STALLION GULF LIMITED

UNCOMPROMISED QUALITY & EFFICIENCY.

CORPORATE PROFILE 2026

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WHO WE ARE.

Stallion Gulf Limited (SGL) is a dynamic, privately-owned energy company headquartered in Nairobi, Kenya. Since incorporation in 2010, SGL has grown into a reputable oil marketing and trading firm, specializing in the distribution, wholesale, and trade of petroleum products across East Africa, the Great Lakes region, and international offshore markets.

WHAT WE DO.

POWERING AFRICA. FUELLING PROGRESS.

Reliable Energy. Seamless Supply. Sustainable Future.

- Bulk Distribution of Petroleum Products
- Regional and Cross-Border Petroleum Trade
- Strategic Supply Chain Solutions
- Institutional and Governmental Fuel Supply
- Customized Energy Logistics for Industrial Clients

DEPOTS & STORAGE INFRASTRUCTURE | MARINE & ROAD LOGISTICS | QUALITY ASSURANCE & SAFETY | TECHNOLOGY & TRACKING

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VISION, MISSION, & CORE VALUES

VISION

To be Africa's leading integrated energy solutions provider, committed to sustainable growth and regional empowerment.

MISSION

To deliver innovative, efficient, and responsible energy solutions that exceed client expectations and drive economic transformation across Africa.

CORE VALUES

- Integrity – We uphold honesty and transparency in all dealings.
- Professionalism – Our operations reflect global best practices.
- Customer-Centricity – We prioritize reliability and service excellence.
- Innovation – We continuously evolve to meet market demands.
- Sustainability – We are committed to responsible and ethical operations.

PRODUCT PORTFOLIO

- Premium Motor Spirit (Petrol)
- Automotive Gas Oil (Diesel)
- Jet A-1 Fuel
- Heavy Fuel Oil (CST 180, CST 125)
- Bitumen (Bulk, Drummed, Cutbacks – MC30)
- Industrial Diesel Oil (IDO)
- Liquefied Petroleum Gas (Bulk LPG)
- Kerosene
- Lubricants

STRATEGIC FOCUS

- **Regional Penetration:**
 Expanding trading corridors across COMESA and EAC blocs.
- **Operational Efficiency:**
 Investing in logistics, storage, and compliance systems.
- **Trade Partnerships**:
 Strengthening ties with global traders, refineries, and chartering agents.
- **Digital Transformation:**
 Streamlining operations with real-time data and automation.

MARKETING & PRICING

The company prices its products using "premium costing" — the margin between the producer's base cost and the market price, after accounting for direct costs like freight, insurance, port charges, storage, haulage, and road/pump transport. Prices are benchmarked continuously against competitors to stay competitive.

Since the company trades multiple oil products, pricing varies by type — with white oil products showing more price variance than black industrial products.

The base cost itself is anchored to Gulf Platts, the industry -standard reference price at source.

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CUSTOMER BASE

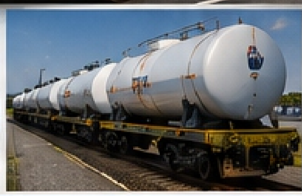
We place a lot of emphasis on corporate clientele. We market our products to corporate as well as upstart businesses including distributors of kerosene and assorted lubricants.

Our principal clients are large organizations spread all over the country and abroad including manufacturing companies and government and Para government institutions.

GOVERNMENT & PARA GOVERNMENT INSTITUTIONS	MANUFACTURING COMPANIES	CORPORATE ORGANIZATIONS	FUEL DISTRIBUTORS & DEALERS	INDUSTRIAL & COMMERCIAL CLIENTS	LOCAL & INTERNATIONAL BUSINESS PARTNERS
					

1.6 OUR STRATEGY

- Our strategy focuses on key target market segments.
- We are taking petroleum products closer to the people and investing within the region.
- We are moving from being a local player to becoming a regional oil major.
- We continuously listen to our customers and aim at exceeding their expectations.



CUSTOMER FOCUS
We understand our customers and build lasting relationships.

RELIABILITY
We deliver safe, timely and consistent supply.

REGIONAL EXPANSION
Investing in infrastructure and partnerships to grow across Africa.

OPERATIONAL EXCELLENCE
Efficient processes and quality products that drive value.

SUSTAINABLE GROWTH
Creating long-term value for our clients, partners and communities.

COMPETITOR ANALYSIS

The company's primary competitors are independent oil marketers, with competition driven by product sourcing, distribution networks, pricing, capital strength, and relationships with key gatekeepers, transporters, storage owners, and regulators. Secondary competitors are multinationals like Engen, Total, and Shell, who — despite their large market share — often neglect niche markets, creating opportunities for firms like Stallion Gulf

COMPANY OBJECTIVES.

Stallion gulf objectives are to engage in an efficient, responsible and profitable business with a long term goal of becoming one of the key players in the East and Central African Region's petroleum industry.

✓ The Company's strategy is to compete fairly and professionally with existing market forces in the course of which the aim is to achieve the following:

✓ To develop and maintain a high standard of service to the Company's customers as well as to ensure supply and delivery of quality products while supplying value for money.

✓ To continuously improve efficiency and productivity

✓ To generate and maintain a sustainable cash flow from the operations and post acceptable and consistent returns on investment (ROI) for the shareholders so as to achieve investor confidence.

✓ To ensure that overheads are contained and a low cost base maintained without compromising the quality of services to the Company's customers.

✓ To encourage innovation and creativity by all employees

✓ To conduct business as a responsible corporate member ofthe society, abiding by the laws and regulations of the countries that the Company operates in.

CORE COMPETENCIES

Supply & Trading

- Global Sourcing: Direct contracts with refineries (Platts-linked pricing) and strategic reserves.
- Logistics: partnerships with top-tier shipping (VLCCs, barges) and rail operators.

COMPETITIVE ADVANTAGE

Though the firm does not claim to have a unique overall competitive advantage in the market place, its core competence lies in competitive product pricing, flexibility in responding to customer requirements and provision of personalized services. Given time the management of the firm is convinced that we shall muster a clear competitive edge in the niche market. Indeed with the good financial base the company has coupled with flexibility, creativity, agility and responsiveness which are associated with the firm's size. Stallion gulf limited is growing into a formidable competitive force in the market and distribution of oil and allied products.

TEST AND QUALITY CONTROL

We maintain a strict round the clock quality control checks in our product deliveries and ensure only high quality products are delivered. Apart from these we regularly send our products for tests to be conducted by known international and local testing institutions such as; SGS and KEBS (Kenya bureau of standards) for client affirmation and confidence.

COMPANY FUNCTIONS

TECHNICAL AND SUPPLY AND PLANNING

The company has fully developed technical and supply and planning department headed by the department head.

MARKETING AND FINANCE

The accounting and finance department is headed by the head of finance and administration. The head of internal audit supervises strategic, financial systems, operational and accounting controls. This keeps tight control of all the operations of the company on a day-to-day basis.

HUMAN RESOURCES

The company has a human resource establishment of sixteen qualified staff. The board members supervise the company operations including: trading operations, sourcing, minimum supervision man the respective departments.

OPERATIONS

OUR BOARD OF DIRECTORS

The following qualified and experienced directors are stewarding and leading the company.

Miss Winnie Wangu Mugwena is in charge of our finance and administration department. She has worked for national bank of Kenya and has more than 24 years of experience in the banking industry.

Mr. Martin Mugwena is in charge of our Operations and marketing department. He has worked for organizations such as Adra international limited and Alexandria freight forwarders limited. He brings with him a vast experience in business management. He holds a Bsc. in finance and a diploma in international marketing.

The directors extend their business experience and expertise to the business and will drive the management team and offer qualified leadership.

STORAGE ACCESS

Strategic Storage Capacity Across Key Markets

- Modern storage terminals
- Flexible storage solutions
- Strategic stock holding
- 24/7 operations & monitoring
- Unmatched safety standards

TERMINAL ACCESS

Seamless Access To Regional And International Terminals

- Deep-water port terminals
- Multi-product handling
- Customs bonded facilities
- Pipeline connectivity
- Fast turnaround times

LOGISTICS NETWORK

Efficient Logistics. Reliable Nationwide Delivery

- Modern tanker fleet
- Nationwide distribution
- Rail & pipeline solutions
- Cross-border expertise
- Last mile delivery excellence

STRATEGIC INDUSTRY PARTNERSHIPS

GLOBAL SUPPLY CHAIN ECOSYSTEM

SOURCING	Refineries • Traders • Producers
STORAGE & TERMINALS	Terminals • Depots • Facilities
TRANSPORTATION	Vessels • Rail • Road • Pipeline
END USERS	Industries • Governments • Utilities • Aviation • Mining

WHY OUR PARTNERSHIPS MATTER

RELIABLE SUPPLY
Consistent and uninterrupted product availability.

MARKET ACCESS
Extensive reach across Africa and global markets.

COMPETITIVE PRICING
Strong supplier relationships deliver better value.

OPERATIONAL EXCELLENCE
Integrated systems ensure efficiency and accuracy.

RISK MANAGEMENT
Diversified routes and partners minimise disruption.

SUSTAINABLE GROWTH
Scalable solutions supporting long-term impact.

DRIVING ENERGY.
POWERING GROWTH.

Delivering premium petroleum products with reliability, innovation, and integrity across Africa and beyond.

RELIABLE SUPPLY
Consistent, uninterrupted product availability with international standards.

STRONG PARTNERSHIPS
Built on trust, transparency, and long-term value creation.

OPERATIONAL EXCELLENCE
Integrated systems ensuring efficiency, safety, and optimal performance.

SUSTAINABLE GROWTH
Investing in people, infrastructure, and the future.

ENERGIZING COMMUNITIES.
ENGINEERING POSSIBILITIES.

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