

CATERPILLAR IN AFRICA

OUR SOLUTIONS HELP OUR CUSTOMERS BUILD A BETTER WORLD.



CATERPILLAR®



WELCOME TO THE AFRICAN REGION



Carmen Kamgaing
Africa Region Manager

From Cape Town to Cairo, Africans across the continent are leveraging current solutions and services to drive the economy towards sustainable growth. The developing continent has 54 diverse countries and is home to 1.5 billion people (60% of the population is under 25). To enable economic growth, each country must build a strong foundation around government agencies, and invest in healthcare, education, technology, and quality infrastructure.

In 2020, Africa's economic activity reduced by 2% in GDP due to the Covid-19 global pandemic. The region was in recession for the first time in 25 years. Various travel and trade restrictions continue to be imposed by governments to reduce the spread of the virus. The continent has since recovered with a projected 2022 GDP growth of 3.4% driven by credible policies that will stimulate private investments. The acceleration of reforms, such as the African Continental Free Trade Area, present new opportunities for business, trade and production within Africa. Additionally, the large youth unemployment rate has led many governments to focus on sustainable policies that accelerate job creation, encourage foreign investment and enhance competitiveness.

China continues to be a top trade partner for Africa with more than 10% increase in direct investment in 2020. Through the Belt and Road initiative, China is already involved in more than 35 African countries, delivering solutions in power generation, transport and equipment supply. Caterpillar is proactively engaged in this historic initiative and is well positioned with our global dealer network to add significant value for our customers.

Since Caterpillar appointed its first Africa dealer in 1926, the local network has now grown to 14 independent Cat® dealers with 165 branches and over 10,000 employees. These include 22 Certified Rebuild Centers (5 mining CRC's) and approximately 3,500 technicians spread across the continent. By working hand in hand with our dealers, we have expanded our capabilities and now provide rental options, used machines, certified rebuild solutions, remanufacturing and financial products to our clients. Our dealers provide convenient localized services and are our partners in executing Caterpillar's long-term commitment to Africa. Cat products were present in many of the largest projects conducted throughout the region, including the construction of the Suez Canal, Inga Dam and numerous mining projects such as the ongoing Simandou Project in Guinea.

Skilled operators are at the center of enabling sustainable infrastructure projects which is why Caterpillar has launched "Technicians for Africa", an online learning platform that teaches basic technical skills. The program is aimed at ensuring trainees are prepared with the technical skills required to pursue a career in machinery repair and maintenance, operation, and other roles in the infrastructure industry. Since 2010, the Caterpillar Foundation has invested \$77 Million in 24 African countries focusing on sustainable infrastructure, access to basic services, workforce readiness and STEM education.

The sustainable development of Africa is a collective effort; and together with our dealers, we are committed to contributing to Africa's success. This document provides an overview of 14 African Cat dealers, demonstrates our footprint in the continent, and specifies the products and services we provide.

Let's do the work!

Source:
<https://www.worldbank.org/en/region/afr/overview>
<https://www.afdb.org/en/documents/african-economic-outlook-2021>
<https://www.weforum.org/agenda/2021/02/africa-free-trade-global-game-changer/>
https://www.fmprc.gov.cn/zfzt/2018/eng/zfzs_1/t1903041.htm



CATERPILLAR IN AFRICA OVERVIEW

Caterpillar in Africa Overview **02**

Caterpillar's Long History in Africa **03**

Cat Products by Industry **05**

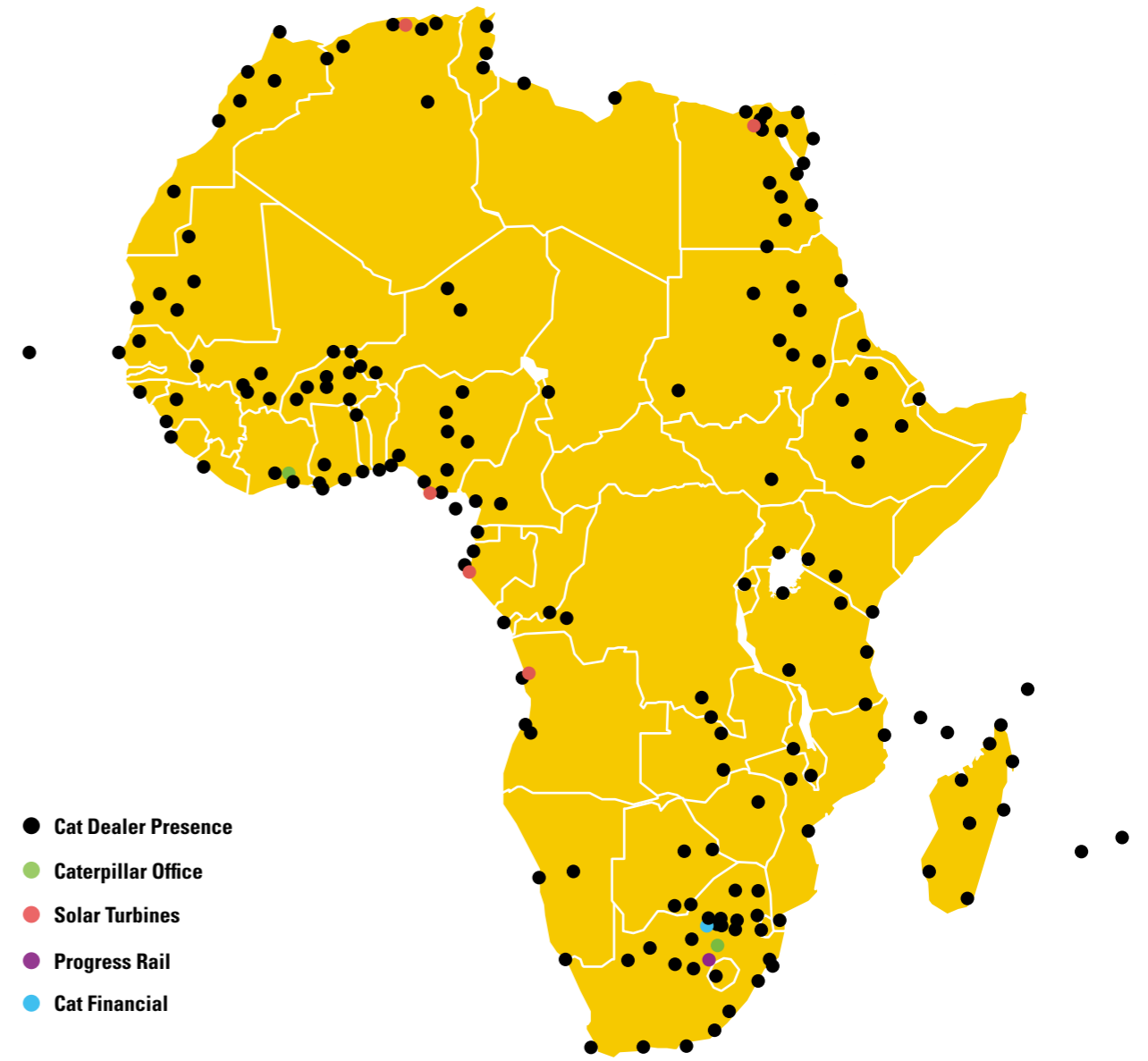
SEM Footprint in Africa **07**

Diversified Purchase Solutions **09**

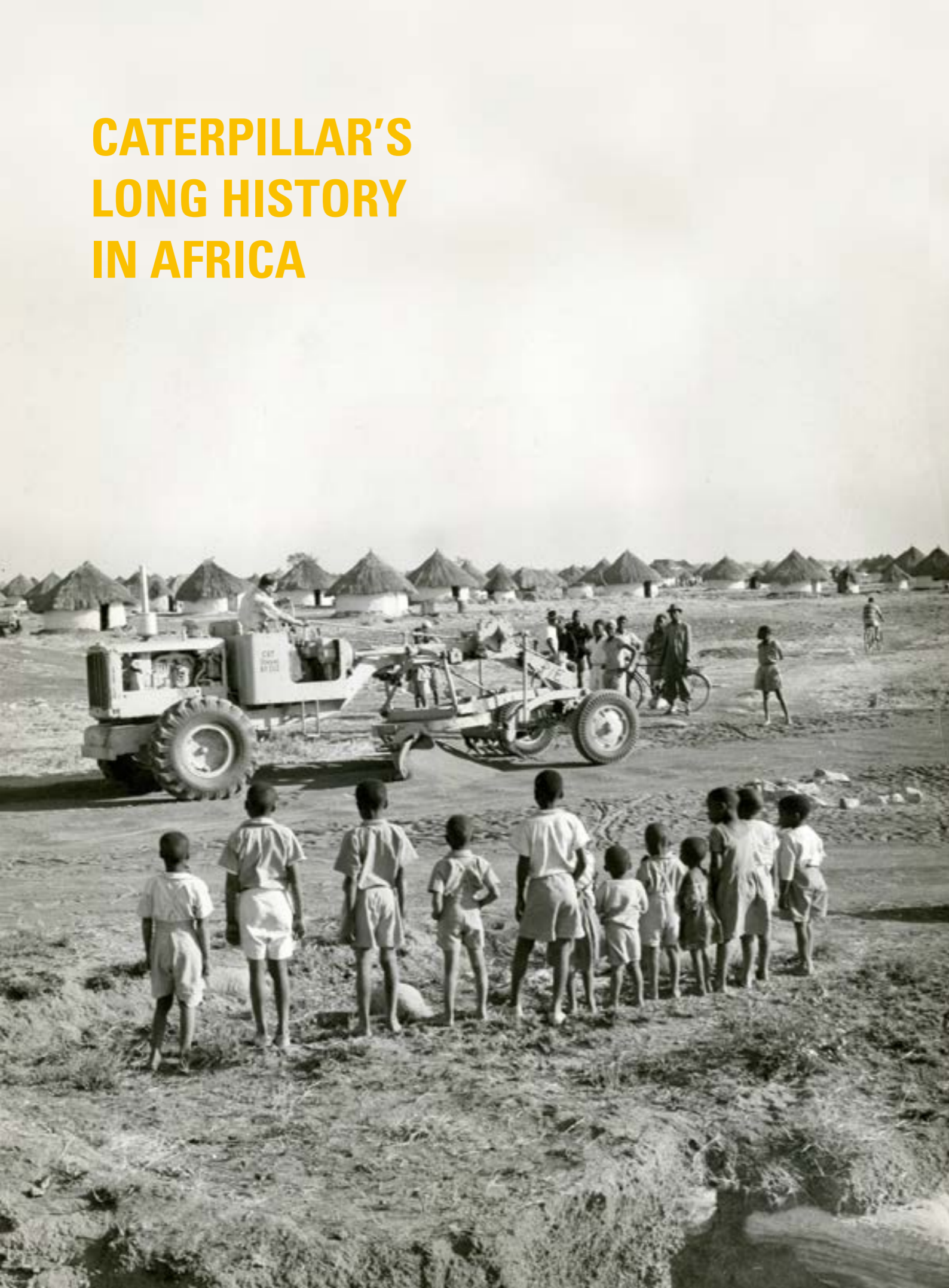
After-sales Service and Product Support **15**

Industry Solutions beyond Construction **29**

Cat Dealer Footprint **35**



CATERPILLAR'S LONG HISTORY IN AFRICA



The first Cat dealer in Africa was appointed back in **1926** and Caterpillar is now represented by dealers in **54** of the **55** countries on the territory. Today, no other manufacturer of earthmoving and power generation equipment comes close to Caterpillar in terms of Africa coverage. We are proud of Caterpillar's significant role in helping to improve the lives of people on the Africa territory. This would not be possible without the professional and passionate dealers that represent the Cat brand in Africa.

1912

Holt 60 tractor pulling a Holt Combine Harvester in North Africa



1913

The first Cat D4 tractor being unloaded at the port of La Goulette near Tunisia



1925

Caterpillar 2-Ton tractor pulling a plow in North Africa



1950

A Cat D7 tractor with a pipelayer attachment in North Africa



CAT PRODUCTS BY INDUSTRY



INDUSTRIES



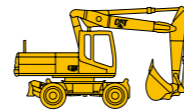
PRODUCTS

Building Construction Roads and Highway Construction Infrastructure Projects Ports, Logistics

- Backhoe Loaders
- Compact, Small and Medium Wheel Loaders
- Small and Medium Track-Type Tractors
- Skid Steer Loaders
- Compact Track Loaders
- Small, Medium and Large Track Excavators
- Mini Excavators
- Wheel Excavators
- Motor Graders
- Select Work Tools
- Pipelayers
- Track-Type Loaders
- Compaction products
- Telehandlers
- Asphalt products



Wheel Loaders



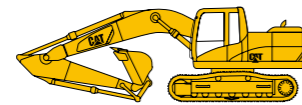
Wheel Excavators



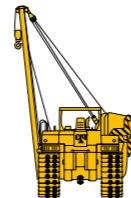
Track-Type Tractor



Motor Graders



Track Excavators



Pipelayers



Asphalt Compactors



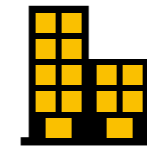
Track-Type Loaders



Skid Steer Loaders



Backhoe Loaders



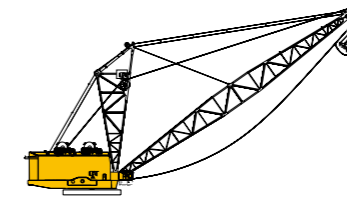
INDUSTRIES



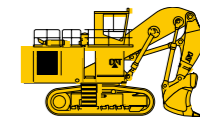
PRODUCTS

Mining Quarrying

- Large Mining Trucks
- Off-Highway Trucks
- Electric Rope Shovels
- Wheels Tractor Scrapers
- Hydraulic Shovels
- Large Track-Type Tractors
- Large Wheel Loaders
- Articulated Trucks
- Longwall Miners
- Draglines
- Wheel Dozers
- Drills
- Motor Graders
- Water Trucks
- Machinery Components
- Select Work Tools
- Electronic and Control Systems
- Minestar Solutions (Fleet, Terrain , Detect , Command , Health)
- Underground Hard Rock



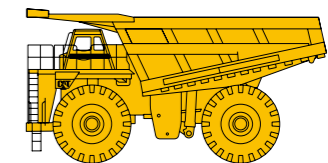
Draglines



Backhoes / Hydraulic Shovels



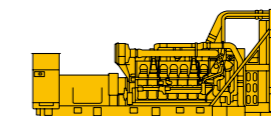
Wheel Dozers



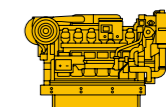
Mining Trucks

Oil & Gas Power Generation Marine Rail Industrial

- Reciprocating Engines
- Generator Sets
- Marine Propulsion Systems
- Gas Turbines
- Turbine-Related Services
- Diesel-Electric Locomotives



Generator Sets



Marine Propulsion Systems

SEM FOOTPRINT IN AFRICA

Global Dealer Network

Caterpillar is dedicated to providing affordable, available and supported SEM products and services to serve the customers all over the world. In China, SEM machines are sold through a network of over 70 SEM dealers, owned and operated by local entrepreneurs. In markets outside of China, the products are sold through Cat dealerships with dedicated SEM channels, covering more than 90 countries. Key export markets for SEM machines include Asia Pacific, Latin America, Eurasia, and Africa and Middle East.



■ Over 50 Dealers
Cover Nearly 90 Countries

After-sales Service

SEM is committed to providing the support customers need before, during and after their equipment goes to work on the job site. We promise first-class response speed, service skills and parts support. In addition, our after-market consulting services help sites address overall challenges beyond equipment management.



- Provide consistent technical support to dealers for putting customer machine back to work quickly
- Pursue for best in class response speed and right solutions to maximize uptime for customer fleet
- Give access to customers on all needed technical and parts info. via digital platform to run their machine efficiently
- Incorporate SEM parts into the Caterpillar distribution centers, which will lead to shortened lead time and better parts availability for the international customers

About SEM Brand

Shandong Engineering Machinery Co. Ltd. manufactured SEM branded wheel loaders in China for more than 60 years and became a wholly-owned subsidiary of Caterpillar in 2008. In 2013, the Shandong Engineering Machinery Co. Ltd. transitioned to Caterpillar (Qingzhou) Ltd. and continues to produce SEM branded products.

As an important strategic brand of Caterpillar, SEM has its own brand proposition, distribution channels, marketing strategy and product support. The SEM brand of wheel loaders, soil compactors, motor graders and track-type tractors are targeted to meet customers' needs in China and overseas markets. SEM products meet or exceed regional industry requirements for quality and reliability.

Key Projects in Africa

SEM branded equipment is playing important roles in many key construction projects in many countries of Africa, including projects in Guinea, Ghana, Kenya, Algeria, etc.

SEM Product Portfolio

SEM is one of the key product brands of Caterpillar and its product portfolio includes wheel loaders, soil compactors, motor graders and track type tractor.



SEM Wheel Loader

8T : 680D
7T : 676D
6T : 668D, 660D
5T : 658D, 656D, 655D, 653D
3T : 636D
< 2T : 618D



SEM Soil Compactor

522, 520, 518, 512, 510



SEM Motor Grader

922, 921, 919, 917, 915



SEM Track Type Tractor

832D (available in 2022), 822D, 816D



Machine Application

SEM machines are designed for various applications, including

- Railway / highway / airport
- Port
- Quarry
- Municipal construction
- Agriculture
- Water conservancy / hydropower
- Waste
- Coal
- Forestry
- Log grapple
- Concrete
- Tunnel
- Iron and steel

DIVERSIFIED PURCHASE SOLUTIONS



Cat Rental

You put everything into making sure the quality of your work reflects your commitment to your communities and neighbourhoods. That means jobs come in on time and on budget. Managing productivity, efficiency and the safety of your workforce is more than a full-time job. At The Cat Rental Store, we understand this. That's why when you rent with us, you get more than just access to world-class equipment.



MAKE YOUR JOB EASIER



CONVENIENCE

Keeping your project on schedule a priority. We're always ready to keep you moving with access to a wide range of machines and solutions, even at a moment's notice.



TECHNOLOGY

Our rental fleet comes with the latest technology to help you improve productivity, efficiency and financial results.



PROFITABILITY

Renting high quality equipment that you can trust takes away the financial responsibility of owning equipment. It helps you control your project costs and improve cash flow.



EXPERTISE

We train all our people, so they can provide you expert advice, service and support. Our team makes sure to understand your job requirements and deliver the right machine when you need it.



FLEXIBILITY

On-the-job needs can change quickly. We offer multiple options to fit your schedule and budget. We provide short-term and long-term rentals as well as rentals with purchase options. If we need to meet special requirements, count on us for that, too.



RELIABILITY

All products undergo a rigorous check, inside and out, after each rental to ensure safe and reliable performance.

From heavy equipment rental to power generation, trenching or shoring to scissor and telescopic boom lifts, we have the equipment you need to get the job done. Your local Cat dealer is here to serve your diverse heavy equipment needs across the Region. We offer highly trained rental specialists who have the knowledge and experience to help you make informed decisions on choosing the right models and related accessories. From flexible spending accounts, leasing and rent-to-own options to product delivery and available operator training, our dealers offer a variety of valuable products and services.

It's good to know that when things get tough, the Cat Rental Store has your back with all the equipment, machines, power systems, lift trucks, tools and attachments you need to make progress possible. Learn more about our selection of rental equipment by browsing our equipment online at www.catrentalstore.com and rent whatever you need from people who do whatever it takes.

SHOPPING FOR USED EQUIPMENT?

CHOOSE A MACHINE THAT PASSES OUR TOUGHEST TESTS.



Cat Certified Used Equipment

Cat Certified Used equipment includes a wide range of low hour, fully serviced machines that pass our rigorous inspection process. Cat Certified Used equipment includes articulated off-highway trucks, paving and utility rollers, soil compactors, motor graders, excavators, backhoes, skid steers, wheel loaders and more.

LIVING UP TO A HIGHER STANDARD

In order to be good enough to be Cat Certified Used, every used machine has to pass Caterpillar's detailed inspection program, and comes with a minimum 6-month powertrain warranty. We don't just check the oil and kick the tires. We analyze and rate every component of the machine, from the engine and hydraulics to the seat cushions and operator's manual. In some cases, that's up to 140 inspection points for each piece of machinery. And that's just the first step.



LOW WORK HOURS

All Cat Certified Used equipment is less than 5-years old and has low work hours.

LOW WEAR LEVELS

Cat Certified Used equipment features less than 50% wear on:

- Tires
- Undercarriage
- Ground Engaging Tools

UP-TO-DATE MAINTENANCE

You can be confident Cat Certified Used equipment is ready to work because all scheduled maintenance has been completed at a Cat dealer facility by factory-trained technicians using the latest tools and technology.

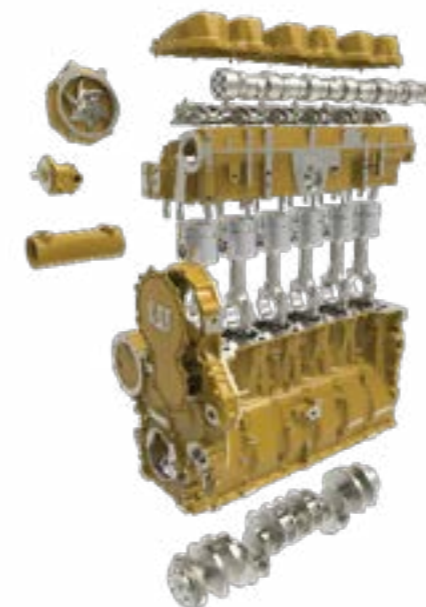
Cat Certified Used

HIGHER STANDARDS DON'T HAVE TO COME AT A GREATER COST.

Cat Certified Used equipment gives you Cat quality and reliability but at a more affordable price than new machines. To help with cash flow and working capital, financing is available with competitive interest rates.



Cat Reman



SUSTAINABLE OPTIONS PROVIDING LIKE NEW PERFORMANCE AT A FRACTION OF THE PRICE

UP TO 60% OFF COST OF NEW

- Reduces customer's Total Cost of Ownership
- Cat Reman helps tailor repair options to customer need and budget
- Save valuable technician time to focus on more complex repairs

8000+ CAT REMAN COMPONENT OPTIONS

- 98.7% CCPA* off-the-shelf parts availability
- 21 Global Caterpillar Parts Distribution Centers & 2,000+ dealer branch locations facilitate parts availability
- Off-the-shelf availability minimizes downtime
- Standard 12-month Caterpillar Parts Warranty

*Customer-centric parts availability (2020)

61% LESS GREENHOUSE GASEMISSIONS*

- Helps meet global customer demand for sustainability and transparency
- Cat Reman collected 131 million pounds of material through end-of-life returns in 2020
- 82% Less Water Used | 85% Less Energy Used | 85% Less Landfill Space | 85% Less Raw Material Used

*When compared to manufacture of new



Cat Financial Solutions

FOR THE LIFE OF YOUR BUSINESS

For more than 90 years, Caterpillar has been building the world's infrastructure and, in partnership with its independent dealers, driving positive and sustainable change around the world. Caterpillar is a technology leader and the world's largest maker of construction and mining equipment.

For more than 40 years, Cat Financial, a wholly owned subsidiary of Caterpillar Inc., has been providing a wide range of financial services to Cat customers and Cat dealers.

IN SOUTH AFRICA

Caterpillar has had a presence in South Africa since 1927, and a new Cat Financial office opened in 2018. With the shift from large construction houses to small and medium size enterprises in our region, financing has become a key customer requirement, and Cat Financial is there to help.

THE ADVANTAGES OF CAT FINANCIAL

Whatever your equipment needs, Cat Financial can help you expedite your purchase quickly and get your equipment on the job and working. Here are the advantages you can count on from us:

- Finance your machine repairs and rebuilds
- Quick and convenient "one-stop shop"
- Competitive interest rates and programs tailored to your company's needs
- Dedicated, local territory managers to help you at every step
- A wide variety of financial and credit solutions
- EPP and CVA (Customer Value Agreements) options available for your peace of mind



Our mission is to help customers succeed

by providing customized equipment and financial solutions. We understand the way you work and the day-to-day challenges you face competing in your industry. Whether you're just getting started or ready to grow, we can put together solutions that match your needs and your budget.

WE KNOW EVERY BUSINESS IS UNIQUE

Cat Financial territory managers know how important it is to understand your goals and challenges. Working with you and the dealers, we will find the right financial packages to fit your needs.

COUNT ON TERRITORY MANAGERS TO:

- Understand what is trending in your industry and how it affects your business
- Fast credit turnaround
- Support you on your application process



MACHINES YOU NEED TO GET THE WORK DONE WITH FINANCING THAT WORKS FOR YOU.

FIND THE FINANCIAL AND EXTENDED PROTECTION SOLUTIONS THAT WORK FOR YOUR BUSINESS

- Comprehensive financial and extended protection solutions
- Exceptional service
- Competitive pricing



START WORKING WITH CAT FINANCIAL

Your business is important to us. We're eager to find out how we can help you reach your goals.

FOR NEW FINANCING

Sales: sa.sales@cat.com
 Website: catfinancial.com
 Phone: +27 11 961 5050

We can help you with:

- New business opportunities and inquiries
- Answer questions about financial products
- Tailor-made quotes

FOR CUSTOMER SUPPORT

Email: e-invoiceCFSSA@cat.com
 Phone: +27 11 961 5050

Support services we provide:

- Customer inquiries
- Settlements/terminations
- Agreement queries
- Payment changes/queries
- Restructures
- Modifications
- Balance requests
- End of contract options and queries

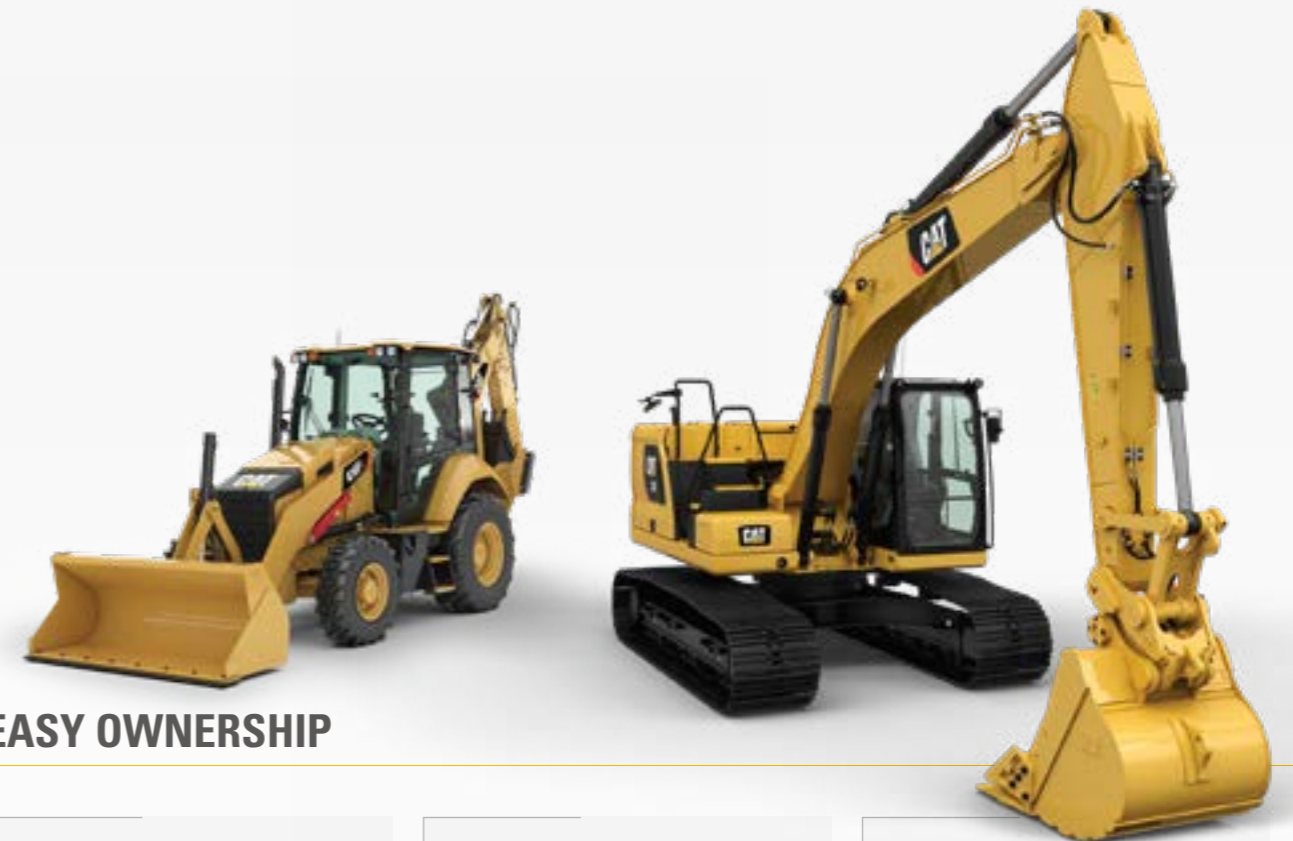
AFTER-SALES SERVICE AND PRODUCT SUPPORT



CVA

OVERVIEW AND BENEFITS

WHAT'S A CVA? Cat Customer Value Agreements (CVAs) help keep your Cat machine easy to own and ready to work. Every CVA starts with Hassle-Free Maintenance, featuring Genuine Cat Parts, delivered right on schedule, right to your location with step-by-step instructions. Security of Expert Dealer Support comes with Equipment Protection Plan (EPP) options to minimize surprise costs on covered repairs. Peace of Mind of Equipment Health Management provides you with machine alerts and information, as well as inspections and fluid health monitoring. Hassle-Free Ownership means all elements of your CVA are part of one agreement and include flexible payment options for your machine and maintenance.*



EASY OWNERSHIP

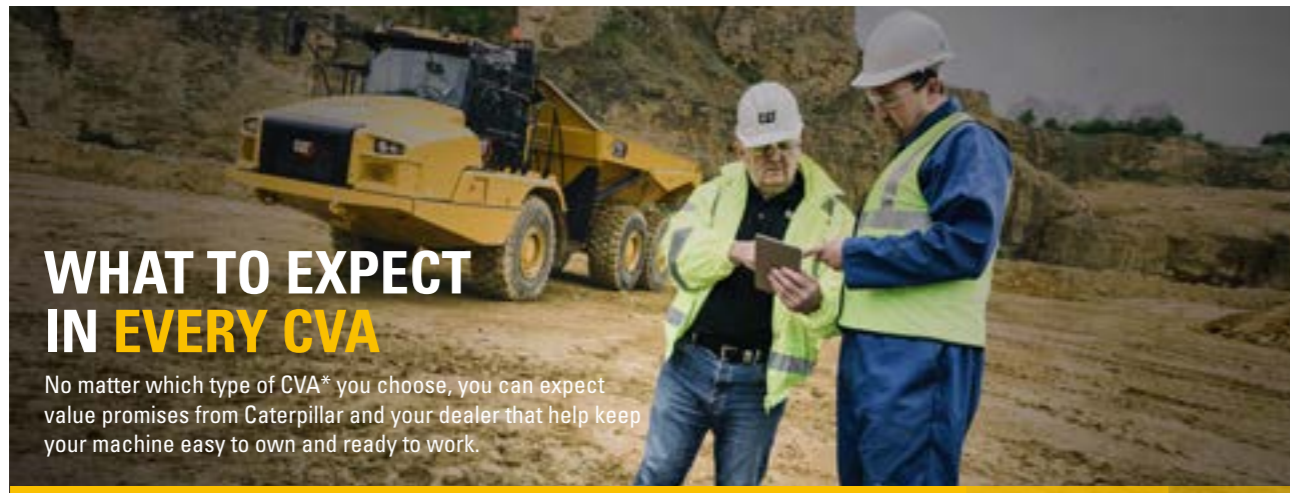
UP TO **50%**
LONGER COMPONENT LIFE WITH **CAT FILTERS**

UP TO **2x**
LONGER ENGINE WORKING LIFE WITH **CAT FLUIDS**

UP TO **80%**
LOWER FUEL INJECTOR COST PER HOUR WITH **CAT FILTERS**

WE'VE GOT YOUR BACK

*CVA and financing are subject to restrictions and availability. Additional terms and conditions may apply. Contact your Cat dealer for more information.



WHAT TO EXPECT IN EVERY CVA

No matter which type of CVA* you choose, you can expect value promises from Caterpillar and your dealer that help keep your machine easy to own and ready to work.

01 HASSLE-FREE MAINTENANCE

unlocks planned maintenance efficiencies like never before. Genuine Cat Parts are delivered at your location or available at the dealer branch — right on schedule for maintenance. Optional dealer service includes trained professionals who can work with your schedule to minimize downtime. Plus, take advantage of dealer waste disposal for environmental-friendly filter and fluids waste disposal. No matter how you prefer to handle maintenance and service, your Genuine Cat Parts — optimized for the machine and application — can extend your component life by up to 50%.

02 SECURITY OF EXPERT DEALER SUPPORT

offers Equipment Protection Plan (EPP) options to minimize cost of potential machine defects under coverage. Your CVA can put you at ease with expert dealer troubleshooting, diagnostics and repairs with Genuine Cat Parts.

03 PEACE OF MIND FROM EQUIPMENT HEALTH MANAGEMENT

that lowers the risk of issues occurring at all. Through the Cat App, My.Cat.Com and Cat Inspect, you get access — any time — to key machine data like utilization, maintenance and location. Fluid health analysis tests the condition of your equipment's oil, fuel and coolant — giving you a look inside major systems to better prevent failures, downtime or loss of production.

04 HASSLE-FREE OWNERSHIP

keeps your equipment easy to own. You can include the cost of your CVA into your monthly machine payments at the same financing rate as the machine. Or, finance your CVA as a standalone product.*

CVA FEATURE		STANDARD	OPTIONAL
Hassle-Free Ownership	Flexible Payment Options	✓	
	Contract Auto-renewal		✓
Hassle-Free Maintenance	Genuine Cat® Parts	✓	
	Parts Delivered on Schedule to Your Location	✓	
	Genuine Cat fluids		✓
	Dealer Performed Maintenance By Trained Dealer Labor		✓
	Planned Repairs With Genuine Cat Parts		✓
Security of Expert Dealer Support	Powertrain + Hydraulics or Premier EPP (New and CCU Machines)	✓	
	Component Protection – Turbos and Injectors (Aftermarket Machines)		✓
Peace of Mind from Equipment Health Management	Connectivity Via Product Link™	✓	
	My.Cat.Com / Cat App Access	✓	
	Equipment Inspections	✓	
	S•O•S Fluid Analysis		✓
	Condition Monitoring		✓

*CVA and financing are subject to restrictions and availability. Additional terms and conditions may apply. Contact your Cat dealer for more information.

CAT INSPECT

DAILY INSPECTIONS MADE DIGITAL

CAT EQUIPMENT MANAGEMENT

Cat Inspect takes inspection forms to an organized, easy-to-access digital platform. It integrates with other digital Cat services, like the Cat App, My.Cat.Com and VisionLink®, and is simple to set up – just log in with your standard credentials and start capturing your daily key inspection data.



WHAT CAN YOU DO WITH CAT INSPECT?

- SHARE MACHINE PHOTOS AND VIDEOS
- CAPTURE ON-THE-GO NOTES
- ASSIGN INSPECTIONS
- RATE NEEDED REPAIRS
- INTEGRATE WITH MY.CAT.COM AND THE CAT APP
- CREATE CUSTOM INSPECTION FORMS

DOWNLOAD AN EASIER WAY TO INSPECT

Simply visit your smart device's app store and search for "Cat Inspect." They can log in with their standard credentials, and be able to start viewing, completing and assigning inspections with ease.

CAT INSPECT TAKE BACK UPTIME

You put in work daily – and so does Cat Inspect. Take back uptime by streamlining your daily inspections from a smart device with Cat Inspect.



VIEW ALL ASSETS

You will see the Fleet menu upon opening Cat Inspect. From here, select your machine and go into its Asset page. View the machine's information and start on new inspections.



COMPLETE DAILY INSPECTIONS

After clicking "Start Daily Inspection" from the Asset page, you will see this screen. Click the sections to fill in inspection data, add comments and photos, and answer questions.



VIEW INSPECTION HISTORY

To keep complete track of essential daily inspections, the Inspection History page acts as a log of all submitted inspections. View and send completed reports of previous inspections from this page.



ORGANIZE YOUR INSPECTIONS

View In-Progress, Assigned and Submitted inspections all under the "Inspections Menu." Also search by form type, product family and name of inspection to find items with ease.



ACCESS REPORTS

The Reports menu allows you to search for and view the inspection reports submitted under their account, or forward a report with the Mail icon. This streamlines daily inspections from start to finish.



SET AND VIEW FAVORITES

For easy access to frequently used inspection forms and templates, set your own favorites. Favorited forms and templates can be accessed in offline mode as well, even if there is no connection to the internet.



Remote Services

Technology that reduces downtime and enables a more efficient jobsite.

Remote Services is a suite of cutting-edge technologies that significantly improve jobsite efficiency. Two of its key functions are Remote Troubleshoot and Remote Flash.

Remote Troubleshoot

Remote Troubleshoot enables your Cat dealer to run diagnostic testing on your connected machine, pinpointing potential issues while the machine is in operation. Dealer technicians can efficiently diagnose the cause of a fault code or alarm. If a repair is required, Remote Troubleshoot ensures the technician arrives with the correct parts, service tools, and instructions, allowing the repair to be completed correctly in a single visit. This helps your machine be back up and running as soon as possible, saving you time and money.

Benefits

- Remote diagnostic testing on machines that are in operation
- Cat dealer receives vital machine information, allowing timely consultation on the best course of action
- Technicians are sent with the correct information, parts, tools, and instructions to perform repairs in the shortest time possible
- Issues are resolved more quickly with less downtime
- Improved jobsite efficiency, saving you time and money

Remote Flash

Remote Flash enables remote updates to the on-board software of connected machines without a technician being present. A notification from your Cat dealer will inform you that a new software update is available. The update can be deployed while the machine is on the jobsite without having to wait for a dealer technician to arrive. Remote Flash ensures your machines are always operating at their optimum performance levels, resulting in maximum efficiency with minimum downtime.

Benefits

- Reduce time taken for updating machine software by as much as 50%
- Potentially eliminate the wait for a dealer technician to arrive on site
- Ensures the benefits of software updates are gained as soon as possible, without the machine leaving the jobsite
- Updates can be installed when convenient to the operation
- Improved jobsite efficiency, saving you time and money

Remote Troubleshoot process

- 1 Customer calls the dealer to report an issue with the machine.
- 2 The dealer technician initiates a Remote Troubleshoot session, accessing live machine diagnostics information, and remotely identifies problems.
- 3 Dealer identifies any software updates required on the machine, and downloads latest version of software to the machine using Remote Flash.
- 4 If required, the technician arrives on site to carry out the repair, with the correct parts in hand.
- 5 Machine is operating at full efficiency with minimal downtime.



Service Excellence



Service is the foundation on which all Cat dealers are built. Our independent dealers are devoted to supporting active Cat machines and equipment with the goal of reducing the cost per ton and improving our customers' competitiveness.

The dealers in Africa are particularly cognizant of the importance of comprehensive service support for customers who often lack the in-house capabilities or are operating in new territories far away from their own support structures. Cat dealers in Africa strive to provide service capability and tooling in strategic geographic locations, where customers will find good management skills, technical competency and professional, quick response times. Fully equipped service vehicles or mobile workshops take solutions onto sites, no matter how remote, ensuring support for Cat customers everywhere.



Spare Parts, Components and Logistics



Dealer product support specialists provide wide ranging support for engines, hydraulics, undercarriage, ground engaging tools, fluids and filters as well as other Cat parts and consumables that have a direct bearing on the reliability, longevity and profitability of a Cat machine.

Fast and efficient parts delivery throughout the continent is the collective aim of all Africa Cat dealers.

Comprehensive parts stores at all dealer facilities and on many major mining sites aim to achieve maximum off-the-shelf parts availability. Additional support is provided by parts facilities run by Caterpillar in Johannesburg, Shanghai, Singapore and Dubai. Excellent logistic capability is critical to the ability of Africa Cat dealers to keep their customers' fleets active and healthy. All Cat dealers strive to maintain quick response and turnaround times despite major infrastructure challenges.



Cat S•O•SSM Services Fluid Analysis

The Cat S•O•S Services Fluid Analysis program reduces owning and operating costs by leveraging Caterpillar branded proprietary processes that turn fluid analysis data into valuable information. The Cat S•O•S Services program focuses on the analysis of 3 system fluids - oil, coolant, and diesel fuel - which have a direct effect on the health of your machine.

Four methods are used to analyze system fluids: Wear Metal Rate Analysis, Condition Analysis, Contamination Analysis, and Correct Fluid Identification. With 50 years of sampling experience, our scientists and engineers can establish fluid quality and trends to proactively identify potential problems.

The S•O•S Services program is not a solution to equipment problems, but a tool for detecting problems early. By monitoring your equipment throughout its life, you can optimize performance, maximize productivity, and save money.



Benefits of S•O•S Fluid Analysis

- Lowers owning and operating costs
- Helps avoid costly failures
- Be more productive and profitable
 - Manage equipment maintenance with abnormal wear indicators, fluid trends, scheduled downtime flexibility
 - Shortens down time by detecting problems early allowing for repair before failure
 - Identifying oil drain interval extension opportunities
- Complete fleet fluids analysis – regardless of manufacturer




Through the global Cat Dealer network, Cat customers have access to one of the world's largest and best fluids analysis program – Cat S•O•S Services. Caterpillar and its dealers have over 90 global labs, which process over 8,000,000 samples each year. The Cat regional labs that could support African customers are located in Dubai, UAE; Boksburg, South Africa; and Malaga, Spain.



Cat Certified Rebuild

You invested in Cat quality when you bought your machine. With a Cat Certified Rebuild you can recover all the performance and productivity of your original machine, and capture the benefits of the latest engineering updates, too.

Your rebuilt machine will generate information you can use to boost productivity, reduce costs and manage risks. Cat Product Link™ is standard on all Cat Certified Rebuilds.

Rebuild with the latest updates	350	7000			
With the Cat Certified Rebuild program, you get the latest engineering updates at a fraction of the cost of buying new. Complete machine rebuilds include:	More than 350 tests and inspections	The automatic replacement of approximately 7,000 parts	Like-new machine warranty	Work by trained dealer service professionals	Genuine Cat original equipment parts

Choose the program that's right for you

CERTIFIED REBUILD	The entire machine
CERTIFIED POWER TRAIN	The full power train
CERTIFIED HYDRAULIC REBUILD	An excavator's hydraulic system
CERTIFIED MACHINE COMPONENT REBUILD	Engines and/or transmission/torque converter combinations
CERTIFIED ENGINE REBUILD	Marine propulsion, generator sets, pumps, locomotives and other power applications

Machines • Power Train • Engines • Hydraulics • Components

Rebuild part or all of your equipment- for maximum life and maximum value.

Value beyond the rebuild

The rebuild process extends beyond a piece of rebuilt equipment. The value of your equipment increases with warranties and coverage from Caterpillar and the support of the largest dealer and parts distribution network in the world.

Certified Rebuild

New warranty on all replaced parts and the possibility of adding:

- 1 year or 6,000 service hours
- 3 years or 5,000 service hours (Mining machine power trains only), or
- 2 years or 10,000 service hours



Learning and Development

Africa dealers are supported by the state-of-the-art Dubai Learning Center. This facility is equipped with the latest technology that enables to offer expert and advanced dealer and customer training in Electric Power, Marine, Oil & Gas, Mining, general and building construction industries.

Throughout Africa, dealers also have the ability to conduct in-house training programs for their technicians to support their customers. Many customers in these regions choose Cat products because they can rely on the backing of sound technical skills.

Where possible, dealers align their training programs with the requirements of the relevant country. This means that technicians at all levels receive national recognition for their training. Caterpillar provides excellent training material that can be used by dealers. Dealers also offer operator and technical training for customer employees. Those with strong training capabilities generally also offer training assistance to other dealers.



Technicians for Africa/Arabia Program

Caterpillar has launched Technicians for Africa/Arabia, which is a free online program available for students in Africa and Arabia respectively who want to develop careers as heavy equipment technicians. The curriculum consists of 18 courses available in English, French and Portuguese. Once completed, certificate recipients are invited by the local dealership in the different countries. The visit provides a better understanding of how dealership operate and establishes an opportunity for future apprenticeships and careers.

Career Development Program (CDP)

The Caterpillar Career Development Program (CDP) is a blended learning program provided for Cat dealers service, sales, marketing and leadership personnel. It is undertaken in different stages from foundational through to expert and aims to ensure that dealer personnel are proficient and professional.

All of dealers in Africa are taking advantage of this program, with exceptional results. Dealer employees at all levels also take advantage of a wide range of other blended learning opportunities offered through comprehensive Caterpillar learning management system called Dealer Performance Center (DPC).



Digital as an Enabler

Our Vision

Our customers operating in Africa have a rich, digitally enabled customer experience.

Our Mission

Execute the Global Caterpillar Digital Model for our customers operating in Africa.

Our digital model is simple: We want to connect our customers' equipment. We strive to connect more new and existing Cat assets, as well as entire fleets because digital solutions enable us to offer customer-focused solutions.

The data generated helps to run advanced analytics, materialize services, and transform data into customer-centric applications. Our digital team combines this data with all other data sources from Caterpillar into one location, which includes data security and data integrity. This is where we start applying data analytics and machine learning to support our digital applications to serve our customers better.

Applications can be described in several ways, from applications that help our dealers provide the best service, to mobile apps (Cat App) and eCommerce platforms (Parts.Cat.Com and Cat IP) that make it easier for customers to own and operate our equipment. Our model represents technology across the digital spectrum to help our customers succeed.

Cat Digital Model



Customer



Dealer



Enterprise

VALUE TO



Applications

Online Experience | Applications | APIs



Helios

Data Gateways | Date Hub | Common Services



Connectivity

Product Data | Connectivity Hardware | Communications Carriers



SUPPORTED BY TALENT, STRUCTURE AND GOVERNANCE

Connectivity

Connected Assets = Connected Customers

Caterpillar's Connectivity strategy focuses on capturing data, generating insights, and offering customer-focused solutions.

Why?

Connectivity is important as it enables Caterpillar and its dealers to connect to customers, helping them understand what is happening with their fleet. By connecting the entire fleet, not only will customers be able to remotely access vital information on the equipment's performance, but dealers can help customers get the most out their equipment and anticipate their needs, keeping the jobsite running. The distance between a dealer, the customer, and their asset is no longer important with the help of connectivity.

How?

With easy-install Product Link hardware and Cat Connect technology, we can provide large (fleet) and small (retail) customers with high-value, digitally enabled services, e.g., Cat App, My.Cat.Com and VisionLink. These solutions offer customers, Cat dealerships and Caterpillar, line-of-sight to machine operation and performance data, including information on maintenance, utilization, fuel consumption, up/downtime, failures, alerts and much more. Plus, based on alerts and service history, connectivity can point customers to the right Cat parts for immediate purchase.

Benefits of Connectivity

- Managing maintenance correctly and on schedule
- Avoiding downtime leading to lost productivity
- Preventing safety issues and acting on machine health concerns
- Analyzing operator performance to save fuel and protect machine performance

Platform and Data

Why?

For Caterpillar, driving customer loyalty is of utmost importance, and the telematics solutions available on our assets play critical roles. The information and insights they provide help our customers make smarter operational, maintenance and repair decisions, so they can work more productively and efficiently with less downtime. That same data supports Caterpillar and dealers in offering timely and effective recommendations for parts and services so that the customers have hassle-free operations.

How?

To collect telematics data and then make it available for use at Caterpillar, at dealerships and back to our customers through various applications, we must first obtain explicit authorization from customers. Providing customers the ability to choose digital authorization is Caterpillar's commitment to transparency and allows Caterpillar to continue to provide the product and services that support our service and sales strategy. We also want to be in the best position to comply with evolving data regulations across the world, including laws pertaining to the collection, use and retention of telematics data. Doing our part will ensure the connectivity of customer assets, which contributes to customer success with Caterpillar.

Connectivity in Numbers | In Africa

- Over 1 million connected assets globally



Applications

Why?

Caterpillar remains focused on providing our customers with ease of use and accessibility through our online parts ordering channels. The eCommerce platforms provide 24/7 access to information on parts, availability and pricing through delivering eCommerce solutions tailored to our customers on Cat IP (Integrated procurement) and PCC (Parts.Cat.Com)

How?

Customers can buy parts online through the eCommerce platform called PCC. Also, Caterpillar provides a service called Cat IP to enable automated e-business (B2B) between Cat dealers and their customers.

Cat IP:

A service provided by Caterpillar to enable automated e-business between Cat dealers and their customers, originally built for parts info and transactions. Enables B2B – business to business – system transactions

Benefits for the customer:

- Caterpillar's distribution network (Cat Dealers, Cat Distribution Centers)
- Cat Dealer Business System (DBS)
- PartStore Web
- SIS (Service Information System) Parts Books and Parts Search
- Planned Maintenance (PM) Checklists and other parts information
- Electronic exchange of parts inquiries, orders, invoices, and other docs

Parts.Cat.Com (PCC):

Parts.cat.com enables any customer, regardless of whether they have an account with the dealer, to find their part and order it from their local dealer

Benefits for the customer:

- Ease of doing business
- Intuitive order process
- Real-time price and availability
- Access to place orders 24 x 7
- Easier customer interface to look up parts info from SIS
- Help finding their local dealer
- Previous parts.cat.com sales history
- Easy order entry – load part numbers from list
- Customer-specific pricing
- Accessible on mobile devices



Industry Applications

Why?

Industry applications are built to help customers better manage their assets, increase up-time and lower owning and operating costs.

Using a computer, tablet or smartphone, they can access asset data of all their connected equipment - including location, health, maintenance, performance and more - to manage their fleet more efficiently, control cost and improve asset utilization as well as productivity.

Best of all, they can connect with their dealership and equipment on their schedule, 24/7

How?

Cat provides digital channels to engage with customers, such as mobile applications and web-based interfaces. My.Cat.Com, Cat App, VisionLink, MineStar, Remote Fleet Vision (RFV), and Remote Asset Management (RAM) are several examples.

Construction Equipment | My.Cat.Com, VisionLink, Cat App

Mining | MineStar

Engine, Gensets, Vessels | RAM, RFV

MY.CAT.COM | connect everywhere 24/7

My.Cat.Com Web Application is an online hub for equipment management that empowers customers with cost, utilization, reliability and age information that helps them run their business more efficiently and effectively.

Key Features

- Full-fleet view (connected and non-connected)
- Monitor location, hours, faults and fuel consumption on units subscribed to Cat Daily, VisionLink, PLWeb and more
- View operational expenses, including work order invoices
- Track rental contract spend
- Manage preventative maintenance
- Deep eCommerce integration with SSO to PCC
- Contact dealer via 'Schedule Service', 'Request a Quote'
- Manage Cat Rewards and Fuel Guarantee Programs

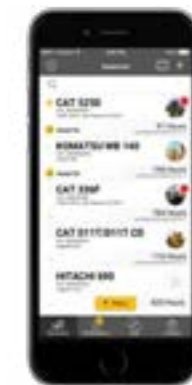


CAT APP | connect everywhere 24/7

The new Cat App is the companion app for the My.Cat.Com web portal. Designed to be a lightweight telematics tool, the Cat App displays basic equipment information, asset hours and location at your fingertips.

Key Features

- Manage preventative maintenance
- Monitor location, hours, critical faults and fuel level on units subscribed to Cat Daily or VisionLink - ability to add non-Cat machines
- Customize push notifications (low utilization, low fuel, critical faults)
- Link out to PCC via 'Order Parts'
- Contact dealer via 'Request Service'
- Order and activate Product Link hardware (PL542)



VisionLink | connect to optimize

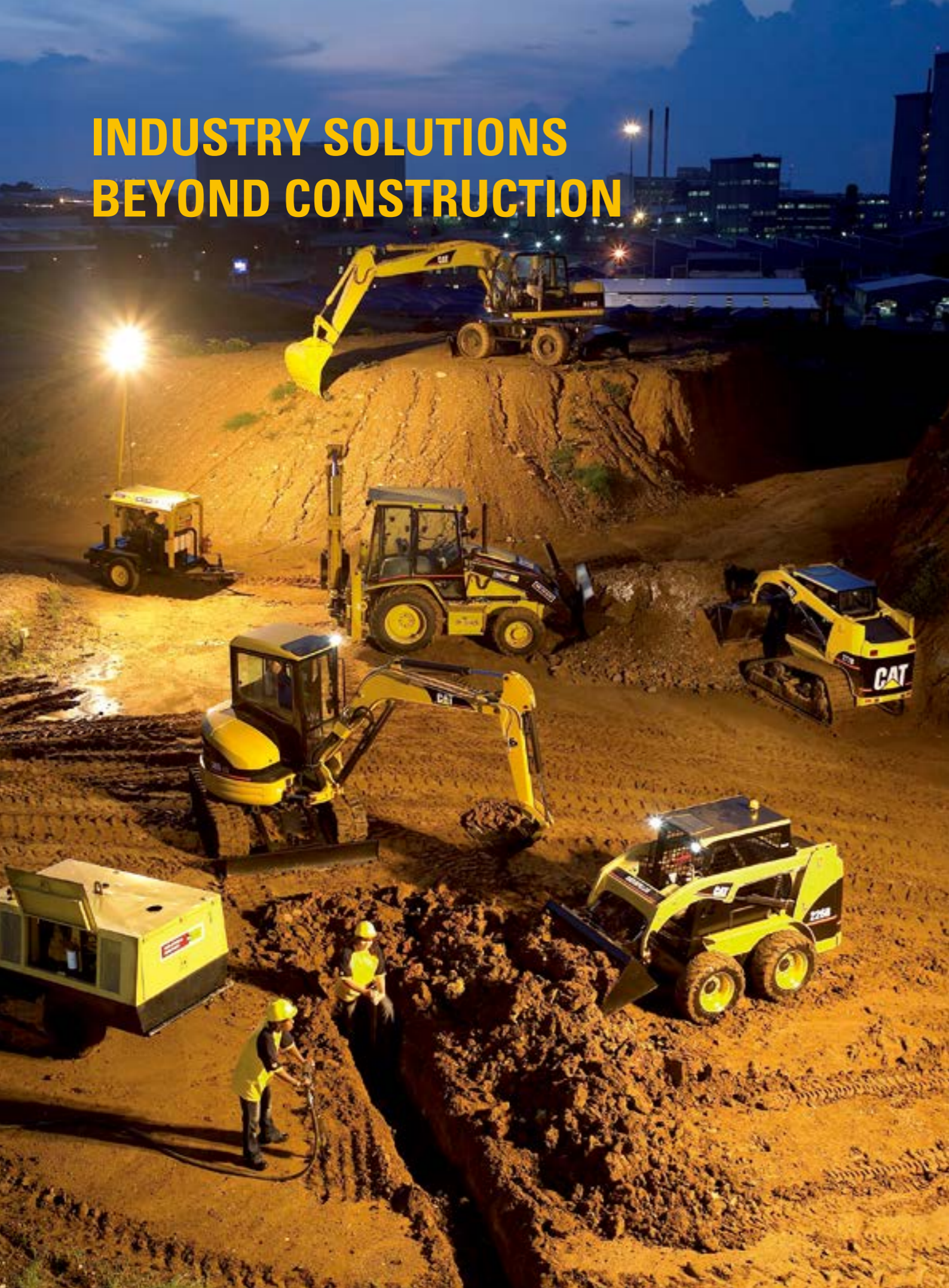
VisionLink is a dedicated fleet management tool which connects customers with a holistic view of their fleet to optimize performance. It turns data into insights.



Key Features

- Track hours, location, fuel and utilization
- Schedule customized reports and notifications
- Get access to your data through an API
- Mine rich data history for fleet and machine insights

INDUSTRY SOLUTIONS BEYOND CONSTRUCTION



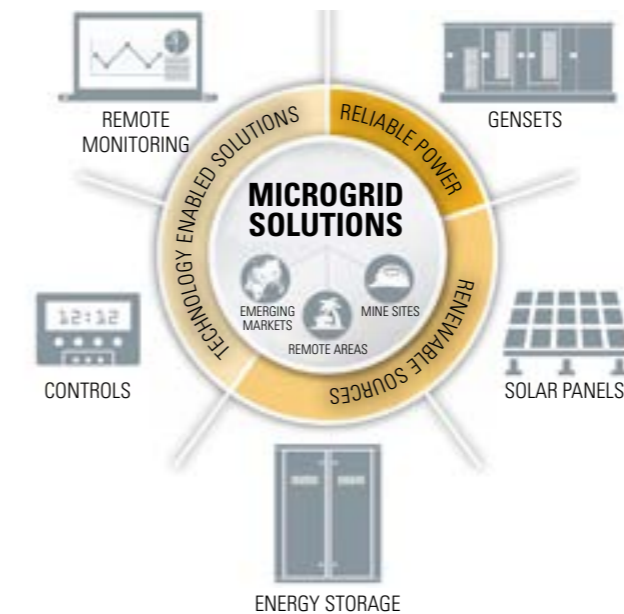
Cat Renewable Microgrid Systems

Providing clean, cost-effective electricity to keep your industries producing, communities developing, and people connected, your Cat dealer can work with you to develop a fully customizable and scalable renewable system to meet your power needs today and for future expansions.

From accessing a mine or industrial site – building and operating it, the need for reliable on site power is essential. Cat Hybrid Microgrid Solutions offer reliable off-grid power that are fully customized and scalable to meet your site requirements today and for future expansions.

With renewable energy storage and state-of-the-art technology displacing fuel and logistics costs, Cat Hybrid Microgrid Solutions offer affordable power that is designed to enable improved productivity across all site operations.

Powering Sustainable Progress. Everywhere. All the time.



Cat renewable microgrids are designed to significantly:

- Reduce your fuel expenses
- Decrease carbon emissions
- Lower your total cost of ownership
- Achieve favorable payback periods



Electric Power Generation



Caterpillar's dealer network across Africa provides proven reliable electric power solutions supporting economic activity and growth across all business sectors. With the largest range of products from a single trusted supplier; 5 kWe units up to stand-alone electric power plants up to 70 MWe or more, we power datacenters, telecom networks, schools, universities, healthcare, airports, mass transit, infrastructure projects, commercial businesses and industrial installations of all sizes.

For construction power, our robust and durable Cat electric power solutions offer exceptional fuel efficiency and low cost of ownership, while delivering reliable power you can depend on.

Our dealers have industry leading in-house electrical, mechanical and civil design and engineering capabilities enabling them to offer turnkey power solutions to even the most complex/challenging power requirement, including mining applications, small and large projects to supplement grid power including hybrid, PV and power conditioning / storage. We have the capability to support everything from basic genset supply to complete balance of plant turnkey power solutions, with in-house project management ensuring fast and reliable power solutions start-up to minimise risk and unforeseen expense.

Cat dealers operate some of the largest rental fleets available in Africa, where dependability and reliability is required for power integrity, suitable for short or long term rental / lease for airports, industrial, commercial and entertainment sectors for total peace of mind and security of power.

Fuel options include heavy fuel oil, diesel or gas (incl. dual fuel), renewable liquid fuels as well as Hydrogen gas and blends. Whether containerised power modules or open units, fixed site installation or temporary power, Caterpillar has the flexibility to offer plug and play power solutions to meet your needs.

Our commitment goes beyond the sale and installation. Caterpillar and your Cat dealer are dedicated to making sure you get the most from your equipment with outstanding service and support. From extended warranty offerings to tailored customer value agreements, remote monitoring and control, your local Cat Dealer is on hand to ensure optimum performance and maximise the longevity of your power solution.



Mining



Caterpillar and our dealers in Africa are the number 1 provider of mining equipment and support solutions in the region. We are deeply ingrained in the success of our mining customers, from Junior to Mid-tier miners, mining contractors, and international mining firms, Caterpillar and its dealer network deliver and support the broadest range of mining machines and technology in the industry. Our dealers are capable of providing a range of site solutions, from simple labor-hire to full maintenance and repair contracts. We provide customer's access to Caterpillar certified Component Rebuild Centers and a wide range of remanufactured products, allowing us to provide the lowest Total Operating Cost. On the surface and underground, in hard rock and in coal, our product line spans from massive draglines, to ultraclass mining trucks, across to large hydraulic mining shovels, to rotary drills, wheel loaders, track and wheel dozers, and other world class products.

WHAT WE DO

- We build quality products
- We invest in research and development
- We lead the way in mining technologies
- We have the world's best support network
- We partner at the site
- We support safety and sustainability initiatives
- We are focused on the mining industry

Caterpillar and our dealers partner with our customers to provide technology solutions which allow them to move material more efficiently and safely, in order to drive down their cost per tonne. Machine awareness, machine condition monitoring, fleet management, precision drilling and loading, and full surface and underground machine autonomy are just some of the technology solutions where we are leading the field.

Finally, we work closely with our customers to find the best option for putting Cat machines on their mine sites, through financing options, rental, and via Job Site Solutions, our team that can do everything from operating your equipment to managing your entire fleet.



Oil & Gas

Caterpillar has been helping customers with their Oil & Gas power solutions for more than 80 years. Cat dealers in Africa have a wide range of durable and reliable products to meet the demands of your specific application.

From design experts who get your operation up and running to the local teams who are there to help you maintain it, our Cat dealers in the region provide our customers with world-class products, unparalleled services and innovative technology solutions.



Our extensive dealer network ensures close proximity to our customers, and with daily shipments of spare parts dedicated to rotating our parts stock between branches, we provide superior parts solutions anywhere, anytime.

Caterpillar Oil & Gas meets the diverse needs of our customers including OEMs, rental fleet operators, shipyards and end users, with products such as engines, generator sets, transmissions, well stimulation pumps. Cat diesel and gas engines are hard at work on many oil and gas fields across the Africa region. Their robust design, fuel economy and low operating costs make them the industry's top choice for onshore and offshore power. We provide a full range of parts and services for all of our engines, including our rapidly growing Cat Connect business that consists of remote condition monitoring and productivity optimization. From inspections and maintenance contracts, to oil analysis and full fleet management — our team of experts is here to help you manage your equipment leaving you free to focus on your core activity.



Solar Turbines

Headquartered in San Diego, California, USA, Solar Turbines, a subsidiary of Caterpillar Inc., is one of the world's leading manufacturers of industrial gas turbines and compressors, with approximately 16,000 units sold and more than 3 billion operating hours in more than 100 countries.

Solar offers gas turbine packages from 1-23 MW. These products play an important role in the development of oil, natural gas and power generation projects around the world, both onshore and offshore. Our products include gas turbines, gas compressors, gas turbine-powered compressor, mechanical-drive and generator set packages.

Solar Turbines has been present in Africa since the 1970s with an installed fleet of more than 1,100 gas turbine packages. Our equipment is at work in more than 20 nations from Algeria to South Africa. Our facilities and local support team in Africa are available to customers 24/7. Recent successful projects in Chad, Ghana, Mozambique and Niger are paving the way for a brilliant future serving our customers in Africa.

Solar Digital is responsible for InSight Platform™ technology and the relentless innovation of the entire ecosystem, capabilities and customer user experience. With deep expertise in machine data acquisition, cyber security, software development, OEM product knowledge and big data analytics, our global teams deliver the digital technology solutions that enable customer success.

Our customers put Solar products to work in many places, including production, processing and pipeline transmission of natural gas and crude oil and generation of electricity and thermal energy for processing applications, such as manufacturing chemicals, pharmaceuticals and food products. Our customers also use sustainable fuels such as hydrogen and biomethane based on our decades of experience using mixed gas fuel in a variety of applications.

Please contact us:
 Web: www.solarturbines.com
 Email: infocorp@solarturbines.com
 Phone: +1-619-544-5352



CAT DEALER FOOTPRINT IN AFRICA



First Dealer in Africa - **1926**

Dealer Employees in 2021 - **14 Dealers, 10,066 Employees**

Countries and Branches with Dealer Presence - **54 Countries, 165 Branches**



Dealer Search Index			
	Countries/Districts	Cat Dealer	Dealer Website
North Africa	Algeria	BM-ALGERIA	www.bm-cat.com/fr-dz
	Egypt	MANTRAC	www.mantracgroup.com
	Morocco	TRACTAFRIC	www.tractafricae.com
	Libya	FL TRACTORS	www.fltractors.com
	Tunisia	PARENIN	www.parenin.com.tn
Eastern Africa	Burundi	TRACTAFRIC	www.tractafricae.com
	Djibouti	MANTRAC	www.mantracgroup.com
	Ethiopia	MANTRAC	www.mantracgroup.com
	Kenya	MANTRAC	www.mantracgroup.com
	Rwanda	TRACTAFRIC	www.tractafricae.com
	Seychelles	HENRI FRAISE	www.henrifraise.com
	Sudan	SUTRAC	www.sutrac.com
	South Sudan	EZENTUS FZE	www.ezentus.com
	Tanzania	MANTRAC	www.mantracgroup.com
	Uganda	MANTRAC	www.mantracgroup.com
Central Africa	Cameroon	TRACTAFRIC	www.tractafricae.com
	Central African Republic	TRACTAFRIC	www.tractafricae.com
	Chad	TRACTAFRIC	www.tractafricae.com
	Republic of the Congo	TRACTAFRIC	www.tractafricae.com
	Democratic Republic of Congo (Other than Katanga Province)	TRACTAFRIC	www.tractafricae.com
	Democratic Republic of Congo, Katanga Province	CONGO EQUIPMENT	www.congo-equipment.com
	Equatorial Guinea	TRACTAFRIC	www.tractafricae.com
	Gabon	TRACTAFRIC	www.tractafricae.com
Western Africa	Benin	JA DELMAS	www.jadelmas.com/cn
	Burkina Faso	JA DELMAS	www.jadelmas.com/cn
	Cape Verde	BARLOWORLD STET	www.stet.pt
	Ghana	MANTRAC	www.mantracgroup.com
	Guinea	JA DELMAS	www.jadelmas.com/cn
	Guinea-Bissau	JA DELMAS	www.jadelmas.com/cn
	Ivory Coast	JA DELMAS	www.jadelmas.com/cn
	Liberia	MANTRAC	www.mantracgroup.com
	Mali	JA DELMAS	www.jadelmas.com/cn
	Mauritania	JA DELMAS	www.jadelmas.com/cn
	Niger	JA DELMAS	www.jadelmas.com/cn
	Nigeria	MANTRAC	www.mantracgroup.com
	Senegal	JA DELMAS	www.jadelmas.com/cn
	Sierra Leone	MANTRAC	www.mantracgroup.com
Togo	JA DELMAS	www.jadelmas.com/cn	

Dealer Search Index			
	Countries/Districts	Cat Dealer	Dealer Website
Southern Africa	Angola	BARLOWORLD	www.barloworld-equipment.com
	Botswana	BARLOWORLD	www.barloworld-equipment.com
	Comoros	HENRI FRAISE	www.henrifraise.com
	Lesotho	BARLOWORLD	www.barloworld-equipment.com
	Madagascar	HENRI FRAISE	www.henrifraise.com
	Malawi	BARLOWORLD	www.barloworld-equipment.com
	Mauritius	SCOMAT	www.scomat.com
	Mozambique	BARLOWORLD	www.barloworld-equipment.com
	Namibia	BARLOWORLD	www.barloworld-equipment.com
	Reunion Island	SCIME	www.scime.com
	South Africa	BARLOWORLD	www.barloworld-equipment.com
	Swaziland	BARLOWORLD	www.barloworld-equipment.com
	Zambia	BARLOWORLD	www.barloworld-equipment.com
	Zimbabwe	BARZEM	www.barzem.co.zw
	Sao Tome and Principe	BARLOWORLD POWER	www.barloworldpower.com



Barloworld History

- Barloworld Equipment, a subsidiary of multi-national brand management company, Barloworld, is the Cat dealer in South Africa, Lesotho, Swaziland, Namibia, Botswana, Angola, Malawi, Mozambique, and Zambia.
- Barloworld Equipment has a joint venture with Zimbabwe (Bartrac) and DRC (Congo Equipment).
- Barloworld was founded in South Africa in 1902 and was awarded its first Cat dealership in South Africa in 1927.
- Barloworld employs over 3,500 people in its Southern African service territories, with facilities in all the major centers.

Key Deals

- 2012: The first Cat 797F off-highway trucks to see service in Africa were delivered to Vale's Moatize coal mine in the Tete province, in northern Mozambique. They were loaded by a Cat 6090 FS hydraulic front shovel, the largest in this Cat machine class and also the first model to arrive in Africa. The Cat 797F has a nominal payload capacity of 363 tons with a top travel speed loaded of 67.6 km/h.
- 2013: The first Cat drills were delivered to South African customers: a Cat MD6420 for Optimum Colliery, a Cat MD6540 for Kumba Iron Ore, and a Cat MD6290 for Grootegeluk.
- 2014: The Equipment Monitoring Bureau went live at the Barloworld Condition Monitoring Centre in Boksburg. Central to this was the launch of the Equipment Management Solutions (EMS) program across southern Africa and the activation of the VisionLink system, enabling remote online viewing of Cat machine location and diagnostics in near real-time.
- 2015: The supply of Cat equipment for a 4MW biogas-to-power project in Johannesburg
- 2016: The first Cat 6020B hydraulic mining shovel arrived in South Africa.

Barloworld Equipment

Electron Avenue, Isando, Kempton Park, Gauteng, 1600
Tel: +27-11-301-4000

Head of Sales:
Construction: Terence Naidu
Email: TNaidu@bw-eq.com

Head of Aftermarket:
Construction Industries: Sivu Potelwa
Tel: 011 929 0463 / 078 095 3809
Email: spotelwa@bw-eq.com

Barloworld Power
136 Main Reef Road, Boksburg North, Johannesburg, South Africa

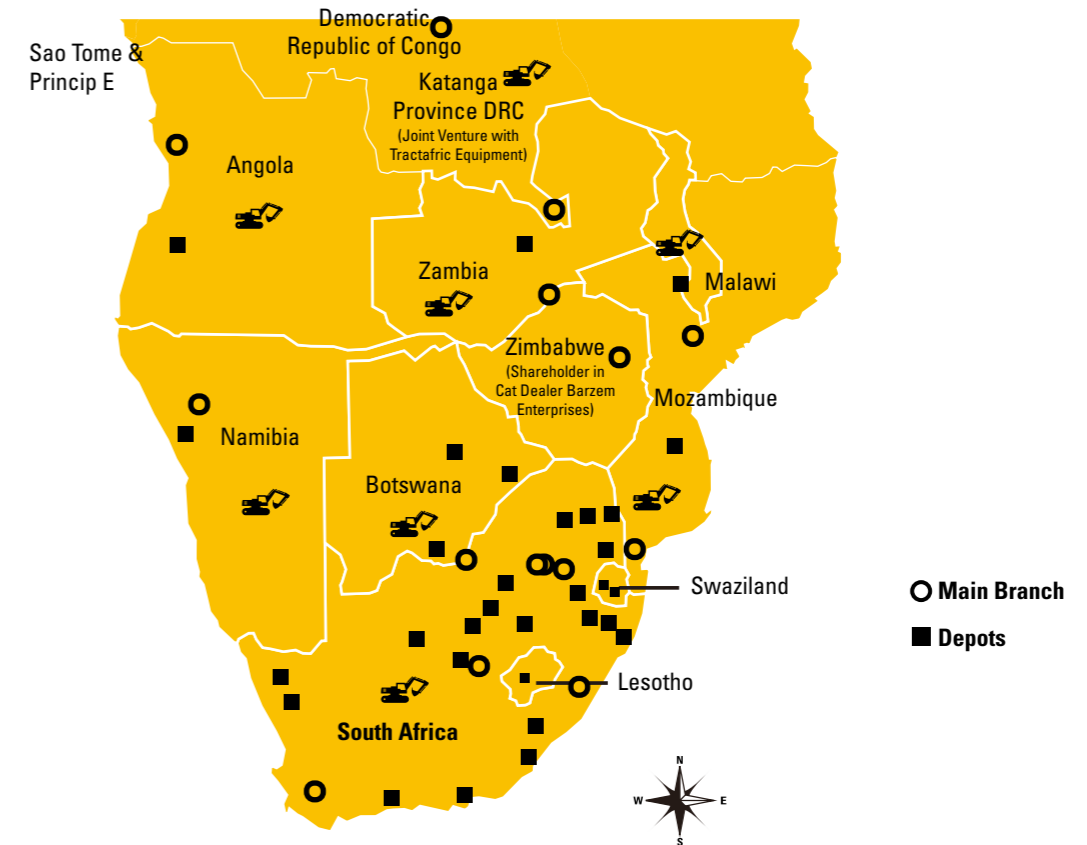
Head of Sales:
Mining: Butch Martens
Tel: 011 301 4000 / 082 707 4609
Email: bmartens@barloworld-equipment.com

Head of Aftermarket:
Mining: Bongani Miya
Tel: 011 301 4170 / 082 492 7390
Email: BMiya@bw-eq.com

Engine and Power Equipment:
Tel: +27-11-898-0000 / 0860 898 000
Email: sales@barloworldpower.com

Dealer Offerings

County /District	New			Cat Certified Used	Rental	Finance	Rebuild	Cat Reman Parts	EMS	S.O.S Services	Country Contact
	Construction Equipment	Engine and Power	Mining Equipment								
Angola	●	○	●	●	●	○	●	●	●	●	Luanda: +244923166940 Lobito: +244272224927
Botswana	●	○	●	●	●	○	●	●	●	●	Francistown: +2672413547 Gaborone: +267 395 1781
DRC	●	●	●	●	●	○	●	●	●	●	Lubumbashi: +243 (0) 81 558 6438
Lesotho	●	●	●	●	●	○	●	●	●	●	Maseru: +266 223 129 95
Namibia	●	○	●	●	●	○	●	●	●	●	Walvis Bay: +264 642 03454 Windhoek: +264 612 804 600
Malawi	●	○	●	●	●	○	●	●	●	●	Blantyre: +265 187 0666 Lilongwe: +265 171 0344
Mozambique	●	○	●	●	●	○	●	●	●	●	Beira: +258 233 225 40 Maputo: +258 217 203 43 Pemba: +258 272 214 70 Tete: +258823358423
Swaziland	●	●	●	●	●	○	●	●	●	●	Manzini: +2685187050
South Africa	●	○	●	●	●	○	●	●	●	●	Johannesburg Head Office: +27 11 301 4000 Isando Campus: +279290000
Zambia	●	○	●	●	●	○	●	●	●	●	Kitwe: +260 212 290 000 Lusaka: +260 211 372 575
Zimbabwe	●	○	●	●	○	○	●	●	●	●	Harare: +263 448 6600





Bergerat Monnoyeur Algeria History

- Bergerat Monnoyeur Algeria is a subsidiary of the Group Monnoyeur, a French company established in 1906, and Cat dealer in France since 1929. The Group Monnoyeur is also the official distributor of Cat equipment in Belgium, Poland, Romania and Luxembourg and employs more than 6,000 people.
- In 1981 the company became the Cat dealer in Algeria. Of the 250 employees dedicated to the Cat brand, more than three-quarters work in after sales, including maintenance and repair of Cat equipment in Bergerat Monnoyeur Algeria's workshops, supply and distribution of parts, training, on-site service, and rebuild of used machines.
- Bergerat Monnoyeur has a head office in Algiers and branches in Hassi-Messaoud, Oran, Constantine, and Setif.

Key Deals

- Cosider Groupe: 286 units (2014-2020)
- MFE: 25 Mining machines (2017-2019)
- LAFARGE: Rental fleet contract for 3 years (2017)
- MDN: 136 Units (2013-2017)
- SONATRACH Groupe: 36 units (2017)
- AQS: 18 units (2019)
- Rebuilt : LAFARGE: 3 x 775, 1 x 390 and 1 x 966 (2020) | SOMIPHOS: 7 x 773 and 1 x390 (2020)
- CSCEC: 27 units (2014)
- KOUGC: more than 37 machines (2016)
- ECDE: 37 machines (2016)
- GCB: 165 machines (2014-2020)
- CHIALI: 45 units (2013-2018)
- MAKYOL: 18 units -2018)
- AMOUDA ING.: 17 units (2019)

Bergerat Monnoyeur Algeria Head Office

Email: contact.cat@bm-a.com
 Sales Director: Riad Vouenzarem
 Tel: +213 (0) 770 55 06 07
 Email: rvouenzarem@bm-a.com

Setif: El Yacine Laitaoui
 Phone: +213 560 84 26 43
 Address: ZI de Setif lot 33 BP 381 bis
 Email: ylaitaoui@bm-a.com

Oran: Mohamed Same
 Phone: +213 770 81 43 31
 Address: Zone d'activite El kerma N°2
 Email: msame@bm-a.com

Hassi Messaoud: Kamel Amrane
 Phone: +213 770 32 41 26
 Address: ZI Hassi Messaoud BP 142
 Email: kamrane@bm-a.com

Dealer Offerings (Cat)

City /District	New			Rebuild	Cat Reman Parts	EMS	Sales Contact	Support Contact
	Construction Equipment	Engine and Power	Mining Equipment					
Alger	●	●	●	●	○	○	Riad Vouenzarem Phone: +213 (0) 770 55 06 07 Address: N°121 ZI Oued Smar Email: rvouenzarem@bm-a.com	Name: Bertrand Panot Phone: +213 770 98 46 08 Address: N°121 ZI Oued Smar Email: bpanot@bm-a.com
Constantine	●	●	●	●	○	○	Name: Skander Bencharif Phone: +213 770 36 05 31 Address: N° 53 ZI Ibn Badis, Constantine Email: sbencharif@bm-a.com	Name: El Yacine Laitaoui Phone: +213 560 84 26 4308 Address: ZI de Setif Lo 33 BP 381 bis Email: ylaitaoui@bm-a.com
Sétif	●	●	●	●	○	○	Name: Nacer Djeamouai Phone: +213 770 27 53 87 Address: ZI de Setif Lo 33 BP 381 bis Email: ndjemouai@bm-a.com	Name: El Yacine Laitaoui Phone: +213 560 84 26 43 Address: ZI de Setif Lo 33 BP 381 bis Email: ylaitaoui@bm-a.com
Oran	●	●	●	●	○	○	Name: Mahmoud Ouksili Phone: +213 770 93 66 92 Email: mouksili@bm-a.com Address: Zone d'activite el Kerma N°2, Oran	Name: Mohamed Same Phone: +213 770 81 43 31 Address: Zone d'activite El kerma N°2 Email: msame@bm-a.com
Hassi Messaoud	●	●	●	●	○	○	Name: Yacine Djedra Phone: +213 770 39 64 47 Address: ZI Hassi Messaoud BP 142 Email: ydjedra@bm-a.com	Kamel Amrane Phone: +213 770 32 41 26 Address: ZI Hassi Messaoud BP 142 Email: kamrane@bm-a.com



○ Head Office
 ■ Branch Office



Congo Equipment History

- The company was created in 2007 as result of the joint venture between Tractafic Equipment (OPTORG) and Barloworld Equipment.
- The fact that we are a joint venture from the two oldest African Cat dealers, with more than 80 years of experience working with Caterpillar, gives us a good, strong and consistent heritage.
- The know-how of this joint venture contributed to a more competitive company.
- Congo Equipment is the official distributor of Cat equipment and parts in the four provinces of Katanga (DRC).
- In 2020 CE launched a new CRC facility in Lubumbashi which can do component and machine rebuilds.

Key Deals

- 2017 - Ongoing; Construction of new facilities is underway on Route Kinsevere. This will include new offices, new workshops, new warehouses and the large training center; total investment is 35 million dollars.
- 2017 - MCSC ; 21x745C ADTs
- 2017 - TFM ; 1x992K, 2x16M, 3x745, 374F
- 2017 - Mumi ; 7x745 ADTs
- 2016 - Salama Training Center – Social Responsibility Project in partnership with the Technical Institute of Salama – aim: Workshop on Caterpillar standards to reduce the gap between the skills and knowledge learned in school and those required for entry level technicians. The total investment in this initiative was about \$400.000.

Congo Equipment Headquarters Contact

Sales and Rental Manager: Julien Pioger
 Phone: +243 (0) 826 955 536
 Email: Julien.Pioger@congo-equipment.com

Product Support Sales Manager : Isaac Adusei
 Phone: +243 (0) 82 500 3014
 Email: isaac.adusei@congo-equipment.com

Service Manager : Adriaan Strydom
 Phone: +243 (0) 82 500 3078
 Email: adriaan.strydom@congo-equipment.com

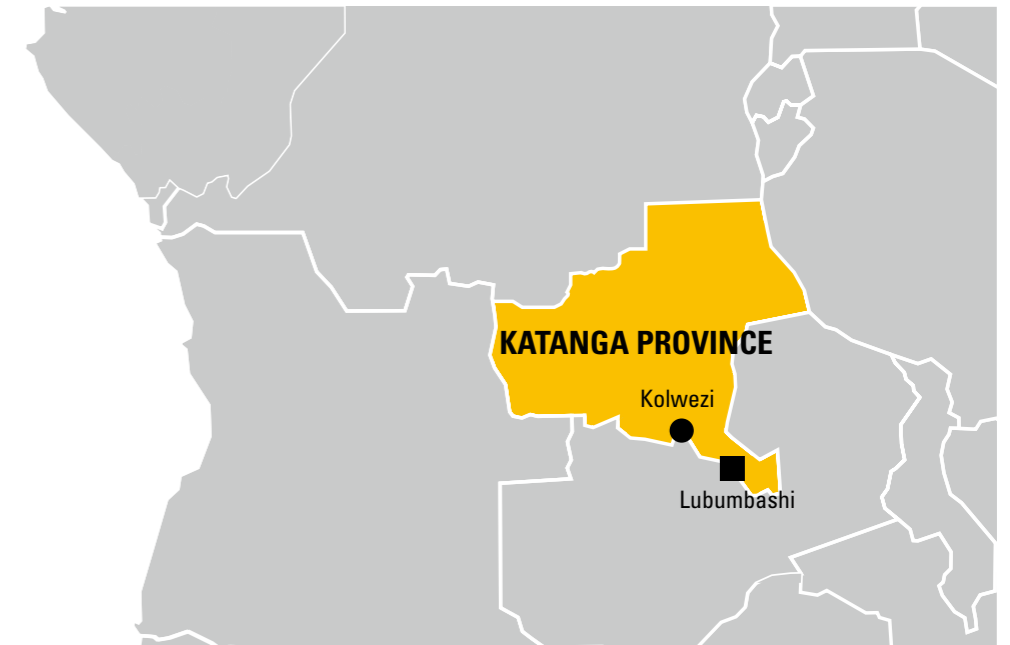
Parts Manager : Landry Iragi
 Phone: +243 (0) 82 850 1256
 Email: liragi@congo-equipment.com

Machines Head of Sales : Cedrick Kalombo
 Phone: +243 (0) 81 709 0493
 Email: ckalombo@congo-equipment.com

Dealer Offerings

County /District	New			Cat Certified Used	Rental	Finance	Rebuild	Cat Reman Parts	EMS	S.O.S lab
	Construction Equipment	Engine and Power	Mining Equipment							
Lubumbashi	●	●	●	●	●	○	●	●	○	●
Kolwezi	●	●	●	●	●	○	○	●	●	○

- Head Office
- Branch Office





EZENTUS History

- Ezentus was appointed the Cat dealer in South Sudan in 2008. Ezentus serves customers in heavy construction, mining, building construction, and power generation.
- Ezentus offers a wide range of equipment solutions, financing options, rental machines and genuine spare parts as well as unmatched service and support capabilities.
- With a dedicated team of trained professionals, Ezentus also offers a number of support services such as customer contract support, extended warranty agreements, and operator training services.

Dealer Offerings

County /District	New			Cat Certified Used	Rental	Rebuild	Cat Reman Parts	EMS	S.O.S lab
	Construction Equipment	Engine and Power	Mining Equipment						
South Sudan	●	●	●	●	●	○	●	○	●

Ezentus CO. LTD Headquarters Contact

Address: Plot 1 Industrial Juba North Terekaka Rd, Juba, Republic of South Sudan

Sales Manager: Mr. Mohamed Mahdi
Tel: +971 56 1742 246
Email: Mohd.mahdi@ezentus.com

Product Support Manager: Mr.Yasir ElHajj
Tel: +971 50 9844 585
Email: Yasir.elhajj@ezentus.com



FL Tractors History

FL Tractors was established in 2012 as the official authorized distributor of Cat products in Lybia.

Additionally, through our outstanding experience as distributor for Cat machines, our clients will receive the support required to meet their needs with durable and reliable equipment. Innovation, high quality and fast service are our principal objectives. FL Tractors also provides customers with the best in after sale services, maintenance, and spare parts.

MTI : Mediterranean Tractors International is the regional Cat dealer. MTI have her main office located in Tunisia.

Dealer Offerings

County /District	New			Cat Certified Used	Rental	Rebuild	Cat Reman Parts	EMS	S.O.S lab	Service Contact
	Construction Equipment	Engine and Power	Mining Equipment							
Libya	●	●	●	●	●	●	○	○	●	Ali Yakoubi Phone: +00 218 91 4737 039/+00 216 98 674 882 E-mail: ali.yakoubi@fl-tractors.com

FLT : FREE LIBYA TRACTORS

Address: Sowani Road Tripoli, Libya

MTI : Mediterranean Tractors International

Address: Route de Mornaguia km5.5 Tunis - Tunisia

Product Support (Spare Parts & Service): Mr Ali Yakoubi
Phone: (00218) 91 47 37 039 or (00216) 98 674 882
E-mail: ali.yakoubi@fl-tractors.com
ali.yakoubi@mti-co.com

Power Systems: Mr Ramzi Charfeddine

Phone: (00218) 91 85 21 128 or (00216) 97 833 789
E-mail: ramzi.charfeddine@fl-tractors.com
ramzi.charfeddine@mti-co.com

Machines : Mr Ramzi GOUADER

Phone : (00216) 94 627 654
Email : ramzi.gouader@fl-tractors.com
ramzi.gouader@mti-co.com



Henri Fraise History

- Henri Fraise started operations in 1921 in Madagascar and has its headquarters in Antananarivo.
- In 1944 Henri Fraise became the Cat authorized dealer for Madagascar, Seychelles, Comoros Islands and Mayotte.
- Henri Fraise has local offices in many parts of the country, and maintenance teams at most client sites. Henri Fraise is a key player in the Madagascar industrial sector and is involved in civil works, industry, and energy production as an independent power producer.
- Henri Fraise rents, maintains and operates a large number of diesel generators in its territory.



At present, HENRI FRAISE FILS & Cie supports:

- 5,400 kW hydroelectric power plant, connected to the network of Antananarivo for more than 10 years
- 80,000 kW thermal power plants installed to supply electricity in the main cities of Madagascar (solar hybridization project in progress)
- 15,000 kW solar power station installed and several ongoing projects to power more remote villages

HENRI FRAISE Headquarters Contact

Website: www.henrifraise.com
 Address: PB28 90 Lalàna Ravoninahitriniarivo
 Antananarivo 101, Madagascar
 Sales Manager: Paul Marcusse
 Tel: + 261 (0)20 22 227 21
 Phone: + 261 (0)34 62 001 57
 Email: paul.marcusse@hff.mg

Technical Manager

Name: Jaona Razafindrabe
 Phone: + 261 20 22 227 21
 Address: BP28 Rue Ravoninahitriniarivo,
 Ankorondrano Antananarivo Madagascar
 Email: jaona.razafindrabe@hff.mg

General Manager

Name: Charles van der Straeten
 Phone: + 261 20 22 227 21
 Address: BP28 Rue Ravoninahitriniarivo,
 Ankorondrano Antananarivo Madagascar
 Email: charles.vanderstraeten@hff.mg

Dealer Offerings

County /District	New			Cat Certified Used	Rental	Rebuild	Cat Reman Parts	EMS	S-O-S lab
	Construction Equipment	Engine and Power	Mining Equipment						
Madagascar	●	●	●	●	●	●	●	●	●
Mayotte	●	●	●	○	○	○	○	○	○
Seychelles	●	●	●	○	○	○	●	○	○
Comoros islands	●	●	●	●	●	○	●	○	●





JA Delmas History

- JA Delmas has been present in Africa since 1853 and the Cat dealer throughout its Network in 11 West African countries since 1932: in Benin, Burkina Faso, Cote d'Ivoire, Gambia, Guinea, Guinea Bissau, Senegal, Mali, Mauritania, Niger, and Togo.
- The JA Delmas Network has a staff of 2 400, including 2 300 people in Africa spread out across our 50 000m² facilities with workshops in all countries and 100 M\$ Parts inventory. From 20 to 35 M€ Capex invested every year in West Africa.
- An active fleet of 23 000 pieces of equipment, a 500-unit rental equipment from 301.5 to 6015B.
- The JAD Academy was created in 2020 to develop our teams to the high Standards of expertise, with the strategy to certify 700 hundred mechanics.

Key Success

Energy: 1,000 gensets delivered in 2021! Full EPC capacity including Heavy fuel / Solar Hybridization: 25 Mwh PV Solar delivered in Mali interfaced with a 70 MW MaK power plant.

Large Projects

Construction & Infrastructure: 400 active customers involved in all key infrastructure projects.

Mining: More than 50 operating Mining sites across our service territory.

Huge fleets of 789/785 (200 + units) and more than 500 trucks 777.

Largest 6015 / 6020 EAME Fleet (45+) operating on 15+ different sites. HMS Market leader for each model.

Rental: Tailor-made solutions and long-term contracts for our Mining & Construction Customers.

SEM: Best performer dealer in Africa.

New Technology solutions provided: B2Gold mine with MineStar Health & Product Link for a 100M\$ mining fleet, with Terrain for Drilling, Driver Safety System and MineStar health for all condition monitoring – All supplied installed and supported by our teams.

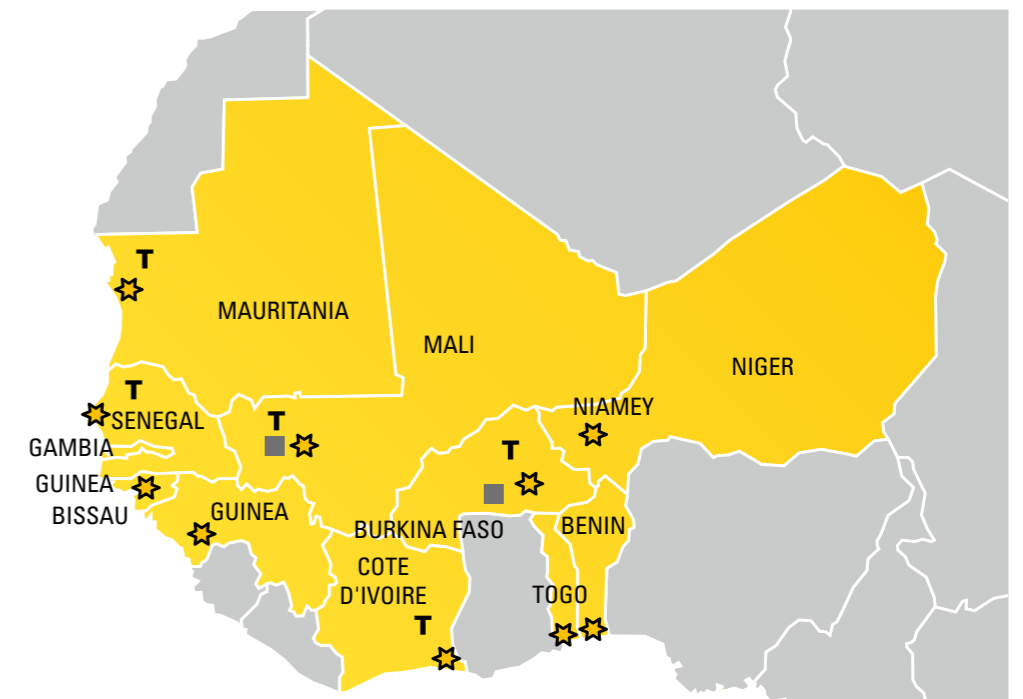
JA Delmas Headquarters Contact

Address: 17, Rue Vauban-33075
BORDEAUX Cedex
Tel: +33 5 56 79 62 00
Email: info@jadelmas.com

Dealer Offerings

County /District	New			Cat Certified Used	Rental	Rebuild	Cat Reman Parts	EMS	S-O-S lab	Country Contact
	Construction Equipment	Engine and Power	Mining Equipment							
Mauritania	●	●	●	●	●	●	●	●	○	Phone: +222 45 25 95 01 Email: info@mauritrac.com
Mali	●	●	●	●	●	●	●	●	●	Phone: +223 20 21 25 49 Email: info@manutafmali.com
Burkina Faso	●	●	●	●	●	●	●	●	●	Phone: +226 25 36 47 66 Email: info@burkinaequipments.com
Guinea	●	●	●	●	●	●	●	●	●	Phone: +224 626 26 41 41 Email: info.guinee@atiko.com
Cote d'Ivoire	●	●	●	●	●	●	●	●	●	Phone: +225 27 23 53 55 80 Email: info@manutafci.com
Togo	●	●	●	●	●	○	●	●	○	Phone: + 228 22 26 40 12 Email: info@togoequipments.com
Benin	●	●	●	●	●	○	●	●	○	Phone: + 229 21 33 18 06 Email: info@beninequipments.com
Niger	●	●	●	●	●	●	●	●	○	Phone: + 227 20 7336 10 Email: info@manutafniger.com
Senegal/ Gambia Guinea-Bissau	●	●	●	●	●	●	●	●	●	Phone: +221 30 112 12 00 Email: info@saudequip.com

- CRC
- T Training Centre
- ★ Repair workshop





Mantrac History

- Established in year of 1977.
- In 1977 Mantrac becomes Cat authorized dealer in Egypt.
- In 1997 Mansour Group acquires Gailey & Roberts (Cat authorized dealer for Kenya, Tanzania & Uganda) and Tractor & Equipment (Cat authorized dealer for Nigeria, Ghana, Sierra Leone) from United Africa Company of Unilever.
- In 2000 company appointed Cat dealer in Russia (Urals & Volga Region).
- In 2002 Mantrac Group subsidiaries Gailey & Roberts (Cat authorized dealer in Kenya Tanzania and Uganda) and Tractor & Equipment (Cat authorized dealer in Nigeria, Ghana and Sierra Leone) change names to Mantrac.
- In 2003 Mantrac Group was appointed by Caterpillar in Iraq, and Iratrac company established as the authorized Cat dealer.
- In 2016 Mantrac was appointed the Cat dealer in Liberia.
- In 2020 Mantrac was appointed Cat dealer for Ethiopia & Djibouti.



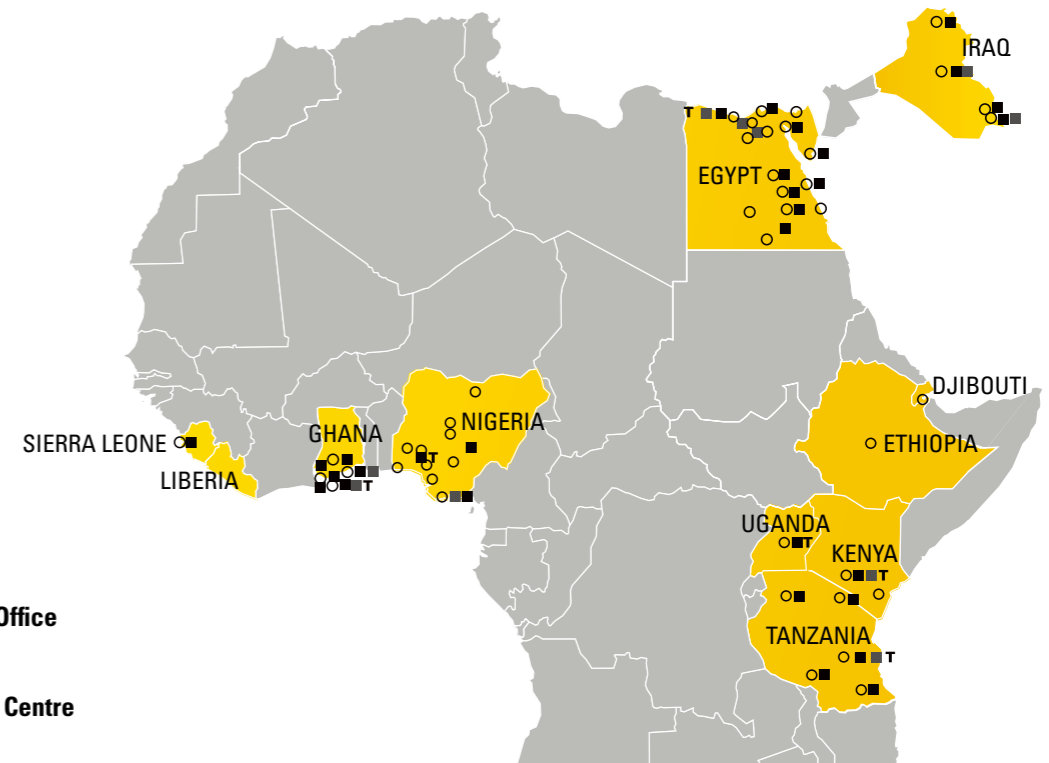
Key Deals

- Glo, a leading telecom service provider in Nigeria with a base of +10,000 towers across the country relies on critical back up power to maintain powering its infrastructure and services. Mantrac was selected to provide 2000x GEP22 units over 12 months between Caterpillar factories and customer sites.
- Mantrac has supported Tanzania Electric Supply Co (Tanesco) to expand their power plant from 12MW in 2007 to 30MW. In 2020 Mantrac secured 8.6MW at Tanesco's Mtwara Electric Power station with 2x CAT CG260-16 Gas power generators.
- Mantrac secured a 303kWp Roof Top Solar project with Polytex Industries in Ghana
- Tanzania - Supplied 4 X C32 1000 KVA AC - EE JOINT VENTURE Dam Project | 3 X 3512 1500 KVA for Bakhresa food industry units in transient | Rufiji Dam - Arab Contractors & El-Sweedey Electrics Joint venture purchased 42 various GCI units to achieve the tight project schedule
- Kenya - 160 X DE16SP-TC-C Alandick units in transient (telecom segment)
- Nigeria - Julius Berger Road construction projects; JBI purchased 37 excavators 330 GC + 12x Motor Graders 140K + 8x wheeled excavators M320D2 + 12x wheel loader 938K
- Egypt - "Hayah Kareema" presidential initiative for rehabilitating Villages, sold 35 BCP units

MANTRAC Headquarters Contact

Address: Mantrac House, Pyramids Industrial Parks (PIP), Km 50, Cairo - Ismailia Road, Industrial Zone 7 - A
 Email: contactus@mantracgypt.com
 Tel: 19266

Country /District	New			Cat Certified Used	Rental	Finance	Rebuild	Cat Reman Parts	EMS	S-O-S lab	Country Contact
	Construction Equipment	Engine and Power	Mining Equipment								
Egypt	●	●	●	●	●	●	●	●	●	●	Name: Ahmed Saad Phone: +201223928524 Email: asaad@mantracgypt.com
Kenya	●	●	●	●	●	●	●	●	●	○	Name: Charles Maina Phone: +254 722 713 227 Email: cmaina@mantrackenya.com
Tanzania	●	●	●	●	●	●	●	●	●	○	Name: Butwa Godluck Sanga Phone: +255713847456 Email: bsanga@Mantrac.co.tz
Uganda	●	●	●	●	●	●	●	●	●	○	Name: Howard Wodomal Phone: +256756752800 Email: hwodomal@mantracuganda.com
Sierra Leone	●	●	●	●	●	○	●	●	●	○	Name: Ahmed Farghal Phone: +232 30 250010 Email: afarghal@mantracliberia.com
Ghana	●	●	●	●	●	●	●	●	●	●	Name: Andrey Pata Phone: +233246421643 Email: apata@mantracgroup.com
Nigeria	●	●	●	●	●	●	●	●	●	●	Name: Mohamed Ibrahim Phone: +234 906 249 2658 Email: mibrahim@Mantracnigeria.com
Liberia	●	●	●	●	●	○	●	●	●	○	Name: Ahmed Farghal Phone: +231777651137 Email: afarghal@mantracliberia.com
Iraq	●	●	●	●	●	●	●	●	●	○	Name: Moustafa Fadil Phone: +964(0) 7901905224 Email: mfadil@Iratrac.iq
Ethiopia	●	●	○	○	○	○	○	○	○	○	Name: Eyerusalem Tereda Phone: +251 91 201 7786 Email: etereda@unatrac.com
Djibouti	●	●	○	○	○	○	○	○	○	○	Name: Tarek Farah Phone: +253 77 81 27 54 Email: tfarah@mantrac.dj





Parenin: Caterpillar's First Overseas Dealer

Paul Parenin started his dealership in 1902 and in 1912, became the first overseas dealer for the Holt Manufacturing Company. Parenin's story is legendary as the dealership introduced the first track-type tractor to Tunisia and North Africa. In 1926, Parenin became the first official representation of Caterpillar outside the United States.

Parenin provides Cat product line and after market solutions for all industries; it is also the dealer for Atlas Copco, John Deere (agriculture), Grove and GoodYear.



- Parenin has over 350 employees of which nearly three-quarters are dedicated to after sales service.
- Parenin Component Rebuild Center or CRC helps our customers achieve optimum component life and reliability through world-class repair and rebuild practices.
- Workshops are equipped with modern test benches with the most recent tooling and over 150 skilled technicians, continuously trained in the use of the most advanced diagnostic and repair techniques.
- Parenin Training center certified by Caterpillar.

Dealer Offerings

County /District	New			Cat Certified Used	Rental	Finance	Rebuild	Cat Reman Parts	EMS	S-O-S lab
	Construction Equipment	Engine and Power	Mining Equipment							
Tunisia	●	●	●	●	●	○	●	○	●	○

Parenin Headquarters Contact

Address: Parenin, Base de Séjourni Route de la Mornaguia, km 5,5 2052 Séjourni, Tunis
 Phone: 00216 70 020 000
 Fax: 00 216 70 020 190
 E-mail: parenin@parenin.com.tn
 Web site : www.parenin.com.tn

Sales & Rental Manager:

Ahmed Bayar | Email: ahmed.bayar@parenin.com.tn

Product Support Sales Manager:

Mahmoud Bouzidi | Email: mahmoud.bouzidi@parenin.com.tn

Power System and Handling Manager:

Atef Chouchene | Email: atef.chouchene@parenin.com.tn

CHP & Gas Engine Manager:

Ramzi Charfeddine | Email : ramzi.charfeddine@parenin.com.tn



SCIMAT History

SCIMAT is the regional partnership that combines that strength of Scomat (Mauritius) and Scime (Reunion). Scomat, belonging to the IBL group is in the heavy machinery, diesel, hydraulics and power systems business with 161 team members representing brands like Caterpillar for over 92 years, Massey Ferguson for 67 years amongst many other global leading brands.



Scomat

We provide quality construction equipment to the earthmoving industry. Equipment that delivers the lowest, total owning and operating cost over its lifetime. Equipment that's engineered for success and is supported by informed and passionate people providing the solutions that help our customers build a better world with our one stop shop solution for equipment sales, generator sets, customer value agreements (CVA) and rebuild options.

Equipment Ranges :

- Skid Steers Loaders
- Backhoe Loaders
- Telehandlers
- Hydraulic Excavators
- Wheel Loaders
- Track-Type Tractors
- Generator sets capacity range from 10kva – 10,000Kva

Scomat Contact

Grewals Lane, Pailles, Republic of Mauritius
 Commercial Manager :
 Design Naicker
 +230 5 942 0314
 dnaicker@scomat.com

Sales Manager - Equipment:
 Benoit Gallet
 +230 5 940 4803
 bgallet@scomat.com

Sales Manager – Generators:
 Hans Moothoosamy
 +230 5 940 4806
 hmoosamy@scomat.com

Product Support Manager :
 Didier Perrier
 +230 5 940 4824
 dperrier@scomat.com

Service Manager - Equipment :
 Suraj Sarju
 +230 5 940 4828
 ssarju@scomat.com

Technical Manager – Generators:
 Vic Dwarka
 +230 5 940 4840
 vdwarka@scomat.com

Scime Contact

3 rue charles Darwin Zac 2000 97420 Le Port Reunion Island
 General Manager :
 Olivier Vadon 262262424402
 vadon_olivier@scime.com

Sales Rep - Equipment:
 Jacky Miranville 262692692646
 miranville_jacky@scime.com

Sales Manager – Generators:
 Johan GAU 262692672011
 Gau_Johan@scime.com

Product Support Manager :
 Jean René Marianne 262262424410
 marianne_jean_rene@scime.com

Service Manager - Equipment :
 Aurélien BAUZA 262692053550
 bauza_aurelien@scime.com

Parts Manager :
 Pierre LEROUX 262262424407
 leroux_pierre@scime.com



SUTRAC History

Sutrac is the flagship company of Sudan’s largest and most diversified conglomerate, DAL Group.

Established in 1952 by Mr. Daoud Abdellatif with the aim of serving and adding value to the Sudanese market. Its success was the foundation on which DAL Group was built.

Over the years, the company has grown, thanks to a genuine commitment, to earn customers’ loyalty.

Key Deals

- The first deal in 2017 after reintroducing the Cat brand to the market, we provided the largest mining company in Sudan equipment involving 390FL and 988K.
- Construction Industry- provided a prominent construction company with 16 D8R Dozers, and 8 160K Motor graders.
- Product Support- Provided complete rehabilitation for 22 Cat units for major drought recovery project.
- Two years Price Agreement with a leading oil company, to cover all Cat machines and Generators Sets.
- Signed CSA -resident service teams- total maintenance & repair with 6 major companies in different industry sectors.
- More than 110 customers under CSA (PM & Check list) mainly covering different sizes of Cat Generator Sets.
- Engines overhauling projects- 6 X 3606 engine maintenance contract for a leading petroleum company, in addition to 4 X 3516 engines for power generation company.

Sudanese Tractor Company Limited

Address: Kilo 8, Wad Medani Road, P.O. Box 56 Khartoum, Sudan
Company Webpage: www.sutrac.com

Sales Manager: Hisham Mamoun
Phone: +249 (183) 216 333
Email address: hisham.mamoun@dalgroup.com

Product Support Sales Manager: Eltayib Abdullatif Hassan
Phone: +249 9 9121 78546
Email: eltayib.hassan@dalgroup.com

General Parts & Service Manager: Ammar Ibrahim
Phone: ++249 9 125 30036
Email: ammar.ibrahim@dalgroup.com

Dealer Offerings

County /District	New			Cat Certified Used	Rental	Rebuild	Cat Reman Parts	EMS	S-O-S lab	Service Contact
	Construction Equipment	Engine and Power	Mining Equipment							
Sudan	●	●	●	●	●	●	●	○	○	Hisham Mamoun Phone: +249 9 123 25576 E-mail:hisham.mamoun@dalgroup.com





Tractaftric History

- Pioneer in the heavy equipment in Africa and a Cat dealer since 1932.
- Major contributor to some of the continent's milestone projects, such as the Trans-Gabon Railway, the Cameroon-Chad pipeline and the GRAIN project in Gabon.
- Traditionally specialized in the construction and forestry industry but now rapidly developing in the mining, energy and oil and gas sectors.
- Constantly exploring new opportunities in line with the evolution of African markets (eg. solar or hybrid energy production solutions).
- In 2021 Tractaftric Component rebuild Center (CRC) was inaugurated, a World Class facility equipped with Special tools reaching the highest standards, from disassembly and inspection to testing and finishing. With over 1600m², this facility, receive and execute rebuilds for the full range of Caterpillar components processed by a team of experts. The new Tractaftric (CRC) aims to achieve the highest caterpillar standards by supporting the mining, construction, marine and oil & gas sectors.
- Tractaftric is also the official dealer for Manitou, Power screen, Massey Ferguson, Kalmar, Sullair and Allied winches.

Key Deals

- 2015: 375 machines (D6R Dozers and 323 Excavators) delivered in Gabon in one deal (Graine Program)
- 2017: More than 60 units sold to various forestry customer in Cameroon, Congo and Gabon
- 2018: 60 units 336D2L/963K/12K sold to FAR (Moroccan army)
- 2018-2019: 54 units sold to Sogea (Vinci Group) in Central Africa.
- 2019-2020: Over 30 units sold to Mining customer Comilog in Gabon
- 2019-2020: 30 units GCI & BCP, customer Razel in Cameroon & Congo
- 2021: 60+ units HEXMD 330 sold in DRC for Gold mining applications, customer Kimia Mining
- 2018 to 2021: More than 65 units sold to chinese retail customer on average per year.
- Kimia Mining / DRC: 80+ units HEXMD 330
- CRCC-B20 / Cameroun: 24 units CAT (HEXMD) and SEM

Tractaftric Headquarters:

Address: Tour Aviso, 49-51 quai de dion
Bouton 92800 –Puteaux-France
Tel: +33 (0) 1 71 90 40 50

Marketing Director : Jacques Bascans

E-mail: jacques.bascans@tractaftric.com
Tel : +212 6000 24 087

Chinese Business Unit Manager :

Zhihai Yang
E-mail : zhihai.yang@tractaftric.com

Dealer Offerings

County /District	New			Cat Certified Used	Rental	Rebuild	Cat Reman Parts	EMS	S-O-S lab	Country Contact
	Construction Equipment	Engine and Power	Mining Equipment							
Cameroon	●	●	●	●	●	●	●	●	●	Phone: +237 233 37 90 83 Email: serviceclient@tractaftric.com
Maroc	●	●	●	●	●	●	●	●	●	Phone: +212 (0) 5 22 76 30 00 Email: serviceclient@tractaftric.com
Gabon	●	●	●	●	●	●	●	●	●	Phone: 00241 11 74 65 64 / 00241 11 77 86 15 Email: serviceclient@tractaftric.com
Republic of the Congo	●	●	●	●	●	●	●	●	●	Phone: 242 06 900 22 04/ +242 626 7086 Email: serviceclient@tractaftric.com
DRC	●	●	●	●	●	●	●	●	●	Phone: +243 825 505 505 Email: serviceclient@tractaftric.com
Rwanda	●	●	●	●	●	●	●	●	●	Phone: +250 791 590 181 Email: serviceclient@tractaftric.com
TCHAD	●	●	●	●	●	●	●	●	●	Phone: 235 600 0 23 23 Email: serviceclient@tractaftric.com
Burundi	●	●	●	●	●	●	●	●	●	Email: serviceclient@tractaftric.com
Central African Republic	●	●	●	●	●	●	●	●	●	Email: serviceclient@tractaftric.com

Certifications of Training Center in Casablanca

ABC : Accelerated Basic Courses LCAT: Learning Capacity Assessment Tool
TCDP: Technician Career Development CC: Contamination Control
RDLC Regional Dealer Learning Center STE: Service Training Excellence







VisionLink is a trademark of VirtualSite Solutions LLC, registered in the United States and in other countries.

© 2022 Caterpillar. All Rights Reserved. CAT, CATERPILLAR, LET'S DO THE WORK, their respective logos, "Caterpillar Corporate Yellow", the "Power Edge" and Cat "Modern Hex" trade dress as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission.