



OTL | 2017 EXPO

The Africa Downstream Week



PICTURE STORY



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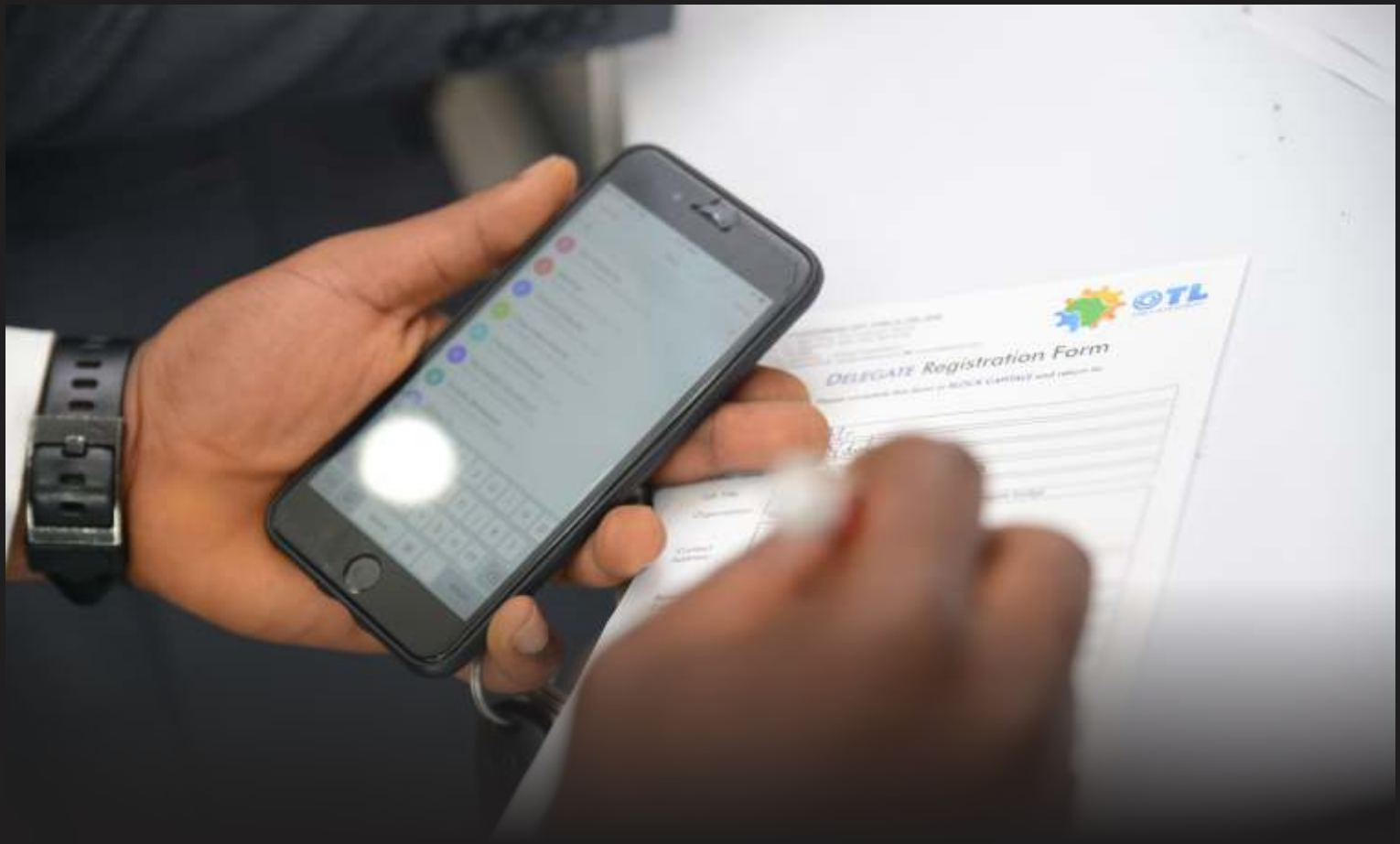


And yet another memorable OTL Africa Downstream Week came and ended but as always we never fail to capture the moments – in granular detail. The moments include multiple engagements, numerous journeys and diverse attendees. They show erudite panels and enthusiastic audiences, back-hall stories and sideline meetings, plentiful gestures and networking experiences. They capture the spirit of conviviality through the dining, wining, red carpets and friendly banter. They showcase the emblazoned stages, theatrical performances, heated debates and thumping handshakes. And though the memories attempt to fade, they live – in colour and pictures that say more than a thousand words.

A handwritten signature in white ink, appearing to read 'Akabogu'.

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OTL Downstream Dev. in Africa Ltd./Gte



REGISTRATION

Sunday, October 22, 2017 was the date. All roads led to the Lagos Oriental Hotel, Victoria Island where Africa's largest gathering of downstream operators and stakeholders held. Tagged OTL Africa Downstream Week!

On cue, the vibrant team of the OTL Secretariat welcomed excited participants from all over the world. OTL 2017 participants patiently took turns as registration was slick quick and led with homely courtesy. ARS Conferences Services Limited - as always, managed the entire event with chief professionalism.

The catalogue of participants for the 11th annual African Downstream Week comprised sponsors, exhibitors, delegates, speakers, special guests and diplomatic envoys, press and visitors.

OTL, as always, gave gleam to the event by giving out executively branded conference materials and souvenirs. Sponsor-branded conference materials from Propel, Akabogu & Associates and Emadeb Energy Services Limited were also presented to delegates at the point of registration.







OPENING CEREMONY

The 11th edition of the OTL Africa Downstream Week revved to life with the opening ceremony which was conducted by Dr Jackson Ebiuwairo Gaius-Obaseki, Chairman, Brass LNG Nigeria along with Hon. Dr Mohammed Amin Adam, Deputy Minister of Energy, Ghana. They were accompanied by Hon. Joseph Akinlaja, Chairman, House Committee on Petroleum (Downstream); Alhassan Tampuli, Chief Executive Officer, Ghana National Petroleum Authority, Mr. Reginald Stanley, Chair, OTL Africa Downstream Advisory Board and Mr. Emeka Akabogu, Chairman OTL Africa Downstream.



OPENING CONFERENCE SESSION

The conference began with discussions focused on the theme: **DOWNSTREAM – RENEWED OPPORTUNITIES**. There were nine interactive sessions in total. The opening discussion was chaired by Dr Jackson Ebiuwairo Gaius-Obaseki, Chairman, Brass LNG Nigeria, joined by Hon. Dr Mohammed Amin Adam, Deputy Minister of Energy, Ghana; Hon. Joseph Akinlaja, Chairman, House Committee on Petroleum (Downstream); Alhassan Tampuli, Chief Executive Officer, Ghana National Petroleum Authority and Mr. Reginald Stanley, Chair, OTL Africa Downstream Advisory Board. This opening session preceded the official opening ceremony where the exhibition was declared open for thousands of visitors who waited eagerly to gain access to the centre of Africa's destination for downstream solutions.





You
are
Welcome



EXHIBITION

No fewer than 40 companies participated in the exhibition. The mix consisted of both indigenous and international companies whose display of products, services and innovations gave the exhibition a robust and contemporary appeal. The steady stream of over 3,500 visitors who thronged the venue while the exhibition held was an indication of the competitive state of the industry.







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EXHIBITION BOOTH INNOVATION

In the spirit of healthy competition which OTL Africa Downstream Week promotes, the showcase exhibition has become a haven of creativity and aesthetic prowess among different exhibitors as each comes every year with an improvement on her booth designs from the previous year. It is now an established norm to have every exhibition booth uniquely branded. A first time attendee at the OTL Africa Downstream Exhibition would be blown away by the sheer flamboyance of the plethora of designs on display. We salute the innovation and creativity our downstream players have rendered to brand projection and optimization.

The winner of OTL 2017 best branded exhibition booth was **Rainoil Limited!**



GAMES ARE PART



The OTL 2017 Exhibitors were Petrocam Trading (Pty) Limited, Vitol, Integrated Oil & Gas Limited, Rainoil Limited, Glencore UK Limited, Mocoh SA, BOVAS, Emadeb Group, Mainland Oil & Gas Limited, Akabogu & Associates (Barristers & Solicitors), Propetrol Limited, Eterna Plc, A-Z Petroleum Products Limited, 11 Plc (Mobil Nig Plc), Total Nigeria Plc, Swift Oil Limited, Fynefield Petroleum, Dozzy Group, Dangote Group, Nigerian Shippers' Council, Q&Q Control Services Nigeria Limited, ESACO (PTY) Limited, FenderCare Nigeria, Glenstar Marine, Gulf Treasures Limited, Top Fenders, TPT Shipbrokers, West Africa Fenders, Shorelink Oil and Gas Services Limited, MRS Oil Limited, SATTRAK Services Limited, National Petroleum Authority (NPA) Ghana,

Serve Consulting Limited, Department of Petroleum Resources (DPR), West Bridge Trading Limited, Gil Automation, Dormet, ARS Conference Services.

To you all, we say a big THANK YOU - for consolidating your positions in this industry and contributing to increasing the downstream oil and gas brand awareness in Africa.































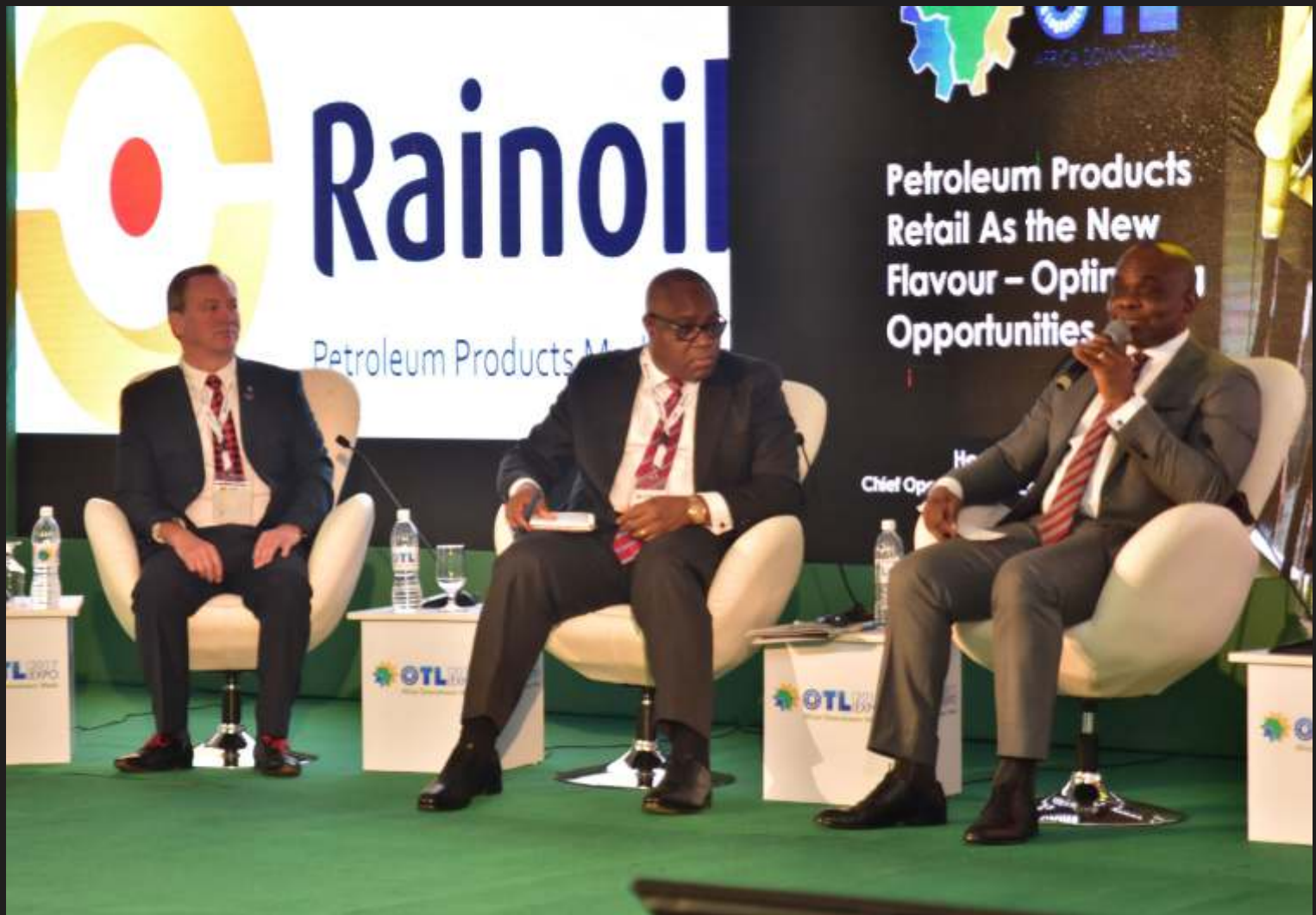


CONFERENCE SESSIONS

The second conference session was titled CRUDE OIL MARKETS AND IMPACT ON PETROLEUM TRADING FOR AFRICA. It was proudly sponsored by PETROCAM TRADING (PTY) LIMITED and was chaired by the CEO, Shiraz Gany. Other panellists were; Reginald Stanley, CEO, Petrowest Energy and Chair, OTL Advisory Board; Simon Warren of Vitol and James Gooder of Argus Media Limited.







PETROLEUM PRODUCTS RETAIL AS THE NEW FLAVOUR – OPTIMISING OPPORTUNITIES was the title for the third session. It was sponsored BY RAINOIL LIMITED and chaired by its Managing Director, Engr. Gabriel Ogbechie. The panel was populated by none other than Mr Henry Ikem-Obih, Group Executive Director/Chief Operating Officer (Downstream) at NNPC and Steven Robinson, Director, Q&Q Control Service.



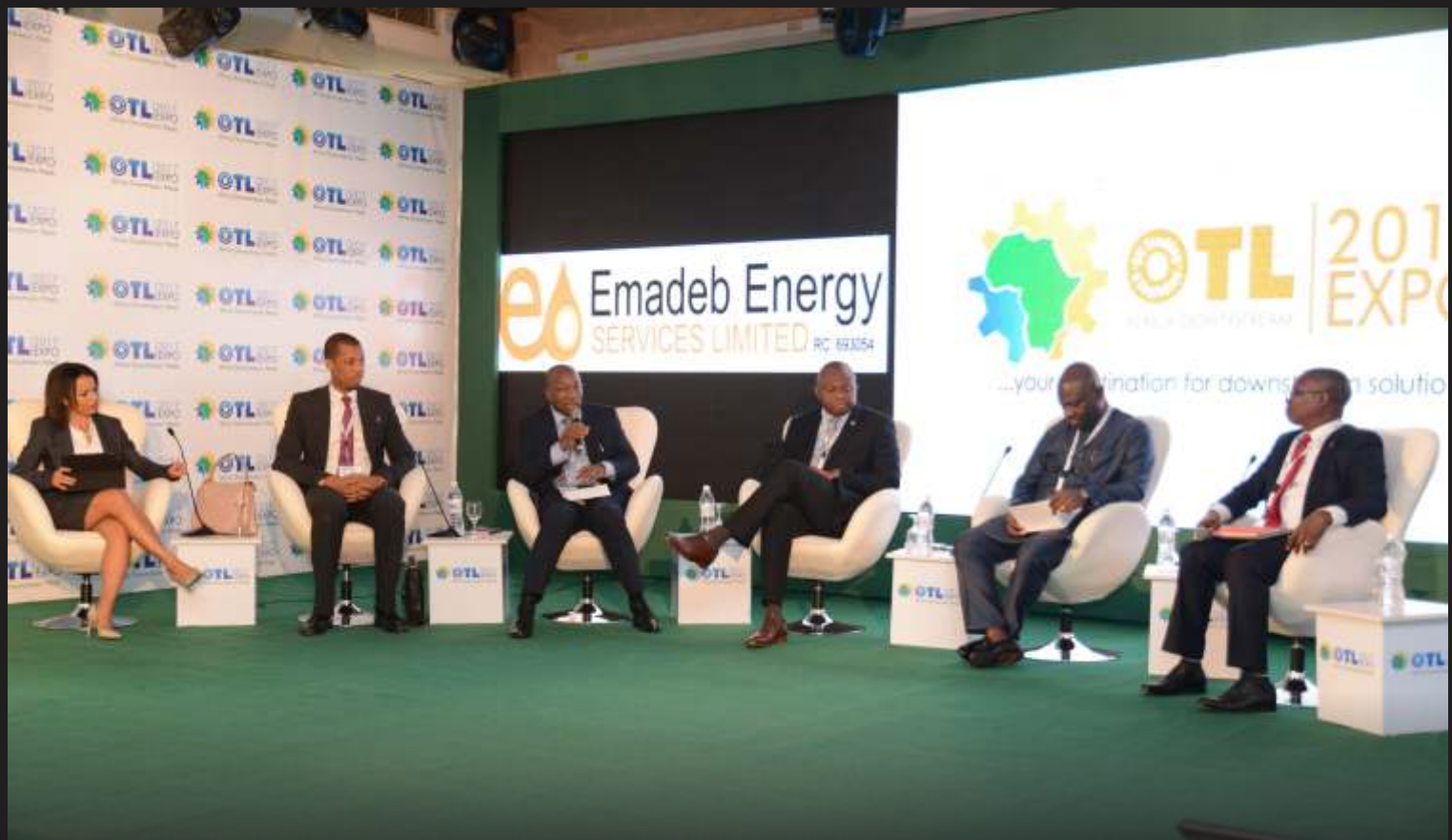


The fourth session focused on AFRICA'S REFINING RE-AWAKENING – MARKETS, MODELS AND MINEFIELDS. It was co-sponsored by INTEGRATED OIL AND GAS LIMITED alongside DANGOTE REFINING LIMITED. Dr. G. S. Ihetu chaired the session, while Capt. Emmanuel Ihenacho, Chairman, Integrated Oil and Gas Limited; Dr. George Nicolaidis, Director (Refining Operations) Dangote Refinery Limited; Mr. Anibor Kragha, Group Executive Director/Chief Operating Officer (Refineries) at NNPC, Engr. Anthony Ogbuigwe, Past President, African Refiners Association; Mr Gary Still of CITAC and Mr. Ayo Ajose Adeogun, CEO, Oando Refining Limited constituted the high profile panel.









The theme for the fifth session was **FINANCE FOR DOWNSTREAM TRADING AND INFRASTRUCTURE PROJECTS** - a major factor in downstream operations across the continent. With the hindsight of burnt fingers from high-cost upstream investments in recent years, operators sought to determine if a more bankable option was downstream. Mr. Victor Eromosele, CEO of Mentor Energy Consulting chaired the session sponsored by EMADEB ENERGY. Panellists included Adebowale Olujimi, Managing Director of EMADEB Energy Services Limited, Mr. Nnamdi Okonkwo, Managing Director of Fidelity Bank Plc; Tariye Gbadeges, Senior Vice President, Africa Finance Corporation; Mr. Razaq Shittu, Head, Oil & Gas Business, United Bank for Africa and Mr. Dolapo Oni, Head, ECOBANK Research.







The sixth session dwelt on the dynamics of futuristic trends predicted to change the way the industry operates - **DOWNSTREAM'S DISRUPTIVE INFLUENCES: THE ROLE OF LPG, PETROCHEMICALS AND RENEWABLES**. It was chaired by Mr. Billy Okoye, Executive Director, Petroleum Products Monitoring Company (PPMC). He was supported on the panel by Ian Brown, Managing Director of Navgas Limited and Kallamu Abdullahi, Group General Manager, Renewable Energy Division of the NNPC.





OPTIMISING SHIP TO SHORE EFFICIENCY formed the focus of the seventh session chaired by Emeka Akabogu, Senior Partner, Akabogu & Associates. The panel comprised of Dr. Dakuku Peterside, Director General of the Nigerian Maritime Administration and Safety Agency (NIMASA); Engr. Greg Ogbeifun, President, Ship Owners Association of Nigeria; and Ms. Hadiza Bala-Usman, Managing Director, Nigerian Ports Authority, who was represented by Capt. Ebubeogu Ihenacho, Vice Admiral Ibok Ete Ibas, Chief of Naval Staff, Nigerian Navy, represented by Commodore Olu Bankole, Command Operations Officer, Nigerian Navy; and Mr. Hassan Bello, Executive Secretary, Nigerian Shippers' Council, represented by Faisal Muazu Mohammed. The session was sponsored by AKABOGU & ASSOCIATES - (BARRISTERS & SOLICITORS).







The eighth session titled SHACKLED OR FREE – GETTING PETROLEUM PRICING RIGHT- aimed to chart the best option for petroleum products pricing in Nigeria. It was chaired by Reginald Stanley, CEO Petrowest Energy & Chair, OTL Advisory Board. Discussants on the panel were Mr. Tunji Oyebanji, Managing Director of 11Plc. (formerly Mobil Oil Nigeria); Mr. Jean-Phillippe Torres, Managing Director, Total Nigeria Limited, who was represented by Goke Aluko, General Manager, Operations. Others included Umar Ajiya, Managing Director, Petroleum Products Marketing Company and Abdulkadir Saidu Umar, Executive Secretary, Petroleum Products Pricing & Regulatory Agency (PPPRA), who was represented by Mr. Olasupo Agbaje, General Manager, Corporate Affairs, PPPRA. The session was sponsored by 11 PLC (formerly Mobil Oil Nigeria).





The final session of the conference reviewed country experiences relating to downstream petroleum policy and regulation across Africa, Europe and Asia. It was titled **WELL-HEAD TO RETAIL: AFRICA'S OPPORTUNITIES FOR TOTAL OIL** and chaired by Mr. Adeyemi Adetunji, Managing Director of NNPC Retail Limited. He was joined on the panel by Alhassan Tampuli, Chief Executive, Ghana National Petroleum Authority (NPA); Mr. Senyo Hosi, CEO, Ghana Chamber of Bulk Oil Distributors; Kweku Agyemang Duah, CEO, Association of Oil Marketing Companies, Ghana and Mr Lulu Louis Mnguni, South African High Commissioner, represented by his Political Adviser, Ernest Kgopa. The session was sponsored by the NATIONAL PETROLEUM AUTHORITY (NPA) GHANA.







COMMUNIQUE

In line with tradition, the Chairman, Advisory Board, OTL Africa Downstream, Mr Reginald Stanley was on hand to bring the conference sessions to a close but not before the OTL prize draws were conducted- seeing the emergence of several lucky conference attendees as winners of various breath taking packages. The Chairman ceded the podium to Mrs Funke Agbor (SAN), who facilitated the communiqué session with accustomed ease.



NETWORKING SESSIONS



As expected, the OTL 2017 Downstream Week was a huge hive of networking opportunities. The event facilitated some of the most exhilarating and engaging networking sessions in the African Downstream oil and gas industry. The entire venue was charged with so much energy that could only be famed to the downstream oil and gas sector. The best of African culinary skills were on display at both the lunch and tea break sessions. Participants attest to this year-in-year-out.

































OPENING COCKTAIL – SARO - THE MUSICAL

OTL is well-acclaimed for hosting one of the most exclusive social events on Nigeria's downstream oil and gas industry calendar. OTL Africa Downstream raised the bar for its Opening Cocktail by treating participants to a pleasant theatre experience. The memories will linger for a long time as the OTL Africa train moved to Terra Kulture, the birth place of the world acclaimed theatre production, "Saro - The Musical", for a night of unadulterated excitement sponsored by INTEGRATED OIL AND GAS LIMITED. There was no shortage of entertainment in the posh and breezy precincts of Victoria Island, as the soiree was set in motion with plenty of wine, spritely music, friendly banter and an assortment of African delicacies. The evening sparked to life with an electrifying performance from the Saro cast, who drew resounding applause from the audience. As laughter rent the air, feet stamped and delegates shuffled in their seats in reaction to the unfolding spectacle, there was no doubt that it was a night to be remembered for a long time.

















OTL DOWNSTREAM INDUSTRY DINNER



The 11th edition of the OTL Africa Downstream Week culminated in a splendid Industry Dinner and recognition award ceremony, sponsored by the international downstream giants, Petrocam and Vitol, at the Grand Ball Room of the Lagos Oriental Hotel, Victoria Island, Lagos. The evening's convivial ambience allowed participants renew acquaintances, forge new alliances and reach out to prospects, in actualization of the ultimate goal of the OTL Pan-African initiative. The best of African comperes and saxophonists did a splendid job entertaining our guests. As usual, only the best wines, champagnes and intercontinental cuisines were suitable for delegates and guests. In all, the night was a befitting conclusion to the pre-eminent gathering of downstream operators on the African continent. Our appreciation go to Petrocam Trading (Pty) Limited and Vitol for their unparalleled support.











THE RED CARPET

The Red Carpet was a beehive of activities as our glowing participants took turns to strike poses for posterity. Having jettisoned the straitlaced demeanour that accompanied four days of intense strategizing, brainstorming and high level interactions, Nigeria's downstream glitterati turned out in style as paparazzi clicked away with glee.

















Nigeria -represented by Dr. Dakuku Peterside of the Nigerian Maritime Administration and Safety Agency and Ghana-represented by Senyo Hosi of Ghana Chamber of Bulk Oil Distributors, sparred for the gong of the night's best toast. The contest seemed evenly matched.





SPONSORSHIP

The opportunity came to thank the 2017 Sponsors for their role in facilitating growth, development and innovation in Africa's downstream oil and gas market. Our sincere thanks go to Petrocam Trading (PTY), Vitol, Rainoil Limited, Integrated Oil and Gas Limited, Glencore, BOVAS, Mocoh S.A., Emadeb Energy Services Limited, Mainland Oil and Gas Limited, Akabogu and Associates, Propel, Eterna Plc, A-Z Petroleum Products Limited, 11 Plc (Mobil Plc), Total Plc, Dozy Group, Argus Media, Dangote Group, Swift Oil, Fynefield Plc, Nigerian Shippers' Council, Q&Q Control Services Nigeria Limited, Nigerian Maritime Administration and Safety Agency (NIMASA). The OTL team and entire industry appreciate your sponsorship and collaboration, THANK YOU.















DRAWING THE CURTAINS

As the 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 2017 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, the entertaining opening reception, the exquisite dinner, the trendy OTL red carpet, the sheer energy of the sector and most of all, the alliances forged, deals closed, acquaintances made and the one more thing on every mind - the race against time to OTL Africa Downstream Week 2018.

WE thank PETROCAM TRADING (PTY) LIMITED and VITOL, and all our sponsors who made the event a REALITY.

See you @ **OTL 2018!**

YOU LIKE?

You could be part of the 12th edition of the

OTL Africa Downstream Week

by sponsorship, exhibition or delegate participation.

Contact the **OTL Secretariat**

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The Africa Downstream Week

The 12th Oil Trading & Logistics Expo



28 - 31 October, 2018
Lagos Oriental Hotel, Nigeria
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