





## **OUR APPROACH**

At Petrohyper, we exist to redefine service Our commitment to efficiency is boldly backed efficiency within the oil and gas industry. Petrohyper efficiency is about upholding operational efficiency and achieving zero harm, in order to give customers a unique and memorable experience in the forecourt and convenience stop.

by our investment in innovation, technology, standards, processes and people management systems, thus ensuring that the enterprise achieves the desired performance goals and long-term sustainability.



### **Mission**

Our mission is to become the leading provider of quality oil & gas products in the region.



#### **Vision**

To become the preferred brand of choice in Sub-Saharan Africa through deliberate, concerted and consistent service delivery excellence.

**Integrity & Transparency** 



#### **Values**

Our business is founded upon and underpinned by a set of core values which are upheld by all throughout our business structure. These values are testament to what is important to us as a business. Our values help shape the culture that we believe is important to ensuring our sustainability.

Ethical behaviour is at the core of everything we do to earn and maintain the trust of our customers, our partners and our investors. We aim to set an example for the professional execution of duties with strong moral values for which our staff are recognised and rewarded.

#### Service Excellence

We find it imperative to remain forward thinking and in constant review of leading best practice locally, regionally and globally. With the right people doing the right jobs, execution, performance and service delivery is enhanced. Our fundamental principles in how we conduct our business and serve our customers are based on are trust, honesty and respect. We aim to have Petrohyper as the standard for high performance culture in Botswana.



## **Responsible Corporate Citizenry**

Through deliberate, caring and diligent execution, we put our customers, our staff and our communities first. We care about the country, and the empowerment of its people. We are cognizant of the communities in which we operate and support these communities through job creation, skills development and various community outreach initiatives



## **OUR TALENT**

Petrohyper has identified a group of talented individuals who will be instrumental in the growth aspirations of the business. Petrohyper continues to provide support and training for its people, in order to enable them to continue to **think efficiency differently.** 

At Petrohyper, the core of our business is our dedicated team. We are passionate about job creation, capacitating our team members, improving their efficiency and creating more opportunities in the communities in which we operate.

## **OUR RESPONSE TO COVID-19**

At Petrohyper the health and safety of our customers, our staff and our communities is our paramount concern. We have changed the way we operate to ensure that we adhere to the highest standards in safety and health as we

navigate through these unprecedented times. All Petrohyper staff have been inducted on COVID-19 best practice protocols in order to keep themselves and our customers safe.



## **OUR BUSINESS MODEL**

Petrohyper is an oil and gas products business that looks to construct and operate fuel storage depots, petrol filling stations and convenience stores in Botswana and the region. Petrohyper will operate in the far end of the midstream (depot) and the downstream (filling stations) of the energy value chain. The ability to play in both the midstream and downstream ends of the value chain provides Petrohyper, with the valuable advantage of being able to leverage on bulk buying and being able to pass on the discount to commercial clients. is able to

provide real value benefits and loyalty rewards to retail consumers.

Petrohyper believes that by participating in the retail market through the construction of filling stations (Retail CAPEX), the growth potential of the company is unlimited and will challenge current competitors. From the retail sites, Petrohyper will sell fuels, lubricants and gas to its various customers. Distributions to both retail and commercial customers are made by road trucks.

#### **Petrohyper City**

Petrohyper City is our largest service station located in prime locations such as malls and traffic arteries primarily in urban and semi urban locations. These offer efficiency in terms of accessibility from main roads, ample parking and spacious convenience stores; some of which also have fast food outlets.

#### **Petrohyper Truck Stops**

Petrohyper truck stops are strategically located along major highway entrances and exits of major towns & cities. These commercial facilities provide refuelling, parking areas for rest, ready-made food and refreshing services for motorists and truck drivers.

#### **Petrohyper Pop Stations**

Our objective with Pop Stations is to provide conveniently located service stations in villages with high density settlements and residential areas. Depending on each Station's volume projections and surrounding infrastructure, some sites have convenience stops and fast food outlets while others do not

#### Depot / Storage

Petrohyper will construct and operate a depot or storage facility at its Dumela industrial site in Francistown. This will be a 90 million litres storage facility that will be able to service all Petrohyper service stations, wholesale and business to business clients. The design drawings and environmental assessment impact survey for this project have been completed.

#### **Convenience Stores**

Petrohyper has developed its own branded network of convenience shops alongside all filling station sites. The convenience stores are located in strategic locations that offer sufficient traffic flow. These stores offer a wide variety of grocery products, snacks and fast food items for customers on the move



# OUR PRODUCTS AND SERVICE

#### **FUELS**

Power*MAX* 95

D-MAX 50PPM

SuperMAX 93

Diesel MAX 500

#### **LUBRICANTS**

- Brake Fluid
- · Engine Cleaner & Degreaser
- Gear Oils
- Universal Oils
- Mining Lubricants
- Greases
- Transmission Fluids

#### **GAS**

Liquefied Petroleum Gas (LPG)

- Bulk
- Packed

#### **PACKED SERVICES**

- Training of Retailers and Forecourt Staff
- · Procurement of Oil Products
- · Retail & Depot Management
- Fuel Storage Construction and Management

## **HEALTH, SAFETY** & ENVIRONMENT



#### **PEOPLE**

We have a comprehensive SHE policy to cover the health, safety and wellbeing of our staff, customers and partners. This constantly evolves through our continuous commitment to collaboration, communication and training on aspects of safety and health.



#### **SAFETY ON THE ROAD**

Our business is the lifeblood of driving and as such we keep a constant eye on issues of safety on the road for our customers, our suppliers and our staff. Petrohyper utilises policies to manage and mitigate the risk of road transport for its stakeholders and implements safety education for its customers



#### **ENVIRONMENT**

Africa has a unique and varied palette of flora and fauna that we are all custodians of. We are committed to having the least possible impact on our environment in our operations throughout our business. Petrohyper will implement proactive strategies to reduce our strain on the areas in which we operate.



#### **SUSTAINABILITY**

We shall endeavour to conserve this natural resource as much as possible to ensure that we are a complementary piece of the natural puzzle of the land. Our very fuel is sourced from the ground, and we will work with our partners & suppliers to protect the land we operate in as best we can, so as to ensure the sustainable supply of this scarce resource.



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