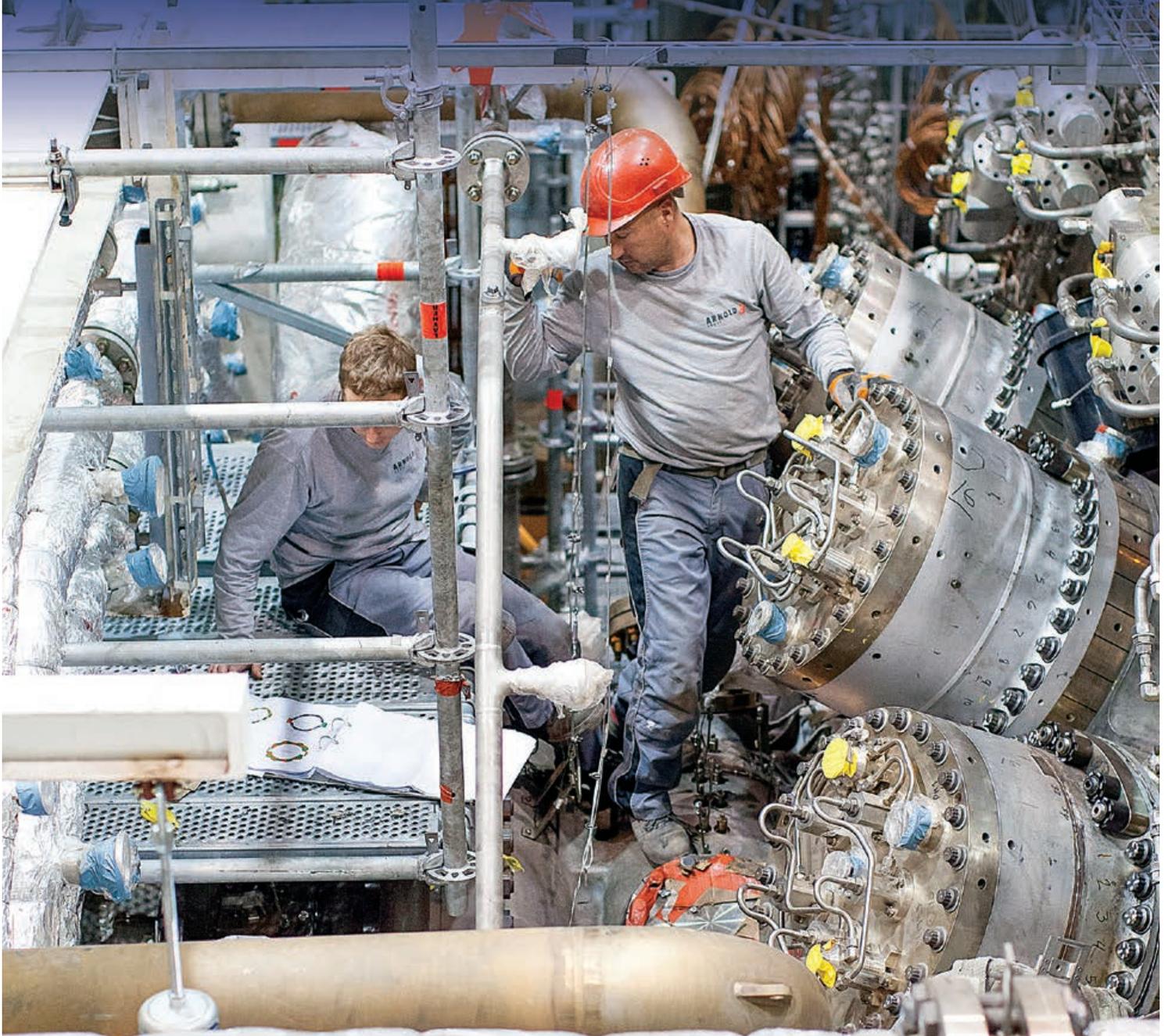


ENERGY

TRANSFORMING MARKETS WITH U.S. INGENUITY



As Algeria's demand for electricity increased with peace and greater prosperity, Sonelgaz, the country's state-owned energy company, began its search for the most appropriate power technology to meet its economic growth demands. Through an international competition held in 2013, General Electric proposed a U.S. energy solution to meet Algeria's goal of supplying 8 million homes with power. The company was up against stiff, government-supported foreign competition, but USTDA saw an opportunity to create a win-win situation for both Sonelgaz and General Electric.

Specifically, USTDA offered to support Sonelgaz's workforce development plans if it selected the American-made technological solution. The strategy worked, contributing to Sonelgaz procuring 34 gas and steam turbines that were manufactured and shipped from Greenville, SC, and Schenectady, NY; supporting thousands of high-paying American jobs across the country.

Simply put, USTDA invested in Algeria's development to support the country's investment in American-made energy solutions. Working with Sonelgaz and General Electric, USTDA developed a four-year training program to help Sonelgaz build the leadership, business, innovation, strategy, and project management skills for its workforce, while enhancing their technical capacity to manage its new investment in American technology. USTDA's training program also helped to further solidify a critical business relationship between these companies that set a foundation for future success.

In 2016, when Algeria's demand again outstripped its supply of power, USTDA offered additional workforce development training if Algeria expanded its commitment to invest in American power solutions. The combination of a trusted business relationship, superior American technology, and a commitment by the United States to foster Algeria's development helped seal the deal for General Electric to

again become Sonelgaz's partner of choice. The companies inked a \$3 billion contract in April 2017 that is enabling Sonelgaz to install American-made gas technology upgrades to modernize its power infrastructure and increase power output. As a result of more efficient operations of the country's power plants, Algeria's investment will ultimately lead to an estimated \$2 billion in savings over the next 20 years.

The impacts of this successful partnership go far beyond increasing access to power. Algesco, the joint venture between General Electric and Sonelgaz, has expanded the hiring of Algerian staff to support the repair of turbines that otherwise would have been shipped to a third market for maintenance. Algesco has also built the capacity of Algerian citizens to be world-class leaders in the energy sector. Ms. Nabila Beladjal, the floor manager at Algesco's facility outside of Algiers, leads a team of highly skilled mechanics, machinists, and welders to ensure American-made quality continues to meet the needs of its customers. This workforce expansion now holds the potential for Algesco to become a regional center for the repair of all General Electric turbines, further opening opportunities for highly-skilled Algerians to play a positive role in the future prosperity of their country and the broader region.

