



2020/2021

 (012) 700 3899

 info@kfactor.co.za

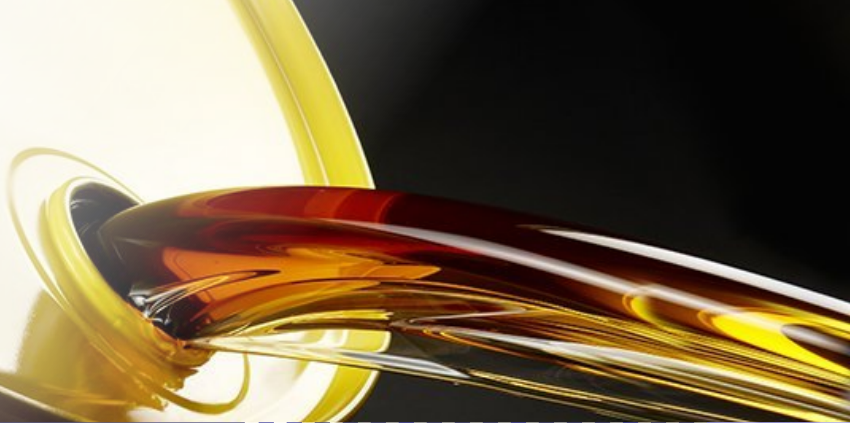
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COMPANY PROFILE



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Introduction

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Previously trading as individual entities, coming together in a niche boutique firm, K-FACTOR was formally incorporated in 2011. This powerful petroleum corporate structure is a force to be reckoned with as we are more than a company we are a group of people with a passion for the industry. Every successful individual completing the combined competence of the team.

K-FACTOR plays an active role in the international petroleum trade and supply market with international representation, local wholesale and distribution of petroleum products in South Africa with an import/export license, community and group farming and cultivation of bio matter focusing on moringa, bio oils extraction, bio fuel production, blending and a superb logistics division to complete the picture.

With many years combined experience in the petroleum industry, K-FACTOR is ideally positioned to grow the international business to become a major trading entity and have a real impact on the business of the major petroleum refineries. We are proud to supply this document as a programme for the distribution of international petroleum product.

We are more than capable to not only offset product to Southern Africa and Africa, but also have an international network of representation which has been set up to service most parts of the world.

As a proudly South African company we are supporting our trade partners throughout Brazil, Russia, India, China and South Africa (BRICS), not only

politically aligned, but also with the required capacity to service clients that are not part of BRICS.

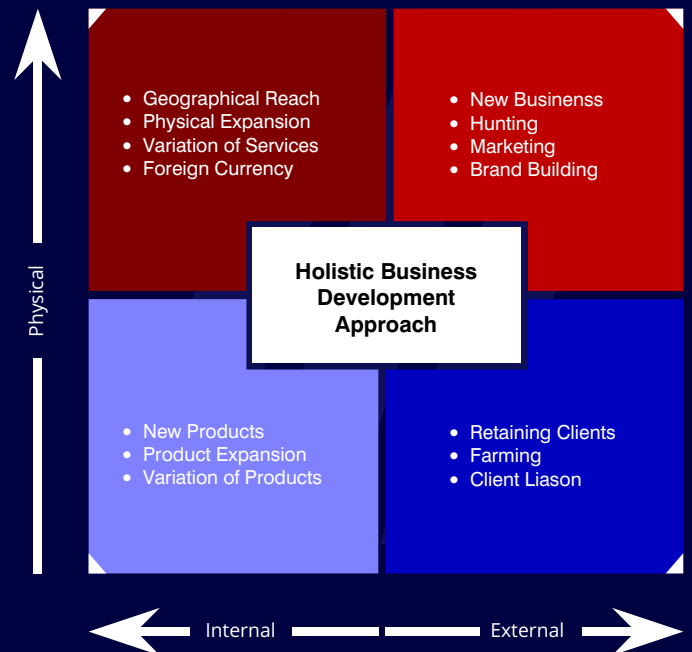


1.1 Growth Methodologies

Whilst fully understanding business development methodologies it is also imperative to have a unilateral approach to growth (attain and retain clients). There remains only 4 ways to grow the business, namely:

- Expand geographically,
- Expand the product offering,
- Attain new clients, and
- Retain existing clients and up sell additional products.

At K-FACTOR the absolute focus is to maintain growth in all four methodologies mentioned above.





Company Overview



COMPANY BACKGROUND

2. Background

K-FACTOR INTERGRATED SOLUTIONS is a 100% black owned company by a young black male from previously disadvantaged background that was registered in 2011 and obtained its Petroleum Wholesale licence in December 2015.

We bind ourselves by promising to provide and maintain a professional service delivery to our customers and seek to create an excellent business relationship with its suppliers to ensure the steady and reliable supply to all our clients.

2.1 National Petroleum Services

K- Factor Petroleum offers its services on the introduction of safer, cleaner, cost effective alternative fuel to all heavy industries and mining sector that consume and use fuel, gas and lubricants as its energy.

We ensure that we facilitate and ensure sound sustainable economic investment by delivering an alternative energy which complies with Kyoto protocol on global greenhouse gas emission of which South Africa is a member.

2.2 Private Sector Procurement

The company will remain committed to the empowerment of young upcoming South African owned companies through our Broad Based Black Economic Empowerment Procurement Policy. As a 100% empowered Black company using B-BBEE approved dealers and is committed to supporting historically disadvantaged suppliers.

K-Factor will remain a Value Added Provider in terms of the B-BBEE compliance framework and therefore retain our large clients that seek the procurement recognition levels. We will endeavor to remain a positive influence and empowerment effect on the national community.

A fresh approach to business can be expected in







dealing with K-Factor, bundled with a peace of mind in the knowledge that the other companies' procurement will remain fully compliant.

2.3 Access and Ownership of Joint Facilities

With access to various outsourced facilities across the country, the clientele stands to gain from fast procurement and high service levels as to be expected. K-Factor must remain the service provider of choice.

The ideal will be to have a service point in every part of the country to supply the larger consumer of fuel. All procurement will be stored in these facilities, where inland distribution will be done by rail, road and grid.

3. Our Services Include

					
Bulk Fuel Supply	Bulk Fuel Transportation	Bulk Gas Supply	Bulk Oil Supply	Industrial Supply	Mining Supply

→ The Products We Supply

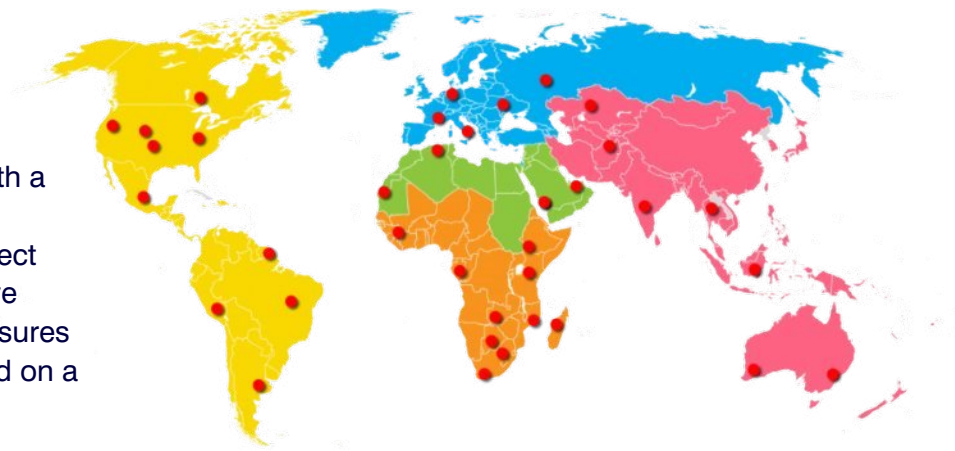
- Diesel & Petrol,
- Illuminating Paraffin,
- Liquefied Petroleum Gas (LPG),
- Industrial Gas and Medical Gas,
- Lubricants & Oils,
- Jet Fuel & Aviation Gasoline,
- Cleaning and other hygiene products.
- Ethanol & Other Chemicals.

→ Our target market includes the following sectors:

- Commercial Transport/Fleet,
- Manufacturing & Processing,
- Mining and Industrial,
- Agriculture/Farming,
- Civil Engineering/Construction,
- Government & Parastatals,
- Airports and Filling stations.

4. Overview of the International Team

K-FACTOR is fortunate to be aligned with a group of people that adds value to the business operation and improve the direct focus on the end buyer. By having active representation in various time zones ensures that a personal touch can be maintained on a regular basis.



5. Overview

K-FACTOR's corporate strategy is to operate globally and in line with the standards of the oil and gas industry. The natural course of business leads to contracts directly with both refineries and end buyers. We actively seek to enter and develop long-term relationships.

→ 5.1 Mission

To become a world leader in international commodities as an allocation holder and trade desk for refined and semi refined petroleum, gas and hydrocarbon product.

→ 5.2 Vision

To be the preferred provider and commodity industry leader, dealing with consistent suppliers and buyers by 2023, using superior methodology and employing exceptional people and business partners.

By "unpacking" the vision statement, one could highlight the key meaning contained therein, which are the following:

- "...by 2023..." means that our endeavour is linked to a stretched, yet achievable timeframe for measuring success,
- "...through superior methodology..." means that what we do and how we do it should surpass what is considered to be "best-practice", and
- "...exceptional people..." means that our people are committed, motivated and involved in reaching the higher echelons of our industry.
- "...be the preferred provider..." means that any client would recognise that K-FACTOR is the first to be consulted,
- "...and industry leader..." means that we would outperform any other similar institution pertaining quality, standard and services delivery,
- "...suppliers and buyers..." means that we would be recognised as an invaluable strategic partner by local and international industries,



5.2 Core Values



INTEGRITY

Being honest with self and with others.



CUSTOMER SERVICE

The core focus in client retention.



CARE, CONCERN AND RESPECT

The real value of K-FACTOR is our people.



CONTINUOUS IMPROVEMENT

Open to innovative suggestions to enhance the services and operations of the company.



RESPONSIBILITY & ACCOUNTABILITY

Every person in K-FACTOR accepts responsibility and accountability for actions.

economy, eligible for support and enterprise development opportunities.

5.4 Value Offering

K-FACTOR is fully conversant in the areas of commodities, resources, logistics and Procurement.

In South Africa, K-FACTOR is duly registered and licensed petroleum wholesaler in South Africa with an import and export licence for South Africa. With our vast, combined expertise we strive to source accessible Fuel Solutions for all sectors related to the Industrial Fuel Market. Petrol, Diesel (10 PPM / 50 PPM / 500 PPM), Aviation Fuel, Jet Fuel, Kerosene, Crude Oil or any related commodity .As a procurer and supplier we endeavour to exceed customer expectations and to meet secure and trustworthy market values.

The K-FACTOR of companies is guided and characterised in its methodologies of firm, direct, honest and legal business practices and principles. We have confidence that without the dedicated supply of quality commodity to enable mobility and fluidity in operations,

5.3 Corporate Responsibility

K-FACTOR firmly believes in the creation of opportunities. The development of disadvantaged communities. Once the rollout has been completed we anticipate a direct employment opportunity for more than two million people throughout the value-added supply chain.

We also support aid to the vulnerable. Our aid partners will be registered for the following public benefit activities: food, water, medical services, education & training, and sustainability. The people that may receive benefit from these activities will not be part of the formal





What We Stand For



VALUES, RESPONSIBILITY & OFFERING

successful enterprises and society will quite literally come to a standstill. Our objective aim is to lead the way in innovative energy resource and provisions by sourcing and providing commodity of the highest quality with a transparent and reliable service to local and international commodity traders / purchasers.

We are striving to also become leaders in various fields, such as Agriculture & Nursery, Pharmaceuticals, Bio Fuels, Rural Development and a variety of Green & Carbon Credit Projects.

We will strive towards the ideology of “BRICS” - Brazil, Russia, India, China and South Africa’s Advanced Economic Development Program. With direct support from the South African Government & Leadership, we are committed to contribute directly in finding sustainable solutions and participate in Natural Resources, ensuring availability for generations whilst contributing towards Food and Employment Security worldwide.

6. Typical Clients

We work with the major players in the international energy sector, including multinational companies and producers of oil & gas, energy traders, energy project developers, owners of renewable energy facilities, midstream and coal operators, construction services companies, engineers, companies commercializing electrical energy and natural gas, as well as financial institutions, such as stock brokers, goodwill and hedge funds, and services related to these industries. Over and above major buyers we can service a magnitude of end-user and reseller buyers in the international arena.

7. Company Details

Incorporate company names, K-Factor Integrated Solutions - Registration Number: 2011/041434/23, Trading As: K-Factor Petroleum (K-FACTOR)





Why K-FACTOR



CONCLUSION



8. The Journey

K-FACTOR's relationships are based on more than just sales transactions. Our success is enhanced by our understanding that each client is unique and business is concluded for the mutual benefit.

Our never-ending goal and commitment to excellence is to be a reputable commodity house in the international market.



8.1 The Support

To be the provider of choice for our business partners, service is the key differentiator. K-FACTOR has developed industry-leading best practices. Clients can be confident that the product and services they are offered will be on specification and delivered on time.



8.2 The People

Our success is driven by our people and their commitment to achieve results the professional way by operating responsibly, executing with excellence, applying innovation and capturing new opportunities for profitable growth.

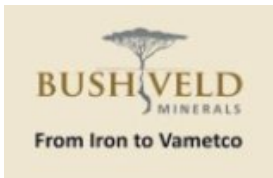


8.3 Summary

We know the energy demand internationally will only increase in the foreseeable future. K-FACTOR as a South African entity and aligned to BRICS is an ideal partner to take on the challenge of mandate and trade desk for Russian refined product.



OUR CLIENTS



Licensed Petroleum Wholesalers Registered With Department Of Energy.
Wholesale Licence No: W/2015/0275



Contact Us

 Office 20 & 21 Zeld Park Building
Gerrit Maritz Road,
Pretoria North
0182

P.O Box 16272
Pretoria North
0116

 (012) 700 3899

 info@kfactor.co.za

 accounts@kfactor.co.za

 www.kfactor.co.za

Contact Person _____

Kabelo Mosupye (Managing Member)

 072 216 2496

 kabelo@kfactor.co.za

Licensed Petroleum Wholesalers
Registered With Department Of Energy.

Wholesale Licence No: W/2015/0275