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## **A successful year for HRG in Africa**

### **International corporate travel services company Hogg Robinson Group (HRG) reflects on its successful business wins and retentions in Africa**

In another exceptional year, HRG has retained its contract with Shell Pan Africa for a further three years. The contract extension covers 13 countries across the region and was awarded partly in recognition of the cost savings that HRG has achieved for Shell Pan Africa over the last two years. The contract covers Botswana, Burkina Faso, Côte d'Ivoire, Ghana, Kenya, Mauritius, Morocco, Namibia, Senegal, South Africa, Togo, Tunisia and Uganda; HRG also has an additional contract with Shell in Nigeria.

By demonstrating its ability to deliver real savings at a time when travel budgets have come under scrutiny, HRG has retained a number of other important and respected clients including Cameroun Audit Conseil and PwC.

In addition to these client retentions, recent wins in the region have included Bechtel, BNP Paribas, British American Tobacco (BAT), Coca Cola, Deloitte & Touche, Nokia, Schlumberger and Sanofi Aventis signifying HRG's commitment to delivering value to and saving costs for its clients.

Kathy Harris, Managing Director at HRG Rennies Travel in South Africa and HRG's Strategic Partner for the region, says: "The retention of Shell in Africa for another three years is a great feat for HRG and we are extremely proud to be continuing to service such a prestigious company. But we are also delighted to have achieved so many other retentions and new business wins in the region. It is testament to our ability to provide reliable, tailored, high-quality and safe travel solutions through a combination of highly valued local knowledge and proven global expertise.

HRG's presence in Africa is well established and now covers 28 countries across the continent. Its unique business travel offering caters for the growing use of technology and online booking tools in the region, and the increased demand for data, including pre-and post trip travel reports.

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**Notes to Editors:**

**Hogg Robinson Group plc (HRG)**, the award-winning international corporate travel services company was established in 1845 and operates from headquarters in Basingstoke, Hampshire, UK. The HRG network extends to nearly 120 countries which includes 28 countries in Africa: Algeria, Angola, Benin, Botswana, Burkina Faso, Cameroon, Congo, Cote D'Ivoire, Egypt, Ethiopia, Ghana, Guinea, Kenya, Malawi, Mali, Mauritius, Morocco, Mozambique, Namibia, Nigeria, Republic of South Africa, Senegal, Tanzania, Togo, Tunisia, Uganda, Zambia, and Zimbabwe.

HRG's philosophy is to focus on its clients, underpinned by three differentiators – its people, its technology and its breadth of service. The company has experienced management and skilled operators together with a strong reputation for technology which it develops and owns in-house. In addition HRG is the only major travel management company to offer a real breadth and depth of services, all of which combine to serve every client around the globe delivering value, cost savings, efficiency and innovation, without compromise.

HRG's portfolio of clients spans a broad range of industry sectors including but not limited to Automotive, Banking and Finance, Food Manufacturing, Media and Entertainment, Pharmaceutical, Retail and Telecommunications.