Oando Plc













Oando Investor Presentation





Disclaimer



This presentation does not constitute an invitation to underwrite, subscribe for, or otherwise acquire or dispose of any Oando Plc (the "Company") shares or other securities.

This presentation includes certain forward looking statements with respect to certain development projects, potential collaborative partnerships, results of operations and certain plans and objectives of the Company including, in particular and without limitation, the statements regarding potential sales revenues from projects, the both current and under development, possible launch dates for new projects, ability to successfully integrate acquisitions or achieve production targets, and any revenue and profit guidance. By their very nature forward looking statements involve risk and uncertainty that could cause actual results and developments to differ materially from those expressed or implied. The significant risks related to the Company's business which could cause the Company's actual results and developments to differ materially from those forward looking statements are discussed in the Company's annual report and other filings. All forward looking statements in this presentation are based on information known to the Company on the date hereof. The Company will not publicly update or revise any forward looking statements, whether as a result of new information, future events or otherwise, other than is required by law.

Past performance is no guide to future performance and persons needing advice should consult an independent financial adviser.

All estimates of reserves and resources are classified in line with NI 51-101 regulations and Canadian Oil & Gas Evaluation Handbook standards. All estimates are from an Independent Reverses Evaluator Report having an effective date of 31st December 2014.

BOEs [or McfGEs, or other applicable units of equivalency] may be misleading, particularly if used in isolation. A BOE conversion ratio of 6 Mcf: 1 bbl [or an McfGE conversion ratio of 1 bbl: 6 Mcf] is based on an energy equivalency conversion method primarily applicable at the burner tip and does not represent a value equivalency at the wellhead.

The estimates of reserves and future net revenue for individual properties may not reflect the same confidence level as estimates of reserves and future net revenue for all properties, due to the effects of aggregation.

Reserves: Reserves are volumes of hydrocarbons and associated substances estimated to be commercially recoverable from known accumulations from a given date forward by established technology under specified economic conditions and government regulations. Specified economic conditions may be current economic conditions in the case of constant price and un-inflated cost forecasts (as required by many financial

regulatory authorities) or they may be reasonably anticipated economic conditions in the case of escalated price and inflated cost forecasts.

Possible Reserves: Possible reserves are quantities of recoverable hydrocarbons estimated on the basis of engineering and geological data that are less complete and less conclusive than the data used in estimates of probable reserves. Possible reserves are less certain to be recovered than proved or probable reserves which means for purposes of reserves classification there is a 10% probability that more than these reserves will be recovered, i.e. there is a 90% probability that less than these reserves will be recovered. This category includes those reserves that may be recovered by an enhanced recovery scheme that is not in operation and where there is reasonable doubt as to its chance of success.

Proved Reserves: Proved reserves are those reserves that can be estimated with a high degree of certainty on the basis of an analysis of drilling, geological, geophysical and engineering data. A high degree of certainty generally means, for the purposes of reserve classification, that it is likely that the actual remaining quantities recovered will exceed the estimated proved reserves and there is a 90% confidence that at least these reserves will be produced, i.e. there is only a 10% probability that less than these reserves will be recovered. In general reserves are considered proved only if supported by actual production or formation testing. In certain instances proved reserves may be assigned on the basis of log and/or core analysis if analogous reservoirs are known to be economically productive. Proved reserves are also assigned for enhanced recovery processes which have been demonstrated to be economically and technically successful in the reservoir either by pilot testing or by analogy to installed projects in analogous reservoirs.

Probable Reserves: Probable reserves are quantities of recoverable hydrocarbons estimated on the basis of engineering and geological data that are similar to those used for proved reserves but that lack, for various reasons, the certainty required to classify the reserves are proved. Probable reserves are less certain to be recovered than proved reserves; which means, for purposes of reserves classification, that there is 50% probability that more than the Proved plus Probable Additional reserves will actually be recovered. These include reserves that would be recoverable if a more efficient recovery mechanism develops than was assumed in estimating proved reserves; reserves that depend on successful work-over or mechanical changes for recovery; reserves that require infill drilling and reserves from an enhanced recovery process which has yet to be established and pilot tested but appears to have favorable conditions







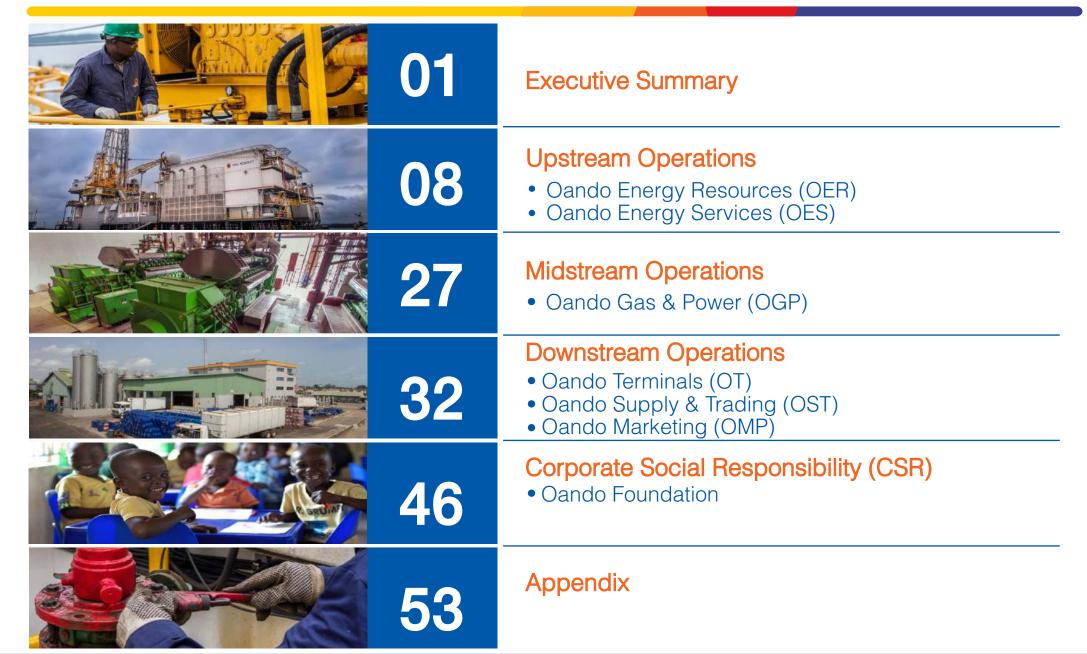






Contents



















Executive Summary















Oando Overview



PARENT LISTING



Primary Listing

NSE



Secondary Listing

> JSE

UPSTREAM LISTING

Subsidiary



Oando Energy Resources Listing

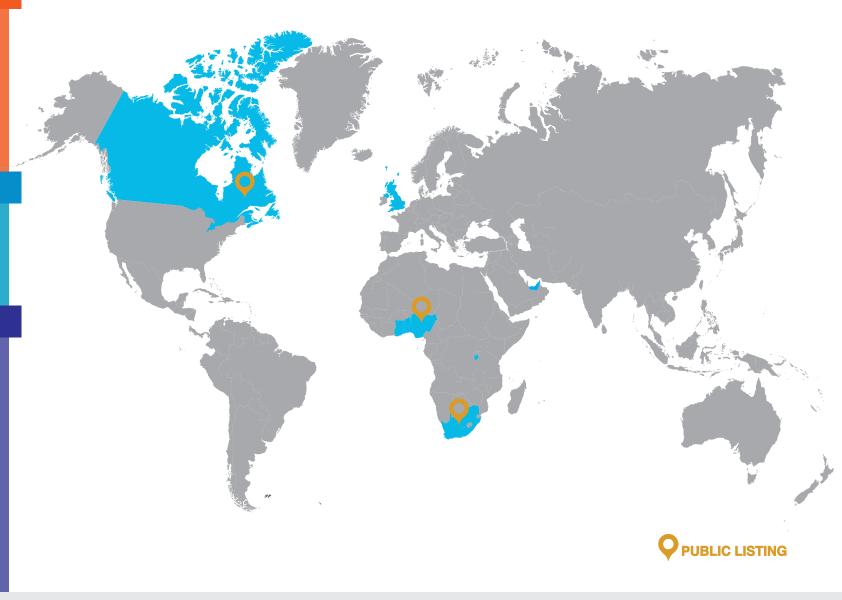
FINANCIAL OVERVIEW

~\$ **2.21** BN

2014 Revenue

~\$2.06 BN Enterprise Value

~\$**533** M Market Capitalisation









• Enterprise Value excludes value of interest in HQ building and other real estate assets

• Adjusted net debt estimate as at September 25, 2015 (Total debt less convertible loan notes, adjusted for cash)













History of Oando (1956 - 2015)



 The company commenced business in 1956 with operations as a petroleum marketing company in Nigeria under the name "ESSO West Africa Incorporated", a subsidiary of Exxon Corporation of the USA

The Federal Government of Nigeria (FGN) bought Esso's interest in 1976 and thus became sole

 owners of the company. The company was then rebranded "Unipetrol Nigeria Limited"

Unipetrol became a Public Limited Company in
1991 and 60% of the company's shareholding was sold to the Nigerian Public under the first phase of the privatization exercise

In February 1992, the company was quoted on the Nigerian Stock Exchange (NSE)

Ocean and Oil Services limited was founded in 1994 to supply and trade petroleum products within Nigeria and worldwide



2000

Unipetrol acquired 40% in the equity of Gaslink Nigeria Limited to utilize its exclusive Gas Sale and Purchase Agreement with Nigeria Gas Company, and later increased the stake to 51% in 2001

Ocean & Oil holdings acquired 30% controlling stake in Unipetrol through the purchase of the FGN's stake in the company

The company later increased its controlling stake to 42% in 2001



2002

The company bid for and acquired 60% in the equity of Agip Nigeria Plc from Agip Petroli International



Oando

2003

Unipetrol Nigeria Plc merged with Agip Nigeria Plc and was rebranded "Oando"

Oando Marketing emerged as a Downstream Group with the largest footprint in Nigeria



Oando

2004

Oando Trading Limited and Oando Supply & Trading Limited was incorporated

Oando Gas & Power (OGP) emerged as a result of Gaslink's gas distribution franchise and Oando's customer base



Oando

2005

Oando became the first African company to achieve a cross-border inward listing on the JSE

Oando Energy Services (OES) was incorporated



2007

Gaslink lays 100km gas distribution pipeline in Lagos

OES acquires 2 drilling rigs



2008

Oando emerged Nigeria's first indegenous oil company with interest in producing deepwater assets by the acquisition of 15% equity in OMLs 125 & 134

OES acquired an additional drilling rig



2009

2 swamp rigs acquired; bringing the total rig count to 5

Gaslink phase 3 gas pipeline completed



2010

OGP launched it's first Independent Power Plant, Akute IPP, a 12.15MW power plant for Lagos Water Corporation

The company successfully completed a \$140 million rights issue which was 128% oversubscribed



2011

Central Horizon Gas Company (CHGC) is awarded mandate for River state gas distribution

Completed construction and commissioned of the 128KM Eastern Horizon Gas Company (EHGC) Pipeline

FGN awards Oando/Agip consortium \$3Bn Central Processing Facility



2012

The company completes the reverse takeover of Exile Resources to subsequently become Oando Energy Resources (OER), listed on the Toronto Stock Exchange (TSX)

40% farm-in to Qua



2013

Commissioned 10.4 MW Alausa IPP to provide electricity to the Lagos state Government

\$341 million successful Rights Issue, 101% subscribed

\$200 million Private Placement to a consortium of private investors



2014

Oando acquires Conoco Phillips Nigerian business for \$1.5 billion

\$250 million sale of EHGC

OER successfully completes \$50 million private placement



Oando

2015

Oando reaches agreement to divest 60% of downstream business to Helios-Vitol consortium for \$461 million

\$250 million successful Rights Issue,













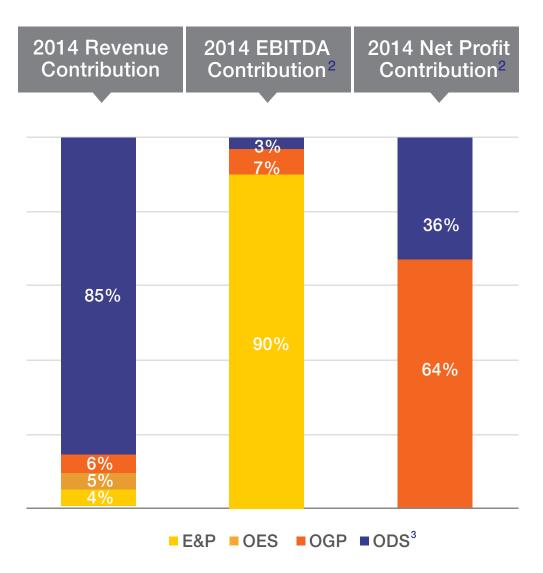


Financial Highlights



Profit & Loss Statement				
\$' Million	9M Sept 2015*	2014	2013	2012
Revenue	1,347	2,561	2,944	4,190
Revenue Growth	(38%)	(13%)	(30%)	15%
EBITDA	175	271	306	237
EBITDA Margin	13.0%	10.6%	10.4%	5.7%
Net Income	(246)	$(1,106)^{1}$	9	69
Net Income Margin	(18.2%)	(43.2%)	0.3%	1.7%

Balance Sheet Statement				
\$' Million	9M Sept 2015*	2014	2013	2012
Fixed Assets	2,888	1,688	1,101	839
Cash & Bank	99	255	178	86
Short Term Debt	1,092	1,683	1,182	1,376
Long Term Debt	780	878	463	484
Net Debt	1,772	2,412	1,466	1,026
Total Equity	279	246	1,046	679

















Business Overview



EXPLORATION & PRODUCTION

ENERGY SERVICES

GAS & POWER

TERMINALS

SUPPLY & TRADING

MARKETING



55 kboepo

9M September 2015 Average Net Production

542 mmboe

2P Reserves + 2C Resources



4

Swamp Rigs

>40% Market Share



125 Km

Pipeline Network

22.55 MW

Power Generation Capacity



45,000[™]

Dead Weight Tonnage Cargo Capacity, Apapa Jetty & Subsea Pipeline



c15%

of Nigeria's Fuel Requirement is Supplied by Oando



>400

Retail outlets operations in Nigeria, Ghana, Benin, Togo















Asset Overview



		Description	Assets
UPSTREAM	Exploration & Production	 Largest indigenous producer in Nigeria OER Listed on the Toronto Stoch Exchange (TSX) 93.8% ownership of OER 	 Producing assets: OMLs 60-63, OML 125, OML 56 & OML 13. Development & appraisal: OML 90, OML 122, OML 131, OML 134, and OML 145, Exploration: OPL 321, OPL 323, OPL 278, OPL 282, OPL 236, EEZ 5 and EEZ 12
- An	Energy Services	Largest swamp drilling fleet in Nigeria servicing IOCs40% Market Share	 4 swamp rigs (2 in contract, 2 awaiting commencement of operation) Drill bits and engineering services Total fluids management
MIDSTREAM	Gas & Power	First private sector company to enter gas distribution in Nigeria	 2 Gas Pipeline franchises: GNL: 120km Lagos(110 mmscf/d Capacity) CHGC: 5km East 2 Independent Power Plant (IPP) Akute IPP 12.15 MW Alausa IPP 10.40 MW Compressed Natural Gas: 5mmscf/day capacity Central Processing Facility: 150kscm/day capacity
	Terminals	 Current Project Apapa Midstream Jetty: 45,000 MT Dead Weight Tonnage Cargo Capacity 	Projects in development Apapa Terminal upgrade Badagry Terminal: New petroleum terminal of 210,000 MT storage capacity
DOWNSTREAM	Supply & Trading	 Largest indigenous supply and trading player in the Sub-Saharan region 15% market share in PMS importation 	 Trading desks and operations in Nigeria, Bermuda, South Africa, East Africa & Dubai Trading consultants in the United Kingdom & Singapore
	Marketing	 Large distribution footprint with access to over 1,500 trucks and 150m litres storage capacity 15% market share in Nigeria 	 400+ retail outlets; in Nigeria, Ghana & Togo 7 terminals (110ML) 3 Aviation fuel depots 3 lube blending plants (130m litres/annum) 10 LPG filling plants













Strategic Highlights



		Current: 2015	Midterm: 2017	Long Term: 2019
UPSTREAM	Exploration & Production	 > Production of ~55kboepd (9M Sept 2015 Average) > 2P Reserves of 420mmboe > Maintain production on OMLs 60 - 63 (Production Optimisation) > Maintain production levels on Abo field (OML 125) through drilling and completion as well as FPSO life extension > Maintain production levels from Ebendo (OML 56) through facility & pipeline enhancements > Complete facility enhancements to maintain production on Qua Ibo (OML13) 	 > Production Target: > 80kboepd > Reserves Replacement Ratio Target of 1:1 > Organic Growth: Accelerated development programme on OMLs 60 - 63 > Inorganic Growth: Take advantage of indigenous status by participating in FGN bid rounds and IOC divestment programmes 	> Production Target: >100kboepd > 2P Reserves Target: >500mmboe
UPS	Energy Services	 Actively engage swamp rig fleet active Expand product offering in drilling & completion business Execute a substantive MOU with an established international drilling company and jointly deploy additional drilling rigs 	 Deploy first offshore rig through JV company Enter into additional partnerships and jointly deploy drilling rigs Grow Drilling & Completion business market share Divestment of up to 51% or potential listing 	 Enter into partnerships and jointly deploy deep-water drilling rigs Divestment of an additional 25%
MIDSTREAM	Gas & Power	 Achieve mandates for the development of embedded power generation for Distribution Companies Complete construction of Greater Lagos Pipeline (GL4) and Port Harcourt Pipeline Expansion projects Grow aggregate gas pipeline utilization to average 75mmscf/d Finalize feasibility for the ELPS-Ibadan-Ilorin-Jebba (EIIJ) gas transmission pipeline Invest in acquisition of NIPP/Grid connected power utilities 	 Complete development and commence operation of 150MW embedded/grid power generation Complete development and commence operation of at least 20mmscfd Mini LNG business Grow aggregate gas pipeline utilization portfolio to an average of 100mmscf/day Commence phased development of EIIJ gas pipeline Commence execution of at least 300mmscfd Gas Processing Facility 	Complete development & commence operation of 80MW embedded/grid power generation Grow aggregate gas pipeline utilization/contracts to an average of 200mmscf/day Commence phased development of gas distribution system in Tema industrial area (Ghana)
EAM	Terminals	 Completion of construction & commencement of operations of the Apapa Jetty and subsea pipelines in the Lagos Port Commission 3rd party commercial & technical feasibility for the Eastern 4KT LPG Tank farm construction Commencement of first phase for the Apapa Terminal upgrade 	 Commencement of commercial & technical feasibility for 360kt ONNE Energy Quadrant Completion of 2nd phase and commencement of 3rd phase for the Apapa Terminal Upgrade Commencement of FEED on Badagry Terminal facility 	 Commence JV partnerships in operational areas Complete Apapa Terminal 1 upgrade Construction of 360kt ONNE Energy Quadrant Construction of Badagry Terminal facility
DOWNSTREAM	Supply & Trading	 Focus on increasing market share in existing markets and achieving economies of scale 	> Diversifying markets, increasing West-African presence	> Expansion into other African markets
ОО	Marketing	 Conclude on process of Group's partial divestment Maintain a minimum (25%) current white products market share of MOMAN Position for a partial/fully deregulated gasoline market Maintain LPG leadership strategy amongst MOMAN whilst growing national share from 17% to 20% 	> Business expansion and increased efficiencies > Expand white market share of the Majors to 30% > Grow non-fuel revenue	> Explore further divestment (Group)



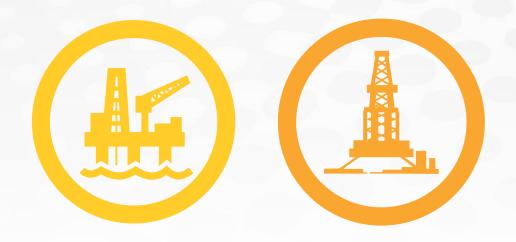












Upstream Operations





Exploration & Production















Oando Energy Resources (TSX:OER) - Overview



\$Million ¹	9M SEPT 2015	2014	2013	2012
Revenue	355	421	127	135
Revenue Growth	44%	231%	(6%)	(15%)
EBITDA	133	199	89	91
EBITDA Margin	38%	47%	70%	68%
Net Income	(63)	(320)	(38)	16
Net Income Margin	(18%)	(49%)	(30%)	12%
Production (mboe)	15,057	9,105	1,460	1,483







TSX Listing



93.8% owned by PLC

(10)

Producing Assets



OMLs 60-63, Abo, Ebendo & Qua Iboe

9M September 2015 **Average Net Production**



55,154

2P Reserves



420.3 **MMboe** 2C Resources



121.9 MMboe

Average daily production rates above are reported as at 9 months September 2015.

¹Figures in US\$ unless otherwise stated















Oando Exploration & Production - Overview



The combined Group of Oando Energy Resources (OER) & Oando Exploration and Production (OEPL) is the exploration and production subsidiary of Oando Plc, which has built a portfolio of oil and gas assets in Nigeria and the Gulf of Guinea.

Vision:

To be the Leading Indigenous E&P Player/Company on the African Continent

Key Objectives:

Mid-Term (2017)

>**80,000** boepd

Long Term (2019)

>100,000 boepd

Long-Term Reserves

2P of **500** mmboe by 2019













OER & OEPL Asset Overview





Asset	W.I.	Operator
OML 60	20%	AGIP
OML 61	20%	AGIP
OML 62	20%	AGIP
OML 63	20%	AGIP
OML 125	15%	ENI
OML 56	42.75%	Energia
OML 13*	40%	Network E&P

Asset	W.I.	Operator
OML 134	15%	ENI
OML 90*	40%	Sogenal
OML 131	100%	OER
OML 122*	5% Oil, 12% Gas	Peak
OML 145	20%	ExxonMobil

Asset	W.I.	Operator
EEZ 5	100%	OER
EEZ 12	N/A	TBD
OPL 321& 323	30%	KNOC
OPL 236	95.0%	OEPL
OPL 278	60%	OEPL
OPL 282	4%	Alliance Oil

*OER is Technical Partner







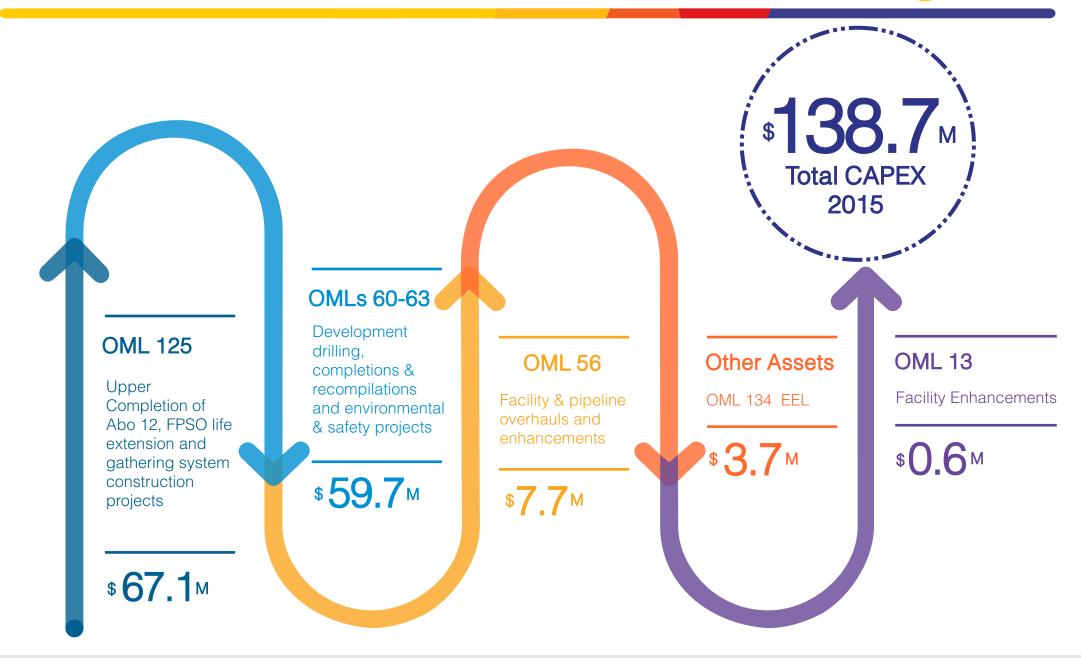






2015 Capex Plan

















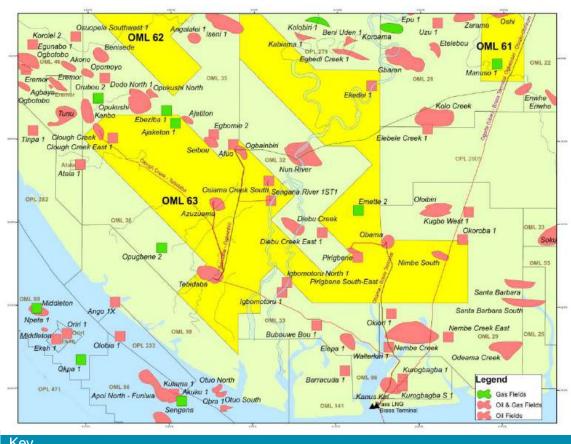
Producing Assets: OMLs 60-63 (NAOC JV)



Overview	
Acquired	2014
Working Interest	20%
Net 2P Reserves	401.2 MMboe
Net 2C Resources	38.9MMboe
Producing Wells	170
Operator	NAOC

Fiscal System

	Oil	Gas
Type of Contract	Joint Venture	Joint Venture
Royalty	20%	7%
Annual Capital	Years 1-4; 20%	Capital Expenditures may
Allowance	Years 5+; 19%	be deducted against PPT
PPT/CITA	85% PPT	30% CITA (Pioneer Status)
VAT	5%	5%
NDDC Levy	3%	3%
Education Tax	2%	2%





















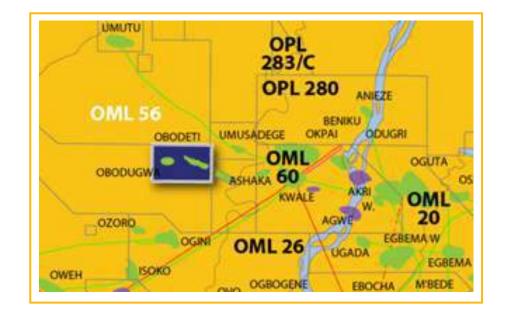


Producing Assets: Ebendo Field (OML 56)



Overview	
Acquired	2006
Working Interest	45%
Net 2P Reserves	7.9 MMboe
Producing Wells	5 (4 Producing & 1 Shut in)
Operator	Energia

Fiscal System	
Type of Contract	Marginal Field
Royalty	2.5%-18.5% based on production
Overiding Royal	2.5%-7.5% based on production
Cost Oil Allocation Ceiling	NA
Tax Oil	55%
Profit Oil/Cash Flow Allocation	Varies from 80%-40% based on cumulative













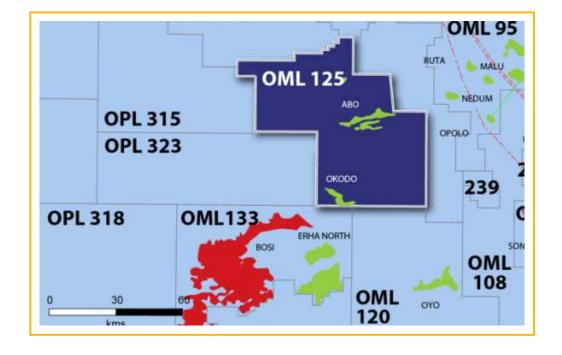


Producing Assets: OML 125 (Abo Field)



Overview	
Acquired	2008
Working Interest	15%
Net 2P Reserves	7.6 MMboe
Producing Wells	7 (5 Producing & 2 Shut in)
Operator	NAE (Agip)
Fiscal System	1993 PSC

Fiscal System	
Type of Contract	PSC
Royalty	8%
Cost Oil Allocation Ceiling	NA
Petroleum Tax	50%
Profit Oil/Cash Flow Allocation	Varies from 80%-40% based on cumulative













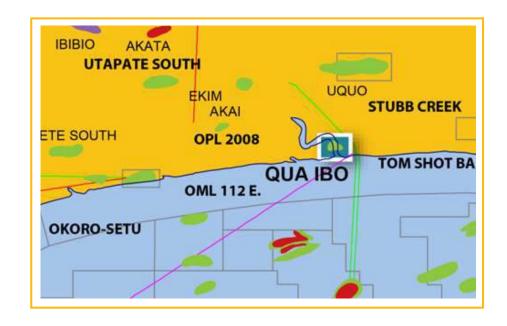


Producing Assets: Qua Ibo Field (OML 13)



Overview	
Acquired	2012
Working Interest	40%
Net 2P Reserves	3.5 MMboe
Producing Wells	2
Technical Services Agreement	OER/ORPSL

Fiscal System	
Type of Contract	Marginal Field
Royalty	2.5%-18.5% based on production
Overiding Royal	2.5%-7.5% based on production
Tax Oil	55% (Pioneer Status)
Profit Oil/Cash Flow Allocation	100%













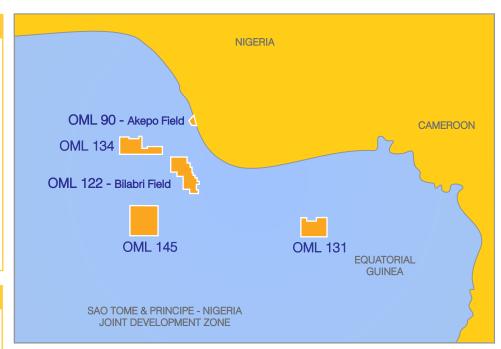


OER Portolio - Assets Under Development



OML 131 - Overview		
Acquired	2014	
Working Interest	100%	
Operator	Oando	
Fiscal System		
Type of Contract	PSC	
Royalty Oil	8%	
Tax Oil	50%	
Profit Oil/Cash Flow Allocation	Varies from 40%-80% based on a formula set out in the PSC	

OML 134 - Overview		
Acquired	2008	
Working Interest	15%	
Operator	NAE (Agip)	
Fiscal System		
Type of Contract	PSC	
Royalty Oil	8%	
Tax Oil	50%	
Profit Oil/Cash Flow Allocation	Varies from 40%-80% based on cumulative production	



OML 90 (Akepo) - Overview		
Acquired	2009	
Working Interest	40%	
Operator	Sogenal	
Technical Service Agreement	OER	
Fiscal System		
Type of Contract	Marginal Field	
Royalty Oil	2.5% -18.5% based on production	
Overriding Royalty	2.5%-7.5% based on production	
Tax Oil	55%	
Profit Oil/Cash Flow Allocation	Varies from 80%-40% based on cumulative	

OML 122 (Bilabiri/Owanare) - Overview		
Acquired	2009	
Working Interest	Oil 5%, Gas 12%	
Operator	Peak	
Fiscal System		
Type of Contract	Tax Royalty/CITA	
Royalty Oil	10%	
Tax Oil	60%	
Profit Oil/Cash Flow Allocation	100%	

OML 145 - Overview		
Acquired	2009	
Working Interest	20%	
Operator	Exxon Mobil	
Fiscal System		
Type of Contract	PSC	
Royalty Oil	8%	
Tax Oil	50%	
Profit Oil/Cash Flow Allocation	Varies from 35%-70% based on cumulative production	













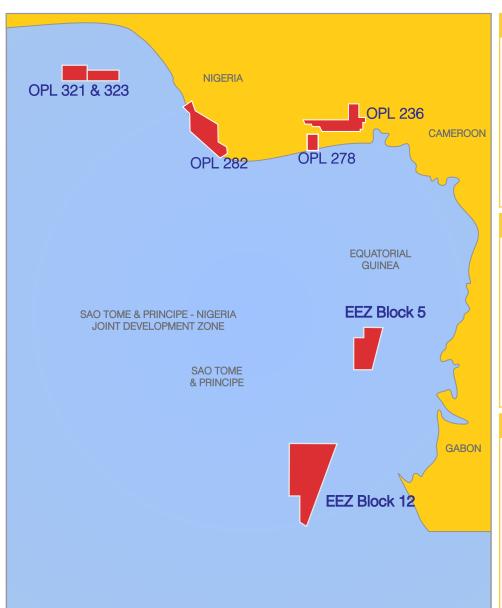
OER Portolio - Exploration Assets*



OML 321/323 - Overview		
Acquired Working Interest Operator	2009 30% Knoc	
Fiscal System		
Type of Contract Royalty Oil Tax Oil Profit Oil/Cash Flow Allocation	PSC 8% 50% Varies from 70%-25% based on a formula set out in the PSC	

EEZ 5 - Overview	
Acquired Working Interest Operator	2009 100% Equator
Fiscal System	
Type of Contract Royalty Oil Costing Oil Allocation Ceiling Tax Oil	PSC 2% 80% 30%
Profit Oil/Cash Flow Allocation	Varies from 70%-25% based on a formula set out in the PSC

EEZ 12 - Overview	
Acquired	2009
Working Interest	PSC Negotiation (ongoing)



OPL 278 - Overview					
Acquired 2006 Working Interest 60% Operator OEPL					
Fiscal System					
Type of Contract Royalty Oil Tax Oil Profit Oil/Cash Flow Allocation	PSC 20% 65.7% Varies from 80%-40% based on cumulative				

OPL 282 - Overview					
Acquired Working Interest Operator	2006 4% OEPL				
Fiscal System					
Type of Contract Royalty Oil Tax Oil	PSC 20% 65.7%				
Profit Oil/Cash Flow Allocation	Varies from 80%-40% based on cumulative				
OML 236 - Overview					

OIVIL 200 - OVERVIEW					
Acquired Working Interest Operator	2007 95% OEPL				
Fiscal System					
Type of Contract	PSC				
Royalty Oil	20%				
Tax Oil	65.75%				
Profit Oil/Cash Flow Allocation	Varies from 80%-40% based on cumulative				















TO BE THE LEADING INDIGENOUS E&P PLAYER ON THE AFRICAN CONTINENT

500/100

MIDCAP COMPANY: MARKET CAPITALISATION > \$2BN

















Energy Services















Energy Services - Overview



\$Million	9M SEPT 2015	2014	2013	2012
Revenue	29	93	140	132
Revenue Growth	(67%)	(33%)	6%	43%
EBITDA	(35)	(28)	59	28
EBITDA Margin	(123%)	(31%)	42%	21%
Net Income	(26)	(298)	(7)	1
Net Income Margin	(218%)	(320%)	(5%)	1%





Largest Swamp Drilling Fleet in West Africa



Swamp Rigs

Market Share



>40 %

Contract to IOCs



SPDC & CHEVRON

Maximum Water Depth



30FT

Maximum Drilling Depth



30,000 FT















	Teamwork	Respect	Integrity	Passion
Rig Type	Swamp / Barge	Swamp / Barge	Swamp / Barge	Swamp / Barge
Date of Purchase	2007	2007	2007	2009
Application	Normal Drilling	Normal Drilling	High Pressure, High Temperature Wells	Cantilever Rig - Normal Drilling
Operating Pressure Rating	10,000 psi	10,000 psi	15,000 psi	10,000 psi
Horse Power	3,000	3,000	3,000	3,000
Drilling Depth	25,000 ft	25,000 ft	30,000 ft	25,000 ft
Status	Available for immediate contracting	Under contract with Chevron	Available for immediate contracting	Under contract with SPDC
Day Rate	Similar rates expected	Low \$80,000s	Similar rates expected	Low \$90,000s
Expected Timing	2016	Contracted	2016	Contracted













Summary of Rig Contracts



	Passion	Respect	
Operating Rate with Drill Pipe (US\$)	Low \$90,000s for extension period	Low \$80,000s for initial term	
Term of Contract	 2 years with optional 1 year extension Shell Petroleum Development Company (SPDC) suspended the contract after the initial 2 year term. The contract was reactivated in June 2015 for an additional six month term which ends in December 2015. There is a possibility of SPDC extending for an additional 6 months. 	 2 years with optional 1 year extension Chevron Nigeria Limited (CNL) contracted the rig in October 2015 for its swamp drilling campaign. The CNL contract is for 2 firm years with a possibility of extending for an additional year. 	
Early Termination Provision (US\$)	 Not applicable during the extension period 	Not applicable	

















Drilling Fluids

- > Mud Engineering and Production Chemicals for major IOCs
- > Alliance with Baker Hughes
- > 9% market share in a \$280M per annum market
- > Leased mud plant, expected to come online in 2015









Drilling Bits

- > Specialises in providing customised drill bit solutions to upstream IOCs, operating in Nigeria
- > Alliance with Halliburton Drill Bits
- > 27% market share in a \$15M per annum market
- Next phase, Drilling and Completion Systems



























Strategic Rig Fleet

Drilling rig fleet to support land and swamp production ramp up

















Midstream Operations





Gas & Power















Gas & Power Overview



\$Million	9M SEPT 2015	2014	2013	2012
Revenue	127 ¹	180	160	343
Revenue Growth	(7%)	13%	(53%)	191%
EBITDA	27	29	60	97
EBITDA Margin	21%	16%	37%	28%
Net Income	19	22	11	76
Net Income Margin	15%	12%	7%	22%



Networks in Lagos & South East



125 km Pipeline Network Independent Power Plants (IPP)



2 IPPs (22.55MW of capacity)

CNG (Compressed Natural Gas)



5 mmscf/d

Awarded contract to build Central Processing Facility



150,000 scm capacity

























	Gaslink Nigeria Ltd	Akute Power Plant	Alausa Power Plant	Central Horion Gas Company	Gas Network Services
Location	Lagos State	Lagos State	Lagos State	Port Harcourt, Rivers State	Lagos State
Pipeline / Plant	120 Km	12.15 MW	10.4 MW	5 Km (additional 8.5 Km currently being developed)	7500 scm/hr plant
Client	>140 industrial customers	Lagos Water Corporation	Lagos State Government Secretariat & Adjoining Facilities	Over 10 industrial customers	Industrial customers outside of the gas pipeline grid
Operations	2000	2010	2013	2011	2011
Contract Structure	Exclusive franchise for gas distribution in greater Lagos	10-year PPA, with successive renewal option	10-year PPA	30-year exclusive franchise	Retail & B2B
Contract Economics	End User Gas price currently at \$7.34/mscf, with annual inflation indexation.	Capacity charge is based on 17% ROA in US \$	Capacity charge is based on 22% ROA	End User Gas price currently at \$7.34/mscf, with annual inflation indexation	End User Compressed Natural Gas Price comprises of:
	Gaslink earns Operations & Maintenance tariff and Capital Recovery tariff Customers subject to 90% take or pay gass offtake	Pass-through of fuel and Operations & Maintenance cost	Pass-through of fuel and Operations & Maintenance cost	35% Operations & Maintenance earnings Shell takes 65% for gas supply and existing infrastructure development	Input Gas PriceCompression ChargeTransportation ChargeStorage Charge
Capital Expenditure Incurred	\$150 MM	\$26 MM	\$22 MM	\$10 MM	\$15 MM















600km + Pipeline Network

Infrastructure to support growing gas requirements (Commercial, Industrial and Domestic)



Current

- Achieve mandates for the development of embedded power generation for Distribution companies
- Complete construction of Greater Lagos Pipeline (GL4) and Port Harcourt Pipeline Expansion projects
- Grow aggregate gas pipeline utilization to average 75mmscf/d
- Finalize feasibility for the ELPS-Ibadan-Ilorin-Jebba (EIIJ) gas transmission pipeline
- Invest in acquisition of NIPP/Grid connected power utilities

2017

Mid-Term

- Complete development and commence operation of 150MW embedded/grid power generation.
- Complete development and commence operation of at least 20mmscfd Mini LNG business.
- Grow aggregate gas pipeline utilization portfolio to average 100mmscf/day.
- Commence phased development of EIIJ gas transmission pipeline
- Commence execution of at least 300mmscfd Gas Processing Facility

2019

Long-Term

- Complete development and commence operation of 80MW embedded/grid power generation.
- Grow aggregate gas pipeline utilization/contracts to average 200mmscf/day
- Commence phased development of gas distribution system in Tema industrial area (Ghana).















Downstream Operations





Terminals















Future Strategy - Main Capital Projects



45,000 MT Midstream Jetty

Berthing of larger import volumes & improved efficiency

Project	Description	Rationale
APAPA SPM JETTY	New marina jetty and 1-Km subsea pipeline / at the Lagos Apapa port (Phase II: SPM system & 15km subsea pipeline from Atlantic)	 Savings on shipping costs and demurrage: Being able to berth larger vessels (30-45,000 tonne cargo capacity) Avoiding constant delays caused by infrastructure constraints in the Lagos area Increase utilisation of existing storage

2015	2017	2019
Current	Mid-Term	Long-Term
 Complete ASPM Onshore & Offshore pipelines Commence tie ins with major marketers Effect necessary repairs on LOJ Secure outstanding approvals Commence operations 	 Secure contract with more marketers and increase profitability Complete tie-ins with major marketers 	Complete Phase II:SPM and 15km subsea pipeline from Atlantic ocean.













Future Strategy - Main Capital Projects



68,000 MT

Terminal facility upgrade

Project	Description	Rationale
APAPA TERMINAL UPGRADE	Upgrade in facilities to optimize storage capacity within the bounds of available space in the Terminal but in-line with International best practices and design requirement	 Maximization of vessel receipts for marketers via the ASPM Increase in Terminal storage capacity by 230% from 29 million litres to 98million litres Cost Savings of current 3rd party fees being spent on product storage due to lack of own capacity. Terminate lease agreement with 3rd Parties as all volumes will be received into Apapa Terminal via the SPM facility

2015 2017 2019 Mid-Term Current Long-Term Complete Reconstruction of tank 2 • Complete tank 4 construction Commence Complete phase III execution works Reconstruction of Tank 2 Complete execution of phase I Commence phase IV execution works upgrade works. • Issue PO for Terminal phase 1 upgrade works Commence Phase I execution works Issue PO for phase II execution works













Future Strategy - Main Capital Projects



210,000 MT Terminal Facility

Larger import volumes & efficient and reduced handling charges

Project	Description	Rationale
BADAGRY TERMINAL	Development of a new Petroleum product storage terminal of 210,000 MT storage capacity	 Address infrastructure/congestion challenge in Apapa axis Natural deep-water draft for berthing larger cargo at reduced cost Superior hinterland connectivity for ease of product distribution Construct a state of the art facility that would change Terminaling business in Nigeria

2015 Current Mid-Term Long-Term Commence & complete FEED, Concept study, EIA, BFD, PEP on Badagry Terminal Secure all necessary Regulatory approvals Commence phase I development Commence operations in phase I















Supply & Trading















Supply & Trading - Overview



\$Million	9M SEPT 2015	2014	2013	2012
Revenue	615	1,614	1,079	3,801
Revenue Growth	(51%)	50%	(72%)	(4%)
EBITDA	19	26.9	28	13
EBITDA Margin	3%	2%	3%	0.3%
Net Income	14	25	23	4
Net Income Margin	2%	2%	2%	0.1%



2014 Revenues



~ \$ 2BN

Nigeria's fuel requirement supplied



c15%

Refined products imported from 2008 to 2014



> 1 BN Litres

Access to physical storage in major markets



160 Million Litres









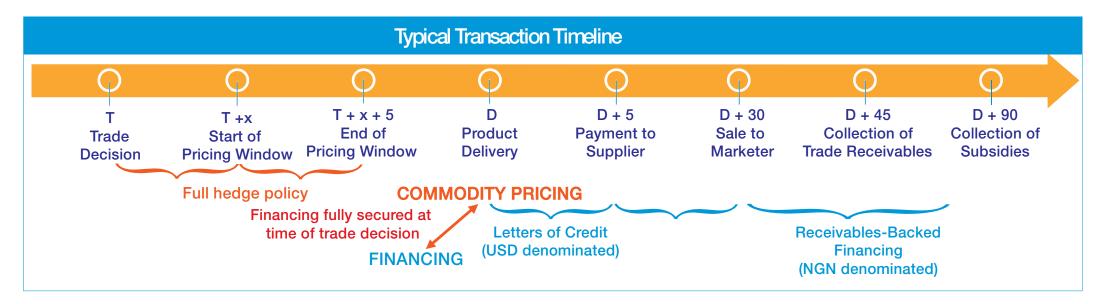




Oando Supply & Trading at a Glance



- Oando Supply & Trading is the largest indigenous importer of petroleum products in the Sub-Saharan region, supplying and trading crude oil and refined petroleum products
- Trading of regulated products (PMS) under the Petroleum Subsidy Fund (PSF) regime in Nigeria
- Deregulated products under supply contracts (especially AGO) and on a spot basis
- Division consists of Oando Supply & Trading and Oando Trading Limited, with international trading desks
- Supplies petroleum products into Ports in Nigeria and WAF















Competitive Positioning



Competitor Trends & Strategies

- Oando has entered into strategic partnership with Vitol which will increase and accelerate Oando's investment in the industry as well as provide economies of scale.
- Global Trading Firms have taken to structuring term supply deals with independent indigenous and Domestic Majors to optimize their sourcing models.
- The larger firms tend to leverage on their local partner's infrastructure and logistics while utilizing their sizable balance sheet to obtain cheaper financing for these deals.
- Our closest competitors are Forte Oil and Sahara:
 - Forte has supply agreements with Mercuria to meet some of their total white products (TWP) demand. They have also revamped their downstream assets.
 - Sahara manages its product sourcing in-house from its trading entity in Geneva.
 - One of the key challenges to Global Trading Firms is local currency risk and the risk of late payment on subsidies.











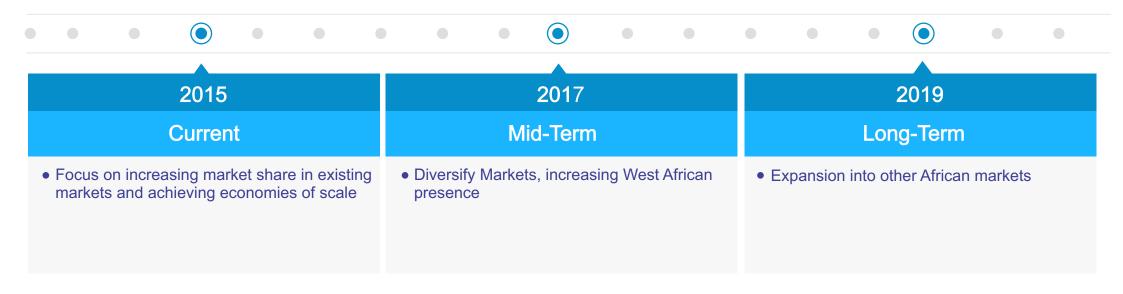






°20% + Market Share

Leader in product export and import

















Marketing















Marketing - Overview



\$Million	9M SEPT 2015	2014	2013	2012
Revenue	616	1,270	1,388	1,581
Revenue Growth	(39%)	(8%)	(12.2%)	24%
EBITDA	(5)	(8.36)	43	64
EBITDA Margin	(1%)	(1%)	3%	4%
Net Income	15	(12)	23	35
Net Income Margin	(2%)	(1%)	2%	2%



Retail Outlets



>400

Market Share in Nigeria (Majors)



25 %

Terminals



110ML Storage Capacity Aviation Fuel Depots



3

Lube Blending Plants



130m litres/ annum capacity LPG Filling Plants









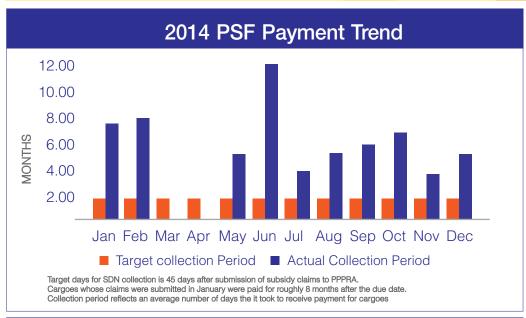


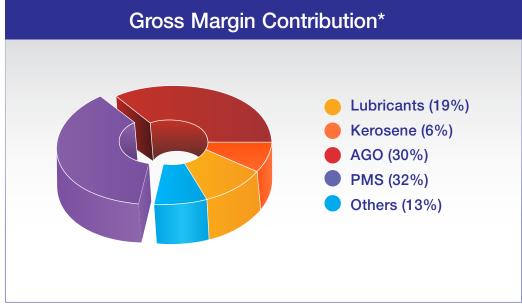


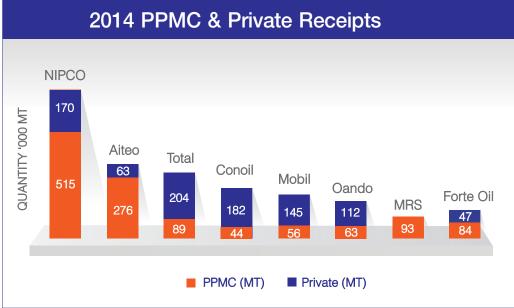


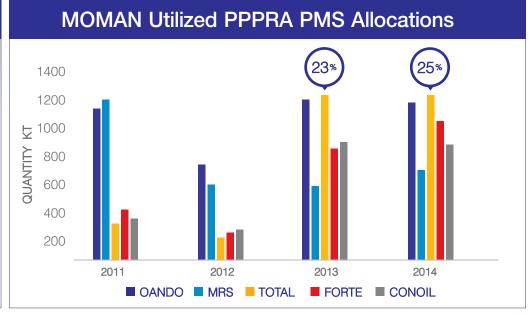
Downstream Environment in Nigeria

























c30 % LPG Market Share (Majors)

Operations in Nigeria, Ghana, Benin, Togo and Liberia

















Corporate Social Responsibility



Corporate Social Responsibility



Background

- As an integral part of Oando Plc's responsible business culture, corporate social responsibility has been enshrined as one of our key focus areas.
- Oando Plc. has continually supported the implementation of projects most relevant to our stakeholders and communities in the areas of operation of our businesses.
- The long term thrust of Oando's CSR is sustainable development.
- In 2012, Oando Foundation was born to achieve access to universal basic education, capacity building and economic empowerment.
- Develop strategic partnerships with relevant government ministries, departments, agencies and other corporations.















Education Intervention

















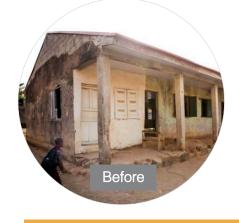


Current Initiatives

- Forty Seven (47) schools adopted in Lagos, Cross River, Akwa Ibom, Bauchi, Katsina, Ogun, Sokoto, Taraba, Adamawa, Kaduna, Plateau, Niger, FCT, Enugu, Ebonyi, Edo, Ondo, Bayelsa.
- 19 schools renovated, with some benefitting from the construction of sanitation and water facilities and fences

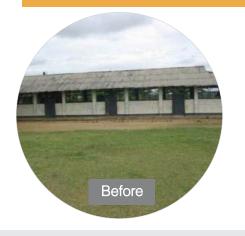
Projects

Archbishop Taylor Memorial School, Lagos.





St. Patrick's Primary School, Udukpani Cross River



















Current Initiatives



- Oando Foundation works to invest in young children and create a strong foundation for their lifelong health, education, and productivity. In 2013, the Foundation completed 2 pilot ECCD centres in Archbishop Taylor Primary School, Lagos and St. Patrick's Primary School, Odukpani Cross River.
- The Foundation is contributing towards ensuring the full implementation of ICT Curricula in its adopted schools, through the establishment of ICT/Creative Centers. A pilot solar powered ICT Center has been completed in Archbishop Taylor Memorial School, Lagos with state of arts ICT equipment.
- Since inception, the Foundation has awarded scholarships to the 529 best performing Primary six pupils from our adopted primary schools and plans to award 1,209 scholarships by 2015. The scholarship supports their transition to secondary schools.
- The foundation has completed the first phase of training for SBMCs in 17 adopted schools across Lagos, Enugu, Kwara, Kaduna, Akwa-Ibom, Edo, FCT, Enugu, Ebonyi, Ondo and Ogun States. The next phase of training is ongoing.









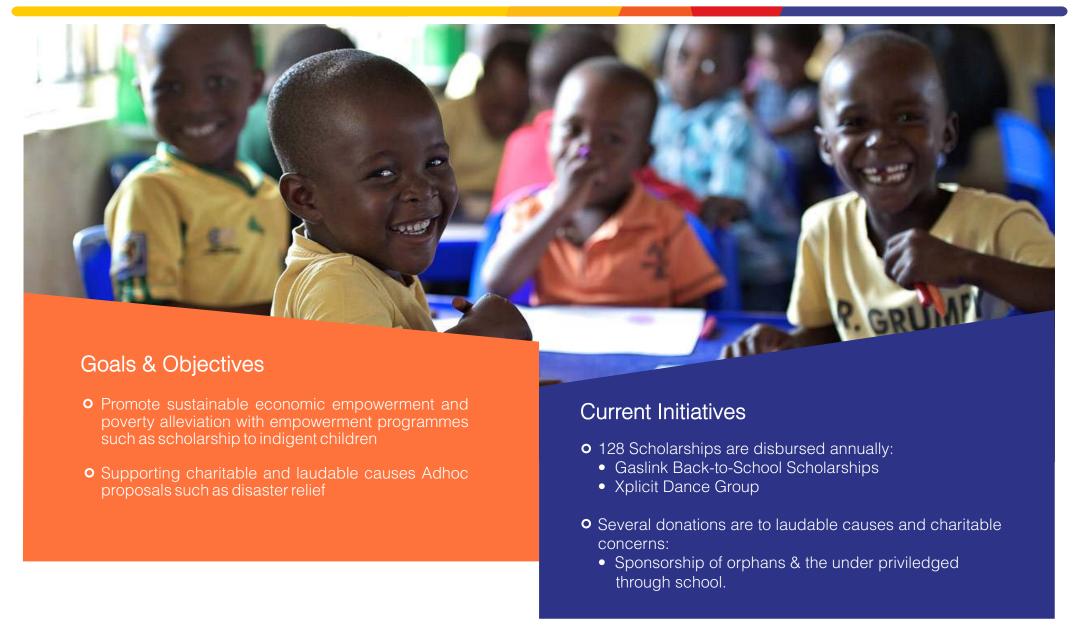






Community Development Projects

















Community Development Projects



















Appendix I: Midstream Data

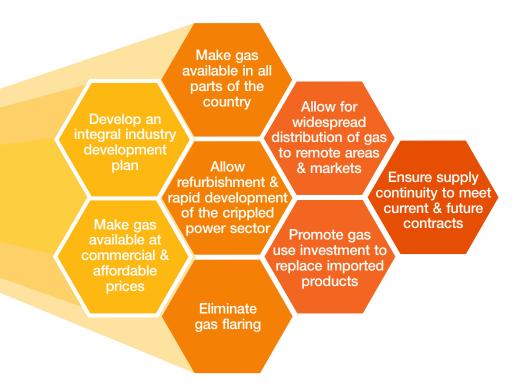


The Nigerian Gas Master Plan (NGMP)



OGP is participating in the development of strategic CPF and pipeline systems





Government Planned Infrastructure in the Gas Master Plan

- Gas Processing Facilities (Western, Eastern & Central Clusters)
- Gas transmission pipeline systems (OB3, CAP & AKK)
- Export terminals / facilities
- Independent gas gathering / distribution pipeline networks

Oando's Participation

- Central Cluster CPF Oando/NAOC/NNPC consortium awarded project
- ELPS-Ibadan-Ilorin-Jebba (EIIJ) gas pipeline network











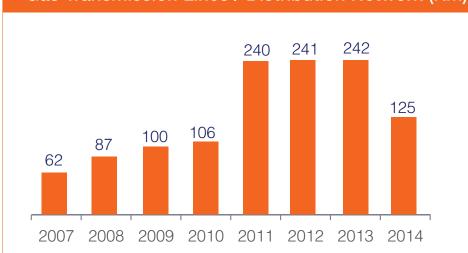


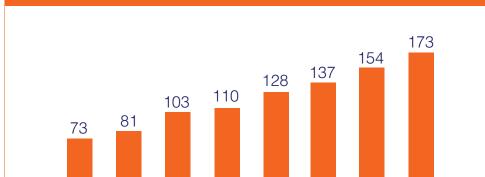
Summary Operating Data – OG&P



Value proposition of gas is clear and OGP has progressively recruited quality clients to take the gas advantage

Gas Transmission Lines / Distribution Network (Km)





Number of Customers

Gas Capacity Sales Volumes/Capacity Utilization



Cunter-Party Quality







2010 2011 2012 2013 2014















2008 2009

















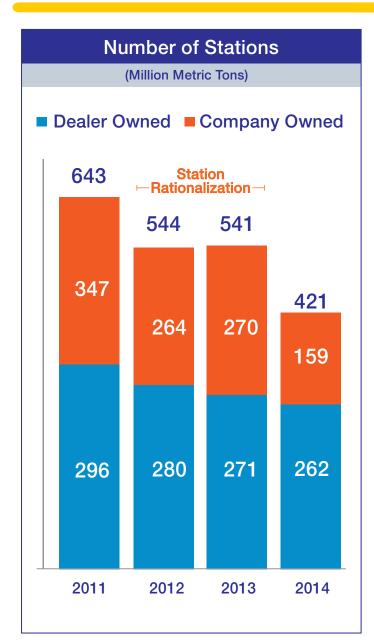


Appendix II: Downstream Data



Summary Operating Data - Scale and Volumes





Volume Summary				
('000 litres, except otherwise indicated)	2014	2013	2012	2011
Nigerian Retail				
PMS	969,513	1,251,908	1,579,886	1,468,586
AGO	54,935	118,880	101,510	79,709
HHK	6,168	85,218	58,968	53,075
Lubricants	6,998	10,446	9,990	12,332
LPG (MT)	3,114	11,814	9,395	2,704
Nigerian Wholesale				
PMS	241,157	51,848	67,056	63,546
AGO	241,182	183,556	186,698	207,956
HHK	105,091	37,116	6,239	5,502
ATK	145,939	124,370	95,776	88,032
LPFO	801	14,004	34,488	16,945
Lubricants	8,536	6,020	7,152	8,382
Bitumen (MT)	1,224	8,759	18,047	19,436
LPG (MT)	35,326	9,53	4,106	1,734
Other West African Markets				
PMS	10,516	4,975	30,743	15,180
AGO	9,439	7,841	46,354	25,626
HHK	16	216	8,475	9,157
Lubricants	52	295	755	461
LPFO	-	-	737	149
LPG (MT)	_	_	2,402	1,510













Regulatory Landscape How the Subsidy Works



1. Product Cost	NWE monthly moving average as quoted on Platts Oil gram		
2. Freight	Average clean tanker freight rate (World Scale 100) as quoted on Platts (from NWE to West Africa), plus trader's margin of \$10/MT		
3. Lightering Expenses	Cost incurred on the transhipment of imported petroleum products from the mother vessel into daughter vessel and to allow for the onward movement of the vessel into the jetty. Includes: • Receipt losses of 0.3% • Mother vessels expenses (10 days demurrage at \$28,000/day) • Shuttle vessel's chartering to Lagos (N2.00/litre) and Port Hartcourt (N2.50/litre)		
4. Nigeria Port Authority Charge	Harbour handling charge charged by the NPA for use of port facilities (currently at \$5.25/MT)		
5. Financing	Stock finance (cost of funds) for the imported product (30 days at LIBOR + 5%)		
	Interest charge on the subsidy receivables (60 days at 22% NIBOR rate)		
6. Jetty Depot through-put	Tariff paid for use of facilities at the jetty by the marketers to move products to the storage depots (currently N0.80/litre)		
7. Storage Charge	Storage Margin is for depot operations covering storage charges and other services rendered by the depot owners. The charge is currently N3.00/litre.		
8. Landing Cost	Cost of imported products delivered into the jetty depots (1+2+3+4+5+6+7)		
9. Distribution Margins	 N15.49 per liter, including: Retailers' margin (N4.60 per litre) Transporters' margins (N2.99 per litre) Dealers' margin (N1.75 per litre) Bridging Fund (plus Marine Transport Average) (N6.00 per litre) Administrative charge (N0.15 per litre) 		
10. Taxes	These include highway maintenance, government, import and fuel taxes (currently 0)		
11. Retail Prices	Expected pump price of petroleum product at retail outlet (8+9+10)		

















Appendix III Corporate Governance & Management



Overview of the Oando Board





HRM Oba M.A Gbadebo

Chairman

Oba Gbadebo is the Alake (King) of Egba Land in Nigeria and a Non Executive Director of the Company. Prior to his coronation, He had a successful career in the Nigerian Army culminating in his appointment as the Principal Staff Officer to the Chief of Staff, Supreme Headquarters from January 1984 to September 1985. He was also awarded military honours such as the Forces Service Star and the Defence Service Medal.



Wale Tinubu

Executive Director - Group Chief Executive

Wale Tinubu has pioneered the execution of world-class initiatives in the region as an ethical business leader, entrepreneur and philanthropist. As well as being Chair and Director of Oando Energy Resources, he Co-founded Ocean & Oil Group in 1994 and has been the Group Chief Executive of Oando plc since 2001. In 2002, led the largest ever acquisition of a quoted Nigerian Company, Agip.



Omamofe Boyo
Executive Director - Deputy Group Chief Executive

Omamofe Boyo is a Director of Oando Energy Resources as well as the Deputy Group Chief Executive of Oando plc. Before taking up this position, he doubled as the Executive Director, Marketing of Oando plc and CEO of Oando Supply & Trading. Between 2004 and 2006, he transformed Oando Supply & Trading into Africa's largest private sector trading company.



Mobolaji Osunsanya Group Executive Director

Mr. Mobolaji Olatunbosun Osunsanya has over 27 years wide range experience in the Consulting, Finance, Oil and Gas industries. He was appointed as an Executive Director of the Company on 27 June 2007 and has been the Chief Executive Officer of Oando Gas and Power Limited since January 2004.



Femi Adeyemo Group Executive Director

Mr. Adeyemo was appointed as Group Executive Director on 30 July 2009 and as the Chief Financial Officer of the Company in October 2005. He has been a member of the Institute of Chartered Accountants of Nigeria for 13 years with over 23 years experience in banking, auditing, Strategy Consulting and now Oando.













Overview of the Oando Board





Chief Sena Anthony

Non-Executive Director

Chief Anthony was appointed as a Non-Executive Director of the Company in January 2010. Prior to her appointment, Chief Anthony worked with the Federal Ministry of Justice before joining the Nigerian National Petroleum Corporation (the "NNPC") in 1978 and joined the Board of the NNPC after working for the NNPC for 31 continuous years.



Oghogho Akpata
Non-Executive Director

Oghogho possesses 20 years of experience in the transactional and dispute resolution aspects of the Nigerian oil and gas sector and is listed among the leading energy and natural resources lawyers in Nigeria.



Engr. Yusuf K.J N'jie Non-Executive Director

Engr. Yusuf N'jie has over 30 years experience in the oil and gas industry. He worked with Otis Engineering Corporation, SEDCO and Texaco Overseas (Nigeria) Petroleum Company Unlimited where he also served as a member of the Board of Directors and retired with over twenty-three years of service. He was also the Managing Director/Chief Executive Officer of Optimum Petroleum Development for nine years.



Ammuna Lawan Ali, OON

Non-Executive Director

Ammuna commenced her Civil Service career in 1977 as a Planning Officer in the Borno State Ministry of Lands and Survey, Maiduguri, where she rose to the position of Permanent Secretary. She served in various Ministries before retiring from service in December 2009.



Francesco Cuzzocrea

Non-Executive Director

Mr. Cuzzocrea is a Swiss National with over three decades' experience in Private & Investment Banking, Finance and Portfolio Management. As a core professional, Mr. Cuzzocrea's areas of expertise include – Private Banking, Portfolio & Asset Management and Advisory Services.



Dr. Tanimu Yakubu

Non-Executive Director

Dr. Tanimu Yakubu was appointed as a non-executive director of Oando PLC effective June 30, 2015. Prior to his appointment, he held key positions in both the private and public sectors in Nigeria, the most notable being Chief Economic Adviser to the President, during which he also served as a member of the National Economic Management team from 2007 – 2010.







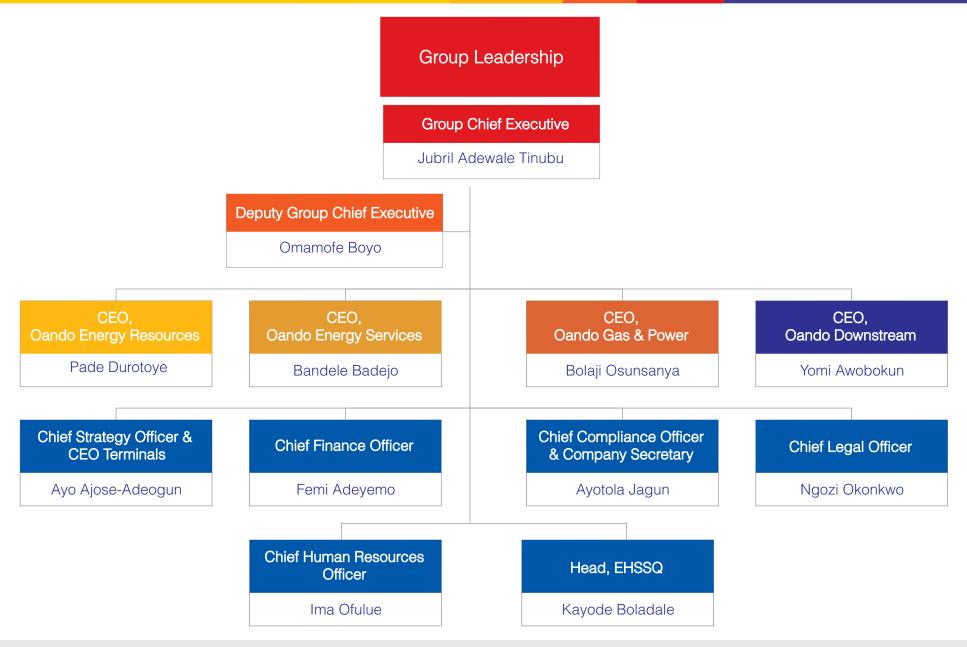






Overview of Oando Senior Management

















Overview of Oando Senior Management





Wale Tinubu
Group Chief Executive, Oando PLC

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Omamofe Boyo Deputy GCE, Oando PLC

Omamofe Boyo is a Director of Oando Energy Resources as well as the Deputy Group Chief Executive of Oando plc. Before taking up this position, he doubled as the Executive Director, Marketing of Oando plc and CEO of Oando Supply & Trading. Between 2004 and 2006, he transformed Oando Supply & Trading into Africa's largest private sector trading company.



Pade Durotoye
CEO, Oando Energy Resources

Served as the CEO of OEPL from June 2010 until July 2012. Until 2010, Mr. Durotoye served as the Managing Director & CEO of Ocean and Oil Holdings Group. Prior to his work at Ocean and Oil, Mr. Durotoye spent more than 19 years with Schlumberger Oilfield Services where he held various management roles.



Bandele Badejo CEO, Oando Energy Services

Bandele Badejo is a multi-skilled professional with Over 26 years of international oilfield experience acquired during his career with Schlumberger and Transocean, the leading players in their respective sectors.



Bolaji Osunsanya CEO, Oando Gas & Power

Mobolaji Olatunbosun Osunsanya has over 27 years wide range experience in the Consulting, Finance, Oil and Gas industries. He was appointed as an Executive Director of the Company on 27 June 2007 and has been the Chief Executive Officer of Oando Gas and Power Limited since January 2004.



Yomi Awobokun
CEO, Oando Downstream

Yomi Awobokun has an M.Sc in International Business (UK). Prior experience at Halifax Bank of Scotland and as Oando's Group Project Manager, Executive Assistant to CEO, and Head of Investor Relations













Overview of Oando Senior Management





Ayo Ajose-Adeogun Chief Strategy Officer

Over 20 years experience in engineering design and commissioning, business strategy development and IT management. He also served as a member of the Corporate Development Team at Ocean and Oil Holdings



Femi Adeyemo
Chief Financial Officer

Mr. Adeyemo was appointed as Group Executive Director on 30 July 2009 and as the Chief Financial Officer of the Company in October 2005. He has been a member of the Institute of Chartered Accountants of Nigeria for 13 years with over 23 years experience in banking, auditing, Strategy Consulting and now Oando.



Ayotola Jagun
Group Company Secretary & Chief Compliance Officer

Over 18 years experience with Rotimi Williams & Co, Akzo Nobel, Sara Lee, UK Holdings, Price Waterhouse Coopers, and Citigroup Fund Services (Bermuda) Ltd, amongst others



Ngozi Okonkwo Chief Legal Officer

Past professional experience includes working at KPMG as Manager in the Tax, Regulatory & People Service Division and the Head of the Indirect Tax Practice.



Ima Ofulue Chief Human Resource Officer

Over 14 years experience gained in Human Resource Management at Northwestern Mutual Financial Network, Halliburton and FMC Technologies.



Kayode Boladale Chief EHSSQ & Operations Integrity Officer

Over 11 years experience gained skills acquired as a senior project executive, operational strategy and change programmes within the oil and gas industry across Europe and the Middle East. Currently the head of Operations & Integrity for Oando Energy Resources.













Oando's Core Values - TRIPP



Teamwork

 All employees are required to work together as a team; assist fellow employees and stakeholders to meet their obligations

Respect

• Company and client information is used solely for the benefit of the company and its clients, and not for personal benefit. All employees are required to execute a confidentiality agreement on or before their first day of employment

Integrity

Avoid any conflict of interest scenario

• Suppliers and vendors are selected on the basis of ability to perform and not based on political affiliations or relationship with company staff

Passion

• Zeal to meet the highest standards of service and productivity

Professionalism

- Retention of business records and book-keeping
- Professional relationship with stakeholders
- Equal employment opportunities













Overview of EHSSQ Policies and Track Record



Leadership, Commitment and Training

- Company requires its managers and supervisors, as well as all employees, to demonstrate a commitment to the EHSQ policies of the Company
- The commitment includes ensuring new employees and contractors receive appropriate induction to the EHSQ policies

Risk Management

- Company manages risk by ensuring that all new projects or modifications to existing facilities undergo hazard and operability studies (HAZOP), hazard identification (HAZID) and risk control measures
- Also routinely assesses the risks of its activities, products and services and develops action plans to eliminate or substitute impact on personnel, the environment and facilities

Health & Safety Operations

- Works to promote injury and incident-free operation throughout the organisation
- Company conducts periodic in-house inspections and sponsors third-party environment, health, safety and quality audits to evaluate the Company's performance and compliance with applicable regulations, guidelines and best practices

Passion

- Company conducts studies to assess the impact of planned projects or activities on the environment, personnel, assets and stakeholders
- Such environmental evaluation studies are conducted periodically to evaluate the impact of the Company's activities, products and services and opportunities for improvement

Professionalism

- Plan provides framework on which a single or multiple emergency situation can be simultaneously managed, while maintaining a disciplined command and control of events
- Regular drill exercises are conducted at all locations to assess the awareness and preparedness of responders and to test the adequacy and state of readiness of emergency response equipment.













Contact Details

















www.oandoplc.com











