



Major Oil Marketers  
Association of Nigeria

# THE WEEKLY POST

Vol. 12 Issue 49 | 12 December 2023/ 12 décembre 2023

*Not for sale*

# INDUSTRY DATA SHEET

## *Inside this Issue:*

Automation Series

Markets Watch

Industry Watch

11 PLC



Conoil



# CHALLENGES FACED BY FUEL STATIONS: HOW MANUAL PROCESSES DRAIN YOUR PROFITS

Janelle Akahomen



# H

ello again, welcome back to our series on automation in the oil and gas industry. In this edition, we'll shed light on the challenges faced by fuel stations due

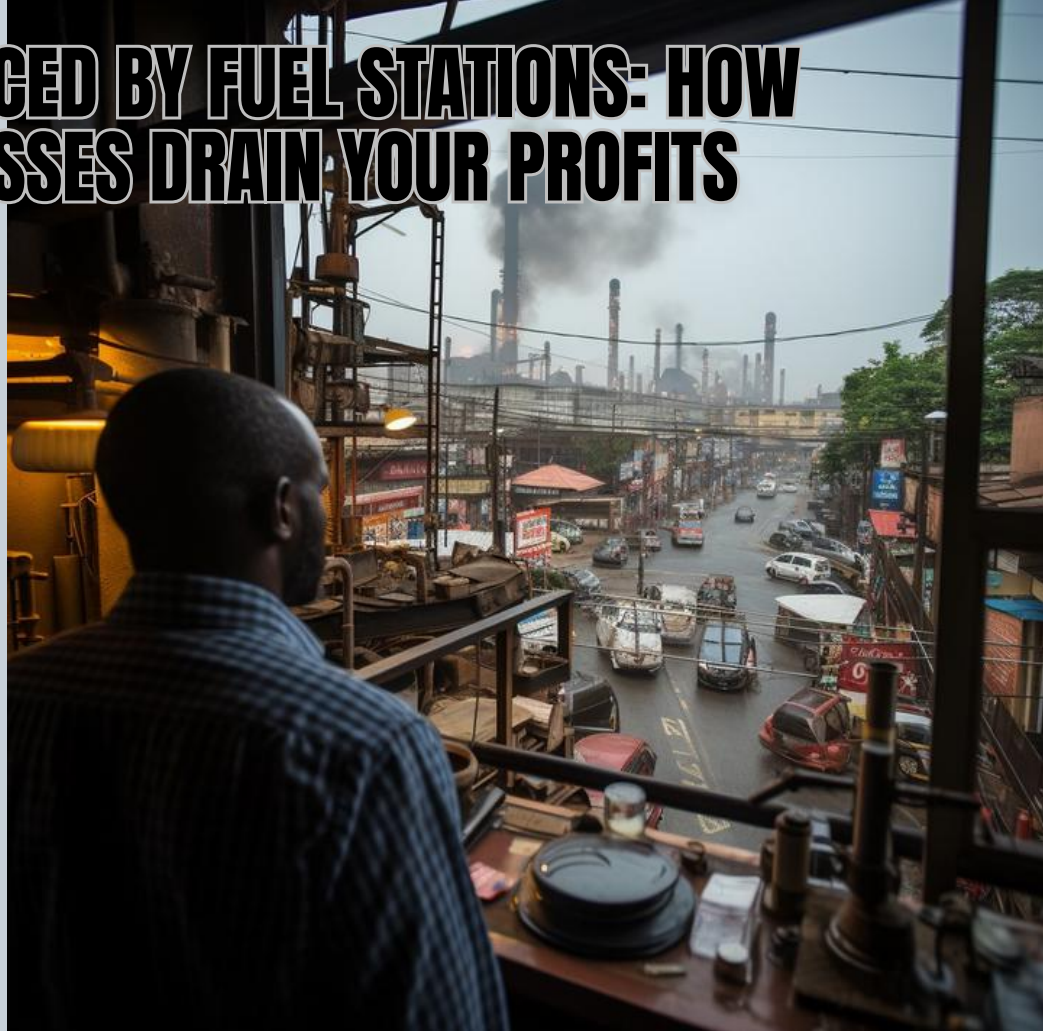
to their reliance on manual processes and how Epump's innovative solutions are addressing these challenges.

## The Pitfalls of Manual Processes: A Path to Lost Profits

Fuel stations, the heart of the oil and gas industry, have long relied on manual processes for fuel dispensing, sales tracking, inventory management, and customer service. While these traditional methods have served their purpose, they are increasingly proving to be a hindrance to operational efficiency, customer satisfaction, and profitability.

In today's fast-paced and competitive business environment, fuel stations can't afford to be bogged down by inefficient manual processes. These outdated methods have led to inaccuracies, delays, fuel pilferage and theft, suboptimal customer service, and missed opportunities, ultimately draining your profits.

The limitations of manual operations not only hinder productivity but also drain profits. Inefficiencies in fuel dispensing, errors in inventory management, and the inability to oversee operations remotely contribute to revenue losses and missed growth opportunities.



## Epump: Embracing Technology for Profitable Transformation

Epump recognizes the technological gaps posing challenges in the downstream oil and gas sector. Consequently, we've developed a comprehensive suite of technological solutions, backed by extensive research, to tackle these challenges. Our integrated devices and software solutions seamlessly merge with existing systems, revolutionizing fuel station operations, and ensuring a smooth and effortless process throughout the entire chain. Our technology delivers real-time sales monitoring, comprehensive inventory management, diverse payment options, and self-service functionalities, alongside providing station owners with invaluable data-driven customer insights.

In our next edition, we'll delve into the role of technology in fuel station operations, exploring how automation is transforming the industry and the future of fuel station management.

In the meantime, we invite you to follow us on social media platforms @EpumpAfrica (Facebook, Instagram, LinkedIn, YouTube and Twitter) to connect with us and get regular updates on Epump's innovations.

We are excited to be your guide on this automation journey. ■



Epump is a technology company that provides fuel station owners with the tools and technology to streamline operations, boost revenue, and deliver exceptional customer service.

[epump@fuelmetrics.com.ng](mailto:epump@fuelmetrics.com.ng)

+2348036096226

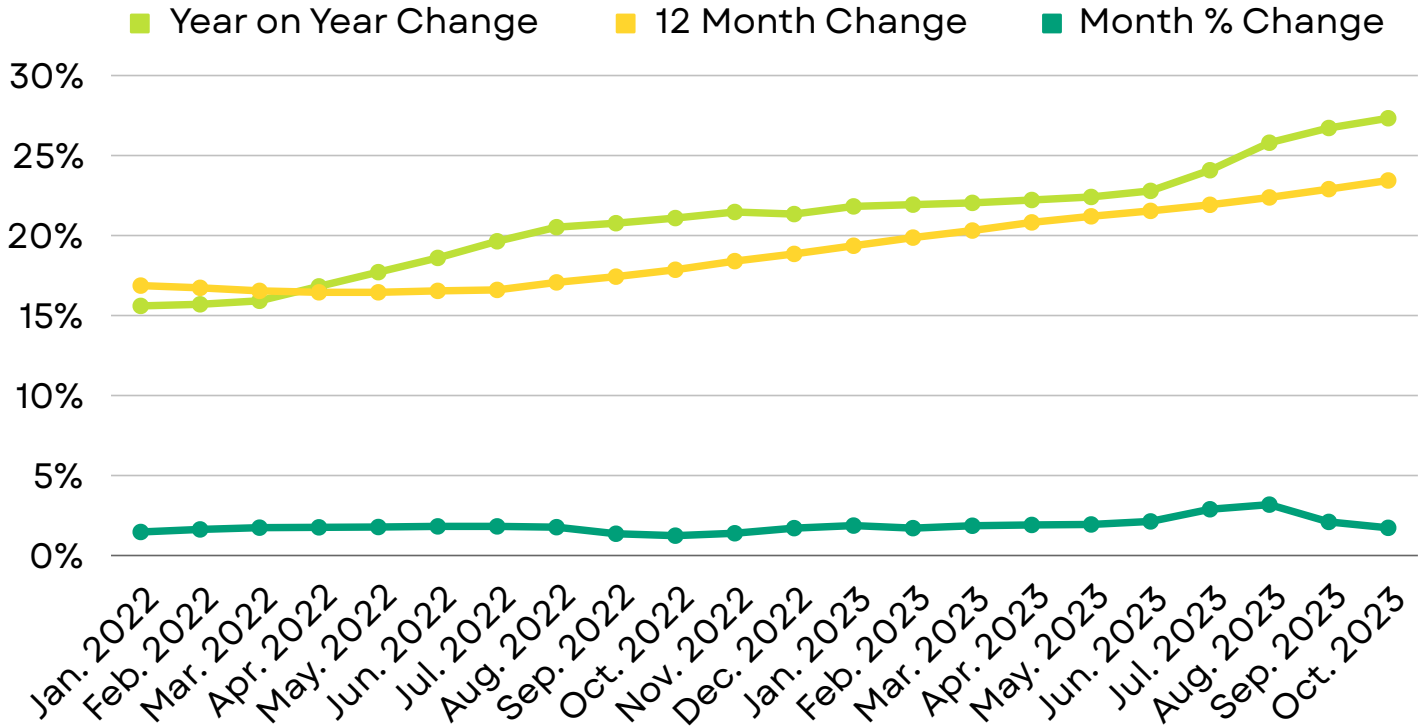
Disclaimer: The views and opinions expressed in this article are solely those of the author.

AUTOMATION SERIES

# MARKETS WATCH



## INFLATION



## EQUITIES MARKET UPDATE

SECTOR	Dec. 1	Dec. 8	Weekly Change	WTD	MTD	QTD	YTD
NSE 30	2625.00	2630.72	5.72	0.00	0.20%	7.72%	42.78%
Consumer Goods	1141.08	1143.45	2.37	0.00	0.13%	0.98%	94.16%
Oil & Gas	1047.17	1041.14	-6.03	-0.01	-0.53%	13.91%	125.12%
Banking	756.57	802.54	45.97	0.06	7.28%	20.46%	92.23%
Industrial	2780.76	2696.59	-84.17	-0.03	-3.08%	1.27%	12.21%
Insurance	299.45	295.15	-4.30	-0.01	-2.52%	4.29%	69.28%



# MARKETS WATCH



## FOREX RATES - INTERBANK I & E MARKET

NGN	Dec. 5	Dec. 6	Dec. 7	Dec. 8	Dec. 11
Minimum	798.50	798.50	773.00	795.00	795.00
Maximum	1,090.00	950.00	941.00	1,185.00	1,185.00
Interbank Official Closing (FX Rate (\$/N))	891.98	849.86	860.07	867.49	945.14



CENTRAL BANK OF NIGERIA



## FOREX RATES - PARALLEL MARKET

NGN	Dec. 4	Dec. 5	Dec. 6	Dec. 7	Dec. 8
USD					
GBP					
EURO					

abokiFX

# INDUSTRY WATCH

## AVERAGE EX-DEPOT PRICES (NAIRA/LITRE)

29-NOV-23

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	624.50	630.00	625.00	610.00	607.50	609.25
AGO	987.00	1,050.00	980.00	976.00	970.00	971.00
DPK	N/A	N/A	N/A	915.00	915.00	915.00

30-NOV-23

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	624.00	629.33	623.00	610.00	607.50	609.25
AGO	990.00	1,040.00	990.00	977.00	970.00	973.00
DPK	N/A	N/A	N/A	915.00	915.00	915.00

5-DEC-23

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	N/A	629.17	620.00	610.80	610.00	609.50
AGO	983.00	990.00	980.00	957.00	954.00	960.00
DPK	N/A	N/A	N/A	943.33	950.00	930.00

6-DEC-23

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	616.00	629.17	618.75	612.20	609.50	611.50
AGO	982.00	990.00	977.00	952.00	949.00	965.00
DPK	N/A	N/A	N/A	1,000.00	1,000.00	1,000.00

# 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 42 2023	847.61	1,027.65	941.10
Week 43 2023	846.27	995.40	914.05
Week 44 2023	853.83	990.75	916.85
Week 45 2023	840.37	960.25	869.75
Week 46 2023	816.32	955.90	851.45
Week 47 2023	803.86	954.50	857.95
Week 48 2023	804.33	930.30	842.40
Week 49 2023	759.34	867.85	803.25

Argus is an independent media organisation with 1,200 staff. It is headquartered in London and has 28 offices in the world's principal commodity trading and production centres. Argus produces price assessments and analysis of international energy and other commodity markets and offers bespoke consulting services and industry-leading conferences. Companies in 140 countries around the world use Argus data to index physical trade and as benchmarks in financial derivative markets as well as for analysis and planning purposes. Argus was founded in 1970 and is a privately held UK-registered company. It is owned by employee shareholders, global growth equity firm General Atlantic and Hg, the specialist software and technology services investor.



© 2023 Argus Media group. All rights reserved.

# INDUSTRY WATCH

## WEST AFRICAN PUMP PRICES

GlobalPetrolPrices.com



PMS		
Country	USD/Litre	Naira/Litre Exchange rate of 1USD = 1,224 NGN)
Nigeria	0.48	590.00
Cameroon	1.20	1,471.25
Benin	1.12	1,367.21
Sierra Leone	1.52	1,865.38
Togo	1.15	1,406.38
Burkina Faso	1.40	1,708.70
Ivory Coast	1.44	1,758.89
Ghana	1.08	1,320.70
Guinea	1.40	1,707.48
Mali	1.42	1,740.53
Senegal	1.63	1,990.22
Liberia	1.02	1,252.15

AGO		
Country	USD/Litre	Naira/Litre (Exchange rate of 1USD = 1,224 NGN)
Nigeria	0.84	1,030.00
Cameroon	1.19	1,450.44
Benin	1.15	1,406.38
Sierra Leone	1.52	1,865.38
Togo	1.37	1,675.66
Burkina Faso	1.11	1,356.19
Ivory Coast	1.17	1,436.98
Ghana	1.15	1,408.82
Guinea	1.40	1,707.48
Mali	1.42	1,736.86
Senegal	1.24	1,517.76
Liberia	1.19	1,460.23

### Note:

#### PMS Pump Prices

- All USD per litre prices are sourced from Globalpetrolprices.com EXCEPT for Nigeria.
- Naira per litre price for ALL was calculated by MOMAN using exchange rate 1 USD = 1,224NGN.

#### AGO Pump Prices

- All USD per litre prices are sourced from Globalpetrolprices.com EXCEPT for Nigeria.
- Naira per litre price for ALL was calculated by MOMAN using exchange rate 1 USD = 1,224NGN.