



**30th WORLD
LPG FORUM**
3-5 OCTOBER 2017
MARRAKECH
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Platinum Perspective – Luis-David Rodriguez, Vice-President LPG Business Line, Total



1. The Forum Voice: Thank you for taking the time to talk to The Forum Voice. Could you tell us what attracted you to becoming a platinum sponsor of this major event?

The World LPG Forum is a well-recognised event and significant for the LPG industry. This is the 30th edition and it will take place in Morocco, a country where Total have a longstanding and strong presence. Our Moroccan subsidiary has just celebrated its 70th anniversary this year. To become a Platinum sponsor was only logical. Being a Platinum sponsor enhances TOTAL's commitment in the LPG industry and its attachment to the African continent with which

the group maintains historical relationships. Finally, it is also a great opportunity for us to meet with all the key players in the sector.

2. The Forum Voice: What are your thoughts on the key opportunities for LPG in Morocco and the region?

LPG is a source of energy with many advantages. In Morocco, LPG must therefore become a more affordable energy source and improve the quality of inhabitants' lives. Furthermore, the range of opportunities is significant given that LPG consumption has increased by 30% in the past five years on the continent as a whole and by 20% by volume on the Moroccan market alone. Bulk LPG will see growth in certain uses and sectors (agriculture, hospitality, restaurants and small-scale industry), serving as a potential springboard for significant growth. Total holds a strong lead in Africa which has made the brand iconic and has led to an unparalleled distribution network with more than 4,000 stations. Backed by a presence with 22 affiliates and 19% of market share in Africa, Total is well positioned in its bid to support growth in this region of the world which has a bright future.

3. The Forum Voice: Why should delegates attend the Forum?

The World LPG Forum is a major event where knowledge is shared as well as best practices among WLPGA members and gives the opportunity to discover innovations. One of the highlights of this annual get together of the global LPG community will include the 10th Global Technology Conference which promotes a selection of innovative technologies that contribute to develop the LPG business. For example, a new generation valve developed by Intelligent Gas Valve or sulfur-free odor agents to detect gas leaks. The Forum will also include a trade exhibition presenting the latest LPG-related products and services, time set aside for networking and an extensive conference programme focusing on supply & demand, HSE management, new market development...

4. The Forum Voice: What are you most looking forward to in Florence?

The Forum is for Total the opportunity to confirm its continued commitment in Morocco as well as in Africa as a whole. The full week of events aims to communicate on various technical and commercial issues. Members also have a real opportunity to enlarge their professional network and establish new collaborations. We look forward to meet with various players in the industry with the aim to share and exchange experiences.