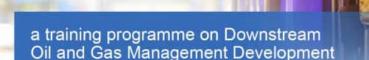
1. Trinitra Academy presents a Management Development **Programme for training Oil and Gas Professionals**



- Downstream Oil and Gas Management Development Programma Nocuse 1
 A. Introduction to downstream oil and gas value chain. b. Integration of global Supply & Trading fundamentals with local market margoritation Essentials

Trinitra

ACADEMY

Presents

2. Downstream Oil and Gas Management Development Programme – Module 2

- A. Product Receipt, Terminaling & Storage Excellence
 b. Fuelt Operations, Logistics and HSE issues
 c. Product distribution, Inland Depots and Issues of Truck Transportation

- 3 Downstream Oil and Gas Management Development Programme Mosture 3

- Development Programme Module 3 a Oli and Gae Products Marketing Strategic Business Units b Economics of Retail Service Stations Management c Lubricants sease and marketing excellence: Matzing the technicalities with business strategy and execution. d: UPG Downstream Operations and Marketing Excellence: Growing the LIPG Distribution and Marketing Footprint across multiple Business Units

e 11 1 1

Downstream Oil and Gas Managemen Development Programme – Module 4

- Levelapprint regramme Norule A Non Fuel Revenue builteem model in the fuels marketing space: Convertence Realing redevelopment strategies for contraining frequency realistic and Commercial Buildings to Buildings (B2B) Sales and Relationship Marketing

5. Downstream Oil and Gas Mategement Development Programme – Module 5

- a. National Network Planning and designing Trade Areas National Network Planning and designing Trade Areas for Retail Fuels Marketing
 Retail Dations Trade Area Analysis and Site Selection Best Practices.
 Retail Service Stations Design Standards
 Design, Construction, NedMarkano, Nativenance and Decommissioning of Fuel Service Stations.

- Coversiteem Oil and Gas Management Development Programme Monke 6

 Realing Operations including Blandard Operating Procedure, Audting, Training & Vionkforce Management, Dealership contracts b. Environment, Health and Safety Guidelines for Patal Puel Service Stations.

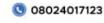


Jead Facilitator

Babafemi Olabiyi has more than 29 years working experience. He was Head of sales and marketing for ChevronTexaco in Nigeria and across West and Central Africa before rising to become the Chief Marketing Officer for OVH Energy Marketing, an Oando licensee. He worked briefly with Conoil as Adviser to the Board on Downstream Matters before establishing a centre of excellence in oil and gas training and development. His experience spans across FMCG, Pharmaceutical and Oil and Gas sectors in Nigeria and across West and Central African region.

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- Supervising company owned and franchise fuel service stations for business excellence b. Assaic Optimization strategies for growth of axies and profitability in relatifications and applications. C. Retail fuels service stations facilities maintenance and repair. G. Retail stations Accounting and Business Administration

8. Do-msbeam Oli and Gas Management Development Programme – Mocule 8

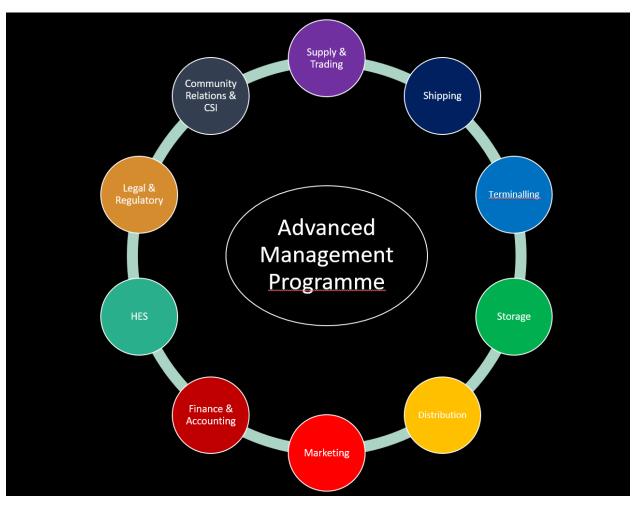
- a. Pricing Policy and Standards for Retail Fuels Marketing Industry Is its there a Future for Fuel Service Stations? Strategies for Growth of Retail Service Stations in a competitive Fuels Marketing landscape. C. Impact Opelicy and regulations on downstream oil and gas environment.

9. Downstream Oil and Gas Managemen Development Programme – Mobile 9

- Bulk seles ex depot
 b. Marine and coastal sales of petroleum products
 c. Value added pedding services.
 d. Aviation products marketing
 e. Loss Prevention System Principles and Practices
 in Downsmeam Fields Marketing.

Covenativeam OF and Gale M Development Programme -

- a. Customer facing activities for fuels marketing excellence including customer service mystery shopping merchanolsing, dry goods pricing, fael pricing, promotions, image and appearance, cleaning etc.



2. Trinitra Academy presents an Advanced Management Programme for training Oil and Gas Professionals

