

Barloworld businesses

Core businesses

Barloworld Equipment



Equipment

Barloworld Equipment celebrated 80 years in partnership with Caterpillar in 2007. We supply Caterpillar equipment and support to customers in 11 countries in southern Africa (South Africa, Namibia, Botswana, Angola, Zambia, Zimbabwe, Malawi, Mozambique, the DRC, Lesotho and Swaziland), São Tomé and Príncipe, Cape Verde and in Siberia, Spain and Portugal and Andorra. Complementary brands also represented by the equipment division include MAK and Perkins engines (both Caterpillar subsidiaries), Atlas Copco rotary blasthole drills and Metso mobile crushing and screening equipment. Barloworld Equipment provides customers in mining, construction, marine, electrical power generation and other industries with integrated solutions that include new, used and rental equipment options, linked to equipment management plans designed to improve productivity and reduce operating costs. Facilities throughout the division's territories offer world-class customer support, while comprehensive in-house employee training ensures professional delivery of appropriate customer solutions.

Barloworld Automotive



Automotive

Barloworld Automotive provides a range of integrated motor vehicle usage solutions through the successful operation of complementary business units. 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. We are the sole importer and distributor of Subaru vehicles in southern Africa.

Car rental operates Avis short-term car rental throughout southern Africa.

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 Handling



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 in the south-east United States of America, United Kingdom, including Northern Ireland, the Netherlands, Belgium and South Africa. We have represented the market-leading Hyster brand for 79 years and have leveraged the strength of the brand by leading the market in the introduction of innovative solutions for our manufacturing and distribution industry customers' materials handling needs.

Barloworld Logistics

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, the United Kingdom and the United States of America. The division has a staff complement of 2 500 deployed in more than 20 countries and approximately R8 billion annual logistics activity under management. 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.

Equipment

| R million | Revenue | | Operating profit | | Net operating assets | |
|--------------------------------|--------------------|--------|--------------------|-------|----------------------|-------|
| | Year ended 30 Sept | | Year ended 30 Sept | | 30 Sept | |
| | 2008 | 2007 | 2008 | 2007 | 2008 | 2007 |
| – Southern Africa [^] | 11 930 | 8 568 | 1 523 | 918 | 4 178 | 2 270 |
| – Europe | 8 459 | 7 422 | 534 | 612 | 4 972 | 3 738 |
| | 20 389 | 15 990 | 2 057 | 1 530 | 9 150 | 6 008 |
| Share of associate income | | | 62 | 36 | | |

[^] The southern African materials handling operation has been included under the Handling segment as from the current year. Comparatives have been reclassified accordingly.

Automotive

| R million | Revenue | | Operating profit | | Net operating assets | |
|-----------------------------------|--------------------|--------|--------------------|------|----------------------|-------|
| | Year ended 30 Sept | | Year ended 30 Sept | | 30 Sept | |
| | 2008 | 2007 | 2008 | 2007 | 2008 | 2007 |
| Car rental Southern Africa | 1 586 | 1 209 | 250 | 325 | 2 849 | 2 820 |
| – Southern Africa | 11 622 | 9 948 | 143 | 184 | 1 850 | 1 363 |
| – Australia | 2 849 | 2 448 | 62 | 48 | 983 | 743 |
| Trading | 14 471 | 12 396 | 205 | 232 | 2 833 | 2 106 |
| Leasing Southern Africa* | 948 | 701 | 85 | 76 | 366 | 346 |
| | 17 005 | 14 306 | 540 | 633 | 6 048 | 5 272 |
| Share of associate income | | | 6 | 17 | | |

* Net operating assets after deducting interest-bearing borrowings.

Handling

| R million | Revenue | | Operating profit | | Net operating assets | |
|--------------------------------|--------------------|-------|--------------------|------|----------------------|-------|
| | Year ended 30 Sept | | Year ended 30 Sept | | 30 Sept | |
| | 2008 | 2007 | 2008 | 2007 | 2008 | 2007 |
| – Southern Africa [^] | 1 027 | 765 | 124 | 54 | 259 | 470 |
| – Europe | 3 193 | 2 690 | 8 | 55 | 636 | 687 |
| – North America | 1 849 | 4 330 | 40 | 72 | 638 | 579 |
| Trading | 6 069 | 7 785 | 172 | 181 | 1 533 | 1 736 |
| Leasing* | 76 | 164 | | 6 | 76 | 107 |
| | 6 145 | 7 949 | 172 | 187 | 1 609 | 1 843 |
| Share of associate income | | | 3 | | | |

[^] The southern African materials handling operation has been included under the Handling segment as from the current year. Comparatives have been reclassified accordingly.

* Net operating assets after deducting interest-bearing borrowings.

Logistics

| R million | Revenue* | | Operating profit | | Net operating assets | |
|------------------------------|--------------------|-------|--------------------|------|----------------------|------|
| | Year ended 30 Sept | | Year ended 30 Sept | | 30 Sept | |
| | 2008 | 2007 | 2008 | 2007 | 2008 | 2007 |
| Southern Africa | 1 970 | 1 088 | 105 | 76 | 430 | 400 |
| Europe, Middle East and Asia | 1 238 | 371 | 30 | 19 | 855 | 67 |
| | 3 208 | 1 459 | 135 | 95 | 1 285 | 467 |

* Excludes inter-group revenue of R400 million (2007: R747 million).