



FIRST ANNUAL DBN GLOBAL TRADE & INVESTMENT CONFERENCE ON NIGERIA - DUBAI 2008

(Showcasing Business Networking & Opportunities between Nigeria & UAE Business Executive



FEATURES

- His Excellency. Dr. Jonathan Goodluck - Vice President of the Federal Republic of Nigeria Declares Conference open
- 3 Days of Business Networking with Dubai/UAE Business Group
- Plenary Session
- Interactive Session with Dubai/UAE Business Executives
- Getting to know other Emirates of UAE
- Be part of a Business Luncheon

- 1. Visit to major industrial site in Dubai, and entire UAE
- 2. Global Trade & Investment Conference - Paper Presentation - erudite Nigerian and UAE top Government Officials, and Business Executives
- 3. One on one contract between Nigeria and UAE Business Executive
- 4. Interactive Session Dinner
- 5. Leisure time for participants to go shopping

- March 16, 2008 Day 1 - Participants arrive Dubai International Airport
- March 17, 2008 Day 2 - Plenary Session:
 - (i) Conference declared open by His Excellency. Dr. Jonathan Goodluck
 - (ii) Global Trade and Investment Conference - Paper Presentation (11am - 1pm)
 - (iii) Interactive Session dinner (8pm - 10pm)
- March 18, 2008 Day 3 - Visit to major Industrial sites in Dubai Emirates
- March 19, 2008 Day 4 - Participants from Nigeria out on shipping
- Participant from Nigeria depart for home.

Supported by



● Presidency

- Federal Ministry of Commerce & Industry
- Federal Ministry of Information & Communication
- Embassy of Nigeria, Abu Dhabi, UAE



Nigerian Business Council



Profile

There are more than 1000 high-profile business organizations in Dubai, UAE waiting to be linked with the inexhaustible market of what is known as the Heart of Africa, Nigeria. DBN International is therefore poised to showcase trade, investment and business opportunities between the two nations. As recently featured on a segment of CBS – TV's 60 minutes programme, UAE is a powerful new international financial centre and emerging progressive Muslim nation, while Nigeria is a West African country famous for its sweet crude oil reserves and progressive business development with potentialities to join forces to pursue tourism, trade, investment and business opportunities.

More than 350 Nigerian government officials and 150 business executives from Dubai/UAE are expected to be on hand for a showcase of Nigeria's many resources, as well as to discuss burgeoning trade, investment and other business opportunities between the two nations at this unique conference.

THE OBJECTIVES

- To stimulate investment between and among Nigeria, Dubai/UAE and the Gulf Region.
- To showcase Nigeria as an Economic hub in Africa and Dubai/UAE as an economic hub in the Middle East.
- To provide networking opportunities with key decision makers and facilitate consummation of potential business partnerships.
- To provide an opportunity for cultural cross-fertilization to foster better understanding between Nigeria and Dubai/UAE.
- To provide participants with a first-hand experience of the Dubai/UAE development phenomenon, and
- To provide the opportunity for the Nigerian government to showcase its programme to the global community and the media through the eye of Dubai

What will be discussed:

Here you will have the opportunity to present a business proposal that may catch the fancy of another business man/woman who is interested in trade with you, or going into joint venture. The forum aims to bring about engaging discussions on the Nigeria, and UAE economies, future opportunities, as well as challenges in the emerging economies. At your initiative the forum may focus on the key topics that impact future business cooperation and development between you and your new business contacts. In addition to all these, there will be paper presentations on the following topics:

1. Power/Electricity
2. Oil and Gas
3. Financial Services
4. Construction/Real Estate
5. Telecommunications/ICT
6. Tourism Development
7. Agriculture/Food Security
8. Mining
9. Logistics
10. The Manufacturing Industry

Why you should be part of the conference:

Being part of the conference will afford you the opportunity to form strategic relationship with other industry leaders.

Highlights

The first Annual Trade & Investment Conference is to **"Showcase the abundant resources in Nigeria to investors and international market"**. In view of the need to replicate the rapid development of Dubai in Nigeria, the Trade and Investment Conference will be targeted at critical sectors which the country will benefit heavily from.

HIGHLIGHT ON PAPER PRESENTATION

POWER/ELECTRICITY

- * Strategies for Private Sector Power Driven Development Plan:
 - Build-Own-Operate - BOO
 - Build-Operate-Transfer - BOT
 - Build-Transfer-Operate - BTO
 - Rehabilitate – Operate –Transfer - ROT
- Investment requirement for sustained Power Generation and Distribution
- Nigeria Economy Energy Capacity Requirement, Utilization and Annual Growth Rate.
- Technical and Commercial Efficiency of Electricity Power Supply Industry (EPSI)
- Market Competition for Electricity Generation and Sales.

OIL & GAS

- To maximize knowledge in line with current internet trends and how these trends/developments impact local business.
- Decisions on the finished product market for petroleum products in Nigeria and opportunities for partnership (export of AGO, PMS, DPK and setting up of refineries etc).
- Opportunity to effectively seal energy, oil/gas partnership deals by understanding the differences in business cultures and identifying key business drivers of parties to the deal.
- The Nigerian Bidding Round and investment opportunities in marginal fields and offshore oil/gas properties.

FINANCIAL SERVICES.

- The UAE as an alternative global financial centre
- The Nigerian banking Reforms
- The Nigerian Stock Exchange and its investment opportunities
- International high growth financial investment opportunities – Share Capital Investment Certificates.
- One-on-One opportunities to network with international financiers.

CONSTRUCTION/REAL ESTATE

- The UAE as an alternative property investment destination for Nigerians.
- The untapped mortgage//construction business opportunities in Nigeria
- Benefit from real-life project experiences of magnificent proportions eg. The Palms (UAE).
- Networking opportunities with potential business partners.

Telecommunications/ICT

- Network with industrial veterans on advanced telecommunication/ICT strategies and brainstorm on network deployment and management trends.
- Recent developments in telecomm audit strategies and Internet Protocol (IP) convergence issues.
- IP version 6 as a viable medium for data, voice and video traffic
- 3G mobile technology and the challenge of WIMAX Technologies
- Business partnership opportunities.

MINING

- The mineral cadastral map of Nigeria and opportunities for investment of surplus funds from the UAE
- International market penetration strategies for solid minerals
- One-on-one interaction with high level decision makers in the mining and financial sector
- Responsible Mining strategies for sustainable development.

TOURISM DEVELOPMENT

- Tourism as a viable vehicle for attracting FDI (Foreign Direct Investments)
- Heart of Africa program – an Appreciation
- An insight into proper presentation and branding of our Natural and Cultural heritage to attract tourists.

AGRICULTURE/FOOD SECURITY

- Agriculture as one of the alternative to oil dependency
- Presidential initiative to have a significant boost in Agricultural production
- Focus on Strategies to enhance local and foreign market for farm produce
- Comprehensive Africa and Nigeria Agricultural Development programme
- Focus on how to increase local and foreign interest in Agriculture.

LOGISTICS

- Modern transport/inspection systems – an appreciation
- Improving bilateral aviation relationship
- Harmonization of duties/taxes to benefit trade
- Exploring the open skies concept
- Cabotage - an opportunity for partnership.

MANUFACTURING

- Identifying and exploiting the abundant raw materials inherent in the Country.
- Reviving investment opportunities in the Real Sector
- Strengthening Brand's Position and Market Leadership
- Industrial Sector Capacity Utilization
- Encouraging Entrepreneurial Development
- Focusing on the initiatives of AGOA, MDGL, NEPAD & SMEDAN
- Boosting our Nation's Economy through Right Packaging of locally produced goods.
- Manufacturing for Export.

Benefits

- ❖ Exploit the emerging industrial and other business potentialities of Dubai/UAE
- ❖ Make direct contact with international business men in the manufacturing and other sector of international trade
- ❖ An opportunity to appoint, or be appointed a representative of major manufacturers in the Gulf
- ❖ Establishing good business and investment contact.

Itinerary

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