems that will save **\$4.4B/year** for Nigerian homes and businesses.



Getting off-grid solutions to scale and commercial viability in Nigeria will unlock an enormous market opportunity in Sub-Saharan Africa across **350 million** people in countries with smaller demand and/or less-robust economies.

WHAT TO EXPECT IN 2019?



EXHIBITION SPACE
1,500+
SQM



VISITORS
2,700+



EXHIBITORS
120



COUNTRIES REPRESENTED
20



SPEAKERS
20+

2019 INDUSTRIES REPRESENTED INCLUDE



MANUFACTURERS



HEALTHCARE



TELECOMS



FINANCIAL INSTITUTIONS



AGRICULTURE

#PowerNigeria2019





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For further information, please contact:

☎ +971 (0)4 336 5161

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