



South Africa ^{4th Part}

COMPANY PROFILE

COMPANY NAME:
Petroleum Oil and Gas Corporation of South Africa

CORE BUSINESS:
Exploration and production of oil and natural gas, production of synthetic fuels, marketing oil and petrochemicals, storage of crude oil

EXPLORATION AND PRODUCTION OPERATIONAL SITES:
South Africa, Gabon, Nigeria, Sudan

PETROCHEMICAL PRODUCTS:
Alcohols, distillates, eco-fuels, drilling fluids

LOCAL FUEL PRODUCTS:
Petrol, middle distillates, illuminating kerosene, liquefied petroleum gases

EXPORTING MARKETS:
Europe, USA, Middle East, Indian subcontinent, Asia Pacific

FOREIGN OFFICES:
Rotterdam, The Netherlands and Houston, Texas

This Special Supplement is produced by InterCom Ltd and did not involve the reporting or editorial staff of the International Herald Tribune.

Intercom UK Ltd
Regus - St James's Park
50 Broadway
London, SW1H 0RG
Tel: +44 20 7629 5870
Fax: +44 20 7629 5337
www.intercom-uk.com

Project Directors:
Alexi Fernandez
Justin Bonnett
Project Coordinator:
Mary Blackwell
Project Assistant:
Catherine Louvier

▶▶▶ NATIONAL OIL COMPANY PETROSA OFFERS LOW COSTS AND A READY SUPPLY OF COAL AND NATURAL GAS, AS WELL AS REVOLUTIONARY GTL TECHNOLOGY. ITS STRATEGIC PARTNERSHIPS AND QUALITY REPUTATION ARE GIVING THE COMPANY AN EXPANDING GLOBAL PRESENCE

PetroSA: A major player in oil and gas sector

The Petroleum Oil and Gas Corporation of South Africa (Pty), PetroSA, is the republic of South Africa's national oil company. Established as a single entity in January 2002 following the amalgamation of Mossgas (Pty), Seeker E&P (Pty) and elements of the Strategic Fuel Fund Association, PetroSA is now a major regional and global company, and the owner of the largest GTL (gas-to-liquids) plant in the world, located at Mossel Bay. GTL technology is a revolutionary medium used primarily to produce environmentally friendly, cost-effective synthetic fuel and petrochemical products. Pioneering Fischer-Tropsch GTL technology has proved to be the linchpin of PetroSA's success in the gas and oil industry. Low costs and a ready supply of coal and natural gas for feedstock have allowed PetroSA to produce a wide range of high quality synthetic

petroleum products for the local and regional market, while the company's reputation as a visionary proponent of GTL technology has also helped to increase its global presence.

As well as its operations in GTL technology development, PetroSA is also involved in joint international exploration ventures with strategic partners such as Forest Oil, Pioneer Natural Resources and Sterling Energy. PetroSA's marketing operations extend across Europe, the USA and the Far East, supplying petrochemicals to customers in more than 40 countries. The company is also responsible for the management of the strategic crude inventory, operating as a sub-agency in tandem with the Strategic Fuel Fund.

PetroSA's core values are integrity, competitiveness, corporate citizenship and the promotion of harmonious business relationships. The company is also a champion of the drive to enhance Black Economic Empowerment (BEE), a government-backed initiative designed to redress the imbalances of the past within the country. The White Paper on the Energy Policy of the Republic of South Africa states that "25 percent of the liquid fuels industry is to be owned or controlled by historically disadvantaged South Africans by 2010." This target has already been achieved by PetroSA.

PetroSA's dedication to producing clean, safe and environmentally sound fuels is evident in the company's pursuit of new GTL technologies, a policy that is duly reflected in its ISO status. Through the company's commitment to quality, safety, environmental responsibility and ethical conduct, PetroSA has been awarded ISO 9001:2000 accreditation, in addition to ISO certifications 9001, 14000 and 18000.

PetroSA's vision for the future is to be a leading African energy company, competing globally and in an environmentally responsible manner, and to be a leader in the provision of petroleum oil, gas and petrochemicals in Africa and worldwide.



SIPHO MKHIZE, Managing Director and CEO of PetroSA.

INTERVIEW WITH PETROSA CEO SIPHO MKHIZE

'Working together with other African countries we can make a difference'

As PetroSA steps onto the international stage, Mr. Mkhize sheds light on its positive repercussions for South Africa and the importance of infrastructural development

THERE is a gap between the reality and the perception of South Africa. How important was it for South Africa to host the World Petroleum Congress?

The emphasis for us when we hosted the World Petroleum Congress was first to position the oil industry in South Africa and show the opportunities that are here, while also conveying the fact that opportunities can actually spring forth from South Africa into the rest of the continent.

The second emphasis was to cement relationships between African countries that are major producers. Working together can and absolutely will make a difference in Africa, because we have the potential, the technical skill and the resources. There are a lot of developing projects which, when resources are put together, we should be in a position to implement.

PetroSA was co-hosting the event, along with several other African entities, and it was a very visible campaign. How important was it for PetroSA to really step onto the international stage?

PetroSA was a new organization, so it was very important for PetroSA to be known, especially as here in South Africa we are not in an obvious consumer market where our name and identity are recognizable. People don't realize that they use petrol, and therefore some PetroSA products, in their day-to-day lives. We supply a lot of medium-sized companies with our products and specifically repackage them to send to Europe.

Speaking about the corporation in Africa, you mentioned that it is vital that oil revenues go into infrastructure development. How important is this to transform this continent?

It is very important. Such large projects are actually the engine of infrastructure development. In South Africa, due to the resources of most of the large oil and gas companies, projections have actually created power supply, roads, dams and houses. Energy is one of the key aspects of a developing economy. Therefore we can use oil and gas as part of the contribution towards enhancing the potential of African countries.



PetroSA is a sector leader in the production of synthetic fuels produced from offshore gas at its GDL plant.



We have no room for thinking small.

At PetroSA, we are pioneers in the conversion of gas to liquid (GTL) fuels. As the largest and one of only two plants worldwide operating GTL technology commercially, we continuously develop new GTL technologies to meet future opportunities. Our conversion process produces cleaner, more efficient and environmentally friendly fuels, petro-chemicals and alcohols. We have high quality products that are sought-after in markets such as Europe, the USA and Asia. In growing economies, we are the leading light in the increasing conversion from crude and coal towards a more reliable and efficient energy resource, natural gas. PetroSA not only leads the way in shaping sustainable solutions in the energy sector, but we are also a partner in the energy sector's unrelenting efforts to meet growing consumer demand for cleaner, reliable and efficient energy solutions.



PetroSA



www.petrosa.com