

# PETROMOC

## FUELLING A NATION



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*Mozambique's state-owned distributor of petroleum products continues to expand, both within its home nation's borders and further across Southern Africa*

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Recognised as the second largest oil and gas firm in Southern Africa, Petromoc, or Petr6leos de Moçambique to give it its local name, was formed in 1999 and is Mozambique's state-owned distributor of petroleum products. Born out of the transformation of the Mozambique National Fuel Company, Petromoc today owns the largest retail network in the country, one that consists of 119 filling stations and supply posts, and 300 local consumer positions.

The company owns and operates storage facilities and pipelines found across all the main Mozambican ports, with said storage facilities including 19 inland and coastal depots which boast a combined storage capacity of around 500,000 cubic metres.

Petromoc markets fuels, oils, grease-oils and lubricants for use in the country's major industry sectors, these being mining, agriculture and maritime, and is also able to provide customers with complete technical support. The largest supplier of fuel to Mozambique's leading industrial and commercial companies, Petromoc also provides fuel to a host of neighbouring countries such as Zambia, Zimbabwe, Malawi and the DRC.

In total Petromoc is able to claim annual sales of approximately 407,000 cubic metres of petroleum products, 375,000 cubic metres of which are distributed to Mozambique's domestic market, which equates to a domestic market share of around 42 percent. Meanwhile, some 33,000 cubic metres end up being supplied within the company's foreign markets.



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**Our Organisation**

- Environmental Services
- Government Services
- Commodities
- Analytical Services
- Industrial Services
- Minerals Services



**What we do**

- Testing
- Inspection
- Certification
- Auditing
- Outsourcing
- Advisory
- Training
- Quality Assurance



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**INTERTEK**



Intertek, a leading provider of quality testing, inspection and safety services to a wide range of industries around the world, has been awarded a Laboratory “Outsourcing” contract for provision of testing services at its Matola facility, Mozambique. At present Intertek provides Inspection & “Key” Laboratory testing services to Petromoc from its terminals, viz: Matola; Beira & Nacala respectively. The Intertek / Petromoc Matola laboratory is to undergo a facelift. This will include, but not limited to, the re-design of its present facility with upgraded laboratory furniture, extraction systems, Gas supply, IT infrastructure, Specialized Testing room, Controlled sample receipt facility & sample retention store. Intertek is committed to a significant investment in acquiring the latest testing equipment, in accordance with

international test procedures, able to meet the demands of product certification. This new facility shall provide for increased test capabilities able to meet local legislation as well as adhering to “export” requirements to land-locked countries. Also included are opportunities in providing water & microbiological testing by this facility. By virtue of providing services to Petromoc, Intertek shall provide independent services to third parties which shall remain in the strictest confidence and impartial by this facility. The laboratory shall operate on a 24/7/365 basis. It is Intertek’s vision to acquire the ISO 9001 certification within twelve months of the initial contract period.

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**GRINDROD FUELOGIC**

**FUEL LOGISTICS**

The liquid bulk division provides primary and secondary distribution services to various oil majors in the Southern African region.

Grindrod concluded the acquisition of Fuelogic, a bulk liquid transporter operating in Southern Africa in 2010.

The fleet has expanded to over 400 specialised road tankers, operating in the livery of Grindrod and/or Fuelogic, and where required in the livery of our contract clients.

The services are offered from a well distributed network of depots and include:

- Development of software for the oil industry
- Optimization studies for, and with customers
- Running of depots on behalf of oil companies
- Primary distribution of fuel and LPG from refineries and import facilities to terminals, depots and large customers, in South Africa and from South Africa and Mozambique to neighbouring countries
- Secondary distribution of fuel from terminals and depots to customers.



It will come as a surprise to few that a company the size of Petromoc comes blessed with significant infrastructure assets from which all of its activities originate. These assets include the Lingamo Oceanic Oil Terminal (IOL), the Beira Oceanic Oil Terminal (IOB) and the Nacala Oceanic Installation (ION).

**GRINDROD FUELOGIC MOZAMBIQUE (PTY) LTD**

Grindrod Fuelogic Mozambique (Pty) Ltd is proud to have Petromoc as a shareholder. Grindrod Fuelogic operations are to be significantly expanded to meet Petromoc's and the oil industry's needs, with the addition of 60 vehicles. This will provide for additional delivery capacity out of Maputo, Beira and transport operations will be established in Nacala and Pemba by mid- 2014. Expanded operations are to include deliveries out of Mozambique into neighbouring countries. Petromoc is key to our success in Mozambique.  
[www.grindrod.co.za](http://www.grindrod.co.za)

Located in the port area of Matola city and possessing an installed capacity of 412,000 cubic metres, the IOL facility covers an area of 40 hectares and acts as one of the gateways for the entry of petroleum products into Mozambique. The largest facility of its kind in the country the IOL is linked by pipeline to the fuel terminal through which it receive petroleum products from oil tankers. It handles a range of products including liquefied petroleum gas (LPG), petrol, aviation fuel, kerosene, diesel, fuel oil, various grades of bitumen, and lubricating oils and greases.

At present the IOL is undergoing work that will reshape the complex, increasing its operational capacity, modernising its

“PETROMOC TODAY OWNS THE LARGEST RETAIL NETWORK IN THE COUNTRY”





# Transportes Lalgy LDA

Where the road ends we carry on...



loading gantries for rail wagons and road tankers, and implementing other projects of importance to improve operational effectiveness. The success of the IOB becomes ever more important when taking into account that it represents a pilot facility for Petromoc's plans to develop an integrated management system based on the principles of quality, environmental protection and occupational health and safety.



Located in Munhava, the IOB may have a smaller installed capacity, in this case 26,000 cubic metres, but it is responsible for

handling massive volumes of fuel thanks to its strategic location that makes it a gateway for the distribution of petroleum products to landlocked neighbouring countries. In order to distribute fuel, and receive and backload

## TRANSPORTES LALGY LDA



The company has a variety of transport options available to meet our clients' needs and respond to market requirements based on an aggressive growth strategy and continuously growing fleet which consists of over 500 vehicles:

- Interlink side tippers
- Side and Back end tippers
- Fuel tankers
- Low-beds
- Superlinks and triaxles
- Earth moving equipment

The reconstruction and new opportunities within our country are creating a period of unprecedented growth. To support this period

of growth there is a huge and urgent need for quality logistics service providers. The geography of the country (with the sea-ports of Maputo, Beira and Nacala) coupled with the extremely limited rail infrastructure makes road transport the only viable option to support the growth and development within our country. Transportes Lalgy LDA is involved in many of these projects which include (but are not limited to): transport for infrastructure and construction projects in the coal and mining industry, gas products, regional imports and exports.

**E. helio@lalgy.co.mz**



## Your Environmental Growth Means the World to Us



Enviroshore is an environmental technology company focused on oil recovery, soil and ground water remediation, incorporating our specialised environmental products and services. Our unique approach to the market, whereby we utilise specialised technologies for the recovery of oils which were once destined for costly disposal, offers our 'Partners' the opportunity for both economic and environmental gains. Contact us for a specialised oil solution, to allow us to focus on your environmental growth while you focus on your core business function.



# 407,000 M<sup>3</sup>

Petromoc's annual sales of petroleum products

calling oil tankers, the terminal relies upon a powerful and modern loading gantry. Meanwhile its link to the Mozambique-Zimbabwe Pipeline Company pipeline gives it a unique opportunity to pump products into Zimbabwe.

The ION also holds a critically important role for both the company and the country, in that it is responsible for the supply of fuels to the northern region of Mozambique. Linked to the fuel terminal by a four kilometre long pipeline, also belonging to Petromoc, the ION is able to receive fuel products and undertake backloading operations. Recently rehabilitated, the pipeline allows



the company to pump different petroleum products separately, thus improving their individual integrity and durability.

Designed to have a storage capacity of 45,000 cubic metres, the ION is able to store petrol, kerosene, aviation fuel, diesel, and lubricating oils and greases.

As well supplying the domestic market, the terminal is also used as a gateway to landlocked nations such as Zambia and Malawi.

Of course, while the company's facilities are of huge importance, the work carried out across Petromoc's operations would not be possible without its workforce. When it comes to its human resources

### ENVIROSHORE

The close partnership between Petromoc and Enviroshore provides specialist solution services to the oil, petroleum, shipping and mining industries through the use of specialised organic waste processing, world-best practices and state-of-the-art environmental technology.

We are focussed on creating a healthy environment for our children, while providing meaningful and rewarding opportunities that improve the financial performance of our partners.

Our vision is to be a world-class collaboration, and the principal partner of choice in the rehabilitation of onsite storage clean-up, soil and groundwater remediation.

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

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WHEN YOU NEED TO BE SURE



## SGS

SGS has been active in Mozambique since 1962, providing services through its offices in Maputo, Beira and Nacala. We are the leader in independent inspection, verification, testing and certification services.

Providing trustable services to national and international clients like Imopetro, Petromoc, IPG, Vitol, BP, Shell, Trafigura and Glencore. SGS has established an expertise network including an ISO/IEC17025 accredited laboratories (OGC), and over 150 experts.

Regarding the Oil, Gas & Chemical sector (OGC); SGS can provide the following specialized services: blending and cargo treatment services, sample management and outsourcing, calibration services, monitoring and supervision of terminal and vessel operations (onshore and offshore), upstream services and collateral management.

[www.sgs.com](http://www.sgs.com)

the company's primary objective revolves around being able to empower human capital through the constant development of a skilled, dynamic and motivated work force.

In its quest to motivate and permanently mobilise its workforce for its cause, Petromoc is in the process of implementing a comprehensive Human Resources Management System. This will consist of recruitment and selection, training and development, performance evaluation and

professional careers subsystems, as well as wage administration regulations.

Outside of its internal structure, Petromoc has also spent consideration amounts of time and effort to extend what it describes as its "brand of excellence" to the social, cultural and environmental sectors. Aware of its social responsibilities the company is always striving to act as an agent for sustainable human development, all the while retaining full respect for environmental standards.

Petromoc's social and environmental



# 1999

The year that Petromoc was formed



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responsibility programmes are structured towards continuous and regular activities that support cultural, social, sport, health and environmental undertakings. The company's efforts have seen it sponsor various national sporting programmes, initiate various awareness campaigns against Malaria, HIV and Poliomyelitis, and lend its support to events related to the development of Mozambique's national culture and identity.

In aiding the educational needs of the country, Petromoc has contributed towards the rehabilitation of the Bagamoyo Primary School and volunteered to cover the enrolment fees of students who had dropped out due to a lack of financial resources. Elsewhere it was the company's contributions that saw equipment supplied for an IT room at Liberdade Secondary School, while moves were also made to involve senior staff members in training activities and workshops centred on the themes of corporate social responsibility and combating HIV.

Such corporate social responsibility efforts continue to form a core part of Petromoc's existence, while at the same time the company remains as committed as ever to achieving its strategic goals, these being regional expansion, the maximisation of its logistics network and the further diversification of its energy portfolio by developing new products and services that add value and stability to the business. **BE**

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