



6TH EDITION

SAIPEC

Sub Saharan Africa International
Petroleum Exhibition and Conference

21 - 25 February 2022
Lagos, Nigeria

HOSTED BY



PETAN
PETROLEUM TECHNOLOGY
ASSOCIATION OF NIGERIA



2022 COMMUNIQUE

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across the oil, gas and energy spectrum

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FOSTERING COLLABORATION TO CREATE CROSS BORDER PARTNERSHIPS ACROSS THE OIL GAS AND ENERGY SPECTRUM

With the virtual event in 2021 a prelude for the 2022 physical edition, the 6th Sub Saharan Africa International Petroleum Exhibition and Conference (SAIPEC) was the most successful meeting place for the region's oil and gas industry and grew significantly from the last physical event hosted in Lagos in February 2020

More than 50% of the exhibition space was re-booked onsite, SAIPEC attracted a record-breaking 1,086 delegates, drawn in from 41 countries, 15 NOCs, governments and regulators, 81 exhibitors and 90 speakers.



SAIPEC was again the largest petroleum event of its kind, as the city of Lagos and online network, through the SAIPEC app, welcomed thousands of key regional and international stakeholders, to develop and drive new business across the sector, with local content at the nucleus.

SAIPEC will return to the Eko Convention Centre 20-23 February 2023 for its 7th edition, as the only oil and gas event held in partnership with the entire Sub Saharan African petroleum industry.

PRE EVENT: MONDAY 21 FEBRUARY 22

REGULATOR ROUND TABLE



Hosted by NCDMB and PETAN

As SAIPEC continues to grow and evolve, the first behind closed doors regulator roundtable was launched, to provide local content expertise to the NOCs, regulators and governments in attendance

Presented by the Nigerian Content Development and Monitoring Board (NCDMB) with Rt. Hon. Legor Idagbo, Local Content House of Representatives and Mr. Ernest Nwapa, former Chairman, NCDMB in attendance, the session highlighted local content best practices to an audience of over 50 delegates looking to structure their local content frameworks for the betterment of their oil and gas industries.

MAIN OBJECTIVES

The main objectives of the presentation were as follows and designed to highlight the mistakes and opportunities arisen from these, which has seen Nigeria become the leading local content country in the continent:

1. Provide an overview of Nigeria's hydrocarbon resource base and the factors that led to the introduction of Local Content in the oil and gas industry
2. Highlight the key parameters of sustainable Local Content practice
3. Describe how Nigeria has deployed these parameters in the oil and gas sector
4. Outline the lessons we have learnt in our Local Content journey



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KEY RECOMMENDATIONS

In discussing with the audience their challenges and what they wish to gain from their oil and gas industry, the following key recommendations were established:

1. Start by ensuring in-country access to market before regional or continental move by leveraging on local peculiarities such as population, taste, disposition to enterprise, etc
2. Have robust tools and processes in place to drive supply chain and contracting processes
3. Challenge stereotyping of local enterprises and continuously widen the boundaries of their participation in the supply chain
4. Encourage collaboration and partnerships amongst local businesses to take on bigger opportunities in the market
5. A sustainable Local Content practice is essential for development, empowerment, prosperity, and creation of employment opportunities
6. A world class practice requires the right regulatory framework to be put in place, regular gap analysis to be carried out and targets for gap closure to be set
7. The right resources, including funding and incentives are required to build capacities and capabilities
8. Research and development are key drivers for innovation and access to market is essential to ensuring utilisation of established capacities and long-term sustainability



In closing the session, the following facts was reiterated to all stakeholders in the local content practice:

CORE FACTS

1. Local Content is not about nationalisation; it is about domiciliation and domestication for local value addition. It needs expatriates and FDI to thrive
2. It is not a Corporate Social Responsibility (CSR), it is a business
3. Local Content has no 'one-size-fits-all' solution; you cannot 'copy and paste' as local peculiarities are key considerations
4. It is a marathon, not a sprint; and Local Content is not at all costs. Application of Local Content laws is for all, not only for foreign companies or expats





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DAY ONE: TUESDAY 22 FEBRUARY 22

HOST WELCOME



MR. NIK ODINUWE, CHAIRMAN, PETAN

The 6th Sub Saharan Africa International Petroleum Exhibition and Conference was officially inaugurated by PETAN Chairman, Mr. Nik Odinuwe who welcomed the audience from across the globe, highlighting how PETAN is revolutionising Nigerian content through the encouragement of research and development in all sectors, especially in its tertiary institutions as part of its contribution towards promoting local content

The PETAN Chairman also congratulated NCDMB and the Executive Secretary, Engr. Simbi Wabote in supporting SAIPEC since the inception in 2017.

He went on to state; "We are still in the shadows of COVID-19 which has changed the global economy, however we are in transition with innovation, driven by digitalisation which is now in place for future challenges which will be overcome to achieve continued and stabilised economies."

Mr. Odinuwe reaffirmed PETAN's commitment to training Nigerian youths to build capacities to solve challenges within the industry and society at large, by enhancing the study of Science, Technology, Engineering and Mathematics (STEM) focused courses.

He added that PETAN is helping to improve access to funding and developing technological innovations, mentorship, and the development of home-grown solutions and that private market investors are uniquely positioned and have an opportunity to benefit from this, providing the chance to collaborate across the continent.

Sub Saharan Africa is the last energy frontier and global hub, therefore a key enabler is to create a collaborative ecosystem amongst the local industry and stakeholders in the African Free Trade Continent Agreement.

The value chain in the energy, oil and gas industry if properly harnesses will transform the continent. The challenge has been an enabling environment, necessary incentives to attract private sector investment across the value chain which will trigger a massive economic revolution, human capital development and local content across Africa.

Mr. Odinuwe closed by reiterating PETAN's desire for SAIPEC to become enviable, creating regional spread across the continent. The conference is also designed to create to renew and make new friendships. Strengthen professionals' networks as one family to improve the political, social, economic and environmental impact of Sub Saharan Africa.

The PETAN Chairman continued to appeal to government's, representatives, policy makers, legislators, captains of the industry to incorporate the fall out of the conference into their plans, programmes and policies for a better operational environment leading to success that will have the desired positive affect on Sub Saharan Africa Economies.

"Remember before you leave, try collaboration and partnership, it works!" Mr. Nik Odinuwe, Chairman, PETAN at the 6th SAIPEC.





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HOST COUNTRY ADDRESS



MR. ADOKIYE TOMBOMIEYE
CHIEF EXECUTIVE OFFICER - UPSTREAM
NIGERIAN NATIONAL PETROLEUM CORPORATION

Mr. Adokiye Tombomিয়েye was delighted to deliver the host country keynote and expressed how particularly elated he was to see such a gathering from across the continent.

He reiterated that the COVID pandemic has brought new realities in the way we do business and we must shift how we view our industry and the long term survival.

He called on new technologies to be announced at SAIPEC and how we must shift the paradigm in direct focus with data and the need for data management has never been greater. Adding the way we capture, use, deploy and interpret data must improve, data is wealth.

Technology remains a major challenge for the region and he called the speed for decision making to improve, the right data can help make the right decisions. Without data we can't measure our expectations to resume goals ultimately improving ROI.

Concluding this, Tombomিয়েye stated that data provides full transparency across the value chain. More importantly new businesses and models need to drive growth, to be better prepared for the future environment challenges and leads productivity, driving innovation.

"We must turn data to action, industry players need to harness digital infrastructure to improve skills, capacity and governance framework. With PIA, technology must support and drive the growth and transparency for a carbon neutral future, calling on harmony and shared benefits across the continent, again, reiterating collaboration."

Tombomিয়েye applauded the tagline, Connect, Collaborate, Create and urged the participants to "use SAIPEC to Connect, Collaborate and Create."

NNPC remains a reputable partner to collaborate and extended his best wishes to all involved.

SUB SAHARAN AFRICA LOCAL CONTENT

COLLABORATION STRATEGY

ENGR. SIMBI WABOTE
EXECUTIVE SECRETARY
NIGERIAN CONTENT DEVELOPMENT
AND MONITORING BOARD



In applauding PETAN for uniting the energy industry and bringing together so many delegations from across the continent, the executive secretary of the Nigerian Content Development and Monitoring Board (NCDMB), Engr Simbi Wabote, was delighted to add the Nigerian Content Intervention (NCI) Fund had now exceeded half a billion dollars and is up for the qualified oil and gas companies.

Engr. Wabote explained that the NCI Fund, which is extended as low-cost credit to qualified oil and gas companies, covered assets acquisition, projects financing, manufacturing, working capital, loans refinancing, women in oil and gas, research and development.

He added that the board was using the NCDF to catalyse the construction of modular refineries, gas processing plants, LPG terminals and bottling plants, LPG cylinder manufacturing plants, lube oil blending plants, base oil production plants, methanol production plants, and many others.

Emphasising on the topic: 'Sub-Saharan Africa Local Content Collaboration Strategy', Engr. Wabote stated that an enabling regulatory framework backed with the appropriate legislation was very fundamental in local content practice, and commended African oil producers for putting in place investor-friendly laws to promote the oil and gas industry, as well as ongoing collaboration among the countries to advance the local content journey.

Engr. Wabote finally concluded on the importance of collaboration and how the African Continent Free Trade agreement should be the catalyst to drive cross border partnership's so Africa's industries can prosper.



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KEYNOTE AFRICA PERSPECTIVE

FROM APPO

H.E. DR. OMAR FAROUK IBRAHIM SECRETARY GENERAL, APPO



His excellency started his welcome keynote highlighting the priorities as an underdeveloped continent, the majority of whose population has no access to any form of modern energy with half of post population not having access to electricity.

Now 100 million out of the 1.3 billion people on African continent do not have any form of energy cannot be forced to abandon what we have for what we are not sure of.

On energy transition, the developed world has defined it's priorities in descending order, namely clean, reliable and affordable. For Africans, the priorities are to access affordable, reliable and clean energy.

APPO commissioned a study on the future of the oil and gas industry in Africa in the light of the energy transition and Dr. Ibrahim shared some of the findings below:

"If energy transition precedes the way COP 21 and 26, then Africa is going to have a serious problem. One, technology to market markets and two funding is limited."

He stated that, "it's not just the technology to explore, produce manifests process, etc, but there's another technology, technology of decarb. You have to, you can't continue to produce the way you're producing today and this is a challenge that we face."



"Second, is markets, we are told and I remember just a couple of weeks ago, I was visiting a member country and the Prime Minister said, we have a big problem.

"The problem is we don't have a market. And I said to him; excellency, with 1.3 billion people on the African continent 900 million of whom do not have access to any form of modern energy, 600 million of whom do not even know what electricity is all about. You can't tell me you don't have a market. You have not empowered that population to be able to buy energy. And once you are able to empower them, you will find that the seven million barrels that you do have in Africa is not even enough for you. So the challenge is to develop the market, get the technology, and then the expertise."

"We believe that the way things are going by the next meeting of our executive board, we should be able to say that we've gone beyond just conversations to concretising this development, because if we don't, seriously speaking, we are going to be left with the oil and gas in the ground. We are going to be indebted to the developed world for the energy that we are going to be consuming because very few of our countries can afford to say today that they can work and get the required energy from renewables. Not many can do that.

His excellence concluded, "since we have been blessed with oil and gas, it is in my opinion, very important that we work towards ensuring that whatever we need to do to harness this energy resources for the good of our people, we do it."

THE GLOBAL ENERGY MIX AND AFRICA'S FUTURE

MR. TONY ATTAH, FORMER MANAGING DIRECTOR AND CEO, NIGERIA LNG LIMITED

Tony Attah gave the global energy mix and Africa's future keynote, discussing the role of the energy transition across the globe and what this meant for Africa. Attah also expressed delight over efforts being made by the African Petroleum Producers in



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collaboration with the African Export-Import Bank (AFREXIM-Bank) and other investment houses to assist in making funds available for oil and gas development projects in the continent.

He said the continent was not only faced with the need to guarantee the sources of funding, but the need to guarantee revenues, especially outside of the Western market.

Mr. Attah stated that while the demand for energy was forecasted to grow by 10 per cent in 2040, Africa's energy demand was expected to double by 2050, which could both be an opportunity or a challenge for the continent.

According to Mr. Attah, while about 75 per cent of oil produced in Africa is exported, only 50 per cent of the gas produced is consumed in Africa, adding that gas is available in abundance as established with over 500 trillion cubic feet (tcf) of gas in the continent and Nigeria must make use of the plethora of gas available.

Attah went on to say, "essentially, when we say net zero, we need to come to terms with the fact that that does not necessarily mean net zero hydrocarbon because I personally believe gas will continue to have a very predominant role. But unfortunately, the combination of high costs of production which will happen and linked with inadequate infrastructure, and massive underfunding of oil and gas industry in Africa. Africa needs to come to terms with this reality. First of all, rather than bury our head in the sand, and pretend that we will be immune to energy transition."

I personally believe that this reality of reorganising Africa to work towards total integration, rather than attempting to deal with the impact of the rest of the world transitioning away from fossil fuels in the energy transition on an individual country by country basis, which will not deliver the much needed leapfrogging to catch up with the rest of the world.

We need to establish a united political front, through the African Union, and indeed, APPO, whose objective is to serve as a platform for cooperation and collaboration. In partnership with OPEC and some of the major IOC using the instrument of the recently ratified AfCFTA agreement as a catalyst and pathway to deal with energy poverty as a solution to economic growth of Africa.

When it's needed to make very deliberate efforts to

decarbonise existing operations, in order to access the capital, and to create much needed enabling environment by improving the fiscals in Africa, and driving down costs, to make Africa more investor friendly. We need to focus on transitioning of biomass and coal to gas and ultimately to renewables for which Africa has a huge potential.

We must find a way to balance the growing energy demand in Africa, reduce cost of operations and cost of production, improving efficiencies of available energy sources to grow renewables with time, in order to find the best energy mix that will propel Africa to the desired industrialisation level that we need.

Africa cannot afford to be left behind. It's time for Africa."



SESSION ONE: COUNTRY SHOWCASES

NOCS

This session highlighted the opportunities as several new and existing oil and gas countries offered updates and their prospects

Moderated by H.E. Dr. Emmanuel Ibe Kachikwu, Former Minister of State Petroleum Resources, Former OPEC and APPO President, Federal Republic of Nigeria, who gave an opening scene setter explaining that now is a very critical time in the growth process of the energy sector.

Dr. Kachikwu stated that the key things to notice over the coming years is the word transition which will assume much wider dimension, where we will get into stages where major oil companies and IOCs basically walk away from their investment or sell them.

The key concerns are emissions and what needs to happen next as well as African economists who are



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looking for opportunities to be able to grow adjoin an illegal oil producing nation.

This is also a huge opportunity period for oil investors or national investors and African continent, both individual and corporate, and both individual and national. We need to create a collaborative and unifying bond relationship between national oil companies, led by the likes of Nigeria and Angola. This would create a catalyst to drive business in the oil and gas industry.

He recognised the need to energise the private sector investment and urged Nigerians and other African countries to look to collaborate outside of their HQ.



PANELLISTS



Mr. Philips Obita

Chief Operating Officer
Uganda National Oil Company

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Mr. Leparan Ole Morintat

Chief Executive Officer,
National Oil Corporation of Kenya

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Mr. Yaya F. Barrow

Managing Director
Gambia National Petroleum Corporation

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Mr. Cheikh Brahim Haiballa

Director General Technical Advisor
Societe Mauritanienne (SMH)



Mr. Chemsdiene Sow Diena

Exploration Director
Societe Mauritanienne (SMH)

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Mr. Joseph Medou

Exploration Director
PETROSEN

SESSION TWO: COUNTRY SHOWCASES

During this session, regulators and government showcased the opportunities available in further countries and the regulatory frameworks in place to drive investment and international participation. It was moderated by Mr. Chikezie Nwosu, CEO, Waltersmith, Federal Republic of Nigeria

SPEAKERS



Mr. Gbenga Komolafe

Chief Executive Officer, Nigerian Upstream
Petroleum Regulatory Commission

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Mrs. Maggy Shino

Petroleum Commissioner
Ministry of Mines & Energy, Namibia



Mr. Foday Mansaray

Director General
Petroleum Directorate – Sierra Leone

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Mr. Alcides Fernandes Mendes de Andrade

Planning Department Director
ANPG

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SPEAKERS CONT.



Mr. Ahmed Mahamoud Adan
Director of Petroleum
Ministry of Energy and Minerals, Somaliland



Mr. Milissão Milissão
Executive Board Member
INP

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Mr. Yann Yangari
Gas Task Force
Gabonese Government

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people and shareholders alike whilst understanding how the senior executives from IOCs view the future of the continent against the ever changing backdrop.

This session was moderated by **Eng. Elizabeth Rogo, CEO, Tsavo Oilfield Services, President (East Africa), African Energy Chamber, Board Member (Non-Executive), Kenya Power Lighting Company**

PANELLISTS

Mrs. Elohor Aiboni
Managing Director
Shell Nigeria Exploration and Production Company

Mr. Bobby Hulett
Director - Deepwater and PSC
Chevron Nigeria Limited (representing Mr. Rick Kennedy, Chairman and Managing Director)

Mr. Victor Bandle
Deputy Managing Director, TotalEnergies
(representing Mr. Mike Sangster, Managing Director)

Mr. Charles Nwoko
Director, Equinor (representing Ms. Christel Kvalvik, Managing Director)

Mr. Saadoun Banoori
General Manager - Upstream, ENI companies in Nigeria (NAOC, NAE & AENR) (representing Mr. Roberto Daniele, Managing Director)

SESSION THREE: IOCS

Dynamics of Sub Saharan Africa's energy, oil and Gas as we strive to a low carbon future, an IOC perspective

This session focused on shifting the status quo and how the IOCs are ensuring energy is delivered to the people of Sub Saharan Africa, whilst looking forward to achieving their global energy transition pledges.

Focusing on both the challenges and opportunities Africa faces in the coming decades. The main questions were around how majors can unearth the opportunities within Sub Saharan Africa for the





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TAKE AWAYS AND KEY LEARNINGS

1. Shell Nigeria Exploration and Production Company (SNEPCo) reiterated its commitment to supporting efforts to help the country meet its lower carbon emission target.
2. IOCs in Nigeria have a clearly defined strategy to support the country's net zero emission target. This would be achieved by driving operational excellence of existing assets, generating maximum value to secure and fund growth and energy transition activities
3. Chevron has plans in lowering the carbon intensity of their operations and developing lower carbon businesses representing a tremendous opportunity to advance the global net zero ambitions of the Paris Agreement and progress towards a lower carbon future. Chevron believes that reliable, affordable and responsible energy is a fundamental building block of any economy across Sub Saharan Africa and globally is vital to assuring quality of life to all people
4. Chevron highlighted their intentions to be a leader in advancing a lower carbon future. The energy system across the globe is large and is always in transition and appreciating the federal government of Nigeria for placing the development of natural gas at the top of the country's energy priorities, with the launch of the decade of gas initiative. Chevron highlighted their support for these important steps towards ensuring Nigeria's vast natural gas resources are utilised for the good of the country

The critical enablers for a viable gas sector in Nigeria include government's working with industry to actively reduce the cost of doing business industry is faced with a plethora of fees and taxes, which are increasing rather than decreasing emergence of a globally competitive fiscal regime, which includes market reflective pricing that generates reasonable return on investments in competitive with other opportunities available worldwide
5. Market reflective pricing could be in the form of a willing buyer / willing seller pricing environment without the need for regulated pricing and tariffs. New regulations on gas pricing adjustments should consider sanctity of existing contracts
6. This would enhance investor confidence for future developments. Payments, security and settlement of legacy power sector debt would also build investor confidence, assurance of secure and reliable gas infrastructures across the value chain, which will facilitate increased gas to domestic markets in Nigeria and increase flow to the West African gas pipeline and higher confidence to customers on reliable gas supply
7. How do we enable access to energy? How do we support customers to actually begin to use low carbon emission type is that true gas to power, or indeed the new renewable energy solution. The IOC's all agreed this is within their operations, their commitment, not only about ending flaring as it is, but also in arresting and ending fugitive emissions in process plants through the use of technology, whether it's for looking in product cameras to actually detect and then having a robust leak detection and repair programme in the facility. The commitment is also net zero
8. All the IOCs agreed to strive to produce more gas in the most carbon efficient way possible. But also expect to produce less oil and gas in the next three decades across Africa and using those revenues to driving profitable growth in renewables. When it comes to renewables, the market is developing fast, presenting opportunities for decades of growth, even across Sub Saharan Africa. APPO is taking up the gauntlet and how they can support Africa to meet some of these challenges
9. There was also a call for a carbon initiative as in Europe if you achieve the targets you receive a subsidy, in Africa there are no such subsidy
10. Shell and TotalEnergies stressed the need for the Nigerian government to provide some incentives to attract more investors into the nation's gas sector



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TAKE AWAYS AND KEY LEARNINGS

11. The international oil companies (IOCs) specifically called for an amendment in the Petroleum Industry Act (PIA) to provide more clarity and better fiscal terms for Deepwater gas investments, insisting that more clarity on gas marketing terms would help to attract more investors into the gas space.
12. A review of the PIA for a better fiscal terms for gas investment would allow investors to support government efforts in achieving low carbon economy and increasing gas production.

SESSION FOUR: INDEPENDENTS AND FINANCE

Independents have been at the forefront of E&P developments across Sub Saharan Africa for many years now, fostering collaborations and developing into regional players. This session outlined the strategies in place by independents to ensure investment remains and frontier opportunities are maximised whilst outlining plans to reduce carbon emissions towards the global net-zero goal.

- What are these companies doing to strike the right balance of delivering a profitable business whilst achieving these targets?
- How are independents funding their projects and accessing partners to ensure that visions are realised throughout Sub Saharan Africa?
- What are the leading banks and experts offering and financial models in place to support Sub Saharan Africa's oil and gas industry, especially around the support and growth of independents?
- What can the banks do to help ensure that projects are re-started and that companies can invest with confidence?
- With some majors looking at divestment, what are the opportunities for the independent companies and how are the financiers supporting independent and indigenous companies?
- How can independents benefit from cross border opportunities?



PANELLISTS

Moderated by **Mr. Ademola Adeyemi-Bero**, Managing Director and Chief Executive Officer, First E&P

Mr. Eberechukwu Oji
Chief Executive Officer
ND Western

Mr. Chike Nwosu
CEO
Waltersmith Petroman

Mr. Adedapo Akinpelu
Executive Director
Standard Chartered Bank plc

Mr. Azfar Hussain
CFO
ND Western

Mr. Victor Aluyi
Head of Investments
Sankore Securities





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TAKE AWAYS AND KEY LEARNINGS

1. Investments in oil and gas seems to be drying up and it's even worse trying to get investment into Africa. We need regional investors and traders to offer greater terms and capital
2. Gas impacts the whole net zero and energy emissions reduction world. If we want to prosper and achieve net zero plus our 2030 target, gas has to be the transition fuel. Africa's current technology, status and infrastructure only allows gas to be the transitional fuel, let's shift to gas before we start with renewables
3. Investment versus global targets are a difficult balance to strike. In the sense in Nigeria, in particular, the pressing need is to generate energy and to generate revenues for the government for the 200 million people that that are in the country and that has to be done, it has to be done quickly, before we can focus purely on net zero
4. To achieve our goals and global targets, the immediate term is to make businesses run more efficient, as much as possible, technology needs to be a driver to ensure targets are met and constantly set
5. Implement as much renewable technology on to existing plants as possible. Africa provides the same kind of benefits that China is able to provide to investors for solar PV cells, we have the raw materials, we have the resources, human resources, very intelligent people, very educated people and the next step needs to be to utilise this
6. To drive further investment in to Nigeria's tapestry needs trust and for investors to help with the transition, we need to show how we adhere to ESG's, vision and capacity to deliver to the projects to a global standard
7. ESG funds hit \$25 trillion in 2021, however, accessibility to those funds have become more stringent. The oil and gas industry must demonstrate its strategy in order to be considered, however, service projects which need funding have greater chances of accessibility
8. Banks and investors are pragmatic about the transition but they understand the need to ensure that the industry continues to support the economies in which they are in. The requirements to continue to fund oil will be there, they'll be liquidity to support that. But the parameters how that support comes, and what is required is shifting. Operators and players need to recognise this as well and shift with it
9. As the operators start to leave, we firmly believe this is the dawn of a new emerging operator, indigenous players who are going to grow and stretch into the oil and gas space
10. No matter what we say about the energy mix into this world, Africa must maximise the use of her own energy resources today. We must have power and remember over 6,000 products are produced from this crude oil so sometimes we cry foul about the oil in the car. It is just one of the 5,999 orders come from this thing





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DAY TWO: WEDNESDAY 23 FEBRUARY 22



SESSION FIVE: GAS

What will be the role and position of gas in the net zero carbon strategy for 2050 be in Sub Saharan Africa

- Nigeria has a clear vision with the decade of gas, how can cross border collaboration fast track gas as an alternate fuel in the energy transition?
- How can Africa shift the existing paradigms to expedite the transition whilst maximising Africa's natural resources?
- Gas as an important asset in the energy mix

Moderated by Mr. Victor Okoronkwo, Group Managing Director, Aiteo

PANELLISTS

Mr. Ed Ubong

Managing Director, Shell Nigeria Gas (SNG),
President, Nigeria Gas Association

Mr. Adeleye Falade

General Manager, Nigerian LNG Limited

Mr. Yann Yangari

Gas Task Force, Gabonese Government

Mr. Sunday Okunbor

Commercial Manager, ND Western

Dr. Riverson Oppong

Commercial Operations Manager
Ghana National Gas Company

Engr. Chuka David Eze

Managing Director
Frazimex Engineering Limited, (Oilserv Group)

Ms. Lola Odunsi

Director
GHG Sat

Dr. Guilherme de Aguiar Ventur

HSE Department Manager, ANPG

TAKE AWAYS AND KEY LEARNINGS

1. Energy transition talk and focus on gas has led to a world that will be called, VUCA world, volatile, uncertain, complex and ambiguous with recent introductions of the letter D, which stands for diversity.
2. So the word means to act and we need to do that very fast - that's where gas comes in as a suitable partner. Gas is a product that is going to help us actually start looking at the issues that we face as a climate not just as a continent, and to try and achieve what has been agreed in various global meetings.
3. investments in liquefied natural gas has increased dramatically, about 55 million is equivalent to about four times the size of the country's GDP and this constitutes the largest foreign direct investment in Africa of recent times. Countries like Mozambique are geographically well positioned to supply the growing LNG market in Asia, which includes three of the world's largest current co2 emitters, China, India and South Korea. So all these three nations will require a reliable supply of LNG to be able to power their nations let alone start adhering to the energy transition.
4. Gas has becoming cleaner, this is with thanks to technology and innovation which can position gas to support a future zero carbon energy system. Over the longer term pipelines and storage facilities are required for gas utilisation and could also allow future excess energy from off peak wind and solar to be stored as renewable for later use.
5. Focusing on these areas first will enable technologies for carbon capture and storage, allowing gas fired power stations to operate with a low to low or zero carbon footprint.



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6. Gas to power has increased across Ghana and most African countries, the quickest way to utilise gas and speed up the energy transition is to focus on gas to power projects to not only ensure accessibility to energy, eradicating energy poverty but to increase affordability of energy.
7. With regards to finance, focus on traders and investors instead of utility companies as payments will be honoured on time thus resulting in evolution of projects to drive technology to meet energy transition demands.
8. One of the ways to mitigate this without completely eradicating gas, is to prove to the investors ESG measures are being undertaken and making efforts to mitigate and to de risk those emissions by doing that. So regardless of the fact that Africa obviously is a small contributor to this, we should also take some sort of responsibility in doing so. It's not to say that we're the only ones that should do that is just to say, to the point of responsibility, which will then bring more attraction to some of the investors.
9. Look at what Qatar has achieved in just ten years of gas, Africa has to continue to use its natural gas to not only power domestically but to raise revenues to drive towards electrification. African countries must stay united in utilising natural resources and not be governed by other countries who have been doing the same for 100+ years, knowing the greenhouse gas affect.



SESSION SIX



PETAN
PETROLEUM TECHNOLOGY
ASSOCIATION OF NIGERIA

Hosted by NCDMB and PETAN

After the successful launch of the PETAN and NCDMB's African Content Series in 2020, local content has become increasingly more important. African Content Series looked at how the industry has adapted and evolved to the challenges presented



LIVE INTERVIEW

Interviewer:

Mr. Jimmy Mugerwa

CEO, Zoram, Former Managing Director, Tullow Oil

Mr. Nicolas C. Odinuwe

Chairman, Petroleum Technology Association of Nigeria (PETAN), MD, Zitadel Limited, Executive Chairman, Global Lifting and Engineering Services Nigeria Limited

Mr. Sam Onyechi

President, Oil & Gas Trainers Association of Nigeria (OGTAN)





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KEY RECOMMENDATIONS

1. In discussing with international companies or regulators, content is consultation, not confrontation, so you must go back and see where these gaps are and see how you can work towards bridging that gap.
2. If in the course of looking at the various laws of local content or regulations there are gaps in building competencies, then you go back to the local operating companies, the indigenous who call them indigenous companies, you go back to them through conferences and through internships, you try as much as possible to encourage everybody to see these are the gaps we need to bridge them in order to be competitive in that market.
3. Mr. Odinuwe stated, regulators must monitor compliance to your country's law when they don't encourage you, form associations similar to PETAN and OGTAN.
4. There is a huge need to grow competencies and capacity in all companies. If this isn't achieved and when another pandemic comes on stream, your country's assets will be abandoned, and you'll go back to ground zero. Nigeria survived because the people were able to do what was necessary right from inception for the Nigerian law across the monitoring of the entire value chain.
5. Local content and energy transition - everybody is concerned about climate change, but it's not going to happen overnight. We need to understand in Africa that we must be part of the moving train because the truth remains that Africa is just into fossil fuel explosion more or less, so it's important we don't abandon all that we've got and let it all go. So that's why there's need for collaboration and partnership in everything that we do.
6. Investing in your company is important, learn to build your own capacity, you must invest in your own infrastructure. You must have your own workshop, space and facility to make sure you're competitive, nobody will wake up and say because your applied to be a better member, will give you a contract. Companies must show that they're interested in helping grow competencies and capacities.
7. There's a need for everyone to be trained and constantly improved. NCDMB set up what is called consultative forums which were designed for special sectors so that they harness the knowledge that is in that sector to build their own expertise.
8. To set your companies standards high, you need to get house in order. Take an accreditation to ensure your company is set to international standards to govern what you do. When you insist, you will see your people begin to build competence and build trust.
9. In closing, both interviewees advised the nascent NOC's and governments to build up competences, people will naturally gravitate towards you if you do. Government policies are made or influenced by the realities on ground. There's a real willingness to achieve the goals that will impact the lives of Africans and the governments will be forced to tag along, regulators will be forced to adjust.



PANEL ONE: DEVELOPING A WORLD CLASS LOCAL CONTENT STRUCTURE

Showcasing Africa's local content progress, challenges and future development strategies, an IOC/NOC/expert perspective

- COVID-19, what did it teach us and are we better prepared with in country capacity?
- What are NOCs doing to engage the youth of in-country opportunities and how can this be improved?



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- How to ensure the right balance is struck between project development and capacity building?
- What are the latest developments in national content initiatives?

Moderated by Mr. Emeka Ene, Chief Executive Officer, Oildata Energy Group

PANELLISTS



Dr. Riverson Oppong
Commercial Operations Manager
Ghana National Gas Company



Mr. Andy Odeh
GM External Relations and Sustainable
Development, Nigeria LNG Limited



Ms. Cany Jobe
Director of E&P, Gambia National Petroleum
Corporation



Mrs. Jessica Kyeyune
National Content Expert
Uganda National Oil Company (UNOC)



Mr. Kwaku Boateng
Director - Local Content
Petroleum Commission, Republic of Ghana



Mr. Lanre Olawuyi
General Manager, Nigeria Content Development
The Shell Petroleum Development Company of
Nigeria Ltd



Mr. Olu Ogunmoyin
General Manager - Ventures and Regulatory
Affairs, Chevron Nigeria Limited



Mr. Alex Aghedo
Executive General Manager, Contracts,
Procurement and Nigeria Content
TotalEnergies

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TAKE AWAYS AND KEY LEARNINGS

1. Human Development has never occurred by accident, to ensure the indigenous population benefits from oil and gas, we need to nurture them to develop the capabilities that they have, across the whole oil and gas industry.

If you're responsible for millions of people, you must be very intentional in how you translate resources into actual human development. Regardless of where you are in your industry, it is never too early to get started on local content initiatives and work on sector linkages.
2. It's imperative to learn the process as the local content development journey is in itself relatively recent - if you look at the history of natural resource extraction, it has always been dominated by countries with the technology, the capital, and the experience.
3. You need robust data, robust research and development in order to actually come up with metrics that will work. Because if you have the wrong metric of measuring local content, you have high percentages that don't really translate into a positive impact for the local workforce and the local population
- 4.



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PANELLISTS

- It is important to work on this with the private sector, as evidence from the report cited from APPO saying that our government institutions or ministries do not actually move things. To prosper, you need private sector, focus on innovation, research and development skills and technology transfer
- Nigeria should extend the Nigerian content to an African content, given their experience, this will resonate in greater collaboration
- African free trade zone needs to be ratified, it's there but in spirit and once it's a reality, neighbouring countries will share their industry opportunities instead of someone from afar or another continent
- More local banks need to make finance available just as the NCDMB has done as the international banks criteria's have become more stringent and it's important to develop capacity across all sectors and not just the oil and gas industry
- As a running theme, it was agreed that both the private and public sector organisations need to adopt collaborative framework and there needs to be a central focused African Content body and not just the Nigerian Content, NCDMB



Mr. Ranti Omole

SAIPEC Steering Committee and Vice Chairman, PETAN



Mrs. Natalia Camba

Head of Local Content
INP



Ms. Maura Nunes

Strategic Planning Specialist
ANPG



Mr. Elthon Chemane

CEO, Local Content, Local Content Director
Mozambique Chamber of Commerce



Mr. Ibrahima Aminu

Business Development Director
Invest Africa



Mr. Emmanuel Mugarura

CEO, Association of Uganda Oil and Gas
Service Providers (AUGOS)



Mr. Ibrahima Talla

APP Manager
Invest in Africa



Mr. Nuerthey Adzeman

Executive Director
Ghana Oil and Gas Services Providers
Association (GOGSPA)

PANEL TWO: ASSOCIATION, REGULATOR AND PRIVATE SECTOR PANEL

How can mature and nascent energy countries harness local content to drive competitiveness in the sector? Nurturing collaborations and developing local companies into regional service providers, how is this being achieved?

- What initiatives are underway to ensure the benefits from the energy sector are yielded to ensure sustainable development across Sub Saharan Africa whilst ensuring energy poverty is overcome?
- Best practice examples of how regulators have nurtured and developed service providers, integrating international partnership expertise
- Given the way the world changed in 2020, what do international companies need to implement and do to ensure countries are prepared for any future challenge?

Moderated by Dr. Achille Ngwanza, Legal Consultant, APPO, Jus Africa SARL





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TAKE AWAYS AND KEY LEARNINGS

1. ANPG's restructuring focuses on human capital and workforce variant with the main objective internally to ensure that Angolan workforce is not only given the opportunity to have employment, but it's also developed to the extent and to the capabilities that are necessary to sustain this implementation of local content internally
2. Local content is not a one man show, ANPG brought together their stakeholders, engaged all of the associations in Angola, all of the service provider associations, comprised all of their feedback to ensure they found the right balance between cost and benefit
3. It was agreed that you have to find the right balance between giving an awarding end goal to companies and also allowing the time for them to mature and drive sustainability and competition
4. INP employs 95% Mozambicans throughout their project workforce which was widely celebrated. This was achieved by creating a local content taskforce that includes a lot of institutions of the government to be in the same page when it comes to local content
5. How do collaborate when nascent markets don't know how to? Ranti Omole highlighted the need to create a live database where the leading countries such as Nigeria and Angola can showcase their projects and list of service providers, all verified by the associations such as AECIPA, PETAN, ATOGS et al. The nascent markets can then add their projects to this to ensure African companies can bid on it
6. Jessica Kyeyune of UNOC called to harmonise the movement of people, the movement of goods, we need to get away from the artificial borderlines so that the people across Africa can easily travel and work in the areas where their specialties are needed. African people should create our own international rules in terms of local content, sharing experience connecting each other
7. Nothing stops the West African coast from Cameroon all the way to Mauritania having a regional oil and gas regulatory body that supports businesses, we need to look at wider regional regulatory bodies, rather than just in country. Some countries have been drilling oil for about 50 years and there is huge disconnect, it can take weeks to secure a visa to enter your neighbouring country, let alone a meeting and this disconnect can only be addressed by collaboration
8. The main advice for any African company that wants to develop local content, is first to understand the internal capacity in terms of not only goods and service but to understand what the demand of the sector is. With this, you will be able to see the gaps within your country and set up a strategy in order to feel those gaps
9. Create an industrial baseline in order to support you and your company, in your decisions, to see what is the best strategy to maximise capacity, and what are the areas that you really need to use in to increase your local content
10. It's very important to set companies KPI's to understand what you are really working for with, set reasonable and realistic KPIs because you cannot set very high KPIs while you don't have capacity to respond to that
11. The key areas we must embrace should be technology led, the use of technology to improve our businesses to work on interest rates to enable labour or businesses to perform, without affordable money, we cannot do anything we desire. We also need to use technologies to capture performance data, we can then work on delivering a universal local content strategy, cross border regulator and make it easier for the private sector to thrive



THE SAIPEC AWARDS 2022



Uniting the industry's most prominent and innovative companies to celebrate Sub Saharan Africa's developments and achievements



Operational Excellence Award



National Oil Company of the Year



HSE Company of the Year



Breakthrough National Oil Company of the Year



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THE SAIPEC AWARDS 2022



WINNER

ND WESTERN

Independent Company of the Year



WINNER

INP MOZAMBIQUE

Local Content Company of the Year



WINNER

CANY JOBE

Winning with Women Award



WINNER

ANPG

Regulator Making Great Strides Award



WINNER

WINNER

TOTALENERGIES

International Oil Company of the Year



WINNER

PROSCOVIA NABBANJA

National Oil Company Executive of the Year



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DAY THREE: THURSDAY 24 FEBRUARY 22



SAIPEC's Women in Industry provided a unique platform for the finest minds of the oil and gas industry in Sub Saharan Africa to convene, connect and put forward solutions towards building a diverse and inclusive oil and gas industry

The welcome keynote on Gender Inclusiveness Critical for Competing and Winning on the Global Energy Stage was delivered by Mrs. Funmi Ogbue, Chief Executive Officer, Zigma Ltd and President, Women in Energy Network

TAKE AWAYS AND KEY LEARNINGS

- Women In Energy Network (WIEN) is advocating for the increase of women in the energy industry and has set an inclusivity target of 35% by 2025.**
- Women to date are scarce in the technical fields – which are the core for future energy executives and the time has come to strategically harness the huge potential women bring to the table both in the energy industry and other economic ventures.
- The majority of women are employed in administrative, medical, human capital development, public affairs and legal departments. The industry needs to be more future-forward and needs to take cues from our counterparts in the fintech and banking sectors.

In buttressing the point about numbers, a study conducted by McKinsey & Company notes that, in Africa, women make up 9% of senior management positions in the energy sector, with gender diversity decreasing with seniority. Women make up less than 8% of technical jobs in oil and gas.

- Women in the Industry, whether entrepreneurs or employees are nowhere near enough especially now that the industry needs all hands on deck to achieve the forecasted growth. Attracting women either via the corporate employee route or by encouraging entrepreneurs into the industry is key and needs to happen, now.
- Funmi Ogbue further quoted another McKinsey & Company research submission which states that 'the problem of untapped female talent is not unique to oil and gas, but it is more acute. When compared with 18 other industries, oil and gas was least in female participation at entry-level.
- The oil and gas industry must be intentional about setting up diversity targets across all levels be it at entry levels, senior leaders, board and management. There is a need for promotion of incentives for employing women or subcontracting to women-owned firms and promoting joint ventures and alliances that include women-owned firms.
- The WIEN president called on organisations to help achieve the desired level of inclusivity in the industry, even as she urged women in the the industry to be alert to opportunities by preparing themselves to be able to capitalize on available opportunities.
- I encourage you to use the tools at your disposal, such as the \$40 million Women in Oil and Gas Intervention Fund deployed by the Nigerian Content Development and Monitoring Board and Nexim Nigeria Export-Import Bank.
- There will always be the need to discuss the role of women to achieve industry growth. Women are not new to the industry; they play all sorts of roles from the governance aspect to the entrepreneurial and then the corporate employees' aspect. Women have been involved in the industry just as long as men have – although not in as great numbers.



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10. 'Entrepreneurship has a huge potential for employment and wealth generation, but the participation of Entrepreneurs in this capital-intensive industry - has remained insignificant. A significant gap exists in opportunities for entrepreneurs in oil & gas, and it is even more accentuated for women-owned businesses that generally have fewer resources to compete.
11. African women are natural entrepreneurs so there is the need to step up our support system to ensure there are more in the industry. The industry must be nurturing and there needs to be a support system that intentionally identifies, promotes, develops, and sponsors women. The support system should include more gender-targeted training and certification programme, access to market opportunities and funds such as the one the NCDMB has put in place where collateral and business track record is less tedious. There is a need to ensure that there is a gender-balanced future-focused pipeline for the churning out of female entrepreneurs just like the fintech and banking sectors are doing.

SESSION SEVEN: WOMEN IN INDUSTRY

The time is now for board level executives and senior management to create and invest in a diverse, enterprise-wide talent pipeline and collectively eradicate the unconscious bias currently plaguing the sector and stagnating its growth

- How are energy leaders creating effective boardrooms that have equal participation without perceptual discrimination based on race, ethnicity or physical capability?
- As a male dominated industry, the oil and gas industry has seen an unparalleled adoption of policies pertaining to diversity, inclusion and equality, to create a well-balanced and happier work-place. However, how can the oil and gas industry implement and measure the progress of to sustain a buoyant environment that continues to provide opportunities for all?
- Reducing the leadership gap - how equality and mentoring nurtures future energy leaders
- The role of STEM in gender equality and leadership

This session was moderated by Ms. Cany Jobe, Director of E&P, Gambia National Petroleum Corporation



PANELLISTS

Mrs. Ibiyemi Ashaolu

Asset Manager, Deepwater Non-operated Ventures
Shell Nigeria Exploration Company

Dr. Ibilola Amao

Managing Partner, Lonadek, Programmes Director,
Women in Energy Network (WIEN)

Eng. Elizabeth Rogo

CEO, Tsavo Oilfield Services, President (East Africa),
African Energy Chamber, Board Member (Non-Executive), Kenya Power Lighting Company

Mrs. Patricia Simon-Hart

Managing Director, Afrac Limited, Founding
Member and VP Upstream, Women in Energy
Network (WIEN)

Ms. Christel Kvalvik

Managing Director
Equinor

Lola Odunsi

Director, GHG Sat





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TAKE AWAYS AND KEY LEARNINGS

1. Less than a quarter of all the employees in the oil and gas industry in the world, as recently as 2019 are women. When it comes to technical paying roles, it's 15%, when it comes to leadership, it's about 7%. If you look at woman entrepreneurs, it's less than 1%, we as humans need to increase this from how we bring up our children to workplace decisions
2. We need to address the unconscious bias, people who saying they're trying to are inadvertently not doing so, as they're the ones that say 'ladies first' etc. We need to view people on merit, on their contribution and their proposition, instead of gender
3. Women don't want to continue talking to themselves, instead, it's important that CEO's of companies and senior management understand the challenges that women face and the need to ensure women are recruited in these positions as companies who have women in senior positions generate 41% more revenue than those who don't
4. It is important that aspiring women understand their core, how you are wired, your temperament, what you love, what you're passionate about and to stay in a place of humility where you're always learning from whatever situation you find yourself in. We continuously need to tap into the environment we find ourselves and need to find our niche. We need to navigate and understand the way we're wired and focus
5. In the energy transition spectrum and digital transformation situation there are huge opportunities for woman, this is a new industry and women are starting to take C level positions. The oil and gas industry with the energy transition requires technology and knowledge that is limited as we continue to learn and grow to achieve net zero. The oil and gas industry has been male dominated; however, energy transition provides an opportunity for women to get ahead of the curve and position themselves across all roles in the industry
6. The most important thing that a woman can wear is her confidence, lifelong learning and not to be afraid to step out of comfort zones
7. The energy industry also needs to encourage more girls in STEM to explore technology and we can do better to offer work flexibility without

penalty, such as remote working and flexibility. This will leverage technology. COVID has taught us all so much it is possible to achieve so much digitally. This will also allow us time and support for those of our workers who have family and work life obligations or child obligations as well.

8. **Moving forward to SAIPEC 2023, there needs to be more women and men together in the sessions so we can all work alongside one another without bias and the sessions should be positioned throughout the three days instead of day three**



SESSION EIGHT: LIVE Q&A WITH LEADERS

Delegates heard first-hand from female global energy leaders on the key to success as well as discussed challenges faced and strategies to success in a male dominated industry. This special live interview was moderated by Mrs. Funmi Ogbue, Chief Executive Officer, Zigma Ltd and President, Women in Energy Network





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PANELLISTS

Mrs. Victoria Sebeya
Exploration Director, NAMCOR

Alero Onosode
Chairperson, NCDMB NCCF Diversity SWG

Ms. Cany Jobe
Director of E&P,
Gambia National Petroleum Corporation

Mrs. Jessica Kyeyune
National Content Expert
Uganda National Oil Company (UNOC)

Mrs. Natalia Camba
Head of Local Content, INP

Mrs. Evi Ifekwe
Executive General Manager, People and Talent
Management, TotalEnergies



TAKE AWAYS AND KEY LEARNINGS

1. Key levers for gender diversity are mentoring and developing, ensuring that internal resourcing, when shortlisting positions, all genders are considered and experience factors are undertaken.
2. It's imperative to ensure women have opportunities, even if it means training them or giving them language capabilities, encourage and support everything they do.
3. Mobility is key with global industry and women need to be given opportunities to be mobile so that they can learn and then go in the field with these experiences and then go abroad and go to all the different projects companies run.
4. A major misconception is that women need permission to lead or that it is a favour done for them, instead. Women shouldn't need permission to speak up and there are some unconscious biases internalising throughout.
5. Another misconception is that women are not as committed as men and this came about because women have always primarily been the child bearers and the child nurturers
6. Uganda has 46% women in roles in Uganda's oil industry, led from the CEO of UNOC through to heads of management which is a superb foundation for their nascent industry.
7. INP Mozambique has 45% women in management positions and in order also to maximise the participation of women in leadership positions is introducing KPI's.
8. This is achieved by separating the workforce in basic qualification, qualified, semi qualified and management, professional positions and management positions. With this, they include the gender, both nationals and expats, when they start presenting this to the oil and gas companies, they have seen some changes on the on the promotions of women's and their positions throughout the companies.
9. The panellists called to re engineer workplace policies, be more flexible, be more accommodating and of course always give them a choice.
10. There's no one style, one size, one anything for anything. Diversity is all about saying that we all have something that we bring to the table.

CLOSING REMARKS AND SUMMARY

SPEAKERS



Dr. Riverson Oppong
Commercial Operations Manager
Ghana National Gas Company



Mr. Yaya F. Barrow
Managing Director
Gambia National Petroleum Corporation



Mr. Alcides Fernandes Mendes de Andrade
Planning Department Director
ANPG, Republic of Angola



Eng. Elizabeth Rogo
CEO, Tsavo Oilfield Services, President (East Africa), African Energy Chamber, Board Member (Non-Executive), Kenya Power Lighting Company



Mrs. Patricia Simon-Hart
Managing Director, Affrac Limited, Founding Member and VP Upstream, Women in Energy Network (WIEN)



Mr. Chemsdiene Sow Diena
Exploration Director, Societe Mauritanienne (SMH) Islamic Republic of Mauritania



Mr. Milissão Milissão
Executive Board Member
INP



Mr. Ibrahima Talla
APP Manager
Invest in Africa, Republic of Senegal



Mr. Ranti Omole
SAIPEC Steering Committee & Vice Chairman
PETAN

DR. RIVERSON OPPONG

“ Thank you for inviting us for this great opportunity to be involved knowledge sharing. I believe this rare conference has been very interactive and we’ve learnt a lot to take home.

As far as energy transition is concerned, we have identified and establish the fact that gas remains a transition for moving forward.

National content has been deliberated on, and I believe that it will not end here, we will push it to the extent that we have national content established.

I also want to thank the woman who stood up today to let us understand that they are equally important.

But let’s also understand that it’s more of gender balance, and not gender battle.

We are looking forward for further discussions and being part of SAIPEC in 2023



ENG. ELIZABETH ROGO

“ Thank you very much to SAIPEC and everyone who has remained. I think this has been a very good conference, more people than I expected attended.

Coming from an entrepreneurial side, I think it’s very exciting and I’m really glad to see the Nigerian companies that came out.

This is a chance for all of us, across Africa, to create strategic partners amongst Africans, please let us not be afraid to partner amongst us. I don’t need to be going to Houston to bring in somebody to do work in Kenya. I invite you all to come to Kenya.

We may not have oil, but we’re the biggest geothermal provider in Africa, number eight in the world, and we drill. So, for all of you who are in oil and gas with your technologies, bring them into the geothermal field. If you want any help, I am here.



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MRS. JESSICA KYEYUNE

“ Thank you very much, SAIPEC. We have had great time and with Uganda just having the final investment decision, you are welcome to Uganda.

No country has 100% local content, not even the Chinese they have 70%, I worked with them. But we as Africans, we can work with each other, to support each other and be able to work in each other's countries.

We invite you to Uganda in October to our conference, please join us as you're all welcome to Uganda. We are looking for investors come and invest across the value chain. Thank you.

MR. ALCIDES FERNANDES MENDES DE ANDRADE

“ Thank you, first and foremost, I would like to first recognise and congratulate all the women in this panel, as well as in the room, thank you.

Now on behalf of Angola's oil, gas and biofuels agency, we wanted to thank SAIPEC for the invitation, it's truly been an honour to be here, an event very well put together. So, keep up the good work. We look forward for future events.

As far as takeaways concern. Throughout the week, we were able to learn a lot from different organisations, learn new ideas, capture lessons learned in various aspects of the oil industry, including local content development, energy transition, as well as different ways on how we can move forward in progress to develop our continent.

Last night, we had several awards being given out for different accomplishments and I would like to take the opportunity to congratulate those people that were awarded.

Also, I wanted to extend those awards or recognition to all the participants in the event, you know, everybody participated, very actively shared experiences.

In our case, in particular, we go away with a lot of action items that that we will look to incorporate in our industry going forward and of future success. So thank you very much.

MR. CHEMSDIENE SOW DIENA

“ Thank you, first of all, I'd like to thank PETAN and GEP events, especially mention for the team who really spent a lot of time to coordinate our participation as it's the first time that we participate to this event.

We learned a lot during the three days of this conference. First day we had outstanding opening remarks and the different sessions were really very high level sessions with really excellent presentations and discussions.

The next session, the regulator session, the IOC session, the independents, the local content session and last but not least, the woman is industry sessions, congratulations!

I think that this industry has and will have a brilliant future in Africa. I think that now people are talking about energy transition, etc. But I think that we need our experts to exploit our natural resources to be developed.

I would like to thank you for last night's award as NOC of the year. Thank you.





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MR. IBRAHIMA TALLA

“ Thank you. We came here to actually make a statement. Senegal is very new to the oil and gas industry, such as the Gambia and I'm very delighted to share this stage with the most respectable, Mr. Barrow and Chemsdiene

As well, we are part of the same basin in the MSGBC basin and this is very new, our two main projects are going midstream next year, and yet the local private sector is not ready. We call out to the Nigerian private sector, saying that we need your help, our doors are open and we are ready to welcome you to create value locally. Obviously, that's going to be done with PETAN and the drive such as SAIPEC. And I'd like to thank you for the invitation.

Thank you for having us here and we believe that if we follow this trend by next year, we'll have beautiful stories to tell. Thank you very much.



MRS. PATRICIA SIMON-HART

“ When I think about this year's conference, we did a few things differently. We had a pre conference session for the regulators and that was an excellent session by invitation only, and it was a very good sharing session.

We'd like to thank NCDMB for their contribution to that session. It was it was a learning experience for our African attendees and I think it was appreciated by all and I'm sure we're going to have it again next year. So that session should be repeated.

What came out of that session for us as business people was that we also need to have another

session. So going forward, we need to have a separate session, one for regulators and operators and we should also have a business to business session.

We're seeing a lot of national oil companies coming in and regulators coming in but we also need to see business people like Elizabeth here, we need to see more of the business people so we can have the business to business meetings that are also being facilitated. We could have speed dating for businesses, that would be great.

I think that's what we could go forward with for the female session. It shouldn't be an afterthought and be the last day. So female sessions need to be slotted in in the programme and also, what I noticed, I think the men put together the panel sessions this year for the women there were no men on the panel sessions. So, we need men on our women, female panel sessions as well, that's very important.

Another thing that we need to incorporate because we have brought together so many people from Africa, is to showcase some facilities, given that there are loads of facilities in Lagos. Introducing a site visit for next year is imperative. Thank you.

MR. YAYA F. BARROW

“ Good afternoon, and thank you, everyone. I want to begin by thanking you for the wonderful organisation.

In 2019, that was the first time Gambia attended SAIPEC - when were contacted this year, I said we must attend this. I also want to recognise the Gambia team including my Director of Exploration, Cany Jobe, Saidu the geoscientist and also Mr. Lamin Kamara the Procurement Manager.





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I believe in capacity development, and Cany can attest to that. So, when this conference was actually being announced, and we were invited, I sat with her, if you ask her, there are decisions that I can unilaterally take, but I don't believe in that. Any decision that I want to take, I always call one or two of my directors and I'll sit with them and ask them what their take is on that.

For her, I called her, so we need to discuss this. She gave me her ideas and I said, look, we need to give exposure to other staff who are not necessarily in oil. So that was why we brought in the Procurement Manager as well.

SAIPEC has actually been very successful and I've seen a lot of improvement compared to 2019. The pre-conference and seminar on Monday evening on local content was fantastic.

For a country like the Gambia, we are in the exploratory stage and so we need to learn capacities, our stuff, we're not going to sit and wait until there's a discovery. Then we start running helter skelter. That's what we are trying to avoid and that's why we are trying to partake, you know, in most of these forums, in particular, this session gave me the opportunity to actually meet and network with a lot of people.

This is the first time I've seen actually two or three panel sessions with predominantly ladies, this is fantastic, when given the opportunity to lead, they are always successful. We must believe in them, we must rely on them and we must ensure that they are given persistence responsibilities. On that note, what I want to add is the fact that we are at a very critical stage in the energy transition in the world, the West had their share of the fossil fuel, they actually got their oils.

Now, this is the time for Africa to enjoy their share of the black gold. That does not mean that we still don't actually harness our resources. There are a lot of resources in Africa apart from oil and one thing we need to do is to teach technology matters. Africa has an abundant of talents to look at technology that will best suit the exploration of our mineral resources.

Thank you very much.



MR. MILISSAO MILISSAO

“ Thank you for this conference. I'm glad yesterday we received awards and I need to say that the food, Nigerian food is good!

For this conference, what I have retained that collaboration and knowledge sharing among us African, we can go further and we can develop our continent.

So, as a regulator, I experienced that. If we can work together even with our diversity system, we can go a lot further. I would like to take this opportunity to invite you to visit Mozambique and invest in Mozambique.

Thank you everybody.





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MR. RANTI OMOLE

“ Good afternoon, ladies and gentlemen.
It's been an exciting few days

We started SAIPEC in 2019, with just one or two countries, but today we have delegates from 15 African countries. And not only that, we have 81 exhibitors this year, and hopefully we'll get to 120 exhibitors next year. 1,086 people registered for the conference so SAIPEC is growing!

There's a lot of business engagements (being made) - 438 participants out of those people registered and more than 2,300 messages on the chat platform.

The conference started with a pre conference workshop, focused mostly on local content supported by NCDMB. Next year, we will make it a key event for at least four hours and we will go beyond local content looking at e-commerce and HSE. Since it is very key for the industry.

The site visit will be incorporated for next year and more business to business sessions - we will ensure we have that as well.

LOCAL CONTENT LEARNINGS

It is very important to lay down laws behind local content. We should encourage local capacity development in different countries and collaboration is vital.

Financing for local content should be formed and then getting the IOCs to support their service providers to finance their contracts at very good rates. That will help us drive the mandates for patron to support other countries to set up similar associations

We started discussion with Uganda, Senegal and others, I will ensure that before 2023, I will have three or four more associations and service stations that will join us.

We also thank the first timers from Angola, Somaliland, Kenya, Mauritania that are here physically this year.

The African local content collaboration workshop and committee will continue our work and hopefully help people to develop business easily in various countries, and also develop a framework to create cross border relationships across some of the African countries.

WOMEN IN INDUSTRY LEARNINGS

For the woman in industry, the key words are; confidence, excellence, persistency, being assertive and looking for support when you need it, your business will continue to run well if you have strong strategies, and interesting value, that is sustainable, so just keep on pushing.

We will also integrate the women programme within the previous two days.



We will also introduce a renewable energy session next year. Every new renewable request requires storage, whether it's windmill, whether it's solar, because storage is battery related. We have the resources in Africa, the lithium titanium's here. So either we wait, and start extracting the crude, or we position ourselves and export the batteries.

I'd like to thank all our sponsors that made this event possible. All our key speakers and delegates from various parts of Africa. If you look at the back of the room, you wouldn't believe it's the last day. So on this note, I wish you a safe journey back home and we look forward to see you again at SAIPEC.

Thank you very much.

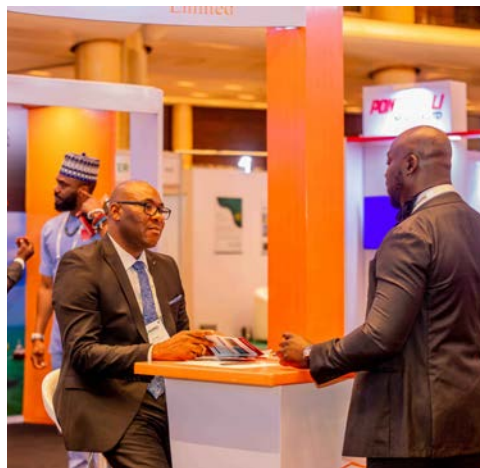


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MAKING CONNECTIONS: THE SAIPEC EXHIBITION AND NETWORKING

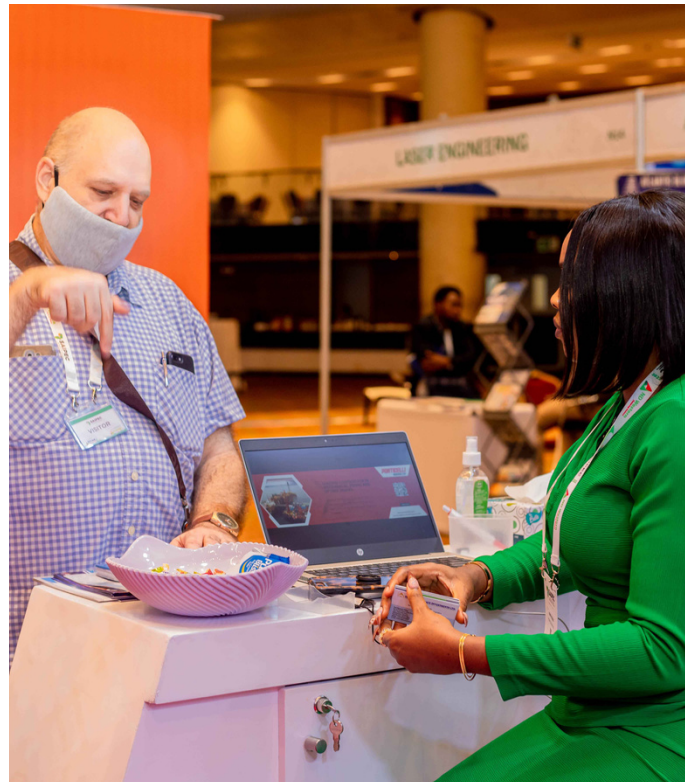




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25 FEBRUARY 2022





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**Eko Convention Centre
Lagos, Nigeria
20-23 February 2023**

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