



WEST AFRICA ENERGY SUMMIT

September 16–18, 2026 · Lagos, Nigeria



2026 EDITION

NIGERIA POWER & ENERGY INVESTMENT GUIDE

Unlocking West Africa's Largest Energy Market

Strategic Opportunities in Power, Renewable Energy & Lighting Industries

\$2.5B

Renewable Market

230M+

Population

9.88%

CAGR Growth

30%

2030 Target

Executive Overview

Your Strategic Roadmap to Nigeria's Energy Investment Landscape



01

Market Landscape & Power Deficit

Understanding Nigeria's critical energy gap and the massive opportunity it presents for investors

02

Renewable Energy Potential

Exploring solar, wind, and hydro opportunities in Africa's most promising renewable market

03

Solar Power Opportunities

Deep dive into PV installations, energy storage, and off-grid solutions driving market growth

04

Lighting Industry Growth

LED market expansion, smart lighting systems, and solar-powered illumination solutions

05

Policy & Investment Incentives

Government support, tax holidays, and financial mechanisms enabling profitable investments

06

Market Entry Strategies

Exhibition platforms, partnerships, and pathways to establish your presence in West Africa

07

Key Success Factors

Competitive landscape, technology advantages, and winning strategies for market penetration

08

Investment Outlook

Future projections, emerging trends, and the compelling case for immediate action



MARKET OVERVIEW

Nigeria: Africa's Power Investment Frontier



Demographic Powerhouse

230M+

Total Population
Largest in Africa

84M

Without Stable Power
36% of Population

62%

Electrification Rate
Rapidly Improving

50%+

West Africa Population
Regional Hub

Economic Significance

- 2nd Largest export market in Africa for China
- 2nd Largest trading partner in Africa
- Largest contracting engineering market
- Major investment destination

Market Value

\$391.69M

Power Industry (2025)

4.28% CAGR

\$2.5B

Renewable Energy

9.88% CAGR

Key Growth Drivers

- Rapid urbanization
- Industrial expansion
- Government reforms
- International investment

"Nigeria represents the most compelling energy investment opportunity in Africa today"



CRITICAL CHALLENGE

The Power Deficit: Crisis Meets Opportunity



Supply-Demand Gap Analysis

4.5 GW

Current Generation

20 GW

Actual Demand

75%

Supply Deficit



Multiple Grid Collapses in 2025

Daily power supply limited to 5-6 hours in affected areas

Current Energy Mix

Natural Gas

80%

Hydro Power

15%

Others (Solar, Diesel)

5%

Industrial Impact

80%

Industrial Enterprises
Rely on Diesel Generators

65%

Commercial Institutions
Use Backup Power

Infrastructure Challenges

- Aging grid infrastructure
- Unstable natural gas supply
- High transmission losses
- Inadequate distribution network

The Bigger the Challenge, The Greater the Opportunity



TRANSFORMATION ENGINE

Renewable Energy: The Transformation Engine



Government Targets

2030 Target

30%

Renewable Energy Share

 6 GW Solar Capacity

2050 Vision

70%

Long-term Renewable Goal

 35 GW Solar Target

Solar Resource Potential

1,700-2,200

kWh/m² Annual Irradiation

2,600+

Sunshine Hours/Year

1000+ GW

Solar Development Potential
vs 12 GW Current Total Capacity

Market Growth Trajectory

25.58%

CAGR Through 2031

2024 Installed Capacity

-5 GW

2031 Forecast

14.07 GW

Key Market Drivers



Rapid Cost Decline

Solar PV module prices falling



Climate Commitments

Energy Transition Plan 2060



International Finance

Climate finance inflows via ETM-PTF

Wind Energy: 87.24% CAGR – Fastest Growing Segment



MARKET LEADER

Solar Power: Leading the Charge



Market Size & Growth

\$1.8B

Household Energy Storage (2024)

92%

YoY Growth Manufacturing PV

Cost Advantage

PV + Storage LCOE vs Diesel

1/5 to 1/3

of Diesel Generation Cost

Market Segmentation

Small Systems (3–10 kWh)

Lighting, phone charging, small appliances

65%

Medium–Large (10–20 kWh)

Air conditioners, refrigerators, high-power appliances

120% ↑

Key Applications

Residential

Off-grid & backup solutions

Commercial & Industrial

Cost reduction, business continuity

Utility-Scale

Large solar farms, IPP projects

Rural Electrification

Mini-grids, community solutions

Recent Developments

- 20 MW solar plant – Phase 1 of 300 MW program
- Hydro-PV complementary projects with PowerChina
- Wind energy agreements with GWEC



BRIGHT PROSPECTS

Lighting Industry: Bright Prospects Ahead



Market Size & Projections

\$1.2B

LED Lighting Market
Current Value

27.13%

Africa Market Share
Industrial & Commercial

Outdoor Lighting Market

\$270.29M

2024



\$419.13M

2033

5.01% CAGR

End-User Distribution



Key Growth Drivers

- ✓ Urbanization & infrastructure
- ✓ Rising electricity costs
- ✓ Government energy efficiency initiatives
- ✓ Environmental awareness

Product Segments



LED Bulbs

Most popular, affordable



LED Fixtures

Commercial spaces



Smart Lighting

Energy-saving systems



Solar LED

Off-grid solutions

Light Up Lagos: \$5.4M Urban Modernization Program



REGULATORY SUPPORT

Policy Framework & Regulatory Support



Key Government Initiatives

2023 Electricity Act

Promotes clean energy development and private sector participation

National Electrification Strategy 2025

Universal access roadmap with institutional and financing arrangements

Renewable Energy Master Plan

30% renewable share target by 2030 with feed-in tariffs

National Integrated Electricity Policy

February 2025 – Distributed renewable deployment framework

Regulatory Improvements

- ✓ Streamlined licensing (1 MW+ for mini-grids)
- ✓ Batch processing for registration & tariffs
- ✓ Standardized contract management
- ✓ Tripartite dispute resolution framework

Tax & Tariff Incentives



Zero Import Tariffs

PV modules, inverters, batteries



VAT Reduction

From 7.5% to 0%



Corporate Tax Holiday

30% → 15% for 3 years (5 years rural)



Feed-in Tariffs

Guaranteed pricing for renewable energy

Seven-Year Tax Holiday

Combined with FITs, significantly reduces levelized costs and improves project bankability for both utility-scale and distributed renewable projects.

2025: Integrated Resource Plan & Competitive Procurement Policy



FINANCIAL SUPPORT

Investment Incentives & Financial Support



International Financing



\$470M

World Bank Low-Interest Loans

Supporting off-grid PV storage projects and rural electrification



\$300M

AfDB Credit Line

African Development Bank for PV microgrid construction



\$2B

China EXIM Bank

Super grid project financing

Local Currency Support

\$100M

Long-term Local Capital

Target by 2026

Objective: Deploy local currency in distributed renewable energy (DRE) projects to reduce FX risk

Technology Transfer



International partnerships encouraged



Advanced technology introduction



Local workforce development



Manufacturing localization support

Project Preparation Facility

2025 Target

Establish project preparation and financing facility

- ✓ Pre-financial close support
- ✓ Post-construction financing
- ✓ Human capital development

Gas Infrastructure

Funding secured to expand gas infrastructure and transportation networks

Ensuring reliable gas supply to thermal power plants

AfCFTA: Zero-Tariff Access to 1.3 Billion Consumer Market



MARKET ACCESS

Strategic Market Entry Pathways



✓ Nigeria International Power Energy Expo 2026

Sept 16-18

2026

Landmark

Centre Lagos

200+

Exhibitors

8,000+

Buyers

28

Countries

ECOWAS

Access

Exhibition Benefits

- ★ Connect with engineering procurement professionals
- ★ Access project developers and channel distributors
- ★ Showcase products to West African markets
- ★ Build partnerships with local stakeholders

Entry Strategy Options



Local Partnerships

Partner with established Nigerian distributors for market access and local expertise



Local Production

Establish assembly plants in Lagos Free Trade Zone with AfCFTA zero-tariff benefits



Regional Expansion

Leverage Nigeria hub to penetrate Ghana, Côte d'Ivoire, and ECOWAS markets

Featured Industry Brands

DEYE

VANGE

OBST

BLUE CARBON

VELLMAX

XTRA POWER

CTORCH

SZSG

WINWIN

"Foothold in Nigeria, Cultivate All West Africa"




MARKET LEADERS

Competitive Landscape & Success Factors



Key Market Players

 **Engie SA**
Global renewable leader

 **TotalEnergies SE**
Integrated energy solutions

 **Starsight Energy**
C&I solar specialist

 **Sinohydro Corp**
Hydropower expertise

 **JinkoSolar**
PV module manufacturing


 **Sterling & Wilson**
EPC services


 **Enel SpA**
Renewable development

 **North South Power**
Local IPP operator

Success Factors

 **Complete Supply Chain**
From modules to batteries, localized production capability

 **Financing Support**
Belt & Road Initiative, AIIB participation

 **Local Relationships**
Government trust, enterprise partnerships

 **Quality Standards**
International certifications, proven reliability

Chinese Enterprise Advantages

1 Technology & Cost Leadership
Globally leading PV & storage tech, high cost-performance

2 Project Experience
Zungeru Hydropower, Lagos PV Power Station

Competitive Positioning

- Price competitiveness
- Technology innovation
- After-sales service
- Local adaptation

Market Fragmented = Opportunity for New Entrants



SEIZE THE MOMENTUM

Nigeria's power and energy sector represents an **unprecedented investment opportunity** with a **\$2.5 billion renewable energy market**, **\$1.2 billion LED lighting market**, and strong government commitment to **30% renewable energy by 2030**.

\$2.5B

Renewable Market

9.88% CAGR

\$1.2B

LED Lighting Market

8.1% CAGR

230M+

Population

Africa's Largest

30%

2030 Target

Renewable Share

“ With world-class incentives, international financing support, and a rapidly growing demand base, **now is the time** to establish your presence in West Africa's largest energy market.



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Nigeria Power Energy Expo



Landmark Centre

Lagos, Nigeria



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Contact Us Today