



Major Oil Marketers
Association of Nigeria

THE WEEKLY POST

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INDUSTRY DATA SHEET

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INVENTORY ENIGMA: HOW AUTOMATION SOLVES THE FUEL STOCK MYSTERY.

Janelle Akahomen



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elcome back to another insightful edition of our newsletter series! We appreciate the positive responses we've received so far and are thrilled to have you on this journey of understanding how automation is transforming the oil and gas industry.

As a fuel station owner, do you ever feel like your tanks hold secrets? Numbers don't add up, deliveries vanish, and profits dip mysteriously. You're not alone. This fuel stock puzzle plagues even the best of us.

Fuel stock management has long been a challenge for fuel station owners, plagued by inaccuracies, discrepancies, and the constant fear of stockouts or wastage. This is where Epump's automation steps in as your steadfast ally.

Remember our last newsletter? We showed you how Epump's tech boosts your business. Now, let's tackle that inventory enigma.

Imagine a scenario where your inventory is seamlessly tracked in real-time, allowing you to:

- Monitor stock levels effortlessly.
- Receive automated alerts for low stock or potential discrepancies.
- Conduct precise and timely restocking.
- Eliminate the risks of stockouts and overstocking.



Automation isn't a luxury, it's a necessity. It is a necessity for sustaining and growing your business. With Epump's innovative solutions, you gain unparalleled visibility into your inventory, ensuring precision, minimizing losses, and maximizing profits.

Stay tuned for our next series, where we'll introduce you to the powerhouse behind our automation – the Epump device suite. Discover how these devices seamlessly integrate to provide a comprehensive solution tailored to your success.

Remember to follow us on our social platforms (@epumpafrica) for regular updates and insights. We're always here to answer your questions and help you solve your fuel stock mystery.

Don't let your profits evaporate. Automate with Epump today!
Thank you for being an integral part of the Epump community. ■



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
+2348036096226

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

AUTOMATION SERIES

POWERING AFRICA'S MANUFACTURING FUTURE REQUIRES THE USE OF NATURAL GAS

Omono Okonkwo,
Energy Communications

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October 2023 data released by McKinsey Insights underscores a significant trajectory for Africa: a projected doubling of its population by 2050, with a staggering threefold increase expected in its urban population.

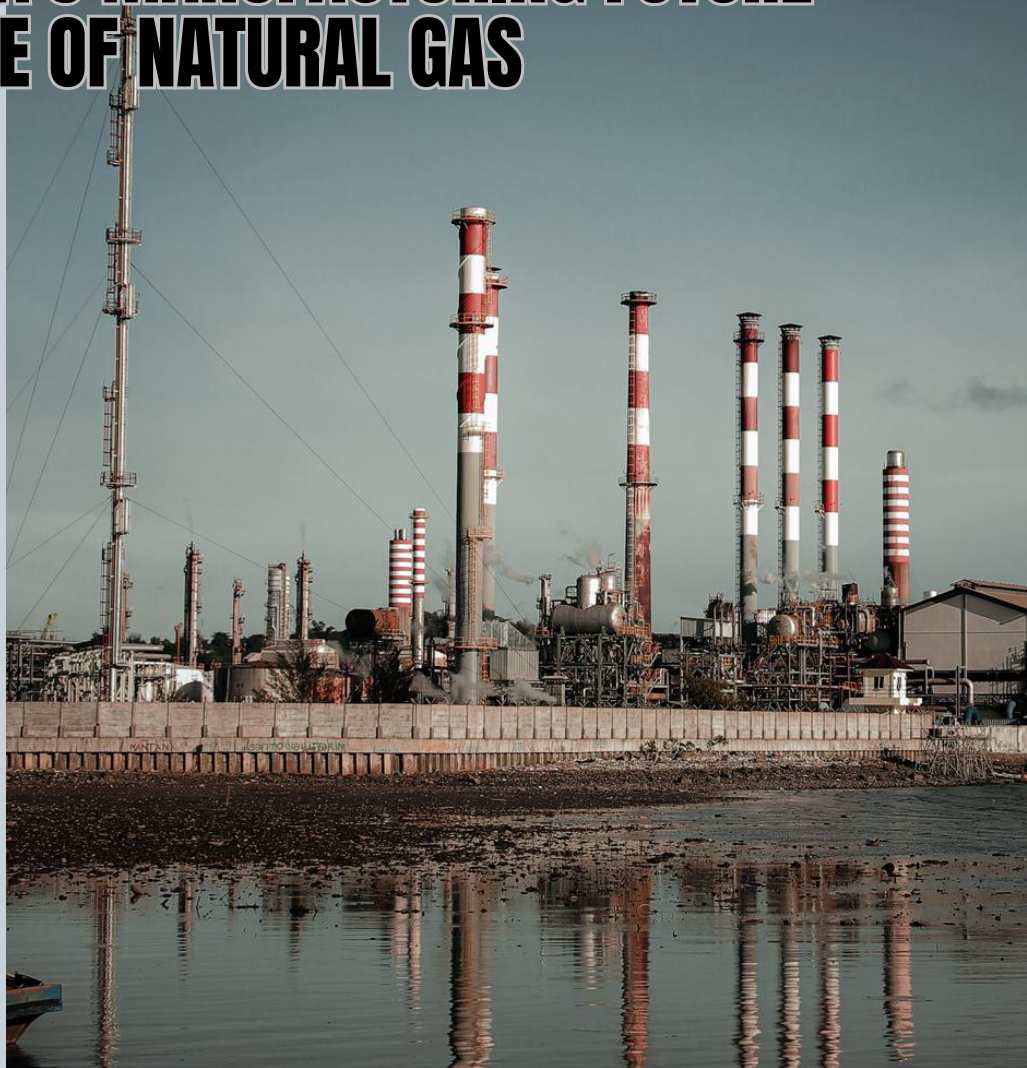
This demographic shift necessitates a robust job creation initiative within the African economy, especially catering to this youthful demographic. The pivotal solution appears to lie within the manufacturing sector.

Should this sector be strategically developed with resilience, it holds the potential to emerge as a key catalyst, enabling Africa to fully leverage its capabilities within the global economy. The emphasis on cultivating a competitive manufacturing industry in Africa could pave the way for substantial job opportunities and economic expansion.

As of Q3/2023, Africa only represents 2% of the total global manufacturing output, with a mere 0.6% of manufactured goods' imports sourced from Africa.

A resilient manufacturing sector stands poised to become a cornerstone, effectively meeting the needs of the burgeoning population while significantly contributing to Africa's economic advancement on the global platform. However, Africa grapples with longstanding challenges in productivity across all sectors—services, agriculture, resources, and notably, manufacturing.

Comparative analysis indicates that Africa contends with either the lowest or second-lowest productivity rates compared to any other region worldwide. This productivity challenge derives from various factors, with one significant hurdle being the prevailing energy deficit across the continent.



The continent's inability to industrialize or establish a robust manufacturing base similar to developed nations is primarily rooted in the widespread lack of access to energy. Diverse scenarios exist, from recurrent power outages in South Africa to heavy reliance on generators in Nigeria, yet the fundamental challenge remains pervasive.

COVID-19 reversed electricity access progress in SSA

The International Energy Agency (IEA) highlighted a concerning trend: despite initial efforts to extend electricity access in sub-Saharan Africa (SSA), subsequent years have witnessed a reversal. The combined impact of the COVID-19 pandemic and energy crises has seen the number of individuals without electricity surge, nearly returning to historical highs, escalating from 580 million in 2019 to 600 million in 2022.

Currently, fewer than one-fifth of African countries have committed to achieving universal electricity access by 2030. Additionally, another 45% of nations on the continent have set access targets, albeit less ambitious than those outlined in Sustainable Development Goal 7 (SDG 7).

Projections from the IEA underscore the enormity of this challenge: by 2030, an estimated 660 million individuals are expected to lack access to electricity, with approximately 85% of this population, roughly 560 million people, residing in sub-Saharan Africa. Addressing this imperative calls for substantial efforts, particularly in countries such as the Democratic Republic of Congo, Madagascar, Malawi, Niger, Nigeria, Sudan, Tanzania, and Uganda, collectively accounting for nearly half of the global population projected to lack electricity access by 2030.

Moreover, the manufacturing sector in Africa faces continual hurdles due to escalating fuel and electricity costs. Manufacturing companies across West and East Africa heavily rely on backup power systems, primarily diesel-powered generators, as their primary energy source.

This dependence on expensive electricity impairs the competitiveness of African manufacturing firms against counterparts in Asia and developed nations in terms of production costs. Remarkably, as of Q3/2023, Africa only represents 2% of the total global manufacturing output, with a mere 0.6% of manufactured goods' imports sourced from Africa.

Solar and wind alone cannot meet manufacturing needs in Africa. Electrification is pivotal for Africa's industrialization, and the source of this electrification must surpass reliance on renewable energy sources. As emphasized by the [African Energy Chamber](#), leveraging natural gas in Africa for electricity, industry, and domestic use remains paramount.

Natural gas represents a stable power source essential for processing local raw materials, and bolstering industries such as steel, cement, and paper production. Additionally, natural gas plays a pivotal role in enhancing agricultural output by facilitating the production of fertilizers.

While renewables like solar and wind alone may not comprehensively meet these needs, Africa's abundant natural gas reserves offer a low-carbon alternative to conventional fossil fuels. Combining natural gas with renewables could substantially increase renewable energy utilization.

Furthermore, natural gas serves as a stabilizing factor for power grids when paired with intermittent sources like wind and solar, forming a crucial part of a just transition toward sustainable energy.



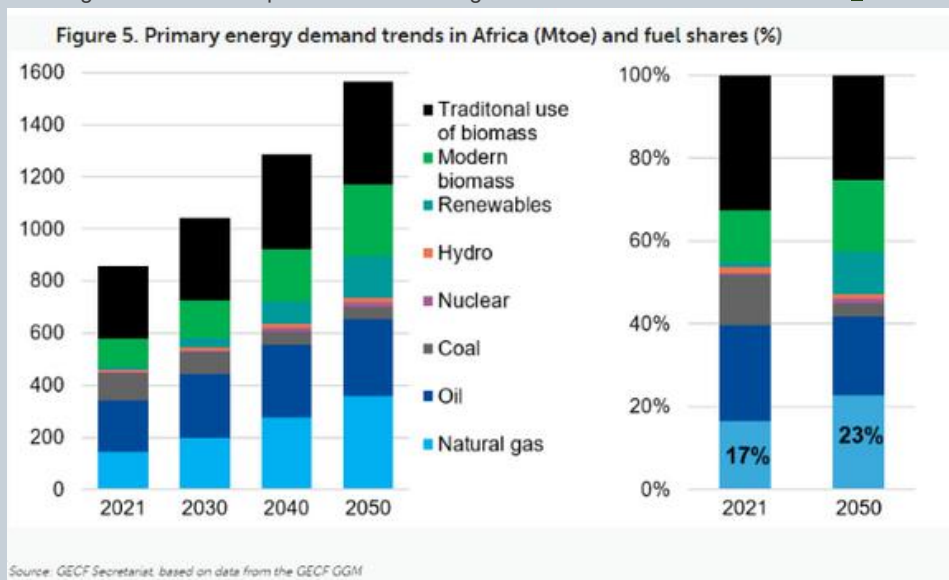
The issue of carbon emissions in Africa

Notably, Africa's concerns regarding its global emissions contributions should be tempered by statistics from the IEA. Despite being home to one-fifth of the world's population, the continent contributes a mere 3% to global greenhouse gas emissions. Impressively, 48 sub-Saharan African countries (excluding South Africa) collectively produce only 0.55% of global emissions, with many already achieving net-zero emissions status.

Even in the hypothetical scenario of a 50% increase in natural gas utilization by 2050—adding 90 billion cubic meters annually—the continent's overall contribution to global carbon emissions would only marginally rise to 3.5%. This underlines Africa's relatively minimal impact on global emissions and suggests that responsible and controlled utilization of natural gas could play a pivotal role in its developmental trajectory without significantly exacerbating global environmental concerns.

Going forward

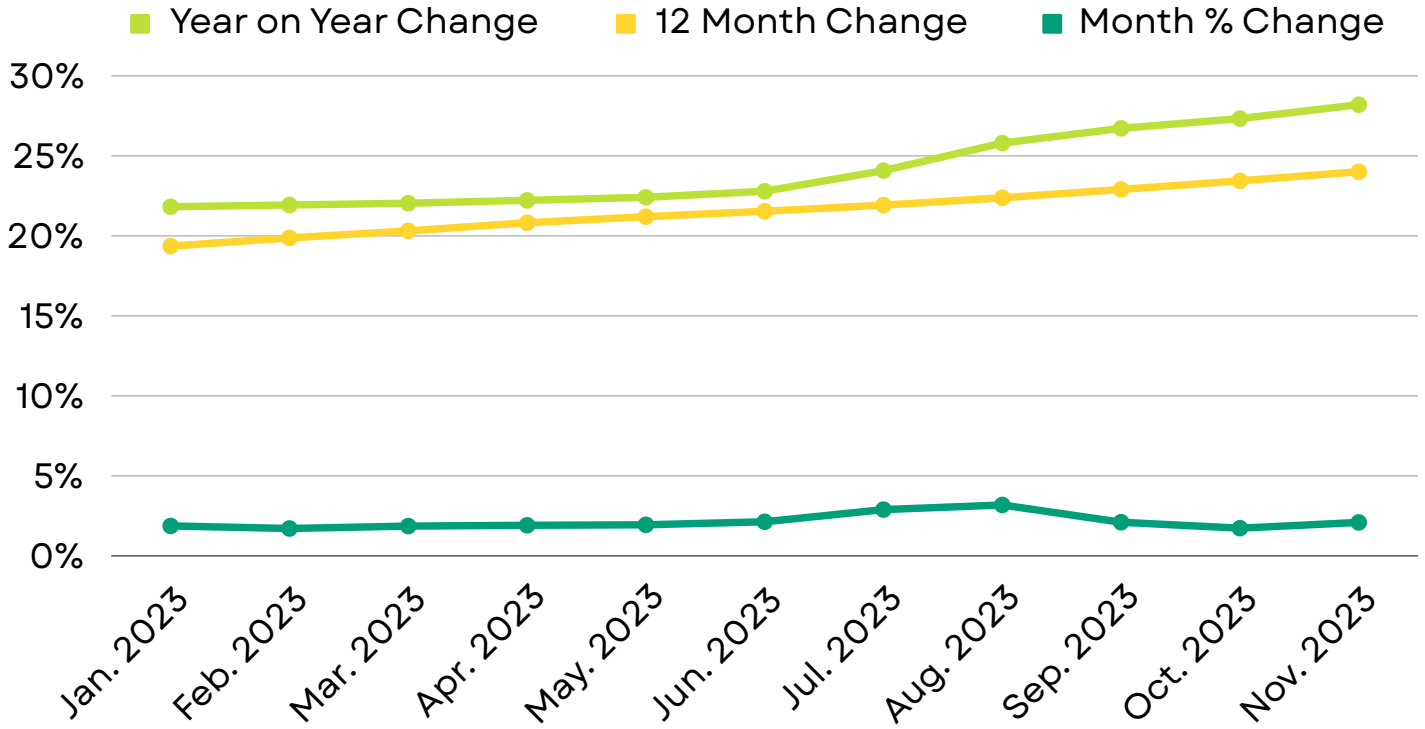
According to the Gas Exporting Countries Forum (GECF), natural gas will be responsible for around 30% of Africa's total energy demand increase – the most significant gain of any fuel. Natural gas endowment confirmed by a series of significant discoveries fits well with Africa's push for industrial and social development. Africa will enjoy an LNG export expansion while resulting revenues will help to drive economic growth and structural transformation. ■



MARKETS WATCH



INFLATION



EQUITIES MARKET UPDATE

SECTOR	Jan. 5	Jan. 12	Weekly Change	WTD	MTD	QTD	YTD
NSE 30	2982.36	3110.12	127.76	0.04	11.46%	11.46%	11.46%
Consumer Goods	1170.64	1283.03	112.39	0.10	14.42%	14.42%	14.42%
Oil & Gas	1074.37	1057.02	-17.35	-0.02	1.34%	1.34%	1.34%
Banking	989.53	1040.02	50.49	0.05	15.92%	15.92%	15.92%
Industrial	2809.49	2944.24	134.75	0.05	8.55%	8.55%	8.55%
Insurance	366.96	394.96	28.00	0.08	22.79%	22.79%	22.79%



MARKETS WATCH



FOREX RATES - INTERBANK I & E MARKET

NGN	Jan. 9	Jan. 10	Jan. 11	Jan. 12	Jan. 15
Minimum	800.00	845.00	791.00	745.00	845.00
Maximum	1,250.00	1,270.00	1,092.50	900.00	850.00
Interbank Official Closing (FX Rate (\$/N))	927.39	953.80	974.03	909.40	878.86



CENTRAL BANK OF NIGERIA



FOREX RATES - PARALLEL MARKET

NGN	Jan. 8	Jan. 9	Jan. 10	Jan. 11	Jan. 12
USD					
GBP					
EURO					

abokiFX

INDUSTRY WATCH

AVERAGE EX-DEPOT PRICES (NAIRA/LITRE)

8-JAN-24

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	625.00	616.90	619.00	619.80	617.13	618.00
AGO	945.00	N/A	960.00	956.00	950.00	958.00
DPK	N/A	N/A	N/A	973.33	970.00	970.00

9-JAN-24

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	625.00	616.90	620.50	619.00	617.25	618.00
AGO	946.00	N/A	960.00	949.00	944.00	948.00
DPK	N/A	N/A	N/A	979.00	979.00	979.00

10-JAN-24

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	N/A	626.00	622.00	619.00	617.50	617.75
AGO	951.00	N/A	960.00	957.00	941.00	947.00
DPK	N/A	N/A	N/A	960.00	960.00	960.00

12-JAN-24

Product	Warri/Oghara Hub	Calabar Hub	PHC Hub	Satellite Hub	Ibafon/Tincan Hub	Apapa Hub
PMS	N/A	624.80	630.00	618.00	616.50	617.25
AGO	951.00	N/A	960.00	980.00	975.00	962.00
DPK	N/A	N/A	N/A	950.00	950.00	950.00

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 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
Week 02 2024	766.13	723.96	857.00
Week 03 2024	793.00		882.50

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.



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INDUSTRY WATCH

WEST AFRICAN PUMP PRICES

GlobalPetrolPrices.com



PMS		
Country	USD/Litre	Naira/Litre Exchange rate of 1USD = 1,324 NGN)
Nigeria	0.45	599.00
Cameroon	1.21	1,604.69
Benin	1.14	1,508.04
Sierra Leone	1.52	2,017.78
Togo	1.17	1,553.05
Burkina Faso	1.42	1,885.38
Ivory Coast	1.47	1,940.98
Ghana	1.04	1,372.99
Guinea	1.40	1,856.25
Mali	1.45	1,921.12
Senegal	1.66	2,195.19
Liberia	1.02	1,347.83

AGO		
Country	USD/Litre	Naira/Litre (Exchange rate of 1USD = 1,324 NGN)
Nigeria	0.79	1,050.00
Cameroon	1.20	1,582.18
Benin	1.19	1,571.59
Sierra Leone	1.52	2,017.78
Togo	1.42	1,885.38
Burkina Faso	1.13	1,497.44
Ivory Coast	1.20	1,586.15
Ghana	1.09	1,439.19
Guinea	1.40	1,856.25
Mali	1.45	1,915.83
Senegal	1.27	1,674.86
Liberia	1.19	1,571.59

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 = 1,324NGN.

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 = 1,324NGN.