



WEST AFRICA ENERGY SUMMIT

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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



# 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"



# 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



Hydro Power



Others (Solar, Diesel)



## 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

Renewable Energy Share

30%

6 GW Solar Capacity

### 2050 Vision

70%

Long-term Renewable Goal

35 GW Solar Target

## Solar Resource Potential

1,700-2,200

kWh/m<sup>2</sup> 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**

## Product Segments



**LED Bulbs**

Most popular, affordable



**LED Fixtures**

Commercial spaces



**Smart Lighting**

Energy-saving systems



**Solar LED**

Off-grid solutions

## End-User Distribution

Residential

53.5%

Commercial

25%

Industrial

15%

Government

6.5%

## Key Growth Drivers

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

**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

VANCE

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