



PRESS RELEASE

PR. No 325/2021

TOTAL PETROLEUM GHANA PLC – (TOTAL)

CHANGES IN THE MEMBERSHIP OF THE BOARD OF DIRECTORS

TOTAL announces to the general investing public of the following changes in its Directorship.

Mr. Olufemi Babajide has been appointed as a Board Member and Managing Director of the Company with effect from August 15, 2021. He replaces Mr. Eric Fanchini who has been re-assigned within the Total Group.

Attached is a brief background of the newly appointed Board Member.

Issued in Accra, this 2nd
Day of September 2021.

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att'd.

Distribution:

1. All LDMs
2. General Public
3. Company Secretary, TOTAL
4. UMB Registrars, (Registrars for TOTAL shares)
5. Custodians
6. Central Securities Depository
7. Securities and Exchange Commission
8. GSE Council Members
9. GSE Notice Board

For enquiries, contact:

Head of Listing, GSE on 0302 669908, 669914, 669935

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OLUFEMI BABAJIDE

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♦ Cell: (260) 97 777 13 13 □ Email: Olufemi.Babajide@total.co.zm

SENIOR MANAGEMENT EXECUTIVE

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PROFESSIONAL EXPERIENCE

TOTAL ZAMBIA LTD

September 2016 – Present

MANAGING DIRECTOR

Total Zambia LTD, Zambia

2016 - Date

- ♦ Defined the subsidiary's strategy in agreement with the VP, and ensure its implementation to reach the set objectives
- ♦ Ensure implementation of Group policy in terms of Ethics and HSEQ (Hygiene, Safety, Environment and Quality)
- ♦ Ensured good relationships with third parties, particularly authorities and administrations and represent the Group
- ♦ Supervise and coordinate all exploitation, commercial, financial and social operations with due observance of Group Procedure
- ♦ Applied and continuously optimize the organization, processes and procedures to enable the subsidiary to reach commercial and financial objectives and to ensure its long term development
- ♦ Represented the subsidiary in several board meetings, deriving from the historical footprint of Total Zambia in the country (Lublend, Saturnia Pension Fund, CorpMed Clinic)
- ♦ Lead, motivate, recruit, train and empower the staff, take into account the surrounding competitive environment and optimize subsidiary's resources.

GENERAL MANAGER SALES AND MARKETING DIVISION

Total Nigeria Plc, Nigeria

2011 – 2016

- ♦ Developed and coordinated the implementation of the Company's marketing strategies
- ♦ Ensured the financial profitability, viability and realization of market share objectives of the Company's Commercial Sales activities
- ♦ Ensured compliance with Groups Safety Standards at the various Sales Territories in line with the Company Sales strategies and Group code of conduct
- ♦ Ensured effective management of pricing in line with margin objectives, market trends and profit optimization vis a vis the following
 - Accurate capturing of all Sales transactions in the Company and timely provision of Sales Report;
 - Timely and regular flow of market related information from Territories;
 - Control over sales related costs and losses in Territories;

INTERNATIONAL NETWORK TRAINER

2009 – 2011

Total Africa Middle East Division

- ◆ Responsible for training of all Retail Network teams in the English speaking subsidiaries in pursuit of homogenization of Retail Management methods and skills in line with the Group's Retail Policy
 - 12 specific training programs covering a wide spectrum of subjects (Safety & the environment, Top Service, Network Development, Shop merchandising and Management, training of trainers, Lubricants knowledge, management of service stations retail management tools etc.) were run in 22 countries/subsidiaries of the Total Africa – Middle East Division
- ◆ Assisted in the implementation, development and evaluation of the usage of Management tools and procedures in the organization of the Network
- ◆ Organized regional trainings sessions for Middle Management, Network Development, SFS activity, and training of trainers in liaison with Head office and Managers of the host subsidiary
- ◆ Improved productivity and performance of Network teams by empowering subsidiaries in the definition of retail development strategy through network development trainings
- ◆ Ensured the promotion of the Groups differentiation strategy through a rigorous service quality program.

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SALES MANAGER- LAGOS SOUTH

2008 – 2009

Total Nigeria Plc

- ◆ Oversaw all activities of the largest Sales Area in Nigeria which comprised of 90 retail outlets, 80 active General Trade customers and 1 vendor managed customer
- ◆ Achieved annual volumes of White Products worth 320k tons; Lubricants-10k tons; Bitumen- 5k tons and LPG – 0.5k ton
- ◆ Attained annual turnover of \$244M

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SALES MANAGER- IBADAN

2005 – 2008

Total Nigeria Plc

- ◆ Oversaw all activities in the Sales Area, which comprised of 82 retail outlets, 30 active General Trade customers, 3 Vendor managed customers, 2 White products depots, 1 Lubricant depot, 1 LPG depot and 2 Customer Service Centers
- ◆ Achieved annual volumes of White Products worth 190k tons, Lubricants – 4k tons; Bitumen- 8k tons and LPG 0.6k ton
- ◆ Prospected and acquired new customers for the regional team and also ensured the effective management of high level customers contacts and relationships
- ◆ Attained an average yearly turnover of \$140M
- ◆ Won 2007 National Best GT Sales Manager and 2006 National Nigoscars Topservice competition for the Sales Area

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CONSTRUCTION BUSINESS MANAGER

2004 - 2005

Total Nigeria Plc

- ◆ Directly managed six largest construction accounts that contributed circa 10% to the Company's turnover
- ◆ Responsible for the proper upkeep and management of all customers in Public work sector
- ◆ Prospected and acquired new customers for the regional team and also ensured the effective management of high level customers contacts and relationships

BITUMEN AND COASTAL SALES MANAGER

2002 – 2003

Total Nigeria Plc

- ◆ Responsible for Bitumen and Coastal Sales budget, margin and service management of over 80 active customers
- ◆ Co-ordinated regional sales performance on a monthly basis therefore instrumental to the Company's impressive growth in 2002 bitumen market share and sales volume of 60k tons.
- ◆ Prepared bid and profitability document for coastal supplies and monitored environmental changes and impact on activity
- ◆ Followed up supply logistics with Specialties and Operations

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LUBRICANT SALES ENGINEER

2000 – 2002

TotalFinaElf Nigeria Plc

- ◆ Promoted and expanded Lubricant Sales through technical backup services to customers in the Mid-Western region (over 40 active customers)
- ◆ Achieved increase of 65% in regional lubricant sales, 140% target realization and won best Lubricant Sales Engineer award in 2000 and 2001
- ◆ Analyzed sales trend and devised appropriate strategies to capture new markets. Prospected and acquired new customers from well-defined segments such as public works and textile industries
- ◆ Carried out technical services such as lubrication survey, ensured the effective use of oil analysis and implementation of proper disposal of used oil at consumer location and retail outlets
- ◆ Co-ordinated and determined zonal and regional lubricants order, and ensured equitable allocation and satisfaction of logistic needs of both channel of sales in the region
- ◆ Implemented, monitored and maintained ISO 9002 quality systems at the Lubricants depot.

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PRODUCTION SUPPORT ENGINEER

1998 – 1999

TotalFinaElf Oil, United Kingdom

- ◆ Optimized existing mixing and milling processes to ensure an improved dispersion process and attainment of suitable mill base for the Group's only Radcure production site in Europe
- ◆ Worked with TQM team to define equipment requirement for new practices which was part of the Company's redevelopment programme

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PROCESS AND PRODUCT DEVELOPMENT ENGINEER, LONDON

1997 – 1998

Total Fina Elf Oil, United Kingdom

- ◆ Developed and refined products in accordance with market demands
- ◆ Facilitated meetings with outside agents and suppliers relating to process and product development

EDUCATION & CREDENTIALS

Bachelor in Chemical Engineering (BENG. Hons) with Management
University of Bradford, United Kingdom

Diploma in Industrial Studies
University of Bradford, United Kingdom

Professional Training & Development
Business Skills Leaders Training, HEC Paris

Member of Institute of Chemical Engineers
United Kingdom