



OTL

2020 VIRTUAL EXPO

Africa Downstream Week

The 14th Oil Trading & Logistics Virtual Expo



26 - 30 October, 2020

www.otlafrica.com

Sponsors



Managed by

OTL Downstream
Dev. Africa Ltd./Gte

Media Channels

marine & petroleum
nigeria

Strategic Partners





OTL AFRICA DOWNSTREAM

OTL Africa Downstream Week is Africa's premium downstream event for defining the value chain for midstream and downstream oil and gas business in Africa.

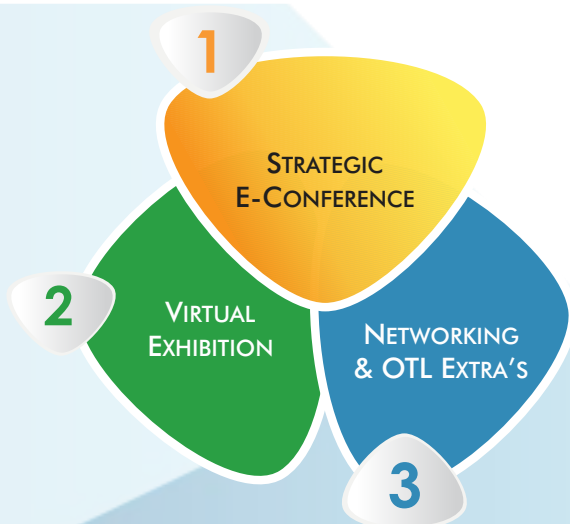
“ I reiterate that OTL Africa Downstream is Africa’s version of the Oil Technology Conference (OTC) and you cannot talk about the petroleum industry without talking about the downstream sector; because it is the only interface between the common man out there and the oil and gas industry. Am I able to fuel my car? Will I be able to cook my meals with LPG? Can I fill up my lanterns with kerosene; and can I power my generator with diesel? So what they know is downstream and that is why OTL is playing an excellent role in downstream development in Nigeria. - **Sir Billy Okoye, Group General Manager, Crude Oil Marketing Division (former Managing Director, Nigerian National Petroleum Corporation (NNPC) Retail Division)** ”



“ Nigerians tends to believe in western things but I am so impressed that we have this platform to showcase our industry. I am really impressed with OTL Africa Downstream Week and I think it’s important for people to know that this platform is all about showcasing the downstream oil and gas sector which is vital to our economy. - **Hon. Lynda Chuba-Ikpeazu, Chairman, House of Representatives Committee on Marine Safety, Education and Administration** ”

“ OTL is brave and beautiful. It is not easy to reinvent yourself and the conference has been going on for 13 years and I think it is a fantastic initiative; nobody else has been able to do it. The same way people troop to the International Petroleum (IP) Week in London is the same way industry players come to Lagos every October for the OTL Africa Downstream Week. I can only continue to support it and wish the organizers the very best. - **Mahmud Tukur, Chief Executive Officer, Eterna Plc** ”

“ This is the first time I have attended the conference but I have been keeping track of its development. OTL Africa has generated a lot of traction on the downstream oil and gas sector as it enlightens stakeholders and encourages investment in the sector. The conference helps in the cross fertilization of thoughts, it helps operators understand what opportunities are available, improves business climate and promotes the efforts of local entrepreneurs in the industry. - **Mr Edwin Devakumar, Group Executive Director, Dangote Industries Limited** ”



OTL AFRICA DOWNSTREAM E-CONFERENCE

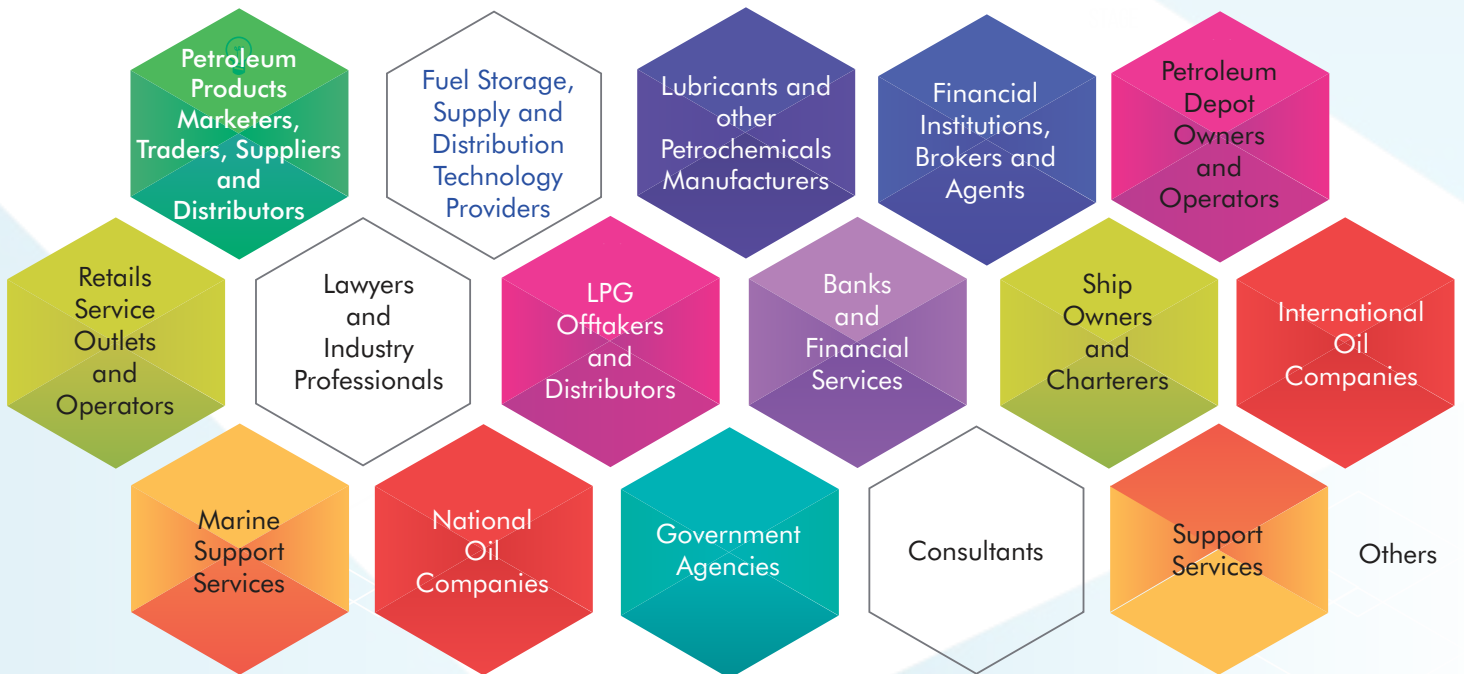


OTL Africa Downstream
45
 SPEAKERS
 Strategic E-Conference

WHY YOU SHOULD ATTEND

- Gain Privileged insight into the emerging African Petroleum products markets.
- Enjoy opportunity for informed business choices and strategic decision making
- Explore the consistently expanding network synonymous with OTL events.
- It remains Africa's Principal Downstream Petroleum event.

WHO SHOULD ATTEND



“This is my first time but when I realized that the event is in its 13th edition, I was elated. - Engr. Moses Olamide, Senior Technical Adviser/Chief of Staff to the Minister of State for Petroleum Resources”



“A lot of hard work goes into planning an event of this calibre and I have witnessed it grow bigger, while the organisational structures have improved significantly. OTL is essentially the downstream event of the year and it is doing a fantastic job of advocacy for the downstream oil and gas sector. - **Dayo Adesina, Senior Special Adviser, Domestic Gas/Programme Manager, National LPG Expansion Implementation Plan**”

“I am glad to be here and OTL has really helped in developing the entire oil and gas industry and not just the downstream sector. I made sure to attend because of the quality of information and insights shared by experts at the conference. OTL has been doing a great job for Nigerians as it helps to highlight all the issues in the industry; it helps us look inward and come up with solutions. - **Aisha Katagum, former Group General Manager, NNPC Shipping**”

OTL AFRICA DOWNSTREAM VIRTUAL EXHIBITION



The OTL Africa Downstream Virtual Exhibition is an excellent opportunity to showcase products and services relevant to the industry.

Exhibition Visit
is **FREE** + **OPEN**
to all registered delegates



To book a virtual exhibition booth, contact the **OTL Secretariat**.

“The OTL Africa Downstream Week has always provided a veritable platform that brings together industry leaders, players, professionals and academia, to collaborate and create solutions. - **Mallam Bala Wunti, Group General Manager, National Petroleum Investment Management Services (former Managing Director, Petroleum Products Marketing Company)**”



“ This is the first time AA Rano is participating and that just goes to show the confidence that our company and the industry have in OTL Africa. The platform makes significant changes and certainly generates conversations that carry through the year. If you took OTL out of the equation you will find that there is no platform to have meaningful discussions about the downstream sector. OTL creates a platform for regulators and stakeholders to have conversations about improvement and it is crucial OTL continues with the amazing work that it is doing and gives the general public the opportunity to understand the oil and gas sector. We hope to be here next year in support of the good work OTL is doing. - **Mumuni Dagazau, Chief Operating Officer, OVH Energy (former Chief Operating Officer, AA Rano Nigeria Limited)**”



SPONSORSHIP OPPORTUNITY



SPONSORSHIP

01

> UNRIVALLED MARKETING OPPORTUNITIES

02

> OPTIMAL BRAND PROJECTION

03

> BUSINESS ENTRY

04

> MARKET CONSOLIDATION

“ OTL has clearly become the foremost rallying point for downstream operators in Nigeria and they have done a very good job of congregating the industry to speak with one voice. The conference touches on every single fact of the downstream oil and gas sector and offers insights and solutions to the problems that exist. It is a must attend for anyone involved in downstream oil and gas operations in Africa. - **Nuhu Yakubu, President, Nigerian Liquefied Petroleum Gas Association (NLPGA)**”

“ OTL is the best platform to get like-minded individuals and people with the same ideology and concepts on how a business should be run; to share views that will make impactful steps in the industry. This is the best forum I have attended where regulators listen attentively to what operators have to say. - **Rabiu Abdulmutallib, General Manager, Operations, Total Nigeria Plc**”

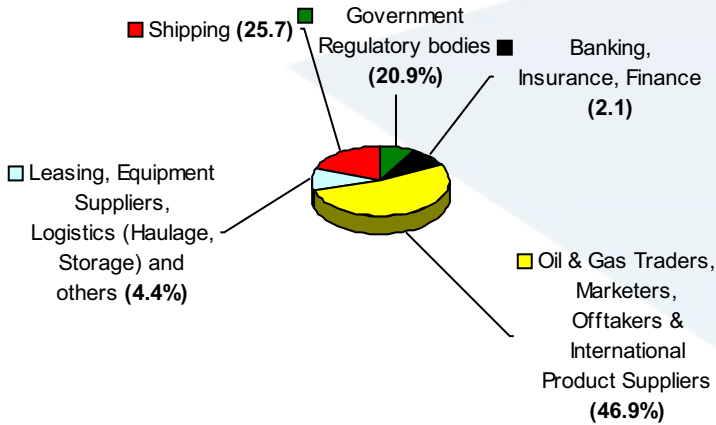
OTL 2020 Extra's



OTL 2019 DEMOGRAPHY

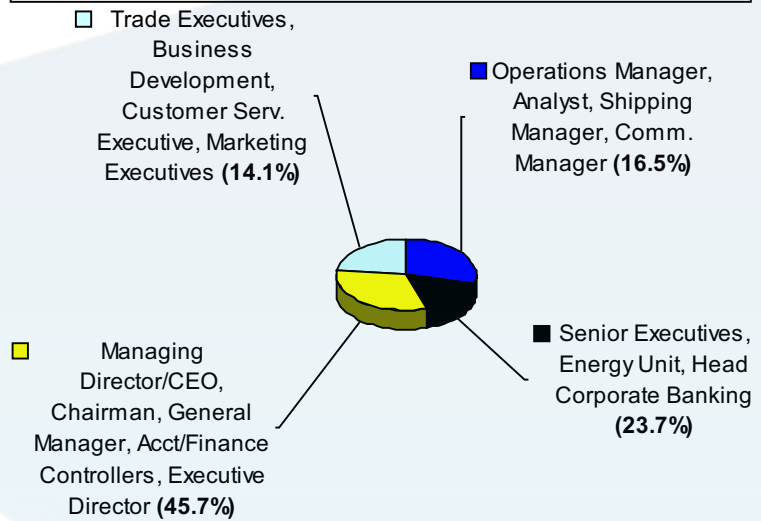
OTL 2019 SECTOR REPRESENTATION

- Government, Regulatory, Associations
- Banking, Insurance, Finance
- Oil & Gas Traders, Marketers, Offtakers & International Product Suppliers
- Leasing, Equipment Suppliers, Logistics (Haulage, Storage) and others
- Shipping



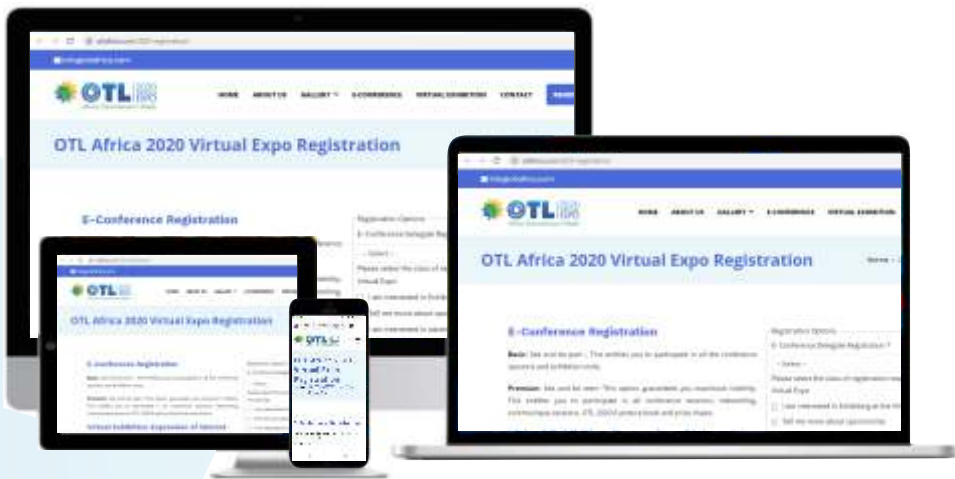
OTL 2019 DELEGATE SPREAD

- Operations Manager, Analyst, Shipping Managers, comm. Managers
- Senior Executives, Energy Unit, Head Corporate Banking
- General Managers, Acct/Finance Controllers, Executive Directors
- Trade Executive, Business Development, Customer Serv. Executive, Marketing Executives



ONLINE REGISTRATION

On-line Registration has commenced and will remain open till the dates of the event. Please visit www.otlafrica.com for more information.



Contact Us

- +234(0)7042898380
- +234(0)7042958915
- info@otlafrica.com
- www.otlafrica.com

Terms & Conditions

This year, refunds will not be made on any cancellation.

It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or the identity of speakers. In the unlikely event that the programme is cancelled, OTL Downstream Development in Africa Ltd./Gte (OTL Africa) will retain the participation fees as payment towards a place at the same event the following year. OTL Africa will not be liable for any cost incurred by delegates in connection with their attendance. By registering and participating in the event you have also agreed for audio and visual materials of your participation to be included in subsequent OTL promotional materials. You have also agreed for your data to be stored and used in contacting or notifying you of upcoming events or news by OTL Africa. These terms are subject to Nigerian Law.

By proceeding to register you have agreed to the OTL Terms and Conditions

Payment Information

Exhibition Fee

Virtual Exhibition spaces are available with a range of features starting from \$1,000 only. Please contact the secretariat for details.

For details for maximizing your virtual exhibition outing contact our E-conference and Virtual exhibition service providers on info@ars.com.ng or +234(0)8032412212.

Payment Mode: On-line payment.

To view all rates, visit www.otlafrica.com.

Conference Fee

The **Premium delegate** fee is \$230 and allows access to all conference, networking and communique sessions as well as Virtual exhibition visits. It affords visibility privileges.

The **Basic delegate** attendance is **FREE** and allows access to all conference sessions and Virtual exhibition visits. It does not offer full networking or visibility privileges.