



## VISION

To be a recognised global market leader in the provision of integrated solutions in distribution, rental, fleet management, product support and logistics to customers in our chosen business segments.

## Barloworld businesses

### Barloworld Equipment

#### Barloworld Equipment

Barloworld Equipment and Caterpillar have shared a partnership for 82 years and Barloworld is one of Caterpillar's leading dealerships in Europe, Africa and Middle East region and in Russia. In addition to Caterpillar earthmoving equipment and engines, Barloworld Equipment represents complementary brands that facilitate its total solutions philosophy: MAK and Perkins engines, Atlas Copco rotary blasthole drills and Metso mobile crushing and screening equipment for mining and



construction. The company provides customers with integrated solutions comprising new, used and rental options together with comprehensive equipment management plans supported by the best technical training capability in the industry. Its dealership territories include 11 countries in southern Africa (South Africa, Namibia, Botswana, Angola, Zambia, Zimbabwe, Malawi, Mozambique, the DRC's Katanga province, Lesotho and Swaziland), Spain, Portugal, Andorra, Cape Verde, São Tomé and Príncipe and Siberia (Russia).

### Barloworld Automotive

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Barloworld Automotive provides a range of integrated motor vehicle usage solutions through the successful operation of complementary business units. Car rental operates Avis short-term car rental throughout southern Africa.

Motor retail operates leading motor vehicle franchise dealerships in South Africa representing passenger, light, medium and heavy commercial brands. Also included are coachwork repair centres, motor vehicle finance, insurance and related products and services. In Botswana and Australia passenger and light commercial brands are represented and motor vehicle finance, insurance and related products and services are provided. Botswana and South Africa operations also represent tractor



brands. Fleet services provides long-term rental and value-added services to operators of passenger and commercial vehicles in South Africa, Botswana, Mozambique, Namibia, Lesotho and Swaziland under the Avis brand. Barloworld Automotive holds a 50% share in the sole importer and distributor of Subaru vehicles in southern Africa.

### Barloworld Handling

#### Barloworld Handling

Barloworld Handling is the world's largest independent Hyster lift truck dealer offering our customers a full range of lift trucks and warehouse/handling equipment solutions in the south-eastern United States of America, United Kingdom, including Northern Ireland, the Netherlands,



Belgium and South Africa. We have represented the market-leading Hyster brand for over 80 years and have leveraged the strength of the brand by leading the market in the introduction of innovative solutions for our customers' materials handling needs.

### Barloworld Logistics

#### Barloworld Logistics

Formed by the combination of logistics operations in PPC and Barloworld Automotive during 2002, Barloworld Logistics has grown into one of the leading logistics and supply chain management businesses in southern Africa with complementary operations in China, the United Arab Emirates, Iberia, Germany and the United Kingdom. The combined effects of globalisation and technology have made the logistics industry very exciting and dynamic. Technology has enabled the integration of previously independent logistics functions leading to increased productivity and

the concept of managing a chain of interrelated logistics activities, such as supply chain management. Whilst Barloworld Logistics offers traditional logistics services such as transportation, warehousing and freight forwarding, we create unique value for our clients through a more holistic approach to supply chain management and skilful integration of the various logistics components in a typical supply chain. The ultimate benefit for our clients is that we create competitive advantage for them, by improving the service to their customers at lower cost.