



Sustaining Empowerment Companies in Bulk Fuel Transportation Business

An Essential Ingredient for Job Creation



Lenucia Govender: Transport Manager TOTAL South Africa

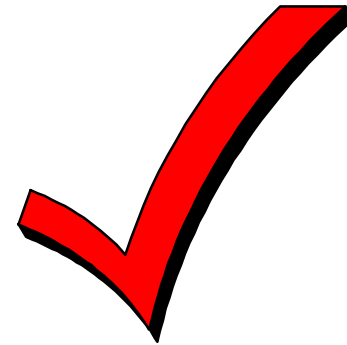
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Our Objective : Supply and Transportation of Fuel products

**To ensure that TOTAL has the
right product, in the right place,
at the right time @ the best
price**



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Our IDEAL Transport Supplier Profile

- ▶ **Company footprint: Operates in South Africa as well has Namibia, Botswana, Lesotho, Swaziland, DRC, Zambia, Zimbabwe & Mozambique**
- ▶ **Health, Safety & Environment**
 - Has implemented safety management systems
 - Safety management systems that have been audited by oil companies
 - Has a proven track record on the transportation of dangerous goods
- ▶ **Resources**
 - Has a fleet of 50 + vehicles
 - Are able to source drivers from driver training academy or pool
- ▶ **Good financial standing – Ability to raise capital with ease**
- ▶ **BBBEE - @ level 4 (minimum)**

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Our Supplier Model for Bulk Fuels Transport

► Large Transport Companies

- Vetted safety management systems by TOTAL
- Proven track record in the transportation of dangerous goods
- Invited to Tender
- Transports product from depots to customers (secondary transport) and from refinery to depots (primary transport)
- Contracted transport
- Has over 50 + vehicles in fleet



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Our Supplier Model for Bulk Fuels Transport

► Medium and Small Transport companies

- Fleet size of 1 + vehicles
- Vetted safety management systems by TOTAL
 - TOTAL provides assistance to implement Safety Management systems
- Some expertise in the transportation of dangerous goods is required
- Transport services
 - May be purchased via spot deals or on contract
 - Small suppliers are mainly issued with work for primary transport (adhoc)
- 3 to 5 companies will be selected to be developed to perform secondary transport
 - Selection based on performance and HSE record
 - Invited to tender
 - Part of Supplier development initiative



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Our Challenge

- ▶ Health, Safety & Environment remains one of our **highest risks** and **barrier to entry for transport suppliers**
- ▶ Varied safety requirements by oil companies, in line with group standards, far ahead of local regulations
- ▶ Operations on deteriorating road infrastructure impacts on HSE, performance of suppliers and costs
- ▶ Not enough information and guidance to educate local Transport suppliers on cross border transport requirements for dangerous goods
 - High risk on loss & theft of product
- ▶ Reducing our Carbon footprint



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The Way Forward

- ▶ As one of the largest oil majors in Africa we are optimistic about the sustainability of empowerment companies in the industry
- ▶ Our footprint and commitment to operate in Africa and South Africa over the coming years enables us to develop small transport companies for future demand
- ▶ We have a solid supplier model to sustain our bulk fuels transport companies
- ▶ We are able to leverage of the expertise and support of the TOTAL Group to consistently improve our operations

Thank you ...

