

PMS
(N135 – N145)

The Nigerian Federal Government announced the removal of fuel subsidy allowing marketers freedom to import petroleum products without regulatory allocations and delay in the payment of subsidy claims

Oando is positioned as Nigeria's leading marketer with the largest distribution footprint and the largest indigenous supply & trading player in the Sub-saharan region. A deregulated downstream market allows us to take advantage of economies of scale resulting in increased returns

Apapa Midstream
Jetty

45,000 MT

Dead Weight Tonnage
Cargo Capacity, Apapa
Jetty & Subsea Pipeline

- Eliminate lightering costs
- Savings on shipping costs & demurrage
- Lower turnaround time
- Greater operational efficiency

Terminals

110 ML
Storage Capacity

- Removal of allocations resulting in increased volumes imported
- Greater capacity to support larger product volumes
- Reduced storage costs

Trucks

>1,500 Trucks
Through partnerships
with several transporters

- Vast network of trucks to ensure distribution efficiency and support larger product volumes

Retail
Outlets

>400
Retail Outlets
Company owned and
franchises in all 36 states

- Elimination of fuel shortages and queues nationwide
- Timely access to consumers nationwide

Financial Independence

- Ability to source funds independently, less reliance on local banks to fund importation
- Elimination of allocations will enhance revenue growth
- Elimination of delayed subsidy payments resulting in improved cash flows and working capital
- Reduced currency risk and risk of late payment on subsidies

Improved Margins

(Higher than expected margins)

- Lower lightering and demurrage costs from a fully operational Apapa Midstream Jetty
- Lower storage costs due to vast infrastructure network

Increased Market Share

- Leverage on strong trading business with access to international markets to source products
- Increased competitive landscape leading to consolidation amongst marketers
- Survival of the fittest, only those with economies of scale will survive