



**MMAMPILO SUPPLIERS (PTY) LTD.**  
**COMPANY PROFILE**

**REGISTRATION NO: 2007/021861/07**  
**WHOLESALE LICENCE NO: W2009/0239**

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Address: 63 Printers Loft, Baanbrekkers Ave, Heldekruijn, 1724  
email: [info@mmampilo.co.za](mailto:info@mmampilo.co.za) • website: [www.mmampilo.co.za](http://www.mmampilo.co.za)

**Members of the Board**

CEO: S. Mavuso • COO: V. Nxumalo • Chairman: L. Zulu • Executive Director: G. Buthelezi



## Who we are

Mmampilo Suppliers Pty Ltd (our legal name) is a 110% black owned company; we boast three black male directors and one black female director all from previously disadvantaged backgrounds.

Mmampilo Suppliers Pty Ltd was registered in 2007 and acquired its Petroleum Wholesale license in August 2009.

Mmampilo Petroleum (our Trading Name) is currently functioning under the hand of these 4 (four) Directors, all young, hard-working, dedicated and hungry for success.

Mmampilo Petroleum exists to create job opportunities, sustain growth and create wealth.

We bind ourselves by promise to provide and maintain a professional service delivery to our clients at all times.

Mmampilo Petroleum seeks to create an excellent business relationship with our Suppliers to ensure the steady and reliable supply to all our clients.

## Mission

We aim to provide highly professional service delivery and product availability on the Petroleum Industry, by ensuring timeous deliverance of products and fulfilling the needs and client expectations in the Industry in which we participate and conduct our business.

## Vision

Mmampilo Petroleum envisage to become South Africa's leading solution driven provider and the most preferred wholesaler due to reliability and constant supply, of our products at all times.

Quality, Excellency, and Dedication is the ring that binds the hearts of Mmampilo Team.



## **Services**

Mmampilo Petroleum offers its services on the introduction of safer, cleaner, cost effective alternative fuel to all heavy industries that consume and use petrol or diesel as its energy. (LPGas, Lubricants, Illuminating Paraffin, Jet fuel, Oil and HFO) we ensure that we facilitate and ensure sound sustainable economic investment by delivering an alternative energy which complies with Kyoto protocol on global green house gas emission of which South Africa is a member.

## **Personal Commitment and Values**

### ***Mmampilo Petroleum is committed to:***

- Nation building.
- Client and customer satisfaction.
- Good corporate governance.
- Job creation.
- Skills development.
- Professionalism.
- Integrity.
- Quality and competitive services.
- Improvement of the quality of life.
- And Poverty alleviation.

## **Commitment to the “Charter”**

Mmampilo Petroleum has fully embraced the objectives of the “Petroleum Charter” and the “Petroleum Products Amendment Act 203” which form the cornerstone and driving force behind our business; with particular reference to the following:

- Promoting an efficient manufacturing, wholesaling and retailing petroleum industry.
- Facilitating an environment conducive to efficient and commercially justifiable investment.
- The creation of employment opportunities and the development of small businesses in the petroleum sector.
- Ensuring countrywide availability of petroleum products at DoE regulated prices.
- Promoting access to affordable petroleum products by low-income consumers for household use esp. on LPGas products and Propane.



### **Private Sector Procurement**

At Mmampilo Petroleum we are committed to empowering other companies through our Broad Based Black Economic Empowerment Procurement Policy.

Mmampilo Petroleum is a 110% empowered Black company using BBBEE approved dealers and is committed to supporting historically disadvantaged suppliers.

Any purchase or spend with Mmampilo Petroleum will therefore have positive empowerment effect, and will qualify as BBBEE expenditure for the purpose of BBBEE reporting.

A transaction with Mmampilo Petroleum brings peace of mind in the knowledge that the other companies' procurement is fully BBBEE compliant.

### **Access and Ownership of Joint Facilities**

As a Petroleum Wholesaler, Mmampilo Petroleum will to a very large extent supply their products from all the various refineries available in Republic South Africa, depending on the need of a client.-

All imported procurement will be stored in rented facilities at the Durban harbour; where inland distribution will be done by rail, road and grid.

Our clients in Gauteng, Mpumalanga, Limpopo, North West and Free State will be serviced by the product picked up directly from our various refinery depots around the country.

### **Swot Analysis**

#### **Strengths**

- Good knowledge of the land transport system.
- Good knowledge and understanding of the Petroleum Charter.
- Committed, trained and dedicated staff.
- Good strategic relationship with our Refineries and Suppliers.
- Good strategic relations with our prospective customers.
- Adequate potential financiers.
- Potential access to government loan funding.
- 110% BBBEE.

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## Weaknesses

- New entrants to the industry.
- Contracts still to be negotiated.
- Reliant on other parties for storage facilities.
- Reliant on other parties for transportation of our products.

## Opportunities

- Industry is ready to embrace new entrants.
- Preferential Procurement Policies are favoring BBBEE companies of which Mmampilo is rating more than 110% in this regard.
- “The Charter” is making it possible to enter the market for young Black owned company which can prove beyond a reasonable doubt that they are not fronts.
- Government Support programs makes it possible to venture into this industry with funds and support available.

## Threats

- Foreign exchange fluctuations.
- Risks associated with the supply chain.
- Financial Institutions who are reluctant to lend start-up capital.
- Competition from old, well established multinational companies.
- Lack of storage facilities.
- Few but extremely strong players in the industry.



### Strategic Relationships

#### South African Refineries

Sasol

Engen

Total

PetroSA

#### ACTIVE ACCOUNTS

<b>REFINERY</b>	<b>ACCOUNT NUMBERS</b>	<b>SUB-ACCOUNTS</b>	<b>PICK UP DEPOTS</b>
SASOL	501649		SECUNDA/NATREF
TOTAL	113491		All SA Refineries.
PETROSA	11095		All SA Refineries.
ENGEN	MAIN ACC. NUMBER  10075986	LANGLAAGTE  13089166  ALRODE  13089167  WALTLOO & WITBANK  13089168	LANGLAAGTE  ALRODE  WALTLOO  WITBANK



**Logistical partners:**

Unitrans  
Tisetso Logistics  
Golden Sun Retailers  
Bakers Tankers  
Brandvlei Voerspreiders  
Faith Wheels

**Clientele'**

: My destiny.  
: Tisetso Logistics  
: Totalgaz.  
: Golden Sun.  
: Belton Park.  
: Ukuqala Energy.  
: Faith Wheels.

**Head office:**

Mmampilo Petroleum (Pty) Ltd.  
63 Printers Loft  
2 Baanbreker Avenue  
Helderkruijn  
Roodepoort  
1724

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**Office:** +2773 162 1365: CELL

086 563 4752: FAX

[info@mmampilo.co.za](mailto:info@mmampilo.co.za)

[www.mmampilo.co.za](http://www.mmampilo.co.za)

**Executive Directors:**

**Mrs. Gcinile Buthelezi: Executive Director**

E-mail: [gbuthelezi@mmampilo.co.za](mailto:gbuthelezi@mmampilo.co.za)

Mobile: 076 454 5487

**Mr. Sibusiso Mavuso: Chief Executive Officer**

E-mail: [smavuso@mmampilo.co.za](mailto:smavuso@mmampilo.co.za)

Mobile: +27 731621365

Fax: 086 563 4752

**Mr. Vukani Nxumalo: Chief Operations Officer**

E-mail: [vnxumalo@mmampilo.co.za](mailto:vnxumalo@mmampilo.co.za)

Mobile: +27 764303239

Fax: 086 563 4763

**Mr. Lindelihle Zulu: Chairman**

E-mail: [lzulu@mmampilo.co.za](mailto:lzulu@mmampilo.co.za)

Mobile: +27 768754445

Fax: 086 563 4973

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