



**30th WORLD
LPG FORUM**
3-5 OCTOBER 2017
MARRAKECH
WWW.WORL DLPGFORUM2017.COM

Platinum Perspective – Asaf Sasaoglu, Président Directeur Général, Vivo Energy Maroc



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 WLPGA is indeed a major industry event. Choosing Marrakech to hold this year's forum shows that Morocco is regarded as the beating heart of Africa. As a prominent operator throughout the continent, with a vision to become the most respected energy company in Africa, it was important for Vivo Energy to support this event and its choice of location. Our brand Butagaz is known and loved for its quality, safety and innovation, so we're certain that sharing our projects and challenges at this leading industry event will be very rewarding. We also

market LPG under the Shell Gas and Afrigas brands in other countries and, having added Burkina Faso and Ivory Coast in 2015, now distribute and sell LPG to eight African markets. Meeting the needs of both large commercial customers and local communities we have ambitious plans for further growth across the continent.

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

Morocco is a dynamic market with an estimated volume of 2.3 million tonnes of LPG every year, which sees a continuous growth of +4% thanks to the country's GDP and population growth. This significant consumption is linked to the use of new technologies, which makes Morocco a very advanced market. A major turning point is on the horizon, with deregulation being announced in the near future. Morocco is a forerunner, whose transition will be closely observed. It has already succeeded in developing energy that is clean, safe and accessible to the entire population, particularly thanks to using renewable energy, so it is shaping up to be a leader in experimentation, and an inspiration to the rest of the continent.

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

First of all, it's a unique opportunity to meet and network with different people in the industry: experts, suppliers, decision-makers, solution and technology developers, and even governments.

The fact that it's in Marrakech will also provide a great window into Morocco and Africa and into its promising markets, with all of the commercial opportunities that it represents. It's also a good chance to share and learn about the trends and perspectives that will shape our industry.

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

This event is clearly built on a virtuous approach of shared experiences. It will provide excellent insight into Morocco and Africa's potential - for example, Morocco has managed to adopt LPG, an affordable, safe and eco-friendly energy, so that virtually 100% of its population could have access to domestic energy.

It's also a showcase for other countries and their latest innovations, so Morocco is to benefit from this experience too. There will be particular attention on the markets which have successfully navigated through the price deregulation transition so it will be a win-win event on all fronts.