



EST

**PROJECT
DEVELOPMENT
FACILITATION**

RSA DIVISION

PROFILE



EST PROJECT DEVELOPMENT & FACILITATORS

1. COMPANY OVERVIEW AND BUSINESS DESCRIPTION

EST Project Development & Facilitation is a specialised facilitating entity – established to facilitate high end value projects in the group with a specific focus on tourism and logistical hubs in the transport industry as well as providing real solutions in the fields of Innovation, IT and Technology, as well as small scale Agri-solutions.

1.1 HISTORY:

EST Project Development & Facilitators has distinguished itself as a dynamic and visionary entity that has introduced a new dimension to the transport and motorist industry as well as rural development. Given its entrepreneurial nature and ability to identify specific industry needs EST PDF is superbly positioned to deliver high value projects and growth opportunities from basis value.

1.2 FIELDS OF EXPERTISE:

- ▼ **Land Facilitation:** Identifying and acquisition of land, on a fit for purpose base.
- ▼ **Project Facilitation & Coordination:** Working closely with specialised disciplines in the industry.
- ▼ **Development Facilitation:** Program for roll out and integration of implementation plan. Developmental models in the transport, agri-processing, tourism and retail industry.

2. VISION

To establish EST Project Development & Facilitators as the distinguished service provider of choice in the field of development facilitation with specific focus on logistic hubs and solutions in the transport, tourism and agri- industry, cross-border within the SADC region.

3. MISSION

- ▼ Establishing world-class and ‘fit-for-purpose’ destinations in the transport, tourism, and retail industry.
- ▼ Providing solutions in the agri- as well as socio economic sector, creating economies within economies, and routes to market, currently not available or non-existing.
- ▼ Provide an innovative and professional one-stop facility in the fields of:
 - Development Facilitation in association with specialised groups in the industry;
 - Developmental models in the transport industry with high regard to growth opportunities in the communities within which we operate as well as legal framework – fit for purpose on a country for country basis;
 - Project development and facilitation: Establishing professional and profitable business enterprises, through a cost-effective staged-gate project development process, addressing both project management and business development needs, whilst ensuring compliance to sound project governance and financial management principles;
 - Creating value for stakeholders.



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4. OUR VALUES

- Integrity
- Excellence in all we do
- Respect for our clients and service providers
- Respect for the environment
- Uniquely structured grid
- Grit

5. OUR TEAM

A highly effective group of individuals - optimising specialised knowledge of professional disciplines with vast experience in their respective fields.

5.1 EXECUTIVE LISTING

- ▼ **Bertus Kotze:** CEO - Extensive experience in land facilitation, development facilitation and value-added processes pertaining to property and recreational sector development, product development and project facilitation. His passion for business development and nature, combined with his ability to see the 'big picture' makes him key to the Group.
- ▼ **Henry Kershaw:** Henry's exposure to senior management in large corporations with a key focus area of ensuring good corporate governance and excellent management information and interpretation with effective budget control ensures a balanced approach to creating wealth.
- ▼ **Specialist:** Advance scrutiny of strategic opportunities and meaningful execution and impact within well-defined risk mitigation.
- ▼ **Panel of Legal Experts:** Understanding the legal framework – also ensuring a fair deal on a fair value basis for all parties concerned. Covering a wide spectrum of specialised fields, including contracts, trademark registration through to commercialization of intellectual property - working in synergy with the EST team, structuring businesses to perfection.



6. ASSOCIATIONS

Formal association with various professional disciplines - ensuring high quality service, efficiency and sustainability.

- ▼ HBK pristine destinations: Specialising in niche markets in the field of developmental models for 2024 and beyond in the tourism, wellness and recreational industry.
- ▼ Strategic partnerships: Formal associations and key enablers to make a positive difference on the African continent.
- ▼ Ixia Consulting: Soil & environmental specialist.
- ▼ ITS: Integrated Transport Solutions

8 KEY SUCCESS FACTORS

- Focused approach
- Experienced driven
- Industry specific
- "Horses for courses"
- Experiential risk mitigation
- Enabling environment
- Grid-based matrix: values
- Organic growth approach

10. ENVIRONMENTAL RESPONSIBILITY

Environmental responsibility is a key success factor to the EST Group, given its focus on rural development and its passion for nature. Accordingly, great emphasis is placed on protection of bio-diversity and the environment. All developments are strictly subjected to environmental impact studies, focusing on minimising the impact on the natural surroundings and applying themes that complement the environment.

7. BUSINESS ETHICS

Integrity is one of our core values. We aspire towards responsible corporate citizenship with due regard to the interests of our stakeholders, the environment and our social responsibilities.

We subscribe to the following fundamental ethical principles:

- Responsibility
- Honesty
- Fairness
- Respect

9. SOCIAL RESPONSIBILITY

All developments undertaken by us are implemented with thorough consideration of ways to enhance local economic development. The EST team has engaged in various projects with a specific focus on rural development in order to enhance and stimulate growth in this sector. EST is therefore perfectly positioned to make a significant impact and act as active stimulant with reference to LED.

EST, in association with selected specialists, also share a collective passion and interest in the agricultural sector with the main focus on renewed models for production and value adding processes.



11. CONCLUSION

EST Project Development & Facilitators' success lies in its human capital, its capacity to innovate as well as its ability to form strategic associations with key enablers in the industry.

We believe that our vision, modus operandi and key role players distinguish EST as the service provider of choice in the industry. We are confident about our capability to deliver high value solutions to our clients and business associates.

EST Project Development & Facilitators is perfectly positioned for 2024 and beyond – taking logistics in the transport, agricultural and tourism industry on integrated approach into the future! Our association with HBK Pristine Destinations will add a new dimension to rural development and the recreational sector.



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