



Nigerian-U.S. Investment Conference

Enhancing Nigerian-U.S. Trade & Investment Partnerships

The NICON Hilton Hotel, Abuja, Nigeria, September 15-17, 2004



Nigerian-U.S. Investment Conference

Enhancing Nigerian-U.S. Trade & Investment Partnerships

Dear Sir or Madam,

The Nigerian Economic Summit Group (NESG) in partnership with the Corporate Council on Africa (CCA) and in collaboration with the Nigerian Investment Promotion Council (NIPC) is organizing an Investment Conference to be held in Abuja, Nigeria from September 15-17, 2004 at the NICON Hilton Hotel. The conference is a major collaboration between the NESG and the CCA to foster trade and investment between Nigeria and the United States. NESG and CCA plan to have annual conferences to promote partnerships to participate in expanding opportunities in Nigeria's economy.

We expect participation at the highest levels from both private and public sectors. The conference will take full advantage of the current environment for open dialogue on trade and investment issues. It will provide opportunities for American and Nigerian participants to identify and explore business opportunities. Breakout sessions covering (1) Agriculture and agro-allied industry; (2) Solid minerals, (3) ICT (4) Transportation and Infrastructure, (5) Energy (oil, gas, power); (6) Housing, and (7) Financial services will provide a platform for detailed exploration of investment opportunities in these areas and government policies with respect to investments.

Further information, for the conference including registration information is available online at www.africacncl.org or www.nesgroup.org.

The Nigerian Economic Summit Group is the leading Nigerian private sector organization whose membership encompasses the chief executives of both indigenous Nigerian companies as well as Nigeria-based multinationals, such as the U.S. oil majors. Over the past decade, NESG has maintained a strong policy dialogue with the Nigerian Government to promote economic reforms and believes that this conference offers an opportunity for the business community to contribute to creating an enabling investment climate that will generate new opportunities in Nigeria.

The Corporate Council on Africa is the leading American organization dedicated to enhancing trade and investment ties between the United States and the 53 countries of Africa. Its members comprise American companies that represent nearly 85 percent of all U.S. private sector investment in Africa. CCA has strengthened the commercial relationship between the U.S. and Africa by working with governments, multilateral groups and business to improve Africa's trade and investment climate and its profile in the U.S. business community.

We look forward to your participating in this unique opportunity in Nigeria.

Sincerely,



Mansur Ahmed
Director General/CEO, NESG



Stephen Hayes
President, CCA

Program of Events

WEDNESDAY, 15 SEPTEMBER 2004

10am-1pm	Golf at IBB Golf Club Golf/Guided Tours Nigerian Tourism Development Board
1pm-3pm	Technical Meeting Technical Team + Planning Committee + Resource Persons
3pm-6pm	Delegates Arrive/Registration
7.30pm-9pm	Reception Cocktails (To be sponsored) Minister of Foreign Affairs + U.S. Ambassador

THURSDAY, 16 SEPTEMBER 2004

7.00am-8.30am	Breakfast Meeting
8am-9am	Registration Continues
8am-10.45am	Opening Ceremonies <ul style="list-style-type: none">• Presidential Entourage Arrives• National Anthem• Welcome Address <i>NESG Chairman</i>• Introductory Remarks <i>CCA Chairman</i>• Remarks <i>Hon. Minister of Finance (invited)</i>• Keynote Address <i>H.E. Olusegun Obasanjo, President of the Federal Republic of Nigeria</i>
10.45am-11am	Tea/Coffee Break
11am-1.30pm	Plenary Session I Co-Chair: Hon. Minister of Foreign Affairs (invited) Co-Chair: US Assistant Secretary of State Constance Berry Newman (invited) Sub-Themes: <ul style="list-style-type: none">• Achieving Sustainable Growth in a High External Debt Environment Dr. Ngozi Okonjo-Iweala, Hon. Minister of Finance• Nigeria's Investment Climate Engr. M. Bello, Exec. Secretary NIPC• NEEDS: Opportunities & Challenges Prof. Ode Ojowu, Economic Adviser to the President• Success Stories Alhaji Aliko Dangote, CEO Dangote Group• FDI Perspectives on Africa Corporate Speaker• Questions & Answers
1.30-2.30pm	Lunch—(Developing Partnership) Dick Kramer, Chairman, Capital Alliance Nig (invited): (corporate speaker)
3pm-5.30pm	Breakout Sessions <ul style="list-style-type: none">• Agriculture & Agro-Allied Industries (Food/Beverages)• Solid Minerals• ICT• Transportation & Infrastructure (Roads, Rail, Ports)• Energy (Downstream Oil & Gas, Power Generation & Distribution)• Housing and Social Infrastructure• Financial Services
6pm-7pm	Business to Business Meetings
7.30pm-10pm	Formal Dinner

Guest of Honour

H.E. Alhaji Atiku Abubakar, Vice President,
Fed. Rep. of Nigeria

*(Emerging Human Capital Challenges & the
Nigerian Situation)*

Speaker: Professor Barth Nnaji (invited)

Corporate Speaker

- Transportation & Infrastructure (Roads, Rail, Ports)
- Energy (Downstream Oil & Gas, Power Generation & Distribution)
- Housing and Social Infrastructure
- Financial Services

Questions & Answers

Lunch Corporate Speaker

Break for Friday Prayers/Open Business to Business Meetings

Closing Plenary

Co-Chairs: Mohammed Hayatu-Deen, NESG

Co-Chairs: Stephen Hayes, CCA

Summary of Recommendation & Action Agenda

Closing Remarks & Wrap Up

Press Briefing

Closing Dinner

Guest of Honour: H.E. Senator Adolphus Wabara, President of the Senate, Federal Republic of Nigeria

Guest Speaker: Corporate Speaker

Vote of Thanks: NESG

FRIDAY, 17 SEPTEMBER 2004

7.30 am-9am **Breakfast Meeting with Ministers & Legislators**

Special Guest of Honour: HE Alhaji Aminu Bello Masari, Honorable Speaker, House of Representatives

9.30am-12.30pm **Feedback Plenary Chair:**

Hon. Minister of Finance (invited)

Co-Chair: US Amb. To Nigeria (invited)

Rapporteurs: NESG & CCA

- Agriculture & Agro-Allied Industries (Food/Beverages)
- Solid Minerals
- ICT

12.30-1.30pm

1.30-3.00pm

3.00-4.30pm

5.30-6.30pm

7.30-10pm

Nigerian - U.S. Investment Conference

Enhancing Nigerian-U.S. Trade & Investment Partnerships

The NICON Hilton Hotel, Abuja, Nigeria, September 15-17, 2004

With Africa's largest population (130 million), abundant natural resources, and a forward thinking, business focused government, Nigeria is poised for an economic resurgence. This provides an opportunity for future investments worth exploring.

At the forefront of this emergence are several key sectors: 1) Agriculture and Agro-allied industry; 2) Energy, especially downstream and power generating operations; 3) Housing; 4) Information & Communications Technology; 5) Solid Minerals; 6) Financial Services; and 7) Transportation Infrastructure

This unique conference presents a key opportunity for US and Nigerian businesspeople to connect and form the relationships necessary for prudent, profitable business. A series of workshops focused on priority sectors will complement plenary sessions. Golf and tourism outings are scheduled for September 15.

The conference will provide a venue for business persons to discuss the policy environment in Nigeria and specific needs in each of the focal sectors. Senior government officials, administration officials, and top policy level executives from the private sector will attend.

About the Workshops:

The workshops are designed to offer policy executives from the public and private sector a structured opportunity for participatory dialogue and business networking. The workshops are limited to areas of perceived high potential for trade and investment partnerships as follows:

Agriculture and Agro-allied industry:

Nigeria has transitioned from a net food exporter at independence to a net food importer today, although agriculture accounts for 40 percent of its GDP. Productivity of Nigeria's rich arable land can be improved with investment and modern management.

This workshop highlights the opportunities in agriculture and food processing in Nigeria.

Housing:

The demand for housing in Nigeria is unequalled in Africa. To make affordable housing accessible to more families, Nigeria is considering legislative reform, establishment of credit rating systems, mortgage financing, land titling modernization, and enhanced production capacity. With a strong group of panelists addressing the full range of issues, this workshop will discuss the state of housing in Nigeria and what can be done to move forth in this profitable and socially beneficial field.

Energy:

Nigeria's success as a major West African oil producer is well known, yet Nigerians still experience uneven power distribution and downstream operations are limited. This workshop will address hurdles and present opportunities in the gas and downstream oil sector including refining, power generation and distribution.

Solid Minerals:

Nigeria's natural resources stretch well beyond petroleum assets. The country is well endowed with commercial deposits of various minerals including coal, bitumen, iron ore, tin, limestone, and some precious stones. With capital investment and an improved environment, this sector could become an engine of Nigerian growth. This workshop will draw upon a recent study by the World Bank to discuss opportunities in the mining sector.

Information & Communication Technology:

The telecom sector in Nigeria has grown exponentially due to proper reforms and market openings. But ICT extends far beyond telecom; this workshop will address not only the still blossoming opportunities in Telecom, but also opportunities in other areas of ICT. The workshop will convene experts to discuss the remaining opportunities and stepping-stones to

further growth, such as information technology and outsourcing services.

Financial Services:

Nigeria's banking sector is the second largest in sub-Saharan Africa. However, the sector is underdeveloped, and in a period of change. Recently the Governor of the Central Bank (equivalent of Chairman of the Federal Reserve) announced a reform package that offers tremendous investment opportunities in that sector. This workshop will discuss these pro-growth and stability reforms as well as how to take advantage of the investment opportunities to develop profitable and strategic partnerships.

Transportation Infrastructure:

Nigeria's population explosion has presented varied transportation challenges. Functional and widespread transportation infrastructure is pivotal for further growth. This workshop will convene stakeholders in all aspects of transportation infrastructure, from roads and bridges, to cars and trucks.

Golf Event:

Conference participants will have a golf networking opportunity at the IBB Golf Club in Abuja on Wednesday, September 15, 2004. The participation fee is \$150. The club will have a limited number of club sets available for rental.



Guided Tour

Conference participants who are not interested in the Golf Event can be engaged in a tour networking opportunity/ details of this activity will be available on the NESG & CCA websites shortly. The participant fee is \$50.

Nigerian-U.S. Investment Conference

Enhancing Nigerian-U.S. Trade & Investment Partnerships

The NICON Hilton Hotel, Abuja, Nigeria, September 15-17, 2004

Registration Form

Registration information

In Africa, register with the Nigerian Economic Summit Group:

Online: www.nesgroup.org

Fax: 234-1-263-6356

In the United States or Europe:

The Corporate Council on Africa

Online: www.africacncl.org

Fax: +1 (202) 835-1117

For updated information

Please go to either www.africacncl.org or www.nesgroup.org

Conference Fees:

CCA or NESG Members: US\$ 400

Non-members: US\$ 500

Golf Event: US\$ 150

Guided Tour: US\$ 50

Registrant Details

Each registrant must complete

Mr Mrs Miss Ms Dr Other

Name _____

Title _____

Email _____

Organization _____

Type of business _____

Address _____

City _____

State _____

Country _____

Zip _____

Telephone _____

Fax _____

Please note: If you do not receive registration confirmation by September 15 please call CCA at +1(202) 835-1115 or NESG at +234 1 263 2963, 261-0259

Payment Options

Online registration with credit card is preferred.

Cash payment will be available on site.

By credit card: Please debit my card _____ Total payment

Visa American Express MasterCard

Card no. _____

Expiry date _____

Cardholder's name _____

Signature _____

Card billing address (if different from registration)

Online: www.africacncl.org or www.nesgroup.com

By fax: +234-1-263-6356 (Nigeria)

+1 (202) 835-1117 (USA & worldwide)

Onsite: Please register ahead of time for faster processing.

US\$ will be accepted on site.

Non-Nigerian Attendees:

If you do not hold a Nigerian passport or a passport from visa-waiver countries, you are strongly encouraged to contact the nearest Nigerian embassy as soon as possible to apply for a visa. The decision to grant a visa is wholly a matter for the Nigerian embassy in your country. The Nigerian Embassy in the U.S. has agreed to expedite visas for those who have registered. Please contact CCA should you need assistance in this process.

A visa fee listing is available from the Nigerian embassy in your country or at www.nigeriaembassyusa.org

Cancellation Policy

All cancellations must be submitted in writing. Cancellations must be received prior to September 1, 2004. Any cancellations received after September 1, 2004 will result in a loss of registration fee. Registrations may be transferred to another qualified individual upon written request before September 1, 2004.

Venue and Lodging Information

Nicon Hilton, Abuja, Nigeria.

1 Aguiyi Ironsi Street, Maitama, Abuja

Tel: +234-9-4131811 Fax: +234-9-4132418

<http://www.abuja.hilton.com>

NESG has blocked some rooms at the Nicon Hilton, Abuja, at special rates for conference participants. You are requested to make your own hotel reservations by September 8, 2004.

