

# Engen Namibia

Adapting Sustainability in Port

Intermodal Africa 2024

Swakopmund Hotel and Entertainment Centre

27 – 29 February 2024

# Agenda



- 1 About Us
- 2 Current Bunker Operations
- 3 Opportunity
- 4 The Port
- 5 Enhancing Bunker Services
- 6 The Barge Sarah



# About Us



- ❑ Engen Namibia focuses on the downstream refined petroleum products market and related businesses.
- ❑ We are a dynamic Southern African brand that is passionate about progress and places customers at the heart of all the things we do, and we provide a range of solutions for our customers.
- ❑ Engen is proud of its roots in Namibia, which dates to 1897 when the first operations commenced in Walvis Bay to service whaling fleets.
- ❑ Today, Engen Namibia (Pty) Ltd. operates from its headquarters in Windhoek, with terminal/depots strategically located in Walvis Bay, Grootfontein, Keetmanshoop, Ondangwa, and Windhoek.
- ❑ Engen Namibia has specialised channels for its lubricants, chemicals and specialised products, as well as a retail and commercial supply value chain. As market leader, we supply fuel to over 58 retail sites across Namibia besides a network of commercial customers in several key economic sectors such as mining, agriculture, aviation, fishing, construction and transportation.



## Commercial

- ❑ Guaranteed Quality
- ❑ Expert Technical Assistance
- ❑ Industries Served



*Agriculture*



*Automotive*



*Aviation*



*Chemicals*



*Coatings*



*Construction*



*Mining*



*Marine*



## Our Distribution



**6** Depots



**28** Delivery Vehicles



Marine – **The Barge**



## Our Quality Standard

- **We are committed to offering our customers the very best and to being at the forefront of our industry.**
- **We benchmark ourselves against other industry leaders.**
- **PETRONAS gives us access to top laboratories for cutting-edge product technology and innovation.**



**ISO 9001**  
Quality Management  
Certified

*“Our access to advanced laboratories ensure we provide customers with cutting-edge product technology and innovation.”*

# Building a Sustainable Future

## Health & Safety (Driver Wellness)

- ❑ *Truck drivers' health tested through partnership with the Walvis Bay Corridor Group Wellness Programme*



## Namport Annual Maritime Week

- ❑ *Partnership with Namport in education and youth development for future leaders in the maritime industry*



*"We strive to act as a social leader and effective agent of positive change."*

# Current Bunker Operations

- ❑ Bunker fuel supply via pipelines, trucks and the Barge
- ❑ Supply depots via Joint Bunkering Services and our fuel terminal
- ❑ Supply to local and international traders
- ❑ Independent shipping agents responsible for bunker transactions





## Marine Traffic

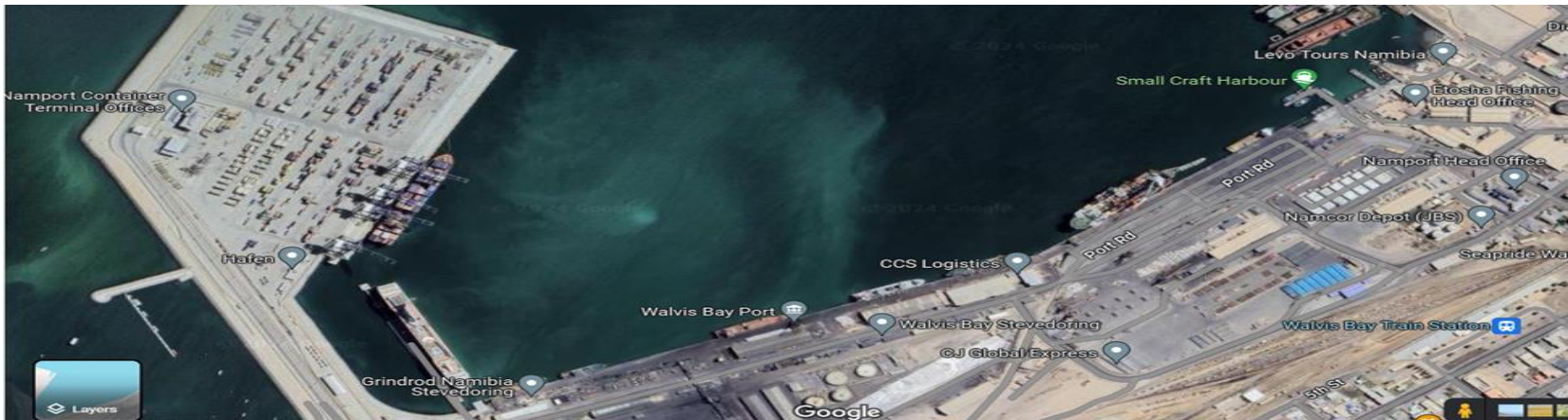


- ❑ Current situation in Dead Sea channel creates opportunity for Maritime services in Southern Africa
- ❑ Namport and Engen to capitalise on opportunity through:
  - ❑ Ship Related Port Costs
  - ❑ Fuel Supply

# The Port



QUALITY OF PORT INFRASTRUCTURE	ASSESSIBILITY
NUMBER OF BERTHS WITH FUELING POINT. TOTAL LENGTH TO ACCOMMODATE LARGER VESSELS OPERATING DEPTH OF HABOUR.	PORT OPERATING HOURS CUSTOMS OPERATING HOURS
RESPONSIVENESS	COSTS
RESPONSE TO USER REQUEST RESPONSE TO REGULATORY CHANGE	SHIP RELATED PORT COST COST OF SHIP- RELATED AUXILLARY COST



# Enhancing Bunker Services



- ❑ Strategically situated on Africa's south-western coast, the Port of Walvis Bay serves as a pivotal transit hub, linking southern Africa with global destinations such as Europe, Asia, and the Americas.
- ❑ Similarly, the Port of Lüderitz, positioned further south, caters to Namibia's southern regions, and offers access to markets in South Africa's Northern Cape province.
- ❑ Engen Namibia has significantly enhanced bunkering services in the region with the 2000 MT Sarah Barge.
- ❑ This specialized vessel caters to rigs, support services, and passing vessels offshore at anchorage points, streamlining the bunkering process for Gasoil (10 PPM and 500 PPM) at both the Walvis Bay and Lüderitz ports



# Barge MT Sarah



- ❑ Engen Namibia is dedicated to innovation, and this is evident through its ongoing efforts to enhance customer service.
- ❑ The provision of bunkering services not only enhances port facilities but also consistently attracts increased cargo traffic to Southern Africa, thereby stimulating Namibia's economy and fostering job creation, both directly and indirectly.
- ❑ Although the ports of Walvis Bay and Lüderitz already receive numerous vessel visits annually, there remains a substantial number of vessels transiting without calling into port. The Barge MT Sarah effectively addresses this gap.





With us you are Number One

**ENGEN**

**Thank You**



**PETRONAS**