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Dangote Group Proposes Cameroon Pipeline and Storage Terminal for Refined Products Export

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Nigeria's Dangote Group is in early-stage discussions with Cameroonian authorities to develop a petroleum products storage facility and pipeline network in Cameroon, a move that would create a structured export corridor for refined products from its 650,000-barrel-per-day refinery in Lekki, Lagos. The proposal was raised during a high-level meeting in Yaoundé between Devakumar Edwin, Dangote Group's vice president for oil, gas and fertilisers, and Cameroon Prime Minister Joseph Dion Ngute. No investment value or construction timeline has been disclosed, and the initiative remains at the preliminary discussion stage.

The strategic rationale is straightforward: Dangote's Lekki refinery, one of the largest on the continent, needs reliable export markets to absorb its output. Cameroon, which faces recurring fuel supply shortages and vulnerability to international supply chain disruptions, represents a natural off-take destination. A dedicated storage terminal linked to a regional pipeline network would reduce dependence on road and maritime transport, lowering distribution costs and the associated carbon footprint. Edwin stated explicitly that the pipeline element is intended to cut transportation costs and minimise environmental impact, signalling that the project is conceived with both commercial and sustainability considerations in mind.

Beyond Cameroon itself, company executives have indicated the infrastructure could serve as a regional template for cross-border energy cooperation, with Central Africa's broader trade corridors in view. This aligns with a longer-term Dangote strategy in Cameroon. In 2021, following a meeting with President Paul Biya, Group CEO Aliko Dangote announced intentions to diversify the company's Cameroonian investments beyond its existing cement operations. The current pipeline and storage proposal represents the most concrete energy-sector expression of that ambition to date.

For the wider Central African sub-region, the project — if it advances beyond preliminary discussions — would mark a significant shift in how refined petroleum products are sourced and moved. Rather than relying on imports from outside the continent, Cameroon and potentially neighbouring states could draw on intra-African refining capacity delivered through purpose-built infrastructure. The timing coincides with broader continental efforts to strengthen energy security and reduce import dependency, trends that are generating new infrastructure investment pipelines across Sub-Saharan Africa.

Norwegian oil and gas service companies should monitor this development closely. While the project is early-stage with no confirmed financing or engineering mandate, the scope — a storage terminal plus a cross-border pipeline network — points to a substantial future procurement cycle covering civil and mechanical construction, storage tank engineering, pipeline integrity systems, metering and instrumentation, and HSE management. Dangote Group's track record of executing large-scale industrial projects, including the Lekki refinery itself, lends credibility to the eventual materialisation of this initiative, making early engagement with the developer and Cameroonian energy authorities a worthwhile near-term action.

Why this matters to partners and clients of Saga

Norwegian pipeline and storage specialists should initiate contact with Dangote Group's project development teams now, ahead of any formal tender process, to position for future FEED and EPC opportunities. Companies with track records in petroleum product terminals and cross-border pipeline systems — including metering, integrity monitoring, and HSE compliance — are particularly well placed. The project's stated environmental efficiency rationale also creates an opening for Norwegian firms with low-emission pipeline technology and carbon-footprint optimisation offerings.

PARTNER ANGLES

- **Pipeline:** Cross-border petroleum products pipeline from Nigeria into Cameroon will require pipeline engineering, integrity management systems, and cathodic protection expertise that Norwegian pipeline specialists can supply.
- **Subsea/FPSO:** If the storage and export solution evolves to include coastal or offshore offloading infrastructure at Cameroon's coastline, Norwegian FPSO and marine terminal operators should assess fit early.
- **Service:** Tank farm and terminal construction will require instrumentation, flow metering, fire and gas safety systems, and commissioning services where Norwegian process safety firms have established credentials.
- **LNG:** Dangote's stated goal of a regional energy distribution blueprint could eventually extend to LNG or gas products, warranting monitoring by Norwegian LNG technology and small-scale distribution specialists.

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