PROFILE
Deerfield Petroleum Resources Limited (DPRL), is a diversified company offering a comprehensive array of specialized services to the Oil & Gas Industry.

VISION
To be a leading player in the downstream, midstream and upstream sectors of the Nigerian Oil & Gas Industry.

MISSION
To take advantage of the emerging opportunities in the Sector by forming strategic alliances with potential partners (local & foreign) in order to identify the untapped areas of investment and transform them into viable business models.
Deerfield Petroleum Resources Limited (DPRL) was set up with the objective of playing actively in the Nigerian Oil & Gas Industry. The focus areas of the company are as follows:

1. Trading in refined petroleum products such as PMS, AGO, DPK, Base Oils, Fuel Oil (LPFO), Bitumen, LPG and LNG.
2. Vessel operations and logistics.
Our People

Deerfield Petroleum Resources Limited (DPRL) is made up of a team of highly experienced and influential individuals with the common vision of creating a world class institution that can take advantage of the largely untapped opportunities and resources in the Nigerian economy with particular emphasis on the Energy sector.
Adesoye attended various educational institutions in Nigeria and abroad, including St Gregory’s College Lagos, Institute Dr. Schimdt Lutry Ch, Switzerland, Syracuse University, New York, U.S.A and the London School of Insurance. He has a robust and varied working experience, mostly in the finance and insurance sectors, having started his career with the investment and finance company of Wooldridge Investments in London.

Thereafter Des Braithwaite had a short stint at Universal Export and Finance Company, a commodity trading company in the City of London, before joining the family business, TA Braithwaite’s London office Claims Department, where his experience in commodity trading was fused into the insurance aspects of commodity trading. He has also worked with Belgolaise Bank (Fortis Bank), where he looked after their Nigerian business development. He is currently involved with Societe Generale, Geneva in an advisory role on their business development in Nigeria.
Olumide attended the prestigious Kings College, Lagos and the University of Ibadan where he graduated with honors in 1990. After graduation, he worked as a credit analyst with VT Leasing Limited. In 1999 he joined Sahara Energy Limited and began his career in petroleum trading.

His experience in the sector includes stints in various capacities at Sahara Energy, Socomet Bunkering in Paris, Kaduna Refinery and Venro Energy. He is currently a member of the Institute of petroleum, London and has attended various courses organized by the institute on petroleum trading and operations.

In the course of his career, he has put together several transactions involving the trade of refined petroleum products to the major oil marketing companies and operators of offshore drilling operations in Nigeria. He also secured and executed contracts from the Nigerian National Petroleum Corporation (NNPC) for the direct importation and distribution of refined petroleum products from Refineries in Europe in his past capacities as Sahara Energy’s trader as well as the Managing Director of Venro Energy.
Our People

Ahmed Salisu

Mr. Ahmed Salisu has over 11 years of banking experience in Energy Finance and Trade Services. He started his career as an Accounts Trainee with Centrica Nigeria Limited, a subsidiary of Centrica Plc, a leading integrated energy company which owns British Gas in UK, Direct Energy in North America, SPE in Belgium and Oxxio in The Netherlands.

He then moved to the banking industry where he built a career in the trade services and energy departments. In the trade services, Ahmed worked at the LC (letters of credit) desk before he was reassigned to the energy desk (Upstream Unit) where he managed the business relationships of Total Upstream, Addax Petroleum, Exxon Mobil and NNPC (Nigerian National Petroleum Corporation).
OUR PEOPLE

JAMES ADEFISOYE

James brings to the organization over 15 years of experience in Corporate Finance, Investment Banking, International Banking – Global Banking, Global Alliances & Finance, Project Finance and Structured Finance – Oil & Gas, Shipping, Power, Manufacturing, Aviation and Real Estate.

His expertise includes International Trade and Business Development, Credit Analysis with strong focus on project finance and structured finance, Loan Syndication, Investment and Financial Advisory Services as well as a sound knowledge/understanding of the IFI’s and ECGA’s operating in Nigeria such as the International Finance Corporation (IFC); African Finance Development Bank (AFDB); US EXIM, AFRIEXIM, CHINA EXIM, CHINA DEV. BANK etc.
Mr. Ivan Kasaridis (Greek) has over 15 years of experience in shipping and trading in West Africa with particular emphasis on Clean and Dirty Petroleum products. He holds an MSc degree and a Bachelor of Science Degree in Shipping and Oil trading from University of Aberdeen Scotland in the United Kingdom.

He started his career in shipping & logistics i.e. oil tankers where he managed over 30 clean and dirty petroleum tankers and then moved to oil trading business with a focus on the West African market as an oil trader. Ivan has established long business relationships with local Marketers in the WAF region by supplying various cargos of refined petroleum products into the region during his stints at Trafigura, Vitol and SIR Cote d’Ivoire.

Mr. Kasaridis has excellent contacts with ship owners and international traders/ refineries and sources for various petroleum products to meet Deerfield’s requirements.
Our People

Patrick Ekhioya
Head Legal

Patrick is the legal counsel. His duties include providing legal advice on a broad range of issues, particularly company secretarial and commercial law issues.

Patrick is a specialist in petroleum, energy & natural resources law, commercial negotiations, contract drafting and legal documentation. Patrick is also a member of the Nigeria Bar Association and the International Bar Association.
**Proposed Market Penetration Strategy**

In order to penetrate this highly competitive market, Deerfield Petroleum Resources Limited would leverage on the wealth of experience of its directors and management staff to create a unique niche that would gain reasonable market share within a short period. To this end, Deerfield will streamline its operations into the following business units:

**SUPPLY & TRADING**

Supply and Trading represents the products trading arm of the company. Its activities cover trading of refined and crude to refiners and other trading companies locally and internationally. The target market would be the oil majors (i.e. Total, Mobil, Oando, Forte Oil, MRS, Conoil etc), as well as the dominant independent oil marketing companies. These include but not limited to Sahara, Nipco, Yinka Folawiyo, etc. The exploration and production companies (Shell Petroleum, Addax, Exxon Mobil, Centrica Energy, Total Upstream, Pan Ocean etc) and NNPC (Nigerian National Petroleum Corporation) would also serve as a viable target market.

These companies have the capacity to consume over 100,000MT of various petroleum products on a monthly basis and Deerfield Petroleum Resources Limited would leverage on this opportunity to get contracts and local purchase orders and equally secure the requisite financing for the trades.
Proposed Market Penetration Strategy

RETAIL & MARKETING
This aspect of the business focuses on the retail and distribution of petroleum products to a target market with the capacity to consume between 5,000 and 10,000 MT of various grades of refined petroleum products on a weekly basis. It involves the delivery of products into tank for onward distribution to retail outlets/service stations, industries and telecommunications cell sites nationwide.

Deerfield Petroleum Resources Limited plans to work with reputable tank farm owners to secure through put agreements for the storage and sale of products purchased. The retail business accounts for about 60% of the nation's daily consumption. However the margins are thin and this makes it important to supply products at competitive prices to reduce operations costs and minimize losses.

Deerfield also plans to explore the possibility of investing in storage tanks, service stations and trucks in the medium term in order to reduce operational costs and have a firm grip on this market.
Proposed Market Penetration Strategy

STRATEGIC ASSET ACQUISITIONS
The main rationale behind the deregulation of the downstream sector is to encourage local production and ultimately reduce the level of nation’s dependence on imported petroleum products. From inception, Deerfield Petroleum Resources Limited is poised to aggressively pursue the investment in key strategic assets (i.e., vessels, tank farms, and retail outlets). This would help reduce costs, increase margins and also position the company to become a prominent player in the industry.
Proposed Market Penetration Strategy

Deerfield Petroleum Resources Limited intends to source for refined petroleum products locally and internationally for delivery/supplies to prospective clients which include:

- Mobil Oil Nig. Plc
- Oando Plc
- Total Nigeria Plc
- Conoil Nigeria Plc
- Chevron Nigeria Limited
- Nigerian Agip Oil Company (NAOC)

- Etera Oil & Gas Plc
- SO Energy Limited
- Honeywell Oil & Gas Limited
- MRS Oil & Gas
- Forte Oil & Gas

Deerfield Petroleum Resources Limited has commenced discussions with some Exploration and Production Companies on the possibility of supplying refined petroleum products (particularly AGO and LPFO) that would be used to power various equipment and machinery on their onshore and offshore platforms.

Deerfield has big aspirations and the right combination of team players to actualize its dreams....