



# WHO WE ARE

Harvest is an oil and gas products and services trading operator within the downstream sector of the petroleum industry.

Since its founding, Harvest has built a diverse range of products stored and distributed through a far-reaching network powered by technology, state-of-the-art infrastructure and exceptional human resources.

Serving the sub-Saharan African market beginning with Zambia, we are meeting the demands of a diverse client base through our core business of importing, exporting, marketing and distribution of refined petroleum products such as gasoline, diesel, jet fuel, heating oil, asphalt, lubricants, natural gas and propane.

Our bold and ambitious vision to be sub-Saharan Africa's leading player in the full-range products and services core of the petroleum downstream sector has continued to drive our growth efforts. Our massive investment in storage, distribution and retail infrastructure, international strategic partnerships, and technology are evidence of our commitment to our vision.

Our second-to-none integrated infrastructure and assets aspirations have led to the conclusion of plans and commencement of implementation towards the construction of over 40 multi-product, multi-service retail stations in Zambia alone, construction of a one-stop-shop Energy Village housing some of the largest tank farms in the region (a first in many respects), acquisition of a fleet of over 200 trucks and sea vessels, and equipping of a high-level central control centre where the fleet of trucks and other Harvest assets are tracked and coordinated.



With our strategic investments, not only is our last mile retail business on sure footing, but our shipping, haulage/distribution and tank farm storage facilities as well.

We are committed to strengthening and expanding our strong partnerships, leveraging on valuable relationships to impact consumers, the economy and society at large.

As a company, we are closely guided, not just by our responsibility to our shareholders and customers, but to the environment and to society. Thus, our HSE commitment is deep, undergirding a sustainability strategy that is in tune with global best practices. Our commitment to contributing to the growth of society apart from our economic activities, is well captured in our 'Beyond Commerce' strategy which seeks to uplift society's underserved through impactful social initiatives. Harvest Foundation, our sister non-profit, is the central vehicle for operationalizing our 'Beyond Commerce' strategy.

At Harvest, we are more than a company; we are a partner for inclusive growth!





## OUR VISION

To be the most innovative distributor of quality refined petroleum products in Sub-Saharan Africa.



## OUR MISSION

To efficiently serve our customers, to provide returns to our stakeholders and to improve the lives of the people in the communities and countries in which we operate.



## OUR VALUES

Our shared values, **PIES**, sum up our approach to service delivery and project execution.



# PIES

## ■ People

People are at the centre of our operations. Our staff are our most valued asset. Our customers are central to why we are in business. The people in the communities where we operate are a collective prized asset that must not be harmed but positively impacted by our operations and social initiatives.

## ■ Integrity:

To us, everything rises and falls on integrity. Our operations must be based on a philosophy of honesty. Every encounter with any aspect of our business must leave the other party confident of receiving reliable and just return for their commitments. This philosophy also, crucially, extends to our responsibility to the state.

## ■ Inclusion:

We believe in diversity and equal opportunity. Everyone in society deserves an opportunity to showcase their God-given abilities. We are committed to gender equality, disability rights, and bridging opportunity gaps for all of society's disadvantaged. We are intentional about this, creating and implementing policies that advance this value.



## ■ **Exceptional Service**

For us, excellence is non-negotiable. All our customers must experience excellence at whatever level they relate with us. Excellence is built into the Harvest Energy DNA.

## ■ **Sustainability**

Our sustainability commitment is three-pronged, reflecting our major aspirations. They are: Economic Sustainability; Social Sustainability; Environmental Sustainability. For us, ensuring a balance between profit, people and environment is good business.



# OUR PRODUCTS

## **Premium Motor Spirits (PMS)**

With large reserves of, and regular supply of petrol and gasoline to our storage facilities, we serve a diverse customer base through our retail stations and haulage network.

## **Diesel (Automotive Gas Oil - AGO)**

Diesel (Automotive Gas Oil - AGO) is one of main products. Our diesel supply business cuts across our value chain. We store, transport, supply wholesale, retail, and distribute to a diverse customer base across borders.

## **Jet Fuel**

Our jet/aviation turbine fuel helps power the engines of aircraft. We supply Jet A and Jet A-1 fuels produced to international specification.

Natural Gas .A key product offering, our natural gas serves a wide range of needs for our micro and macro clients, from cooking and heating to powering gas stations that provide electricity.





## ■ **Low Pour Fuel Oil (LPFO)**

Low Pour Fuel Oil (LPFO), also known as black oil, is also part of our product stock. LPFO is an essential input in steam generation in many labour-intensive industries like textiles, construction, food and beverages.

## ■ **Lubricants**

We trade in a wide of range of top-quality lubricants that help to reduce wear on bearing or other metal surfaces owing to friction during their operation.

## ■ **Heating Oil**

Heating oil, a valuable distillate, is a part of our product line. It continues to serve our clients' boilers, furnaces and water heating needs. Asphalt. We supply top-quality asphalt, serving the infrastructure and other needs of our clients.



## OUR SERVICES

### 1 Importation/Exportation

We import and export a variety of petroleum products, helping to bridge supply gaps. We rely on a technology and strong partnerships-based supply chain that guarantees the safe arrival of products.

### 2 Haulage Activities

We are heavily invested in the distribution of petroleum products to local and international clients, using trucks and sea vessels. We have made significant investments in haulage assets, while also leveraging on partner's assets in countries where we are yet to have physical presence.

### 3 Bunkering

We offer excellent bunkering services to vessels offshore, enabling them operate their engines. Through our round-the-clock service delivery to our sea vessel clients, we are able to ensure supply chain progression, meeting market demand and limiting shocks.





## 4 Storage

We boast access to ultra-modern tank farms with storage capacity in excess of 65 million litres for petroleum products. Our latest addition—A collection of tank farms in the Harvest Energy Village—is a real gamechanger. We are strategically positioning Harvest Energy as sub-Saharan Africa’s petroleum products storage king.

## 5 Marketing

We market petroleum products to the sub-Saharan African market, connecting millions of customers spanning diverse communities through technology and efficient on-ground marketing engagement.

## 6 Consulting

Using our experience, skill set and operational assets, we help other companies and clients launch and sustain various segments of the upstream petroleum sector.

# OUR PROJECTS

## Harvest Retail Stations

In keeping with our goal of bringing our **JÁRÁ** retail stations as close as possible to the people in different communities, we continue to build and launch more retail outlets where our clients don't just buy petroleum products, but have the service options of a fitness centre, bubble wash and other attractions. Our retail stations are more than a filling station; they are a hub.

In Zambia alone, we are on course to meeting our target of commissioning a total of about 40 retail outlets by year end, 2022. Those already completed can be found in the following locations:

- **Twin Palms**
  - **Avondale**
    - **Leopards Hill**
    - **Ngwerere**
      - **Woodlands Extension**
      - **Tokyo Way**
        - **Airport Road**
        - **Great East Road**
        - **Makeni**
        - **Kasupe**
        - **13 Miles**



## **Energy Village**

Located at 21 Miles, Lusaka, the Harvest Energy Village is one of our most ambitious projects yet. When completed, it will be by far one of the most innovative energy value chain projects in sub-Saharan Africa.

Occupying a vast expanse of land, the Harvest Energy Village will essentially be a one-stop shop. It will boast a network of high storage capacity tank farms, a vast and organized parking lot for haulage trucks, state-of-the-art filling stations, a relaxation spot for drivers, supermarkets, bubble washes, fitness centres, restaurants, among other attractions.

The Harvest Energy Village will be a hub. A thriving, bustling melting pot that will transform its host community, providing jobs, development and vast opportunities across the energy, hospitality and recreational value chains.

## **Haulage Fleet**

Expanding our haulage fleet is a continuous project for us. To reach our diverse client base spread across sub-Saharan Africa, massive investment in haulage assets is key.

Our recent acquisition of over 200 trucks for the Zambian market is testament to our bold, strategic investment in haulage assets. Sea vessels and other haulage assets are lined up for acquisition based on a plan of continuous acquisition of haulage assets consistent with expansion plans.





## **Sustainability**

Sustainability is at the heart of the Harvest philosophy. Our sustainability commitment is captured in the Harvest Sustainability Pledge, and affects all our businesses. It is broken down into three categories as follows:

### **Economic Sustainability**

We believe we owe our stakeholders, clients and the economy a healthy, thriving, growing, and longstanding viable business. In order to continue to provide employment opportunities, facilitate supply-demand exchange, trigger economic growth through sustained consumer spending, pay taxes, contribute to the growth of our industry and economically advance the ecosystem in which we operate, we need to take steps that would preserve our status as a thriving business. This is crucial for us.

### **Social Sustainability**

The people and the communities in which we operate matter to us. We believe that a strategy of social intervention is good business.

A happy, socio-economically empowered people create a healthy business climate.

Our social sustainability strategy is based on our 'Beyond Commerce' plan. This plan prioritizes social transformation as a conscious, intentional intervention effort, not merely as a remote outcome of corporate economic activities.

We believe investing in the people and in the communities where we operate is good business. This is more so because we are a company committed to lasting social impact through targeted policies that bridge opportunity gaps, promote inclusion, and advance social justice.

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