



Trade Mission Wrap-up: Solar Energy and Biomass for Captive Power in Nigeria, 3-5 April 2017

The Africa-EU Renewable Energy Cooperation Programme (RECP), together with its partners, the Renewable Energy Association of Nigeria (REAN) and eclareon, invited solar and biomass companies from Europe and Africa for a three-day-conference event in Lagos. From 3–5 April, 2017, project developers, manufacturers, service providers, consultants from both continents as well as regulators and local financial institutions involved in the solar and biomass energy in Nigeria came together in order to learn about the Nigerian market, to explore its business potential and to lay the groundwork for African-European business cooperation.

The trade mission consisted of four European companies from the solar and biomass energy industry interested in the Nigerian market and more than 40 companies from Nigeria and other African countries. With 90 visitors on the first day and 85 on the second and third day respectively the trade mission found a great response among Nigerian stake holders of both, the solar and biomass industry.

The conference, taking place at the EKO Hotel in Lagos, was opened on Monday morning by Segun Adaju, President of REAN, with input on potentials for captive power renewables in Nigeria, followed by more lectures on market potentials by expert speakers as well as company presentations and organised B2B-meetings between European and African companies. More than 20 matchings during the afternoon led to an extensive exchange between the participating businesses and enabled the companies to identify new business opportunities and business partners.

The second day put into focus all issues concerning the institutional market framework in Nigeria, discussed innovative policies to boost renewable energy projects in the country and presented various best practice projects from both sectors. The afternoon finished with a panel discussion on financing opportunities. Afterwards, the participants were given the opportunity to speak to the institution representatives individually.

Wednesday gave the opportunity to deepen various regulatory aspects such as the NERC mini-grid Regulations, 2016 and thereby collectively undertake an outlook into the future of Nigeria's market for solar and biomass and necessary steps on a policy and market level.

First evaluation outcomes reflect the overwhelmingly positive feedback which was given by the participants throughout all of the three conference days to the organizers. Many praised the extensive amount of high quality information and industry expertise as well as the unique opportunity of meeting so many potential business partners and business enablers. Some of the participants even asked to repeat this trade mission event with a biannual frequency in the future.

Our Partners:

