



FLEET MANAGEMENT & LOGISTICS

Eqstra Fleet Management and Logistics is one of the leading fleet management companies in South Africa dedicated solely to the corporate fleet market. At Eqstra we realise that our customers are not only looking to finance their vehicles but more importantly the market is after a total fleet solution that delivers cost efficiencies and keeps their vehicles on the road.

The division has two business units, namely Eqstra Fleet Management and Eqstra Flexi Fleet - each tailored to the unique needs of our diverse blue-chip client base. Our understanding of the market and unique approach has resulted in a leading position, with more than 4 000 large corporates already adopting our market solutions.

EQSTRA FLEET MANAGEMENT

This business unit offers a modular approach to corporate fleets, allowing customers to outsource some or all of their fleet processes. This modular solution is unique to Eqstra, whereby we assist customers in first understanding their total fleet costs and then deliver a measurable solution based on their business or market requirements.

We are able to manage all our customers' processes in-house, providing customers with a single view of their fleet and consequently we manage more than 40 000 vehicles.

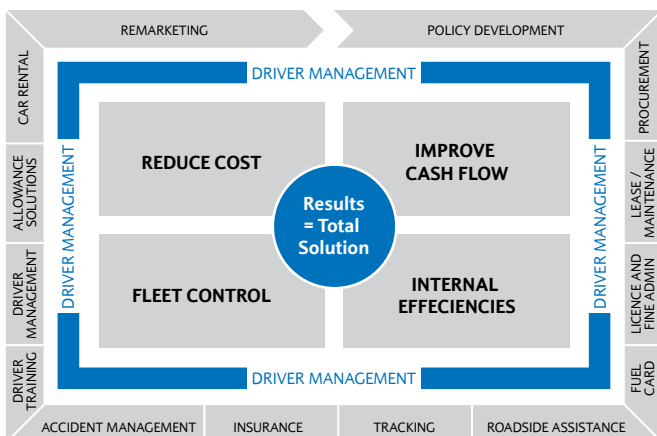
By understanding what drives costs, we have managed to tailor our services to deliver cost savings across the entire fleet chain and our customers regularly report double digit percentage savings in the first three years of outsourcing their fleet processes to our dedicated team of more than 300 fleet professionals.

EQSTRA FLEXI FLEET

At Eqstra we recognise that the requirements of transporters and distribution companies are totally different to that of a car and light delivery fleet. For this reason Eqstra Flexi Logistics specialises in providing logistics services with heavy goods vehicles for both the commodity and dry bulk sectors.

Eqstra Flexi Logistics provides transport and logistics solutions for some of the largest work fleets in South Africa, supported by our own national network of commercial vehicle workshops and panel repair shops.

The Eqstra Fleet Management and Logistics division aims to be the best in the industry through our "Quest for Excellence" programme, which ensures continuous improvement and investment in staff and information technology systems. Our total service is underpinned by a fleet management portal allowing us to report all costs in real time to our customers.





WHAT UNDERPINS OUR BUSINESS?

In addition to our comprehensive fleet solutions, Eqstra's strategy is to be the most responsible fleet provider in the market.

To support this objective, Eqstra Fleet Management and Logistics is an authorised financial services provider and is fully compliant and ISO 9001 accredited.

Broad-based Black Economic Empowerment (B-BBEE) is both a business and a moral imperative and forms an integral part of our business. The division is in process of improving the B-BBEE rating through its employment equity plan, its focus on effective supply chain management, ongoing review of its Black Economic Empowerment shareholding and enterprise development company, Amasondo Fleet Services.

Realising that transport is one of the largest contributors to harmful carbon emissions, we are one of the first companies in South Africa to actively monitor and manage our carbon footprint and our corporate responsibility strategy has become a model in the industry, and included some of the under-mentioned initiatives:

- ▶ Eqstra Carbon Offset Project – Eqstra joined forces with Food and Trees for Africa – a sustainable project and the first South African social enterprise addressing sustainable development through climate change action, food security and greening programmes. It is also the first in the world to register its Bamboo for Africa for Carbon Offsets under the international Verified Carbon Standard;

- ▶ The Best Lift Club – this carpooling initiative was launched in conjunction with Gauteng MEC of Transport in October 2011 and aims to reduce the number of vehicles on South African roads, thereby reduce carbon emissions;
- ▶ the planting of 1 200 trees in disadvantaged areas, under the auspices of Food and Trees for Africa;
- ▶ solar geysers – installation in economically disadvantaged areas;
- ▶ investment in the Umhloni Gel Stoves Project – replacing dangerous paraffin stoves with clean-burning bio-fuel stoves. This project has distributed 4 000 bio-fuel stoves and bio-ethanol gel fuel to rural and peri-urban households; and
- ▶ consulting with our customers on the impact their fleets have on the environment and how this can be reduced.

As the business operates in the Transport sector, Eqstra Fleet Management and Logistics is also a thought leader in the road safety space:

- ▶ Eqstra Fleet Management and Logistics has joined forces with The National Department of Transport, the United Nations and The Nelson Mandela Foundation to launch the Think Pedestrian campaign which aims to reduce pedestrian fatalities by means of awareness and improved infrastructure in hazardous locations throughout South Africa.

GENERAL ENQUIRIES

EQSTRA FLEET MANAGEMENT AND LOGISTICS

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