

# CANADIAN COUNCIL ON AFRICA



## Energy Mission to Nigeria 4-9 February 2007



*In cooperation with*



Government  
of Canada

Gouvernement  
du Canada

### Contact:

Chris Roberts, VP – Western Canada  
Canadian Council on Africa  
Tel (403) 210-2726 / Cell (403) 870-9241  
Fax (403) 210-2484  
Email: [chris.roberts@ccafrika.ca](mailto:chris.roberts@ccafrika.ca)  
[www.ccafrica.ca](http://www.ccafrica.ca)



Energy Mission to Nigeria  
4-9 February 2007

## Invitation to Participate

**Introduction – page 2**

**Mission & Program Synopsis – page 3**

**Participant's Survey / Expression of Interest – page 4**

**Key Contacts – page 5**

**NOG7 Exhibition Floor Map – page 6**

### Introduction

Nigeria is Africa's most populous country, the largest economy in West Africa, and a key global oil and gas exporter. After eight years of democratic rule, Nigeria remains a country in economic transition with elections in April 2007 seen as a critical junction in the country's post-military rule history. Despite continuing challenges in the Niger Delta – a legacy of past policies in oil and gas development and ongoing local political machinations – Nigeria is making steady progress in a number of key areas, including the banking sector, reform within the Department of Petroleum Resources, the Extractive Industries Transparency Initiative, debt relief, and sharing of oil windfalls between the federal and state governments.

Nigeria will significantly grow its oil and gas output over the next decade (especially after recent oil flow stoppages related to the Niger Delta issues are resolved), with considerable foreign and domestic investment in upstream (onshore and offshore), downstream, related support services, power production, and industrial projects. For Canadian firms in the energy and environment sector, this is a growth market that cannot be overlooked. The upcoming Nigerian Oil and Gas Conference and Exhibition 2007 (NOG7) is a key access point for energy firms active in or interested in opportunities in this sector.



***Following the highly successful Canadian Pavilion and business mission at NOG6 (April 2-7, 2006), CCAfrica would like to invite your firm to participate in our Canadian Pavilion at NOG7 and energy mission.*** At NOG6, exhibitors included Nexen, Alberta Economic Development, Data & Scientific Systems, Stream-Flo, Procept Associates, and Bredero-Shaw. Another eight companies and educational institutions sent mission delegates. Export Development Canada signed a Letter of Offer with First Bank Nigeria and has since set up a Line of

Credit there as well as additional credit lines with other Nigerian banks, making it easier for Canadian exporters of goods and services to sell into Nigerian firms and projects. Join us for a week in Abuja and Lagos to find new opportunities and clients, close existing deals, and meet key players in the energy sector.

## Mission & Program Synopsis

CCAfrica is organizing this mission in cooperation with the Canadian Trade Office in Lagos as well as our affiliate association the Nigeria Economic Summit Group. From Sunday, February 4<sup>th</sup> to Wednesday, February 7<sup>th</sup>, the mission will be in Abuja, Nigeria's capital city and host of NOG7. On Thursday and Friday the mission will move south to Lagos, the vibrant, commercial heart of the country.

In Abuja the focal point will be the [Nigeria Oil and Gas Exhibition & Strategic Conference](#) and Canadian Pavilion. In addition, a concurrent program of meetings and events will be organized based on your firm's needs and interests. In Lagos, the focus will be on networking events, site visits, and meetings to help your company understand the market and/or locate potential partners and clients. (More information about the program will be sent out under separate cover.)

The exhibition/mission fee will cover program and pavilion organization including pre-mission briefing information, a CCAfrica representative on the mission, some meals, local transportation, receptions, networking events, delegates profile book, etc. (Participants will be responsible for their own air travel, hotels, and visas. More details will be sent to those that send in their survey.)

Companies and organizations in the energy and environment sector, widely defined, will benefit from participation in this mission. This includes exploration and production companies, supply and service exporters, investment firms, EPCM, environmental consultancies, educational institutions, as well as IT, transportation, and logistics firms related to the energy sector.

### Exhibition/Mission Fees:

|                                   | Major Exhibitor    | Mission Delegate   |
|-----------------------------------|--------------------|--------------------|
| CCAfrica Members/NOG6 Exhibitors: | \$4000.00 plus GST | \$1100.00 plus GST |
| Non-Members:                      | \$5000.00 plus GST | \$1500.00 plus GST |

Payment can be by Visa or M/C, cheque, or wire transfer. Invoice will be sent to the billing address once you have confirmed your interest to participate on the attached survey.

**Major Exhibitors** will be given floor space within the Canadian Pavilion, will receive an individual listing in the NOG7 conference program/exhibit guide, and will be eligible to have multiple registered exhibition staff at NOG7 and multiple mission participants during mission activities. Major Exhibitors will also have two pages in the Mission Delegates Profile Book. (Maximum: 5-6 major exhibitors)

**Mission Delegates** will have access to the NOG7 Pavilion, be listed on the mission poster in the Pavilion, have one person registered on the mission, and have one page in the Mission Delegates Profile Book.

**NOTE:** There is also a separate US\$1750.00 "Strategic Conference" registration fee if you wish to attend the 2 day "Strategic Conference" (Feb. 6-7) at NOG, including the opening ceremony and reception on February 5<sup>th</sup>. This is optional for all mission participants, and registration should be done directly with the show organizers. Visit [www.cwcnog.com](http://www.cwcnog.com) for more information and registration (to get the \$1750 rate you do have to be registered on the mission, otherwise, the fee is US\$1995.00). All mission delegates will have access to the exhibit area of the NOG but have to register on their own for the Strategic Conference. In addition, on Thursday, February 8<sup>th</sup>, the Nigeria Content Seminar costs an additional US\$700.00 (TBC) per person. Again, that is optional and should be booked directly from the website above. It should be noted that some mission activities will shift to Lagos on that Thursday.



Energy Mission to Nigeria  
4-9 February 2007

## Participant's Survey / Expression of Interest

**Please fill out and FAX to:**  
**FAX: (403) 210-2484 or Email:**  
**Chris.roberts@ccafrica.ca**  
*One form per person please.*

*Please Check One*

Major Exhibitor       Mission Delegate

### 1. Company Information:

Company/Org Name: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Delegate Name: \_\_\_\_\_

Position: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

Emergency Contact:  
(Name/Telephone) \_\_\_\_\_

If you will have a working cell phone in Nigeria - Cell: \_\_\_\_\_

### 2. Company/Organization Profile

Sector(s) of Focus: \_\_\_\_\_

\_\_\_\_\_

Synopsis of Capabilities (you may email a paragraph, max. 200 words, to meet this requirement, or paste it here):

### 3. Mission Objectives and Targets:

a) Please describe briefly your overall objective(s) for participating in this mission:

---

---

---

b) List examples of the kinds of companies, government agencies, institutions, NGOs or site visits that meeting with or visiting would help you meet those objectives:

---

---

c) If you have specific companies, officials, individuals, etc. that should be invited to events or otherwise incorporated into your mission program, please provide names and contact information below or on a separate sheet or email to [chris.roberts@ccafrica.ca](mailto:chris.roberts@ccafrica.ca).

---

## Key Contacts

### Mission Organizer:

Chris Roberts, VP - Western Canada  
Canadian Council on Africa  
Calgary, Alberta  
Tel (403) 210-2726 / Cell (403) 870-9241  
Fax (403) 210-2484  
Email: [chris.roberts@ccafrica.ca](mailto:chris.roberts@ccafrica.ca)  
[www.ccafrica.ca](http://www.ccafrica.ca)

### Canadian Deputy High Commission to Nigeria / Trade Office:

<http://www.infoexport.gc.ca/ie-en/Office.jsp?oid=19>

Sylvia Koleva, Trade Commissioner

Email: [sylvia.koleva@international.gc.ca](mailto:sylvia.koleva@international.gc.ca)

*Prior to departure, you should register on International Trade Canada's "Virtual Trade Commissioner" (<http://www.infoexport.gc.ca/registration/RegistrationMain.jsp?lang=en>) and select Nigeria as one of your target markets.*

### Nigerian High Commission in Ottawa

295 Metcalfe Street  
Ottawa, Ontario K2P 1R9  
Tel (613) 236-0521/3  
Fax (613) 236-0529  
[chancery@nigeriahcottawa.com](mailto:chancery@nigeriahcottawa.com)  
[www.nigeriahcottawa.com](http://www.nigeriahcottawa.com)



CWC associates limited  
STRATEGIC BUSINESS DEVELOPMENT PARTNERS  
IN ENERGY & INVESTMENT

CONFERENCE LUNCHEONS /  
TECHNICAL SESSIONS

The Canadian Pavilion is strategically located in the middle of the exhibit area. We only have limited number of exhibit slots, so reserve your space in the Canadian Pavilion soon.

Contact:  
Chris Roberts, VP  
Canadian Council on Africa  
Tel (403) 210-2726  
Email: [chris.roberts@ccafrica.ca](mailto:chris.roberts@ccafrica.ca)

