



Excellency in quality
in our services we
offer

The need. The research. *The solution.*



Our beginning in Kilombero 2001

From trading in bulk to establishing our first petrol filling station in 2006 at Morogoro town, thus the establishment of the **ATN brand**. As the business grew we saw another opportunity in the logistics and real estate industries in East Africa.



24 operating stations.

Our major business is trading in retail and bulk petroleum products with operating stations in Dar es salaam, Kibaha, Morogoro, Dumila, Dodoma and Njombe.

Up to date, We have 24 running petrol stations, 22 Petrol & filling stations that are under construction and over 30 wholesale customers in different cities in Tanzania.

We are client focused on creating and delivering premium service in order to ensure satisfaction. We are always seeking for new and advanced technological ways to improve our services.

We work to instill a culture that calls for the utmost diligence and professionalism to achieve the highest possible environmental standards.

We provide affordable dependable logistics solutions.

Our logistics services comprising of custom clearing, freight forwarding and transportation.

At Dependable, we serve regional markets focusing on satisfying needs in neighbouring countries as well as ensuring we are adding value to our customer's businesses.

Some of our key markets include Tanzania, Malawi Kenya, Rwanda, Burundi, DR Congo and Zambia.



We create value with integrity through;

Service



We are client focused on creating and delivering premium service in order to ensure satisfaction.

Innovation



We are always seeking for new and advanced technological ways to improve our services.

Commitment



We are result oriented through dedication.

Efficiency



We insist on quality and excellency.

Eco-Friendly



We work to instill a culture that calls for the utmost diligence and professionalism to achieve the highest possible environmental standards.

We cooperate with



Trained Staff

Our team is equipped with more than 400 well-trained staff.

We have created professions such as Drivers, Station managers, Mechanics, Electricians, Petroleum engineer, Pump attendants, Construction managers, Accountants, Administrators, Customer service, Sales, Maintenance technicians and Healthy & safety advisors.

With the Rapid expansion of ATN, the number of employees is expected to double in the next two years.





Oil and Petroleum

From trading in bulk to establishing our first petrol filling station in 2006 at Morogoro town.

Our major business is trading in retail and bulk petroleum products in Tanzania that are Petrol, Gas oil and Kerosene.

38.8M

Litres of gasoline (Petrol)

28.8M

Litres of gas oil (Diesel)

Logistic Solution

Dependable is a Logistics solution provider based in Dar es Salaam, Tanzania.

We have access to our group owned dedicated fleet of Trucks fitted with GPS tracking system ensuring security and safety of cargo from point of origin to destination.



24

Running Stations

22

Sites under construction

24 Running Station

Dar Es Salaam

- Wazo Hill
- Boko
- Boko Tegeta
- Pugu Road
- Mazizini Ukonga
- Kinyerezi
- Goba
- Picha ya Ndege
- Miembe Saba
- Ubungo Makubuli
- Mabibo
- Goba Kwa Pembe
- Kwa Mtogole



Njombe

- Songea Road



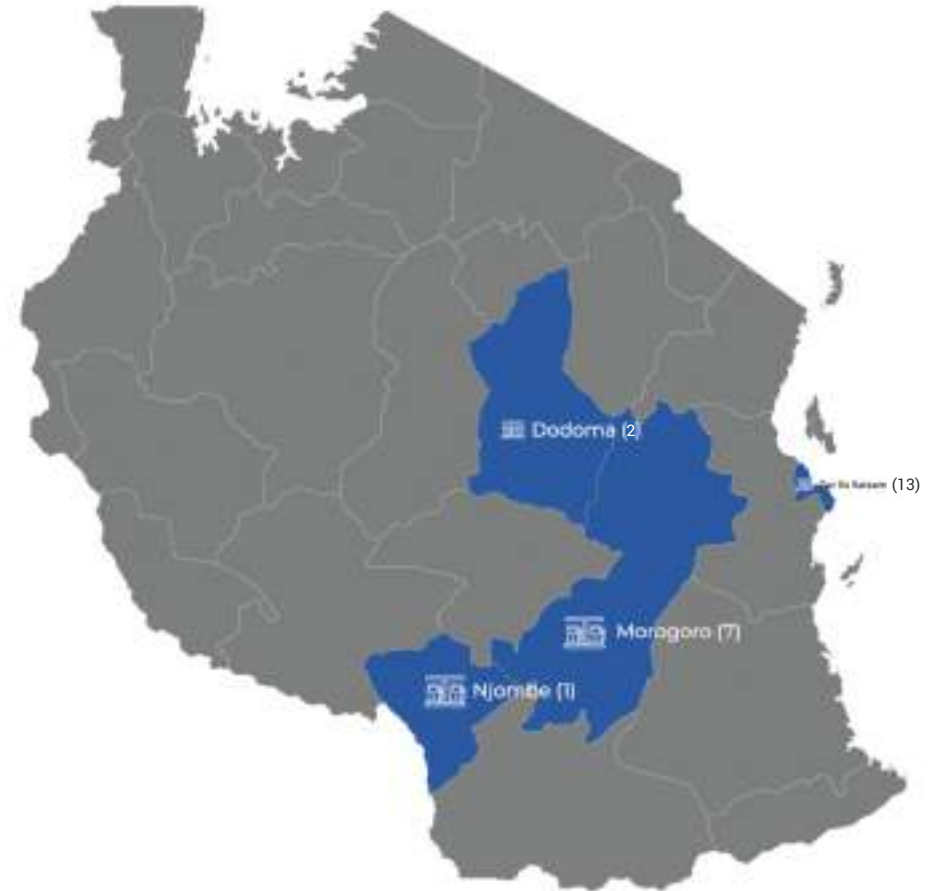
Morogoro

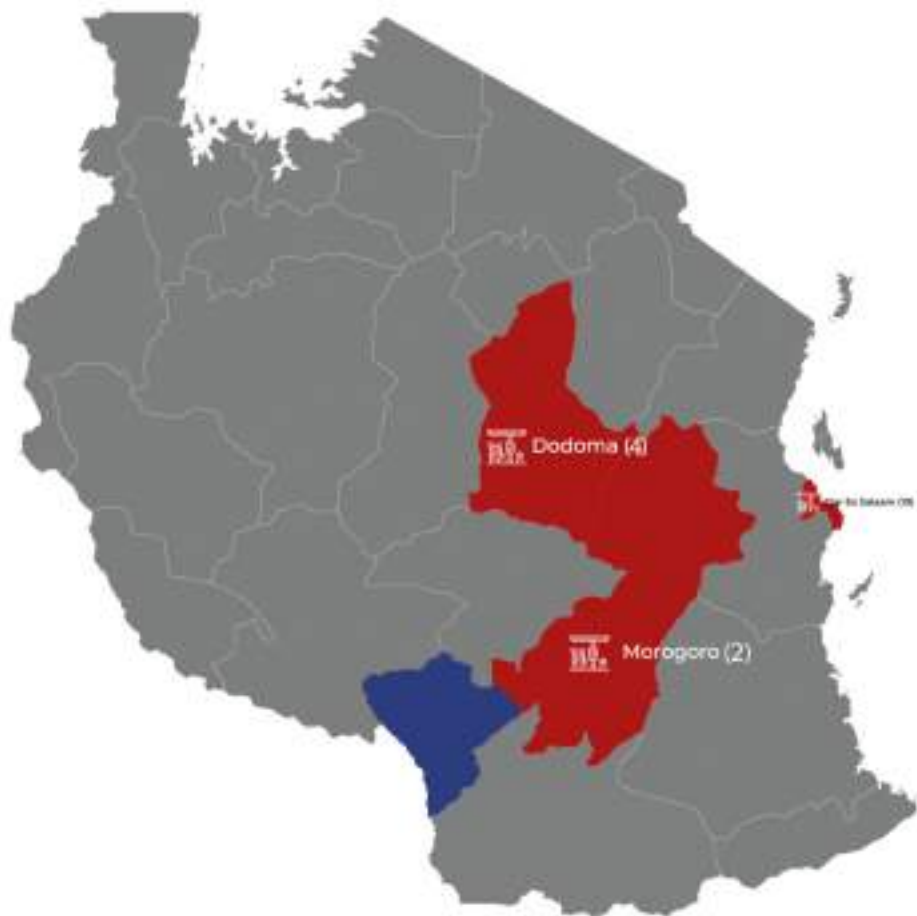
- Nane nane
- Mkundi
- Msamvu (Iringa Road)
- Modeko
- Dodoma Road
- Kihonda
- Kichangani



Dodoma

- Nala
- Nzunguni





22 Sites under construction

Dar Es Salaam



Makongo Juu, Kigamboni (Kibada na Tuamoyo), Kimara, Stop Over, Madale, Msigani, Mwasonga, Kitunda, Mwanagati, Maramba Mawili, Mbezi Luis, Chanika, Mbagala Madafu, Buza, Mbweni, Tabata Barakuda, Mile Moja Mizani

Dodoma



-Mbande
-Nane nane
Maili mbili
-Mtumba



Morogoro

-Kilakala
-Mafiga



OUR ADDRESS

**Dar Es Salaam, Kamata,
GMC heights, Building 5th Floor**

**Msamvu Area (along Iringa road)
Plot No. 20 Block C,
Morogoro Munnicipality**

PHONE

+255 746 777 700

+255 713 440 044

EMAIL

info@atnpetroleum.co.tz

ATN PETROLEUM COMPANY LIMITED

BUSINESS PLAN

MISSION STATEMENT

To practice professional marketing and distribution of petroleum products through our integrated operation, to provide quality value for money service and aim at continuously improving the economic value of stakeholder.

COMPANY INFORMATION

From trading in bulk to establishing our first petrol filling station in 2006 at Morogoro town, thus the establishment of the **ATN brand**. Now with over 25 petrol stations operating around the country.

MANAGEMENT

Name: Abdulatif Taalib Mohamed

Title: Managing Director

Name: Ajay K. Nimmagadda

Title: Manager Operations

Name: Ally M. Aljabry

Title: General Manager

VISION:

To become the leading petroleum company in Tanzania and in a neighbouring countries.

PRODUCTS AND SERVICES

Dealing with petroleum and diesel products as wholesale and retail. Accommodating over 56 million liters of products and supplying and delivering them to our customers with services such as transportation.

COSTS AND FINANCES

Total cost of the project is projected at 9 million US Dollars with the financing of a local bank with a Local Loan.

Funds Expenditure Breakdown in US Dollars:

Plant 8,000,000 million

Furniture and Fittings 120,000

Pre Expenses 900,000

MARKETING STRATEGY

Providing excellent services at competitive prices and ensuring delivery on time with customer satisfaction. Services to be provided at extra hours with minimal costs with distribution of products working ahead of schedule.

ATN PETROLEUM FINANCIAL PROJECTIONS

PARTICULAR	AMOUNTS USD
Land and Buildings	1,380,000
Plant & Machines	4,000,000
Motor Vehicles	2,600,000
Furniture & Fixtures	120,000
Pre Expenses	900,000
Working Capital	30,000,000
TOTAL	39,000,000

OTHER OPERATING COST

Other Operations Cost	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Motor Vehicle running expense	4,900,000	4,900,400	4,900,800	4,901,200	4,901,600
Salaries and Wages	2,242,000	2,466,200	2,712,820	2,984,102	3,282,512
Administrative Overhead Costs	1,036,000	1,139,600	1,253,560	1,378,916	1,516,808
Utility Costs	644,000	708,400	779,240	857,164	942,880
Interest on Loan	21,000,000	18,900,000	17,010,000	15,309,000	13,778,100
Communication Expenses	178,000	195,800	215,380	236,918	260,610
Total Costs	30,000,000	28,310,400	26,871,800	25,667,300	24,682,510

PROJECTED BALANCE SHEET

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Fixed Assets	8,100,000	7,120,000	6,231,000	5,342,000	4,453,000
Long term Assets					
Depreciation	980,000	889,000	889,000	889,000	889,000
Total long term assets	7,120,000	6,231,000	5,342,000	4,453,000	3,564,000
Current Assets					
Cash	406,100	684,700	979,050	1,292,735	1,625,723
Account Receivable	105,000	110,250	216,535	421,763	527,628
Inventory	214,710	376,383	438,469	402,292	467,493
Total Current Assets	30,900,000	30,900,000	30,900,000	30,900,000	30,900,000
Total Assets	38,020,000	37,131,000	36,242,000	35,353,000	34,464,000
Current Liabilities					
Accounts Payable	84,000	88,200	92,610	97,241	102,103
Other Current Liability	70,000	73,500	77,175	81,034	85,085
Subtotal Current Liability	154,000	1,616,700	169,785	178,274	187,188
Long term Liabilities					
Long term Liabilities	1,820,000	1,820,000	1,820,000	1,820,000	1,820.00
Total Liabilities	7,120,000	6,231,000	5,342,000	4,453,000	3,564,000
Net Assets	820,810	877,633	951,268	1,044,516	1,157,656
Capital and Reserves					
Owners Contribution	780,000	780,000	780,000	780,000	780,000
Retained Earning	40,810	97,633	171,268	264,516	377,656
Total Capital	38,020,000	37,131,000	36,242,000	35,353,000	34,464,000

PROJECTED INCOME STATEMENT

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR5
Sales Revenue	56,550,000	67,860,000	81,432,000	97,718,400	117,262,080
Cost of Sales	11,310,000	11,310,000	11,310,000	11,310,000	11,310,000
Gross Profit	45,240,000	56,550,000	70,122,000	86,408,400	105,952,080
Operating Expenses					
Administrative Overhead					
Costs	1,036,000	1,046,360	1,056,824	1,067,392	1,078,066
Motor Vehicle running	4,900,000	4,949,000	4,998,490	5,048,475	5,098,960
Salaries and Wages	2,242,000	2,264,420	2,287,064	2,309,935	2,333,034
Depreciation	980,000	989,800	999,698	1,009,695	1,019,792
Utility Costs	644,000	650,440	656,944	663,514	670,149
Insurance	975,000	984,750	994,598	1,004,543	1,014,589
Interest on Loan	21,000,000	21,210,000	21,422,100	21,636,321	21,852,684
Total Expenses	25,841,000	26,099,410	26,360,404	26,624,008	26,890,248
Profit before Tax	19,399,000	30,450,590	43,761,596	59,784,392	79,061,832
Tax (30%)	5,819,700	9,135,177	13,128,479	17,935,318	23,718,550
Profit After Tax	13,579,300	21,315,413	30,633,117	41,849,074	55,343,282