



## EQSTRA FLEET MANAGEMENT'S REST OF AFRICA BUSINESS UNIT

Eqstra Fleet Management's Rest of Africa business unit is a Pan-African service provider of fleet management and leasing solutions.

In the last 13 years the company has successfully expanded its traditional South African operations into sub-Saharan Africa. Fully-fledged operational branches have been established in Namibia, Botswana, the Kingdom of Swaziland, the Kingdom of Lesotho, Nigeria and Tanzania. The Eqstra Fleet Management product range and service offering is adapted to local market infrastructure and legislation.

Our branches provide focused fleet management solutions for all makes of vehicles including passenger, light, medium and heavy commercial vehicles, as well as trailers.

The establishment of an Eqstra operation automatically spawns a complete mobility chain – i.e. an array of businesses that either support Eqstra's activities or benefit from the company's investment in the country. It is our policy to support the local economies within which we operate and therefore we utilise local vehicle dealerships, suppliers and SMME's to carry out repairs and services to our vehicles and any other related activities.

The Rest Of Africa provides the following benefits to regional and international customers:

- ▶ customers can centralise procurement expenditure with Eqstra as a preferred supplier for fleet management and procurement of industrial, mining and construction equipment;
- ▶ greater cost efficiencies can be achieved by utilising the Eqstra group's economies of scale and value-added supplier management;
- ▶ Eqstra Fleet Management extends globally through our alliance with Global Fleet Services;

- ▶ mining, construction and materials handling for corporate companies, multi nationals, parastatals and governments and all branches are supported by our dedicated operations hub, based in South Africa; and
- ▶ comprehensive vehicle fleet management products and systems, including fleet administration and reporting, GPS vehicle tracking, customised replacement policies and insurance.

### EQSTRA GLOBAL FOOTPRINT

Eqstra is a South African company with a global reach. The company has operations in the United Kingdom and is represented in the following 15 countries in Africa:

#### **BRANCHES IN AFRICA:**

South Africa  
Namibia  
Botswana  
Swaziland  
Lesotho  
Nigeria  
Tanzania  
Zambia  
Mozambique

#### **FOR A PAN-AFRICAN SOLUTION PLEASE CONTACT US:**

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## EQSTRA PLANT LEASING

Our in-house finance company, Eqstra Plant Leasing (EPL), was established with the sole purpose of promoting the leasing of plant and equipment.

Benefits of leasing include, but are not limited to:

- ▶ reducing capital expenditure;
- ▶ optimising cash flows: and
- ▶ outsourcing risk of ownership and maintenance thereby enabling the customer to focus on production indicators.

EPL provides customers with access to the global trend towards equipment leasing and offers customers access to off balance sheet funding and value added products, subject to board and credit committee approval. Leasing products include full maintenance and operating leases with service plans, where applicable, for most reputable heavy equipment brands.

## GENERAL ENQUIRIES

EQSTRA FLEET MANAGEMENT AND LOGISTICS: REST OF AFRICA AND EPL

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