AFRICA OIL+GAS REPORT

Dangote Eyes Cameroon Petroleum Terminal to Supply Central African Markets

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Dangote Group has submitted a formal proposal to the Cameroonian government for the construction of a petroleum products storage terminal in the country. The initiative is framed as a strategic move to extend the Nigerian conglomerate's distribution reach into Central Africa, using Cameroon as a regional gateway. This follows Dangote's broader push to leverage its refining and downstream capacity — anchored by its large Lagos-based refinery — to supply refined products across the African continent rather than relying on imports from outside the region.

Cameroon occupies a geographically significant position as a transit corridor and commercial hub for the landlocked economies of Central Africa, including Chad, the Central African Republic, and the Democratic Republic of Congo. A petroleum products terminal sited in Cameroon would allow Dangote to offload, store, and redistribute refined products such as gasoline, diesel, and jet fuel to these markets, reducing dependence on European and Middle Eastern supply chains. The proposal signals that Dangote sees downstream infrastructure in francophone Central Africa as a commercially viable expansion frontier.

The Cameroonian government has been presented with the proposal but no approval, timeline, or site selection has been publicly confirmed at this stage. The scale of the planned terminal, including storage capacity, jetty infrastructure, or investment value, has not been disclosed in available reporting. It remains unclear whether

Dangote intends to develop the facility independently or seek a local or international partner for the project.

For the regional energy landscape, the proposal carries meaningful implications. Cameroon already hosts the SONARA refinery, though that facility has faced operational disruptions in recent years. A new independent storage terminal developed by a private African conglomerate would introduce a different commercial dynamic — one oriented toward import and redistribution rather than domestic refining. It would also require integration with port logistics, road or rail connectivity, and potentially pipeline linkages to be commercially effective at scale.

The move reflects a wider trend of intra-African downstream investment, where large private-sector players seek to build integrated supply chains that bypass traditional extra-continental intermediaries. Whether the Dangote terminal in Cameroon advances to construction will depend on negotiations with Cameroonian authorities, regulatory approvals, and the commercial terms attached to port access and land allocation. Partners and investors in the regional energy sector should monitor this proposal closely as it develops through the government review process.

Why this matters to partners and clients of Saga

Norwegian companies with competencies in terminal engineering, storage tank design, and marine loading infrastructure should register this as an early-stage opportunity worth monitoring. If the proposal advances to procurement, EPC contractors and equipment suppliers active in West and Central Africa would be well-positioned to engage. At this stage, the appropriate posture is to track the regulatory approval process and identify potential local Cameroonian partners for future teaming arrangements.

PARTNER ANGLES

- **Pipeline:** If terminal design includes pipeline connectivity to inland markets, Norwegian pipeline engineering firms could pursue early engagement on routing and materials supply.
- **Subsea/FPSO:** Marine loading arm and jetty infrastructure for a coastal terminal represents a concrete scope for subsea and marine systems suppliers once the site is confirmed.

- **Service:** Tank inspection, corrosion management, and metering technology providers should register interest now, as brownfield and greenfield terminal projects in the region typically require international service capability.
- **LNG:** If the terminal scope is later expanded to include LNG or gas products, Norwegian LNG storage and handling specialists would have a relevant value proposition to present.

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