

Investment proposition

An attractive investment case

Clear 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 chosen business segments

Strategic focus

- Four core divisions: Equipment, Automotive, Handling and Logistics

Representation of leading international brands

- Caterpillar, Hyster, Avis and leading automotive brands with strong market positions in southern Africa and internationally

Positively geared to fixed investment programmes

- Exposure to high infrastructure and mining expenditure in South Africa, Angola, Democratic Republic of Congo and Siberia

Business and geographic diversity

- Operations across four business segments in 42 countries increases resilience due to counter-cyclical factors

Strong balance sheet and cash generation

- 57% of debt in the long term and strong operational cash flows

Experienced management team

- Proven competencies at all levels driven by delivery of integrated customer solutions

Robust and adaptable Barloworld people

- Operating in some of the harshest climates and toughest regions in the world, our people are both adaptable to change and robust to take on the toughest challenges

Responsible social and community investment

- Broad-based community and related business investment which builds necessary skills, protects the environment and adds value to our businesses and the wider economy