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Equatorial Guinea orders Gepetrol sole-distributor masterplan

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Equatorial Guinea's Vice President Nguema Obiang Mangué has directed national oil company Gepetrol to develop a masterplan with the objective of establishing itself as the country's sole distributor of petroleum products. The directive signals a strategic push by Malabo to consolidate downstream control under the state entity, reshaping the commercial and logistical landscape for fuel distribution across the country.

The instruction represents a significant policy signal for how Equatorial Guinea intends to structure its domestic downstream sector. By tasking Gepetrol with producing a formal masterplan, the government is moving beyond intent and into structured planning, though no implementation timeline, financing framework, or regulatory instrument has been announced at this stage. The directive sits at the level of a political instruction rather than a ratified policy or signed contract, and its translation into operational reality will depend on the masterplan's scope, funding, and subsequent government approval.

For the hydrocarbons sector more broadly, Gepetrol's potential emergence as a dominant downstream player would have consequences for fuel import logistics, storage infrastructure, and distribution networks — all areas that require engineering, equipment, and technical services. Equatorial Guinea remains a meaningful producer in the Gulf of Guinea, and any expansion of Gepetrol's mandate into distribution at scale would likely require investment in terminal capacity, marine bunkering, and road transport infrastructure. The country's relatively small

population and geography mean that efficiency and logistics optimisation will be central to any viable distribution model.

The move also fits a wider regional pattern of African governments seeking to capture more value within their hydrocarbon sectors by strengthening the role of national oil companies across the full supply chain — from upstream equity participation to downstream retail and distribution. Whether Equatorial Guinea has the capital and institutional capacity to execute this ambition through Gepetrol alone, or will require private-sector partnerships to deliver it, remains an open question that the forthcoming masterplan is expected to address.

Norwegian and international service companies should treat this as an early-stage monitoring situation. Until Gepetrol publishes its masterplan and the government formally adopts a policy framework or issues tenders, there is no procurement process to engage with. The opportunity space — if the initiative advances — could include fuel terminal engineering, marine logistics, metering and measurement systems, and operational management support.

Why this matters to partners and clients of Saga

This directive is a political instruction with no signed contract, tender, or financing in place — Norwegian service companies should monitor Gepetrol's masterplan development and government adoption before considering any market approach. If the masterplan advances toward implementation, opportunities in terminal engineering, marine fuel logistics, and metering infrastructure could emerge. Relationship-building with Gepetrol and the Ministry of Mines and Hydrocarbons in Malabo is the appropriate near-term step.

PARTNER ANGLES

- **Pipeline:** Downstream distribution infrastructure buildout could require fuel pipeline and terminal interconnection engineering if Gepetrol pursues national-scale logistics.
- **Subsea/FPSO:** Marine bunkering and offshore fuel supply logistics may fall within Gepetrol's distribution scope, creating potential for offshore supply vessel and bunkering service partnerships.

- **Service:** Metering, measurement, and inventory management systems will be essential to any credible sole-distributor model — a niche where Norwegian instrumentation and flow assurance firms have strong credentials.
- **LNG:** If Gepetrol's distribution mandate extends to gas products, LNG micro-distribution or LPG logistics infrastructure could become a project component worth tracking.

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