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Nigeria s solar energy storage exports



Overview

Does Nigeria have a solar energy sector?

This report provides an overview of the solar energy sector in Nigeria to facilitate a better understanding among the Dutch businesses that wish to explore doing business in that sector. The report is based on data gathered from existing databases and open sources.

Are solar panels made in Nigeria?

Almost all solar panels and related products are imported with very little local added value. Nigeria currently does not have capacity to manufacture solar panels but does limited assembly in volumes that cannot meet up to 10% of market demand by only two operators: Lagos based Auxano Solar and Blue Carmel Energy Ltd based in Kaduna.

How does solar power distribution work in Nigeria?

Solar power distribution occurs predominantly through business-to-business linkages connecting manufacturers with distributors, and distributors with retailers. Solar energy companies operating in the Nigerian market can sell solar products through partners who have marketing and sales agents or through employed marketing staff.

How do solar companies sell solar products in Nigeria?

Solar energy companies operating in the Nigerian market can sell solar products through partners who have marketing and sales agents or through employed marketing staff. Most international manufacturers work in this model, appointing a Nigerian solar (installation) company as their local representative.

Why is the Dutch solar industry important in Nigeria?

The Netherlands is one of the world's leaders in renewable energy. According to the "Nationaal Solar Trendrapport 2021", the Dutch solar market grew by

40% in 2020. It is therefore an important sector for Dutch involvement in Nigeria, as it offers energy sector development in Nigeria as well as business opportunities for Dutch companies.

What is the future of solar energy in Nigeria?

The future of the burgeoning solar energy sector is bright, and the trade and investment opportunity is large. Developing off-grid alternatives to complement the grid creates a \$9.2bn/yr (N3.2tn/yr.) market opportunity for mini-grids and solar home systems that will save \$4.4bn/yr. (N1.5tn/yr.) for Nigerian homes and businesses.

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