



Major Oil Marketers  
Association of Nigeria

# THE WEEKLY POST

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*Not for sale*

# INDUSTRY DATA SHEET

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# WHY STATION OWNERS NEED AUTOMATION SOLUTIONS NOW: DITCH THE GREASE, EMBRACE THE GROWTH.

Janelle Akahomen  
Epump

# W

elcome back to our newsletter, where we unravel the profound impact of automation in the oil and gas industry. Today, we explore why embracing technology is .

no longer a luxury, but a necessity for station owners who want to thrive In today's highly competitive landscape, the need for automation solutions in fuel station management cannot be overstated.

From enhancing operational efficiency to ensuring seamless customer service, the advantages are unequivocal.

Manual processes often lead to:

- Inaccurate sales data: Misreadings and human error create a blurry picture of your profits, hindering informed decisions.
- Fuel pilferage: Lack of real-time monitoring leaves your precious fuel vulnerable to costly losses.
- Inventory headaches: Manual stocktaking is prone to discrepancies, leading to overstocking, understocking, and lost profits.
- Slow service, unhappy customers: Long queues and limited payment options translate to frustrated customers and missed revenue opportunities.



At Epump, we recognize these pivotal shifts and have engineered our technology to empower fuel station owners like you. Epump's pioneering technology has revolutionized fuel station operations across the country, propelling stations to achieve better operational standards and bolster profits. Through innovative solutions such as EpumpGo, ATG, and Epump Prime, we've enabled stations to monitor sales, manage inventory, and enhance customer service like never before. Station owners across the country can testify to this as they have seen their businesses transform with Epump.

In our next newsletter, we'll delve into the story of Epump itself, unveiling some fascinating facts about how we got here and where we're heading.

Follow us on social media (Facebook, Twitter, LinkedIn- @epumpafrica) to connect with us. We're just a click away if you have any questions or want to discuss your specific needs.



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.

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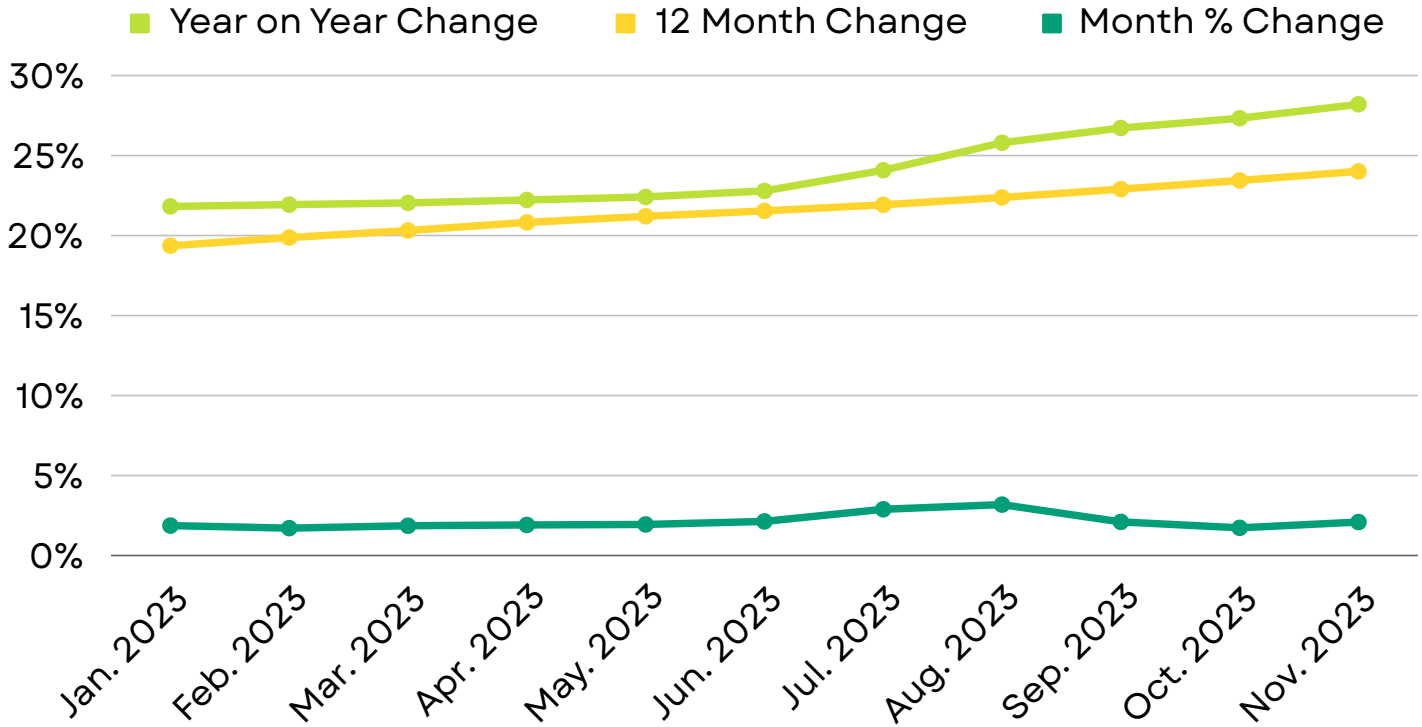
Disclaimer: The views and opinions expressed in this article are solely those of the author.

AUTOMATION SERIES

# MARKETS WATCH



## INFLATION



## EQUITIES MARKET UPDATE

| SECTOR         | Dec. 22 | Dec. 29 | Weekly Change | WTD   | MTD    | QTD    | YTD     |
|----------------|---------|---------|---------------|-------|--------|--------|---------|
| NSE 30         | 2762.37 | 2790.28 | 27.91         | 0.01  | 6.28%  | 14.26% | 51.44%  |
| Consumer Goods | 1137.87 | 1121.29 | -16.58        | -0.01 | -1.81% | -0.98% | 90.39%  |
| Oil & Gas      | 1039.25 | 1043.06 | 3.81          | 0.00  | -0.34% | 14.12% | 125.54% |
| Banking        | 887.60  | 897.20  | 9.60          | 0.01  | 19.94% | 34.67% | 114.90% |
| Industrial     | 2712.09 | 2712.27 | 0.18          | 0.00  | -2.52% | 1.86%  | 12.86%  |
| Insurance      | 297.31  | 321.66  | 24.35         | 0.08  | 6.24%  | 13.66% | 84.48%  |



# MARKETS WATCH



## FOREX RATES - INTERBANK I & E MARKET

| NGN   | Dec. 26 | Dec. 27 | Dec. 28  | Dec. 29 | Jan. 2 |
|---|---------|---------|----------|---------|--------|
| Minimum                                     |         | 845.00  | 845.00   | 849.00  | 845.00 |
| Maximum                                     |         | 951.00  | 910.00   | 980.50  | 902.00 |
| Interbank Official Closing (FX Rate (\$/N)) |         | 903.15  | 1,034.78 | 951.79  | 907.80 |



CENTRAL BANK OF NIGERIA



## FOREX RATES - PARALLEL MARKET

| NGN  | Dec. 25 | Dec. 26 | Dec. 27 | Dec. 28 | Dec. 29 |
|------|---------|---------|---------|---------|---------|
| USD  |         |         |         |         |         |
| GBP  |         |         |         |         |         |
| EURO |         |         |         |         |         |

abokiFX

# INDUSTRY WATCH

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

**20-DEC-23**

| Product | Warri/Oghara Hub | Calabar Hub | PHC Hub | Satellite Hub | Ibafon/Tincan Hub | Apapa Hub |
|---------|------------------|-------------|---------|---------------|-------------------|-----------|
| PMS     | 698.75           | 623.00      | 608.67  | 619.60        | 619.25            | 619.50    |
| AGO     | 959.00           | N/A         | 967.00  | 952.00        | 948.00            | 967.00    |
| DPK     | N/A              | N/A         | N/A     | 980.00        | 980.00            | 880.00    |

**21-DEC-23**

| Product | Warri/Oghara Hub | Calabar Hub | PHC Hub | Satellite Hub | Ibafon/Tincan Hub | Apapa Hub |
|---------|------------------|-------------|---------|---------------|-------------------|-----------|
| PMS     | 727.67           | 623.00      | 612.00  | 619.80        | 620.00            | 619.75    |
| AGO     | 958.00           | N/A         | 967.00  | 950.00        | 944.00            | 967.00    |
| DPK     | N/A              | N/A         | N/A     | 980.00        | 980.00            | 880.00    |

**2-JAN-23**

| Product | Warri/Oghara Hub | Calabar Hub | PHC Hub | Satellite Hub | Ibafon/Tincan Hub | Apapa Hub |
|---------|------------------|-------------|---------|---------------|-------------------|-----------|
| PMS     | 622.00           | 617.00      | 615.00  | 618.50        | 617.00            | 617.00    |
| AGO     | 950.00           | N/A         | N/A     | 945.00        | 941.00            | 962.00    |
| DPK     | N/A              | N/A         | N/A     | 980.00        | 980.00            | 980.00    |

**3-JAN-23**

| Product | Warri/Oghara Hub | Calabar Hub | PHC Hub | Satellite Hub | Ibafon/Tincan Hub | Apapa Hub |
|---------|------------------|-------------|---------|---------------|-------------------|-----------|
| PMS     | 622.00           | 617.67      | 615.50  | 618.80        | 616.75            | 617.00    |
| AGO     | 950.00           | N/A         | N/A     | 945.00        | 943.00            | 962.00    |
| DPK     | N/A              | N/A         | N/A     | 980.00        | 980.00            | 980.00    |

# 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 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   |
| Week 50 2023         | 756.06                                      | 863.45                                  | 792.65   |
| Week 51 2023         | 779.85                                      | 923.40                                  | 827.60   |
| Week 52 2023         | 770.27                                      | 886.08                                  | 796.83   |
| Week 01 2024         | 756.27                                      | 869.50                                  | 781.50   |

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# INDUSTRY WATCH

## WEST AFRICAN PUMP PRICES

GlobalPetrolPrices.com



| PMS          |           |  |
|--------------|-----------|--|
| Country      | USD/Litre | Naira/Litre<br>Exchange rate of<br>1USD = 1,229 NGN) |
| Nigeria      | 0.48      | 590.00   |
| Cameroon     | 1.23      | 1,510.44   |
| Benin        | 1.15      | 1,407.21   |
| Sierra Leone | 1.52      | 1,873.00   |
| Togo         | 1.18      | 1,448.99   |
| Burkina Faso | 1.43      | 1,758.70   |
| Ivory Coast  | 1.47      | 1,810.32   |
| Ghana        | 1.03      | 1,269.56   |
| Guinea       | 1.39      | 1,710.77   |
| Mali         | 1.46      | 1,791.88   |
| Senegal      | 1.67      | 2,048.74   |
| Liberia      | 1.02      | 1,254.81   |

| AGO          |           |   |
|--------------|-----------|---|
| Country      | USD/Litre | Naira/Litre<br>(Exchange rate of<br>1USD = 1,229 NGN) |
| Nigeria      | 0.85      | 1,050.00  |
| Cameroon     | 1.21      | 1,489.55  |
| Benin        | 1.18      | 1,448.99  |
| Sierra Leone | 1.52      | 1,873.00  |
| Togo         | 1.43      | 1,758.70  |
| Burkina Faso | 1.14      | 1,397.37  |
| Ivory Coast  | 1.20      | 1,479.72  |
| Ghana        | 1.08      | 1,331.01  |
| Guinea       | 1.39      | 1,710.77  |
| Mali         | 1.46      | 1,788.20  |
| Senegal      | 1.27      | 1,562.06  |
| Liberia      | 1.19      | 1,462.51  |

### 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 = 1,229NGN.

#### 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 = 1,229NGN.