

SONATRACH - NEWS & PRESS RELEASES (ALGERIA) · ALGERIA

Sonatrach, SONIDEP sign Niger crude marketing deal

Saga deep read · 16 August 2026 · Score 50

Algeria's state oil company Sonatrach has entered into a commercial cooperation agreement with Niger's national hydrocarbons marketing company SONIDEP covering the marketing of Nigerien crude oil, according to a Sonatrach press release dated 14 August 2026. The agreement was concluded in line with directives from Algeria's senior authorities to deepen commercial ties with Niger.

The precise instrument has not been fully disclosed in the available text, but the framing — commercial cooperation in the field of crude marketing — indicates this is at minimum a heads of agreement or MoU establishing a framework for Sonatrach to play a role in trading or offtaking Niger's crude production. No contract values, volumes, cargo schedules, or duration terms were specified in the source material.

The timing is significant. Niger's Agadem Rift Basin has been the focus of growing upstream activity, and the country completed the Niger-Benin Export Pipeline in 2024, giving landlocked Niger its first crude export route to the Atlantic coast. Algeria, however, shares a northern border with Niger and has long pursued bilateral energy diplomacy across the Sahel. Sonatrach's involvement in SONIDEP's marketing function would position the Algerian major as a commercial intermediary or co-marketer for Nigerien barrels, potentially routing volumes through Algerian trading channels or toward Mediterranean refining markets.

For the broader regional energy architecture, the agreement reflects Algeria's strategic ambition to become a hub for trans-Saharan energy flows — a posture that complements existing discussions around gas pipeline corridors linking sub-Saharan

producers to North African export infrastructure. Whether this crude marketing cooperation eventually connects to pipeline or blending arrangements remains speculative at this stage, but the institutional relationship between the two national companies now has a formal commercial foundation.

Norwegian service companies should note that this agreement, as currently disclosed, is a cooperation framework and not a signed field development or infrastructure contract. No procurement activity, tender, or expression of interest has been announced. The practical near-term implication is for trading, logistics, and storage-related services if the cooperation matures into concrete cargo-handling or terminal arrangements. Monitoring subsequent announcements from both Sonatrach and SONIDEP for follow-on operational or infrastructure tenders is advised.

Why this matters to partners and clients of Saga

This is an early-stage commercial cooperation framework — no tenders or procurement activity have been announced, so outreach to project buyers is premature. Norwegian companies with expertise in crude storage, marine terminal operations, or offtake logistics should monitor whether the agreement generates downstream infrastructure requirements. Relationship-building with Sonatrach's commercial and trading divisions may be worthwhile for companies already active in North Africa.

PARTNER ANGLES

- **Pipeline:** Monitor whether crude marketing volumes eventually require cross-border pipeline or pumping infrastructure upgrades that could attract Norwegian pipeline engineering firms.
- **FPSO:** If Nigerien crude routed through this arrangement targets Atlantic loading, floating storage or offloading solutions could become relevant — track export terminal developments at Sèmè, Benin.
- **Drilling:** Expanded Sonatrach commercial engagement in Niger may precede upstream joint ventures in the Agadem Basin; drilling contractors should watch for any equity or service role Sonatrach takes on.

- **Service:** Crude assay, quality management, and inspection services will be needed if Sonatrach assumes a co-marketing role for Nigerian barrels — niche Norwegian testing and certification firms should note.

[Original source: Sonatrach - News & Press Releases \(Algeria\) →](#)

Saga Advisory

General: info@saga-advisory.com · saga-advisory.com

STAVANGER · CAPE TOWN