



PRESS RELEASE

50 YEARS IN BOTSWANA

Barloworld Equipment celebrates its half centenary as the Cat® dealer in a country famous for its diamond discoveries.

On 30th October 2014, Barloworld Equipment Botswana officially celebrated its 50th anniversary as the country's Cat earthmoving dealer: a major milestone and one that reflects a rich history of private and public sector partnerships that have helped to shape the country's mining and infrastructure landscape since 1964.

"It's been an amazing journey so far and one that reflects our commitment to Botswana's socio-economic growth through the supply of world class equipment and services, supported by our investment in the human resources needed to support these machines in the field across the multi-faceted industries that we serve," says Sean Walsh, managing director for Barloworld Equipment Botswana.

"In all these areas, health and safety is our company's number one value, both on ours and our customers' sites. This dedication is further reinforced by advanced safety features built into each machine across the broad Cat machine spectrum."

The first registered Barloworld Equipment entity in Botswana was known as Construction Equipment Supplier Company, established on 12th September 1964. Then in 1971, the name changed to Botswana Earthmoving Machinery Co (Bemco). The existing head office in Francistown was expanded to support major mining activity at Selibi-Phikwe and Orapa, which today remain key copper and nickel, and diamond centres, respectively.

Then in 1981, the head office relocated to Gaborone to provide support for Debswana's newly established Jwaneng mine, which became fully operational in August 1982. Bemco subsequently became Barlows Equipment, finally transitioning to become Barloworld Equipment. The current staff complement is around 450.

Mining remains the major contributor to Botswana's Gross Domestic Product (GDP), and from inception Cat machines have played their part in unlocking the value on existing and green field projects. The same is true for infrastructure programmes, with a large portion of Botswana's original national road network post independence in 1966 built by a succession of contractors using Cat equipment.

A current infrastructure example is the approximately P1 billion Tonata to Francistown road upgrade where a Cat RM500 rotary mixer is responsible for all stabilization phases. The project was awarded to China Railway Seventh Group Botswana, with the 30 month contract commencing in May 2013.

Botswana's Department of Transport also expanded its fleet in the first quarter of 2014 with the acquisition of 21 Cat 140K motor graders.

In terms of mining machine milestones, Botswana was the first country in Africa to receive delivery of the Cat 7495 electric rope shovel, which has an operating weight of approximately 1 388 000 kg and a payload capacity of 109 tonnes, making it a three pass loading match for ultra sized off-highway mining trucks.

Three Cat 7495 units were commissioned at Jwaneng during 2012 for Debswana's Cut 8 expansion project. (Jwaneng is the richest diamond mine in the world by value.)

Debswana was also one of the first in the southern African region to take delivery of a range of latest generation Cat hydraulic mining shovels for deployment at its Orapa and Jwaneng operations. These comprise Cat 6030 and 6060 FS units (the last two digits of each model indicating their approximate payload capacity). Other hydraulic shovel customers include Majwe Mining JV, one of the contractors working on the Cut 8 project, which acquired a Cat 6040 to carry out high production waste loading.

Training to support these and other Cat units is a core focus at Barloworld Equipment to keep pace with the growing machine population and the company places between 15 and 30 learners on its earthmoving mechanic apprenticeship programme annually. Training takes place at the Gaborone branch. This is combined with practical and theoretical components at Barloworld Equipment's Technical Training Centre in Isando, Johannesburg.

Barloworld Equipment, as an affiliated member of the Botswana Chamber of Mines (BCM), also works closely with the BCM on developing training programmes for industry through the BCM Technical Working Group (TWG).

Skills development prepares the way for expansion plans within Botswana's mining industry, as well as the creation of the Small and Medium Enterprises needed to stimulate micro-economic growth.

Allied to this is Barloworld Equipment's active involvement in Corporate Social Investment and community initiatives in Botswana. These include the annual Barloworld Equipment Softball Tournament at Jwaneng in support of one of Botswana's most popular sports. Barloworld Equipment is also a regular contributor to Debswana's annual 'General Managers' Sponsored Walk' at Orapa, which raises funds for underprivileged members of the community in the Boteti region.

For Botswana, the future holds so much promise. Aside from diamonds, Botswana's mostly untapped and vast coal reserves present huge potential for green field projects, as well as associated infrastructure; whilst a US\$337 million investment by

Botswana's state owned mining concern, BCL Limited, opens up new local and regional opportunities. This follows the sale by Russia's Norilsk Nickel of its 50 percent interest in the Nkomati nickel and chrome mine in South Africa, and its 85% stake in Tati Nickel Mining Company in Botswana to BCL.

BCL is based in Selebi-Phikwe where underground mining operations are spread over a strike of 14km trending north to south. Here a fleet of Cat R1600G underground mining loaders form the backbone of the production programme at a mine that has strategic importance for Botswana's projected GDP target growth.

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CAPTION 1

A high production machine, the Cat 7495 electric rope shovel is an optimal three to four pass loading match for ultra size mining trucks.

CAPTION 2

Barloworld Equipment CEO southern Africa, Dominic Sewela (left) and Sean Walsh, managing director, Barloworld Equipment Botswana, cut the Cat cake to commemorate 50 years in Botswana.

NOTE TO EDITORS

Barloworld Equipment is a division of Barloworld Limited, a multinational brand distribution company listed on the Johannesburg Stock Exchange.

Barloworld Equipment is the dealer for Cat earthmoving machines and Cat power systems in all its southern African territories – South Africa, Lesotho, Swaziland, Namibia, Botswana, Angola, Malawi, Mozambique, Zambia and the Democratic Republic of Congo's Katanga Province (in joint venture with Tractafric Equipment).

Barloworld Equipment is also the Cat dealer for Spain, Portugal, and Siberia and the Russian Far East.

In 2014 Barloworld Equipment celebrates 87 years as a Cat dealer.

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