

# 30<sup>th</sup> WORLD LPG FORUM

3-5 OCTOBER 2017

## MARRAKECH

WELCOME

JAMES ROCKALL

MR YAGIZ EYUBOGLU

AFRICA

AGRIBUSINESS

SOCIAL GROWTH

NEW PORTS

A CONTINENT WITH IMMENSE POSSIBILITY for LPG

as the LPG ASSOCIATION WE HAVE the OPPORTUNITY to CREATE

A CLEANER HEALTHIER MORE PROSPEROUS WORLD!

LPG

PRODUCTION & CONSUMPTION GROWING AT A RATE of **6%**

HIGH DEMAND FOR LPG from DEVELOPING COUNTRIES

INDIA

MR RACHID IDRISSE

MOROCCO - a STRATEGIC HUB for LPG

MOROCCO is now looking at a **NEW ENERGY MIX**

REQUIRES INVESTMENT OF **\$40 BILLION** BY 2030

OPPORTUNITIES FOR INVESTMENT & PARTNERSHIPS

SOLAR

CLEAN FOSSIL FUELS

WIND

HYDROGEN

MARITIME ENERGY

RENEWABLES

MR AZIZ REBBAH

WE ARE EXPERIENCING an **ENERGY CHANGE**

this is also an **OPPORTUNITY** FOR DEVELOPING COUNTRIES

MOROCCO HAS KNOWN a LOT of TURMOIL... BUT NOW WE ARE a MODEL FOR **AL REGION**

NEW LEGISLATIONS

FREE TRADE AGREEMENTS

POLICY REFORMS

DO WE **PRODUCE BETTER & CONSUME BETTER?**

LESS MORE SUSTAINABLY

### ROUND TABLE: FUELLING NEW MARKETS

**INDIA**

3RD LARGEST CONSUMER OF LPG

INDIA

SUBSIDIES FOR LPG (CAP of 12 CENTS)

LINKED TO INDIVIDUALS BANK ACCOUNTS

DOMESTIC SECTOR

SMS "BOOK A REFILL" FACILITY

SINGLE PRICING OF LPG

"ALL HOUSEHOLDS MUST HAVE CLEAN FUEL"

LPG - FOR A CLEANER, GREENER INDIA

"GIVE IT UP" CAMPAIGN

**USA**

(OPTIMISING EXISTING MARKET SECTORS)

WATER HEATING

MATERIAL HANDLING

FORKLIFTS

NEED TO EDUCATE OUR CUSTOMERS (PROPANE CAN BEAT ELECTRICITY!)

TRACTORS

MOWERS

ENVIRONMENTAL SOCIAL

**PETCHEM**

OPPORTUNISTIC

CHALLENGES: AWARENESS, INFRASTRUCTURE, DISTRIBUTION

OPPORTUNITIES (STORAGE)

**NIGERIA**

NEED FOR GOVT. SUPPORT (SUBSIDIES + TAX WAIVERS)

CHALLENGE: MAKING THE SWITCH FROM WOOD + KEROSENE to LPG

FREE CYLINDERS THANKS TO MICROFINANCING + NGOs

NEED FOR a LOCAL CYLINDER MANUFACTURERS

MADE IN NIGERIA

WE OFFER OUR CUSTOMERS SOLUTIONS BUT ALSO **KNOW HOW**

MUCH EXPANSION IN AFRICA

**MOROCCO AFRIQUIAGAZ**

STORAGE TERMINALS, SUPPLY SOLUTIONS

- BEWARE OF UNIVERSAL SUBSIDIES!

**BRAZIL**

OPPORTUNITY FOR COMPETITION for PETROBRAS

NEW GOVT. POLICIES TO ATTRACT INVESTMENTS

NEED FOR STORAGE & CAPACITY SOLUTIONS

WE NEED TO ELIMINATE THE RESTRICTIONS WE HAVE ON LPG SUPPLY

HOW CAN WE ACCELERATE...

**UGI** CORPORATION CURRENTLY A BETTER UNDERSTANDING OF LPG?

CREATING NEW APPLICATIONS?

IT ENGINES, FUEL CELLS

STRUCTURAL DECLINE IN DEMAND (CHALLENGE) IN MATURE MKTS

EDUCATION & COMMUNICATION ARE KEY!