

# GE and Nigeria

## Sustainable Growth, Together



GE imagination at work





Dr. Lazarus Angbazo

President & CEO, East, West & Central Africa  
Commercial Leader  
GE Africa



GE shares in the high aspirations and confidence of the people and government of Nigeria, for the economic development and transformation of the country. Nigeria aims to be one of the world's 20 largest economies by the year 2020, enhancing its leadership and influence around the world. To achieve this ambitious goal, Nigeria is focusing its agenda of development and transformation on solving critical physical and social infrastructure challenges in electricity supply, healthcare, rail transportation, water treatment and aviation.

GE's operations in Nigeria span more than four decades, with over 100 customers in both the public and private sectors. Our portfolio of technology solutions is well aligned with Nigeria's infrastructure needs, and is contributing to economic development and an improved quality of life for Nigerians. Today, our electrocardiogram and ultrasound healthcare equipment helps Nigerian doctors with early detection, health maintenance and preventative measures; our rail locomotives use advanced monitoring technology to move passengers and freight across Nigeria, reducing road and port traffic; and our

superior oil and gas compressors and energy power turbines are helping to boost Nigeria's oil and power-generating capacities. GE's diverse technologies are well positioned to help Nigeria become a top 20 economy by 2020.

GE is committed to the country-to-company agreement with the Federal Government of Nigeria, and is leveraging its global capabilities and expertise to support our customers and partners.

Let me invite you to take a look at the faces of our employees as well as our customers and partners in the next pages, who are working together to achieve sustainable growth for Nigeria, leveraging on our core technologies, global networks, and culture of excellence and integrity. GE is imagination at work.

A handwritten signature in black ink, appearing to read "Lazarus Arogbozo".

# GE Oil & Gas





"GE promises its customers quality products from a compliant business environment. The Local Content Law increases Nigeria's capacity and capability, and we want to build facilities that can boost individual training in new technologies to benefit the Nigerian workforce."

Yusuf Waidi  
Operations Facility Manager  
GE Oil & Gas



GE Oil & Gas is a world leader in advanced technology equipment and services for all segments of the oil and gas industry, from drilling and production, LNG, pipelines and storage to industrial power generation, refining and petrochemicals. The business also provides pipeline integrity solutions, including inspection and data management, and designs and manufactures wire-line and drilling measurement solutions for the oilfield services segment.

In Nigeria, adhering to the country's Local Content Law that requires welding to be performed exclusively in Nigeria, GE sent welders for training on specialty connectors and pipes. Furthermore, GE established a temporary welding shed for consignments from Agip and BG which require repair, and will open a GE welding facility in December 2011 that will employ over 30 people when fully operational.

By creating local employment and eliminating imports, this initiative generates Nigerian wealth, and ensures sustainable commitment to the Local Content Law.



GE Power & Water is among the world's leading suppliers of power generation technologies including coal, oil, nuclear energy, natural gas, alternative fuels, and renewable sources from water, wind, solar and geothermal. The business is unparalleled globally for its provision of advanced power systems and uninterrupted energy services.

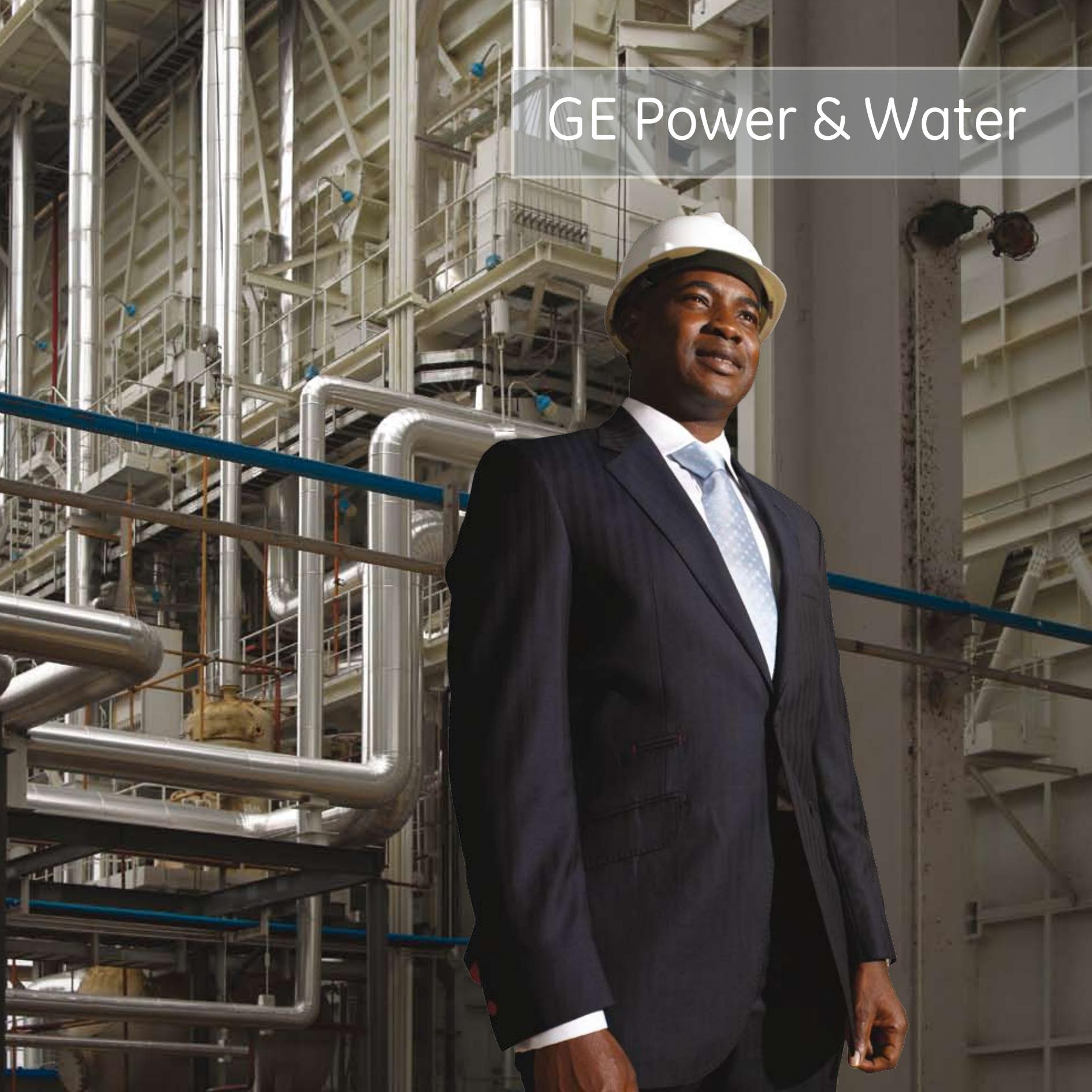
The Papalanto (Phase II) thermal power plant, incorporated into the National Integrated Power Projects (NIPP) with the Power Holding Company of Nigeria, has a current installed capacity of 335 megawatts (MW). The plant's output is strategic to Nigeria's national electricity grid, which targets a generating capacity of 10,000 MW within two years and 40,000MW by 2020, as part of the Nigerian government's drive to boost the country's power supply.

To achieve these targets, GE Power & Water has supplied four gas turbines to Papalanto, and addressed project management and synchronization challenges. As a prime mover-supplier on 90% of new power generation sites, GE Power & Water is demonstrating its ability to partner with government, harnessing skills and building capacity to address the power generation needs of Nigeria. These capabilities will be essential in strengthening continued partnerships and promoting greater investment in Nigeria.



*"If we go at this rate, by 2020 we will be able to have a sustainable, reliable power supply in the country. GE has established a strong base in Nigeria and they have proven their worth."*

Isaac Enomhonse  
Papalanto Site Manager  
National Integrated Power Projects

A professional man in a dark suit, white shirt, and patterned tie stands in a large industrial facility. He is wearing a white hard hat and looking slightly to his right with a smile. The background is filled with complex steel piping, ladders, and structural elements of a factory or power plant.

GE Power & Water



GE Energy Management

GE Energy Management—comprised of Digital Energy and Industrial Solutions—is a major solutions provider offering technologies that help provide reliable, accessible and affordable electricity while tackling environmental challenges. The mission is to provide cleaner, smarter and more efficient energy to the people and communities where the Company operates in.

Despite Nigeria's burgeoning population and fast-growing economy, power generating capacity was a mere 2,000 megawatts. Digital Energy, which provides end-to-end grid efficiency, reliability and flexibility, played a significant role in addressing the capacity challenges, including revamping grid communications at Delta IV, and other power stations owned by the Power Holding Company of Nigeria (PHCN).

The Transmission Company of Nigeria (TCN), a division of PHCN, manages Nigeria's power grid and aims to ensure that power is transmitted efficiently and delivered to distribution companies. TCN's responsibilities include system planning, system operation, grid reinforcement and manpower management, to support the national transmission network.

Digital Energy supplied the first DGA transformer oil gas analyzers to eliminate unplanned transformer outages and catastrophic environmental impacts from transformer failures.

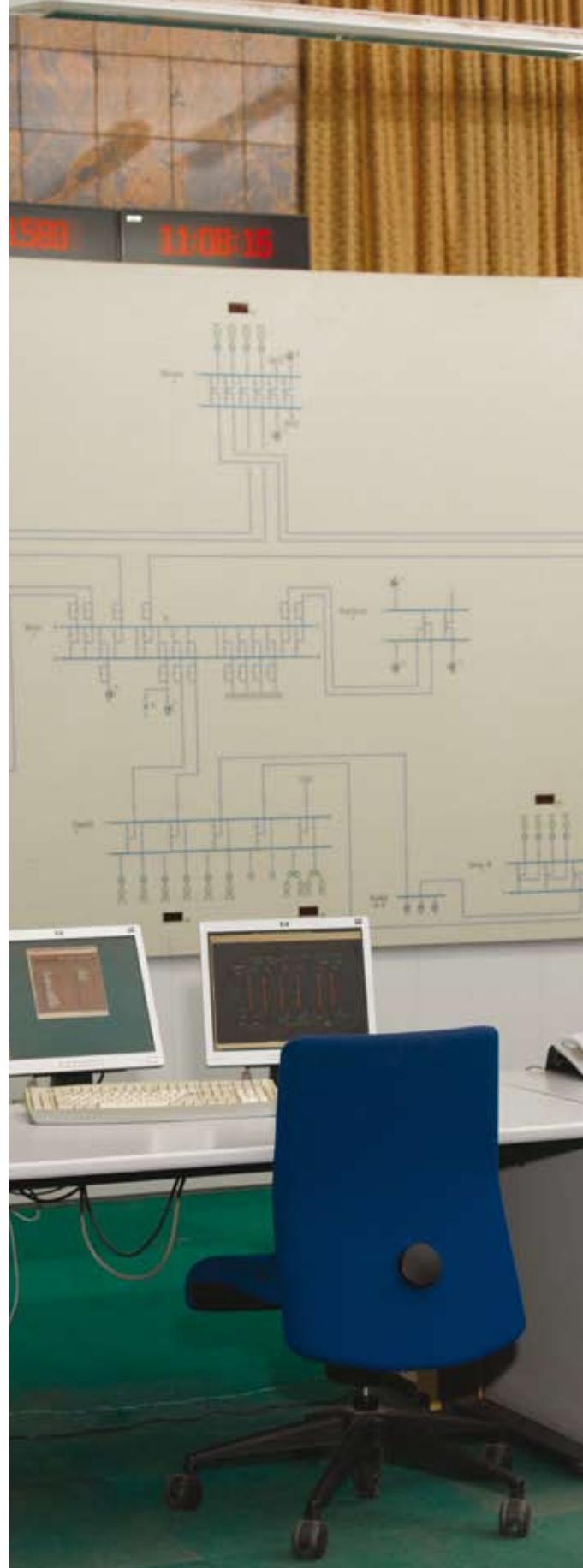
The business has shown strong capabilities in generation, transmission and distribution. Uncompromising on quality, compliance and safety, GE Energy Management is bringing power to Nigeria, changing the economy, transferring knowledge and investing in human capital development.

**“Real service is not measured with money, but delivered with integrity. That is our promise.”**

Alaba Owoyemi  
Sales Manager  
GE Energy Management

**“Nigeria has the need and the potential; GE has the technology and solutions. Our partnership is a win-win relationship, resulting in development for the nation and growth for the Company.”**

Aminu Abubakar  
Sales Manager  
GE Digital Energy





GE Transportation is a global technology leader, and supplier of freight and passenger locomotives. In Nigeria, they have partnered with the Nigerian Railway Corporation (NRC), a company that has been covering the country's vast expanses for more than a century.

The NRC has a relatively new fleet which includes air-conditioned first-class and non-air-conditioned economy-class coaches, but to align itself with the Nigerian government's renewed commitment to rebuilding its rail assets, NRC had a need for more technologically advanced locomotives. NRC chose GE based on its long history of rail leadership expertise.

GE Transportation has supplied 25 diesel locomotives to the NRC, and has played a pivotal role in training and transferring valuable skills to NRC employees, as part of the GE-Nigeria company-to-country agreement. The NRC's new GE diesel locomotives will increase rail capacity, provide additional revenue that can be re-invested in Nigeria's economy, and assist in fast-tracking regional trade in East, Central and West Africa. This initiative will also assist in boosting foreign direct investment in infrastructure development for short and long-haul destinations, in Nigeria and on the African continent.

"The NRC's partnership with GE is making a valuable contribution towards Nigeria's Vision 2020, aimed at being amongst the world's top 20 countries. GE's Africa experience and its ability to provide transport solutions that solve tomorrow's problems today will benefit us for years to come."

Fidet Okhiria  
Director  
National Railway Corporation



GE Transportation

# GE Aviation





GE Aviation is a world leader in providing jet and turboprop engines, components and integrated systems for commercial, military, business and general aviation aircraft, including commercial aviation funding and leasing offerings. These are supported by a global service network.

Arik Air is a privately-owned Nigerian airline launched in 2006 that differentiates itself through efficiency and quality service. It enjoys the support of its growing domestic and international network and seeks to expand its Africa footprint by linking French and English-speaking Africa.

GE Aviation is committed to partnering with thriving businesses of Arik Air's stature. Through the relationship with Arik Air, GE Aviation has assisted in managing the negative impact of the global recession by extending its loan repayments. This partnership has ensured that Arik Air is positioned as a key contributor to growing the region's aviation industry while boosting Nigeria's economic growth and job creation.

"Our partnership with GE has been the major enabler of our success where other Nigerian airlines have failed. Funds for building an aviation company are not readily accessible in Nigeria. GE has filled the gap and provided us with reliable GE engines that are fuel efficient and reduce down time."

Chris Ndulue  
MD and Executive Vice-President  
Arik Air Limited

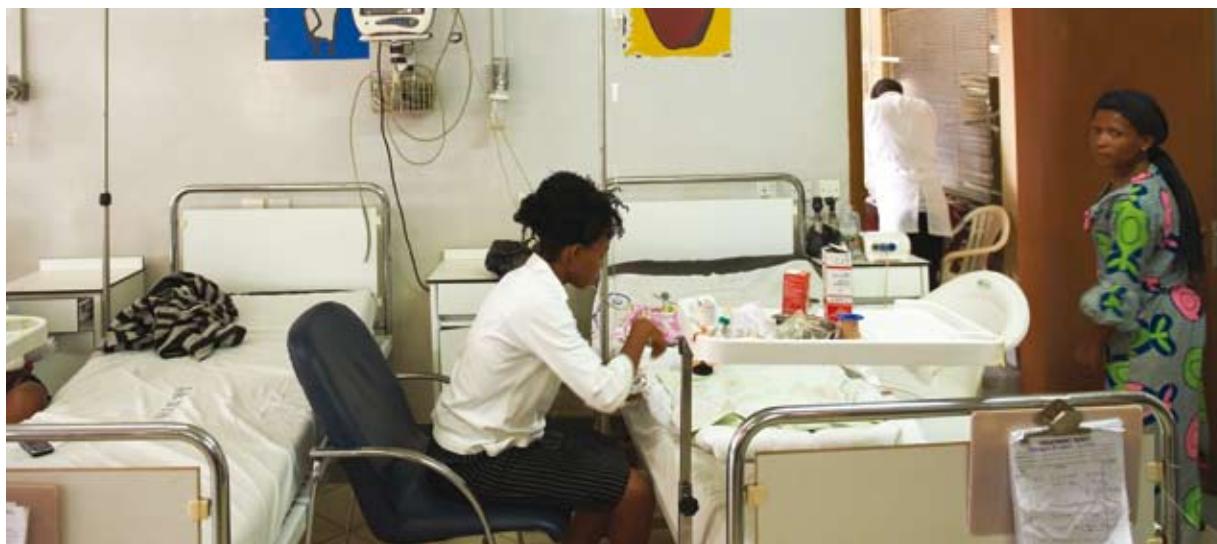




GE Healthcare provides transformational medical technologies and services, that is shaping a new age in patient care. GE expertise in medical imaging and information technologies, medical diagnostics, patient monitoring systems, performance improvement, drug discovery and biopharmaceutical manufacturing technologies, is helping clinicians around the world imagine new ways to predict, diagnose, inform and treat disease, so their patients can live their lives to the fullest.

Lagos State focuses on addressing mother and child mortality rates, and in managing mother and child centers. Deux Project Limited chose GE as its equipment supplier. Statistics show that mortality rates are dropping as GE trains local staff and engineers, transfers skills to better manage services, and offers frontline support.

Human capital is key to Nigeria's future. In addressing mortality rates, GE is playing its role in contributing to Nigeria's growth by developing expertise and providing equipment to combat dreaded diseases. With its proactive approach, GE hopes to deliver positive outcomes for families and wider communities.



“GE has a name, and that name is back-up maintenance, and reducing waiting times for engineers to fix the equipment. GE effectively offers support, and I foresee a future when sick people are speedily diagnosed and treated such that mortality rates fall.”

Professor Gbadebo Awosanya  
Head of Oncology  
Lagos State University Teaching Hospital

GE Healthcare



# NYSC Program





The Nigerian National Youth Services Corps (NYSC) aims to instill a spirit of selfless community service, through encouraging one-ness and camaraderie amongst Nigerians. Through its year-long program of service, the NYSC contributes to the re-birth of Nigerian national unity by giving young people first-hand exposure to the country's cultural similarities and diversities, and encouraging them to become beacons of hope for future generations.

NYSC and its graduates are committed to improving the lives of Nigerian youth, through initiatives such as fund raising for orphanages and mentoring children. GE too is dedicated to playing a role in improving the communities in which it operates. The Company acknowledges the particular value the NYSC adds to Nigeria's economic growth, and proudly participates in the initiative by recruiting eight interns annually to work within GE in Nigeria.

**"There is gratification in knowing I can have an impact on Nigeria by seeing how GE can contribute to our economy."**

**Cynthia Ukwuegbulem**  
GE Oil & Gas, Human Resources Trainee

**"In coming into GE, we are part of the lucky ones who can make a sound contribution to growing the Nigerian economy. It is an honor to serve our country and still work for a company of this international standing."**

**Saadatu Mohammed**  
GE Nigeria, Strategic Marketing Analyst

Globally, GE invests one billions US\$ each year on training and education, reflecting its commitment to leadership preparation. The results are reflected in the increased leadership capabilities of its employees, and in the value and opportunities generated for customers and their communities.

GE's corporate entry-level leadership programs offer college graduates prized development opportunities combining real-world experience with classroom study, while experienced professionals accelerating their careers benefit from experienced leadership programs. The Company offers programs in areas including engineering, finance, human resource, sales & marketing, and communications.

One such initiative is the Experienced Commercial Leadership Program (ECLP) which prepares Masters of Business Administration (MBA) graduates for leadership roles in marketing and sales. The two-year rotational program offers ECLP members the chance to drive growth, receive world-class commercial and leadership training, and participate in a global marketing network to inject new concepts into GE.

The program develops skills through three eight-month modules conducted in Africa, Europe and the US, and embraces key concepts for building tomorrow's leaders. Participants must demonstrate achievement and leadership in areas of sales and/or marketing.



**"This program has taught me to view issues from differing perspectives... to see the business from the outside, to develop critical networks and hands-on skills, and to provide a comprehensive overview of GE in a manner not readily experienced in other companies."**

**Olayinka Ogunyemi**  
Experienced Commercial Leadership Program  
GE Oil & Gas

# Leadership Programs



# Women's Network



**"Awareness** (of the unique needs of women and the value that such uniqueness brings), **Representation** (of women in key roles), and **Retention** (of women in the workplace) are key areas of focus for GE in Africa. As GE's largest employee affinity group, the Women's Network is a key competitive advantage in our quest to become an employer of choice. It helps us to both empower and equip women with the tools necessary to be equally successful in the workplace as they are in their personal lives."

Tamla Oates-Forney  
Senior Executive – Human Resources  
GE Africa



The GE Women's Network accelerates the advancement of over 100,000 women at GE, cultivating their leadership skills, business practices, contacts and career opportunities. By sharing individual experiences, information and exposure, the GE Women's Network helps develop the leadership skills and career-advancement opportunities needed to drive GE's success.

Since its inception in 2005, the GE Women's Network in Nigeria has brought GE female employees from multiple sites and diverse cultures together, with the aim of advancing them into leadership positions.

Embodying these goals are workshops on career choices, dressing for success and portraying the right corporate image. The GE Women's Network Nigeria hub also balances career building sessions with social responsibility activities, including orphanage visits and book donation drives, giving the women of GE in Nigeria a platform for engaging in their communities.



“Together we shall achieve the Millennium Development Goals, and be a model for replicating these successes throughout Nigeria.”

Bala Yusuf Yunusa  
Operations Manager  
Pampaida Village Cluster  
United Nations Development Program

Corporate citizenship means different things to different people. At GE, it is not merely a program or a set of good intentions, but a set of behaviors and actions that are integrated with the business strategy of the Company. Being a good corporate citizen is a full-time commitment with the same kind of goals, strategies and accountabilities that drive any other part of our business.

In Africa, Developing Health Globally™ highlights GE's sustainable approach to philanthropy. It increases the access to quality healthcare for the most vulnerable, and uses GE products and expertise to address critical healthcare gaps.

Pampaida Village is one of the 14 Millennium Villages in sub-Saharan Africa, and a model for Nigerian rural healthcare development. Through GE's donations of equipment and consumables, women and infant mortality has declined. Where previously no facilities existed, the village now has a clinic and provides free medical services such as ante-natal and post-natal healthcare, and awareness workshops on HIV/Aids, TB and malaria prevention. In addition, insecticide-treated bed nets have contributed to the reversal of malaria. Pampaida Village is an example of Nigeria's 2020 Vision taking shape, and demonstrating how better healthcare improves lives.



# GE Citizenship





GE Volunteers

GE employees take the commitment to solving the world's toughest challenges seriously. Through GE Volunteers, a program tailored to address local societal needs, GE employees seek to improve the lives of people in the communities where GE operates.

GE Volunteers Nigeria was launched in July 2011, and builds on GE's commitment to health, education, food and shelter, and the environment. Annually, GE employees have served one million hours in community service. The GE Volunteers further strengthens communities across the country and around the world, by partnering with local charitable organizations.

In Nigeria specifically, GE Volunteers have installed mosquito nets on doors and windows of homes, belonging to Port Harcourt's elderly to combat malaria, and cleaned the drains and cut grass along the Nwaga Junction near GE's offices.

GE Volunteers have provided food and household items to the local Cheshire Home, and brought joy to Port Harcourt's Children's Home. They also regularly mentor and coach Port Harcourt youth, educating them on career options to improve their lives, while warning against unsafe sexual practices to build a healthy generation aware of HIV/AIDS.



**"Government alone cannot look after the helpless. We are beginning our journey to make a difference and there are still huge things to be achieved."**

**Emeka Sunday  
Community Relations  
Manager  
GE Oil & Gas**





### Nigeria quick facts

Number of employees: Over 260

Revenues in 2010: 490 million US\$

GE office: Lagos

GE facilities:

- GE Energy and GE Oil & Gas facilities in Lagos
- GE Oil & Gas workshop in Onne
- GE Oil & Gas Repair, Training & Global Service Sales Center, Port Harcourt



[ge.com/ng](http://ge.com/ng)

**GE Nigeria**

7th Floor, Mulliner Towers  
39, Alfred Rewane Road,  
(Kingsway Road)  
Ikoyi, Lagos.



GE imagination at work