

# GO! AFRICA



# **OUR PURPOSE: ENERGISING COMMUNITIES**





# **OUR BUSINESS**



### WE ARE AN ENERGY SALES AND MARKETING COMPANY

#### What do we do?

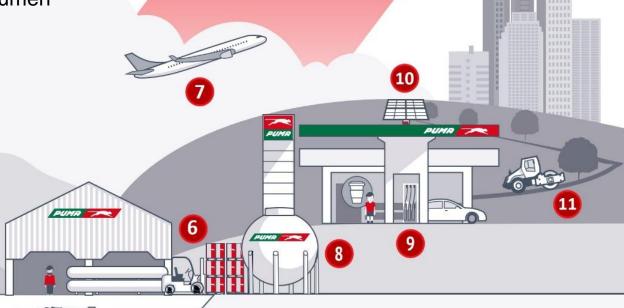
Part of the Trafigura Group, Puma Energy is a global energy business which safely provides energy across six continents.

Our downstream businesses include: fuels, aviation, lubricants and bitumen.

- Refinery
- 2 Bunkering
- 3 Storage
- 4 Commercial Supply

- **5** B2B & Wholesale
- 6 Lubricants
- Aviation
- 8 LPG & Natural Gas

- Retail & Non-Fuel Retail
- Solar
- Bitumen



# **OUR PRESENCE IN AFRICA**





#### Where we operate

Benin Mozambique Botswana Namibia

Congo Senegal

Ethiopia South Africa

Eswatini Tanzania

Ghana Uganda

Lesotho Zambia

Zimbabwe

#### **Customers Served**

90+
Mines and Mining
Companies

120+
Construction
Companies

200+
Industrial and Manufacturing Companies

110+
Agriculture and Forestry companies

**16 707** 

Countries

Service Stations 446

Stores &

**QSRs** 

Malawi

Airports Served

96

**54** 

Terminals (107 km3)

30

LPG Volumes (KM³)

100+

Solarized Sites (#)

# WHAT MAKES US STAND OUT





Tailored Solutions for Complex Needs, Anytime, Anywhere

**Customer-Centricity** 



Safety remains at the heart of how we do business



Knowledge and application of local regulations and operating within it



Keeping people and their growth at the core of our operations



Offering solutions with minimum to no upfront costs

# **OUR PRODUCT & SERVICE OFFERING**

#### **Fuels**

- Diverse Range of Premium Fuels
- Comprehensive Terminal-to-Tank Services
- Supply Chain Audits: Evaluating Truck Compartments, Onsite Storage, and Dispensing Equipment
- Tailored and Flexible Logistics Solutions

#### **Lubricants**

- OEM-Compliant Lubricant Range
- Total Fluid Management (TFM) Audits & Advisory: Conducting Root-Cause Analysis to Drive Improvements and Uncover Cost-Saving Opportunities
- Dedicated In-House Technical Support
- Comprehensive Training Programs for Customers

# **OUR PRODUCT & SERVICE OFFERING**

#### **Future Energies**

- Comprehensive Energy Solutions: LPG, Natural Gas, Biofuels, Solar with Battery Storage, Carbon Offsets, and Hybrid Systems
- Energy Audits with Cost-Saving Recommendations
- Flexible Funding Models, Including Build-Operate-Transfer (BOT) Contracts

#### **Technology**

Seamless Technology for Your Convenience:

- Puma Energy Portal: Real-time digital interaction for placing orders, tracking accounts, and making effortless payments.
- **Puma Fleet Program**: A web and mobile-based fuel management system with on-route and home-base refueling, multiple payment methods, and cross-border functionality across Puma markets.

## **FUELS**

#### TAILORED SOLUTIONS FOR BUSINESS CUSTOMERS

### **Security of Supply**





### Flexible Logistics

A large fleet of tankers, providing versatile delivery options to all locations



#### **Product Quality**

That meets all international and local regulations and technical specifications



## **Digital Connectivity**

Enabling our customers to connect with us using dedicated real time platforms



# **Transparent Pricing Solutions**

Various pricing formats, tailored to individual customers' needs



#### **End-to-End Support**

Dedicated sales team, technical support, Total Fluid Management (TFM), and specialised training to assist with our customer's efficiency



# **LUBRICANTS**

#### PUMA LUBRICANTS PRODUCT RECOGNITION



















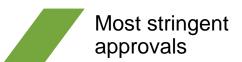












Strictly adhere to the formulations as provided by the technology partners

Ensures that specifications are really met and are backed up by documented tests and procedures.

Ensures Original Equipment Manufacturers (OEM) product approvals are backed up and supported by the technology partner.

Puma lubricants are officially approved by major OEM's.

Approval documents are available on request.



# **FUTURE ENERGIES**



| Your Needs                          |                |   | Our Low-Carbon Energy Solutions |  |                                |
|-------------------------------------|----------------|---|---------------------------------|--|--------------------------------|
| Point of<br>Consumption             | Current Energy | Use   | Solar (including<br>BEES)       | Carbon<br>Offsets<br>(Bundled with<br>classical fuels) | Diesel to<br>LPG / Natural Gas |
| Offices                             | Electricity    | Lighting<br>Power for<br>appliances         | <b>✓</b>                        |  |                                |
| Fixed Production<br>Plants          | Fuels          | Power for fixed production equipment        |                                 | <b>~</b>   | <b>~</b>                       |
|                                     | Electricity    |   | <b>~</b>                        |  |                                |
| Heavy Duty<br>Equipment<br>(mobile) | Fuels          | Energy for mobility of heavy-duty equipment |                                 | <b>~</b>   | <b>~</b>                       |
| Power Generation<br>Stations        | Fuels          | Produce electricity for purposes above      | <b>✓</b>                        | <b>~</b>   | <b>~</b>                       |



#### **Financing**

We remove barriers to access cleaner energy solutions by offering pay-asyou-go solutions and build-operatetransfer (BOT) contracts.



#### One-stop-shop

For Classic Fuels, Liquefied
Petroleum Gas (LPG), Natural Gas,
Biofuels, Solar, Gas-to-Power, and
Hybrid solutions



#### Technology

Access to latest technology and monitoring tools for customers to monitor, manage and optimize their energy generation & needs

# **RURAL SERVICE STATIONS**



Puma's rural service stations not only address the energy needs of customers by providing reliable fuel access, but they also help meet the broader energy demands of local communities, fostering growth and supporting sustainable development where our customers operate.

#### **Features**



Solar Powered Site



Modular-type station with facilities that are equivalent of a flagship site (Air, Water & Lubricant facilities)



Fuel tanks are self bunded and aboveground



Option for Partnered Quick Service Restaurants

ENERGISING COMMUNITIES







# **THANK YOU**

#### LET'S TALK

We want to help our customers and communities make the most of the transition to more secure, renewable and affordable energy.

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