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Association of Nigeria

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INDUSTRY DATA SHEET

Inside this Issue:

Editorial

Markets Watch

Industry Watch

11 PLC

11



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IMPORTANCE OF DATA & AUTOMATION IN THE DOWNSTREAM BUSINESS

By Chisom Nwosu

It is critical to understand the importance of data and automation in the petroleum downstream business.

In today's digital age, data is the new oil that needs to be mined, refined, analyzed, and presented for business insights.

With the proper implementation of data collection and automation, we can bridge the existing downstream information gaps such as data paucity, shortage of personnel, and data infrastructure.

Data collection is the first step in the process, and it is essential to understand what questions we are trying to answer and what trends we want to see. In the Nigerian downstream business, data collection sources may include equipment data, maintenance history, payment data, safety data, and more. Once data is collected, it needs to be refined and analyzed to ensure that it is cleaned up, analyzed and the right questions are answered. Finally, data presentation provides answers, more insights, and forecasting.

However, the importance of data and automation goes beyond just the processing of information. The objective of a downstream player is to differentiate the business from the competitors in the eyes of the customer. In a regulated industry, access to exclusive product formulas and pricing, versus customer experience, is essential. The rivers of customer experience are availability, accessibility, variety, and quality of

products and services at retail outlets, distributors & digital storefronts.

Data and automation play a critical role in achieving these objectives. Below are some key ways data and automation are important for a downstream business:

Supply Chain Management: It is crucial to track inventory levels, monitor logistics routes, and analyze customer demand (daily demand forecasts) to prevent stockouts. With automation, we can streamline these processes, and with the right data, we can make informed decisions.

Predictive Maintenance: By collecting data on the performance of equipment such as pipelines, tanks, and pumps, companies can identify potential issues before they become critical and take preventive measures. Automation can help identify trends and anomalies, leading to efficient maintenance.

Safety & Regulatory Compliance: Collecting data on various parameters such as composition, purity, density, and viscosity, allows us to monitor product quality and take corrective actions if necessary. Automation can flag issues, and data analytics can provide insights.

Quality Control: Collecting data on various parameters such as composition, purity, density, and viscosity, allows us to monitor product quality and take corrective actions if necessary. Automation can help ensure that quality control measures are consistently enforced.

Operational Excellence: By leveraging data, we can optimize processes and reduce inefficiencies. Automation can help eliminate manual errors, leading to increased operational excellence.

Demand Forecasting: Analyzed data from statistical models and machine learning algorithms can be used to identify patterns and trends, and to make inferences or predictions about future demand. This can lead to better planning and optimization of supply chain management.

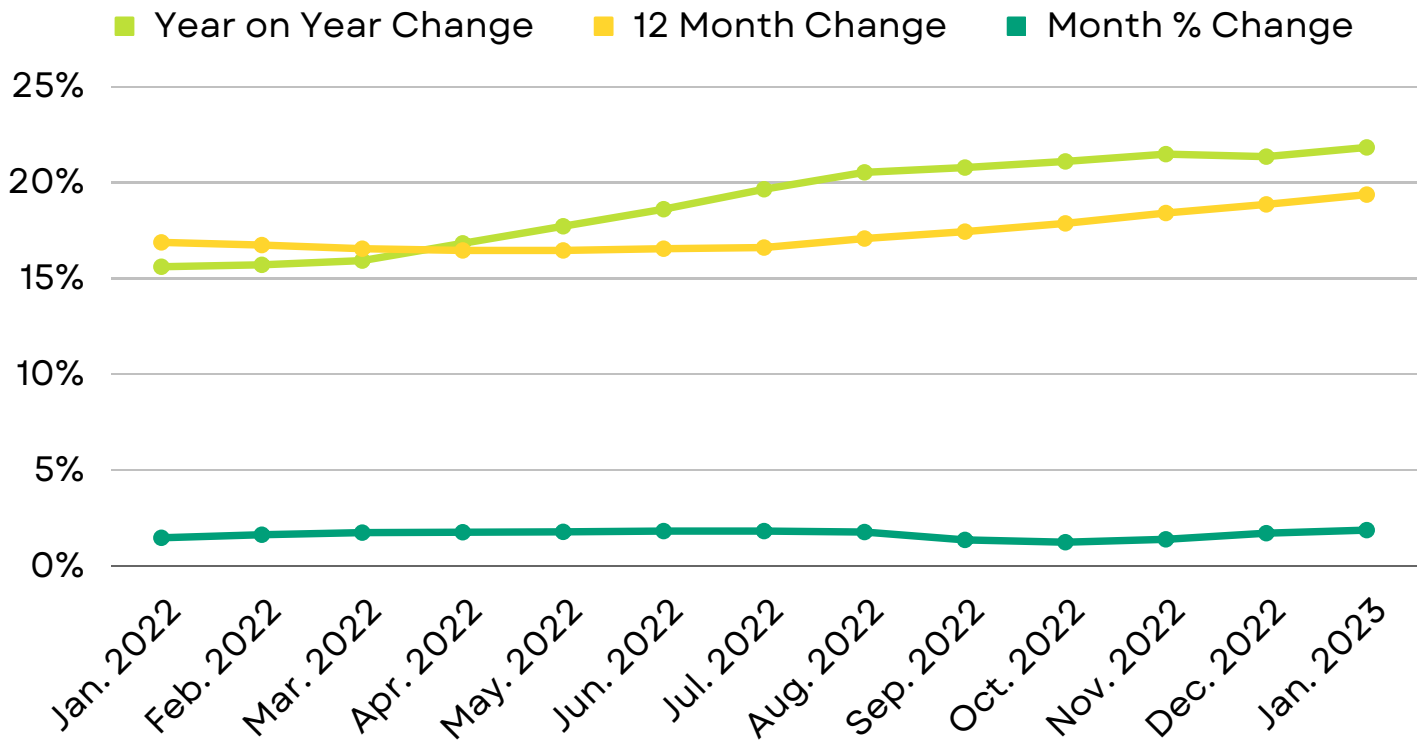
Price Reporting: Price is the mechanism by which marginal supply meets demand in a free market. Data analytics can provide insights into market trends, allowing for informed pricing decisions.

In conclusion, data and automation play a vital role in the downstream petroleum industry. With the right implementation, it can bridge information gaps, increase efficiency, optimize processes, and drive operational excellence. As a downstream professional, it is essential to understand the importance of data and automation and leverage them to stay competitive in a regulated industry.

MARKETS WATCH



INFLATION



Annual inflation has been rising steadily since the beginning of 2022. The annual inflation rate in Nigeria accelerated to 20.52% in August 2022 from 19.64% in the previous month, and above market expectations of 20.25%. This remains the highest since September 2005.



EQUITIES MARKET UPDATE

SECTOR	Mar. 10	Mar. 17	Weekly Change	WTD	MTD	QTD	YTD
NSE 30	1991.88	1960.78	-31.10	-1.56	-1.83%	6.42%	6.42%
Consumer Goods	693.67	701.37	7.70	1.11	4.16%	19.09%	19.09%
Oil & Gas	521.34	521.34	0.00	0.00	-7.79%	12.73%	12.73%
Banking	453.73	432.92	-20.81	-4.59	-7.25%	3.69%	3.69%
Industrial	2558.73	2551.91	-6.82	-0.27	1.36%	6.19%	6.19%
Insurance	180.04	175.63	-4.41	-2.45	-2.18%	0.73%	0.73%



MARKETS WATCH



FOREX RATES - INTERBANK I & E MARKET

NGN	Mar. 13	Mar. 14	Mar. 15	Mar. 16	Mar. 17
Minimum	460.00	460.00	460.00	460.00	460.00
Maximum	462.00	462.00	462.00	462.00	462.00
Interbank Official Closing (FX Rate (\$/N))	461.00	461.00	461.00	461.00	461.00

CLOSING USD / NGN FX RATES

INTERBANK (CLOSING IND)	Bid	Offer	Market Closing FX Rate (\$/NGN)
Mar. 13	460.00	462.00	460.00
Mar. 14	460.00	462.00	460.00
Mar. 15	460.00	462.00	460.00
Mar. 16	460.00	462.00	460.00
Mar. 17	460.00	462.00	460.00



CENTRAL BANK OF NIGERIA

FOREX RATES - PARALLEL MARKET

NGN	Mar. 13	Mar. 14	Mar. 15	Mar. 16	Mar. 17
USD					
GBP					
EURO					

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INDUSTRY WATCH

AVERAGE EX-DEPOT PRICES (NAIRA/LITRE)

13 - 15 MARCH 2023

13-MAR-23

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	N/A	240.75	238.63	216.40	222.75	205.25
AGO	693.75	716.00	N/A	681.20	683.60	683.20
DPK	715.00	N/A	N/A	720.00	708.00	720.00

14-MAR-23

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	212.67	240.75	239.25	219.00	224.25	207.25
AGO	693.75	716.00	N/A	677.20	679.00	678.80
DPK	715.00	N/A	N/A	720.00	707.00	720.00

15-MAR-23

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	225.50	255.00	236.67	221.20	223.63	207.25
AGO	690.00	711.67	710.00	676.40	678.00	680.80
DPK	720.00	N/A	N/A	720.00	706.00	718.00

INDUSTRY WATCH



AVERAGE WEEKLY PRICES



Available on the [Argus Publications App](#)

Combined Description	Gasoline Eurobob Delivered West Africa \$/t	Jet/Kerosine Delivered West Africa \$/t	Gasoil Diesel 1000ppm Delivered West Africa \$/t
Week 01 2023	792.58	985.69	895.38
Week 02 2023	817.31	1,016.40	928.35
Week 03 2023	874.63	1,088.50	974.55
Week 04 2023	908.37	1,117.70	984.15
Week 05 2023	857.95	997.70	874.65
Week 06 2023	851.03	933.70	841.65
Week 07 2023	873.30	941.10	865.05
Week 08 2023	843.61	896.65	824.00
Week 09 2023	840.50	920.65	856.05
Week 10 2023	847.54	885.45	838.00
Week 11 2023	795.46	843.10	808.55

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INDUSTRY WATCH

WEST AFRICAN PUMP PRICES

GlobalPetrolPrices.com



PMS			
Country	USD/Litre	Naira/Litre (CBN rate of 1USD = 460.00 NGN)	Naira/Litre (Blended rate of 1USD = 709.05 NGN)
Nigeria	0.56	256.68	395.65 (640.05 [^])
Cameroon	1.19	545.56	840.93
Benin	1.06	485.76	748.76
Sierra Leone	1.09	502.78	774.99
Togo	1.14	523.02	806.19
Burkina Faso	1.38	635.26	979.20
Ivory Coast	1.32	609.04	938.78
Ghana	1.19	546.02	841.64
Guinea	1.36	627.44	967.14
Mali	1.41	647.22	997.63
Senegal	1.61	739.68	1,140.15
Liberia	1.06	489.44	754.43

AGO			
Country	USD/Litre	Naira/Litre (CBN rate of 1USD = 460.00 NGN)	Naira/Litre (Blended rate of 1USD = 709.05 NGN)
Nigeria	1.17	537.74	828.82
Cameroon	1.17	538.20	829.59
Benin	1.14	523.02	806.19
Sierra Leone	1.09	502.78	774.99
Togo	1.26	579.14	892.69
Burkina Faso	1.10	504.62	777.83
Ivory Coast	1.06	489.44	754.43
Ghana	1.22	559.82	862.91
Guinea	1.36	627.44	967.14
Mali	1.40	645.84	995.51
Senegal	1.23	564.42	870.00
Liberia	1.16	533.60	822.50

Note:

- *The blended rate is the rate at which most private sector operators import products. This blended rate of 709.05 NGN per USD was calculated by MOMAN using the rate of 15% of the CBN rate (460.00 NGN per USD) + 85% of the parallel market rate (753.00 NGN per USD) advised by The NMDPRA.

PMS Pump Prices

- All USD per litre prices are sourced from Globalpetrolprices.com.
- Naira per litre price using CBN rate of 460.00 NGN per USD was calculated by MOMAN.
- Naira per litre price using the blended rate of 709.05 NGN per USD was calculated by MOMAN.
- ^Pump price, taking into consideration the PLATTS and FOREX adjustment: 640.05 NGN per litre.**

AGO Pump Prices

- All USD per litre prices sourced from Globalpetrolprices.com EXCEPT for Nigeria.
- Nigeria's USD per litre price was calculated by dividing the pump price of 828.82 NGN by the blended rate of 709.05 NGN per USD. This calculation was done by MOMAN.
- Naira per litre price using CBN rate of 460.00 NGN per USD was calculated by MOMAN.
- Naira per litre using the blended rate of 709.05 NGN per USD was calculated by MOMAN.