







**Sahara**  
GROUP

*...Bringing energy to life*

**I'm Sahara  
(Asharami)**







# Content

## About Us

Vision, Mission, Core Values, History, Strategy

## Business Activities

Upstream  
Midstream  
Downstream  
Supply and Logistics  
Power  
Infrastructure

## Our Footprint

## Sustainability

Sahara Foundation  
Corporate Governance

## Our People

# SAHARA

## at a glance

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### Sahara Group



**Over \$10Billion**  
Consolidated Revenue



**4,000+**  
Total Number of Staff



**42+**  
Business Footprints



**\$12Billion +**  
Transactions Closed

### Upstream



**100,000 BPD**  
5year Target Crude Oil Production



**1.3Billion +**  
Net 2P + 2C Reserves



**9 Assets**  
across West Africa



**Management & Operation**  
of Upstream pipelines and terminals

### Midstream



**16.73Million**  
Metric Tonnes of Oil Equivalent  
Volume of Products and Crude Traded



**76,000**  
Cubic Metres LPG Vessels Capacity  
Owned



**FSRU and LNG**  
Operations

### Downstream



**506 Million Litres**

Storage Capacity



**1.2 Billion + Litres**

Volume Sold in 2018



**7**

3 Ownership and 4 Partnerships  
with Refineries



**Africa, Europe,  
Middle East**

Storage Locations



**ISO 9001**

IATA Strategic Partner  
Industry Certification



**7+ Countries**

Storage Locations across  
Africa, Europe, Middle East

### Power Generation



**1861 MW**

Installed Capacity



**5000 MW**

Target Capacity by 2023



**5**

Number of Plants



**\$5 Billion**

Future Investments



**Sub-Saharan Africa**

Target Market



**Green Energy**

Delivering cleaner energy by 2022

### Power Transmission and Distribution



**Largest in Size**

Privately owned  
Distribution company in SSA



**2375 MW**

Installed Distribution Capacity



**1 Million +**

Households serviced



**Customer Base**

Key Manufacturing, commercial  
and industrial companies that  
contribute a significant amount to  
Nigeria's GDP



**Smartest**

Distribution Company  
in West Africa



**ISO 9001 &  
OHSAS18001**

International certification



**4016 GWH**

Power Delivered

### Sustainability



**SDGs**

Actively driving attainment of  
11 of the 17 goals



**Sustainable Energy  
for all in Africa project**

in collaboration with United Nations  
Development Fund



**World Economic Forum'  
Partnering Against  
Corruption Initiative  
(PACI)**

Member



**Nigeria Private Sector  
Advisory Group**

Co-Chairman



**Green Life Initiative**

leading the charge for healthier  
and more sustainable environment



**Social Impact Fund**

to empower innovators  
and entrepreneurs



**Africa Philanthropy  
Forum**

Member



**16,000 +**

Staff volunteer hours



**5 Million +**

Expected Impact of  
Food Africa Project





# About Us

**Sahara Group is a leading international energy (power, oil & gas) and infrastructure conglomerate with business operations in over 42 countries across Africa, Europe, the Middle East and Asia.**



Spanning nearly three decades, through hard work, innovation and determination, we have broken ground and challenged every stereotype we faced in the global market.

The unique women and men who make up our organisation are the strongest levers of our growth. Everyday, they dedicate themselves to making a difference in positive ways.

Through our matchless pool of talent, and our unparalleled dedication, we have expanded our global footprint and earned the distinction of becoming a fast growing and dynamic multinational organization, while maintaining an African heritage.

Our irrepressible spirit and audacity to succeed at demystifying the impossible is at the core of our genetic make-up.







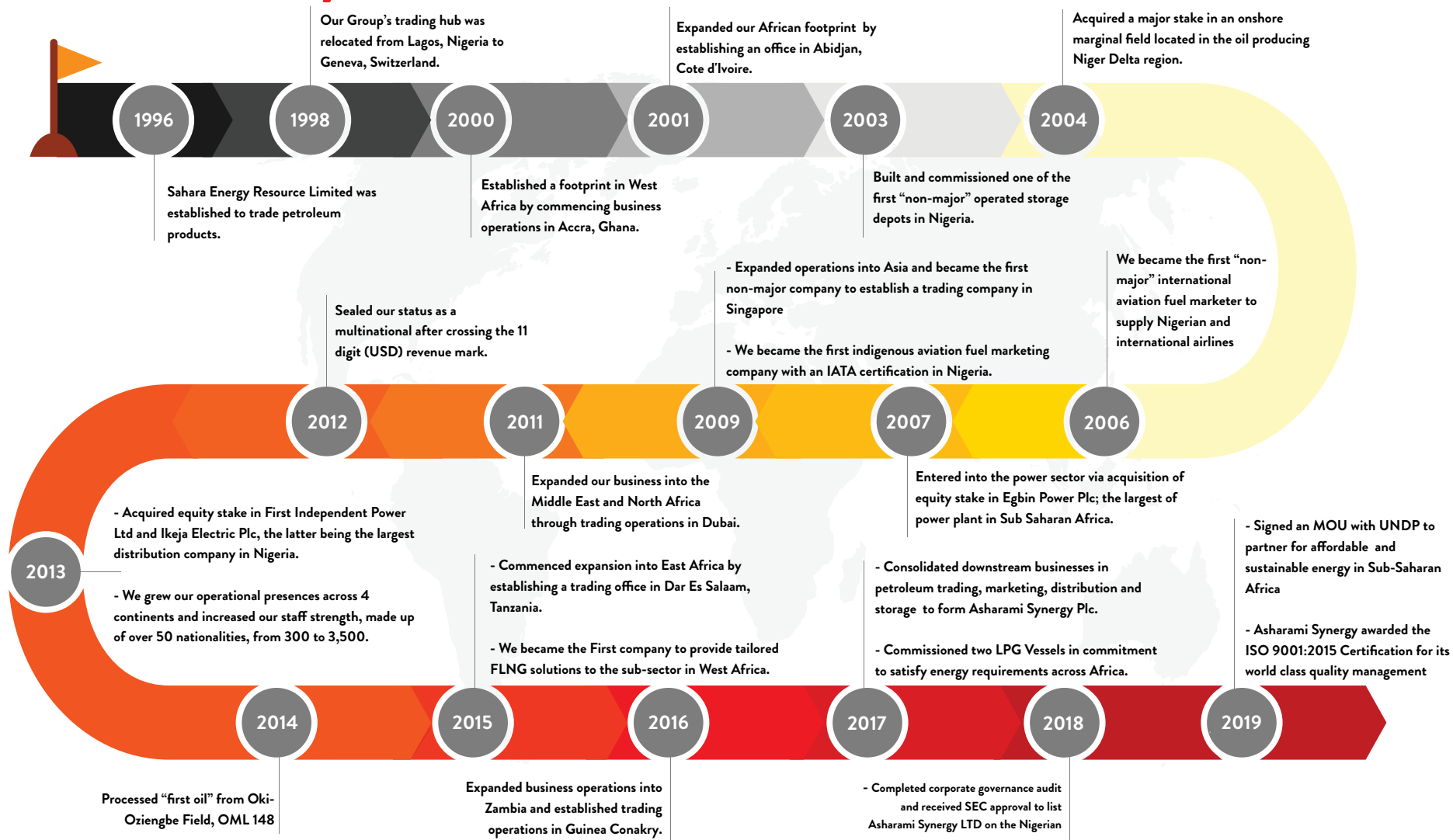
Our vision to be the **provider of choice wherever energy is consumed** is unyielding. The means through which we realize this vision continues to evolve as well as our work force, eco-systems and business operations.

Beyond the company's vision, our Personal and Corporate Social Responsibility (PCSR) mandate is **to use our resources to promote global sustainable development and transparency in business**. We make this mandate possible by partnering with multilateral organisations and key stakeholders across the globe.

**\$3Billion +**  
Total Assets in 2018



# Our History







## Vision:

To be the provider of choice  
wherever energy is  
consumed.



## Mission:

To transform through creativity,  
determination, and relationship building  
while continually seeking ways to  
generate value

## Core Practices



Leadership & Trust



Creating and  
Sustaining **Networks**



Teamwork



Fun in  
Efficiency



Continuous Learning,  
Development & Evolution



Endless  
**Possibilities**



Ownership &  
Personal Accountability



The Power  
of **NOW**



**United** and  
Unstoppable

We are proud of our organisation and  
the work we do; showcasing the  
**African success story** to our  
international network of stakeholders  
and partners.

**Integrity and Commitment** are key  
drivers in helping us achieve our goals  
for global expansion and  
transformative change.









# Business Activities

We operate in the following sectors:

- **Upstream (E&P)**
- **Midstream**
- **Downstream**
- **Supply and Logistics**
- **Power**
- **Infrastructure**







# Upstream

Sahara's Upstream division is one of Africa's leading independent Exploration and Production (E&P) players with a diverse portfolio of nine (9) oil and gas assets (as of 2017) in prolific basins across Africa. Asharami Energy Limited and Sahara Energy Field Holdings UK Limited are the entities at the fore of our upstream operations.

**100,000**

bopd over the next  
five (5) years.





## Exploration and Production

These assets are at various stages of development ranging from exploratory fields to mature producing fields with huge potential for positive returns. The company currently has a capacity to produce at least 10,000 barrels per day (bpd) with plans to boost production to at least 100,000 bpd over the next five (5) years.

Our vision is to **"become the most efficient and pre-eminent exploration & production company operating in Sub-Saharan Africa and South America"**.

Our E & P activities are driven by our unflinching commitment to safety and environmental sustainability. We have an upstream presence which continues to grow through strategic acquisitions. Our E&P business focuses on acquisitions in Sub-Saharan Africa by taking advantage of existing windows of opportunity and building a portfolio of assets that are ultimately developed for optimised performance.

**The broad strategy of the Group's upstream business hinges on three major areas:**

- Low-cost acquisition of reserves and resources across Africa starting from Nigeria and The Gulf of Guinea.

- Optimising exploration and production asset portfolio to ensure operational, HSE and financial efficiency.
- Working responsibly by sustainably partnering with communities and operating at high safety standards.
- Operating and managing assets with financial engineering where necessary.

### Asharami Energy Limited ("AEL")

AEL has a diversified portfolio of onshore assets in their exploration, development and production stages with a large acreage located within a productive oil basin in Nigeria.

**Our E&P business focuses on acquisitions in Sub-Saharan Africa by taking advantage of existing windows of opportunity and building a portfolio of assets that are ultimately developed for optimised performance.**

**1.3Billion +**

Net 2P + 2C Reserves







## **Sahara Energy Fields Holdings ("SEFH") UK Ltd**

Since it began operations in 2004, SEFH has grown its asset portfolio and strengthened its footprints in a number of West African countries while exploring prospects in North Africa. SEFH now participates with equity interests in several oil and gas assets in Africa, some of which it also operates.

## **Enaged Resource Ltd ("ERL")**

ERL operate blocks, grows reserves and resources. ERL also develops hydrocarbon fields by deploying efficient asset management strategies. ERL creates sustainable production and revenue while adding value to all stakeholders.

## **Sahara Energy Services ("SES")**

SES provides O & M, human capital financing, technical support and technology to greenfield and brownfield assets.







# Midstream

Sahara is Africa's leading crude oil, gas and products trading business. The business is diversified in terms of regions and products; trading with at least eighty (80) counterparties, with offices in Europe, Asia and Africa.

**1Million**  
bopd trade volume.





**76,000**  
cbm LPG Vessel Capacity



The West Africa Gas Limited (WAGL), a joint venture company of Nigerian National Petroleum Corporation (NNPC) and Sahara Group unveiled two 38,000 CBM LPG vessels, MT Africa Gas and MT Sahara Gas at the Hyundai Mipo Shipyard.





In recent times, the company traded over 100 million barrels of crude and 4 million MT of refined products, annually, through strategic partnerships and investments. Sahara is currently on target to achieve trade volumes of at least one million five hundred thousand (1,500,000) bpd.

Sahara trades with a highly diverse group of international players, with our key client base being national oil companies, refineries and other major

players in the energy industry. Our partners are located in over forty two (42) countries across Africa, Europe, The Middle East and Asia.

Sahara is a key shareholder in some African refineries, which include but are not limited to: Societe Ivoirienne de Raffinage (SIR), and Societe Africaine de Raffinage (SAR). We facilitate the refining of crude oil in order to capture the full value of the product transformation.

## Sahara Gas

Sahara, through Sahara Gas Line is a major player in the African and international gas markets with stakes in several LNG & Gas ventures.

In 2017, The West Africa Gas Limited (WAGL); a joint venture company of The Nigerian National Petroleum Corporation (NNPC) and Sahara Group, unveiled two 38,000 CBM LPG vessels, MT Africa Gas and MT Sahara Gas worth \$101 million in Ulsan, South Korea. The vessels will ensure stability in the supply of LPG to the African/European region. The unique design of the vessels enables berthing at any

LPG terminal facility globally, which in turn ensures Sahara benefits from the increase in intra-regional LPG trade growth. It also allows Sahara to deliver LPG to smaller ports with limited logistics in order to capture the "bulk-break trading margin".

Through its partnership with The NNPC, Sahara also trades NNPC's equity share of LPG and condensate from Nigeria LNG.

Sahara Gas Line is also actively involved in the Nigerian Gas Master Plan Project through strategic investment in the West Niger Delta (WND) Central Gas Processing Facilities (CPF) Project.

The company also operates an LPG storage, truck loading and bottling depot in Calabar, Nigeria.

Sahara is the only indigenous company registered with Nigeria LNG Limited for the lifting of spot LNG cargoes.

Sahara Gas also revamps and manages key terminal assets.





Lagos, Nigeria

## Downstream

With over 20 years of experience, Sahara's downstream expertise covers product procurement, bulk sales and distribution of petroleum products across the globe. Our goal is to be the one-stop solution to all logistics bottlenecks in the regions we operate.

**506 Million**  
litres combined storage capacity



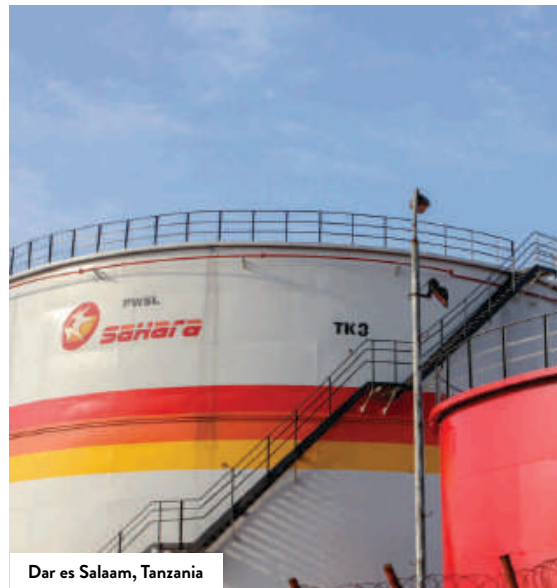


The business has storage terminals across **Africa, the Middle East and Europe** with a combined capacity in excess of 506 million litres for a range of refined petroleum products. Recently, the Group expanded operations in Eastern Africa with a focus on enhancing availability of refined products across the region.

### Asharami Synergy

Asharami Synergy is a leading player in the downstream sector with operations spanning over two decades. The company emerged from a consolidation of nine (9) Sahara Group companies with interests in procurement, storage, and distribution of white products across Nigeria.

Asharami Synergy is a leading aviation fuel supplier in Africa with a fleet of over thirty (30) Bowsers and a combined capacity of over 1 million litres.



Dar es Salaam, Tanzania



Lagos, Nigeria



Accra, Ghana





**1.2Billion +**  
litres sold in 2018

## Trade

As one of Africa's leading petroleum products suppliers, Asharami Synergy provides at least 24% of Nigeria's aviation fuel demand, as well as a significant share of Nigeria's Premium Motor Spirit (PMS) demand. Some of the key commodities traded include Aviation Turbine Kerosene (ATK), Automotive Gas Oil (AGO), Premium Motor Spirit (PMS), and Liquefied Petroleum Gas (LPG).

## Product Storage

Asharami Synergy operates seven (7) bulk storage facilities located strategically across Nigeria, which are ISO-certified for the storage of petroleum products such as PMS, ATK and AGO. These facilities ensure a steady supply of petroleum products is made available to our customers.

## Marketing and Distribution

Asharami Synergy's marketing activities include: bulk product sales, commercial and industrial sales, retail sales, door-to-door sales, lubricant sales and aviation fuel sales.

**Asharami Synergy has earned a number of certifications and awards, such as: the ISO 9001 Bureau-Veritas certification, first aviation fuel supplier to be awarded the exclusive fuel management portfolio for various presidential air fleets. Asharami Synergy has also been a strategic partner with International Air Transport Association "IATA" since 2009.**



Egbin Thermal Plant





Afam



Eleme



Omoku



Trans Amadi

# Power

Sahara Power Group ("SPG") is the largest privately owned vertically integrated power company in Sub-Saharan Africa, with plans to expand its generation capacity to exceed 5,000MW by 2023.

Our portfolio includes Egbin Power Plc - the largest thermal power plant in Sub Saharan Africa (ex. South Africa), Afam, Eleme, Trans Amadi and Omoku Plants.

**5,000MW**  
generation capacity by 2023



Sahara Power Group successfully acquired majority shareholding stakes in two (2) of the Power Holding Company of Nigeria (PHCN) assets under the privatization initiative of the Nigerian Government. SPG acquired the **Egbin Power Plc**- one of the largest privately operated power generation plants in Sub Saharan Africa and **Ikeja Electric Plc** -the largest privately owned power distribution company in Sub Saharan Africa. In addition, SPG also acquired a 70% stake in **First Independent Power Limited (FIPL)**.

## Generation

### Egbin Thermal Power Plant



With a 70% stake acquired by Sahara in 2013, the Egbin thermal plant located in Lagos, Nigeria, has an installed generating capacity of 1,320MW comprising 6 x 220 MW Hitachi dual fired (Gas & LPFO) turbines. The target is to expand the existing capacity to at least 5000 MW in the near future.

### First Independent Power Ltd ("FIPL")



Sahara acquired a 70% stake in FIPL (comprising of four power plants) located in Rivers State, Nigeria. FIPL has a combined generation capacity of about 541 MW in four plants strategically located across Rivers State.

## Distribution

### Ikeja Electric ("IE")

IE delivered 4,016 GWh of power to at least one million (1,000,000) households across six (6) Business Units, fifty five (55) Undertaking Districts and seven (7) franchises in 2018.

IE is the first and currently the only company in the power sector that has bagged the ISO 9001 & OHSAS18001 International certification, a mark of commitment to safety and quality management of materials and resources.







Ikeja Electric Plc (IE) is the first and currently the only company in the power sector that has earned the ISO 9001 & OHSAS18001 International certification, a mark of commitment to safety and quality management of materials and resources.







# Infrastructure

Sahara continuously develops transformative projects through the infrastructure arm of its business.

**\$1.67Billion**

Valuation of Real Estate  
Assets Managed





## SIVC Development Limited ("SIVC")

Established in 2013, SIVC develops sustainable infrastructure to meet the needs of the Sub-Saharan Africa region in Oil & Gas, Utility Concessions, Industrial Parks, Real Estate, Hospitality, Agriculture, Healthcare and Government-backed projects.

Some of the projects under our portfolio include:



### Kidney Island Logistics Development:

Fifty-five hectares of industrial space adjacent to Shell's logistics facility. The project will deliver one-stop logistic services to players in the Old Port Harcourt city.



### Egbin Industrial Park:

A 600 Hectare Industrial and Commercial Park sited within Egbin Power plant, which contributes about 30% of the country's power generation. Egbin Park offers key advantages such as 24/7 power supply and water transport. The Park will comprise industrial, residential and commercial districts.

Through SIVC and Centrum Properties Limited (CPL), the facilities management arm of our infrastructure service provider, Sahara Group invests in projects that boost socio-economic development in Africa.







### **Radisson Blu ★ ★ ★ ★**

**Port Harcourt, Nigeria**  
**226 Rooms**

The development of a 4-star, 226 Room hotel in Port Harcourt. It is being executed under a concession agreement with the Rivers State Government.



### **Jibike's ★ ★ ★ ★ ★**

**Abuja, Nigeria**  
**358 Rooms**

The project involves the development of a multi-use real estate/hospitality facility comprising of two hotels, high end residences, service apartments and commercial spaces in Abuja, Nigeria.







# Our Footprint



Nigeria // Ghana // Cote d'Ivoire // Cameroon // Tanzania // Kenya // Guinea // Zambia  
Senegal // Singapore // U.A.E // Switzerland // Russia // South Sudan // Malawi  
Rwanda // China // India // Indonesia // Vietnam // Malta // Democratic Republic of Congo  
Mozambique // Egypt // Gambia // Togo // Burundi // Uganda // Oman // Turkey // Belgium  
Spain // Germany // Gibraltar // Italy // Greece // Malaysia // South Korea // Japan // Sri Lanka  
Philippines // Equatorial Guinea







# Sustainability



By aligning our activities to the United Nation's Sustainable Development Goals, we have recognized the importance of building strategic partnerships and strengthening relationships necessary for the fulfillment of a social purpose, underscored by sustainability.









**Sahara Foundation is the vehicle for the Group's Personal and Corporate Social Responsibility (PCSR) initiatives. The activities of Sahara Foundation are directed at empowering our communities in a sustainable, transparent and efficient way.**

# Personal and Corporate Social Responsibility

Sahara Foundation's PCSR approach is driven by the concept of *"Extrapreneurship"*.

*"Extrapreneurship"* creates value by leveraging internal and external strengths to drive cross-sectoral collaboration. We create value by connecting the right people to selected organizations and providing sustainable solutions to global social problems in these areas: education & capacity building, health, environment and sustainable community development.

## Extrapreneurship

The core of the extrapreneurship framework is to create a platform that finds, creates and connects young "extrapreneurs" in emerging markets by leveraging Sahara Foundation's network of committed stakeholders.



**Our business remains committed to promoting good corporate citizenship and activating the tools and resources needed to enhance social development in our host communities across the globe**





## Education & Capacity Building

The need to contribute to human capital development has been the focal point of Sahara Foundation's activities in the educational sector. Our activities in this area include: vocational skill acquisition projects, school feeding programmes, competitions which encourage creativity among the youth, capacity development for teachers and career counseling seminars for students. We are also actively involved in partnerships and projects with tertiary institutions aimed at promoting wealth creation, environmental protection and economic empowerment.



## Sustainable Community Development

We operate efficient and cost effective sustainable development programmes which apply internationally accepted and recognized standards of practice that are aligned with the International Finance Corporation's sustainability framework. We focus our interventionist approach on sustainable projects and programmes with the widest outcome/outreach and impact.



## Health

Our intervention in the health sector seeks to enhance awareness of issues that reduce productivity due to ill-health. The Foundation has streamlined its focus to preventable diseases and chronic conditions that are prevalent amongst indigent people and have a debilitating effect in the lives of their victims.

## Environment

The foundation continuously seeks sustainable ways of facilitating the production, provision and promotion of alternative sources of energy. We are invested in protecting the environment and welfare of our people. We abide by the highest standards of globally established charters for environmental protection, while also promoting awareness campaigns and partnerships committed to safeguarding the environment. Our interventions include promoting the use of renewable energy and creating awareness around the need to reduce the emission of greenhouse gasses.



Sahara Group's commitment has inspired the adoption of the **#GreenLife** project which seeks to galvanise action towards tackling climate change through collaboration, recycling, capacity building, awareness raising as well as investment in clean, affordable and sustainable energy.



# Sustainability

**Our mission to be a sustainable business is premised on the highest standards of diligence and integrity espoused by our people and partners over the years.**

**We are committed to designing and deploying best practices, providing a secure work environment and treating every member of our workforce with fairness and respect.**

We manage our impact on the environment and the host communities we operate in, and set appropriate and consistent standards when dealing with service providers and suppliers.

We value our people; they are our most important asset. The energy, enthusiasm and integrity of our workforce have opened the doors to multiple growth opportunities and cemented our reputation for consistently conducting business operations at the highest standards.

We believe in the practise of ethical capitalism through which free enterprise, excellence and competitiveness is fastened.



# Corporate Governance

Our Corporate Governance framework focuses on people, conduct, society and the environment and how these agents can build and foster sustainability. We are constantly expanding the remit of our framework to align with global corporate governance practises as we continue to expand business operations across international borders.

Sahara Group has been involved in initiatives, alliances and activities aimed at developing and strengthening its corporate governance and compliance systems. One of these alliances include our partnership with the **World Economic Forum – Partnering Against Corruption Initiative (PACI)**.





In recognition of our commitment to good governance and the SDGs, Sahara Group was admitted (in 2015) into the Private Sector Advisory Group of the United Nations Sustainable Development Goals Funds (SDGF).







# Our People

**Sahara Group has a rich pool of multicultural professionals working in a discrimination-free environment. Our diversity makes us unique, strong and exceptional.**







## Building Future Leaders

At Sahara Group, one of our key priorities is developing future leaders with excellent spirits. As we foster innovation and excellence, we're actively building and managing our team of talented men and women who ensure our company grows and progresses through the years.



The Graduate Trainee Program is designed to stimulate entrepreneurial skills, offer a cross-sectional understanding of our business, while developing talents that will be integrated into various divisions of our company.

Sahara Group offers six (6) program options for trainees:

- Sahara Talent & Entrepreneurship Program (STEP)
- Sahara Experienced Analyst Program (SEAP)
- Graduate Accounting and Audit Program (GAAP)
- Graduate Engineering Management Program - Power (GEP)
- Graduate Information Technology Program (GITP)
- Graduate Analyst Program (GAP)

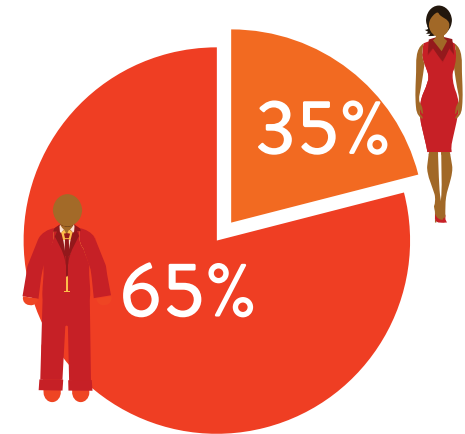
We are looking at increasing the variants in the future

## Sahara Leadership Program (SLP)

The SLP is a bespoke program designed to identify, develop and empower select employees for senior leadership roles within Sahara Group as the organisation continues to expand across Africa, Asia, Europe and the Middle East.

It is a reinforcement of our commitment to capacity building and fostering an environment that promotes learning, innovation and excellence.

## Gender Demography



Sahara Group employees under the Sahara Leadership Program (SLP) at the London Business School's Accelerated Development Programme



Our reputation as an employer of choice has been enhanced over the years through our track record of fairness and diversity. We welcome talented people regardless of their race, skin colour, origin, gender, physical impairment, religion or age.





4000+

Total number of employees







Our organisation believes that success is achieved when our workforce is happy and healthy. We take pride in staging our biennial sporting and entertainment fiestas: **SAHARALYMPICS** and **Variety Night**.

All our team members, under the Sahara Group, come together at these events to exhibit their abilities in a variety of competitive games and showcase 'hidden' talents in the performing arts. These events have grown to become two highly anticipated events in our social calendar.

#### **General Enquiries**

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Sahara Group

*...Bringing energy to life*





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