



COMPANY PROFILE



Plot L/14545/M, Off LEOPARDS HILL ROAD, NEW KASAMA, LUSAKA Contact: +260 977 200454
Cell +260 977 200454, +260 977 311570 Email: pamoenergylimited@gmail.com

Hello!



Welcome to PAMO

Pamo Energy Limited is a company wholly owned by Zambians and is registered as a Company Limited by Shares; established for trading in import and export of finished and semi-finished oil products with Congo DR being the initial target market.

After starting with a minimum investment, capitalization, assets, and shareholder contributions are standing at \$750,000 , and is expected to reach an optimum level of \$3,000,000 to facilitate full operational capacity.



Table of Contents

General Information	04
Company Initial Investments	06
Company Overview	09
Business Model and Suppliers	12
Get In Touch	

Information on Lead Applicant

Company Name	Pamo Energy Limited
Legal Structure (entity, ownership)	Private Company Limited by Shares
Legal Representative	Mosha & Company
Country of Registration	Zambia
Date of Registration	2021
Legal Registration Number	Number
Issuing Authority for Registration	Patents and Companies Registration Authority
Current Business Operating License Number	Number..... (Trading Retail Business License for importing [from Tanzania/South Africa] and exporting fuel products, oil products to Congo DR market)
Names of Current Key Management Team	<ol style="list-style-type: none"> 1. Mr Happy Mbulo 2. Mrs Jacqueline Inonge Mpupuni 3. Mr Davies Tembo 4. Mr Charles Mubambe 5. Ms Cecilia Mubambe
Brief background information on the company (origins, key developments and achievements since, and current status)	<p>Pamo Energy Limited is a company wholly owned by Zambians registered as a Company Limited by Shares, established for trading in import and export of finished and semi-finished oil products with Congo DR being the initial target market. After starting with a minimum investment, capitalization, assets, and shareholder contributions are standing at \$750,000 , and is expected to reach an optimum level of \$3,000,000 to facilitate full operational capacity.</p> <p>Importing and exporting oil products from South Africa and Tanzania are Pamo Oil's' business flagship, although it may venture into by products as the market dictates. The company intends to make essential milestones and inroads into the local and regional oil and fuel industry and become one of Zambia's suppliers of quality and safe oil products to nearby countries starting with Congo DR. Although their prospects to procure a chain of tracks as part of the transporting fleet, the company will start with at least five (5) to six in the year 2022. This development apart from improving the employment opportunities for Zambia will also allow for the country's regional presence and trading development which is likely to contribute to government sources of revenue. Pamo Energy Limited has recognized important business allies who will include the ERB, and Ministries of Commerce Trade and Industry, and the Ministry of Small and Medium Enterprises which operates a credit line and technical support for feed milling. Pamo Energy Limited also hopes to become a cohort member of the Oil Marketing Companies (OMCs) where support towards oil trading and marketing has been the core business over the years.</p>

Continued...

Name of Primary Contact Person	Clementina Maoka Jacqueline Inonge Mpupuni
Position of Primary Contact Person	Business Lead
Contact Details of Primary Contact Person	Email: pamoenergylimited@gmail.com Mobile: 0971101405, 0955777199
Company Address	Physical: PAMO Energy Limited, Head Office - Plot L/ 14545/M, M-Phase, Lusaka Province Mailing: P. O. Box 32786, Lusaka
Bank Details	INDO ZAMBIA BANK, MANDA HILL BRANCH 0141040000475
Company Website	www..... & https://web.facebook.com/



1. Company Initial Investment Requirements

(Total Procurement Costs and Contributions)

1.2.2 Other Options and Funding Opportunities for Pamo Energy Limited

Supplementary to the available funding opportunities, the other possible options for support includes accessible related funding windows that can cover up other costs associated to the above procurements or assisting the business to venture into similar investments in the form of contributions.

1.3 Key milestones, Expected output/result /impact from the funding, rationale for funding instead of other sources)

Some of the major anticipated key milestones form these funding opportunities and options are as shown in the table on the next page

S/n	Key Milestone	Expected Output/Impact from Support	Rationale for Commodity Funding than other sources
1	By August 2022 Pamo Energy Limited submits required profiles and requirements for financing local Zambian SMEs and businesses	<ul style="list-style-type: none"> Pamo Energy Limited management and support staff use the opportunity to share ideas and formulate a consolidated Business Profile and Investment Plan of medium and long term marketing, production, and impact stimulating strategic procurements. 	<ul style="list-style-type: none"> Pamo Energy Limited' rationale to seek funding is on the basis; The promoters are intending to contribute to regional and local trading for SMEs in Zambia.
2	By the end of 2022 Pamo Energy Limited's completes required agreements and contractual procedures for the financing facility	<ul style="list-style-type: none"> Pamo Energy Limited' management and support staff are focused and motivated to plan costed business work deliverables and projections for transitioning current business and brands towards fully fledged production capacity, market demand, and competitiveness using the opportunity. 	<ul style="list-style-type: none"> The facility is currently one of the readily available funding opportunities for upcoming and established SMEs in agribusiness during the business years 2022-2023 in Zambia, Pamo Oil Zambia Limited is pursuing the opportunity as it accommodates its immediate marketing strategies, core business impact areas, future oil diesel and petrol enterprise expansion objectives.
3	By early 2022, partners facilitates for production equipment and infrastructure, and Pamo Oil's receives and embarks on new/added business operations in the region and Congo DR	<ul style="list-style-type: none"> Increased sustainability and strengthened market competitiveness and opportunity for Pamo Energy Limited in the oil entrepreneurship on the Zambian and Congo markets; Increased and improved economies of scale for local Zambians, and the Congo DR from supply chain. Increased and sustained core business socio-economic, and environmental impact on OMCs, employee income security, and SADC region. 	<ul style="list-style-type: none"> The funding facility is ideal to incentivize and support upcoming and established SMEs in developing countries like Zambia to grow and create employment and revenue. Commercial Financing systems and markets are likely to be monopolized by established off takers such as Total, Engine, Mount Meru who have marginal impact on local communities, economy, and environment.
4	By 1 st quarter of 2022, Pamo Energy Limited creates new and added direct job opportunities for at least 10 additional people in the lines of advertisement and marketing, machine operations, delivery, and transportation,	<ul style="list-style-type: none"> Strengthened and scaling up of sustainability levels of current Pamo Oil's socio-economic, and environmental economies of scale and impact benefits on Zambia and the regional markets. 	<ul style="list-style-type: none"> The funding partnership underscores socio-economic and environmental benefits to surrounding communities and national economy as part of its ultimate goals for supporting upcoming and establishment SMEs in the oil industry.

2. Company Overview

2.1 Shareholders and Ownership

As a company Pamo Energy Limited begun as a business in the year 2021 before it was formally registered as a Limited Company and incorporated as a COMPANY LIMITED BY SHARES on, 17th day of December under PACRA, registration number 120210025284. The Company has its head office in Lusaka district as per the address on Page 6.

The company's legal organizational structure is comprised of different levels of decision making, authority, and responsibilities. This is emanating from the Board of directors, which serves as a supreme oversight body, management (Senior Management Team Leads, Middle Management), Production supervisors, skilled and expert workers, and semi-skilled workers.

The following table outlines the shareholders and ownership structure of the company.

Shareholder's Name	% Shareholding	Active / Passive Shareholder
Mr Charles Mubambe	25.8	ACTIVE
Mr Davies Tembo	25.5	ACTIVE
Mr Happy Mbulo	17.5	ACTIVE
Mr Samuel Ernest	8.8	ACTIVE
Mrs Jacqueline Inonge Mpupuni	17.5	ACTIVE
Ms Cecilia Mubambe	5	ACTIVE

2.2 Pamo Energy Limited - Board of Directors (Advisory Board of Directors)

Pamo Energy Limited has Advisory Board of Directors. Currently, the Board comprise (6) members, who are led by Mr Happy Mbulo Chisenga, as Chairperson. Others are board members

2.3 Pamo Energy Limited Management (Indicate Full time and part time and key positions and brief bio of occupants. Also indicate which management are also shareholders- see above table of shareholders)

Name	Position	Contractual Status	Gender	Age	Summary of Expertise/Experience (Bio)
Mr Charles Mubambe	Administration & Operations Director	Full Time	Male	36	Business Administrator
Mr Davies Tembo	Finance Director	Full Time	Male	54	Accountant
Mr Samuel Ernest	Logistics Director	Full Time	Male	36	Logistics Expert
Mr Happy Mbulo	Corporate Affairs & Commercials Director	Full Time	Male	58	Investment Consultant
Mrs Jacqueline Inonge Mpupuni	Chief Executive Officer	Full Time	Female	48	Investment Consultant
Ms Cecilia Mubambe	Marketing & Public Relations Director	Full Time	Female	25	Journalist

2.4 PAMO Energy Limited Organization Structure

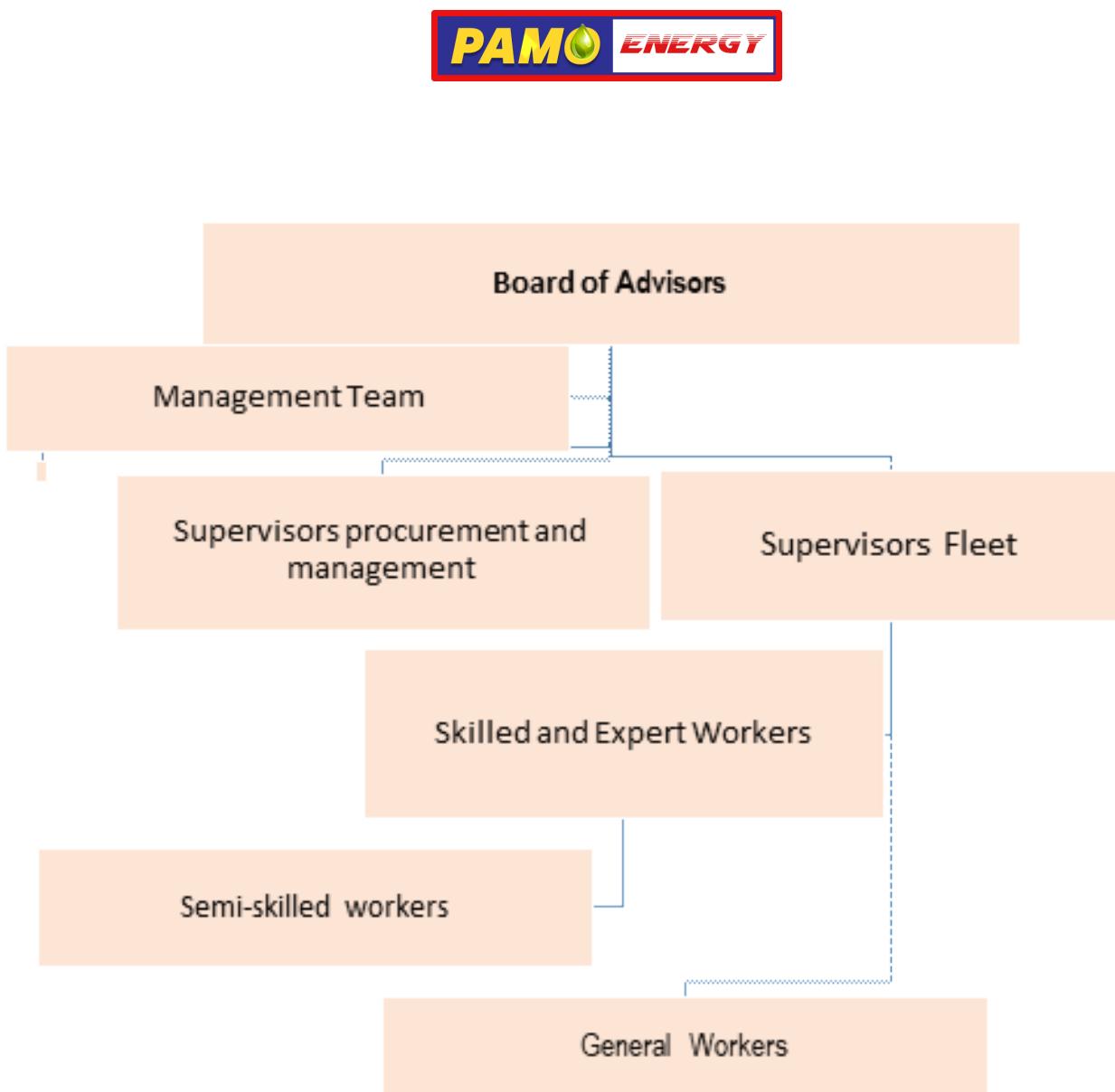


Figure 1 Shows the Organization Structure of Pamo Oil Zambia Limited, 2022

3. Business Model and Suppliers

3.1 Products and Services

Pamo Energy Limited has ventured into the oil business industry to make profit and ensuring that all what is done in the business activities are permitted within the laws of Zambia to achieve our business aim and objectives. The company's products are as listed below;

- i. Procurement and trading in Finished Petroleum products;
- ii. Procurement trading in of Finished Diesel products;
- iii. Selling and trading in Oil by-products;

In terms of its suppliers, Pamo Energy Limited will be a major primary trader in oil products. Its major suppliers will include oil traders in Tanzania and South Africa and others contracted in the region. The company's product mix, currently, is that Pamo Energy Limited will procure and supply oil products. The company will plan transitioning to more value addition processes for oil products that will include lubricants and others. Some of the inputs Pamo Energy Limited will procure and use in its products will include;

By description, Pamo Energy Limited' key processes or procedures involved to get its products; from input stage to an output that is ready for sale to the market or customers is in terms; Pamo Energy Limited liaising with ERB and certification by technical experts on a routine basis to ensure safety, quality and standards for its products.

The required resources; in setting up the business, the financial requirements and costs has depended on the approach and scale the company intends to take.

For Intellectual property rights (IP), Pamo Energy Limited has complied with the regulatory requirements and procedures to ensure that its company brand name Pamo Energy Limited is registered under PACRA. The company is however in the process of securing its IPR by registering its pilot brand names of Pamo Oil's, and Pamo Oil's products. From inception, none of these product names have attracted third party legal claims, industry name infringements, or actions.

Additional Scope of Operations

Pamo Energy Limited' through a Board Resolution of its members resolved to add 4 service components to its portofolio and they include the following:

General Supply

- Assorted consumables
- Machinery & tools
- Farm inputs
- Hardware & Electronics
- Etc

Construction

- Alphate roads
- Bridges
- Drainages
- Feeder Roads
- Buildings

Logistics

- Goods in transit
- Warehousing
- Storage
- Transportation
- Haulage

Consultancy

- Business advisory



3.2 Delivery and Distribution

Pamo Energy Limited' major clientele currently include large bulk buyers from the Congo DR mainly. For processed oil products, the company will rely on its own fleet of vehicles for distribution.

Costing of delivery and distribution; deliveries and distribution of its goods is based on a designed schedule of routes tailored towards meeting the demands of the final and targeted customers for each product. Creating and mapping of efficient, routes within the regional and Congo DR business chain in order of customer satisfaction, supplemented by an after sale arrangement, and meeting management indicators remains important to Pamo Energy Limited.





Financial Outlook...

3.3 Revenue and Profit Generation

Revenue stream and profitability; the business will be engaged in the importation and exportation of finished oil products and by-products targeting the market in Congo DR, Zambia, and the region eventually. Pamo Energy Limited is taking advantage of Zambia's central location in SADC to enjoy competitive advantage in Oil products procurement and supply therefore, the company is in the industry to maximize profit and is ready to go all the way to achieve its goals and business objectives and mission. These revenue streams will be important since they will help the company raise additional revenue and profits outside its own traditional businesses and markets.

Key revenue drivers of business; marketing and sales strategies will remain major drivers of revenue generation for the business. The company is planning for its future businesses with a market survey in order to penetrate the market for retailers, wholesalers, and others in and around the region and Congo DR. This was intended to achieve the business goal of winning a large percentage of the available market, and in a way determining its revenue drivers and factors. Other major revenue drivers include;

- Communication and maintaining rapport with government, and clientele in the region and Congo DR, among others at the points of commencing production with opportunities for sales promotions,
- Adequate stock and storage of fuel and oil supplies for customers to meet demand;
- Organizing advertise and promote products, selling, and production centers.

Cooperating Partner

**We have
partnered with**

**Comfafuel Petroleum Limited (CPL) &
MH Al Gaddah**

Company Overview

Compafuel Petroleum Limited (CPL) is an oil marketing company that trades in petrol, diesel, kerosene, aviation gas, jet fuel, liquefied petroleum gas (LPG), bitumen, lubricants and coolants.



Company Overview

Mh Al Gaddah, is a Leading Producer And Manufacturer Of Premium Quality Lubricants, Base Oil & Oil Derivatives In The Uae. Based In Dubai, the Group Is engaged In Various Businesses Including Import/ex Port, Retail,wholesale & Manufacturing Of Industrial Lubricants, Engine Oil & Greases. Mh Al Gaddah Distributes To Markets Throughout The Middle East & Africa, With Our Lion Brand Reaching Consumers In Over 30 Countries. Our Group Has A Strong Market Position In This Sector And Operates A Successful Services Business With A Wide Existing Network Of Distributors & A Long List Of Customers Spreading Over Africa, Eastern Europe And The Middle East.

Products

Lubricants

Automotive Lubricants

On-Road Transportation (Trucks & Buses)

Lubricants

Marine & Railroad Lubricants

Industrial Lubricants

Bulk Petroleum

- **Diesel**
- **Petroleum**
- **Petrol**
- **Heavy Fuel Oil (HFO)**
- **Gases & Gas Mixtures**
- **Jet Fuel**
- **Aviation Gasoline**
- **Bitumen**
- **Paraffin**

CF45

(Regulation 46)

Companies Registration No. 120210025284

Serial No. 1196354



SCAN TO VIEW
OUR REGISTRATION DETAILS



Republic Of Zambia

The Companies Act, 2017

(Act No. 10 of 2017)

The Companies (Prescribed Forms) Regulations, 2018

(Section 14)

**CERTIFICATE OF INCORPORATION
PRIVATE COMPANY LIMITED BY SHARES**

This is to certify that PAMO ENERGY LIMITED is on and from the **17th day of December 2021** incorporated as a **PRIVATE COMPANY LIMITED BY SHARES**.

Given under my hand and seal at Lusaka, Zambia, this **17th day of December 2021**.



Peter Chewe CHILUFYA
Deputy Registrar of Companies

OFFICE OF THE REGISTRAR OF COMPANIES AND BUSINESS NAMES
P.O. Box 32020, Lusaka 10101, Zambia. Tel (2601) 255151/255127 Fax (2601) 255426.
PACRA House, Haile Selassie Avenue, Long Acres, Lusaka.

ANNUAL RETURNS COMPLIANCE

PAMO ENERGY LIMITED

LCO No.: 120210025284

Date: **17th day of December 2021**

The Company Secretary

P.O BOX 32786, NEW KASAMA, LUSAKA, LUSAKA PROVINCE, ZAMBIA

Dear Sir(s) Madam(s),

Congratulations on having successfully registered the above Limited Company. Be informed that you will now be required by law to file **ANNUAL RETURNS** to this Office not later than three months after the end of each financial year irrespective of whether the Company is operating or not using, **Companies Form 33 or 34** as the case may be. Note that your financial year end is **01/01/2022** and that annual returns maybe filed online. Failure to file Annual Returns may result in the company being de-registered.

A summary of activities that the company may engage in is at the back of this letter for your use.

For more information on annual returns and other post incorporation lodgement, visit our website on www.pacra.org.zm or call or Call Centre on **0979235471/2/6/7, 0954882410/1/2/ or 0966778716/21/56/65**

We wish you success in your business.

Yours faithfully,



Peter Chewe CHILUFYA
Deputy Registrar of Companies

NATURE(S) OF BUSINESS

Take note of your lines of business below:

Nature of Business Activity (level 1 of ISIC)	Type of Business Activity (level 4 of ISIC)	Main Activity
G. Wholesale and retail trade; repair of motor vehicles and motorcycles	4730. Retail sale of automotive fuel in specialized stores	No
H. Transportation and storage	4923. Freight transport by road	Yes



PACRA

CF47

(Regulation 48)

Companies Registration No. 120210025284

Serial No. 1196354



SCAN TO VIEW
OUR REGISTRATION DETAILS



Republic Of Zambia

The Companies Act, 2017

(Act No. 10 of 2017)

The Companies (Prescribed Forms) Regulations, 2018

(Section 14)

CERTIFICATE OF SHARE CAPITAL

This is to certify that PAMO ENERGY LIMITED has the nominal capital of **K15,000.00**

divided into:

Number	Class	Value
15,000.00	Ordinary	1.00

Given under my hand and seal at Lusaka, Zambia, this **17th day of December 2021.**



Peter Chewe CHILUFYA
Deputy Registrar of Companies



**ZAMBIA
REVENUE
AUTHORITY** | *My Tax
Your Tax
Our Destiny*

TAXPAYER IDENTIFICATION NUMBER REGISTRATION

This is to certify that the Taxpayer whose details are shown below has been registered with Zambia Revenue Authority.



TAXPAYER INFORMATION

Identity No./ NRC	:	120210025284
TPIN	:	2641371459
Taxpayer Name	:	PAMO ENERGY LIMITED
Trading As	:	PAMO ENERGY LIMITED
Physical Address	:	PLOT NO. L/14545/M LEOPARDS HILL ROAD, M-PHASE / NEW KASAMA Lusaka Lusaka Province
Postal Address	:	P.O BOX 32786, NEW KASAMA, LUSAKA, LUSAKA PROVINCE, ZAMBIA
TPIN Jurisdiction	:	ISMTO Lusaka Province

SECTION B: REGISTRATION DETAILS

Type of Registration

Effective Date of Registration

This certificate shall remain in force until it is cancelled by ZRA.

MOSES SHUKO
Commissioner - Domestic
Taxes

Issue date : 17/12/2021

General Tax Clearance Certificate

TPIN: 2641371459

Jurisdiction: ISMTO Lusaka Province

Trading Name: PAMO ENERGY LIMITED

Taxpayer Name: PAMO ENERGY LIMITED

Physical Address: PLOT NO. L/14545/M LEOPARDS HILL ROAD,
M-PHASE NEW KASAMA Lusaka



Province: LUSAKA PROVINCE

Email: PAMOENERGYLIMITED@GMAIL.COM

Contact Number: 0977200454

Date: 10/02/2022

Certificate Number: 2295532533

Dear Sir/Madam

RE: TAX CLEARANCE CERTIFICATE FOR PAMO ENERGY LIMITED - SECTION 81B (CAP 323)

This is to certify that PAMO ENERGY LIMITED trading as PAMO ENERGY LIMITED with TPIN 2641371459 is duly registered for tax purposes.

In addition, this tax clearance certificate has been issued to PAMO ENERGY LIMITED trading as PAMO ENERGY LIMITED pursuant to section 81 B of the Income Tax Act (CAP 323).

This certificate is valid up to 31/12/2022.

Accordingly, in terms of section 81 B of the Income Tax Act, for the duration of this certificate, the above named is free to conduct business in line with the trading license held.

Please note that any established act of non-compliance with the provisions of the Income Tax Act shall invalidate this Certificate.

Yours Faithfully,

Peter Phiri
Commissioner - Direct Taxes
Zambia Revenue Authority

NOTE: This notice has been issued for and on behalf of the Commissioner General

Zambia Revenue Authority Domestic Taxes Division

Enquiries Email: advice@zra.org.zm Website: www.zra.org.zm

ZRA National Call Center: 4111

Revenue House - P.O.BOX 35710, Lusaka



SCAN TO VIEW
OUR REGISTRATION DETAILS

PATENTS AND COMPANIES REGISTRATION AGENCY

The Companies Act, 2017
(Act No. 10 of 2017)
The Companies (Prescribed Forms) Regulations, 2018
(Sections 270 and 272)

ANNUAL RETURN CONFIRMATION STATEMENT

This serves to certify that **PAMO ENERGY LIMITED** has filed Annual Returns from **2022** to **2022**.

4923. Freight transport by road
(Principal business activities)

PLOT NO. L/14545/M, LEOPARDS HILL ROAD, M-PHASE, NEW KASAMA, LUSAKA, LUSAKA
PROVINCE, ZAMBIA
(Physical Place of Business)

P.O BOX 32786, NEW KASAMA, LUSAKA, LUSAKA PROVINCE, ZAMBIA
(Postal Address)

Its registration number being **120210025284**

The annual return will be due on 1st day of January 2023. Note that an annual return cannot be filed before the due date.

Dated this **17th day of August 2022**



A handwritten signature in black ink, appearing to read "WILSON BANDA".

WILSON BANDA
Deputy Registrar



ZPPA

ZAMBIA PUBLIC PROCUREMENT AUTHORITY

Welcome to the e-Tendering Platform
This is your registration information as at 23/02/2022:

Supplier details	
Organisation name	PAMO ENERGY LIMITED
Company Registration Number	120210025284
Tax Payer's Identification Number	2641371459
ZPPA Registration Number	51115
Company type	Local Company
Address	Plot No L/14545/M NEW KASAMA
Postal code	OFF LEOPARDS HILL M-PHASE NEW TOWN
City	LUSAKA
Country	Zambia
Phone Number	+260977311570
Shareholders	6
CEEC category	Citizen Owned
Valid Until	23/02/2023

You have registered in accordance with the Tender Regulations (Public Procurement Act No 12 of 2008) of the laws of Zambia to supply Goods and Services to Public Institutions in the following categories:

Areas of Interest

22000000-Building and Construction Machinery and Accessories

30000000-Structures and Building and Construction and Manufacturing Components and Supplies

72131702-Bridge construction

78180302-Transportation storage

25170000-Transportation components and systems

72000000-Building and Construction and Maintenance Services

22100000-Heavy construction machinery and equipment

72130000-General building construction

72100000-Building construction and support and maintenance and repair services

78000000-Transportation and Storage and Mail Services

22101900-Building construction machinery and accessories

30190000-Construction and maintenance support equipment

25190000-Transportation services equipment



GET IN TOUCH



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+260 (977) 311570



pamoenergylimited@gmail.com



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NEW KASAMA, Lusaka