



**GROUP OF
COMPANIES**



AGENDA

- ***Introduction to Goscor***
 - *About Goscor*
 - *Business Philosophy*
 - *Value Chain*
 - *Equipment*
 - *Group Structure*
- ***Key Features***
- ***Business Unit Overview***
- ***Market Conditions***



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About the Goscor Group

- **Diversified industrial equipment group – 30 years.**
- **Represents leading international manufacturers of industrial equipment in SA & surrounding countries.**
- **Operates 11 separate business units.**
- **Experienced strong growth (June 2013 revenue over R1,1 billion).**
- **860 Permanent employees.**
- **National distribution and footprint.**
- **Blue-chip customer base.**
- **An Imperial Group Company.**



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Business Philosophy

- ***To represent on an exclusive basis world class manufacturers of industrial products.***
- ***To offer the best product and after sales service to a select customer base in the Southern African market.***
- ***To provide innovative solutions with lowest total cost of ownership.***
- ***To involve key staff in the ownership of the business units and retain an owner manager culture.***
- ***A Partnership mentality (with customers, principles, suppliers and staff).***
- ***Customer retention built on consistent delivery and strong relationships.***



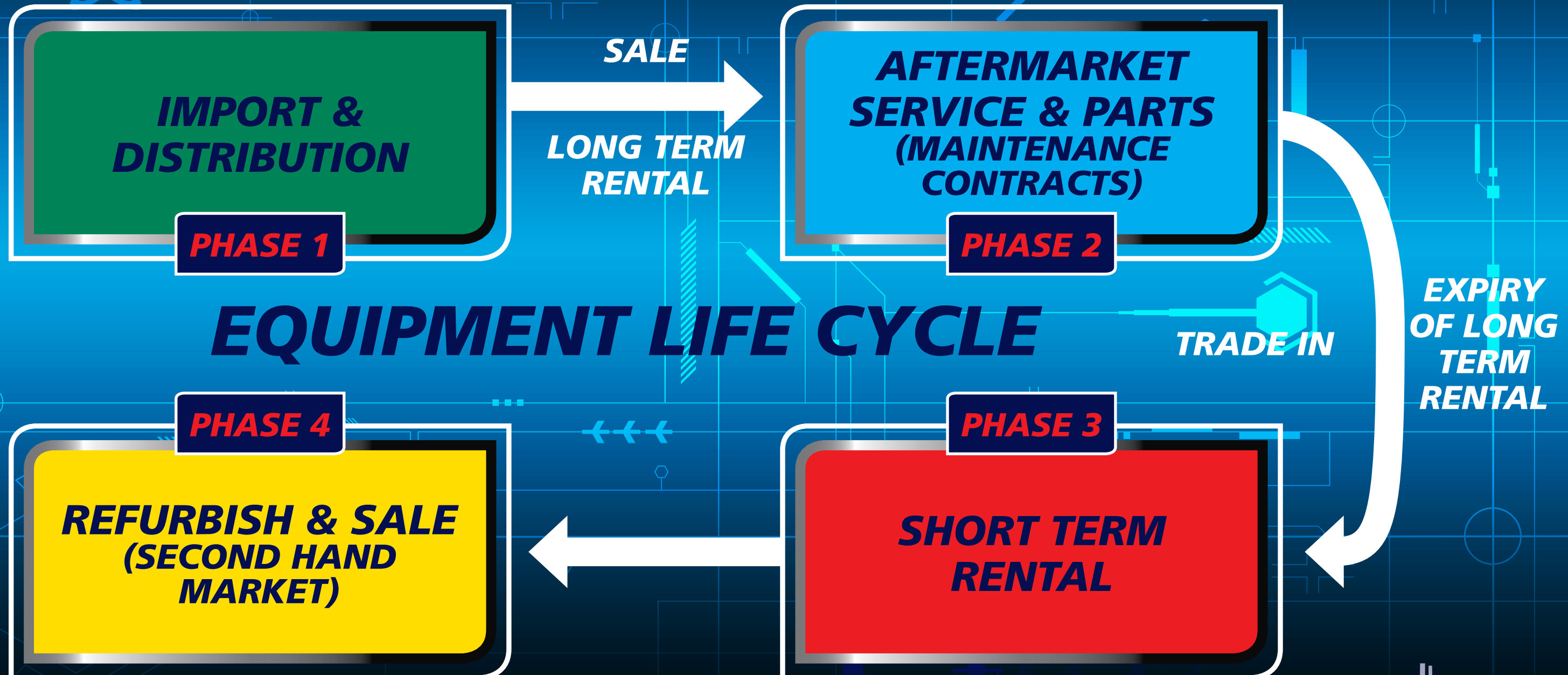
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INDUSTRIAL EQUIPMENT VALUE CHAIN





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INDUSTRIAL AND CONSTRUCTION EQUIPMENT

**Forklifts &
Warehousing
Equipment**

**Access
Equipment**

**Cleaning
Equipment**

**Compact
Construction
Equipment**

**Engines,
Generators
Agricultural
Equipment**

**Compressor
Equipment**

*Import
&
Distribution*

*Aftermarket
Support

(Servicing,
Maintenance
Contracts, Parts)*

*Short Term Rental

(Daily, Weekly &
Monthly Hire)*

*Full Maintenance
Lease

(3 – 7 year
Contracts)*

*Second
Hand Sales*

*Accessories
&
Attachments*



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About the Goscor Group

Forklifts & Warehousing Equipment



**LIFT TRUCK
COMPANY**

Sole distributors of Crown, Doosan, Bendi and Hubtex forklifts in SA. Sales, rental, servicing & repairs.



**RENTAL
COMPANY**

Flexible short-term rental of diesel, gas & electric powered forklifts & sale of used forklifts.



Sales & rental of forklifts to the brewing & bottling industries.

Access Equipment



HI-REACH

Sales of Genie high access lifting equipment including full after market support.



**ACCESS
RENTAL**

Short-term rental of high access lifting equipment.

Industrial & Commercial Cleaning Products & Equipment



**CLEANING
EQUIPMENT**

Distributor of industrial & commercial cleaning equipment from leading brands Tennant, Elgin, Ghibli, Lindhaus, Delfin, Maer, Vactor, Guzzler & Byotrol.



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About the Goscor Group

Compact Construction Equipment



Bobcat Company is a leading provider of compact equipment for the construction, rental, landscaping, agriculture, grounds maintenance, government, utility, industrial and mining markets.

Finance & Long Term Rental



Provides finance solutions for clients to obtain equipment through Goscor.

Engines, Construction, Agricultural Equipment



Distributor of quality engines, generators, pumps, fire-fighting equipment and construction equipment. Brands include Robin Subaru, Meiwa & Vibracon.

Compressor Equipment & Accessories



Distributor of portable & stationery compressors, air tools, vacuum pumps, dryers & filtration units + repair of all major brands.



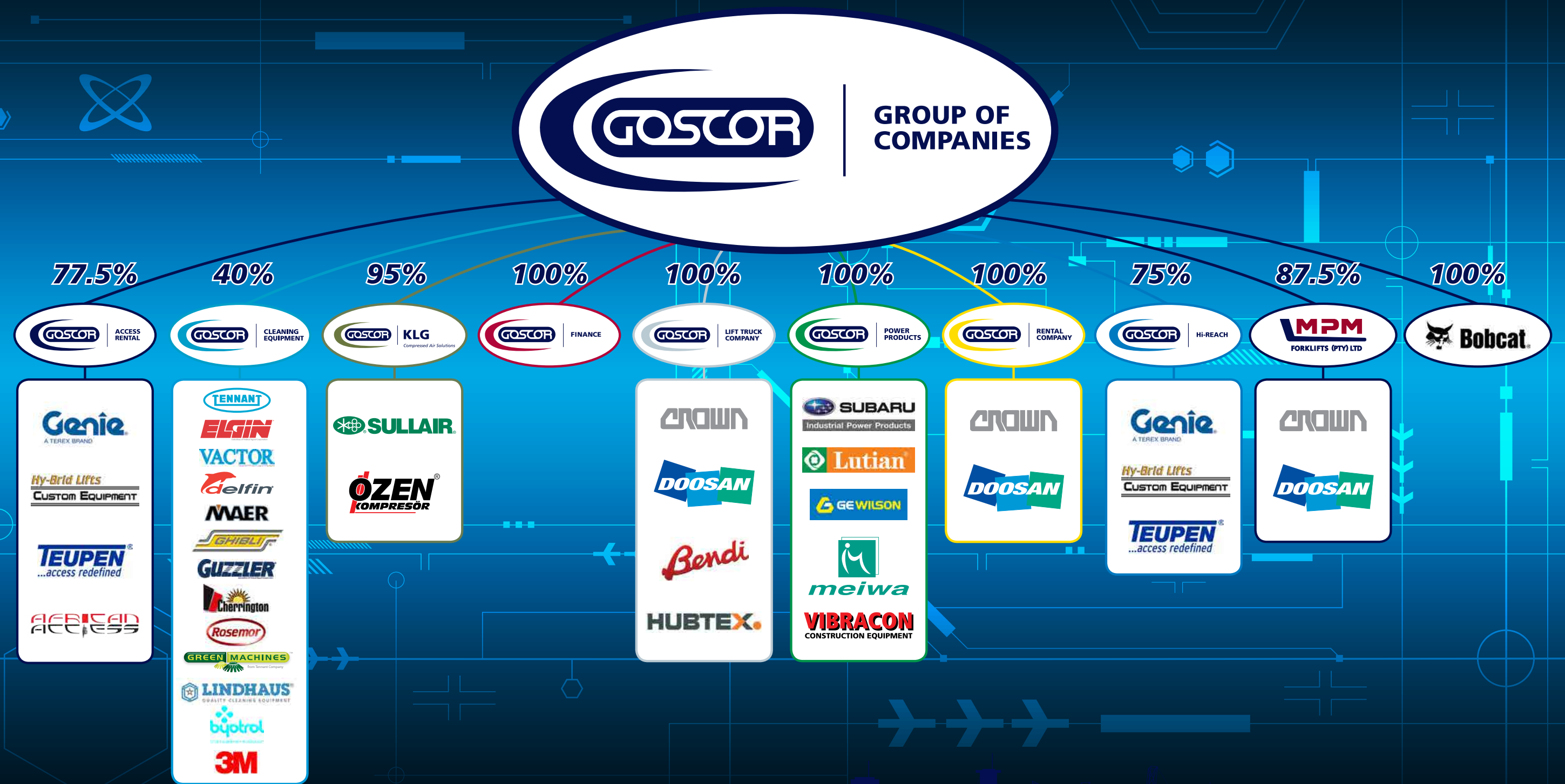
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Group Structure



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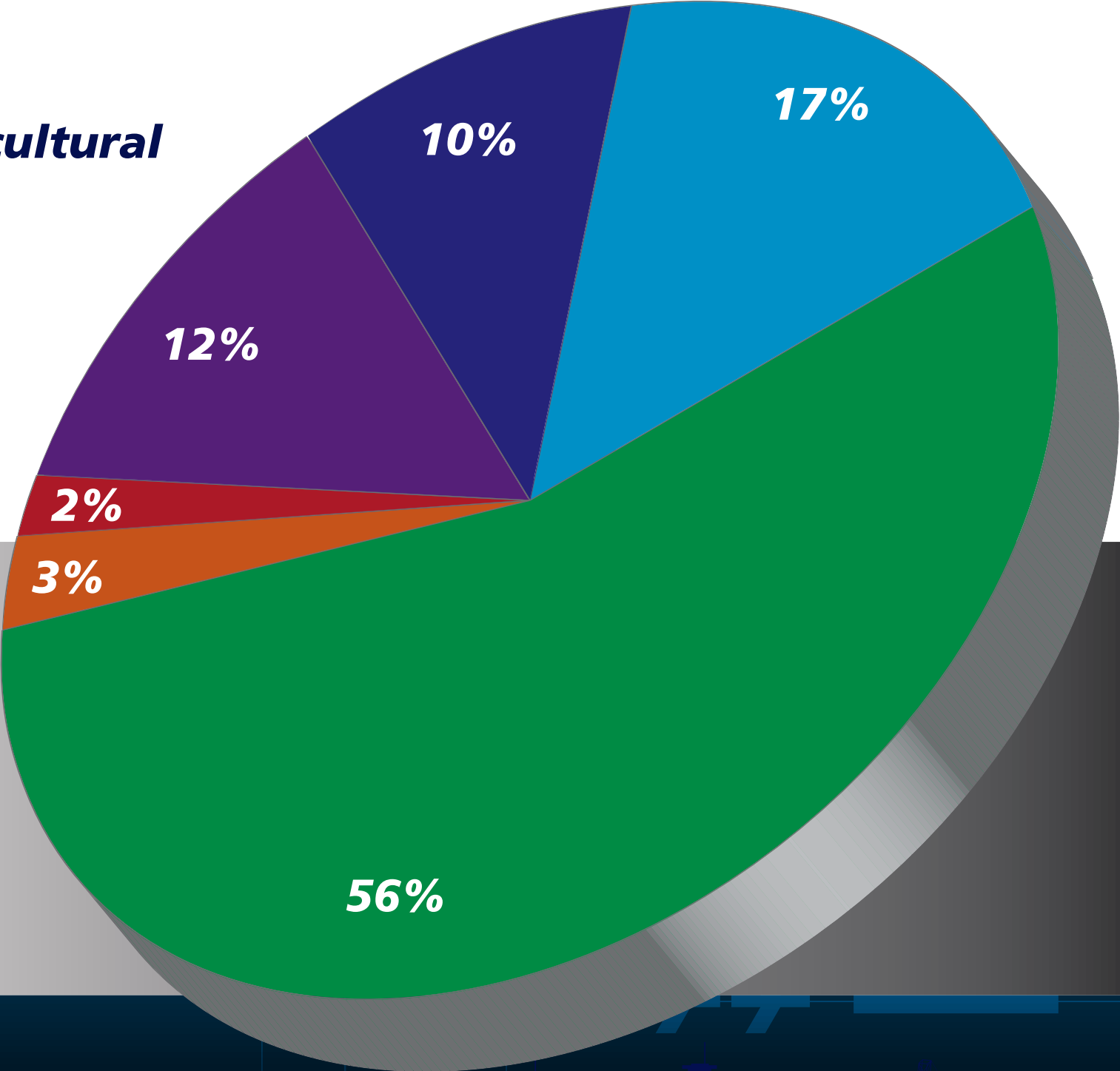
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Revenue 2013 - Per Product Type

-  **Forklift**
-  **Construction and Agricultural**
-  **Compressor**
-  **Access Equipment**
-  **Cleaning Equipment**
-  **Compact Construction**



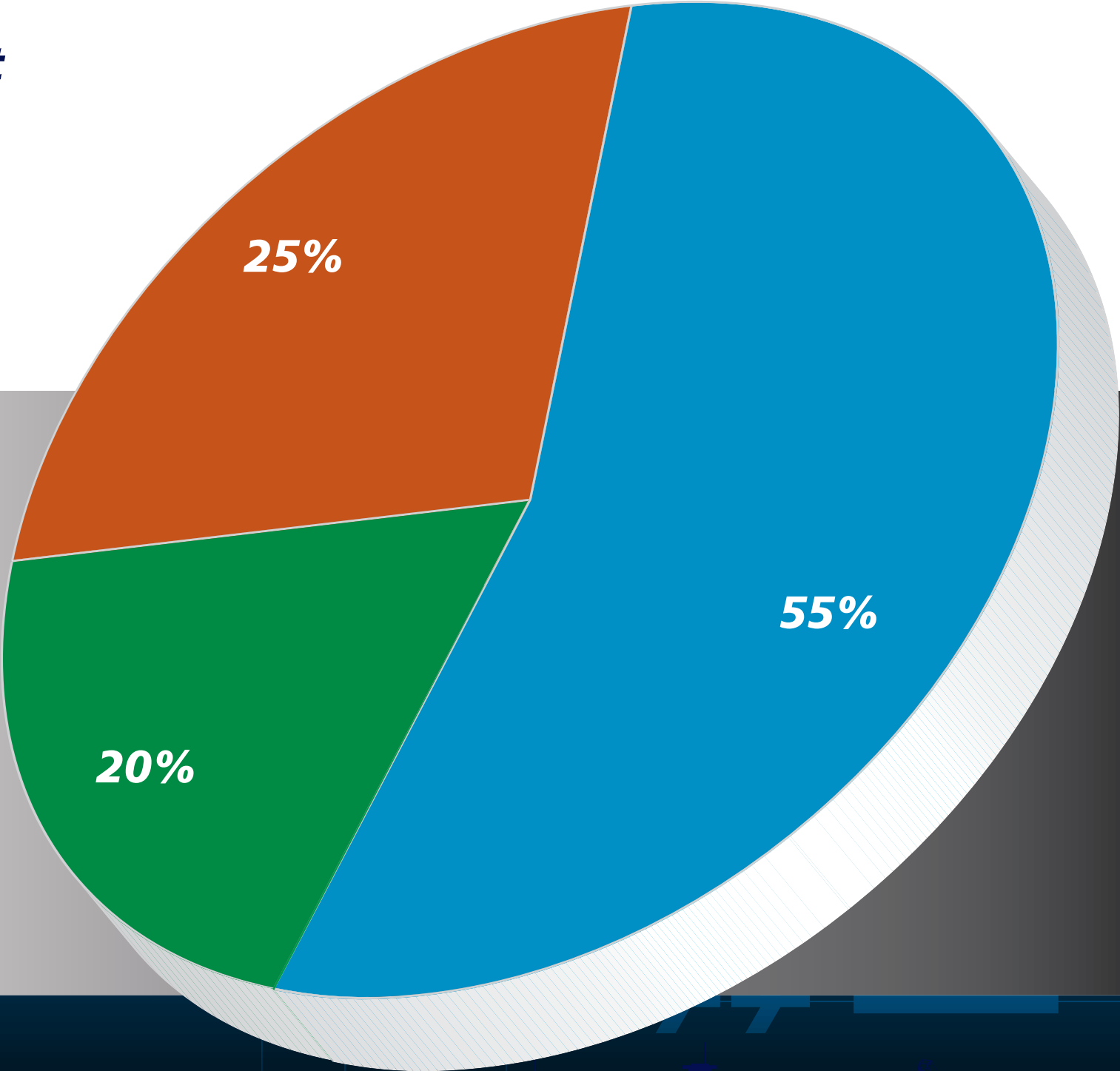
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Revenue Split - 2013

-  **New + Used equipment**
-  **Aftermarket**
-  **Rental**



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Key Features

- **Number 1 in SA in Warehousing Equipment, Industrial Cleaning Equipment and Compact Construction Equipment market.**
- **Number 2 in rental of access equipment in SA within 2 years.**
- **Operates fleet of nearly 2000 short term rental units (R390m)**
- **Funds over 1800 long term rental contracts**
- **Strong profit and ROI focus**



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The background is a collage of various industrial and construction equipment. In the top left, a black generator with 'Lutian' branding is shown. To its right, a person operates a grey floor sweeper. Further right, a blue scissor lift is visible. Below the generator, a white Crown forklift is parked in a warehouse setting. In the bottom center, a yellow excavator is working on a construction site. To the right of the excavator, a blue Sullair air compressor is shown. In the bottom right corner, a blue Hyster forklift is parked. The entire image has a blue tint and a glowing light effect behind the central text.

Business Unit Overview

Goscor Lift Truck Company

- *Exclusive distributor of Crown electric materials handling equipment (market leader in SA), Doosan forklift trucks, Bendi articulated forklifts & Hubtex specialised side loader forklifts.*
- *Offer sales, leasing and maintenance of the equipment.*
- *Experienced and quality technical backup, support and parts availability.*
- *Prides itself on customer retention.*



LIFT TRUCK
COMPANY



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Product Range



CROWN DOOSAN Bendi HUBTEX.



LIFT TRUCK COMPANY



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Major Clients

- **SAB Miller**
- **Makro**
- **Spar**
- **Pick n Pay**
- **Aspen**
- **Clover**
- **ENGEN**
- **UTI Pharma**
- **Imperial Logistics**
- **Unitrans**
- **Afrox**
- **Mr Price Group**



LIFT TRUCK
COMPANY



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Goscor Rental Company - A division of Goscor Lift Truck Company

- *Provides customers with flexible short-term forklift equipment rental solutions.*
- *Focused on customer requirements rather than specific brands.*
- *Comprehensive fleet of gas, diesel & electric powered forklifts to suite all applications.*
- *Sales of quality used forklifts.*



**RENTAL
COMPANY**

A division of Goscor Lift Truck Company



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Product Range

Short-term forklift rentals



Quality used machines for sale



RENTAL
COMPANY

A division of Goscor Lift Truck Company



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MPM Forklifts

- *Provider of specialised forklifts and material handling equipment to SAB, ABI and the bottling industry.*
- *Prides itself on a highly personalised and efficient service customised to meet the demands of SAB and ABI.*



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Goscor Hi-Reach

- *Acquired majority share in 2011.*
- *Exclusive distributor of Genie high reach lifting equipment since 1998.*
- *Range consists of:
Material lifts, scissor lifts, aerial work platforms, articulating boom lifts, telescopic boom lifts, trailer mounted, tele-handlers.*
- *Spares, parts and maintenance services.*
- *Recently increased shareholding to 75%.*



Hi-REACH



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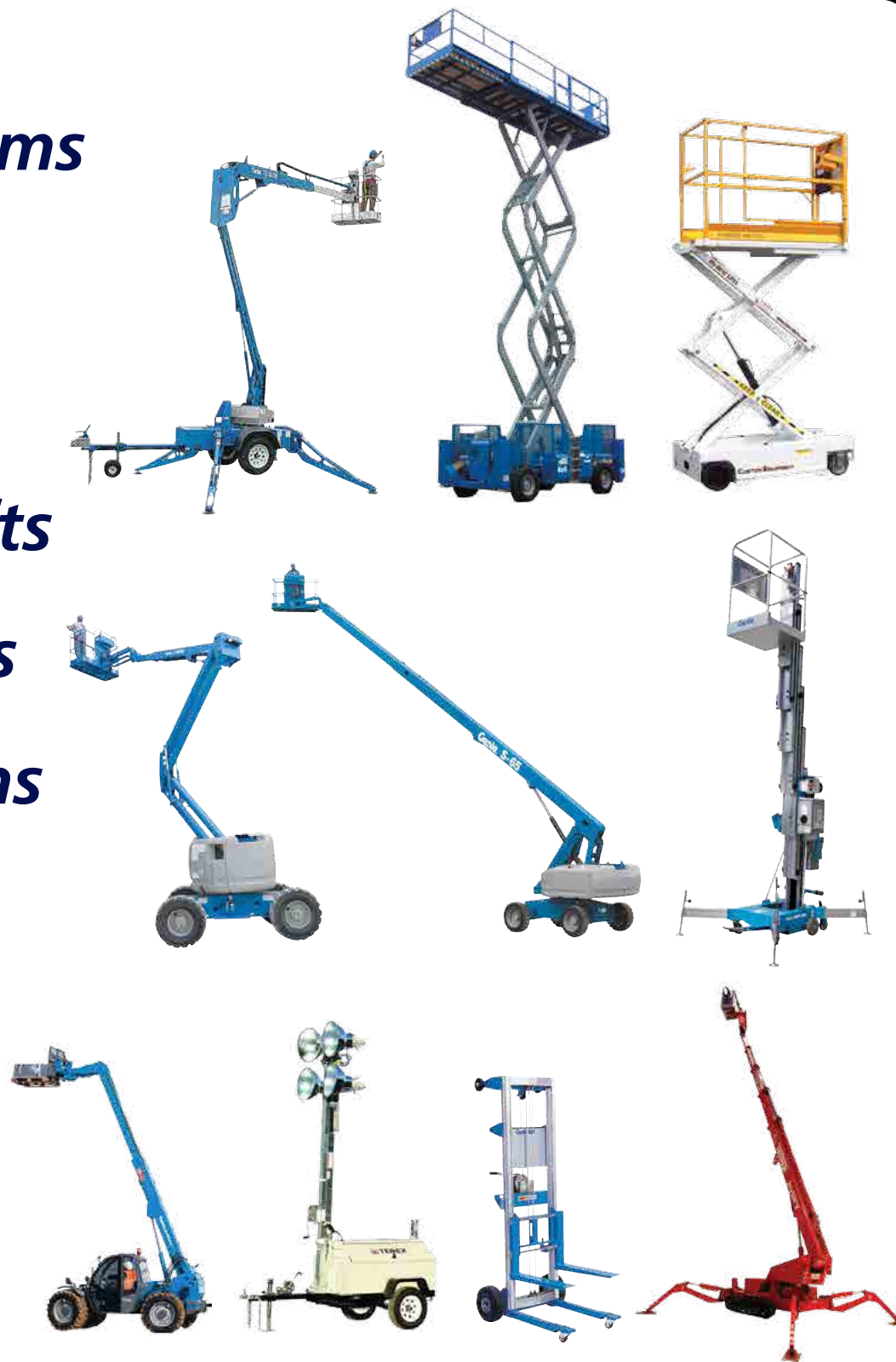
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Product Range

- *Trailer Mounted Booms*
- *Scissor Lifts*
- *Mini Access Lifts*
- *Articulated Boom Lifts*
- *Telescopic Boom Lifts*
- *Aerial Work Platforms*
- *Telescopic Handlers*
- *Light Towers*
- *Material Lifts*
- *Spider/Crawler Lifts*



Hi-REACH



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Goscor Access Rental

- *Startup business formed in July 2011 supplying the construction, mining, leisure & any industry requiring work at height equipment for rent.*
- *Invested over R200m in NEW units for rental.*
- *2013 acquired African Access in the Western Cape and established office in KZN.*
- *Range consists of:
Material lifts, scissor lifts, aerial work platforms, articulating boom lifts, telescopic boom lifts, trailer mounted, tele-handlers.*



ACCESS
RENTAL



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Product Range

Scissor lifts (Electric & Diesel)



Boom lifts (Electric & Diesel)



Articulated Boom Lifts



Telescopic Boom Lifts



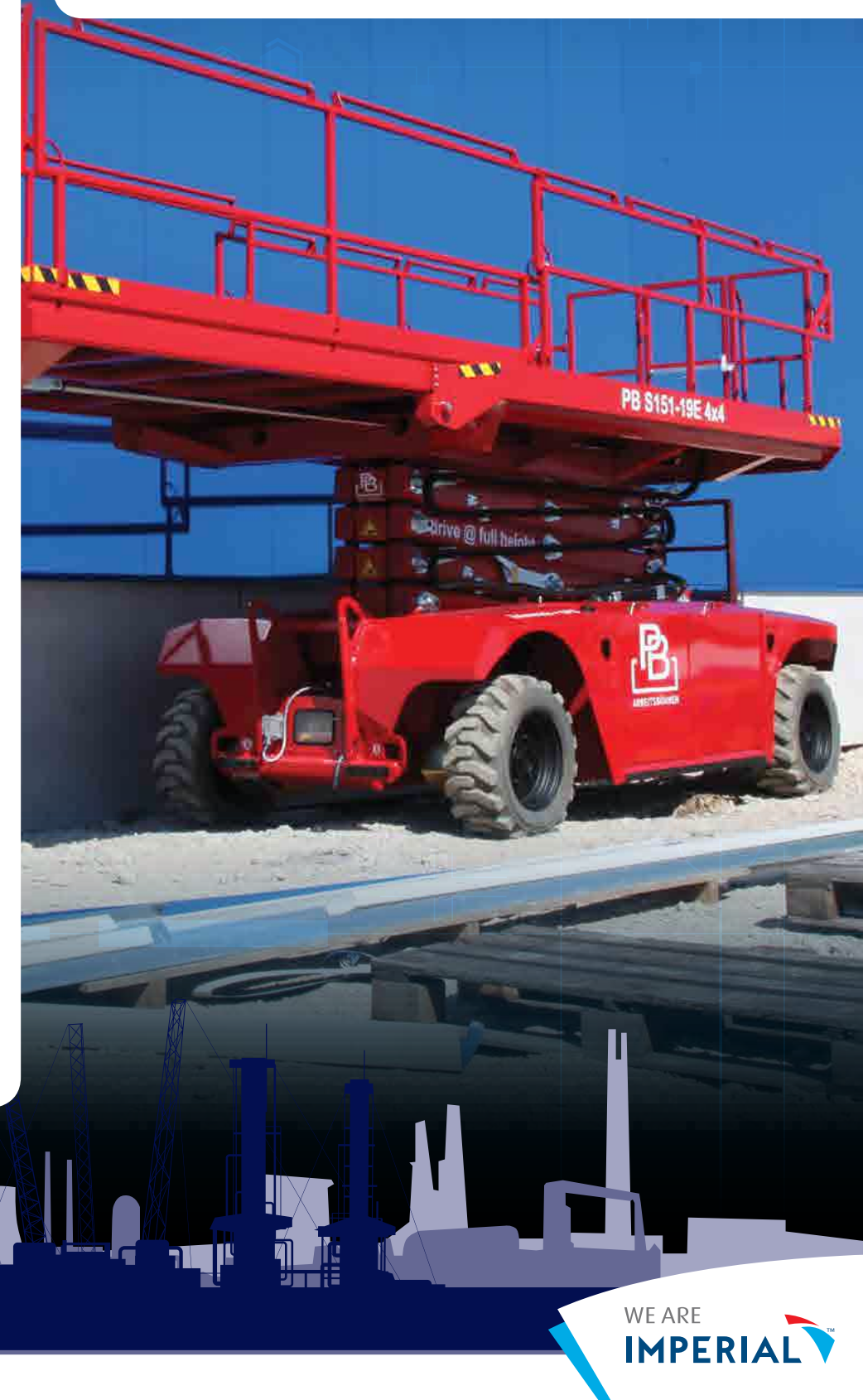
Crawler Mounted Booms



Low-level access equipment



ACCESS
RENTAL



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Goscor Cleaning Equipment

- **Exclusive distributor of market leading brand - Tennant.**
- **Holistic Cleaning solutions.**
- **Extensive range of environmentally friendly cleaning equipment & technologies (ecH2O & Byotrol).**
- **Sales, rental and service.**
- **Leader in industrial cleaning solutions.**
- **Major supplier into contract cleaning market.**



**CLEANING
EQUIPMENT**



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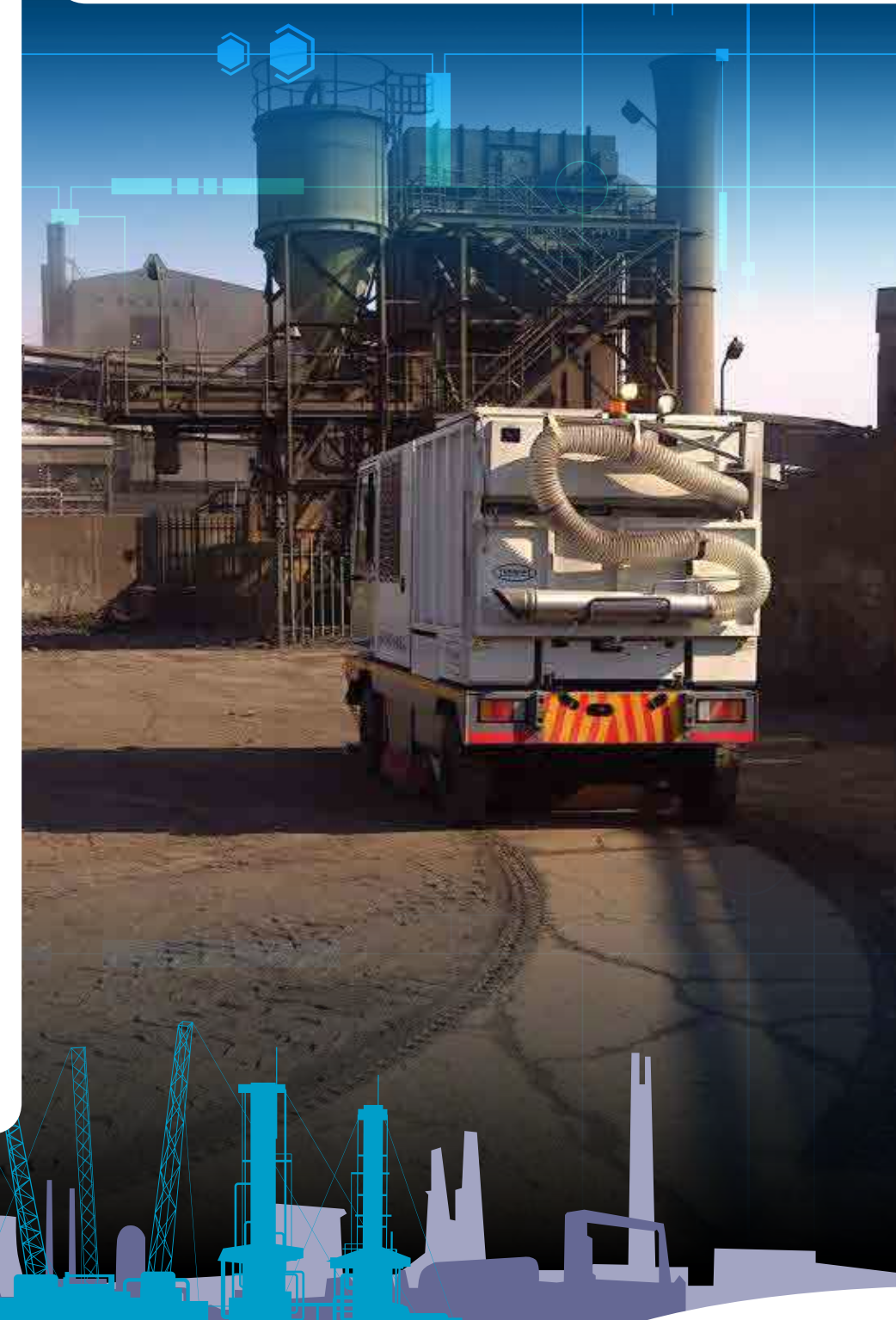
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Product Range

- *Vacuums*
- *Carpet Extractors*
- *Scrubbers*
- *Polishers*
- *Sweepers*
- *Industrial & City Cleaning*
- *Industrial Tankers*
- *Janitorial Equipment*
- *Industrial Vacuums*
- *High Pressure Cleaners*



CLEANING
EQUIPMENT



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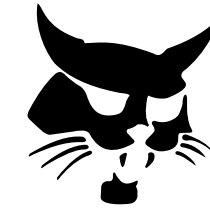
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Bobcat Equipment SA & Bobcat Equipment Rental SA

- *World & SA leader in the compact equipment market.*
- *Cost effective, practical and versatile equipment.*
- *Broad product range with huge options on attachments.*
- *Large short-term fleet supplying equipment on daily, weekly, monthly and project based rentals.*
- *Quality after sale, support through comprehensive branch network throughout SA.*



Bobcat®



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Product Range

Skid Steer Loaders



Excavators



Attachments



Compact Track Loaders



Telescopic Handlers



Bobcat®



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Goscor Power Products

- *Exclusive distributors of Subaru (Robin) engines and generators and MEIWA light construction equipment.*
- *2012 – added GE Wilson & Lutian products (Chinese).*
- *Focused on the Construction, Agricultural, Fire Fighting and Industrial markets.*
- *Distributes through 54 dealers, 18 OEM's + 5 Hire Companies in Southern Africa.*



POWER
PRODUCTS



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Product Range

Engines	Construction Equipment
<ul style="list-style-type: none">• EH Series (Overhead Valve)• EX Series (Overhead Cam)• DY Series (Diesel Engine)• EY Series (Side Valve)	<ul style="list-style-type: none">• Rammers• Rollers• Compactors• Concrete Mixers• Concrete Vibrators• Bullfloat Screed• Troweling Machines



Generators & Pumps	Fire Fighters
<ul style="list-style-type: none">• Generators in Petrol & Diesel from 2.5kva to 15kva• Welders from 180-200 amps• Pumps suitable for clear water, trash, slurry pumps	<ul style="list-style-type: none">• Ranging from a complete fire fighter with tank (sizes: 500L, 650L and 1000L), pumps also used for other applications such as cattle dip, irrigation, heavy duty cleaning



**POWER
PRODUCTS**



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Goscor KLG Compressed Air Solutions

- *Acquired KLG Compressors in 2010.*
- *Sole distributors for world-leading compressor brand, Sullair.*
- *2013 started distributing Ozen compressors (Turkey).*
- *5 and 10 year warranties on our compressors.*
- *Highly experienced technical expertise in compressors.*
- *Repair of all major compressor brands.*
- *SABS & ISO 9001 Accredited.*



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Product Range

Compressors	Vacuum Pumps
<ul style="list-style-type: none">Oil injected rotary screwOil FREE rotary screwDiesel (Portable)	<ul style="list-style-type: none">Oil injected rotary screwHospital applications



Dryers, Filtration & Water Separators	Construction Equipment
<ul style="list-style-type: none">Refrigerant DryersDesiccant DryersOil FREE filtration to 0,003 ppmStandard inline filtration	<ul style="list-style-type: none">Medium-to-heavy duty



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Goscor Finance

- *Providing customers with flexible finance and full maintenance rental solutions for their industrial equipment needs.*
- *Highly competitive rates.*
- *Maintenance contracts.*



FINANCE



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Market Conditions

- ***Exchange rate volatility.***
- ***Forklift market showing significant weakness (25% down year-on-year).***
- ***Construction and Mining - depressed sectors.***
- ***Market Share gains continue.***
- ***Strong access equipment market.***
- ***Diversified portfolio.***
- ***Africa opportunities.***
- ***Complimentary new products.***



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Contact us

0861 GOSCOR
www.goscor.co.za

 **Goscoregroup**

 **thegoscoregroup**

 **goscor-pty-ltd**

 **Goscor1**



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Thank you.
Q&A



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