

WBG

WOZANI BERG GASOLINE

98/100 Mariannahill Rd.
Ashley, Pinetown
+27-31-072-0590
+27-82-771-2208
info@wbg.co.za





WHO ARE WE?

The WBG Holdings Group, is an integrated petroleum product sales and logistics provider. We offer Re-fuelling, Fuel management, Storage and logistics solutions nationally.

- ▶ Staff compliment: **187**
- ▶ Fleet size: **67** (56 Fuel, 11 Gas)
- ▶ Own Bulk Storage Warehouses: **7**
- ▶ Area specific JV partnerships: **5** Mount Fifty, Pogela, Bethal, Trademore, VOPAK
- ▶ Supplier Development Partner of a Level 1 **100%** HDI Petroleum Wholesale
- ▶ We have experienced sales growth of 53% in the 2016, 64% in 2017 and 66% in 2018 by being **customer focused**.
- ▶ We have been in business for over **25 years** and since inception have had a strategic partnership with Engen



WHY WBG?

- ▶ We carry a national footprint with storage and distribution capabilities. Not only do we service the needs of South African clients, we also operate cross-border to Maputo, Zimbabwe and Zambia.
- ▶ We are experienced in supplying various industries including Agricultural, Transport, and Retail. No matter the volume of delivery required, or the challenge a location can present, our specialized equipment is capable of meeting any of our customers unique requirements.
- ▶ We have multiple product offerings other than fuel. We have access to all grades of fuels and lubricants throughout the RSA via most oil companies directly. We are capable of distributing fuel on a national basis via our sales and distribution network.
- ▶ We have secured multiple supply contracts directly with most major oil companies for both coastal and inland regions.
- ▶ We have access to storage nationally.
- ▶ We pride ourselves on our agility and flexibility.



WHERE WE COME FROM?

Wozani Berg Gasoline (Pty) Ltd Was Established When Berg Gasoline (Pty) Ltd (A Sales And Distribution Company) Was Purchased And Initially Run In A Small Town, Creighton.

At the time, Berg Gasoline (Pty) Ltd was contracted to Engen Limited to distribute petroleum products in the Southern KwaZulu-Natal region.



WBG formed 2 new companies,



Mount Fifty & Roan Carriers.





BBBEE

WOZANI BERG GASOLINE (PTY) LTD IS CURRENTLY A LEVEL 4 BBBEE CONTRIBUTOR AND SUBSCRIBES TO PREFERENTIAL PROCUREMENT.

As a 55.45% black owned designated group supplier we are transparent with all of South Africa's codes of good practice.



VISION

To remain a responsible energy & logistics provider to Southern Africa and the lower SADAC region



MISSION

To continue providing safe, world-class solutions to our customers



STRATEGY

TO GENERATE PROFITABLE GROWTH THROUGH:
Optimum, safe service to customers through service level agreements and JV's (Joint Ventures)

SOCIAL, ETHICS & SOCIAL ECONOMIC DEVELOPMENT GOALS

There is nothing more rewarding than giving back, at WBG we believe that giving is not just about making a donation, its about making a difference.

We have pledged to give back 1% of our annual profit to organisations in need.

We have a dedicated social and ethics committee, who will drive our values through strategic development and our very own Non Profit Organisation.



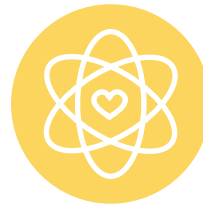
HONESTY



TRANSPARENCY



INTEGRITY



CORE VALUES



COMMITMENT



RELIABILITY



**SOCIAL
RESPONSIBILITY**

OUR COMMITMENT TO THE ENVIRONMENT



We Cherish The Wellbeing Of Our Country's People And Its Environment. The Highest Standards Have Been Formulated For All Occupational Safety, Health, Environmental And Quality (Sheq) Issues.

- ▶ WBG designed specific controls to ensure our SHEQ (Safety, Health, Environmental, Quality) is committed to creating minimal negative effect on the environment.
- ▶ We are also committed to going green by implementing a paperless project with our Virtual Fuels system.
- ▶ Each of our managers adhere to the required safety standard and are tasked with making sure their teams also adhere to the correct standards - from service, procurement, distribution, storage, usage and disposal.

MEET THE EXCO



WBG

JAMES GREGORY

THE RAIN MAKER

**CEO AND FOUNDER
WOZANI BERG GASOLINE**

Forever the entrepreneur, James has the ability to find an opportunity in an ever chaotic economy, he boasts more than 30 years industry knowledge and presently 20 years experience within the Group



WBG

MICHELLE GREGORY

THE SYSTEMS EXPERT

**SYSTEMS AND
PROCEDURES DIRECTOR**

Having created our entire back office system, Michelle is constantly working on improving our scalability and transaction flow, she has more than 20 years industry knowledge and presently 20 years experience within the Group



WBG

MITHUN HARILALL

THE ACCOUNTANT

FINANCIAL DIRECTOR

AKA the finance guy, Mithun joined the team 7 years ago and has since shaped the finance team and structures to accommodate our constantly demanding growth in sales and infrastructure. He plays a pivotal role in raising, structuring and negotiating strategic finance with trade credit and other financial service providers. He is our custodian of legal matters.



WBG

STEVE LAVOPIERRE

HR/IR SHEQ

**GROUP SALES &
MARKETING MANAGER**

Responsible for developing, implementing and executing strategic marketing plans for the organization in order to attract potential customers and retain existing ones.

FLEET SIZE

67 Modern, Fully-equipped Tanker Combinations In Compliance
With All Legislation



Gas Fleet Combinations: **10 x Long Haul / 1 x Short Haul = 11 units**

Fuel Fleet Combinations: **27 x Long Haul / 10 x Short Haul = 42 units**

Truck and Trailer combinations
(specialized for Lubricants) : **7**

Crane truck (specialized): **2**

Subcontractor contract until 2022
(fuel): **5**

Total Fleet Complement: **67**
Combinations

MT50 - **11** Combinations

PMB Petroleum - **11** Combinations



INFRASTRUCTURE

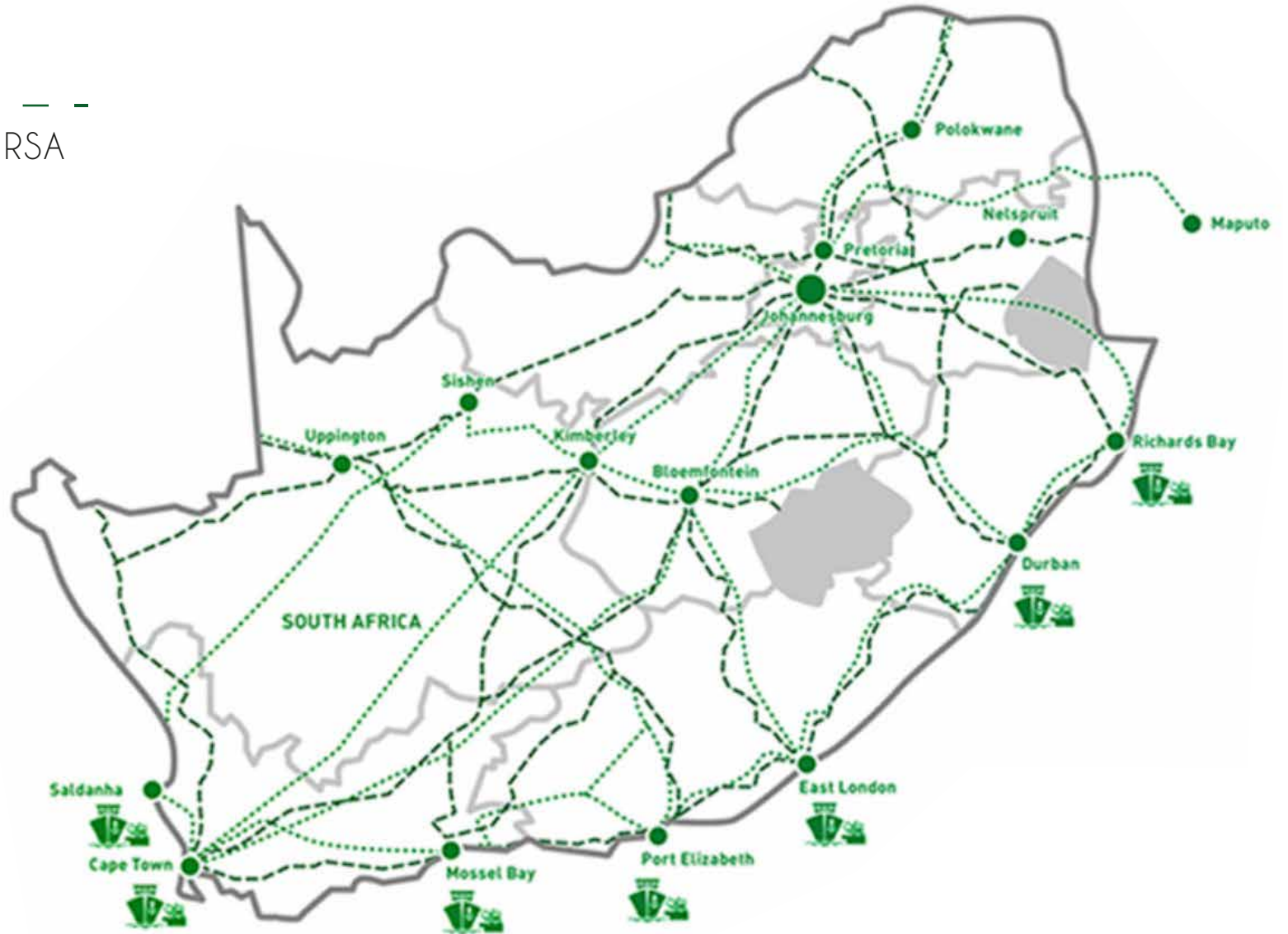
We run logistics operations Vehicles, with support teams in the following areas:

- ▶ Durban
- ▶ Peacevale
- ▶ Creighton
- ▶ Cedarville
- ▶ Port Shepstone
- ▶ Richards Bay
- ▶ Ermelo
- ▶ Johannesburg
- ▶ Cape Town
- ▶ Port Elizabeth (sub contracted)
- ▶ East London (sub contracted)
- ▶ Pongola
- ▶ Trademore, Germiston

KEY COLLECTION POINTS

available to the WBG group within RSA

- MAIN ROADS
- MAIN RAILWAY LINES
-  PORTS AND TERMINALS



ONE WORD THAT BEST DESCRIBES WBG

In a brand video interview with KZN Top Business Portfolio in March 2019, the WBG directors were asked to sum up the company in ONE word...

JAMES GREGORY

TRUST

MICHELLE GREGORY

PASSION

MITHUN HARILALL

RESILIANCE

STEVE LAVOPIERRE

EVOLUTION

Powerful Words That Keep Our Business Moving Forward
WBG - Fuelling Our World

CONTACT US



031 072 0590



INFO@WBG.CO.ZA



100 MARIANHILL ROAD
ASHLEY, PINETOWN



WWW.WBG.CO.ZA

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