



# EXECUTIVE SUMMARY

**Hertford Trading Enterprises (HTE)** is a group of companies that provide business solutions and products with specialisation in various industries such as *retail petroleum, mining, energy, property development, hotels and resorts*.

Based in South Africa, HTE is a 100% black owned registered company and a Level 3 BB-BEE contributor. HTE is committed to a partnership with clients to keep their performance powered on a continuous basis.

## MISSION

With our qualified team who have extensive industry experience in our offerings, our mission is to provide highly professional services and products by ensuring timeous deliverance and meeting our clients' highest expectations.

## VISION

To become South Africa's leading solution driven provider and the most preferred wholesaler with reliable and exceptional supply of products and services at all times.

**Quality, Excellency, and Dedication is the ring that binds the hearts of HTE Team**

## OUR BUSINESS MODEL

Our business is modelled on the following five pillars, namely:

- ▶ Sustained superior performance
- ▶ Intensely loyal customers
- ▶ Engaged employees
- ▶ Environment and safety
- ▶ Distinctive contribution



# COMPANY OVERVIEW

## OUR PASSION FOR AFRICA

HTE appreciates the depth of the infrastructure gap on the African continent and is firmly possessed to add impetus to the wave of development through contribution towards the implementation of bankable projects on the African continent. HTE prides itself as being one of the few firms in Southern Africa that provides a service across Africa through a team with a strong African flavour. HTE is staffed by individuals from South Africa and Botswana and continued to expand the reach of its team within the African continent. HTE also possesses established networks across of the African continent, all of which contribute to the distinctly “African flavour” that clients may enjoy at HTE.

## OUR APPROACH TO RISKS

HTE possesses a strong understanding of the risks associated in conducting business on the African continent, together with the implementation of major infrastructure development projects, and has incorporated appropriate pro-active tools to manage the same within its processes and procedures. HTE further possesses a focused and growing research arm which ensures that it remains ahead of the market in its approach participating in infrastructure development projects on the African continent.

## OUR APPROACH

HTE follows the approach of establishing long-term, mutually beneficial relationships with its stakeholders, with a primary focus placed on its clients and other advisors within the infrastructure space. The model applied by HTE seeks to manage the value chain for infrastructure development projects from end-to-end, in a manner that results in increased values and sustainability for all the parties concerned. In servicing its clientele, HTEs works closely with international refineries and local thereby ensuring that it is ahead by keeping abreast of the developments across the globe. In addition, HTE has developed extensive networks and forged solid partnerships with professionals in various sectors including, but not limited to, financial services, energy, infrastructure and utilities, in order to provide its clients with integrated and holistic solutions. HTE is therefore well possessed to offer the best of international and local expertise to its clients across the African continent.

## GOVERNANCE

HTE conducts its business on the basis of international best practice corporate governance standards, and possesses a broad range of policies and procedures that support the corporate governance framework.



## OUR SERVICES

HTE is a leading South African supplier of bulk wholesale fuel, including gas and lubricants. We source, supply and store refined petroleum products, primarily liquid petroleum gas, lubricants and greases, petrol, diesel and fuel oil, for all industrial and automotive applications.

The core services provided by HTE include:

- ▶ **SOURCE:** We source our fuel from international refineries (Lukoil) and local refineries. This means we can source as close to you as possible and have alternatives when any one refinery is not able to supply.
- ▶ **SUPPLY:** Our trucks are accredited, SQAS approved and registered to uplift at all the South African refineries.
- ▶ **STORE:** We maintain optimum fuel stock levels and remote stock optimisation monitoring assists us to ensure you never run low or run out.
- ▶ **TECHNICAL:** We offer technical and product advice
  - ▶ Lubricants and Oil Distribution to Fuel Station Sites
  - ▶ New Retail Fuel Service Station Site Development
  - ▶ Maintenance of Pump and Dispenser Equipment
  - ▶ Maintenance of Forecourt and Buildings
  - ▶ Marketing of Petroleum Products

## OUR SUBSIDIARIES

Other services under Hertford Trading Enterprises' subsidiaries include the following:

- ▶ **Hertford Hotel & Resorts**
- ▶ **Hertford Mining**
- ▶ **Hertford Energy**
- ▶ **Hertford Property Development**
- ▶ **Hertford Retail Petroleum**





## CONTACTUS

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