



Gasen Petroleum Group Africa **Tanzania LTD**

Gasen Group Profile @2024

*Your interface between Upstream and
downstream in Africa!*



About Gasen Petroleum Group Africa



GASEN PETROLEUM GROUP AFRICA TANZANIA LIMITED is a holding Company for Gasen Burundi, Gape Gas Uganda and Gasen Rwanda, and other subsidiaries being registered across East of Africa and the rest of Continental Africa.

The holding company is affiliated to Gasen Uganda and Gasen Kenya. The Company is incorporated under the laws of the United Republic of Tanzania Main Land.

At **Gasen Petroleum Group Africa**, we offer transactional relationship to our clientele any time anywhere through our Strategic Business Units within our identified market segments in continental Africa.

We are creating the largest midstream resource in Africa.

We closely work with our clientele to enable them grow their Businesses and assist them to occupy unique positions within the Petroleum Industry.



Corporate Philosophy:

Vision Statement:

“.....To be the leading oil marketing Group in continental Africa.”

Mission Statement:

“.....To Give Non-Multinational Oil Marketing firms and individuals distributing refined petroleum products in the downstream subsector a chance to buy the same refined petroleum products as Multinational Oil Marketing firms in Africa;



Company Shareholding Structure

KARIAKO AGENCIES LIMITED 90%

IGSAR GROUP LIMITED 10%

**GASEN PETROLEUM GROUP
AFRICA TANZANIA LIMITED**

92%

90%

95%

GASEN BURUNDI

GAPE GAS UGANDA

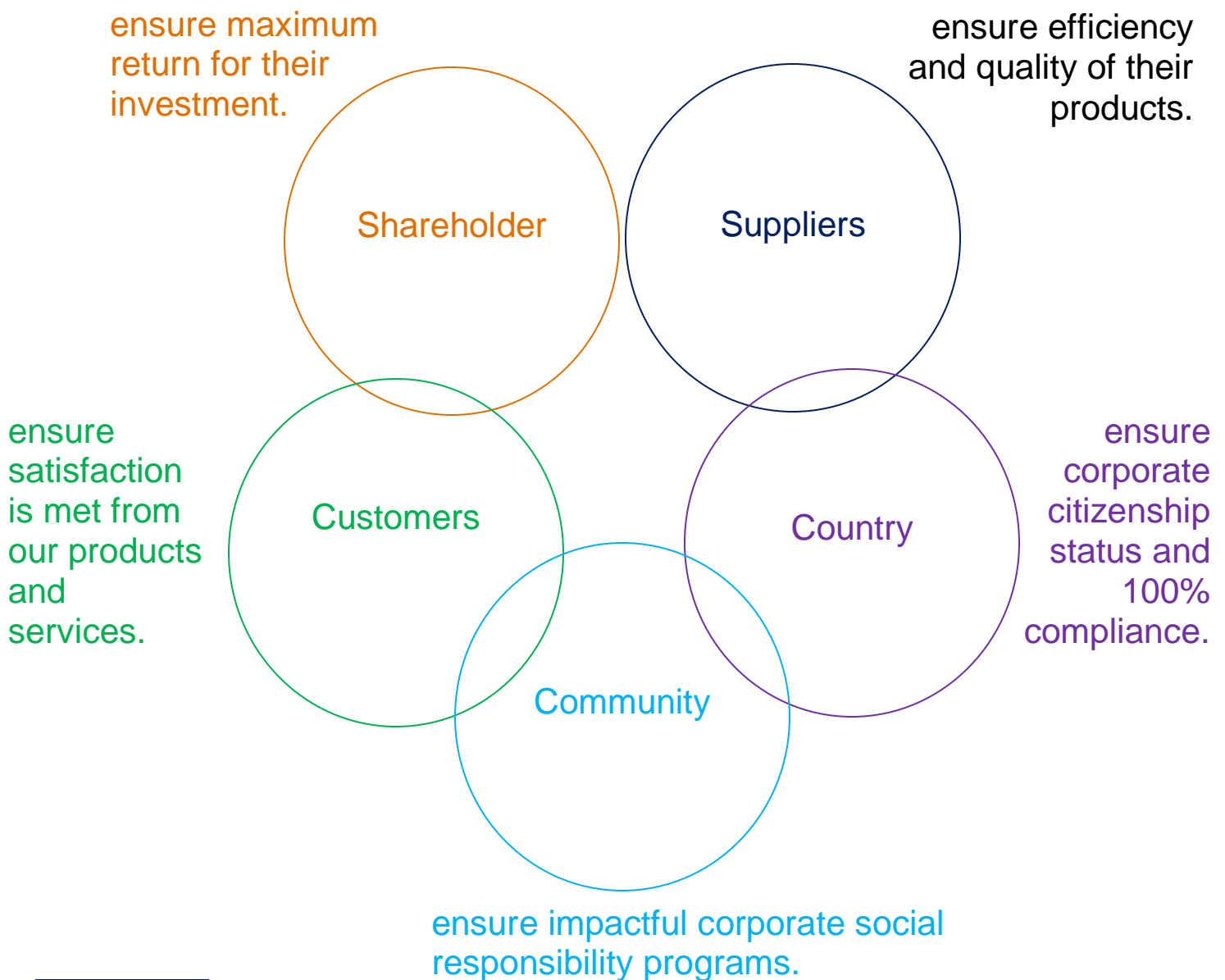
GASEN RWANDA



Value Statement:

- ❖ Honesty
- ❖ Reliable
- ❖ Ethical
- ❖ Responsible
- ❖ Why wait until tomorrow

Your interface between Upstream and Downstream in Africa!



Corporate Strategies

- ❖ Strategic partnership
- ❖ Supply Chain Integration
- ❖ Mergers and Acquisition
- ❖ Diversification

Business operations

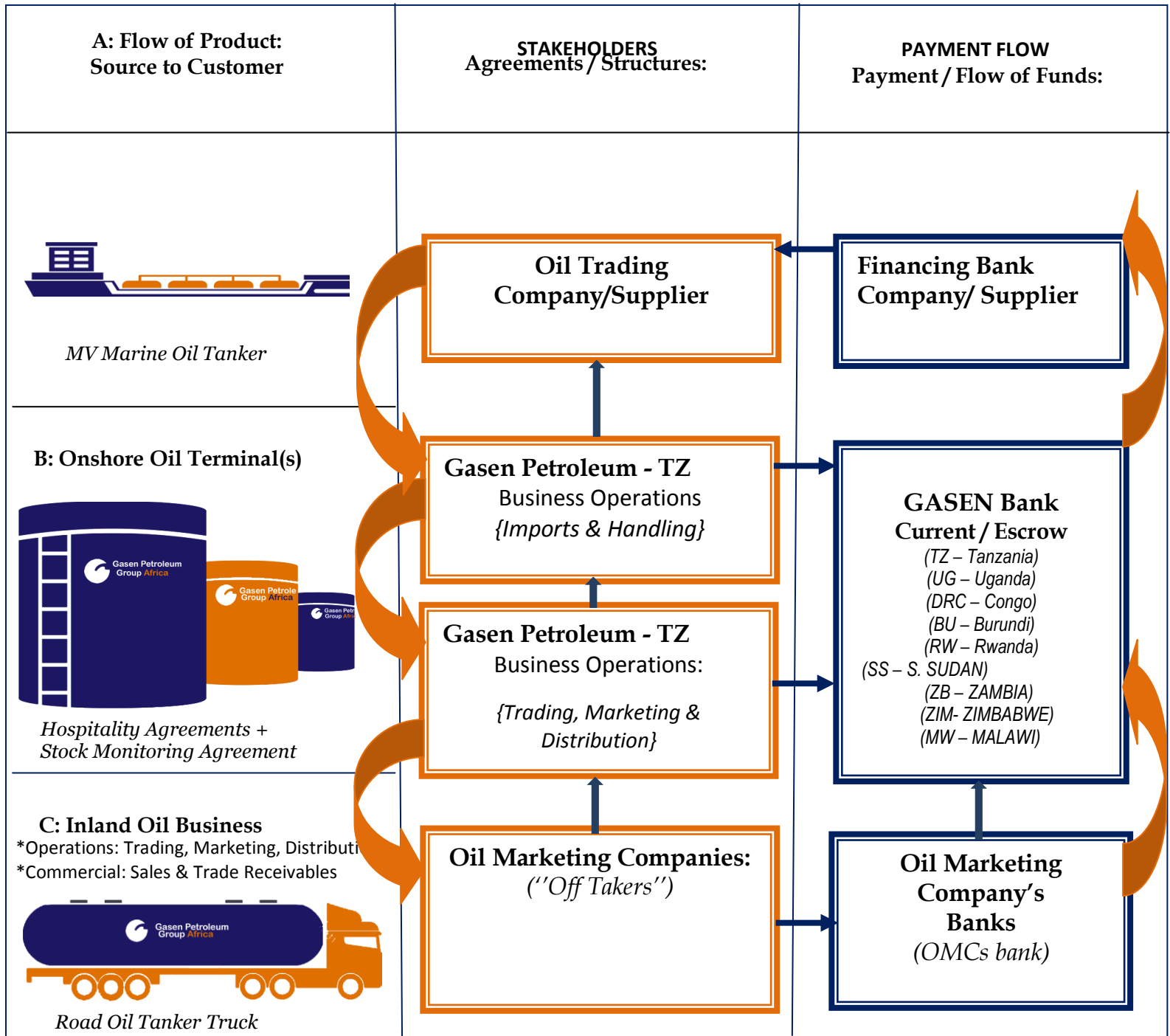
- Asia
- India: the Reliance Group oil refinery in India
- Arabian Gulf: the GCC region: Saudi Arabia and United Emirates
- Russia: Crude oil Refineries and oil trading companies in Russia
- Inco terms: all suppliers will perform supplies on CIF Dar es salaam, Tanga, Mtwara and other African ports



Corporate Objectives

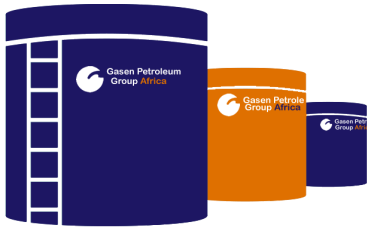
- ❖ To attain USD1BN sales turnover per annum in next three years.
- ❖ To attain USD250M net profit (EBITDA) per annum in next three years.
- ❖ To attain and retain 10% market share of volume of petroleum products imported, stored, marketed and distributed within East Africa within next three years.
- ❖ To select, recruit and retain the best human resource with requisite skills, expertise and experience to grow and develop the business and the company

Product Storage and Handling



Product Logistics Distribution &

In-Tank-Transfer (ITT) Free on Truck (FOT)

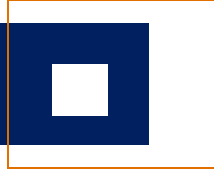


Cost and Freight (CFR)



Delivered Duty Paid (DDP)





Shareholder's Committee:
Stockholders & Shareholders:
Annual General Meeting

Board of Directors & Board Committees:
Appointed by shareholders

Executive Management Committee:
Appointed by Directors

Business Executives & Operatives
Appointed by CEO and Management

Departments: **(Executives & Operatives)**

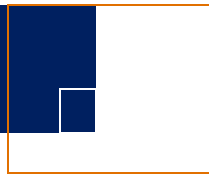
Operation Departments:

- Sales and Marketing
- Supplies and planning
- Terminal operations
- Logistics/Distribution

Service Departments

- Administration/HR
- Accounts /Finance
- ICT services
- Legal services

Rationale and Benefits



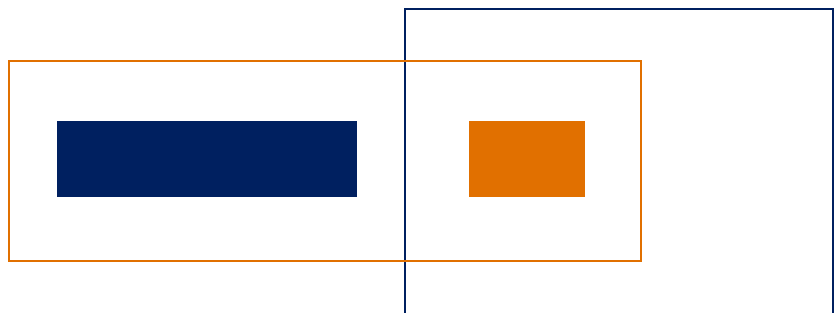
Gasen Petroleum Group Africa is initially targeting a broad market segment meaning the company will have capacity to procure big volumes which attracts huge discounts from Low cost suppliers in turn re-distributed to the regional markets / countries;

(Ethiopia, Djibouti, Kenya, Uganda, Southern Sudan, Somalia, Rwanda, Burundi, Tanzania, Zambia, Malawi, Mozambique, Southern and Eastern DRC as well as the islands of Madagascar, Mauritius, Reunion, Comoros, Seychelles). All these are the 18 eighteen countries under scope, with over 450 million population and an average GDP growth rate of over 5% year on year.

A large scale importation of refined petroleum products will make a compelling case; the regional scope opportunity and government investments in the standard gauge railway further augments the case.

Upon identifying low cost firms (suppliers) and receipt of an expression of interest accompanied by proper detailed profile of the would be low cost firm supplier, Gasen Petroleum Group Africa.

will immediately issue an undertaking to provide written agreement with the end low cost suppliers and provide payment instruments to guarantee the said supplier to deliver the said products to Tanzania.



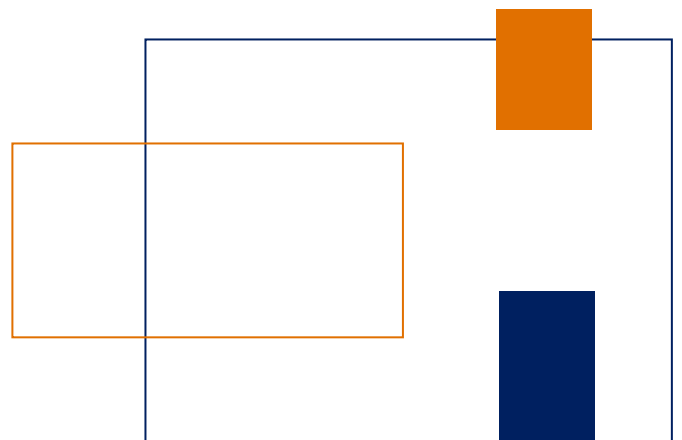


Gasen Petroleum Group Africa envisages covering the following three streams of business (business entities);

1. Consolidating the entire regional volume means we can offer far more competitive sourcing and storage costs than any player in the market. Through put fees and storage fees charged will form one stream of income.
2. By sourcing on large scale and transporting via largest available vessels, this will increase competitive edge from economies of scale and reduced unit ocean freight charges. **Gasen Petroleum Group Africa** will be able to win all government open tender and set up a designate trading port for the region.
3. A long term large scale contract purchase agreement is certain to offer far more competitive prices than currently available through individual tenders. This can further be bettered by seeking and entering Contract Refining agreement with modern large scale refineries of higher complexities and refining efficiencies.

As an alternative to buying product from traders at quote world market Platts indices as currently constituted, a direct refining agreement with a refinery means **Gasen Petroleum Group Africa** can procure product at costs that are 15% to 20% cheaper than any trading prices.

This offers a sure competitive edge to ensure we win ALL of the regional countries industry tenders



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Thank you!