



KANU EQUIPMENT

EXPERIENCE THE SUPPORT

COMPANY PROFILE | BOTSWANA



KANU EQUIPMENT

EXPERIENCE THE SUPPORT

The story of Kanthu N'khama is an African folklore tale about a small bird that flies into a dark forest and overcomes challenges to emerge wiser and more resilient. It is the story of how 'Hard work pays off' and is the inspiration behind Kanu Equipment. Launched in 2012, Kanu Equipment and its hummingbird logo stands for the 800 men and women across Africa who live by the founding values of integrity, flexibility, continuous improvement and exceptional customer support.



OUR VISION



At Kanu Equipment we pride ourselves on our ability to provide top-of-the-range machinery, world-class maintenance teams and high spare part availability across 17 countries in Africa.

OUR VISION - To be the Most Supportive Dealership on the African Continent.

OUR MISSION - We aim to reduce the cost of operations on the continent by providing innovative solutions, timeous on-site technical support and access to a wide range of genuine OEM spare parts.

Our entrenched relationships with **Liebherr, Bell, CASE CE (Construction), Bomag, McCloskey, Superior, MacLean, Drillcube, Manitou** and **Kemach Forklifts**, and our competent, highly skilled service technicians puts us in the prime position to offer the very best customer service and support with minimal machine downtime, maximum output and a positive ROI.

Our vast experience in underground and open cast mining affords us the utmost confidence to support any operation in the toughest of African climates and territories.

Our facilities are professionally staffed and well-equipped to support you when and where it matters most.

A handwritten signature in black ink, appearing to read 'S. Smithyman', is written over a horizontal line.

STEPHEN SMITHYMAN
Group CEO



OUR VALUES



We will not compromise our values, ethics, integrity, passion or professionalism in our dealings with all stakeholders.



ACCOUNTABILITY

We are involved, responsible and dedicated to our organisation, its investors and our customers.



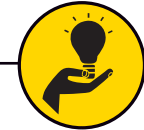
INTEGRITY

We are committed to being honourable and disciplined.



COURAGE

We are bold, always striving to believe in bigger and better achievements.



INNOVATION

We are determined to find the best available solutions to solve problems quickly and effectively.



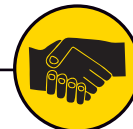
SUPPORT

We are in the industry of service and know that our primary focus on offering the very best levels of support is what sets us apart from our competitors.



LEADERSHIP

We endeavour to work smartly, always finding ways to improve our service offering, to do more – faster.



PARTNERSHIP

We try to find common ground in all our interactions, as we all like to work with people that we can relate to.



COMMITMENT

We are deadline-driven to achieve maximum productivity on all levels.

OUR RAPID EXPANSION

Kanu Equipment began its work in 2012 and the company's reputation of providing strong customer support and reliable equipment and spares is expanding into Africa and even further across the globe.

 **2012**

Kanu Equipment was founded in the CONGO with the purchase of a much sought-after LIEBHERR DOZER, the first of its kind in central Africa.

 **2013**

Dealership rights for LIEBHERR EARTHMOVING and MOBILE CRANES and BELL were awarded.

 **2014**

Opened the IVORY COAST and GHANA dealerships.

 **2015**

Branched into SIERRA LEONE, LIBERIA and CAMEROON and adopted the WIRTGEN and TIGERCAT brands.

 **2016**

Took ownership of the BOTSWANA dealership and claimed a 50% stake in the ZIMBABWE branches.

 **2017**

Expanded into KENYA and TANZANIA and adopted the CASE IH and CASE CE brands in certain territories.

 **2018**

Took ownership of the NAMIBIA dealership and opened in the DRC.

 **2019**

Adopted the MANITOU brand in Botswana and NORMET brand in certain territories.

 **2020**

COVID OUTBREAK didn't break the Kanu spirit and we continued strong throughout the pandemic so our customers could "Experience The Support"

 **2021**

Expanded into UGANDA and RWANDA

 **2022**

Kanu Equipment turns 10 years old - and going strong

 **2023**

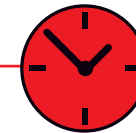
Acquisition of KEMACH EQUIPMENT South Africa. Adopted the MCCLOSKEY, BOMAG and KEMACH FORKLIFTS brands in certain territories and NEW HOLLAND* (South Africa ONLY). Expanded into ZAMBIA.

 **2024**

Adopted the SUPERIOR brand in certain territories. Expanded into MALI.

 **2025**

Adopted the HYUNDAI brand in Zambia ONLY. Adopted the MACLEAN & DRILLCUBE brands.



2026 & BEYOND

With our continual support and hard work in earning our OEM's and Customer's trust, there are no limits to where Kanu Equipment can go from this point on - The Bird has spread it's wings and there is no stopping it now.

OUR VISION "To be the Most Supportive Dealership on the African Continent" is currently being realised.

OUR KEY NUMBERS



Kanu Equipment has **800 EMPLOYEES** who are dedicated in providing timeous SERVICE DELIVERY and superior CUSTOMER SUPPORT.



80% Aftermarket Parts Market needs fulfillment

80% fulfillment of Market Equipment needs

85% on time parts delivery



presence in

17 COUNTRIES

across Africa



1 FOCUSED mindset



3 TRAINING CENTRES (regional)



+80M \$ invested



10 WORLD-CLASS MINES supported



25 WORKSHOPS across the group



more than **170** qualified **TECHNICIANS**



2140 FLEET (active)
300 MODELS (various)



FOCUS AREAS



Access to Finance with Best Interest and Payment Terms



OEM & Aftermarket Spares



Dedicated Technical Teams

OUR NETWORK & TEAMS



Kanu Equipment has expanded into **17 COUNTRIES**, organised as regional teams, supported by Finance in Mauritius and Sales in Europe.

Our teams are dedicated to performance delivery and service excellence at its best. We live true to our motto “EXPERIENCE THE SUPPORT” which resonates from the CEO throughout the organisation.



OUR SERVICE & SUPPORT PROMISE



We at Kanu Equipment are dedicated to the supply of competitively priced spare parts and maintenance support to offer our customers an advantageous extension to their business operations. We guarantee 24/7 support with a maximum 48hr delivery promise on top-line stock items held in country.

We hold local in-house OEM product and technical training, and apprenticeship programmes.

We offer:



STRONG OEM PARTNERSHIPS



LOCAL UPSKILLING PROGRAMMES



SKILLED ON-SITE SUPPORT



ON-SITE SPARES AVAILABILITY



REAL-TIME EQUIPMENT MONITORING



OPERATOR SUPERVISION



IMMEDIATE RESPONSE



STREAMLINED LOGISTICS



MINING

With 50 years' experience in design, manufacturing and support of mining machinery, **LIEBHERR** works tirelessly to provide options that add value and can be adapted to customers specific requirements. Quality, reliability, and innovative technologies ensure that mining operations are safe, time and cost efficient at all times – even under the toughest of conditions.

LIEBHERR offers a well balanced range of hydraulic excavators. Beginning with the compact excavators to medium sized machines all the way up to large machines for the mining industry. Due to their state-of-the-art technology, **LIEBHERR** excavators set new standards in performance, environmental friendliness and ease of maintenance.

LIEBHERR strives to meet the highest expectations by providing exceptional service and high-quality interaction, all over the world.



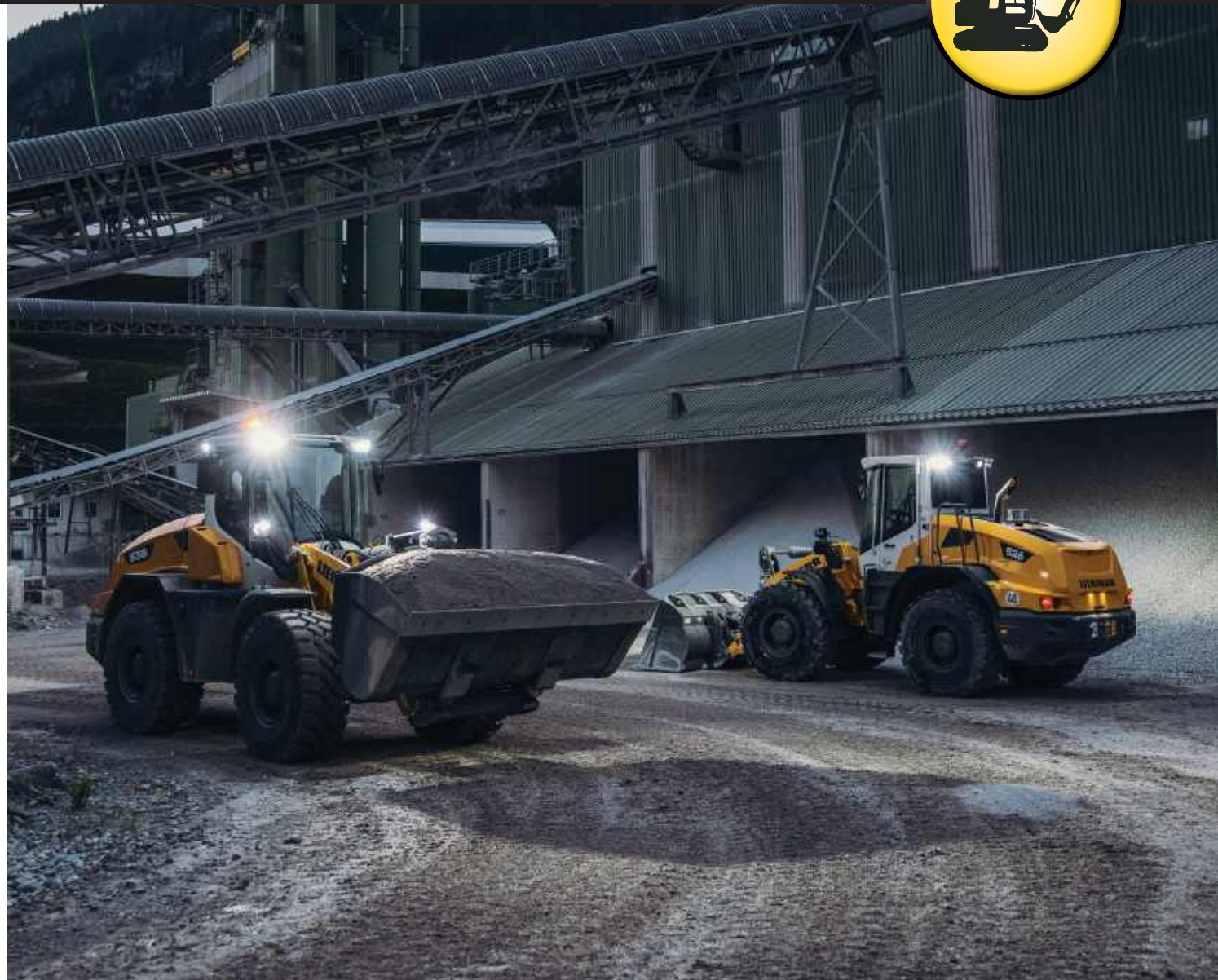


EARTHMOVING/CONSTRUCTION

In the area of earthmoving, **LIEBHERR** offers an extensive program of hydraulic excavators and duty cycle crawler excavators, crawler tractors and wheel loaders. Highest quality standards are achieved by in-house production of main components.

These components include, for example, the drive and control technology systems comprising of diesel engines, hydraulics and gearboxes.

A full international service network ensures qualified customer services at every operational site along with the supply of original spare parts.





MINING/CONSTRUCTION

While reliability has become synonymous with **BELL**, the main reason that they're the best ADT sellers in the industry is that they simply deliver the lowest cost per ton. The flagship B50E and B60E ADT has been specifically designed for mining and, together with an ideally-matched Excavator, strengthens **BELL'S** product offering and support to this sector.

Their comprehensive range also includes; Low Profile ADT's (for underground mining), Motor Graders, Articulated Haulers and Tracked Carriers.

BELL'S flexibility, technical know-how and 50 years of providing tailor made, innovative solutions and support ensures absolute peace of mind, not to mention the performance leadership, safety, ease of operation and fuel efficiency of their wide equipment range.





AGRICULTURE

BELL was born into the sugar industry and our agricultural equipment range remains an integral part of our business. Our focus is to provide innovative agriculture machinery that contributes to pioneering solutions for the agricultural markets.

FORESTRY

BELL Equipment's presence in the forestry sector dates back to the 1960s when the **BELL** Tri-Wheeler was adapted as a versatile Logger by fitting a robust timber grab.





CONSTRUCTION

CASE CONSTRUCTION Equipment is built on the principle that simple is better. Our equipment is an evolution of fine-tuned products designed to solve real world challenges. Every customer experience begins and ends with support from people at a company with a heritage of strong values and steeped in more than 175 years of knowledge.

As your business grows ever more complex and competitive, we're here to provide you with versatile, productive machines and reliable support so that you can spend time on what matters most – running your business. To us, Experts for the Real World is more than a slogan – it's our rallying cry. It's why customers count on **CASE CONSTRUCTION**.





ROAD CONSTRUCTION/ COMPACTION

BOMAG is the world market leader in the field of compaction technology and manufacturer of machines for the compaction of soil, asphalt and refuse. Stabilizers/Recyclers, milling machines and pavers round off our portfolio.

Compaction equipment from **BOMAG** is used in areas as landscaping to the entire range of road construction and heavy dam construction. Furthermore, **BOMAG** provides special solutions for use on landfill sites of all sizes, for recycling damaged asphalt pavement, and for soil stabilisation.

BOMAG is world leader in the measuring, documentation and control of compaction work during and after the compaction process. **BOMAG** machines fulfill wide ranging requirements with extensive equipment variations and a worldwide internal network of compaction experts.



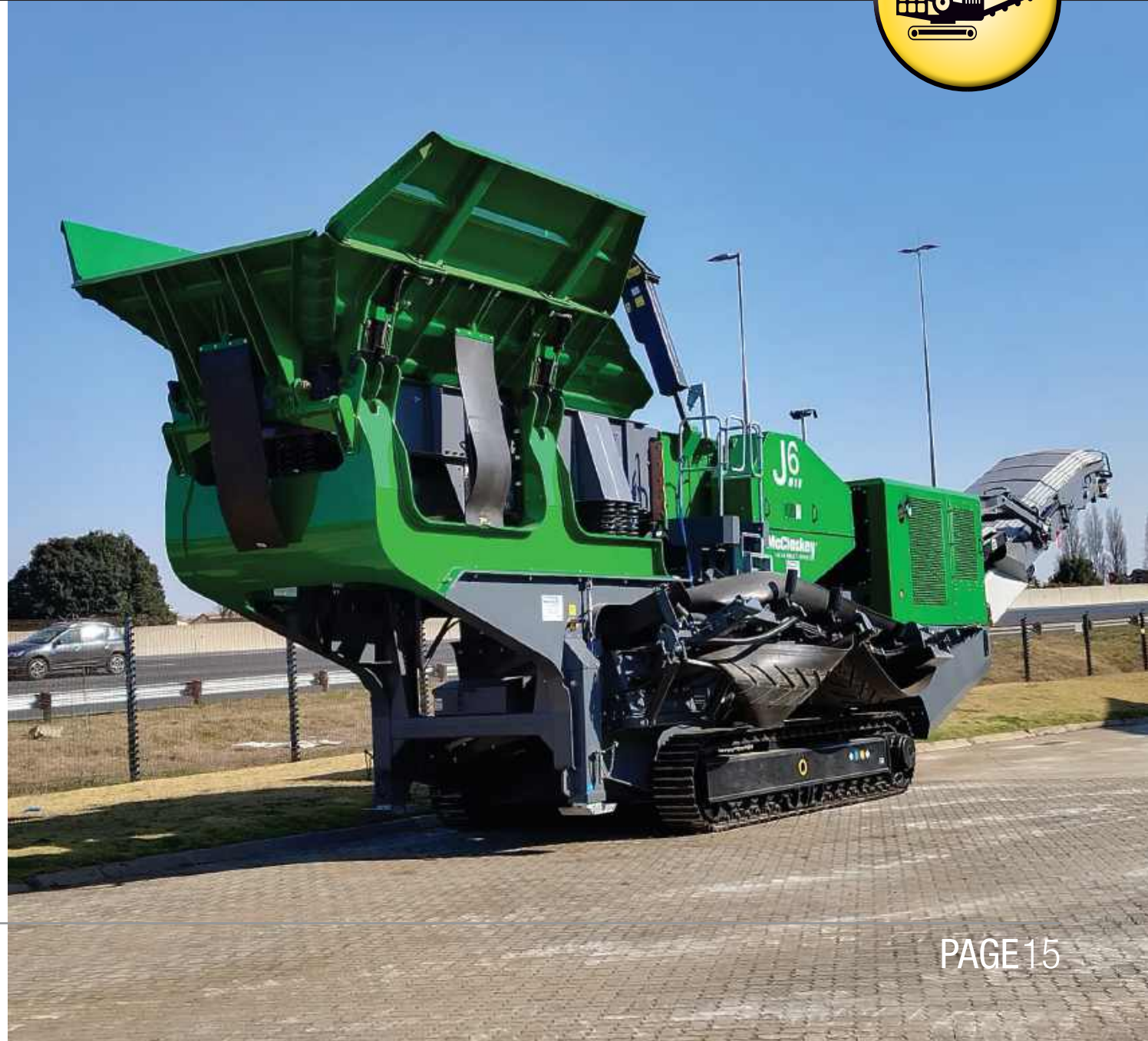


CRUSHING/SCREENING

McCLOSKEY International leads the screening and crushing industry with a complete line of mobile equipment including: crushers, screeners, trommels, stackers/conveyors and washing systems. Built with power and durability the products are deployed to a wide range of industries which include compost screening, aggregates processing, waste recycling, construction & demolition, landscaping and wood recycling.

Since the company's inception in 1986, **McCLOSKEY** International has been a pioneer in design and innovation, with patents granted on many of its designs, including radial stockpiling conveyors and the lift-axle mechanism for maximum stockpiling flexibility.

McCLOSKEY trommels high production rates, versatility, ease of use and unrivalled strength has ensured the popularity with top soil producers, contractors and landscape supply operators.





- CRUSHING • VIBRATORY • SCREENING • CONVEYING • WASHING
- FUSION MODULAR PLATFORMS • CONSTRUCTION MANAGEMENT
- PORTABLE PLANTS • SHIP LOADING CONVEYORS • CONVEYOR PARTS



BULK MATERIAL PROCESSING/ HANDLING

SUPERIOR INDUSTRIES provides equipment options that include both movable/portable units and stationary units, to suit different operational needs.

- **Mobile / Portable Machines**

They offer mobile screening plants (portable vibratory plants) that can be moved from site to site.

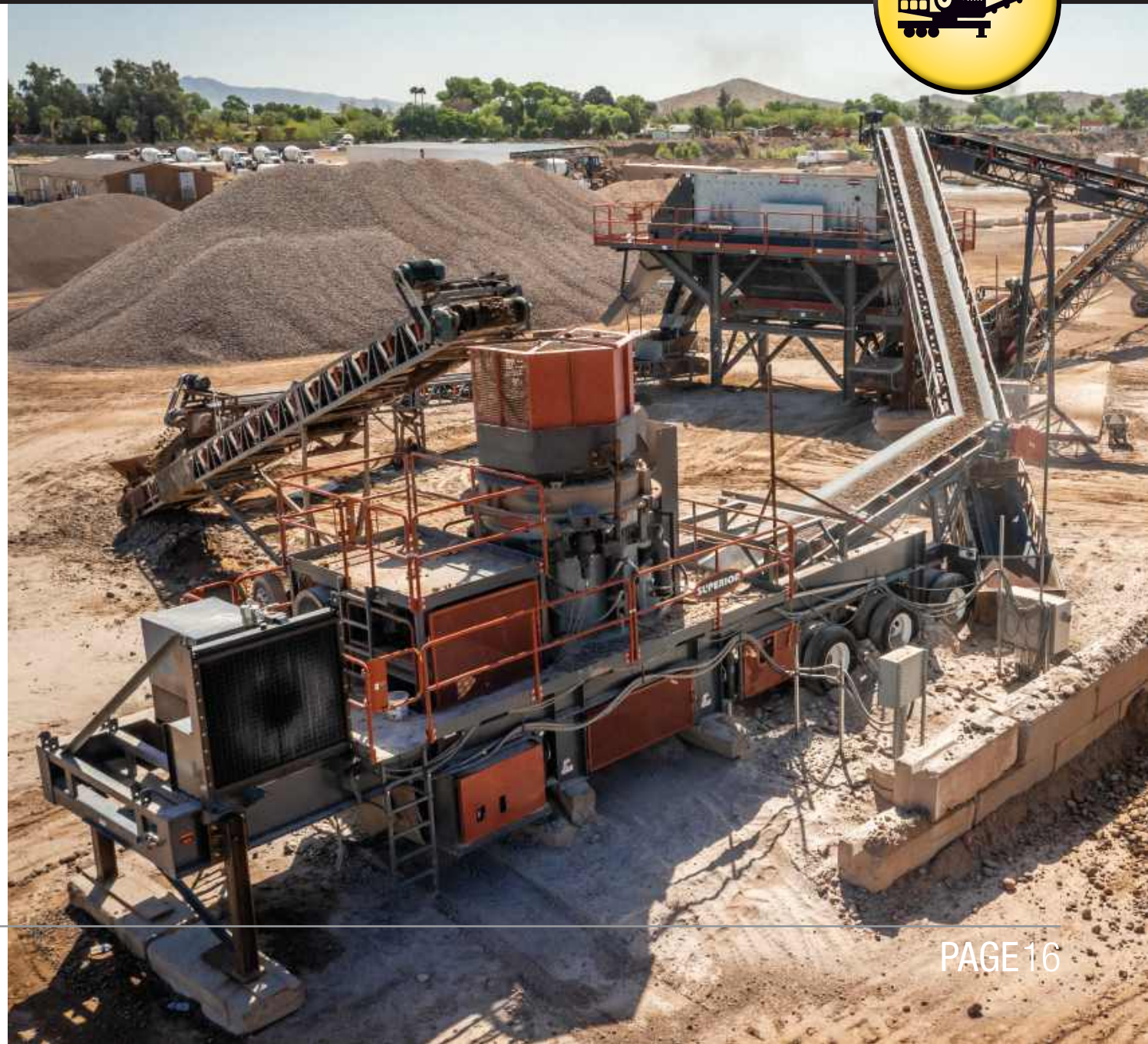
They also produce mobile conveyors such as the RazerLink® Mobile Conveyor with tracks or tires, capable of relocating on site.

They have developed mobile ship-loading conveyors that include truck unloading capability – i.e. multi-purpose mobile systems.

- **Static / Stationary Machines**

In their conveying equipment portfolio, they list stationary conveyors (stationary truck unloaders, in-plant conveyors, stationary stacking conveyors) in addition to mobile conveyors.

They also design static screening machines (e.g. horizontal / inclined screens) used in fixed installations (“static producers”) and have made design enhancements for static applications.

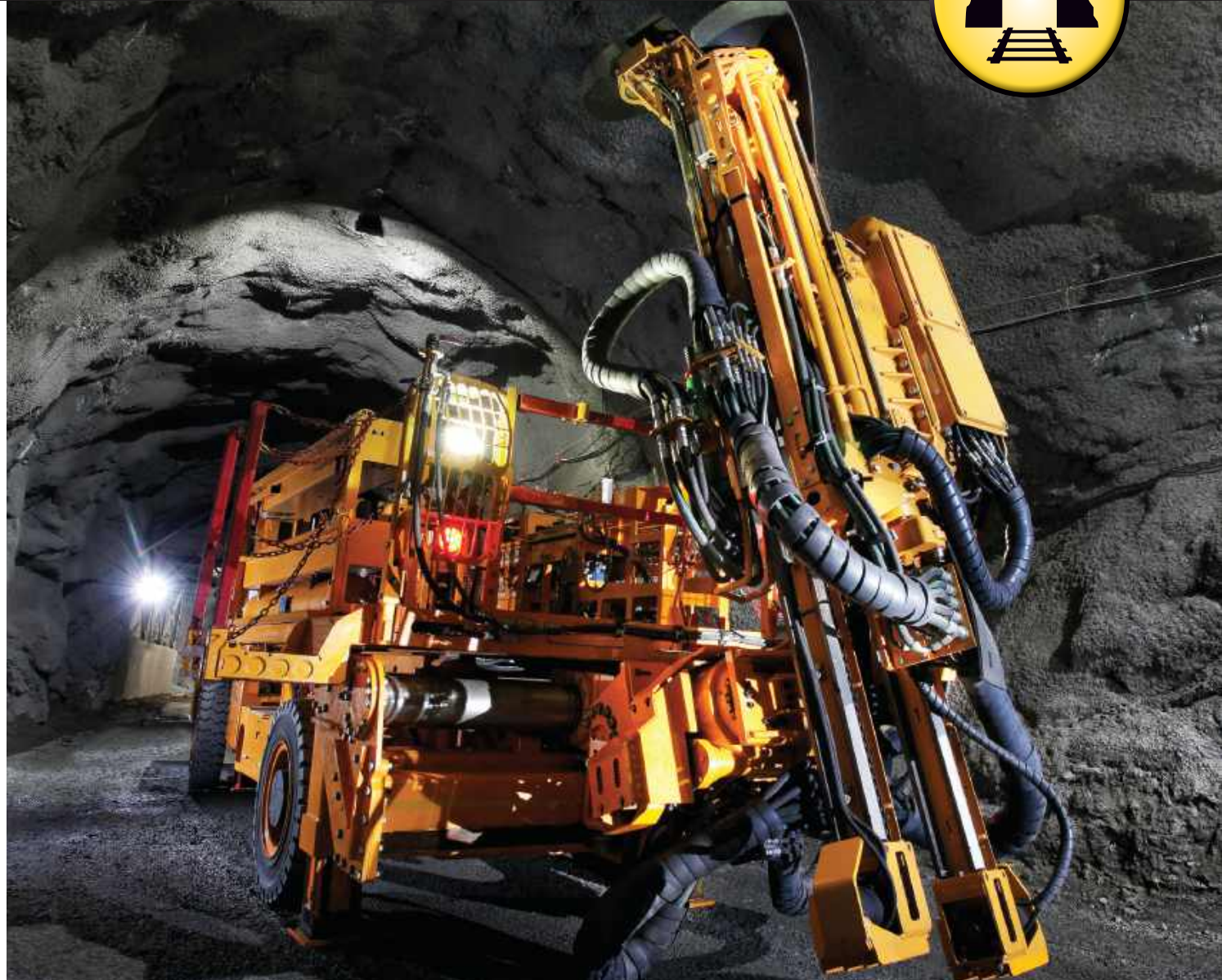




BLASTING/TUNNELING/ FORTIFYING

MACLEAN is the world's largest Canadian-based underground mining equipment manufacturer. The constant across the shifting sands of time and geography is the **MACLEAN** commitment to pursuing engineered solutions that make the underground environment safer and more productive.

When they create what they call **MACLEAN** 'Application Intelligence' for the mining sector, they are leveraging multi-disciplinary engineering expertise, continental manufacturing capacity, and decades of mining knowledge, to deliver safety and productivity enhancing solutions to the end-users who operate and maintain our products in underground mines around the globe.





UNDERGROUND MINING CONSUMABLES AND FITTINGS

DRILLCUBE is an innovative Australia-owned company setting a new benchmark in the global underground mining industry.

DRILLCUBE's executive team has more than 100 years of experience in underground mining, leading by example with a strong track record of transparency and ethical practice across the supply chain.

As mining's 'one-stop-shop (in a box)', we're able to streamline our client's mining operations — delivering all equipment, tools and consumables in one convenient monthly order at highly competitive prices.

The flow-on benefits to the mining operation include supply-chain constraints (due to lags or delays) being prevented, production forecasts bare no longer at risk, inventory management is reduced, all-in costs are lowered, and overall profitability / NPV of the asset is increased.





MATERIAL HANDLING

For over 25 years, **MANITOU** has understood the industrial safety, productivity and service issues that the mining sector faces; from the construction of the mine to its operation, support and infrastructure as well as equipment maintenance.

With a mission to improve working conditions, safety and efficiency around the world, **MANITOU GROUP** designs, manufactures, distributes and ensures the service of handling, access platform and earthmoving equipment for construction, agriculture and other industries.

MANITOU GROUP'S relentless pursuit of innovation enables it to anticipate market requirements by designing products and services that perfectly meet the needs of its customers. The solutions offered, therefore, always have a competitive advantage.

With capabilities from 2 to 35 tons and lift heights from 4 to 32 meters, **MANITOU** has the solution to all your material handling needs.





MATERIAL HANDLING

The **KEMACH FORKLIFTS** range, in partnership with Anhui HELI CO., LTD, will complement our existing quality earthmoving products. The range offers customers a South African forklift warranty first – a five years/12,000hr warranty on the complete machine, and not just on certain parts of the machine.

Anhui HELI CO., LTD is the biggest forklift manufacturer in China and complies with all European standards as well as being ISO approved.

The **KEMACH FORKLIFTS** range has Japanese engines, Anhui HELI CO., LTD built ZF transmissions and robotically manufactured chassis, ensuring premium brand quality at very competitive pricing for the materials handling markets.



OUR TEAM | PHAKALANE



OUR TEAM | PHAKALANE



OUR TEAM | FRANCISTOWN





EXPERIENCE THE SUPPORT with **BOTSWANA**

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