



# Biotight

## Petroleum

### BUSINESS PROFILE

**Company Registered Name:** Biotight Pty Ltd  
**Registration No:** 2012/198451/07

**Address:** 82 Wessel Rd,  
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**Tel:** 0110278708

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**Website:** [www.biotight.co.za](http://www.biotight.co.za)

## **ABOUT US**

Biotight Petroleum is a licenced Black Women Owned Petroleum Distribution company with major focus in Lubricants, Oil and Gas. The leadership of the company is young, dedicated, proactive, and accountable. We are able to meet and exceed our clients' needs. Whatever environment our clients' operations are, we are able to service them at the top of our ability because we seek to understand first what their needs are so we can help power their businesses.

Established in 2012 in South Africa as an independent BBBEE LEVEL 1 petroleum distributor, Biotight aims to take full advantage of the trade opportunities across the SADC region with South Africa as its primary place of operation.

Highly focused on petroleum products distribution, we have been able to increase our own direct sales volumes which has strengthened our position in the fuel space.

We believe in building long term mutual beneficial relationships with all our stakeholders.

## **VISION**

To become a preferred petroleum products supplier and energy partner of choice in the SADC region.

## **MISSION**

Focus on building proactive long-term relationships with our stakeholders to sustain and improve our service offerings.

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## **WHAT WE DO**

Biotight sources, supplies and distributes regulated bulk petroleum and liquid fuel products to the following client base:

- Municipalities
- Provincial and National Departments
- State Owned Companies
- Parastatals
- Transport and Fleet Businesses
- Businesses operating in Mining, Construction and Exploration Sites
- Private Filling Stations and Bulk Fuel Resellers
- Airports and Aviation entities
- Farms and Industrial entities



## QUALITY, SAFETY AND SECURITY OF SUPPLY

At Biotight, world-class quality fuelling is our top priority.

We are committed to delivering the highest quality petroleum products that comply with the international safety and quality standards.

We have our own allocations with the fuel majors. We only source from the best.

We can deliver nationwide and across the SADC region through our established networks and experience built over the years.

We are proactively engaged with our customers and logistics partners from time of procurement until the product is successful delivered.

## OUR PRODUCTS

- Diesel 10 ppm, 50 ppm, 500 ppm
- LPG
- Lubricants – (Mining, Automotive, Aviation and Heavy Industrial)
- Petrol 93 & 95 ULP
- Illuminating Paraffin
- Fuel Oil/Heavy Furnace Oil (HFO)
- Jet fuel
- Bitumen, Asphalt and other Black Products

## VALUES:

- Transparency
- Integrity
- Growth
- Honesty
- Relationships

## ORGANISATIONAL STRUCTURE



## WHY BIOTIGHT

We have wealth of experience and support from our suppliers, strategic partners, and financial institutions. This market positioning affords us a competitive advantage to facilitate tailor-made product distribution. We can supply all over South Africa and the rest of SADC.

We are technology savvy and solution driven, hence we well positioned to source relevant petroleum equipment and fuel management systems.

We build strong relationships with all our stakeholders, especially our clients and suppliers. We believe that the sustainability of our business is underpinned by how well we maintain those relationships. Trust and Integrity is paramount in the manner in which we conduct business with all our stakeholders.

We have strong logistics partnerships throughout South Africa and the rest of the SADC region. We have best systems geared up to successfully deliver on our services offerings.

## OUR PEOPLE

Our team comprises of industry experienced leaders that are involved in the day-to-day running of the business to make sure that the services are client focused and adequately tailored-made. Our people are our biggest treasure and with all our consolidated effort we are able to achieve our promise on delivery.

### Finance

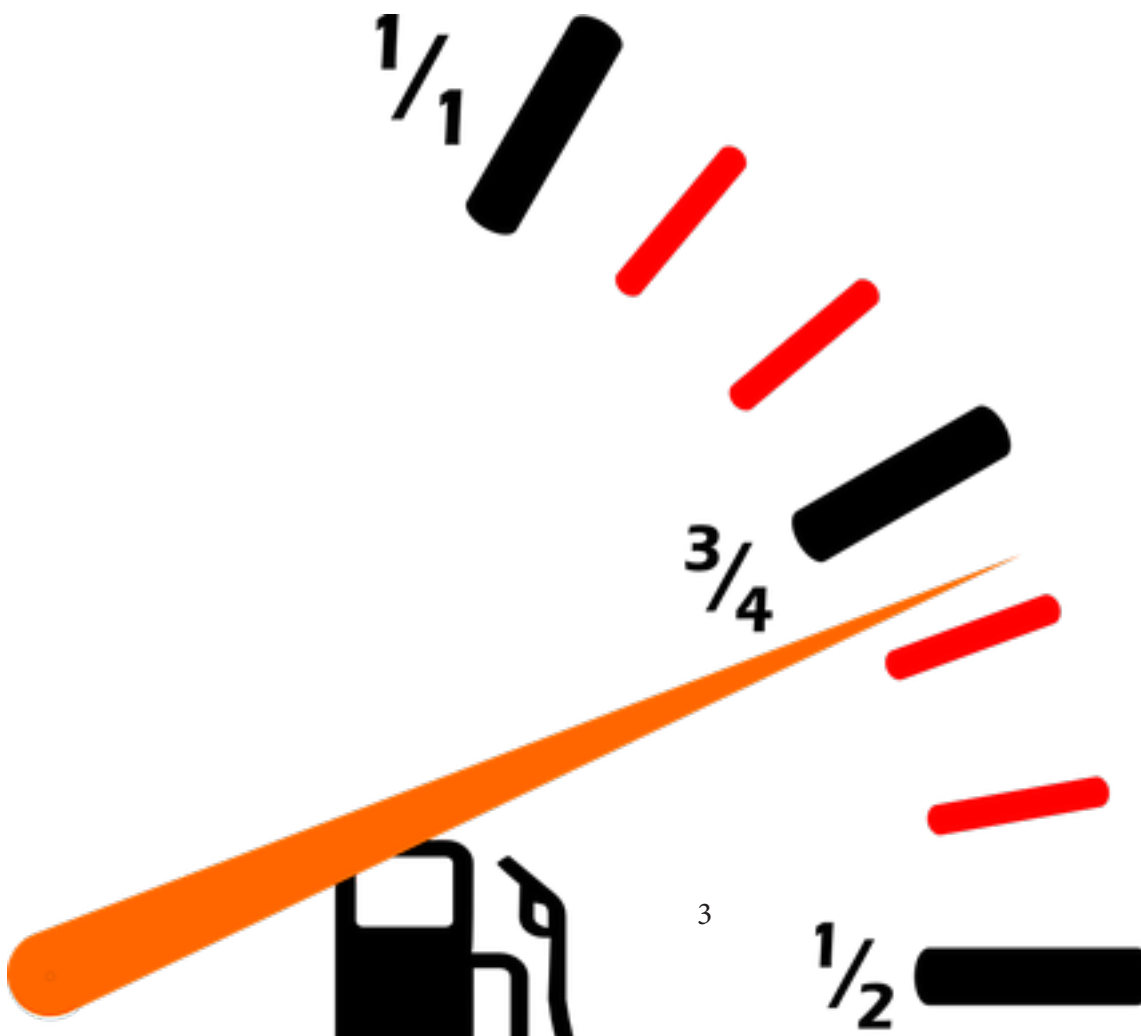
We have a financial team that is responsible for all our accounts, invoicing, payments and collections.

### Operations

Our operations team is responsible for procurement, sourcing products, order processing, and deliveries including after sales follow-up.

### Sales

Our sales team that is responsible for generating leads and securing sales.



## EXECUTIVE PROFILES

### **Portia Phohu** **Managing Director**



A visionary leader with lots of self-drive and focus to progress the company forward. Portia has established a strong profile in the petroleum industry through working hand in hand with world-class distinguished and established captains of the industry. Besides her strong business and marketing background, she has developed strong relationships through assignments, research and networking in oil and gas since 2012. She has witnessed an exceptional growth and is willing to learn more to acquire new business, coordinate, run, maintain relationships and generate sustainable business for Biotight.

At this point, Portia is intensively building Biotight, exploring the petroleum distribution market and continuously building relationships with strategic stakeholders with an aim to leverage on strategies to influence Biotights' exponential growth, increase shareholder value and create employment opportunities to youth.

### **Lot Magosha CA (SA)** **Finance Executive**



Extensive experience in corporate finance, mergers and acquisitions and financial advisory with a lot of analysis and investigative experience for over 6 years of auditing experience. Lot is a registered Chartered Accountant with a Post Graduate Diploma in Accountancy from Wits University. He is also a Professional affiliate of the South African Institute of Chartered Accountants (SAICA) and the Independent Regulatory Body for Auditors (IRBA).

Lot is an aspiring young professional with a solid track record of hard work and constant improvement in his career. Lot started his career at Deloitte & Touché where he spent more than four years and over this period he has been responsible for the audit of large clients some of which are Murray & Roberts Holdings Group as well as PPC Group. Lot further moved to Tourvest Group where he was in charge of the Group Audit and Risk. This was before he moved to California in the United States of America where he gained a lot more experience with businesses of different sizes in diverse industries.

The diversity of Lot's experience in the market has given him a very good edge in terms of accounting work as well as appropriate application of some of the investment deals, accounting standards and tax treatment. Lot has been at the centre of structuring some of the significant deals in the country that are done with large corporates.

Lot is also a share trader with keen interest in mining industry, manufacturing, banking, retailer, oil & gas, pharmaceuticals, agriculture.

Lot is the resident Finance Executive of Biotight charged with the responsibility of all the financial affairs of Biotight.

