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# Who We Are

TswanaFuel is a majority Botswana owned company.

The company was established in 2011 and is part of the LSB Group of Companies with origins dating back to 25 years.

We continuously invest in the required storage, transport infrastructure and experienced manpower to serve our customers.

Focus areas of the company are:

- **Retail Sites**
- **Truck Stop Facilities**
- **Bulk Fuel Supply**

We promote the support of Botswana owned businesses and are in partnership with various locally owned entities whom we use for our resupply.

We always look for new opportunities to partner with Botswana citizens in developing businesses in the fuel sector, thereby promoting local business and contributing to the greater Botswana economy.

**"We have never run dry in our history of trading fuel in Botswana."**

# Mission, Vision & Values

## Mission

To provide environmentally sustainable energy solutions.

## Vision

To be the preferred energy supplier in the region.

## Core Values

• **Sustainability:** As an organisation we understand and subscribe to the fact that change is inevitable, yet critical for long term sustainability.

• **Customer Centric:** We manage customer expectations and simplicity in all our actions and

processes to achieve ease of business.

• **Responsible Corporate Citizen:** We ensure our behaviour upholds and reflects the highest standards of citizenship in all our endeavours internal, external and environmental.

• **SHEQ:** We ensure all our operations are held to the highest standards pertaining to Safety, Health, Environment and Quality.

• **Team:** We will uphold the notion that all parties must benefit from our endeavours



# Our Network

TswanaFuel aims to be the **supplier of choice**

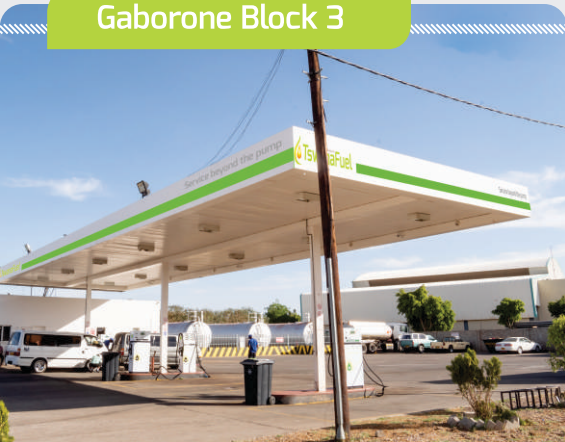
in the SADC region.

All our sites and support teams are strategically located close to the border posts. This allows our customers to make full use of the most cost effective fuel options in the SADC region. TswanaFuel proudly offers storage for 2 million liters of fuel across all sites

## Our Sites



Gaborone Block 3



Lobatse



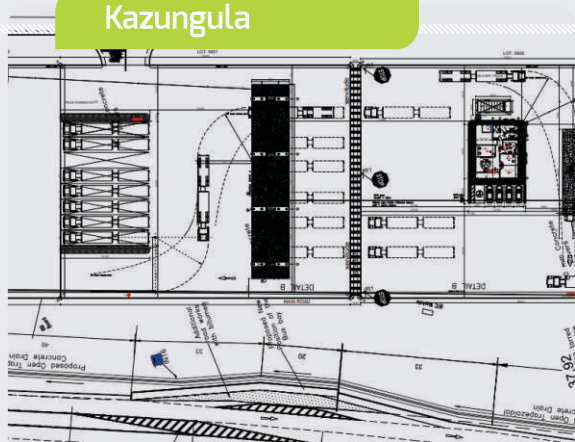
Mamuno



Sherwood

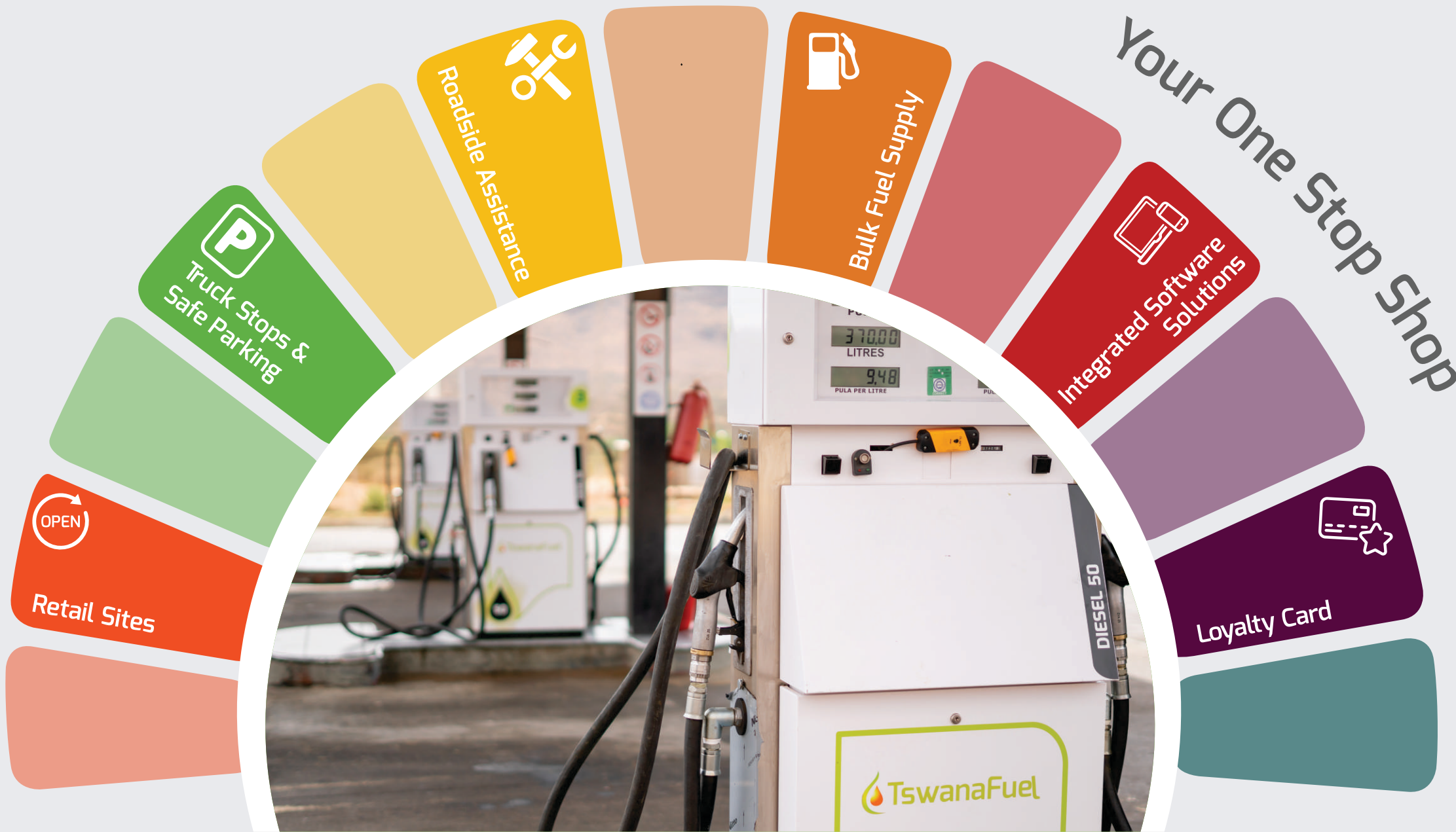


Kazungula



# Our Services

We aim to provide simple and effective solutions.



Your One Stop Shop

# Retail Sites

TswanaFuel also owns and operates several retail sites under the ENGEN brand across Botswana.

We currently have sites in Mmamashia, Nkoyaphiri and Molepolole. They are all independently managed from our other commercial operations.



# Truck Stop Facilities

We aim to provide the best in class truck stop facilities and support services.



# Roadside Assistance

You Call.  
We Assist.

We aim to be an extension of your fleet department and resolve issues quickly and efficiently on your behalf. We provide the best negotiated prices through our established network of service providers and do payments to the suppliers on your behalf.



# Bulk Fuel Supply

## Commercial Fuel Supply

We do direct bridging to customer sites with metered and calibrated trucks. We can also do smaller deliveries, 24/7 where warranted by the customer in the event of fuel shortages or emergencies.

## Tenders

We currently supply several large organisations with bulk fuel under various tenders including BDF, CTO and Botswana Railways.

## SHEQ Training

We will provide customers with free SHEQ training for their own fuel operations to warrant compliance with regulations and industry standards, and to ensure environmentally safe storage and dispensing operations.



## Fuel Management Training

We will be able to assist the customer in setting up their fuel management software at their sites. This includes implementation, training and management of the software, giving the client 100% control over their fuel consumption and stock. This is the same software that we use commercially to manage all our sites.

## Dispensing Solutions

We can supply fuel to customers in their own tanks, or supply tanks and pumps at our cost for larger organisations who wish to refuel at their places of business. Thereby delivering prompt and reliable service to our clients.

## Internet Of Things (IOT) Measuring Devices

This allows the customer to remotely monitor their fuel stock movements by receiving reports and/or daily SMS's when significant stock levels variations take place. As TswanaFuel we will also monitor all said devices from our Head Quarters, done by our logistics team, ensuring pro-active communication with customers on stock levels and resupply requirements.



# Our Integrated Software Solutions

In today's fast paced world, real time information is a critical success factor for any business. TswanaFuel understands this and has developed and launched software to enable our customer to have **100% visibility** of all TswanaFuel related transactions.



STEP 01

Client submits order via online customer interface.



STEP 02

TswanaFuel receives the order via the online customer interface.

STEP 03

Truck arrives at site.



STEP 04

Truck refuels as per the order.

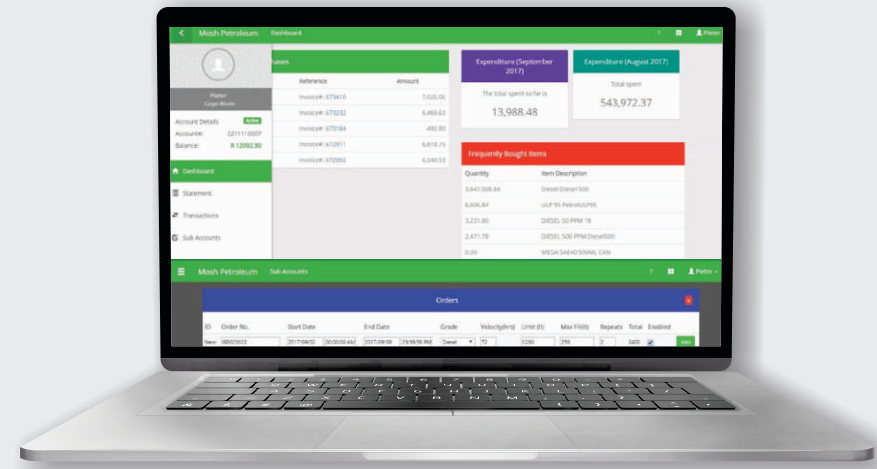
STEP 05

The sale is rendered.



STEP 06

The transaction is uploaded into the cloud and all information is immediately available to our client in real time.



# Loyalty Cards

We also offer the employees of all our commercial customers that do not have access to the customer's internal fuel stocks a loyalty program where staff are issued with loyalty cards.

With these cards they can fuel at our sites and accumulate loyalty bonuses that can be redeemed once in every 3 months in the form of fuel and or cash.



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