



Major Energies Marketers
Association of Nigeria

MAJOR ENERGIES MARKETERS ASSOCIATION OF NIGERIA

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UNDERSTANDING EX-LOMÉ



Definition

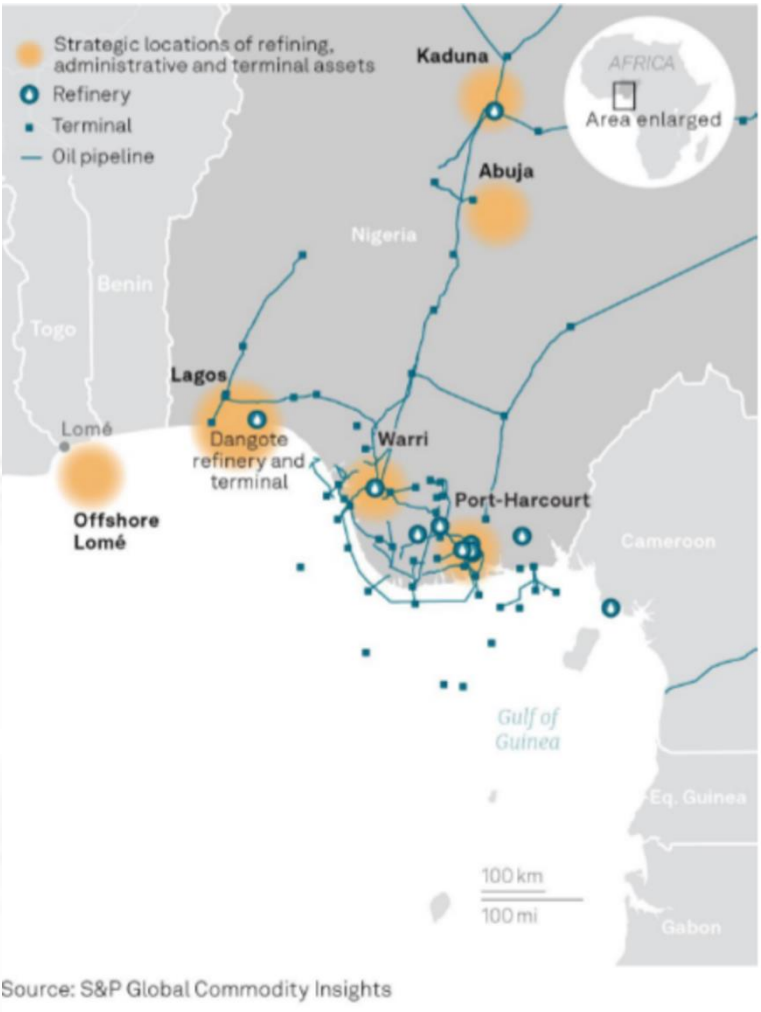
“Ex-Lomé” means Ex-Ship from Lomé, Togo. It describes an offshore petroleum trading hub serving West Africa, with Nigeria as the primary market.

Distribution

Buyers (mainly Nigerian marketers) use smaller vessels to pick up products from these floating storages and transport them into Nigeria.

Offshore Hub

It refers to petroleum product cargoes that are discharged and stored in floating storage vessels anchored offshore Lomé, Togo.



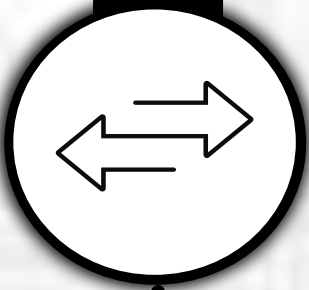
MAJOR PARTICIPANTS IN EX-LOME TRADE

01



MAJOR INTERNATIONAL TRADERS
The big global trading houses such as Vitol, Trafigura, Mercuria, and Glencore dominate at the top of the chain. They source refined products directly from refineries and bring large cargoes into Lomé. Their scale and reach make them the backbone of supply into West Africa.

02



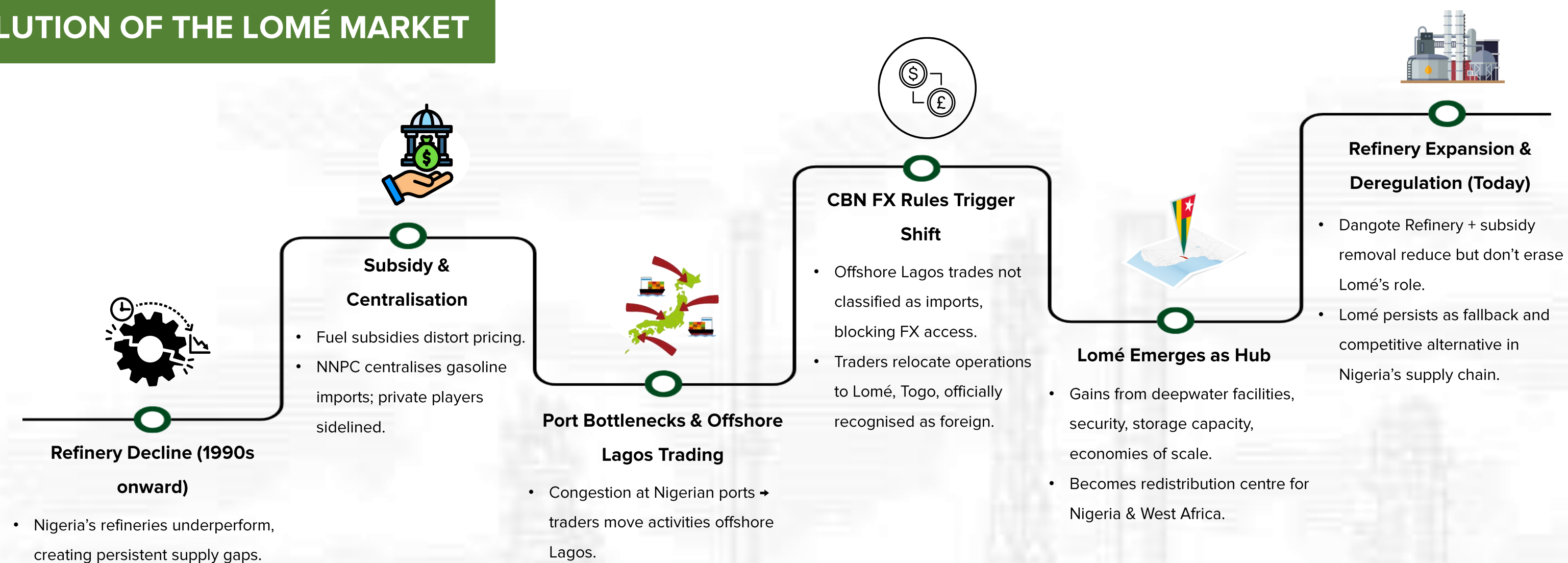
INTERMEDIATE TRADERS
These are the regional players who charter vessels to Ex-Lomé in order to purchase refined products from the international traders. They act as the bridge between global suppliers and local buyers, handling volumes suited to the Nigerian and West African markets.

03



LOCAL TRADERS & MARKETERS
Such as local Nigerian trading companies and marketers. Many own or control smaller vessels, which they use to lift products directly from floating storages offshore Lomé for example. They then transport the cargoes into Nigeria, ensuring the products reach depots and, ultimately, consumers.

EVOLUTION OF THE LOMÉ MARKET

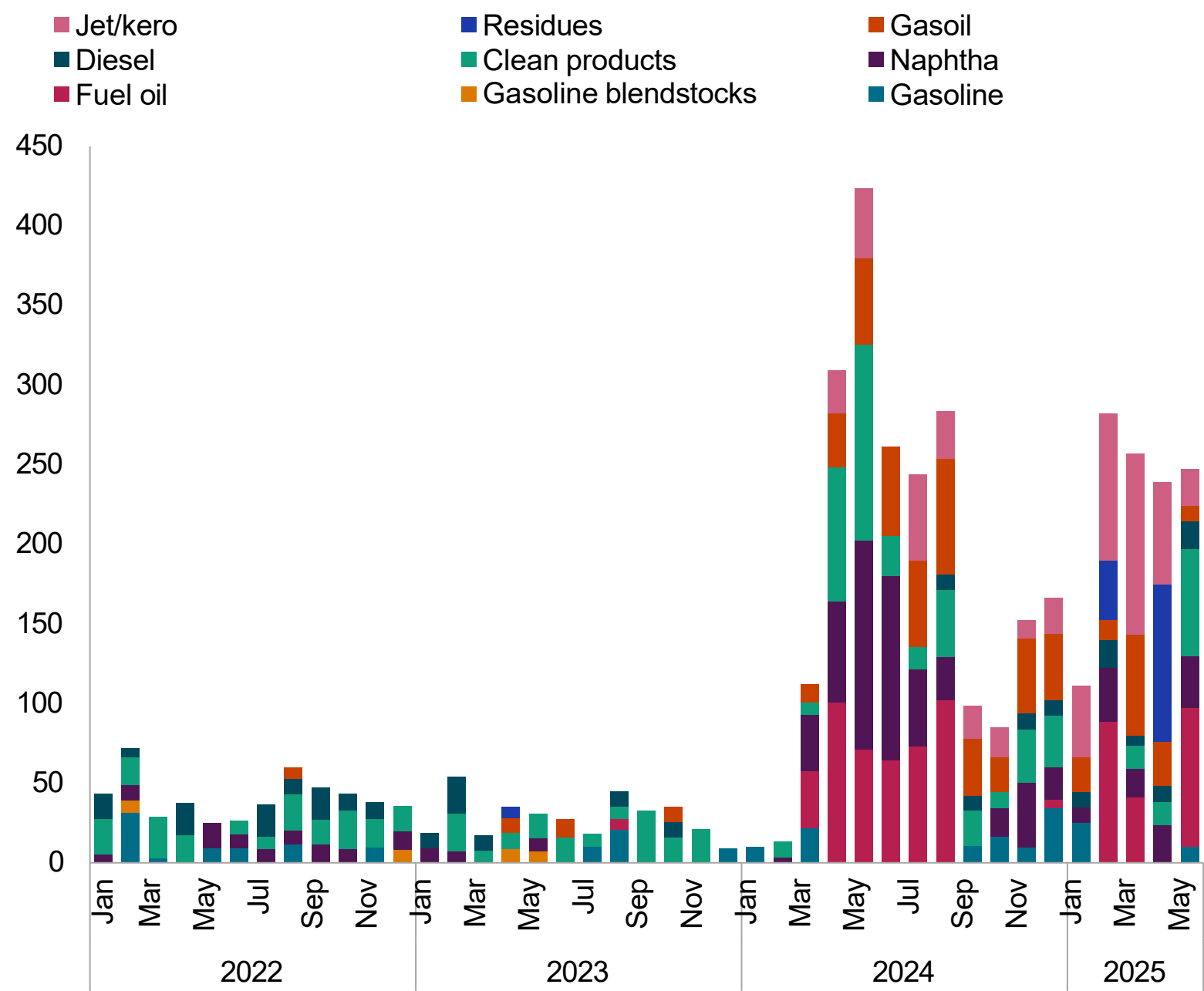


Advantages of the Lomé Market

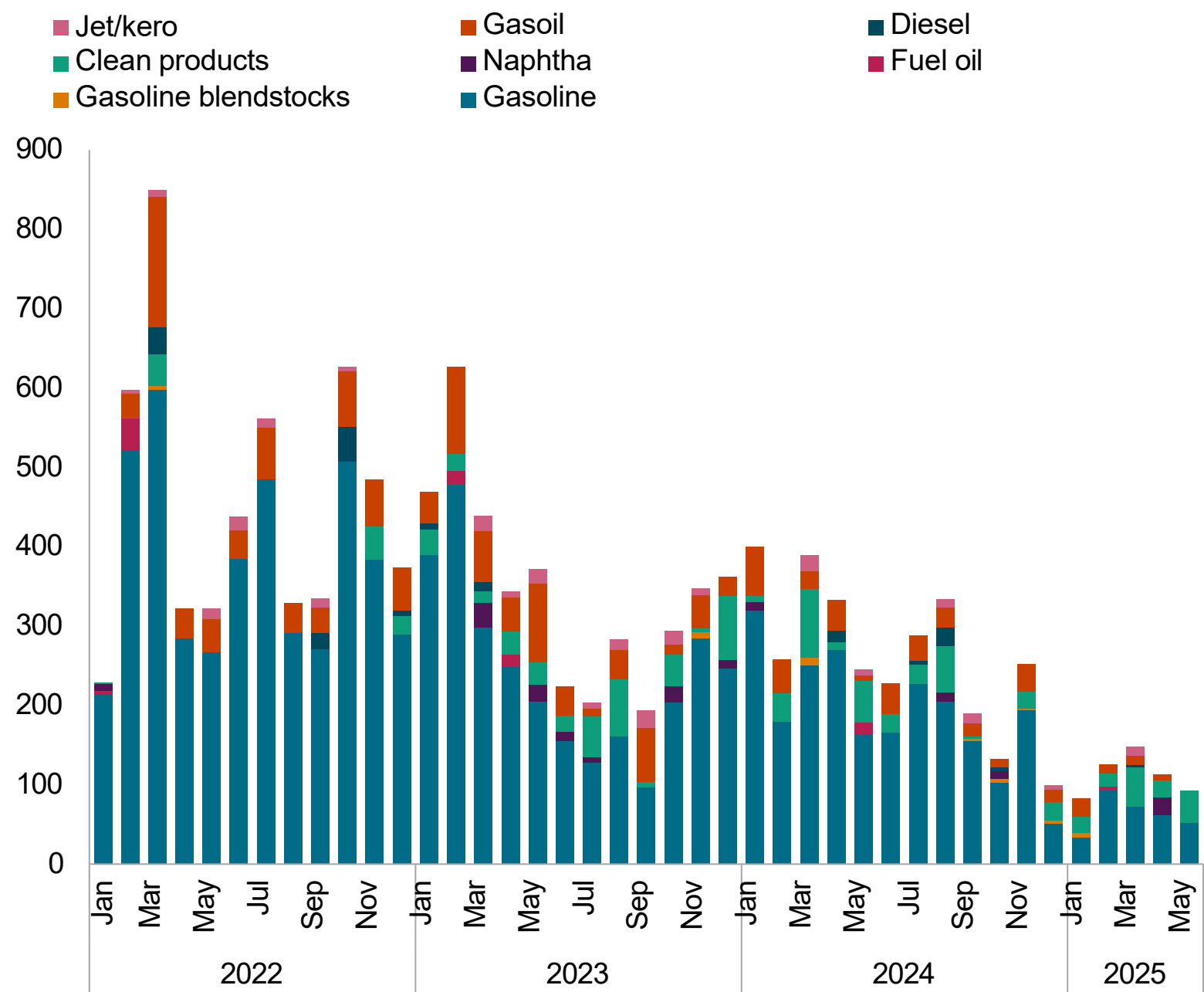
1. Central and Strategic Location – Lomé sits at the heart of West Africa, making it an ideal hub for quick access to Nigeria and the region.
2. Good Security – Safer waters and stronger oversight provide a more secure trading environment compared to offshore Lagos.
3. Good Infrastructure – Deepwater berths, modern storage facilities, and floating storage units support efficient large-scale operations..
4. Flexibility for Marketers – Traders can source products in the volumes they need without rigid restrictions.
5. No Minimum Purchase Volumes – Buyers can acquire small cargoes (5–20kt), avoiding the cost burden of large shipments.
6. Ease of Doing Business – Regulatory clarity and efficient port processes simplify transactions for traders.
7. Same-Day Trading – Deals can be concluded and executed immediately, faster than importing from Northwest Europe.

Oil product trade | Gasoline imports have dwindled thanks to increased domestic production from the Dangote refinery

Nigeria product exports (thousand b /d)



Nigeria product imports (thousand b/d)



Data compiled May 28, 2025.
Source: Commodities at Sea, a product of S&P Global Commodity Insights.

FLOW OF PETROLEUM PRODUCTS VIA LOMÉ HUB



INTERNATIONAL TRADERS (LARGE CARGOES)



FLOATING STORAGE (OFFSHORE LOMÉ)



BREAKING BULK (5–20KT LOTS)



SHUTTLE TO NIGERIA (SMALL TANKERS)



DISCHARGED INTO DEPOTS



DISTRIBUTED TO RETAIL SITES



Main Supply Channel

For years, Ex-Lomé has been Nigeria’s primary supply route for imported petroleum products. Despite the rise of the Dangote Refinery, its infrastructure, networks, and established role ensure it remains vital in bridging supply gaps and meeting demand.



Price Benchmark

Ex-Lomé serves as a reference pricing hub for Nigeria’s imports. Marketers and regulators often rely on its prices, giving it a strong role in shaping domestic market dynamics.



Flexibility

Through floating storage and ship-to-ship (STS) transfers, Ex-Lomé offers fast, flexible supply options. Nigerian marketers can lift smaller parcels, adapt to FX realities, and manage risks better than with rigid onshore systems.



Conclusion

Ex-Lomé is not an aberration but a predictable market solution that emerged where onshore friction, from refinery underperformance, FX constraints and port bottlenecks, made reliable, competitively priced product difficult to secure. Because Lomé aggregates large cargoes, provides offshore storage and allows bulk-breaking into flexible 5-20 kt lots, it gives Nigerian marketers fast access to product, sets an important pricing reference and acts as a safety valve when domestic supply or pricing is unfavourable. Even with new refining capacity and deregulation, Lomé’s commercial advantages, such as speed, scale and regulatory clarity, mean it will persist as a complementary channel. The right policy should always be focused on removing domestic frictions (transparent FX pathways, improved port logistics and clear regulatory rules) so Nigeria captures more value while retaining the resiliency Ex-Lomé provides.

THANK YOU

