

Africa LPG TRADE SUMMIT

ACCRA, GHANA | 7 - 9 May 2014

Day 1 - 7 May 2014, Wednesday

- 08:00 Registration and Coffee
- 09:00 Chairman's Welcome & Remarks
- 09:10 **Africa in the Global Energy Market**
- Global oil & gas market trends on the demand/supply sides
 - On LPG - how the shifts in global trade can affect Africa
 - African economic situation & its influence on African energy product markets
- Ms. Kristine Petrosyan, Senior Energy Analyst, Global Energy Economics International Energy Agency (IEA)*
- 09:45 **Angola's LPG Production Outlook, Export Potential & Marketing Roadmap**
- Senior Representative, Sonangol*
- 10:15 **Where is the Sub Saharan Africa LPG Exports Going in the Global LPG Trade-Flow Dynamics?**
- 10:45 Discussion followed by Networking Coffee

LPG Adoption & Market Growth in Africa - Step UP on LPG penetration in the region

- 11:25 **Ghana - LPG Market Development & Growth**
- Current LPG consumption patterns, demand outlook & imports requirement
 - Policy framework for LPG usage in Ghana
 - Collaboration between government & private partners to improve access to LPG
 - Opportunities & challenges ahead
- Mr. Chris Chinebuah, Executive Chairman, Fueltrade Ltd.*

- 11:55 **Local Operator's Perspective on LPG Distribution in Ghana**
- Ms. Ama Lokko, CEO, Namas B. Company Ltd.*

- 12:25 **Challenges & Opportunities in the Domestic LPG Market for Nigeria**
- Ms. Wilma Aguele, Managing Director, Ambergas Limited*

- 12:55 Discussion followed by **Networking Lunch**
- Hosted by*



- 14:15 **LPG Market Development in West Africa: Infrastructural/Regulatory Challenges & Opportunities**
- Mr. Dayo Adeshina, Managing Director, Strategic Energy Limited*

- 14:45 **Marketing LPG in West Africa**
- Senior Representative, Oando Marketing Plc*

- 15:15 **Senegal**

- 15:45 Discussion followed by Networking Tea

- 16:45 **Kenya & South Africa's LPG Market Scenario**

- 17:15 **Logistic & Infrastructure Development for Successful LPG Distribution – Success Case Studies from Kenya & South Africa**
- Mr. Alex Evans, President and Chief Operating Officer, Energy Transportation Group (ETG)*

- 17:45 Discussion followed by End of Day One

Day 2 - 8 May 2014, Thursday

- 09:00 Chairman's Welcome & Remarks

- 09:10 **Developing a Sustainable LPG Market in Sub-Saharan Africa: What NEEDS to be done?**
- Mr. James Rockall, Managing Director, World LP Gas Association*

- 09:45 **Key Growth Factors of an Autogas Market and/or Successful Initiative and Implementation of LPG-Autogas Market in Turkey**
- Mr. Ercument Polat, Marketing Director, Aygaz A.S.*

- 10:20 Discussion followed by Networking Coffee

- 10:50 **Financing LPG Terminals in Africa: Key Determinants & Considerations**
- Mr. Babafemi Awofala, Senior Partner, Advisory & Financing, Brickstone*

- 11:20 **Safety and Best Practices in LPG Supply Chain**
- Abdelkader Benbekhaled, Director General, Salam Gaz*

- 11:50 **Panel Discussion: LPG as a Sustainable Energy Source in Africa**
- Investment required in infrastructure & distribution
 - Regulators' support and policy toward LPG value chain

- 12:40 Final Discussion followed by Closing Lunch

Per Person Fee for Conference:	(USD)
Regular Fee for 1	1995.00
Group Fee for 3 or more	1495.00
Post Conference Workshop 1	
Post-Conference Workshop Fee for Non-Conference Attendees (per person)	1295.00
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Post Conference Workshop LPG Trading, Pricing & Shipping

Duration: Full Day (7 hours)
8 May - 14:00 to 17:30

1. Overview Of LPG Trade

- Why traders exist
- LPG Trading - major factors
- Future outlook for international trade
- Reasons why an organization might trade LPG

2. Trading environment

- Environment
- Key market players
- Main regional price setters
- LPG market pricing areas
- Factors affecting short term trade

3. Contractual terms and conditions

- Workshop exercise
- Company constraints - contract terms
- Contracts characteristics
- Checklist for contracts
- Market information

Day 3 - 9 May 2014, Friday

Post Conference Workshop (cont.) LPG Trading, Pricing & Shipping

9 May - 09:00 to 12:30

4. Trading techniques

- Basic players goals
- Trading strategies
- Analyze Evolution of LPG trading

5. LPG shipping

6. Case study

7. Introduction to price risk management

- Understanding the unknown
- Risk management process
- LPG hedging tools
- Debriefing case study