



AFRICA DOWNSTREAM

TL | 2016
EXPO

Africa's Downstream Destination



PICTURE STORY



- **Conference Registration Services**
- **Conference Materials**
- **Corporate Gifts**
- **Corporate Event Management**
- **Consulting and Advisory**

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GRAPHIC EDITOR

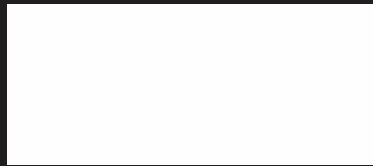
GEOFFREY E. IGWEGBE

PHOTOGRAPHY

CEDAR INFINITY

There was tension, and the heat was on - calls and mails, the media and it's frenzy, busy feet and movement everywhere, as the last screws were driven into the exhibition frames. The clock was ticking and shuffling shoes criss-crossed the hallways as work men began to exit the stage. The curtains were drawn and **OTL AFRICA 2016** was upon us.

A cocktail of emotions welled up in us; it was the nostalgic feeling of making it yet to another and this time the '10th' Africa Downstream Week. The pictures compiled in this 'Picture Story' cannot fully tell the great stories from the Africa Downstream Week 2016. We hope they will at least, give you a feel of the experience enjoyed by all who had the wonderful privilege of being part of 'Africa's Downstream Destination'.



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REGISTRATION

Once again, on cue to welcome excited participants was the vibrant team of OTL secretariat at the onsite registration desk. They welcomed an unprecedented number of anxious participants to the decade old event. Queues unending trailed off all the way down the corridors. The OTL 2016 participants took their turns expectantly as registration was conducted with the utmost speed and courtesy. ARS Conference Services Ltd. – as always managed the entire event with class and panache.

The catalogue of participants for the 10th African Downstream Week comprised sponsors, exhibitors, delegates, speakers, special guests and diplomatic envoys, press and visitors.

OTL lived up to its standard of giving out only the best branded conference materials and souvenirs to its participants. Conference materials, each sponsor-branded, were presented to delegates at the registration desk. The proud sponsors for the OTL 2016 conference materials and souvenirs were Mainland Oil and Gas Limited, Masters Energy Oil and Gas Limited, Mobil Oil Nigeria, Bovas and Company Limited, Emadeb Energy Services Limited, Techno Oil Limited and Akabogu & Associates (Barristers and Solicitors).





OPENING CEREMONY

The 10th Oil Trading and Logistics Africa Downstream Week was declared open by Dr Ibe Kachikwu, Nigerian Minister of State for Petroleum (represented by Mr Gbite Adeniji, Senior Technical Adviser to the Minister of State for Petroleum Resources) alongside Mrs Brenda Ataga, the Special Adviser to the Minister of State for Petroleum Resources on Downstream and Infrastructure, Honourable Moses Asaga, Chief Executive Officer, National Petroleum Authority, Ghana, Mr Reginald Stanley, the Chairman Board of Advisors, OTL Africa Downstream, Honourable Joseph Akinlaja, Chair, House Committee on Petroleum Resources (Downstream), Nigeria and Dame Winifred Akpani, Chairman, CEO, Northwest Petroleum and Gas Company Limited.





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CONFERENCE

The annual conference hosted a total of 9 sessions. The first and opening session was chaired by the Honourable Minister of State for Petroleum who was ably represented by Mr Gbite Adeniji, Senior Technical Adviser to the Minister of State for Petroleum Resources. The session was titled **OPTIMIZING THE DOWNSTREAM VALUE CHAIN**. Panelists in this session included Mr Reginald Stanley, Chairman of OTL Africa Downstream Advisory Board, Mr Emeka Akabogu, Chairman, OTL Africa Downstream, and Chief Executive Officer of the National Petroleum Authority Ghana, Honourable Moses Asaga, and Honourable Joseph Akinlaja, Chair, House Committee on Petroleum Resources (Downstream), Nigeria. The session was hosted by **OTL AFRICA DOWNSTREAM DEV. IN AFRICA LTD/GTE**.

The opening session dovetailed into the OTL Media Briefing Session with key stakeholders in attendance.



EXHIBITION



The African Downstream Week played host to over 40 exhibitors and 3000 visitors in its 2016 edition. The surge of energy in the exhibition arena was indescribable. It was charged with numerous activities. One would not easily forget the innovative indoor games displayed by the exhibitors and the numerous prize draws. These memories will linger for a long time.











EXHIBITION BOOTH INNOVATION

Reminiscing on the industry's growth in the last decade, one can't miss the fact that the downstream showcase exhibition has come to hold its own in the African market place. Indigenous companies now trot the runway of competitiveness, exhibition ethics and brand projection. Every single exhibition booth space in the 2016 Africa Downstream Week was uniquely branded. Organisations put in time, effort, man power and resources to have a good show. It's with pride we say 'OTL was there 10 years ago to mid-wife this. We doff our hats for the downstream oil and gas gladiators in the new stage of downstream competitiveness and brand projection.

The OTL 2016 Exhibitors were Petrocam Trading (Pty) Limited, Northwest Petroleum and Gas Company Limited, Vitol, Mainland Oil and Gas Limited, Integrated Oil and Gas Limited, Rainoil Limited, Masters Energy Oil and Gas Limited, Techno Oil Limited, Mobil Oil Nigeria, Fynfield Petroleum, Moch SA, Akabogu and Associates, Total Nigeria PLC, Argus Media, Gobel Marine, Mercuria Energy Trading Nigeria Limited, A-Z Petroleum Products Limited, The Nigerian Maritime Administration and Safety Agency (NIMASA), Bovas and Company Limited, Emadeb Energy Services Limited, Swift Oil Limited, Dangote Group, Arik Air, Flagship Engineering Limited, Tune Petroleum Tankers (TPT), Energy Institute, National Petroleum Authority (NPA) Ghana, Knightbridge Limited, ACE Global Depository, West African Fenders, Department of Petroleum Resources (DPR), Nigeria, Top Fender Limited, Top Express Marine Services Limited, Eterna PLC, Dozy Oil and Gas Limited, Fendercare Nigeria Limited, MRS Holdings Limited. To our 2016 exhibitors we say THANK-YOU for standing by this industry and contributing to a decade of increased downstream oil and gas brand awareness in Africa.



























CONFERENCE SESSIONS

The second conference session was titled **CRUDE AND PRODUCTS: PRICING IMPACTS ON AFRICAN OIL FLOWS AND TRADING MARKETS**. This session was proudly sponsored by **PETROCAM TRADING (PTY) LIMITED** and was chaired by Shiraz Gany, the CEO of Petrocam Trading (Pty) Limited. The panelists for the session were none other than Simon Warren of Vitol, Reginald Stanley, Chairman, Advisory Board OTL Africa Downstream, James Gooder, Vice-President, Argus Media, and Mr Mele Kyari, Group General Manager Crude Oil Marketing, Nigerian National Petroleum Corporation.







COMMERCIAL PROSPECTS FOR MODULAR AND FULL SCALE REFINERIES was the theme of the third session. It was sponsored by INTEGRATED OIL AND GAS LIMITED and DANGOTE GROUP and chaired by the Chairman, Integrated Oil and Gas, Captain Emmanuel Ihenacho. The panel was made up of Dr George Nicholaides, the Director of Refining Operations, Dangote Refining, Eng. Tony Ogbuigwe, African Refiners Association, Engr. Babajide Soyode, the Technical Adviser/Consultant to the President, Dangote Group, Prof Wumi Iledare, National Association of Energy Economists and Mr. Ajay Pandey, Chief Operating Officer, Masters Energy Oil and Gas Limited.





The fourth session, **COMPETITIVENESS AND STANDARDS IN SHIP AND SHORE LOGISTICS** was sponsored by **MAINLAND OIL AND GAS LIMITED** and the **NIGERIAN MARITIME ADMINISTRATION AND SAFETY AGENCY (NIMASA)**. It was chaired by Mr Emeka Akabogu, Chairman OTL Africa Downstream, other panelists in that session were Dr McGeorge Onyong, Vice President, Ship Owners Association of Nigeria (SOAN), Mr Lawrence Komolafe, Managing Director Mainland Oil & Gas Limited and Mr Akin Akinyosoye, Rep, Director General, Nigerian Maritime Administration and Safety Agency (NIMASA).







The fifth session was themed **OPTIONS FOR AN EFFICIENT PETROLEUM PRODUCTS MARKETS:** It posed some salient questions. -Is Downstream Investment a Black Hole? Are Banks killing Downstream Investments? The session also compelled panelists to respond to issues relating to-Solving the Jet fuel question. The session was sponsored by NORTHWEST PETROLEUM AND GAS COMPANY LIMITED. The chair of the session was Mr Aigboje Aig Imoukhede, President Nigerian Stock Exchange. It was co-chaired by Dame Winifred Akpani, the Chairman and Chief Executive Officer of Northwest Petroleum and Gas Company Limited. Panelists in the session included Mr Henry Ikem Obih, Group Executive Director/Chief Operating Officer Downstream, Nigerian National Petroleum Corporation (NNPC), Mr Chris Ndulue, Managing Director of Arik Air and Dayo Adesanmi, Rep. Head Oil & Gas Stanbic IBTC Bank PLC.







The sixth session focused on **COUNTRY PERSPECTIVES ON MARKET REGULATION FOR DOWNSTREAM PETROLEUM MARKETS** –Countries in focus were Ghana and Nigeria. This session was sponsored by the, NATIONAL PETROLEUM AUTHORITY OF GHANA. It was chaired by Mr Reginald Stanley. The panelists were Honourable Moses Asaga, the Chief Operating Officer of the National Petroleum Authority, Ghana, Mr Femi Adewole, the Executive Secretary of Depot and Petroleum Products Marketers Association, Nigeria, Mr Senyo Hosi, Chief Executive Officer, Chamber of Bulk Oil Distributors, Kwaku Agyemang-Duah, Chief Executive Officer, Association of Oil Marketing Companies of Ghana and Mr Victor Shidok the rep. Executive Secretary of PPPRA.





The seventh session proceeded with a discussion on **DOWNSTREAM 2030: MAPPING THE FUTURE OF PETROLEUM PRODUCTS SUPPLY**. It was sponsored by RAINOIL LTD and was ably chaired by Ronke Onadeko, the Senior Special Adviser on Energy to the Governor of Ogun State. Panelists in this session included Mr Charles Anusim, the Chief Executive Officer of Serene Greenfield Ltd, Mr Seyi Aijibola, Chief Executive Officer, Zircon Marine, Mr Dolapo Oni, Head, ECOBANK Energy Research and Mr Yomi Awobokun, COO, Oando Downstream Division.







The event forged on into its 8TH session which focused on PETROLEUM RETAIL ROI WITH CONSUMER AS KING. Panelists deliberated on issues of Forecourt Optimization, Brand Value, Products' Standards. Sponsored by MOBIL, it was aptly chaired by Mrs. Adesuwa Adewole, General Manager, Sales & Marketing, Total Nigeria PLC. Panelists included Mrs Ijeoma Onyeri, Representative of the Director, Department of Petroleum Resources (DPR), Mr. Peter Dugdale, Chief Executive Officer, Veritek Limited, Mr. Ibrahim Jumal, General Manager, NNPC Retail, Representative of the Managing Director, NNPC Retail and Engineer Dele Ayeni, Head, Petroleum and Petrochemical, Standard Organisation of Nigeria (SON), Representative of the Director General, Standard Organisation of Nigeria.



The conference sessions came to a close with the 9TH session which focused on **OPTIMISING THE DOWNSTREAM VALUE CHAIN-LUBRICANTS, LPG, RENEWABLES**. This session was sponsored by **TECHNOIL LIMITED** and chaired by the Executive Vice President Mrs Nkechi Obi (MON), The session's panelist were Mr Ian Brown, the Managing Director of NAVGAS, Mr Ken Abazie, of Technoil, Engr. Rabiul Suleiman, the Group General Manager, Renewable Energy Division and Mr Basil Ogbuanu, the President, Nigeria Association of Liquefied Petroleum Gas Marketers .





The Chairman, Advisory board, OTL Africa Downstream, Mr Reginald Stanley was on hand to perform the traditional ceremony of bringing the conference sessions to a close.

The communiqué session was facilitated by Chief Mrs Jean Chiazor-Anishere Esq, Past President, Women's International Shipping and Trading Association (WISTA), Nigeria.



NETWORKING SESSIONS



The networking sessions and opportunities as always were robust. The entire venue of the OTL Africa 2016 Expo, The Lagos Oriental Hotel, Nigeria was transformed, in those memorable moments into the biggest single location of the upper echelons of the African Downstream oil and gas operators and global decision makers. Our appreciation goes to our LUNCH SPONSORS:- NORTHWEST PETROLEUM & GAS COMPANY LIMITED, MAINLAND OIL AND GAS LIMITED and TECHNO OIL LIMITED. The Tea-breaks were simply refreshing. To FYNFIELD PETROLEUM, AKABOGU & ASSOCIATES and MOCOH SA our TEA-BREAK SPONSORS, we also extend our appreciation.

NEWSLETTERS

The Expo's participants' favourite journal was on hand and available on all days of the event to capture special moments, ensure news updates and give direction to our busy participants who were caught up in multiple on-site OTL 2016 activities. Thanks to RAINOIL LIMITED, EMADEB ENERGY SERVICES LIMITED and SWIFT OIL LIMITED, sponsors of the OTL 2016 Daily Newsletter.

























OPENING RECEPTION COCKTAIL

The OTL Opening Reception Cocktail was another relaxing experience. The event was proudly sponsored by INTEGRATED OIL AND GAS LIMITED. The chief host and Chairman of Integrated Oil and Gas Limited and former Minister for Interior Affairs (Nigeria) Captain Emmanuel Ihenacho in the company of his lovely wife, Mrs Lucy Ihenacho was on hand to welcome guests.

A special address was given by the Managing Director of Integrated Oil and Gas Limited, Mr Temitayo Ogunbanjo. Participants and guests were treated to an array of exotic drinks and a wide spectrum of appetizing cuisine, all served from an Integrated Oil and Gas Limited branded bar. The music was out of this world, the band was thrilling and the comedy - rib cracking. And just when invitees thought the show was over, the OTL FASHION SHOW kicked in!



'Fuelled Up And Running', the OTL 2016 Fashion show featured the very best of Africa's Designers and Fashion runway Divas- ZIZI Cardow. The home grown international design label treated guests to the latest collection of her evening dresses. Participants stood, awe struck to take in the class and style of the evening. But what did they expect? OTL will always offer you more than you bargained for.













The evening gradually came to an end as each participant clutched a gift bag from the sponsors- Integrated Oil and Gas Limited. The opulent Lagos lagoon breeze stole in amidst the waning excitement, treating guests and participants to a lavish waft of it cools breeze and to steal some time with mortals, it seemed to me that not even nature itself could resist the allure and beauty of that evening.

To Integrated Oil and Gas Limited; our appreciation, you made it happen.

THE OTL DOWNSTREAM INDUSTRY DINNER



COCKTAIL AND FIREWORKS

The 10th Anniversary of the OTL Africa Downstream Industry Dinner kicked off with a pool side cocktail. After three days of brainstorming, participants and their guests gathered to celebrate 10 years of the OTL Expo as an Industry platform, share parting hugs, handshakes and pleasantries as it would be their last evening together at the OTL milestone event. The gentlemen looked all suave and the ladies dainty- having all slipped into the black-tie event mode. As guests settled to chat over their drinks, unannounced came the electrifying, breath-taking fireworks, pre-empting the entry call to dinner.





THE RED CARPET

The Red carpet lived up to its traditional allure as it beckoned on every guest to strike a pose on its plush fur and frame that moment in the sands of time. Truly, there will never be another OTL Africa 2016, never again the celebration of a decade!







DINNER AND RECOGNITION AWARDS

The Annual OTL Africa Downstream Dinner held on Wednesday 26th October in ball room of the Lagos Oriental Hotel, Nigeria. The proud sponsors of the 10th OTL Africa Downstream Anniversary Industry Dinner & Awards were none other than PETROCAM TRADING (PTY) LIMITED AND VITOL, hosting the dinner a 4th and 5th time respectively in the last 10 years. The evening was the mother of all evenings in the downstream oil and gas event calendar, the peak of the Africa Downstream Week.

As always, excellent cuisine and wine was served at the event. Class and creativity embraced to produce a perfectly branded dinner and awards ceremony; picking matching colour combinations from both the dinner sponsors Vitol (Silver) and Petrocam Trading (Pty) Limited (Black). At the Entry Call, guests made their way into the dinner hall in anticipation of a memorable evening.







The opening address was given by the Chairman of OTL Africa Downstream, Emeka Akabogu (Esq). The opening address was immediately followed by welcome speeches from the Chief Executive Officer of Petrocam Trading (Pty) Limited, Mr Shiraz Gany and Ian Brown of Vitol. The best saxophonist in Nigeria - Beejay Sax and the renowned opera singer and performer, Guchi and the Quartet were on hand to serenade the audience. The event's comedian, Funny Bones was on cue to keep guest in a light mood with loads of laughter. Guests will remember the exotic natural flowers, the wines and champagne and of course the sumptuous meals.





SPONSORSHIP

The opportunity came to appreciate the 2016 Sponsors for their role in facilitating downstream oil and gas development in Africa. The OTL 2016 sponsors were Petrocam Trading (Pty) Limited

Northwest Petroleum and Gas Company Limited, Vitol, Mainland Oil and Gas Limited, Integrated Oil and Gas Limited, Rainoil Limited, Masters Energy Oil and Gas Limited, Techno Oil Limited, Fynfield Petroleum, Moco SA, Mobil Oil Nigeria, Akabogu and Associates, Total Nigeria Plc, Argus Media, Gobel Marine, Mercuria Energy Trading Nigeria Limited, A-Z Petroleum Products Limited, The Nigerian Maritime Administration and Safety Agency (NIMASA), Bovas and Company Limited, Emadeb Energy Services Limited, Swift Oil Limited, Dangote Group and Arik Air. The industry remains indebted to you, our OTL 2016 sponsors.











COMPETITIVE AWARDS

As OTL marked its 10th anniversary, it also introduced for the very first time a range of research based competitive awards. This was conducted using field-based empirical data which was further subjected to scrutiny by renowned independent experts and judges within and outside the industry. Participants held their breath as they awaited the winners for each category and then it came. TOTAL NIGERIA PLC clinched the award for the Best Retail Station running against Mobil Oil Nigeria and Forte Oil PLC as nominees. TOTAL NIGERIA PLC also coveted a second award under the Oil Marketer of the Year category against the other nominees. Best Marketed Lubricant was won by OLEUM (OANDO PLC) while the other nominees in that category were Quartz (Total Nigeria PLC), and Mobil 1 (Mobil Oil Nigeria). Best Customer Service Station was won by FORTE OIL PLC and the other nominees were Mobil Oil Nigeria and Total Nigeria PLC. The Best Marketed Lubricant of the year was taken by MOBIL 1 (MOBIL OIL NIGERIA) who ran against Oleum (Oando PLC) and Quartz (Total Nigeria PLC). For the African category of awards, the award for African Downstream Regulator of the year was won by the National Petroleum Authority, Ghana and was received by the Ag. CEO, Mr. Alhassan S. Tampuli.

Nominations done and awards received, the industry is poised to step up its game in 2017, the race is on again and OTL research beams its search light. Who will be the winners of the 2017 OTL Awards?

We congratulate the winners of the first ever empirically-driven Downstream Competitive Awards in Nigeria. Total Nigeria PLC, Oando PLC, Mobil Oil Nigeria and Forte Oil PLC and the African Downstream Regulator of the year, National Petroleum Authority, Ghana.



SPECIAL RECOGNITION AWARD

A special recognition award was also given to Mrs Bolanle Ogbodu the CEO, First Fuels. Mrs Bolanle Ogbodu has remained committed to OTL Africa Downstream for a decade, attending every single OTL Expo since its inception in 2006.





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OTL LIFE TIME ACHIEVEMENT AWARDS



Riding on the back of the competitive award categories was the Life Time Achievement Awards. The awardees were Mr Adewale Jubril Tinubu, Founder and CEO of Oando PLC, Chief Silverius Okoli, Chairman of WABECO Petroleum Limited and Chief Michael Adenuga GCON, Chairman of ConOil Nigeria.

The conferment of this award was well received by the awardees. Each awardee proceeded to make his own compelling and inspiring speech while accepting his award. The industry and their guests witnessed with cheers and acknowledgment.



The OTL Life Time Achievement Award was to commemorate 10 years of the OTL Africa Downstream Expo and also to recognise the contributions of individuals whose initiatives have contributed to the growth and development of the industry in Nigeria and indeed Africa. We congratulate all three recipients on the well deserved awards.



DRAWING THE CURTAINS

As a memorable evening came to an end, guests gradually but very reluctantly made their way out of the dinner hall. Memories of OTL Africa Downstream Week 2016 will remain green in the minds of the participants. Memories of the engaging conference sessions, the brand blazing exhibition, the mouth-watering lunches and networking tea-breaks, of the entertaining opening reception, the elaborate dinner, the irresistible OTL red carpet, the sheer energy of the sector and most of all, the alliances they forged, the connections made and the one thing on every mind - the Countdown to OTL Africa Downstream Week 2017!

We thank VITOL and PETROCAM TRADING (PTY) LIMITED, the 10th Anniversary OTL Africa Downstream Industry Dinner sponsors who made the event possible.

EVENT COMPERE AND FACILITATOR

The OTL Africa 2016 event compere and facilitator was none other than the renowned toastmaster himself-Richie Dayo Johnson (RDJ). He was ably supported at the Industry Dinner by the amiable Michelle Dede.



See you at **OTL 2017!**

YOU LIKE?

You could be part of the 11th edition of the

OTL Africa Downstream Week

by sponsorship, exhibition or delegate participation.

Contact the OTL Secretariat

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**2017
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Africa Downstream Week

The 11th Oil Trading & Logistics Expo

22 - 25 October, 2017

Lagos Oriental Hotel, Nigeria

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