

## 0.1

**Introduction**

Please give a general description and introduction to your organization.

BARLOWORLD distributes leading brands providing integrated rental, fleet management, product support & logistics solutions. Core group divisions comprise Equipment (earthmoving & power systems), Automotive and Logistics (car rental, motor retail, fleet services, used vehicles and disposal solutions, logistics management and supply chain optimisation), Handling (forklift truck distribution, agriculture equipment and SEM). The group offers flexible, value adding, integrated business solutions to its customers, backed by leading global brands, some of which include Caterpillar, Hyster, Avis, Audi, BMW, Ford, General Motors, Mercedes-Benz, Toyota, Volkswagen & others. BARLOWORLD was founded in 1902, is listed on Johannesburg, London & Namibian Stock Exchanges & has operations in 26 countries globally, with 61% of its 18 671 employees in South Africa. Long term value creation for all of its stakeholders requires BARLOWORLD to operate, manage & report its activities in a harmonious manner, without prejudicing the future of any of its stakeholders. BARLOWORLD is committed to operational integrity & effectiveness of managing & reporting energy consumption, emissions, water usage (source & recycling), materials consumed, use of recycled input materials, waste & destination or disposal methods & full compliance with regulations. Non-financial reporting, which includes GRI reporting, is aligned with financial reporting. The annual report integrates non-financial (social & environmental) & financial performance. The financial & certain non-financial indicators are verified by the same entity to ensure full integration. BARLOWORLD's commitment to creating long term value for all its stakeholders includes, inter alia: o Providing customers with integrated & environmentally sound solutions they require to meet their sustainable development objectives o Acting in the best interests of principals & representing them in a manner that reflects their sustainable development objectives o Ensuring inspiring climate for employees to work in & within which all have equal opportunity to fulfil their aspirations & be proud ambassadors of the group o Delivering sustainable returns to its shareholders that are not achieved at the expense of future generations; and o Being regarded as a responsible corporate citizen by all its stakeholders, including communities in which it operates. This is underscored by integrated management approach which requires accountability & responsibility for economic, social & environmental aspects of business activity, entrenched risk management approach, stakeholder engagement & strategic planning framework that structures activity & management focus on the group's 6 strategic focus areas of: Integrated customer solutions, People, Empowerment & transformation, Sustainable development, Financial returns & Profitable growth. Sustainable development strategic focus area positions climate change response as central to success of group's long term value creation objectives. Although none of group's direct operations are particularly water-use intensive, BAW is nonetheless committed to more efficient water consumption through reduced use, increased recycling and water harvesting initiatives. The majority of water withdrawals in the group is sourced from municipal and local government water supply systems, and legally discharged back into such systems after required filtration and separation processes. Washing of plant, equipment and vehicles constitutes the company's major use of water. Rainwater harvested and recycled on certain sites, although measured, is not consolidated into water use figures reported and independently audited. BAW used 767 ML of water in 2011 (731 ML in 2010 and 843 ML in 2009) and recycled 10.6% (9.4% in 2010 and 12.5% in 2009). As part of its general risk assessment, the group is mindful of the negative implications of water constraints on its supply chain. These, together with related opportunities, are

incorporated into the group's strategic planning process. In the 2011 financial year, BAW's geographic regions of activity were South Africa, Rest of Africa, Europe and United Kingdom, Russia, Australia, North America, Middle East and Asia, and reported water use reflects this activity.

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0.2

**Reporting Year**

Please state the start and end date of the year for which you are reporting data.

**Enter the period that will be disclosed.**

Fri 01 Oct 2010 - Fri 30 Sep 2011

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0.3

**Reporting Boundary**

Please indicate the category that describes the reporting boundary for companies, entities, or groups for which water-related impacts are reported.

Companies, entities or groups over which financial control is exercised

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0.4

**Exclusions**

Are there any geographies, facilities or types of water inputs/outputs within this boundary which are not included in your disclosure?

No

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0.4a

## List of Exclusions

Please describe any exclusion(s) in the following table.

Exclusion	Please explain why you have made the exclusion
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## Module: 2012-Water-Management

### Page: 2012-Water-1-ManagementGovernance

#### 1.1

**Does your company have a water policy, strategy or management plan?**

Yes

#### 1.1a

**Please describe your policy, strategy or plan, including the highest level of responsibility for it within your company and its geographical reach.**

Country or geographical reach	Description of policy, strategy or plan	Position of responsible person
Global	BAW has a 'Water Usage and Management Policy for Business Operations' policy in place for all its operations. It strives to re-enforce the group's commitment to responsible water usage stewardship. The policy re-affirms BAW's commitment to measuring, monitoring, managing and reporting its water usage as an aspect of standard business practice and, when and if necessary, to proactively implementing initiatives that conserve water or mitigate the effects of its usage as a consequence of the business operations. The policy upholds BAW's commitment to identifying and managing water-related risks and pursuing opportunities presented by managing water effectively. In addition to the above policy, Barloworld has also compiled a	Sub-set of the board

Country or geographical reach	Description of policy, strategy or plan	Position of responsible person
	reporting protocol, namely "Application of the Protocol for Accounting and Reporting of Water Use and Management as a consequence of Business Operations". This reporting protocol is aligned to the guidance provided by the Global Reporting Initiatives (G3) framework, and offers guidance to operations around reporting of water usage. As a result of the diversified nature of the group, water is managed on a decentralised basis. There is an overarching policy and framework, however, the various group operations are responsible for addressing the issue as appropriate in the context of their geography and the nature of the business. Although there is no group target for reducing water, some operations have their own targets. For example, Barloworld Equipment South Africa has a target of 30% improvement in water-use efficiency by 2014 (2009 baseline). This is in keeping with the localised nature of water and the diversified nature of the business. All water usage figures and information regarding water management is reported to the risk and sustainability committee which is a sub-committee of the board.	

1.1b

**Does the water policy, strategy or plan specify water-related targets or goals?**

Yes

1.1c

**Please describe these water-related targets or goals and the progress your company has made against them.**

Country or geographical reach	Category of target or goal type	Description of target or goal	Progress against target or goal
Other: South Africa	Direct operations	The overarching water policy currently does not specify any water related efficiency targets for the Group, however, divisions can at their liberty implement targets, where appropriate. Barloworld Equipment South Africa has implemented an aspirational efficiency	As at September 2011, an efficiency improvement of 18% had been achieved against the 2009 baseline, measured by R'm intensity. As at March 2012 an efficiency improvement of 31% has been achieved off the same

Country or geographical reach	Category of target or goal type	Description of target or goal	Progress against target or goal
		target of 30% by 2014 off a 2009 baseline.	baseline, measured by R'm intensity

### 1.1d

You may explain here why your company does not have a water policy, strategy or plan and if you intend to put one in place.

### 1.2

Do you wish to report any actions outside your water policy, strategy or management plan that your company has taken to manage water resources or engage stakeholders in water-related issues?

Country or geographical reach	Category of action	Description of action and outcome
Global	Direct operations	Action: A commitment to being a responsible corporate citizen, an overarching framework of the group's code of ethics which includes 'Protect the environment' and an early adoption of a management approach addressing responsible environmental management, including energy and water resources, has focused the group on embedding these issues into systems and processes to measure, manage, monitor and report energy and water consumption and emissions. Increased vocalism through internal publications, heightening internal awareness around sustainability issues and Barloworld's commitment in addressing these. Outcomes: The group is sensitised to the need to conserve water. Established water management procedures and data set to report on water use and recycling. Established water management procedures and data set to report on water use and recycling. An increase in the percentage of water recycled was achieved in 2011 to 10.6% (2010: 9.4%) of water withdrawn. Water-use through withdrawals increased by a modest 5% against an increase of revenue of 22% from 2010.
Global	Direct operations	Action: Shortages (and consequential prices increases) of water are a risk for the group, as an important aspect of its business model in all operations is the washing and cleaning of equipment, plant and motor vehicles. A number of water recycling and

Country or geographical reach	Category of action	Description of action and outcome
		rainwater harvesting initiatives are in place across the group. Outcome: Of the 767 ML of water used in 2011, some 10.6% was recycled across the group. Automotive division recycled 16.9% of it's water consumption from withdrawals, and Equipment Iberia 15.6%. Avis Rent a Car operations save some 75-million litres of water a year through recycling. The group is sensitised to the need to conserve water. Established water management procedures and data set to report on water use and recycling.
Global	Collective action	Action: Best practice and learning shared with other companies through organisations such as the NBI and across BARLOWORLD operations, including Investor and Water CDP requests for information and responses. Further, BARLOWORLD also confirms its commitment to responsible water usage as reflected in its 'Management approach disclosures' as part of its GRI submission. Refer website: <a href="http://www.barloworld-reports.co.za/annual_reports/ar_2011/env_management.php">http://www.barloworld-reports.co.za/annual_reports/ar_2011/env_management.php</a> Outcome: The group is sensitised to the need to conserve water. Established water management procedures and data set to report on water use and recycling.
South Africa	Public policy	Action: Where possible and when appropriate, BARLOWORLD engages with government structures directly and through organised business structures such as BUSA, Business Leadership SA and the NBI and industry associations on public policy, including policy on water. Our GRI response is also completed and publicly available through our integrated annual report in hardcopy or via our website: <a href="http://www.barloworld-reports.co.za/annual_reports/ar_2011/env_management.php">http://www.barloworld-reports.co.za/annual_reports/ar_2011/env_management.php</a> . A documentary was also made in 2012 by Global Sustainability TV, which featured global companies at the forefront of integrating sustainability into their business strategy and activities. Barloworld was privileged to participate in this documentary, the footage of which can be viewed on YouTube ( <a href="http://youtu.be/6EiBHfUIOIo">http://youtu.be/6EiBHfUIOIo</a> ) Outcomes: BARLOWORLD advocates responsible, sustainable policy approaches to addressing water conservation and security of supply, including appropriate water infrastructure and price signals.
South Africa	Collective action	Action: Climate change is viewed as an additional stressor on many already stressed water systems. BARLOWORLD participates in climate change roundtables to discuss adaptation and mitigation scenarios and strategies, renewable energy and water conservation, such as those facilitated by WWF SA, of which Barloworld is a long-term development partner. Outcome: Fresh water scarcity has profound environmental and social implications. The group is sensitised to the need to both conserve water and the need for fair and equitable access to water. These engagements, and the group's heightened awareness, have led to an approach resulting in 10.6% (2010: 9.4%) of water being recycled in the group and water use increased by a modest 5% against an increase of revenue of 22% from 2010.
Global	Transparency	Action: The Global Reporting Initiative informs BARLOWORLD reporting, of which the environmental dimensions of sustainability covers the group's impacts on ecosystems, land, air, and water. The GRI environmental Indicators against which BARLOWORLD provides a comprehensive response covering, materials, energy and water inputs and emissions, effluents and waste outputs, performance related to biodiversity and environmental compliance, as well as the impacts of the group's products and services. Independent, external auditors verify energy and water consumption as well as emissions data. BARLOWORLD also engages with analytical and performance review initiatives and organisations, completing requests for information from JSE SRI, CDP Investor and CDP Water and UN Global Compact, as well as engaging with certain other international organisations, agencies and thought leaders from time to time. Outcome: The group is sensitised to the need to conserve water. Established water management procedures and data set to report on water use and recycling. These

Country or geographical reach	Category of action	Description of action and outcome
		arrangements and the group's heightened awareness have led to an approach resulting in 10.6% (2010: 9.4%) of water being recycled in the group and water use increased by a modest 5% against an increase of revenue of 22% from 2010.
Global	Direct operations	Action: Materials, water, energy and waste management programmes are undertaken at site and division level, many of which involve employees, such as BARLOWORLD Equipment's "War on Waste", Handling as well as Automotive and Logistics operations' involvement in various environmental efficiency initiatives, and Avis' "Earth Champions" campaigns. Water use and recycling of water is positively affected and efforts are ongoing. Outcome: These arrangements and the group's heightened awareness have led to an approach resulting in 10.6% (2010: 9.4%) of water being recycled in the group and water use increased by a modest 5% against an increase of revenue of 22% from 2010.
Global	Direct operations	Action: Barloworld Equipment southern African has installed appropriate technology in a number of operations to reach its target of a 30% improvement in water use efficiency by 2014 (2009 baseline). The division also fitted a water recycling plant at its new site in Maputo, Mozambique. Water metering was installed at Equipment Isando which, revealed two leaks which once repaired, reduced consumption and consequentially costs to an acceptable level. By being proactive in monitoring water consumption, Isando has reduced water consumption and related costs significantly. Equipment in Spain has recycling facilities at seven operations, with another two under construction. Automotive's three new motor vehicle dealerships all have water recycling and rainwater harvesting plants (Costing just under R900,000 for two of the dealerships) and three other dealerships have permanent waterless car-wash facilities, saving around 130 litres (86%) of water per car wash. In Automotive, Avis Rent a Car recycles up to 88% of water used which is cleaned to 90% clarity and has significantly reduced the need for municipal water from over 220 litres to around 20 litres per car washed. The Avis water management process now saves some 75 million litres of water per annum. In Automotive and Logistics, all new buildings were completed in accordance with the division's green building guidelines that ensure appropriate sustainable products are used during construction and lower energy and water consumption over the building's operating life. Across facilities we monitor energy and water consumption, and are implementing initiatives to reduce our impact on the environment. The roll-out of waterless carwash facilities will continue to reduce the business unit's water consumption. Within Automotive's flagship motor dealership facility in Bayside-Melbourne, rainwater harvesting system has a storage capacity of some 380 000 litres. In the Handling division, new water and electricity meters have been installed for each business unit to improve accountability and provide an accurate measurement base, with the focus on achieving group targets by 2015. Outcome: Reduction in water consumption from the municipal system.
South Africa	Community engagement	Action: The Knysna Basin Project - a CSI project implemented to leave a positive legacy footprint for Barloworld. In 2005 the Barloworld Trust was tasked with investigating the establishment of a positive legacy footprint in Knysna, where Barlow Rand had owned Thesens & Co in the 1980's and early 1990's. When Barlow Rand unbundled, the group closed down Thesens & Co in Knysna. After community consultation, which indicated the need for research and training capacity in the locality, as well as basic information needed to address water quality and resource management problems, the Barloworld Trust decided to help re-establish the Knysna Basin Project (KBP) with Rhodes University by re-equipping a field laboratory. The KBP monitors the quality of water, and studies marine life and environmental conditions in the estuary, working with universities to provide practical training for biologists and other scientists. It also collaborates with local government and environmental organisations to implement a management plan for the estuary and its catchment areas – which includes identifying pollutants

Country or geographical reach	Category of action	Description of action and outcome
		and the offenders. Outcome: The KBP continues to monitor the quality of water, and study marine life and environmental conditions in the Knysna estuary, working with universities to provide practical training for biologists and related sciences. It also collaborates with local government and environmental organisations on the management plan for the estuary and its catchment areas – and assists in identifying pollutants and offenders.
South Africa	Direct operations	Action: In Rent a Car South Africa operations, efficient and technologically advanced car wash systems have been implemented at the airport branches at Durban, Cape Town and Johannesburg. The new car wash facility washes a vehicle in 45 seconds, using less water. Further the used water is channelled and filtered and re-used in the system to wash more vehicles. Outcome: These arrangements and the group's heightened awareness have led to an approach resulting in 10.6% of water being recycled in the group and water use increased by a modest 5% against an increase of revenue of 22% from 2010.
South Africa	Direct operations	Action: Action: Given the high level of focus on water conservation and environmental issues, new motor retail dealerships are being constructed incorporating 'Green Building' principles. Outcome: Water efficiency achieved in the building design, including dual plumbing which will use recycled water for toilet flushing as well as a grey water system that recovers rainwater or other non-potable water for site irrigation. Waste water will be minimised through use of low flushing toilets, low flow shower heads and other conserving fixtures. The use of state-of-the-art irrigation controllers and self-closing nozzles on hoses will add to the water efficiency element.

**2.1**

**Are any of your operations located in water-stressed regions?**

Yes

**2.1a**

Please specify the method(s) you use to characterize water-stressed regions (you may choose more than one method).

Method used to define water stress	Please add any comments here:
Internal company knowledge WRI water scarcity definition Other: Internal Water Management Institute	The group assesses the definition of water-stressed regions from a number of perspectives, including an operational perspective such as cost and availability of appropriate water quality. The group also considers direct and value chain exposure. Its approach is informed by its internal company knowledge about water-stress as well as regional and local government water regulations (with which BARLOWORLD operations comply). These reflect water availability as well as regional and local concerns and efforts to manage the resource effectively. The group has also considered the WBCSD Water Tool. Whilst group operations are retail and related service-oriented and not particularly water-use intensive the group strives to conduct its operations, in particular its water usage, in a manner that is responsible in light of the water-stressed characteristics of some of the regions in which it operates. The availability and cost of water is also a key indicator in this regard and directly influences the group's identification, approach and definition of water-stressed regions, particularly from an operations perspective. It may be noted, that a MARSO (Measure, Avoid, Reduce, Switch and, finally, if and when appropriate, Offset) approach has been adopted to manage the group's energy and emissions, and where appropriate, aspects of this approach are implemented for water.

2.1b

Please list the water-stressed regions where you have operations and the proportion of your total operations in that area.

Country or geographical reach	Region within country	Proportion of operations located in this region (%)	Further comments
Australia		1 – 10	Although BARLOWORLD's retail and service solutions are not particularly water-use intensive, the group understands that south-eastern Australia, where the group has operations, is an arid region where scarce water resources are required to meet the demands of the population. Some 75% of river flows are already allocated to private and commercial use. 8% of the Barloworld group's revenue was earned in Australia in 2011. It should be noted that the group's operations are based in the major urban centres of Melbourne and Sydney which are generally less water-stressed than other parts of the country, and operations have the necessary infrastructure and are such that they can operate in a water constrained environment if required. Operations in Bayside, Melbourne have been fitted with a 380 000 litre water storage facility to aid continuation of operations in the event of supply cuts or shortages.

Country or geographical reach	Region within country	Proportion of operations located in this region (%)	Further comments
Other: Parts of Middle East & Asia		1 – 10	Although BARLOWORLD's logistics operations are not particularly water-use intensive, the group understands that parts of the Middle East & Asia are either physically or economically water scarce, or both. The group's revenue from limited Logistics operations in the Middle East & Asia represented 1% of total group revenue in 2011. These operations are essentially warehousing and office based and do not require extensive use of water.
Other: Parts of Africa		1 – 10	Although BARLOWORLD's retail and service solutions are not particularly water-use intensive, the group understands that parts of Africa are physically water scarce but that a large portion of the continent is economically water scarce. Economic water scarcity is characterised by a lack of investment, resulting in poor water infrastructure and unequal distribution. Lack of human and financial capacity is the limiting factor. Not all dry areas are physically water scarce and this is due to lack of utilisation of available (albeit limited) water. Under-utilisation is usually the result of a lack of development and infrastructure in the area. 12% of group revenue was earned from African countries other than South Africa in 2011. The group operations are primarily in locations that are not water constrained.
United States of America		1 – 10	Although BARLOWORLD's retail and service solutions are not particularly water-use intensive, the group understands that water in the USA is subject to variable availability due to wide ranges in climate and geography. Parts of the USA east coast are arid and water is physically scarce. 3% of group revenues were earned in north America in 2011. The group operations are primarily in industrialised and urban locations that are not water constrained. It must be noted that the material component of these operations (Barloworld Handling) was disposed of effective April 2012.
South Africa		51 – 60	Although not officially water scarce, South Africa is approaching physical water scarcity. It is a country characterised by significantly variable availability, due to climate and geography, and inequitable access to water. The group understands that water stress occurs when the demand for water exceeds the available amount during a certain period or when poor quality restricts its use. South Africa is approaching physical water scarcity with more than 60% of river flows allocated. Water scarcity relates water availability to water demand. Physical water scarcity is likely to be experienced in SA in the near future unless mitigation action is taken and tough decisions made on the allocation and management of water. Although BARLOWORLD's retail and service solutions are not particularly water-use intensive, 59% of group revenue was from South Africa in 2011. The group's operations are primarily in industrialised and urban locations that are not water constrained. Those that are affected, have made relevant plans and introduced initiatives.
United Kingdom		1 – 10	United Kingdom is not classified as water scarce and 2012 water-stress indices indicated a low risk of water stress. Operations in United Kingdom, are limited to Handling and Logistics divisions, which are not water-use intensive. United Kingdom contributes 3% to the Group overall revenue in 2011.
Other: Europe		1 – 10	Although BARLOWORLD's retail and service solutions are not particularly water-use intensive, the group understands that parts of Europe are either physically or economically water scarce, or both. The group's revenue from limited operations in the Europe represented 9% of total group revenue in 2011. The group

Country or geographical reach	Region within country	Proportion of operations located in this region (%)	Further comments
			operations are primarily in industrialised and urban locations that are not water constrained.
Russia		1 – 10	Russia is not classified as a water scarce area and is currently rated as low risk in this regard. Russian operations contributed to 5% of Group revenue in 2011.

2.1a

Please specify the method(s) you use to characterize water-stressed regions.

Method used to define water stress	Please add any comments here:
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2.1c

You may explain here why you are not able to identify which of your operations are located in regions subject to water stress and whether you have plans to investigate this in the future.

2.2

Are there other indicators (besides water stress) which you wish to report that help you to identify which of your operations are located in regions subject to water-related risk?

No

2.2

Are there other indicators (besides water stress) which you wish to report that help you to identify which of your operations are located in regions subject to water-related risk?

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2.2

Are there other indicators (besides water stress) which you wish to report which help you to identify which of your operations are located in regions subject to water-related risk?

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2.2a

Please list the regions at risk where you have operations, the relevant risk indicator and proportion of your total operations in that area.

Country or geographical reach	Region within country	Risk Indicator	Proportion of operations located in this region (%)	Further comments
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2.2a

Please list the regions at risk where you have operations, the relevant risk indicator and proportion of your total operations in that area.

Country or geographical reach	Region within country	Risk Indicator	Proportion of operations located in this region (%)	Further comments
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2.2a

Please list the regions at risk where you have operations, the relevant risk indicator and proportion of your total operations in that area.

Country or geographical reach	Region within country	Risk Indicator	Proportion of operations located in this region (%)	Further comments
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**2.2b**

**You may explain here why you do not wish to report or why you do not use other indicators to identify which of your operations are located in regions subject to water-related risk.**

Whilst pricing and quality are considered contributing factors that could give rise to water related risks, Barloworld does not consider these material at this stage. These contributing factors will continue to be monitored and if justified, the relevant data will be reported appropriately.

**2.2b**

**You may explain here why you do not use or wish to report other indicators to identify which of your operations are located in regions subject to water-related risk.**

**2.2b**

**You may explain here why you do not use or wish to report other indicators to identify which of your operations are located in regions subject to water-related risk.**

**2.3**

**Please specify the total proportion of your operations that are located in the regions at risk which you identified in questions 2.1 and/or 2.2.**

20%

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2.3

Please specify the total proportion of your operations that are located in the regions at risk which you identified in questions 2.1 and/or 2.2.

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2.3

Please specify the total proportion of your operations that are located in the regions at risk which you identified in questions 2.1 and /or 2.2.

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2.4

**Please specify the basis you use to calculate the proportions used for questions 2.1 and/or 2.2.**

<b>Basis used to determine proportions</b>	<b>Please add any comments here</b>
Revenue	The group uses revenue as a proxy to indicate business activity. Accordingly, the percentage revenue from the various regions in which the group operates is indicative of the percentage (proportion) of BARLOWORLD's business activity in the reported geographic regions of South Africa, Rest of Africa, Europe and United Kingdom, Russia, Australia, North America, Middle East and Asia. Whilst all of the group's activities are reflected in table 2.1b above, it must be noted that whilst it operates in these geographies, its material operations are in urban and industrialised locations, and generally less water stressed regions within such geographies hence the estimated 20% reported in 2.3 above.

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2.4

Please specify the basis you use to calculate the proportions used for questions 2.1 and/or 2.2.

Basis used to determine proportions	Please add any comments here
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2.4

Please specify the basis you use to calculate the proportions used for questions 2.1 and/or 2.2

Basis used to determine proportions	Please add any comments here
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**Further Information**

BARLOWORLD understands and utilises terms according to the WRI and the International Water Management Institute (IWMI):

"Water stress" occurs when the demand for water exceeds the available amount during a certain period or when poor quality restricts its use.

"Physical water scarcity" is indicated where more than 75% of river flows being already allocated to agriculture, industry or for domestic use, with return flows taken into account. Physical scarcity occurs when the water resources cannot meet the demands of the population. Arid regions are most associated with physical water scarcity. However the term relates water availability to water demand; not all dry areas are necessarily water-scarce, usually due to non-utilisation of the resource. Artificially-created scarcity is due to over-allocation of the resource.

"Approaching physical water scarcity" indicates that more than 60% of river flows are allocated. These basins will experience physical water scarcity in the near future.

"Economic water scarcity" indicates that water resources are abundant relative to water use, with less than 25% of water from rivers withdrawn for human purposes, but malnutrition exists. These areas could benefit by development of additional blue and green water, but human and financial capacity are limiting.

"Little or no water scarcity" indicates abundant water resources relative to use with less than 25% of water from rivers withdrawn for human purposes.

**Page: 2012-water-indicators-sc**

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2.5

**Do any of your key inputs or raw materials (excluding water) come from regions subject to water-related risk?**

No

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2.5a

Please state or estimate the proportion of your key inputs or raw materials that come from regions subject to water-related risk.

Input or material	Proportion of key input or raw material that comes from region at risk (%)	Unit used for calculating percentage	Further comments
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2.5b

You may explain here why you are not able to identify if any of your key inputs or raw materials come from regions subject to water-related risk and whether you have plans to explore this issue in the future.

#### Further Information

BARLOWORLD is not a manufacturer but a distributor of leading international brands providing integrated rental, fleet management, product support and logistics solutions, including after-sales services and support. The group's supply chains comprise a large number of inputs to and outputs from these operations, including materials, components, consumables and services, the scope of which extends to multiple levels of the supply chain, e.g. upstream OEM's operations, component suppliers and the suppliers of materials used to produce those components, and downstream trade and retail customers' operations and product use. To date, no detailed investigation has taken place into the water intensity of key inputs, although the group is still considering introducing both the concepts of embedded carbon and water measurement, management and disclosure into its regular supplier and customer stakeholder engagements. The possible inclusion of environmental factors in the due diligence of suppliers is being considered. In this regard it should be noted that the group's major suppliers are world-class international manufacturers which have entrenched sustainable development initiatives which include use of scarce and natural resources. Such manufacturers include Caterpillar, Hyster, Avis, Audi, BMW, Ford, General Motors, Mercedes-Benz, Toyota and Volkswagen.

Our response to 2.5 above is continually being monitored and will be amended appropriately should any relevant information be obtained or indication from our risk management processes necessitate such amendments.

3.1

**Is your company exposed to water-related risks (current or future) that have the potential to generate a substantive change in your business operation, revenue or expenditure?**

Yes

**3.1a**

**Please describe (i) the current and/or future risks to your operations, (ii) the ways in which these risks affect or could affect your operations before taking action, (iii) the estimated timescale of these risks, and (iv) your current or proposed strategies for managing them.**

Country or geographical reach	Risk type	Potential business impact	Estimated timescale (years)	Risk management strategies
Other: Water scarce and water stressed regions	01. Physical: Declining water quality	Declining water quality can lead to loss of revenue and increased cost base. Declining and polluted rivers and groundwater in certain water scarce or water stressed areas present environmental, food security and health risks. Potable water is also necessary for human consumption and water-borne sewerage in countries in which Barloworld does business and at group facilities. An important aspect of the group's business model in all operations is the washing and cleaning of equipment, plant and motor vehicles. Declining water quality may require additional treatment with related costs in order to be suitable for use in operations. If quality is too poor it may affect operational efficiencies and increase cost base.	1 – 5	Continual review of the risk universe as part of the group's entrenched risk management process and addressing applicable risks in the group's integrated strategic planning process. Continual review of water quality and implementation of appropriate treatment systems. Appropriate water stewardship initiatives to ensure operational resilience. These include recycling, rain water harvesting and waterless car wash facility (at Motor Retail dealerships).
Other: Areas subject to extreme weather conditions	02. Physical: Flooding	Flooding could lead to reduced demand for goods and services and the loss of revenue and increased cost base. Flooding could damage infrastructure, stock and negatively affect operations, increasing cost bases and reducing revenues. Flooding may require expenditure on additional infrastructure or relocations. On the supply side these result in uncompetitive product, constraints in supply or	Current	BAW identifies and reviews the risks through an integrated approach that requires accountability and responsibility for economic, social and environmental aspects of business activity, an entrenched risk management approach, stakeholder engagement and planning framework that focuses on BAW's 6 strategic focus areas. Sustainable development strategic focus area

Country or geographical reach	Risk type	Potential business impact	Estimated timescale (years)	Risk management strategies
		reputational damage. This may also result in fundamental shifts in supplier competitiveness due to regional water patterns.		positions water and related aspects as central to the success of the group's long term value creation objectives. Identification and management of risks are embedded in ongoing management of the group which includes decentralised local attention and group consolidation and review. Increased precipitation levels are addressed through appropriate facilities, building plans and infrastructure. Disaster recovery and business continuity plans are in place. Costs relating to risk management are incorporated into operational cost base of company and its principals. Association with leading principals and a diverse offering mitigate the risks associated with suppliers.
Other: Water scarce and water stressed regions	03. Physical: Increased water stress or scarcity	Increased water stress can result in a reduced demand for goods and services and loss of revenue and increased cost base. Water stress or scarcity would negatively affect operations and supply chains through water shortages, water price increases and operational inconvenience. Water shortages may require expenditure on infrastructure to overcome related difficulties. Extreme changes in water availability patterns may result in relocation of communities and industrial areas which may negatively affect demand for the group's customer offerings. If severe, they may also cause competition for water which could result in political upheaval which may also negatively affect demand for the group's customer offerings.	1 – 5	Storage of short term supply in anticipation of water supply cuts, water harvesting and recycling initiatives are in place in relevant group businesses and locations, and are likely to increase in number. Barloworld recycled some 10.6% of its water consumption in 2011. Diversification of customer offerings, geographies we operate in, industries and principals.
Global	Other: Increased demand for water	Increased demand for water can reduce demand for goods and services and result in a loss of revenue and increased cost base. Growing population and increased consumption levels may result in additional water-stressed areas with the consequences of water shortages, operational constraints, adverse reputational implications due to	1 – 5	Continual review of possible risks as part of the group's entrenched risk management process and addressing such risks in the group's integrated strategic planning process. Continued assessment and roll-out of group water efficiency improvement initiatives, reduced water consumption, recycling, water harvesting and

Country or geographical reach	Risk type	Potential business impact	Estimated timescale (years)	Risk management strategies
		significant water withdrawal from scarce sources (if major user of water), perceived inequities in water use, increased costs due to infrastructure development and potential conflict. If severe, increase demand for water may also cause competition which could result in political upheaval which may also negatively affect demand for the group's customer offerings. Increased demand for water would negatively affect operations and supply chains through water shortages, water price increases and operational inconvenience.		storage. Ensure responsible approach to consumption protects corporate reputation and aids long term sustainability. Regular review of water-stress areas and potential effects on supply chain. Diversification of customer offerings, geographies we operate in, industries and principals.
Global	08. Regulatory: Mandatory water efficiency, conservation, recycling or process standards	Mandatory water efficiency could lead to reduced demand for goods and services and loss of revenue and increased cost base. Operating across a number of industries and under many jurisdictions presents challenges in adapting group standards and strategies. Increase administrative burden, impose additional operational costs, impact business decisions on issues such as competitive products, services and customer offerings, sectors in which to operate, business models and optimal locations. Could result in a cautious approach by group, its customers and supply-chain which retards decision making and investment.	1 – 5	Engage in consultation process around proposed new regulations, continual review of regulations and standards, and continual review and improvement of customer offerings, as well as operational efficiencies and controls. Diversification of customer offerings, geographies we operate in, industries and principals.
Global	10. Regulatory: Regulatory uncertainty	Regulatory uncertainty regarding water could result in the inability to do business, reduced demand for goods and services and loss of revenue and increased cost base. Possible or impending changes to regulatory frameworks create uncertainty in the business environment, increase administrative burden, impose additional operational costs, impact business decisions by the group, its customers and supply chain, on issues such as competitive products, services and customer offerings, sectors in which to operate, business models and optimal locations. Operating across a number of industries and under many	1 – 5	Engage in consultation process around proposed new regulations, continual review of regulations and standards, continual review and improvement of customer offerings, as well as operational efficiencies and controls. Diversification of customer offerings, geographies we operate in, industries and principals.

Country or geographical reach	Risk type	Potential business impact	Estimated timescale (years)	Risk management strategies
		jurisdictions presents challenges to staying abreast of local legislation. This could result in a cautious approach by the group, its customers and supply-chain which retards decision making and investment.		
Global	11. Regulatory: Statutory water withdrawal limits/changes to water allocation	A change in water allocations could result in an inability to do business and reduced demand for goods and services. Water allocations may also lead to a loss of revenue and increased cost base. Operating across a number of industries and under many jurisdictions presents challenges in adapting group standards and strategies. Adequate supplies of potable water are required for human consumption and water-borne sewerage at group facilities. An important aspect of the group's business model in all operations is the washing and cleaning of equipment, plant and motor vehicles. On the supply side these result in uncompetitive product, constraints in supply or reputational damage. This may also result in fundamental shifts in supplier competitiveness due to regional water patterns.	1 – 5	Storage of short term supply in anticipation of water supply cuts, water harvesting and recycling initiatives are in place in relevant operations. Engage in consultation process around proposed new regulations, continual review of regulations and standards, continual review and improvement of customer offerings, as well as operational efficiencies and controls.
Global	Other: Increased requirements regarding wastewater and discharge standards	Increased legal requirements could lead to an inability to do business and add to the cost base. Additional physical constraints or limits to the volume of discharged/waste water as well as increase in the quality of discharged/ waste water. Increased potential of non-compliance and restricted operational capability.	Current	Ensure up-to-date knowledge of all applicable legislation and regulation. Continue with water recycling and initiatives to improve efficiencies. Review and implement appropriate water treatment initiatives. Continual review of possible risks as part of the group's entrenched risk management process and addressing such risks in the group's integrated strategic planning process.
Other: Economically water scarce countries	16. Other: Inadequate infrastructure	Inadequate infrastructure can lead to a loss of revenue and increased cost base through disruption in operations due to unscheduled or unanticipated water cuts due to burst pipes and/or the need for repairs or upgrades to infrastructure. Potable water is also necessary for consumption and water-borne	Current	Storage of short term supply in anticipation of water supply cuts, water harvesting and recycling initiatives are in place in relevant operations and sites, constantly under investigation in group businesses and locations, and are likely to increase in number. Efficiencies in the use of

Country or geographical reach	Risk type	Potential business impact	Estimated timescale (years)	Risk management strategies
		sewerage at group facilities. An important aspect of the group's business model in all operations is the washing and cleaning of equipment, plant and motor vehicles. A decrease in water availability may affect operational efficiencies and require increased investment in related and necessary infrastructure.		water for washing and water-less cleaning techniques constantly under development. Barloworld recycled some 10.6% of its water consumption in 2011. The risks in the supply chain are also mitigated through diversification - a diversified range of products and services, customers, suppliers and operational regions. We further engage with and represent leading world class principals.
Global	Other: Adverse effects and impacts on supply chain	Impacts on the supply chain could lead to loss of revenue and increased cost base. Whilst the group may not be a major user of water, its supply-chain may be negatively affected by water constraints. On the supply side these result in uncompetitive product, constraints in supply or reputational damage. This may also result in fundamental shifts in supplier competitiveness due to regional water patterns. Customer operations may also be negatively affected which will result in reduced demand. Despite engaging with leading world class principals, changes in their operational geographies to more developing economies may result in a change in their risk universe and profiles.	6 – 10	Association with world-class, responsible manufacturers and suppliers assists in ensuring that the risks in the supply chain are identified and appropriately managed. The risks in the supply chain are also mitigated through diversification - a diversified range of products and services, customers, suppliers and operational regions. We further engage with and represent leading world class principals.

3.1b

Please explain why you do not consider your company to be exposed to any water-related risks that have the potential to generate a substantive change in your business operation, revenue or expenditure.

3.1c

Please explain why you do not know if your company is exposed to any water-related risks that have the potential to generate a substantive change in your business operation, revenue or expenditure, and if you have plans to assess this risk in the future.

3.2

**What methodology and what geographical scale (e.g. country, region, watershed, business unit, facility) do you use to analyze water-related risk across your operations?**

Risk methodology	Country or geographical scale
Entrenched throughout the group is a detailed and systematic process requiring executive, senior and local management to continually review, assess and address the risks and challenges for the group and related operations (including its customers and supply-chain). This process requires detailed reviews at all levels of the organisation including regular review and update at management, executive and board meetings. The group also has a Risk and Sustainability Committee (sub-committee of the board) which meets on a quarterly basis. Importantly, this process is integrated into the group's strategic planning process which requires identified risks to be addressed in strategic and operational planning.	Other: Throughout the group. In all business units, in all countries in which the group operates.

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3.3

**Do you require your key suppliers to report on their water use, risks and management?**

No

3.4

**Is your supply chain exposed to water-related risks (current or future) that have the potential to generate a substantive change in your business operation, revenue or expenditure?**

No

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3.4a

Please describe (i) the current and/or future risks to your supply chain, (ii) the ways in which these risks affect or could affect your operations before taking action, (iii) the estimated timescale of these risks and, (iv) your current or proposed strategies for managing them.

Country or geographical reach	Risk type (to supplier)	Potential business impact (to responding company)	Estimate timescale (years)	Risk management strategies (by responding company)

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3.4b

**Please explain why you do not consider your supply chain to be exposed to any water-related risks that have the potential to generate a substantive change in your business operation, revenue or expenditure.**

Whilst the group appreciates the possible consequences and water related risk to its supply chain, it does not currently consider these to be material as its major suppliers are leading world-class manufacturers which include Caterpillar, Hyster and leading automobile manufacturers. Its suppliers have diverse geographical areas of manufacture, entrenched sustainable development programmes, plans and processes, and are responsible corporates. The group has a diversified product and services offering to a wide range of customers across 26 countries in the world.

Our response to 3.4 above is continually being monitored and will be amended appropriately should any relevant information be obtained or indication from our risk management processes necessitate such amendments.

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3.4c

Please explain why you do not know if your supply chain is exposed to any water-related risks that have the potential to generate a substantive change in your business operation, revenue or expenditure, and if you have plans to assess this risk in the future.

4.1

**Has your business experienced any detrimental impacts related to water in the past five years?**

Yes

4.1a

**Please describe these detrimental impacts including (i) their financial impacts and (ii) whether they have resulted in any changes to company practices.**

These have not been material or specific. However increasing awareness and a commitment to good water stewardship have resulted in the group investing in a number of initiatives to improve the water efficiency of operations where appropriate. Such investment has included water capture and storage facilities and recycling initiatives across operations in the group. Water infrastructure in South Africa is deteriorating and certain areas are experiencing numerous unscheduled or notified water cuts. As a result, the group head office in Sandton has installed tanks holding three days of estimated water use and is considering rainwater harvesting in the future. General impacts include increased investment in relevant operational infrastructure; however this is expected to benefit the group in terms of long term cost savings, operational capability and resilience. Across the group, despite investment taking place, such investments are difficult to identify as they are usually regarded as regular operations expenditure / investment and not specifically ring-fenced and reported.

4.1b

Please explain why you do not know whether your business has experienced any detrimental impacts related to water in the past five years and if you have any plans to explore this in the future?

5.1

**Do water-related issues present opportunities (current or future) that have the potential to generate a substantive change in your business operation, revenue or expenditure?**

Yes

5.1a

Please describe (i) the current and/or future opportunities, (ii) the ways in which these opportunities affect or could affect your operations (iii) the estimated timescale and (iv) your current or proposed strategies for exploiting them.

Country or geographical reach	Opportunity type	Potential business impact	Estimated timescale	Strategy to exploit opportunity
Other: Across group's operations	Increased brand value	Position the group to accommodate any self- or externally imposed water reduction targets, which not complied or achieved with in future could give rise to penalties for non-compliance or increased water costs. Enhance group's operational resilience.	Current	Due to early implementation of group policies and strategies relating to responsible custodianship of the environment, environmental management and efficiency improvement objectives, including water use, the group may be relatively well positioned to accommodate any externally imposed water reduction targets, penalties for non-compliance or increased water costs. This would provide reputational and competitive advantages. Continual review of possible opportunities as part of the group's entrenched integrated strategic planning process. Association with world-class, responsible manufacturers and suppliers to ensure supply chain security and competitive advantage. Consider complementary products and services that may assist customers in addressing their respective water constraints. Ensuring the group maintains a diversified range of products and services, customers, suppliers and operational regions.
Other: Across group's operations	Sales of new products or services	To supply required products and services. Infrastructural development required to alleviate shortages and constraints in water stressed areas and arising from water shortages.	Current	Continual review of possible opportunities as part of the group's entrenched integrated strategic planning and risk management processes. Association with world-class, responsible manufacturers and suppliers to ensure supply chain security, appropriate products and services, and competitive advantage. Consider complementary products and services that may assist customers in addressing their respective water constraints. Ensuring the group maintains a diversified range of products and services, customers, suppliers and operational regions.

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5.1b

Please explain why you do not consider water-related issues to present opportunities to your company that have the potential to generate a substantive change in your business operation, revenue or expenditure or supply chain.

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5.1c

Please explain why you do not know whether water-related issues present opportunities to your company that have the potential to generate a substantive change in your business operation, revenue or expenditure.

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**Page: 2012-Water-6-tradeoffs**

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6.1

**Has your company identified any linkages or trade-offs between water and carbon emissions in its operations or supply chain?**

Yes

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6.1a

**Please describe the linkages or trade-offs and the related management policy or action.**

Linkage or trade-off	Policy or action
South Africa's coal-fired power generation is both a very high emitter of carbon emissions and uses vast quantities of water. More are being built and	59% of BARLOWORLD's revenue is generated in South Africa. Through participation in consultation around public policy, the group advocates for responsible energy, emissions and water management, allowing for achievement of the country's development goals. The group also advocates cleaner and

Linkage or trade-off	Policy or action
some re-commissioned.	renewable energy inputs to the regional power grid and for greater clarity on feed-in tariffs and off-take agreements, as well as supply side measures which facilitate research and development into clean and renewable energy generation, and concessionary finance for commercial projects. The group intends to research and, if feasible, consider taking such energy generation projects to market. Currently the group offers energy generation solutions to customers (engines) that are not water use intensive to generate electricity. If used, these reduce the demand on the electricity grid which is relatively water intensive, and hence contribute to reduced water consumption. The group is mindful of the opportunities that exist in renewable energy generation and these are incorporated into its strategic planning process. Energy generation projects will displace grid electricity and consequently help with decreasing water consumption and carbon emissions.
Extraction, processing, treatment and reticulation of water require energy.	Intended consequences of increasing water use efficiencies in the group are business process improvements, cost savings and positive impacts on related country-level energy efficiencies.

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**Page: 2012-Water-7-Withdrawals**

**7.1**

**Are you able to provide data, whether measured or estimated, on water withdrawals within your operations?**

Yes

**7.1a**

**Please report the water withdrawals within your operations for the reporting year.**

Country or geographical reach	Withdrawal type	Quantity (megaliters/year)	Proportion of data that has been verified (%)	Comments
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Country or geographical reach	Withdrawal type	Quantity (megaliters/year)	Proportion of data that has been verified (%)	Comments
Australia	Municipal water	14	76-100	Australia was the source of 2% of group water use and 8% of group revenue. BARLOWORLD's geographic regions of activity are South Africa, Rest of Africa, Europe and United Kingdom, Australia, North America, Middle East and Asia, and reported water use reflects this activity. All water extracted from the respective Municipal system is subject to verification.
Other: Europe and United Kingdom	Municipal water	33	76-100	Europe and United Kingdom was the source of 4% of group water use, 12% of group revenue. BARLOWORLD's geographic regions of activity are South Africa, Rest of Africa, Europe and United Kingdom, Australia, North America, Middle East and Asia, and reported water use reflects this activity. All water extracted from the respective Municipal system is subject to verification.
Other: Middle East and Asia	Municipal water	9	76-100	Middle East and Asia was the source of 1% of water use. Revenue is 1% of group revenue. BARLOWORLD's geographic regions of activity are South Africa, Rest of Africa, Europe and United Kingdom, Australia, North America, Middle East and Asia, and reported water use reflects this activity. All water extracted from the respective Municipal system is subject to verification.
Other: Rest of Africa	Municipal water	116	76-100	Rest of Africa was the source of 15% of group water use and 12% of group revenue. BARLOWORLD's geographic regions of activity are South Africa, Rest of Africa, Europe and United Kingdom, Australia, North America, Middle East and Asia, and reported water use reflects this activity. All water extracted from the respective Municipal system is subject to verification.
South Africa	Municipal water	564	76-100	South Africa was the source of 74% of group water use and 59% of group revenue. BARLOWORLD's geographic regions of activity are South Africa, Rest of Africa, Europe and United Kingdom, Australia, North America, Middle East and Asia, and reported water use reflects this activity. All water extracted from the respective Municipal system is subject to verification.
United States of America	Municipal water	18	76-100	North America was the source of 2% of group water use and 3% of group revenue. BARLOWORLD's geographic regions of activity are South Africa, Rest of Africa, Europe and United Kingdom, Australia, North America, Middle East and Asia, and reported water use reflects this activity. The material component of these operations (Barloworld Handling) was disposed of effective April 2012. All water extracted from the respective Municipal system is subject to verification.
Russia	Municipal water	13	76-100	Russia was the source of 2% of group water use and 5% of group revenue. BARLOWORLD's geographic regions of activity are South Africa, Rest of Africa, Europe and United Kingdom, Australia, North America, Middle East and

Country or geographical reach	Withdrawal type	Quantity (megaliters/year)	Proportion of data that has been verified (%)	Comments
				Asia, and reported water use reflects this activity. All water extracted from the respective Municipal system is subject to verification.

7.1b

Please explain why you are not able to provide data for water withdrawals.

7.2

Are you able to provide data, whether measured or estimated, on water recycling/reuse within your operations?

Yes

7.2

Are you able to provide data, whether measured or estimated, on water recycling/reuse within your operations?

7.2a

Please report the water recycling/reuse within your operations for the reporting year.

Country or geographical reach	Quantity (megaliters/year)	Proportion of data that has been verified (%)	Comments
Australia	6	1-25	Barloworld's Australian Automotive operations recycled 7% or 6 ML of the water in the group. The percentage of data verified is based on the level of independent assurance work performed by Barloworld Group Internal Audit Services.
Other: Europe, Iberia	1	1-25	Barloworld's Iberian (Spain and Portugal) Equipment operations collectively recycled 2% (1 ML) of water recycled in the group. The percentage of data verified is based on the level of independent assurance work performed by Barloworld Group Internal Audit Services.
South Africa	74	1-25	This represents 91% of the water recycled in the group. The percentage of data verified is based on the level of independent assurance work performed by Barloworld Group Internal Audit Services.

7.2a

Please report the water recycling/reuse within your operations for the reporting year.

Country or geographical reach	Quantity (megaliters/year)	Proportion of data that has been verified (%)	Comments
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7.2b

Please explain why you are not able to provide data for water recycling/reuse within your operations.

7.2b

Please explain why you are not able to provide data for water recycling/reuse within your operations.

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7.3

**Please use this space to describe the methodologies used for questions 7.1 and 7.2 or to report withdrawals or recycling/reuse in a different format to that set out above.**

Barloworld also reports water use and recycling by division:

WATER USE:

Equipment 250

Automotive and Logistics 470

Handling 45

Corporate 2

WATER RECYCLING

Equipment 1

Automotive and Logistics 80

Handling 0

Corporate 0

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7.3

**Please use this space to describe the methodologies used for questions 7.1 and 7.2 or to report withdrawals or recycling/reuse in a different format to that set out above.**

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7.4

**Are any water sources significantly affected by your company's withdrawal of water?**

No

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7.4a

Please list any water sources significantly affected by your company's withdrawal of water.

Country or geographical reach	Water source	Impact	Company action and outcomes
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7.4b

**You may explain here why your company's withdrawal of water does not significantly affect any water sources.**

The majority of water used in the group is sourced from municipal and local government water supply systems and legally discharged back into such systems after required filtration and separation processes where applicable. Washing of plant, equipment and vehicle constitutes the company's major use of water. Due to the urban based locations of its operations and the quantum of its individual operations' withdrawals, the company does not consider its withdrawals to be material regarding any water body nor does it extract water from sensitive or wetlands areas.

7.4c

Please explain why you do not know if any water sources are significantly affected by your company's withdrawal of water.

8.1

**Are you able to identify discharges of water from your operations by destination, by treatment method and by quality using standard effluent parameters?**

Yes

8.1a

Please explain why you are not able to identify discharges from your operations by destination, treatment method and quality and whether you have any plans to put in place systems that would enable you to do so.

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**8.2**

**Did your company pay any penalties or fines for significant breaches of discharge agreements or regulations in the reporting period?**

No

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**8.2a**

Please describe the location and impact of the discharge that was the subject of the significant breach(es), the associated fines and any actions taken to minimise the risk of future non-compliance.

Country or geographical reach	Impact	Fines and penalties	Company action and outcomes

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**8.3**

**Are any water bodies and related habitats significantly affected by discharges of water or runoff from your operations?**

No

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**8.3a**

Please list any water bodies and associated habitats which are significantly affected by discharge of water or runoff from your operations.

Country or geographical reach	Water body	Impact	Company action and outcomes
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**8.3b**

**You may explain here why your company's discharge of water does not significantly affect any water bodies or associated habitats.**

Barloworld operations' sites are primarily in industrialised and urbanised locations and do not directly affect any water bodies or related habitats. Washing of plant, equipment and vehicles constitutes the group's major use of water. The majority of waste water is legally released back into municipal and local government water supply systems after required filtration and separation processes, where applicable. Due to the urban based locations of its operations and the quantum of its individual operations' discharges, the company does not consider its water discharge to be material regarding any water body nor does it affect sensitive or wetlands areas.

**8.3c**

**Please explain why you do not know if any water bodies and associated habitats are significantly affected by discharge of water or runoff from your operations.**

**9.1**

**Please provide any available financial intensity values for your company's water use across its operations.**

Country or geographical region	Financial metric	Water use type (megaliters)	Currency	Financial intensity (Currency/mega-liter)	Please provide any contextual details that you consider relevant to understand the units or figures you have provided.
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Country or geographical region	Financial metric	Water use type (megaliters)	Currency	Financial intensity (Currency/mega-liter)	Please provide any contextual details that you consider relevant to understand the units or figures you have provided.
South Africa	Revenue	Withdrawals	USD(\$)		Business activity includes significant car rental, motor retail, materials handling, logistics and equipment operations which are relatively more water-use intensive. Financial intensities in US \$ are influenced by exchange rates. 2011 intensity: 6 464 574(USD/ML). It must be noted that the intensity calculation for 2010 was done using USD'm whereas the 2011 calculation was performed using USD as per the guidelines. For comparative purposes the 2011 intensity using the 2010 formula would be 6 464 (USD/ML).
Other: Rest of Africa	Revenue	Withdrawals	USD(\$)		Business activity includes car rental, motor retail and equipment operations which are relatively more water-use intensive. Financial intensities in US \$ are influenced by exchange rates. 2011 intensity: 6 305 756 (USD/ML). It must be noted that the intensity calculation for 2010 was done using USD'm whereas the 2011 calculation was performed using USD as per the guidelines. For comparative purposes the 2011 intensity using the 2010 formula would be 6 305 (USD/ML).
Other: Europe & UK	Revenue	Withdrawals	USD(\$)		The operations in these regions are less water-use intensive and are predominantly logistics management and supply of materials handling equipment. Financial intensities in US \$ are influenced by exchange rates. 2011 intensity: 22 149 050 (USD/ML). It must be noted that the intensity calculation for 2010 was done using USD'm whereas the 2011 calculation was performed using USD as per the guidelines. For comparative purposes the 2011 intensity using the 2010 formula would be 22 149 (USD/ML).
Australia	Revenue	Withdrawals	USD(\$)		Although operations are motor retail, they are extremely water efficient incorporating reuse and recycling facilities. Financial intensities in US \$ are influenced by exchange rates. 2011 intensity: 34 159 559 (USD/ML). It must be noted that the intensity calculation for 2010 was done using USD'm whereas the 2011 calculation was performed using USD as per the guidelines. For comparative purposes the 2011 intensity using the 2010 formula would be 34 159 (USD/ML).
United States of America	Revenue	Withdrawals	USD(\$)		Operations are not water use intensive - supply of materials handling equipment. Financial intensities in US \$ are influenced by exchange rates. The material component of these operations (Barloworld Handling) was disposed of effective April 2012. 2011 intensity: 10 952 184 (USD/ML). It must be noted that the intensity calculation for 2010 was done using USD'm whereas the 2011 calculation was performed using USD as per the guidelines. For comparative purposes the 2011 intensity using the 2010 formula would be 10 952 (USD/ML).

Country or geographical region	Financial metric	Water use type (megaliters)	Currency	Financial intensity (Currency/mega-liter)	Please provide any contextual details that you consider relevant to understand the units or figures you have provided.
Other: Barloworld group average	Revenue	Withdrawals	USD(\$)		Financial intensities in US \$ are influenced by exchange rates. 2011 intensity: 8 081 736 (USD/ML). It must be noted that the intensity calculation for 2010 was done using USD'm whereas the 2011 calculation was performed using USD as per the guidelines. For comparative purposes the 2011 intensity using the 2010 formula would be 8 081 (USD/ML). An exchange rate of 8.04 was used to convert Rands to US Dollars.
Russia	Revenue	Withdrawals	USD(\$)		Operations are not water use intensive and are predominately centred around our earthmoving plant and equipment business. Financial intensities in US \$ are influenced by exchange rates. 2011 intensity: 24 636 433 (USD/ML). It must be noted that the intensity calculation for 2010 was done using USD'm whereas the 2011 calculation was performed using USD as per the guidelines. For comparative purposes the 2011 intensity using the 2010 formula would be 24 636 (USD/ML).
Other: Middle East and Asia	Revenue	Withdrawals	USD(\$)		2011 intensity: 11 191 212 (USD/ML). It must be noted that the intensity calculation for 2010 was done using USD'm whereas the 2011 calculation was performed using USD as per the guidelines. For comparative purposes the 2011 intensity using the 2010 formula would be 11 191 (USD/ML).

## 9.2

Please provide any available water intensity values for your company's products across its operations.

Country or geographical region	Product	Product unit	Water unit	Water intensity (Water unit/product unit)	Water use type	Please provide any contextual details that you consider relevant to understand the units or figures you have provided.
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## Further Information

The company has not yet implemented review of water intensity values for the products and services it offers and is therefore unable to report as required in paragraph 9.2. However, excluding 'embedded water', it envisages that such intensity measures could include: litres per washed motor vehicle (car rental / motor retail), or unit of equipment. The evolution of such measures will be based on materiality and appropriateness for group operations.