#### **UNCTAD**

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## Local Content in the Petroleum Sector in the Republic of the Sudan

Ву

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The views expressed are those of the author and do not necessarily reflect the views of UNCTAD.



#### Republic of Sudan Ministry of Petroleum and Gas

# Local Content in the Petroleum Sector in the Republic of the Sudan

#### **An Overview**

## Dr. Mohamed Zayed Awad Minister of Petroleum and Gas











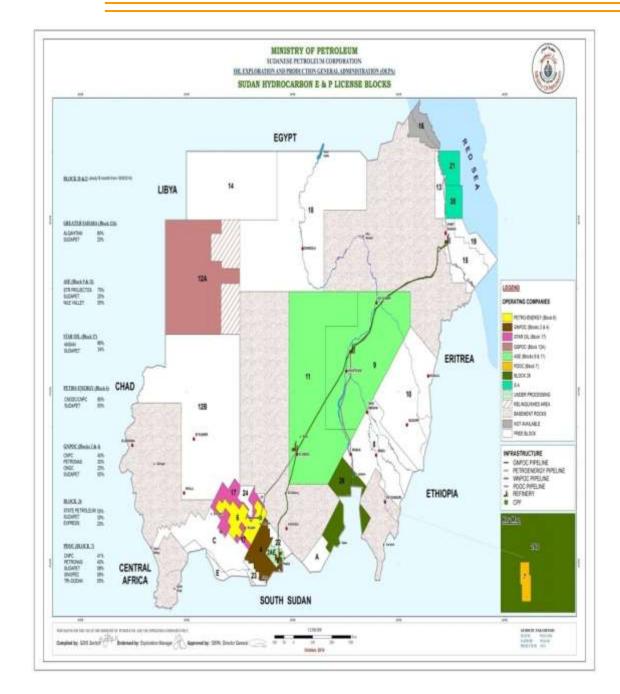




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#### Petroleum Infrastructure in Sudan



## Sudan has a Robust petroleum infrastructure

#### **Export Pipelines and Marine Terminals**

- Block 1,2&4 Pipeline is 1510 km, 28 inch, with 6 pump stations, a daily capacity of 500 thousand barrels, and 1 Marine Terminal capable of storing 1.8 million barrels
- 2. Block 3&7 Pipeline is 1472 km, 32 inch with 6 pump stations, a daily capacity of maximum 750 thousand barrels and 1 Marine Terminal capable of storing 3 million barrels.
- 3. Block 6 Pipeline is 716 km, 24 inch with 6 pump stations, a daily capacity of maximum 250 thousand barrels to Khartoum Refinery.
- 4. Total pipeline **3700 km** with a capacity of **1.5** million barrels of oil per day and Marine Terminal storage capacity of **4.8** million barrels.

#### **Central Processing Facilities (CPF)**

- 1. Heglig CPF: 350 thousand barrels per day
- 2. Jabalyn CPF: 300 thousand barrels per day
- 3. Fula CPF: 200 thousand barrels per day
- Total processing capacity: 850 thousand barrels per day

#### Refineries

- 1. Khartoum Refinery: 95,000 BOPD (plans to upgrade)
- 2. Obeid Refinery: 15,000 BOPD
- Port Sudan Refinery : To be Refurbished
- 4. Total domestic refining capacity: 110,000 BOPD

#### **Integrated Oil Industry E&P Business** Downstream **Petroleum Services Business Enhanced Regulatory Body** (OEPA, DGD, GDES) Oil Recovery Gas to **EPCC** PMC/ Liquid **Training** Asawer **0&M PTC Petrolines Centroid** Gas for **Power Operators** Generation Sudapet **GNPOC** as Petro-Energy **Crude Oil Sales and Petroleum Value Chain** Full-**Marketing** Staroil **Fledged** Rawat **Operator** Petrodar **Distribution** Business Nile Petroleum **Drilling** Seismic **Geophysical** Acquisition **Processing NUS BGC BPC ADF** Refining **Private** Khartoum Businesses Obeid Port Sudan **Investment Vehicles:** Bring back value from the Value Sudapet (Upstream) and Alternate **Energy** PETCO (Midstream) Chain

Jul 15<sup>th</sup>; 2014 3



## **Methods for Injecting Local Content**

#### **Joint Venturing**

- Establish JVs with renowned technology providers
- Phase out foreign companies equity in JVs

# Acreage Operators

Sudanization

# **Regulatory Framework**

- Preferential treatment accorded to local contractors
- JV requirement for certain industries

Knowhow and Technology Acquisition

Bringing back value



## **Exploration**

- Comprehensively explore Sudan's sedimentary basins according to ranked exploration prospects
- Aim for an exploration success rate of 40% and a reserve target of 2.5 billion BBLs
- Appraise all existing gas discoveries to achieve economic break-even
- Appraise un-appraised oil discoveries

Sudapet: Investment

BGC:
Seismic
Acquisition

BPC:
Seismic
Processing

NUS
Drilling Services



## Development

- Fast track development of existing discoveries
- Fast track development of Gas trends
- Fast track appraisal and development of Red Sea offshore gas and condensate

Sudapet: Investment

PLRS:
EOR Lab Services
Studies

Asawer: Field Facilities

NUS
Drilling Services



## **Production**

#### • Production

- Implementation of IOR/EOR
- Facilities construction,
   management and maintenance

Sudapet: Investment

PLRS: IOR studies

Asawer: Field Facilities

NUS
Drilling Services

Centroid PMC and O&M



## **Transportation**

- Optimize existing pipelines
- -Construct necessary tie-ins
- -Facilities construction, management and maintenance

PETCO: Investment

PLRS: Studies

Petrolines:
Pipeline
Construction and

Centroid PMC and O&M



#### Downstream

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- Iron ore reserve development in South Kordofan, Khartoum, River Nile and Red Sea states
- Optimize refining to "local market requirement" as priority A and "export requirement" as priority B
- Fertilizer plants may be constructed to provide fertilizer for local agricultural industry
- Gas-To-Liquid plant is already under process to utilize flared gas to produce liquid fuel types
- LNG businesses will be established upon discovery of large enough quantities

Sudapet

Khartoum and Obied Refineries

Crude Oil Markeitng

Gas to Liquids

Nile Petroleum

Jul 15<sup>th</sup>; 2014



## **Petroleum Services**

- Sudanese Companies to focus on high value Projects to bring back value from the value chain
- Strategic services such as EOR services, drilling etc... to be domesticated
- Service providers to act as "training vehicle"
- Provide legislative framework to cater for local content in petroleum services



## **Human Resources**

Sudan's Upstream Business: an example of successful local content policy in human resources

Electrical Engineering	723	
Mechanical Engineering	712	
Petroleum Engineering	513	
High Secondary School	330	
Geology	296	
Chemical Engineeing	231	
Finance Accounting	203	
Others (Interior Design, Tourism, Secretary, Press & Media	184	∕ SUD∦
Bussines Administration	133	
Technical School	132	
Civil Engineeing	123	$\mathbf{Q}$
Computer Science	113	
Economics	87	
Medical Sciences	51	
Commercial	43	
Law	41	
Arts-English Language	35	
Political Science	34 <	Ove
Organization Managment	32	
Architecture	31	pos
Lab Science	27	N Sud
Information Technology	24	Suu
Surveying Engineeing	23	
Aviation	22	
Agricultural Economy	21	
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SUDANIZATION BY QUALITY

Over 95%
of
positions
Sudanized

Jul 15th; 2014



## **Regulatory Framework**

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- Preference given to local contractors in certain services
- Quoted price margins for local contractors in tenders
- Sudanization of positions held by expatriates in petroleum operating companies
- Development of manpower in Sudapet and service providers

**EPSA** 

Sudanization

Petroleum Wealth Act

Local Content Policy

Jul 15<sup>th</sup>; 2014



## Challenges

#### **Brain Drain**

- Gulf represents attractive market
- Sudanese are now a target of IOCs to work in gulf states
- New emerging markets e.g. Iraq

#### Overcome by:

Better remuneration Better education

## **Sanctions**

- Smaller number of technology providers
- Importation of equipment and payment for services are grave challenges

#### Overcome by:

R&D
Domestication of services











# Thank You

