



## ***Advancing Services Sector Development and Reforms in Nigeria***

### **Aide Memoire & Agenda**

**10-12 November 2009**

**Abuja, Nigeria**

### **Background**

West Africa has confirmed its commitment to negotiating a comprehensive trade agreement (Economic Partnership Agreement) with the European Union.<sup>1</sup> In the first instance, an agreement on goods is envisaged, with negotiations on services scheduled to commence in early 2010.

West Africa, and particularly Nigeria, recognise the potential opportunities presented by an agreement on trade in services. At the same time, there is acknowledgement that services reforms also present possible risks to stakeholders. To promote pro-poor outcomes, there is need for various analytical and consultative inputs.

With a view to developing a West African offer and request in the EPA negotiations, efforts to date have focussed on building consensus around the issues raised by trade in services reforms, as well as identifying specific services sectors of interest on which further analytical work could be based. A regional workshop held in Accra, Ghana from 5-7 February 2009, resulted in the adoption of a Road Map towards this aim and the eventual conclusion of a text on services under the EPA.

The Accra Road Map (ARM) outlined a number of steps to achieving a more considered outcome from the negotiations on services, including:

1. Research and consultation on around four or five priority services sectors or sub-sectors.
2. The identification of the best possible opportunities either for trade liberalisation or for development assistance in each service sub-sector.
3. Regulatory audits in the priority services sectors to provide as much information as possible to develop the West African offer and request.
4. A possible regional platform of work to follow the national work in order to complement and complete the process towards negotiation of a services text. This would help to consolidate the political decision making process during the negotiations.

Following the Accra workshop, a national workshop was convened in Nigeria on 8 May 2009 by NANTS in collaboration with ILEAP. This workshop concluded that a) there were potential defensive and offensive interests in the services sectors for Nigeria to pursue, and b) Nigeria in

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<sup>1</sup> See [http://trade.ec.europa.eu/doclib/docs/2009/june/tradoc\\_143819.pdf](http://trade.ec.europa.eu/doclib/docs/2009/june/tradoc_143819.pdf)

particular could play a lead role in moving forward the process of preparation for the services negotiations. In accordance with the ARM, this would include “a critical analysis of key sectors, a thorough regulatory audit of the selected sectors, consensus building that encourages understanding among stakeholders of the domestic services trade dynamics, evaluation of choices and careful selection of priorities coupled with the acquisition of adequate infrastructure capacity, appropriate negotiation skills and an outline of potential implementation commitments.”<sup>2</sup>

## **Objective**

The primary objective of this workshop is to build on previous efforts, in particular the Accra Road Map, to help advance the development of a proactive agenda on services preparations in Nigeria. By putting in place a sound methodology for the conducting of regulatory audits, and a process on which to undertake them, it would lay the essential groundwork for the preparation of services offers and help situate Nigeria as a leader in the region for advancing similar preparations at the regional level in the future.

A secondary aim of the workshop is to help mobilise a constituency on services reforms, including members of the private sector to establish a services coalition to help pursue their interests in sector development and negotiations. This component would create awareness about the role of services coalitions in pursuing services reforms and negotiations, as well as promote information and knowledge sharing amongst stakeholders.

## **Organisation and Participation**

The meeting is being organised by National Association Of Nigerian Traders (NANTS) and the International Lawyers and Economists Against Poverty (ILEAP), with additional support from GTZ. Participants will be chosen from amongst a wide range of sectors, covering private sector professionals and association representatives, well as relevant public sector ministry and regulatory agency representatives.

As such, target participants will include:

- Private sector operators and representatives from a cross section of the services industry;
- Government officials from relevant ministries, agencies and departments involved in the development of services industries, services exports and/or services negotiations; and
- Researchers in academia, think tanks and regional research networks concerned with trade and regulatory policies, as well as services export development and promotion.

A select number of non-national representatives will also be in attendance, both to share experiences and act as advisors.

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<sup>2</sup> See Report of the Nigeria Services Consideration Workshop organised by NANTS in collaboration with ILEAP, 8 May 2009 ([http://www.ileap-jeicp.org/programmes/meetings\\_workshops/abuja\\_may09.html](http://www.ileap-jeicp.org/programmes/meetings_workshops/abuja_may09.html)).

## Agenda

10 November 2009	
	Registration of Participants
09:00 - 10:00	<p><b>Opening Session:</b></p> <ul style="list-style-type: none"> <li>• National Association of Nigerian Traders (NANTS)</li> <li>• International Lawyers and Economists Against Poverty (ILEAP)</li> <li>• Federal Ministry of Commerce &amp; Industry (FMCI)</li> </ul>
10:00 - 11:00	<p><b>Session I: Nigeria's Strategic Interests on Trade in Services</b></p> <p>This session will provide an overview of Nigeria's strategic interests on trade in services, including the broad direction of services policy and reforms. Participants will also discuss possible offensive and defensive services negotiating interests (EPA and WTO).</p> <p><b>Presentations:</b></p> <ul style="list-style-type: none"> <li>• A.M. Abubakar, FMCI</li> <li>• Ken Ukaoha, NANTS</li> <li>• Dr. Abiodun Bankole, TPRTF</li> <li>• Lawal Shehu, NEPC</li> </ul> <p><b>Q&amp;A</b></p>
11:00 - 11:30	<b>Coffee Break</b>
11:30 - 12:30	<p><b>Session I: Nigeria's Strategic Interests on Trade in Services</b></p> <p>Continued</p>
12:30 - 14:00	<b>Lunch</b>
14:00 - 15:00	<p><b>Session II: State of Play on ECOWAS-EC EPA Services Discussions</b></p> <p>This session will bring participants up-to-date with the current status of discussions between ECOWAS and the European Commission on trade in services.</p> <p><b>Presentations:</b></p> <ul style="list-style-type: none"> <li>• ECOWAS</li> <li>• EC</li> </ul> <p><b>Q&amp;A</b></p>
15:00 - 15:30	<b>Coffee Break</b>

15:30 - 17:00	<p><b>Session III: Approaching Trade in Services Preparations</b></p> <p>This session will provide an overview of the GATS-based framework underpinning services preparations and lay out some basic principles of the request-offer process.</p> <p><b>Presentation:</b></p> <ul style="list-style-type: none"> <li>• Aniekan Ukpe, NANTS</li> <li>• David Primack, ILEAP</li> </ul> <p><b>Q&amp;A</b></p>
<b>11 November 2009</b>	
09:00 - 10:30	<p><b>Session IV: Services Sector Regulatory Audits</b></p> <p>In this session, participants will review a methodology for conducting regulatory audits in the context of reforms and negotiations. Lessons will be drawn from ILEAP experiences in Guinea and Cote d'Ivoire, amongst others.</p> <p><b>Presentations:</b></p> <ul style="list-style-type: none"> <li>• Sekou F. Doumbouya, ILEAP</li> <li>• Sekou Berete, ILEAP</li> </ul> <p><b>Q&amp;A</b></p>
10:30 - 11:00	<b>Coffee Break</b>
11:00 - 12:30	<p><b>Session Va: Sectoral Analysis – Plenary</b></p> <p>This session will present preliminary analysis on the state of regulatory affairs across a number of sectors in Nigeria. Sectors to be covered include: banking, insurance, telecommunications, tourism, transportation (air, maritime, road), distribution, education, health/social, construction/engineering, and business services.</p> <p><b>Presentation:</b></p> <ul style="list-style-type: none"> <li>• Dr. Abiodun Bankole, TP RTP</li> </ul> <p><b>Q&amp;A</b></p>
12:30 - 14:00	<b>Lunch</b>

14:00 - 15:00	<p><b>Session Vb: Sectoral Analysis – Breakout groups</b></p> <p>This session builds on the plenary presentation by providing participants an opportunity to discuss selected sectors in greater detail as part of breakout groups. 5-7 sectors will be selected by participants based on those areas deemed to be of priority for further analytical work. Questions will be provided to help guide the discussions and initial recommendations will be sought.</p>
15:00 - 15:30	<b>Coffee Break</b>
15:30 - 16:30	<p><b>Session Vc: Sectoral Analysis – Report back (plenary)</b></p> <p>The chair of each breakout group will report back on their group’s deliberations (questions and initial recommendations).</p>
<b>12 November 2009</b>	
09:00 - 10:30	<p><b>Session VI: Complementary Measures to Support Services Industry Development</b></p> <p>This session will discuss complementary measures/aid for trade that could help ensure pro-poor outcomes from services reforms in Nigeria.</p> <p><b>Presentations:</b></p> <ul style="list-style-type: none"> <li>• Leonard Ugbajah, University of Nigeria (UNN)</li> </ul> <p><b>Q&amp;A</b></p>
10:30 - 11:00	<b>Coffee Break</b>
11:00 - 13:00	<p><b>Session VII: The role of services coalitions</b></p> <p>In this session, participants will discuss the potential benefits arising from a Nigerian services coalition which could input into policy formulation and negotiation processes. Such roles will also be situated into the context of existing structures at the national level.</p> <p><b>Presentations:</b></p> <ul style="list-style-type: none"> <li>• David Primack, ILEAP</li> <li>• Lawal Dalhat, NEPC</li> <li>• Ken Ukaoha, NANTS</li> </ul> <p><b>Q&amp;A</b></p>
13:00 - 14:30	<b>Lunch</b>
14:30 - 16:30	<b>Way Forward and Close</b>