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INTERNATIONAUX CONTRE LA PAUVRETÉ

Advancing Services Sector Development and Reforms in Nigeria

FINAL REPORT

**REPORT OF THE NATIONAL STAKEHOLDERS WORKSHOP ON “ADVANCING SERVICES
SECTOR DEVELOPMENT AND REFORMS IN NIGERIA” ORGANISED BY NATIONAL
ASSOCIATION OF NIGERIAN TRADERS (NANTS) AND INTERNATIONAL LAWYERS AND
ECONOMISTS AGAINST POVERTY (ILEAP), WITH CO-SPONSOR GTZ.**

***10-12 November 2009
Nugget Hotel – Abuja, Nigeria***

Advancing Services Sector Development and Reforms in Nigeria

Introduction

It would be recalled that a national workshop was organized on 8th May, 2009 by the National Association of Nigerian Traders (NANTS) in collaboration with the International Lawyers and Economist Against Poverty (ILEAP). The main objective of the workshop was to sensitize Nigerian services sector stakeholders on the realities of service sector reforms within the context of the global trade environment.

2. The current workshop being reported therefore marks the second phase of that workshop as recommended by stakeholders. The primary objective of the workshop was to build on previous efforts, including the Accra Road Map, to help advance the development of a proactive agenda on services preparations in Nigeria. Key themes comprised introducing the regulatory audit as well as discussing sectors that might be recommended for undertaking services commitments in line with Nigeria's development stage and needs. A secondary aim of the workshop was 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. The agenda and aide memoire are attached as Annex 1.

Participation

3. Participants were selected from a cross-section of the educational, legal, professional, construction and engineering, transportation, entertainment and business services sectors, the organized private sector and the government MDAs (Ministries, Departments and Agencies). Members of the Media were also in attendance to create visibility and wider outreach of the efforts. The list of participants is attached as Annex 2.

Opening Session

4. The President of NANTS, Mr. Ken Ukaoha and Mr. David Primack, Acting Executive Director of ILEAP, took turns to welcome participants to the 3-Day workshop. In their opening remarks, they stressed the importance of the services sector in any economy which they said routinely contribute upwards of 50% to the GDP. In Nigeria, this figure fluctuated between 20% and up to 28% in 2008 and about 50% of non-oil GDP. They informed participants that not only is the sector a significant contributor to economic activity, key infrastructural services such as telecommunications, transport, energy and financial services also underpin all other economic activities, thus their relative efficiency or inefficiency can have important spill-over effects throughout the economy – including on poverty alleviation efforts.

5. The speakers noted that in view of the acknowledged fact that it is a constant challenge for policy makers to harness the services sector for development, a Road Map

outlining a number of steps necessary for achieving a more pragmatic outcome of trade in services negotiations in the context of the Economic Partnership Agreement (EPA) was adopted in Accra, Ghana during the Regional workshop on 5-7 February, 2009.

6. Activities to be carried out in the Road Map included:
 - i. Research and consultation on around four or five priority services sectors or sub-sectors;
 - ii. The identification of the best possible opportunities either for trade liberalization or for development assistance in each service sub-sector;
 - iii. Regulatory audits in the priority services sectors to provide as much information as possible to develop the West African offer and request; and
 - iv. A possible regional platform of work to follow the national work in order to complement and complete the process towards negotiation of a service sector text.

7. Participants were informed that now that Nigeria has set up a Committee on Services, there was need to expedite action on its work considering that January 2010 for the commencement of negotiation on trade in services is around the corner. There is hence the need to begin the definition of offensive and defensive services interests of the country under the EPA.

TECHNICAL SESSIONS

Session 1: *Nigeria's Strategic Interests on Trade in Services*

8. This session aimed at providing an overview of Nigeria's strategic interests on trade in services, including the broad direction of services policy and reforms. Participants also discussed possible offensive and defensive services negotiating interests (EPA and WTO).

Overview of Nigeria's Strategic Interests on Trade in Services

9. Mr. Ken Ukaoha briefed the participants that trade in services in Nigeria was technically new as there was very low knowledge of the sector. He said that despite the high potential that the sector holds for Nigeria, skills and competence were still at a very low ebb. In terms of infrastructure, he underscored the dismal nature of the services infrastructures which he said needed urgent transformation. He went further to identify some of Nigeria's interest by sector to include: Information and Technology, Financial services, Educational, Entertainment and Professional services (legal, medical, architectural etc.), and Distribution services which he said have been unwittingly liberalized by Nigeria. Participants noted that Nigeria could structure her liberalization programme within the context of her reform agenda.

State-of-Play in the Services Negotiation at WTO and Preparation of Nigeria's Offer and Request on Services

10. Mr. A. M. Abubakar representing the Federal Ministry of Commerce and Industry briefed participants that the current round of Services negotiations commenced in February 2000 as part of the mandated WTO negotiations aimed at completing the unfinished Uruguay Round of negotiations and to progressively liberalise global trade in services. He said that the negotiations are being conducted under the aegis of Council for Trade in Services (CTS) and its subsidiary bodies on the multilateral, bilateral and plurilateral platforms and under the two pillars of services negotiations of market access and rules.

11. On Nigeria's initial Offer and Requests, he said a meeting of the National Focal Point (NFP) on multilateral matters was held in May, 2007 and adopted an initial Offer by Nigeria on services which were submitted to WTO as Nigeria's conditional initial offer on services which means it could be modified or amended as necessary. Furthermore, he highlighted some of the sectors in which Nigeria has made some liberalized commitments to include: financial, transport, communications and tourism. In the spirit of progressive liberalization of trade in services, he noted that Nigeria is seeking to take additional commitment in sectors of professional services such as legal, accounting, taxation, educational, architectural, engineering, medical, urban planning, research and development, real estate, rental/leasing services, communications, construction, distribution and environmental services.

12. On services request received by Nigeria, he said that Nigeria has received plurilateral requests on maritime transport, construction, financial, environmental and logistic services from a good number of countries seeking Nigeria to open up or make concessions in those areas for their benefits. Thereafter, the benefits of services liberalization were highlighted to include creation of market access for Nigerian services providers/exporters, wealth generation, employment, foreign exchange earning, specialization and poverty reduction etc. He concluded by informing participants that Nigeria is expected, based on the approved scheduled work programme on services negotiations to submit a Revised Offer and later submit her schedule of commitments on services which all require proactive involvement of all stakeholders in the sector.

Developing Nigeria's Defensive and Offensive Agenda in the EPA Negotiations on Trade in Services

13. The presentation was given by long-time ILEAP Advisor, Dr. Abiodun Bankole of the Trade Policy Research and Training Programme (TPRTP), Department of Economics, University of Ibadan, Nigeria. He reminded participants that EPA negotiations on trade in services were scheduled to begin in January 2010, which called for adequate preparation and participation. He identified four categories of infrastructural services to include (financial, telecoms, energy and transport), Business type (distribution, professional, tourism, construction, construction and engineering), social type (education, health), other services (recreational and cultural). Thereafter, he explained that defensive agenda mostly involves offers comprising which service sector to offer for liberalization and to what extent should within-sector liberalization be and attachment of specific conditions regarding

technology transfer, training, local content requirements etc. to granting and increasing market access to EU countries. On the defensive side, he identified nine sectors comprising business services, transport, financial, communication, construction, distribution, environmental, agency and energy services. On offensive issues, he informed participants that it involved negotiating for increased and legally binding obligations from the EU in the area of technical assistance for regulatory support for liberalization commitments in services sectors and modes of supply of export interest to Nigeria.

14. On sectors where Nigeria has Revealed Comparative Advantage (RCA), he highlighted communications, business, tourism, transportation, construction, education and cultural services. He noted that numerous barriers existed against the services sectors in which Nigeria had comparative advantage, especially on mode four of services supply: temporary movement of natural persons.

Nigeria's Strategic Interests on Trade in Services: Role of NEPC

15. Briefing participants on the role of Nigerian Export Promotion Council (NEPC), Mr. Lawal S. Dalhat of NEPC said the mission of NEPC is to facilitate opportunities for exporters and promote sustainable economic development. Thereafter, the economic strength and weaknesses of services export in Nigeria were highlighted. On the strength of the services sector, he mentioned freedom of people travelling abroad, air infrastructure, improvements in telecommunication services and the market orientation of Nigerian economy. Some of the weaknesses included stress and delay associated with Visa permits for foreign embassies, lack of access to bank credit, low awareness of services exporting, low skill in services exporting and lack of access to bank credit to establish services export infrastructures etc.

16. On the Services Export Strategy developed by NEPC, he said the strategy seeks to provide the framework for guiding all sector stakeholders and directing action towards the realization of the vision of export growth in the sector. He further said that the strategy would focus on needs and capacity analysis and the critical actions required in driving the export readiness of the sector for the attainment of economic benefits.

17. Commenting on the presentation, participants noted that quite a good percentage of active operators in the Nigerian services sector do not realize the export potential of the sector and therefore, much needed to be done to sensitise the public. It was further noted that there is need to have current data on the services sectors of the economy that have been already liberalized and to carry out impact analysis studies on those sectors. On services sector regulation, participants were of unanimous opinion that much needed to be done to develop the sectors as their operations were largely still inefficient. After further deliberations, the house agreed on the need to have a regulatory audit of services regulators in Nigeria, export incentives for service export providers and capacity building on service export and assistance from development partners. On sector by sector analysis, participants agreed that focus should be on service sectors of comparative advantage to Nigeria.

Session II: State of Play on ECOWAS-EC EPA Service Discussions

18. Speaking on the above subject, a representative of the EC, Abuja, Ms. Belen Calvo Uyarra, Head of Section, Politics, Economics and Trade Information and Communication underscored the importance of the services sector and noted that it was growing at a fast rate. She submitted that Mode 4: Movement of Natural Persons constituted a sector of significant gain for the African regions. She further posited that the cost of services in transport is high and suggested the need to find ways of reducing the high cost as well as improving the competitiveness of the sector in the WA region.

Session III: Approaching Trade in Services Preparation

19. The aim of this session was to provide participants with an overview of the GATS-based framework underpinning services preparations and lay out some basic principles of the request-offer process.

Examining the Legal Framework for Services Trade under the EPAs: A Development-Friendly Perspective

20. Speaking on the above subject, Mr. Aniekan Ukpe of NANTS traced the basis of the legal framework for trade in services negotiations in the context of the EPA to WTO GATS Article V (on Economic Integration) with particular reference to Article V.3. This article provides some flexibility for developing countries such that they are allowed to liberalise fewer sectors, covering lower volumes of trade, fewer modes of supply and allowing a wider scope of national treatment restrictions etc. He also founded the basis for trade in services negotiations on the Cotonou Agreement Article 41.2, which also provided flexibilities for ACP states with the provision that EC undertakes to exercise special and differential treatment (SDT) in favour of ACP countries and in a manner consistent with their priorities. Based on these, he posited that services liberalization was optional for ACP countries.

21. Thereafter, he outlined some approach for services negotiations for the WA region which could adequately protect the ACP interests, if adopted. These involved enhancing regional supply capacities, determining sectors to be liberalized, defining modal coverage, liberalization modalities and routing for asymmetrical liberalization. He said that achieving development-friendly services liberalization in the EPA was dependent on the parties' use of GATS-guaranteed flexibilities in favour of the WA parties reflected in an adequate sectoral/modal coverage, pacing and sequencing of domestic reforms and regional regulatory framework.

Advancing Services Sector Development and Reforms in Nigeria: Approaching Gats-Based Services Preparations

22. Briefing the participants, ILEAP's Acting Executive Director, Mr. David Primack, highlighted some of the elements necessary for GATS-based services preparations. This included defining modalities for the negotiations (i.e. principles and framework), the preparation of a legal text, sectoral regulatory provisions, schedules of specific

commitments and identifying complementary support/AFT measures. He emphasised that informed decision-making in this complex area of work would benefit greatly from a process involving targeted research and analysis, consultations and consensus-building. Even if no new commitments were taken, he offered that the process itself was valuable for advancing discussions on economic and regulatory reforms, identifying opportunities/challenges in external markets and identifying supply-side constraints. Engaging a broad range of stakeholders in this work, which draws on scarce human and financial resources, was also suggested.

23. In preparing a request, the presenter noted a variety of informational and analytical needs. This included knowledge regarding the state of exports markets abroad, existing GATS commitments and actual barriers in place, and domestic sector competitiveness, situated alongside broad-based consultations. Such work was, he offered, conducive to a regional approach (e.g. most ECOWAS States would need similar information regarding EU services markets). Looking beyond the tourism sector and temporary labour mobility ('mode 4') was essential he added, as was taking the time to identify key supply-side constraints. On the offer side, he also highlighted a number of needed inputs, such as regulatory audits, an understanding of domestic sector competitiveness, and a sense of sensitive sectors, as well as those where FDI was being sought.

24. Commenting, participants noted that there was very low understanding of trade in services sector in Nigeria.

Session IV: Services Sector Regulatory Audits

25. This session was aimed at assisting participants to review a methodology for conducting regulatory audits in the context of reforms and negotiations, drawing from ILEAP experiences in Guinea and Cote d'Ivoire etc.

Services Sector Regulatory Audit and the Cote d'Ivoire Experience

26. Speaking on the above subject, Mr. Sekou F. Doumbouya, ILEAP Programme Officer described the concept of a regulatory audit of trade in services sectors as providing a broad understanding of measures affecting trade in services such as market access, national treatment and other measures on domestic regulations. It identifies rules/measures that need to be reviewed, confirms the relevance of maintaining restrictive measures on foreign direct investment (FDI), identifies measures that may be subject to specific commitments in trade agreements and examines supply side constraints. He informed participants that the objective of the audit is to provide a comprehensive inventory of existing restrictive measures which may allow Nigeria to anticipate requests from trading partners among others and discuss any special concerns that should be taken into account in making commitments and/or unilateral reforms. He recommended further that the regulatory audits be undertaken on a sector-by-sector basis.

27. Speaking further, he shared with participants ILEAP'S recent experience in Cote d'Ivoire, assisting in the preparation of a series of regulatory audits. He noted that the

preliminary outcomes of the regulatory audits were presented at a recent workshop, which provided an opportunity to convene different services associations and operators (sharing of experiences). While the process was slow he admitted, it was seen to be very useful.

28. In discussion, participants inquired about the role of government in the on-going regulatory audit work in Cote d'Ivoire. Mr. Doumbouya said that the process in Côte d'Ivoire was being supervised by the Ministry of African Integration, which deals with issues related to the EPA. He also noted that the Ministry of Integration has created 12 working groups by services sector to conduct the regulatory audit and has invited industry associations to be members of the working groups.

Services Sector Regulatory Audits: The Guinean Experience

29. Sharing the Guinean experience with participants, ILEAP's Mr. Sekou Berete noted the continued challenges faced there for enhancing trade and participating more effectively in trade policy and related negotiations. In this respect, he noted that such regulatory audits could prove useful to identify hurdles to fuller integration.

30. He thus defined a regulatory audit to mean a concrete tool used in designing and implementing effective regulation. He said regulatory audits assist in shaping regulatory reforms and trade negotiating strategies. Although the Guinean experience was not much different from that of Cote d'Ivoire, he highlighted some steps adopted in Guinea to carry out the audit. These included preparatory activities, consultations with stakeholders, confirmation of the importance of service trade liberalization, distribution of audit questionnaire to selected stakeholders at national level and the collection of data.

31. Commenting, participants raised various concerns on whether the private sector or the public should drive the process of regulatory audit, how to harmonise the government reforms with the forthcoming negotiation in trade in services due in January 2010. After extensive deliberations, it was agreed that a stakeholders' forum comprising the government, organized private sector and academia should be convened to discuss a way forward on the services regulatory audit. It was also agreed that there is need for a public-private partnership for the process to succeed.

Session V : Sectoral Analysis

32. This session was aimed at assisting participants focus on sectors where Nigeria has an existing or potential comparative advantage. It opened with a presentation from Dr. Bankole, where he identified ten service sectors of interest to Nigeria. These included financial, telecommunications, tourism, transport, distributive, education, health and social services, construction and related engineering, and business services. Speaking further, he highlighted the key services regulatory agencies and their supervisory institutions to guide the group discussions.

33. Participants then broke into breakout groups to avail an opportunity to discuss selected sectors in greater detail. Guidelines for these sectoral discussions touched on an

overview of the sector (general and regulatory), the state of exports and imports, as well as capacity building. It also sought preliminary recommendations, with a view to the identification of further work necessary to prepare offers for Nigeria in the context of potential EPA services negotiation. These recommendations focussed largely on the capacity building dimension, some of which formed part of the workshop communiqué.

Session VI: Complementary Measures to Support Services Industry Development

34. Giving an overview of the services industry in Nigeria, Barr. Leonard Ugbajah of the University of Nigeria Nsuka (UNN) briefed participants that the sector has always existed but not been acknowledged or cultivated for its export potentials. He mentioned ICT, financial, tourism, transportation, professional and entertainment as emerging service sectors in Nigeria. He decried the absence of a coherent policy approach to services industry development while acknowledging ongoing efforts to develop the sector by NEPC and FMC&I.

35. In aiming at pro-poor services liberalization, he recommended some steps. These include: developing a national services export development strategy; negotiating effectively; tackling regulatory reforms; taking advantage of new markets; and the need to take regional integration seriously. On aid for trade (AFT), he posited that development cooperation remains a challenge under the EPA negotiations, stating further that whatever provisions are made under the 10th EDF would be of assistance. Participants noted that while AFT should be seen strictly as a supplementary window, it must be substantial and predictable, especially under the EPA (lower and above the 10th EDF) to accommodate adjustment and implementation costs arising from the agreement.

36. Thereafter, he suggested some preparatory activities that needed to be carried out before engaging in trade in services negotiations with the EU. These included developing a national and regional services export development strategy, carrying out a regulatory audit of selected priority sectors, performing needs assessments for relevant government and private sector stakeholders to determine capacity to engage in services negotiations, form a services sector coalition, engage in capacity building and advocacy programmes.

37. Commenting, participants were of the view that the Nigerian government should set up an AFT strategy and Committee to help better understand in specific terms what needed to be done to progress in this area.

Session VII: The Role of Services Coalition

Development of Service Industry in Nigeria

38. Opening the session, Mr. Lawal S. Dalhat from NEPC gave an overview of the services environment in Nigeria in which he informed participants that there are 71 service associations in Nigeria. He said that most Nigerian service firms are small in size with less than 10 employees. He reiterated the need for a coalition of service industries (CSI) in

Nigeria and cited some sample aims and objectives, which include to: promote the further development and competitiveness of Nigeria's service sector, ensure that the highest industry standards are met by all Nigerian service providers, encourage and assist service providers to export their services and to provide Nigeria service providers with knowledge of export opportunities and to promote export activities, among others.

The Role of Services Coalition in Sector Development and Trade Negotiations

39. This paper was presented by Mr. David Primack who gave an overview of service coalitions around the world. With regards to Nigeria, he noted that many Nigerian service firms were SMEs with less than 10 employees, with a limited capital base and poor access to finance. Importantly, aside from the professional services sectors, they also had little if any coordinated representation.

40. In terms of key roles potentially played by services coalitions, he noted providing a unified voice to small firms; providing training to SMEs and other sectoral associations; advocating for regulatory development, standards and incentives; assisting services providers to increase exports; and assisting public sector officials to identify interests in trade negotiations.

41. In forming a services coalition, he suggested some organizational, administrative and logistical issues that would need to be addressed. This included having a mission statement, aims and objectives, guidelines on organizational structure and membership, policy direction, staffing, funding (short, medium, long-term), strategic plan (sectoral priorities) and a work programme. To underpin this, he suggested the need for adequate financial support to launch and establish a coalition, which should then aim for financial sustainability after five years. He also shared insights from ILEAP experiences elsewhere in Africa with regards to catalysing services coalitions (e.g. Uganda, the East Africa Community and Cote d'Ivoire).

42. Commenting on the presentation, participants expressed the need to enhance the trust between the private and public sector, both of which would be needed for such an endeavour to succeed. They also noted the need to learn from other experiences (e.g. in Africa and the Caribbean) in forming Nigeria's services coalition.

43. Participants ultimately agreed on a public-private-partnership model for a Nigerian services coalition, which would incubate temporarily within NANTS (but not form part of NANTS' statutory unit or department). NEPC, as Chair of the National Technical Committee's Sub-Committee on Services would also need to play a core role in this regards. Reaching out to ensure buy-in from other professional associations was emphasised. In this regard, the Lagos Chamber of Commerce pledged its support for engaging these associations and for the broader incubating process as a whole. It was also agreed that the Sub-Committee on Services should draft Terms of Reference for a services coalition study, while a Care-taker committee would be set up to initiate the formation process (including the securing of 'champions' from both the public and private sectors). A meeting of the Care-taker committee was proposed to be convened soonest to prepare the TORs.

Way Forward

44. After extensive deliberations, the workshop participants resolved as follows:
 - i. Call on the Federal Government and in particular the FMC&I to urgently put in place a holistic and integrated programme for the preparation of the services negotiations;
 - ii. The identification of complementary support measures and Aid for Trade interventions needed to address supply-side constraints is an essential component of the preparatory process if Nigeria is to capture meaningful benefits from any proposed services commitment in the EPA. The identification of these measures must be a priority in the preparatory process;
 - iii. Take note of the process outlined by the workshop and endorse it as the basis for designing a Nigerian Road Map on services preparations;
 - iv. Recommend that at both levels of request and offer, expedited analysis of key sectors should be carried out;
 - v. Call on International Lawyer and Economists Against Poverty (ILEAP) and other development partners to continue to support Nigeria in preparing and implementing a National Road Map on Trade in Services Negotiations.;
 - vi. Recognize that to ensure locally-owned and informed decisions in the context of negotiating services can take 18-24 months;
 - vii. Recommend the formation of a Nigerian Coalition of Services Industries (CSI);
 - viii. Endorse the formation of a Caretaker Committee comprising both private and public sector stakeholders to start the process of the formation of the Nigerian Coalition of Service Industries; and
 - ix. Taking note of ongoing initiatives in the region, encourage other ECOWAS member states to form national services coalitions, with a view to establishing a Regional ECOWAS Services Coalition to advocate on issues relating to trade in services at the regional and global level.

ANNEX 1



ILEAP | INTERNATIONAL LAWYERS AND
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JEICP | JURISTES ET ÉCONOMISTES
INTERNATIONAUX CONTRE LA PAUVRETÉ

Advancing Services Sector Development and Reforms in Nigeria

**Aide Memoire & Agenda
10-12 November 2009
Nugget Hotel – Abuja, Nigeria**

Background

West Africa has confirmed its commitment to negotiating a comprehensive trade agreement (Economic Partnership Agreement) with the European Union.¹ 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.

¹ See http://trade.ec.europa.eu/doclib/docs/2009/june/tradoc_143819.pdf

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 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.”²

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.

² 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).

Agenda

10 November 2009	
	Registration of Participants
09:00 - 10:00	<p>Opening Session:</p> <ul style="list-style-type: none"> • National Association of Nigerian Traders (NANTS) • International Lawyers and Economists Against Poverty (ILEAP) • Federal Ministry of Commerce & Industry (FMCI)
10:00 - 11:00	<p>Session I: Nigeria's Strategic Interests on Trade in Services</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>Presentations:</p> <ul style="list-style-type: none"> • A.M. Abubakar, FMCI • Ken Ukaoha, NANTS • Dr. Abiodun Bankole, TPRTP • Lawal Shehu, NEPC <p>Q&A</p>
11:00 - 11:30	Coffee Break
11:30 - 12:30	<p>Session I: Nigeria's Strategic Interests on Trade in Services</p> <p>Continued</p>
12:30 - 14:00	Lunch
14:00 - 15:00	<p>Session II: State of Play on ECOWAS-EC EPA Services Discussions</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>Presentations:</p> <ul style="list-style-type: none"> • EC <p>Q&A</p>
15:00 - 15:30	Coffee Break

15:30 - 17:00	<p>Session III: Approaching Trade in Services Preparations</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>Presentation:</p> <ul style="list-style-type: none"> • Aniekan Ukpe, NANTS • David Primack, ILEAP <p>Q&A</p>
11 November 2009	
09:00 - 10:30	<p>Session IV: Services Sector Regulatory Audits</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>Presentations:</p> <ul style="list-style-type: none"> • Sekou F. Doumbouya, ILEAP • Sekou Berete, ILEAP <p>Q&A</p>
10:30 - 11:00	Coffee Break
11:00 - 12:30	<p>Session Va: Sectoral Analysis – Plenary</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>Presentation:</p> <ul style="list-style-type: none"> • Dr. Abiodun Bankole, TPRTP <p>Q&A</p>
12:30 - 14:00	Lunch

14:00 - 15:00	<p>Session Vb: Sectoral Analysis – Breakout groups</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	Coffee Break
15:30 - 16:30	<p>Session Vc: Sectoral Analysis – Report back (plenary)</p> <p>The chair of each breakout group will report back on their group's deliberations (questions and initial recommendations).</p>
12 November 2009	
09:00 - 10:30	<p>Session VI: Complementary Measures to Support Services Industry Development</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>Presentations:</p> <ul style="list-style-type: none"> • Leonard Ugbajah, University of Nigeria (UNN) <p>Q&A</p>
10:30 - 11:00	Coffee Break
11:00 - 13:00	<p>Session VII: The role of services coalitions</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>Presentations:</p> <ul style="list-style-type: none"> • David Primack, ILEAP • Lawal Dalhat, NEPC • Ken Ukaoha, NANTS <p>Q&A</p>
13:00 - 14:30	Lunch
14:30 - 16:30	Way Forward and Close

ANNEX 2

Advancing Services Sector Development and Reforms in Nigeria

10-12 November 2009
Nugget Hotel - Abuja, Nigeria

PARTICIPANTS LIST

S/No	NAME	ORGANISATION
1.	Sunday Williams	DAILY TRUST
2.	Segun Ajayi-Kadir	MAN
3.	Chioma Itado	IOTA
4.	Comrade Jasper –Emenike	Nig. Union of Traders Assoc. Ghana – NUTANG
5.	Mohammed I. Shalbu	University of Ibadan (UI)
6.	Augustina Okoli	NSC
7.	Ango Adamu	YMCA
8.	Christopher Alu	Nigerian Communication week
9.	Nsude C.	FMC & I
10.	Uche Amaize	AIAE/U.N.N
11.	Janet Achyo	MIBSSFANET Benue
12.	Juliet Zinya	MIBSSFANET Lafia
13.	Anegbe Isaac	BUSINESS DAY
14.	Olaymka Ojo	NTA
15.	Aluko Akinyele .O.	Lagos Chamber of Comm. & Industry
16.	Tochukwu Ezeh	National Daily
17.	Jaja Anderson (Prince)	Nigeria Customs Service
18.	Orji Stephen Emenike	OMMATU
19.	Bunmi Adeola	FINALE TOUCH
20.	Okpe Sunday Adejoh	MAN
21.	Aniekan Ukpe	NANTS
22.	Ego . A. Nwogu	NEPAD – NIGERIA
23.	Basseyy Velentina	N.C.S
24.	Dele Ogbodo	THISDAY
25.	Olorunda Yomi Michaz	Civil Society Coalition For Poverty Eradication
26.	Kaka Chris	TNI, Abuja
27.	A.M. Abubakar	FMC & I Abuja
28.	Esther H. K. Turaki	COWAN Plateau
29.	Mary I. Nangpia	MIBSFANNET Jos
30.	H. T. Ejibunu	Labour & Production
31.	Alkali Muhamas	Labour Ministry
32.	Deborah G. Micah	NTA
33.	Christopher S. Adedeyi	Daily Trust
34.	Kemi dairo Ogunjobi	National Planning Commission
35.	Hauwa Mustapha	NLC/TUBALI

36.	Charles Chukwu	NASSI
37.	Prof Uka. Ezenwe	UNI OF ABUJA
38.	Dr. R. O. Oraoluwa	LASU
39.	Joel Odigie	NLC
40.	Kenneth Okoineme	ACTIONAID
41.	Ibrahim Bwala	NEPAD NIGERIA
42.	Remi Medupin	EUROPAS B
43.	Franca Ochigbo	NATION NEWS
44.	Ogo Onwukaile	FRCN
45.	Akanbi, A. K	FMC& I
46.	Oluchi Agim	NANTS
47.	Opeyemi Abebe	NEPC
48.	Kingsley Tochi Udeh (ESQ)	TRUDEH & ASSOCIATES
49.	Emeka Anuforo	THE GUARDIAN
50.	Dr. M. A. Ayeni	ANAN
51.	Suleman Bello	NANTS
52.	Hamza Abdnllahi	DBN TV
53.	Benjamin Umutere	DBN TV
54.	Jude Ferkura	NEWS STAR NEWSPAPER
55.	Anani Ben	NEPC
56.	Sule Danjima	NANTS
57.	Audu Uba Mohammed	USAID/MARKETS
58.	Adeleke Michael	TPRTP
59.	Dr. Abiodun Bankole	TPRTP, IBADAN
60.	Luck Amiwero	IOTA
61.	Grey Nzekwu	WORLD BANK
62.	Okibe Egbuta	FMSH
63.	Dr. Henry Ewunonu	Nigeria Medical Association
64.	Ken Ukaoha Esq	NANTS
65.	Jude Etong	FMC & I
66.	Chief Oji Ogbonnaya	NANTS Aba
67.	Olufemi Boyede	KVL IKEJA
68.	Lawal S. Dalhi	NEPC ABUJA
69.	Kelani Lateef . A.	LASU
70.	Basse Henry	UNN
71.	John Amadi	AFTAD ABA
72.	Ugwu Linus	AIAE
73.	Sunday Oghayei	FMC & I
74.	Olusola Ayodele	MAN
75.	Leonard Ugbajah	UNN
76.	Odele Oluwakemi	DEVNET
77.	Azih Innocent	NESG
78.	Adenekan Adeshile	African Business Facilitation
79.	Mayowa Olofin	FMC&I
80.	A Babalola	NATHAN EME