



AL-SAWAR

ENERGY TANZANIA LIMITED

Powering Performance.
Delivering Reliability.

COMPANY PROFILE



About The Company

AL-SAWAR ENERGY TANZANIA LIMITED is a strategic expansion of the Al-Sawar Group into high-growth energy products, built on a strong foundation of regional expertise and operational excellence.

With a well-established presence in the Democratic Republic of Congo as the group's core operational hub, along with active operations in Zambia, Uganda, and Dubai, the Al-Sawar Group has developed strong capabilities in petroleum trading, logistics, and energy distribution. Tanzania now serves as the foundation for our downstream energy manufacturing and product-driven businesses.

Through our two core verticals — ALS Lubricants and ALS Gas — we are building a fully integrated platform focused on performance, reliability, and long-term scalability. In parallel, the group is also developing a pharmaceutical manufacturing project in Nigeria as part of its broader diversification strategy.

Our approach is simple: identify essential energy products with consistent demand, build strong infrastructure around them, and deliver quality that customers can depend on — every single time.





Our **Vision**

To build one of East Africa's most reliable and scalable energy product companies — delivering world-class lubricants and LPG solutions that power industries, businesses, and households.

Our Business Verticals

AL SAWAR OIL LIMITED

Keep Your Engine Running Smoothly

- ALS Lubricants is built to deliver high-performance lubrication solutions tailored for African operating conditions.
- Our portfolio is designed to cater to automotive, commercial, and industrial requirements ensuring reliability, protection, and consistent performance across all applications.



Our Business Verticals



AL SAWAR GAS LIMITED

Reliable Energy for Africa's Growth

ALS Gas is focused on providing safe, reliable, and accessible LPG solutions.

Product Offering

- 6 KG Cylinders – Household
- 15 KG Cylinders – Mid-scale
- 38 KG Cylinders – Commercial & Industrial

Our Growth Strategy

Our expansion in Tanzania follows a structured, phase-wise approach across both **ALS Lubricants & ALS Gas**, ensuring strong market entry, operational control, and scalable growth.

AL SAWAR OIL LIMITED - *Growth Roadmap*



Phase 1: Market Introduction (Q3 2025)

- Launch of 4 lubricant products
- Performance validation and market credibility building



Phase 2: Manufacturing & Expansion (Q2 2027)

- Setup of blending and packaging facility
- Capacity of **1,000,000 litres**
- Expansion of product range and distribution network



Phase 3: Regional Growth (Q4 2027)

- Expansion into Zambia, DRC, Malawi, and Mozambique
- Establish ALS Lubricants as a strong regional brand

AL SAWAR GAS LIMITED - *Growth Roadmap*



Phase 1: Market Entry (Q3 2026)

- Market activation through roadshows and dealer onboarding
- Introduction of 6kg, 15kg, and 38kg cylinders
- Focus on key segments and high-demand zones



Phase 2: Brand Expansion (Q4 2026)

- Build brand visibility through promotions and retail expansion
- Strengthen dealer network and product availability



Phase 3: Consolidation (Q1 2027)

- Expand customer base and improve service delivery
 - Strengthen operational efficiency and market presence



Phase 4: Scale & Growth (Q2 2027)

- Rollout of **30,000+ cylinder connections**
- Introduce semi-bulk LPG solutions for commercial clients
- Focus on cost efficiency and long-term customer relationships

Infrastructure & Plant Development

At the core of our Tanzania operations is a fully planned industrial facility:



Land Size: 3.25 Acres
Location: Near Kwala Dry Port



LPG Storage: 300 MT (100 × 3 Bullet Tanks)
Lubricant Production: 1,000,000 Litres

Under Development



Lubricant Blending Plant
LPG Filling Plant

Planned Capacities

Distribution & Market Approach

Strong dealer and distributor network



Retail penetration strategy



Direct industrial supply

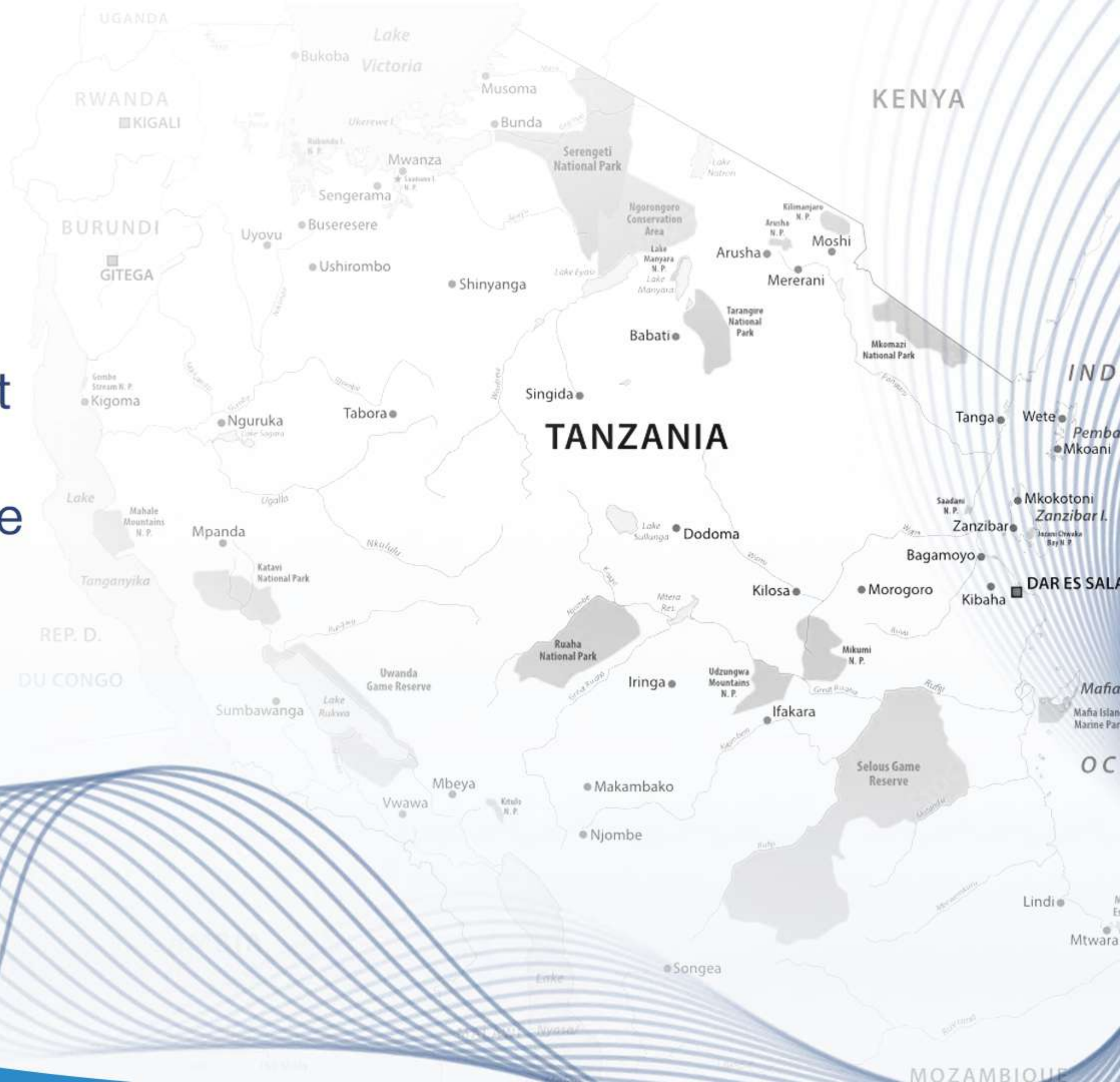


Cross-border expansion capability



Why Tanzania

- Strategic trade access
- Growing LPG & lubricant demand
- Strong port infrastructure
- Expanding industrial base





Group Strength & Presence

Operations across:

- Democratic Republic of Congo
- Zambia
- Tanzania
- Uganda
- Dubai

Plus a developing pharmaceutical manufacturing project in Nigeria.

Leadership



Mr. Santosh Pote
Chairman, ALS Group

With over 20+ years of experience across Africa, Mr. Santosh Pote is the visionary force behind the group, with a long-term mission to build a platform that supports over 100,000 families through the ALS Group of Companies.



Mr. Rajesh Chidambaram
Country Director, Tanzania

With over 18+ years of experience in East Africa within this industry, Mr. Rajesh brings deep market expertise, strong networks, and execution capability to drive rapid growth and expansion.

Health, Safety & **Quality Commitment**

- *Full compliance with safety regulations*
- *Strict product quality control*
- *Safe LPG handling systems*
- *Continuous operational monitoring*



Certifications & Compliance

AL-SAWAR ENERGY TANZANIA LIMITED operates in full compliance with Tanzania's regulatory framework, supported by key licenses and statutory registrations:

Certificate of Incorporation

AL SAWAR ENERGY TANZANIA LIMITED is a duly incorporated entity under the Companies Act, 2002

Registration No: 182063495

Tax Registration – Tanzania Revenue Authority (TRA)

Fully registered with the Tanzania Revenue Authority for statutory tax compliance

TIN / TPIN No: 182-063-495t

Business Licence – United Republic of Tanzania

Authorized to conduct commercial operations within Tanzania

Licence No: 2000085573

Integrity Pledge Certification

Formal commitment to ethical conduct, transparency, and zero tolerance for corruption in all business operations

Certificate of Incentives – Tanzania Investment Framework

Granted for the development of a Lubricant (Oil) Products Manufacturing Project

Certificate No: 202623423

Location: Kwala, Kibaha-Pwani

Government Chemist Laboratory Authority (GCLA) Approval

Licensed for the importation, storage, transportation, and handling of regulated chemical products

Registration No: B001-C003771

Validity: December 14, 2025 – August 04, 2027

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