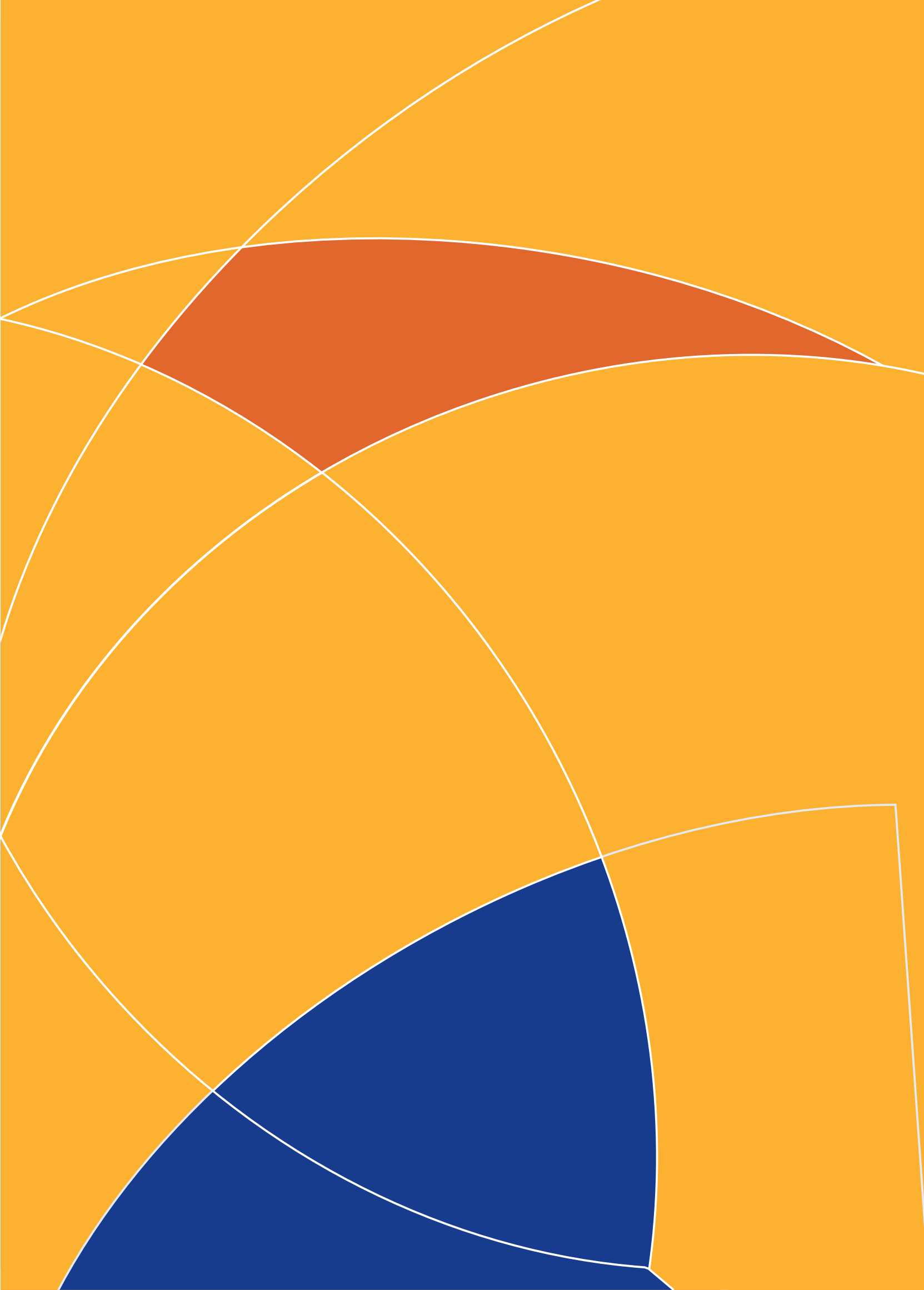




Corporate
Brochure







Vision

“To be the premier company driven
by excellence”

Mission

“To be the leading integrated energy
solutions provider”

Brand Essence

Service Excellence:

At Oando, we take service delivery to the highest level. So when we say our service is unmatched we mean every word of it.

Brand Muscles

1

Performance Driven:

Our drive for excellence derives from a deeply rooted passion to succeed in a highly competitive market.

2

Consistent Quality Experience:

We never compromise quality customer service.

3

Dynamic & Progressive:

We adopt a fresh, bold approach to doing things. If it means going against convention in order to satisfy our customers, we will readily roll up our sleeves to deliver.

4

Proudly West African:

We are challenged to set standards that should become the benchmark for the continent. This translates to creating new business opportunities that will bring development to Africa.

Group History

1956

The company commenced business operations as a petroleum marketing company in Nigeria under the name "ESSO West Africa Incorporated", a subsidiary of Exxon Corporation of the USA.

1976

The Nigerian Government bought Esso's interest and thus became the 100% owner of the company. The company was then re-branded "Unipetrol Nigeria Limited".

1991

On 1st March 1991, the company became a Public Limited Company – Unipetrol Nigeria Plc. In the same year, 60% of the company's shareholding was sold to the Nigerian public under the first phase of the then privatisation exercise.

1992

In February 1992, the company was quoted on the Nigerian Stock Exchange.

1994

Ocean & Oil Services Limited was founded to supply and trade petroleum products within Nigeria. Ocean and Oil Limited was founded to supply and trade petroleum products worldwide.

1999

Unipetrol acquired 40% in the equity of Gaslink Nigeria Limited to utilize its exclusive Gas Sale and Purchase Agreement with Nigeria Gas Company.

The company later increased its stake to a controlling 51% in 2001.

Key Strategic Assets include

- Over 500 Retail Outlets in West Africa
- 7 Petroleum Storage Depots
- 3 Aviation Fuel Depots
- 2 Bitumen Plants
- 2 Lubricant Blending Plants
- 10 LPG Filling Plants
- 1 Grease Plant
- 1 Aerosol Filling Plant
- 99.4 km local gas distribution pipeline
- Other assets in West Africa



2000

Under the 2nd phase of the Federal Government of Nigeria's (FGN) privatization programme, Ocean & Oil became a core investor in Unipetrol by acquiring 30% of the company from the FGN. The balance 10% of the FGN's holding was sold to the Nigerian public.

2002

The company bid for and acquired 60% in the equity of Agip Nigeria Plc from Agip Petroli International.

2003

Unipetrol Nigeria Plc merged with Agip Nigeria Plc and was rebranded 'Oando'. Oando Marketing emerged as Nigeria's Largest Downstream Energy Group.

2004

Oando's trading arm was reenergized by the incorporation of Oando Trading Limited (Bermuda) and Oando Supply and Trading Limited. This move consolidated the group's trading operations worldwide and in Nigeria respectively.

Oando Power emerged as a synergy of Oando's customer relationship management expertise and Gaslink's exclusive gas distribution franchise, to provide reliable power to industries.

2005

Oando Energy Services was incorporated as an integrated oilfield services company to achieve the Group's objectives in the upstream services industry.

On 25th November, 2005, Oando Plc became the first African company to accomplish a cross-border inward listing on the Johannesburg Stock Exchange (JSE).

Oando Exploration and Production Limited bid and won Oil/Gas fields to boost upstream activities.

2007

Gaslink completed laying of 100km gas distribution pipeline in Lagos State.

Oando Energy Services acquired two oil drilling rigs for approximately \$100 million for use in the Niger Delta.



Oando has consolidated all its affiliates and subsidiary companies to become an integrated energy group.

*Oando is currently exploring opportunities in this sector:

- Lekki Refinery – Development of minimum 360,000bpd capacity Greenfield refinery in Lagos State Export Processing Zone.

Directors

Major Gen. M. Magoro (Rtd.)

PSC, OFR, USAWC, FSS, Galadiman Zuru -
Chairman, Board of Directors

Mr. J. A. Tinubu

Group Chief Executive

Mr. O. Boyo

Deputy Group Chief Executive

Mr. A. Akinrele (SAN)

Director

Prince F.N. Atako JP

Director

HRH Oba M. A. Gbadebo CFR (The Alake of Egbaland)

Director

Mr. O. Ibru

Director

Alhaji H. Mahmud

Walin Mubi
Director

Mr. O. P. Okoloko

Director

Mr. I. Osakwe

Director

Mr. M. O. Osunsanya

Director

Group Profile

Oando was listed on the floor of the Nigerian Stock Exchange in February 1992. The company currently has a Market Capitalization of approximately N190 Billion (US \$1.6 billion) with almost 900,000,000 shares outstanding. It is one of the top ten (by market capitalization) Nigerian controlled companies quoted on the Nigerian Stock Exchange. Oando plc is a customer-focused and performance driven company that is comprised of a group of companies that symbolize dynamism, integrity, service delivery and professionalism in the energy sector. From its origins in downstream petroleum products marketing, Oando has recently redefined its business imperative to encompass the entire value chain in the Oil & Gas Industry.

In 2005, Oando Plc became the first African company to seek a cross-border inward listing on the Johannesburg Stock Exchange. The company was listed in November 2005 with the introduction of its entire issued share capital on the main board of the JSE, in the Resources – Oil and Gas Sector.

Oando is “A proudly African Company”, that has in just four years, successfully evolved from being the 7th placed petroleum marketing company listed on the Nigerian Stock Exchange to the premier position. The company attained the status of an integrated energy solutions provider, by adding gas, international supply, trading and energy services to its present stable of offerings and is currently incubating upstream oil and power initiatives. It is envisioned that Oando shall become a leader in the African Energy Sector, delivering world-class service on the continent.

The company has grown its revenue at a compounded average of over 44% per annum since the year 2003, whilst revenue is projected to be in excess of N230 Billion (US\$2 Billion) by the year 2007. The Company has grown net profits at a compounded annual average of 11% in the last 5 years, despite thinning margins from the sale of its traditional products (gasoline, and other distillates). A total shareholder return of 500% was achieved in the same period. The company boasts of one of the most diversified shareholder base with over 300,000 shareholders.

Oando's exemplary standards of corporate governance was recently commended by the Nigerian Stock Exchange with the “Quoted Company of the Year Award” and the “Best in Downstream Petroleum Sector” for year, 2003, 2004 and 2006

Marketing

Oando Marketing

Oando's leadership position as Nigeria's foremost integrated energy company is associated with our successes in the petroleum products marketing business.

As the nation's leading oil retailer, with one in every five litres of petroleum products being sold or distributed by Oando via its 500 retail outlets and strategically located terminals, we have continuously ensured products supply and availability in Nigeria and West Africa.

In our bid to improve the overall efficiency of the industry and to lower product cost for the consumer, we are poised to construct the largest products terminal in sub-Saharan Africa in Lekki free zone and an offshore sub-marine pipeline delivery system in Apapa. Oando markets a wide range of products including Premium Motor Spirit (PMS), Automotive Gas Oil (AGO also known as Diesel), Dual Purpose Kerosene (DPK), Aviation Turbine Kerosene (ATK), Low Pour Fuel Oil (LPFO), Lubricating Oils and Greases, Insecticides, Bitumen, Chemicals and Liquefied Petroleum Gas (LPG, also known as Cooking gas).

With human capabilities backed with world-class standards, Oando Marketing will continue to serve Nigeria as the leading retail oil marketing company for years to come.

Oando Togo

Oando Togo S A is a subsidiary of Oando Plc. It was granted a license to market all grades of petroleum products and its derivatives on March 31, 1993. The Company markets petroleum products through their seven retail outlets across the country. It also engages in bulk product trade with clients in Mali, Burkina Faso and Niger Republic.

Oando Ghana

Oando Ghana Limited was incorporated on November 21, 1991. The company is a subsidiary of Oando Plc. The scope of business of Oando Ghana covers the following; marketing of petroleum products, export of petroleum products and export of lubricants to other African countries. Oando Ghana currently operates retail outlets and gas plants in Ghana.

Oando Benin

This wholly owned subsidiary of Oando Plc was incorporated in June 1996 to further maximize the company's business opportunities along the West African coast.

Oando Liberia

Oando Liberia was incorporated on January 12, 2004 and immediately commenced operations by leveraging on the synergies with other West African subsidiaries close to it and also, the presence of the United Nations contingent.

Trading

Oando Supply & Trading

In 2004, Oando consolidated its global oil supply and trading businesses to emerge as sub-Saharan Africa's largest, independent and privately-owned oil trading company. Today, Oando imports a significant portion of Nigeria's petroleum product requirements.

Oando Supply & Trading also maintains a presence in the world's products freight market in terms of vessels chartered on spot and time basis for the delivery of oil and oil products to various customers globally.

With a track record of 100% delivery on all its supply contracts, consolidating its existing markets, Oando Supply and Trading has positioned itself as the supplier of choice for products supplies in the West African sub region.

Oando Supply and Trading procures and trades a broad range of refined petroleum products and crude oil throughout Africa, Europe, Asia and the Americas. The products include Jet A1, Liquefied Petroleum Gas, Gasoline, Dual Purpose Kerosene, Diesel, Low/High Pour Fuel Oil, Naphtha, Base Oil and Bitumen.

Activities:

In line with the leadership culture of the Oando Group, Oando Supply and Trading is the foremost indigenous physical trader of petroleum products in Nigeria. The company trades large volume cargoes to the Products and Pipelines Marketing Company (PPMC), the Major Oil Marketers in the country as well as to Independent Marketers.

Services:

Oando Supply and Trading provides tanker-chartering services to a range of major international and national oil trading companies. Its primary operation routes are within the West African sub region and Nigerian coastal waters, Central African coastal waters and the Mediterranean.

The company's trading activities in this era of extremely volatile oil prices has made it necessary to develop a derivatives desk that provides services to customers who require pricing stability.

Oando Trading

The company is a recognized leader in oil trading, actively making markets in the financial and physical products, with contracts ranging from spot to term.

Gas & Power

Gaslink

Gaslink Nigeria Limited is an indigenous company established to promote gas distribution and utilization in Nigeria. The company, a full-fledged subsidiary of Oando Gas and Power is operating a 20-year Gas Sale and Purchase Agreement (GSPA) with the Nigeria Gas Company. Gaslink is the pioneer and one of the few companies in Nigeria involved in the piping and distribution of natural gas to industrial, residential and commercial consumers.

Motivated by the vision to be the "Leading Energy Company in its chosen markets", Gaslink bundles various capabilities, acquired from years of experience in delivery of natural gas, and avails them to a broad spectrum of end users. This way, it offers a complete energy solution to its customers with a commercially attractive bottom-line.

Pipeline Network

With 100km of pipes already laid in Lagos State, and another 124 km in progress in Akwa Ibom/Cross River States, while aggressively seeking other franchises in Nigeria and the West African sub-region, Oando has taken bold steps towards building sub-African's largest gas pipeline network. In the near future, Nigerian citizens and industries will begin to enjoy for centuries, the benefits of a cheaper, cleaner and safer fuel from Oando's integrated gas pipeline network.

Services

Gaslink Nigeria Limited provides a broad range of additional services for its natural gas consumers. These include:

- Project Management
- Front End Engineering Design
- Pipeline Construction
- Consultancy Services

East Horizon Gas Company (EHGC)

East Horizon Gas Company (EHGC), a subsidiary of Oando Gas & Power, was established as a project company to undertake the supply of natural gas to the United Cement Company of Nigeria Limited (UNICEM), located in Calabar, Cross Rivers State.

UNICEM is a joint venture company set up by Flour Mills Nigeria, Orascom Industries and Holcim International to build a \$350million Cement plant with a production capacity of 2.5million metric tonnes per year.

The primary fuel for the plant will be Natural Gas, supplied by EHGC and sourced from the Nigerian Gas Company (NGC). The Federal Government and the Nigeria National Petroleum Corporation (NNPC) have given their approval for the gas supply project on a Build Operate and Transfer (BOT) basis with NGC.

The gas supply project includes construction of a gas supply line from the existing Obigbo-ALSCON pipeline at Ukanafun to the Cement Plant Site at Mfamosing. The total distance of 124km through land, swamp and water will be covered using 18inch line pipes.



The construction project will be executed following international best practices of quality and safety standards and is expected to be completed during the 4th quarter of 2008. Upon completion the pipelines will deliver 22 million standard cubic feet per day (mmscf/d) initially, increasing to 50 mmscf/d by the third year of operation.

Power Ventures

Oando's Power division is positioned to capitalize on Oando Plc's industrial customer base and Gaslink's exclusive gas distribution in the Greater Lagos Area to provide reliable power to customers.

Our power business will contribute several captive power plants to the Nigerian market this year as we position to be a major player in the Nigerian electricity industry, whilst we stand ready to actively participate in the proposed power sector liberalisation.

Presently, the Nigerian electricity supply sector is dominated by the state-owned Power Holding Company of Nigeria (PHCN). However, due to chronic problems affecting the industry such as lack of infrastructure maintenance, vandalism and theft, PHCN (formerly known as National Electric Power Authority) has been unable to provide the adequate capacity required to satisfy the country's needs and will eventually be privatised under the Electric Power Sector Reform Act (EPSRA).

Nigeria also faces a serious energy crisis due to declining electricity generation from domestic power plants. Power outages are frequent and the sector operates well below its estimated capacity. The country is presently one of the world's biggest markets for stand-by generators, indicating that there is a ready market for any additional electric power generation. This creates a huge opportunity for investors in a restructured Nigerian Energy Market both for electricity generators and marketers. Oando's power division is poised to take advantage of the opportunity.

Upstream

Oando Energy Services

Oando Energy Services Ltd. was incorporated on January 18, 2005 as a joint venture (JV) between Ocean & Oil Holdings and Oando Plc.

Oando Energy Services is an indigenous energy services company principally engaged in three product service lines (PSL's) namely:

- (1) Total Fluids Management (Drilling & Completion Fluids)
- (2) Drill bits, Down-hole tools & Coring services
- (3) Oil - well Cementing (Zonal Isolation)

Oando Energy Services is strategically positioned as an integrated oilfield services company and consolidates all activities in the product supply value (PSV) chain thereby delivering well-packaged & better priced "product service bundles".

The company is dedicated to offering "cost saving & viable alternatives" to its customers with all the flexibility and responsiveness of a Single Source Point (SSP) for all its product service lines; this is evidenced by the quality of its services, which provides for control, responsibility & seamless process flow in inventory management.

In achieving its objectives as a world-class energy services provider, the company is strategically aligned with Halliburton Energy Services thereby guaranteeing superior R&D and industry standard HSE controls.

The company is currently in the process of entering the contract drilling, solids control/waste management and other strategic oil service segments that will further consolidate its leading position.

Oando Exploration and Production Limited (OEPL)

Oando Exploration and Production Company (OEPL), a subsidiary of Oando Plc, is an Oil and Gas production company building a portfolio of properties in selected African basins.

In 2003, a sister company, OPDC was awarded a marginal field (Obodeti/Obodugwa: OML 56) and has a 45% non operating interest in the field.

OEPL recently bid and won substantial equity in Oil blocks in the 2005 bid round:

- OPL 278 (60% Interest; Operator)
- OPL 282 (4% Interest; LCV Local Content Vehicle)
- OPL 236 (100% Operator)

Upstream (Continued.)

In addition, OEPL is also considering various farm-in opportunities in the Niger Delta with operating companies.

OEPL has positioned itself as an owner and operator of Oil and Gas properties, the company will continue to pursue investments in selected African Oil and Gas producing basins that meet its strategic and financial criteria and position it for growth.

OEPL is bullish on the value to be derived from its increasing participation in oil and gas production. A major driver is the acquisition of assets that will expand its operational activities and provide significant development and exploitation opportunities.

- Federal Airport Authority of Nigeria's Award for "Best Marketer of the Year 2004"
- Winners of the Nigerian Stock Exchange Presidential Merit Award for Quoted Company of the Year, 2003 and 2004
- Winners of the Nigerian Stock Exchange Presidential Merit Award in the Petroleum Marketing Sector for the years 2001, 2003, 2004 and 2006
- Manufacturers Association of Nigeria's year 2003 and 2004 Award for the Cleanest Factory in Kaduna State
- Oando's Lube Plant in Kaduna won "The Year 2001 & 2002 Kaduna State Environmental Friendliness Award"

Awards

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PLANTS/TERMINALS

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Marine Beach
Apapa, Lagos
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LAGOS AVIATION TERMINAL

Oando Aviation
Muritala Mohammed Local Airport
Opposite Aero contractors
Ikeja, Lagos
Nigeria
Tel: 234-1-4975888

ABUJA AVIATION TERMINAL

Oando Aviation
Behind Julius Berger Yard
Nnamdi Azikwe International Airport
Abuja

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