

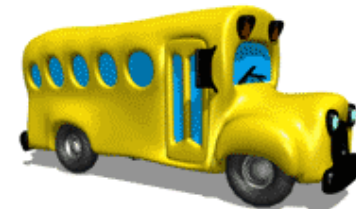


Fleet Management

A DaimlerChrysler Services Group Company

African Fleet Management Concepts

**“Catalyst for Africa’s Economic
Regeneration”**



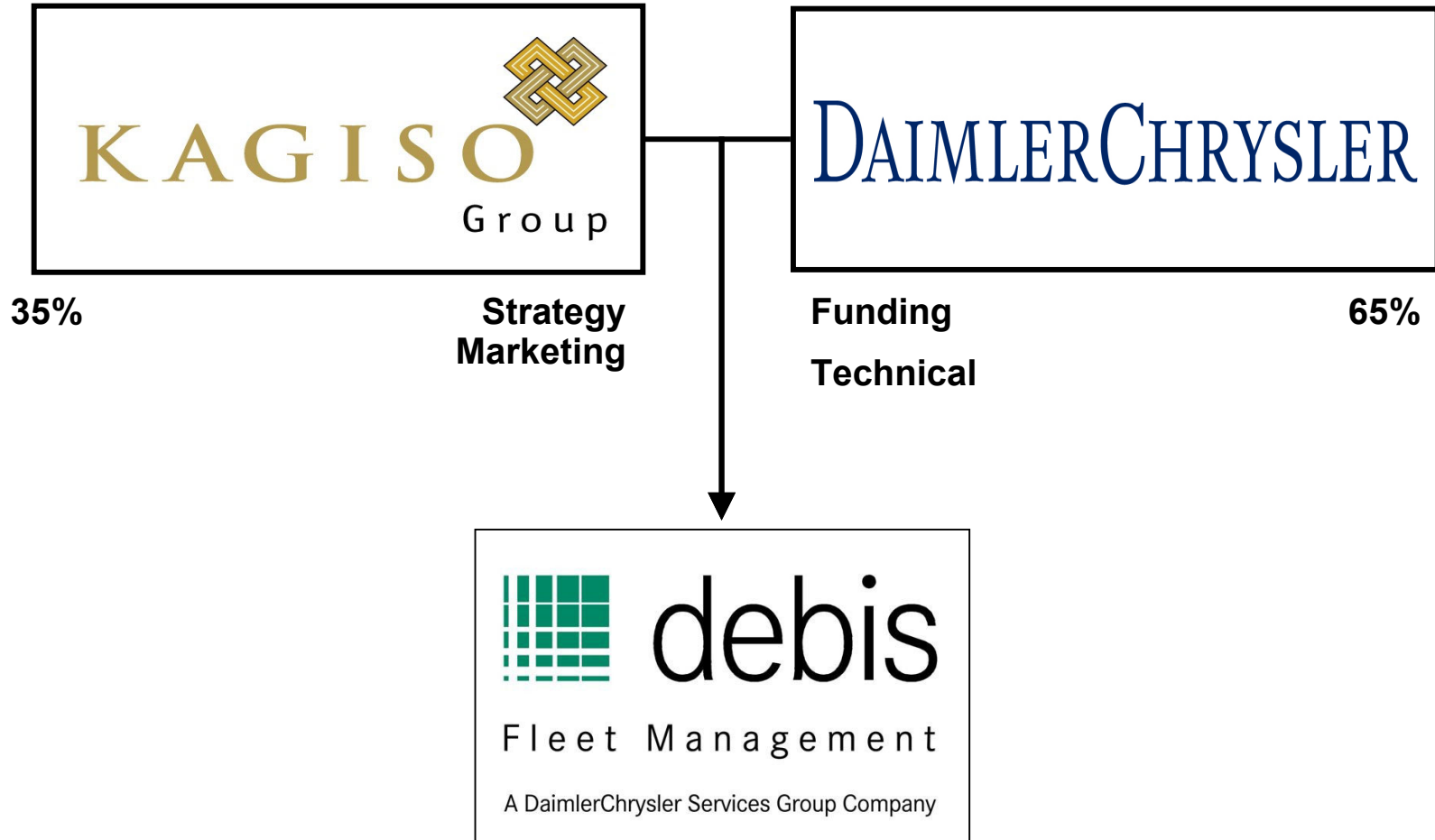
debis Fleet Management
Presented by Daniel Moeletsi - debis CEO

The Fleet Industry is informed by NEPAD's Economic Goals

- NEPAD's commitment to Africa's Economic Recovery
- It is our understanding that Africa is committed to creating conducive environments for growth and sustainable development
- Need to harmonise regional policies
- Efforts to improve regional trade
- Recognise the Need for Intra Regional Collaboration

“ We believe that Fleet Management (Efficient Transportation) can make a significant contribution to NEPAD's Economic Recovery Programme”

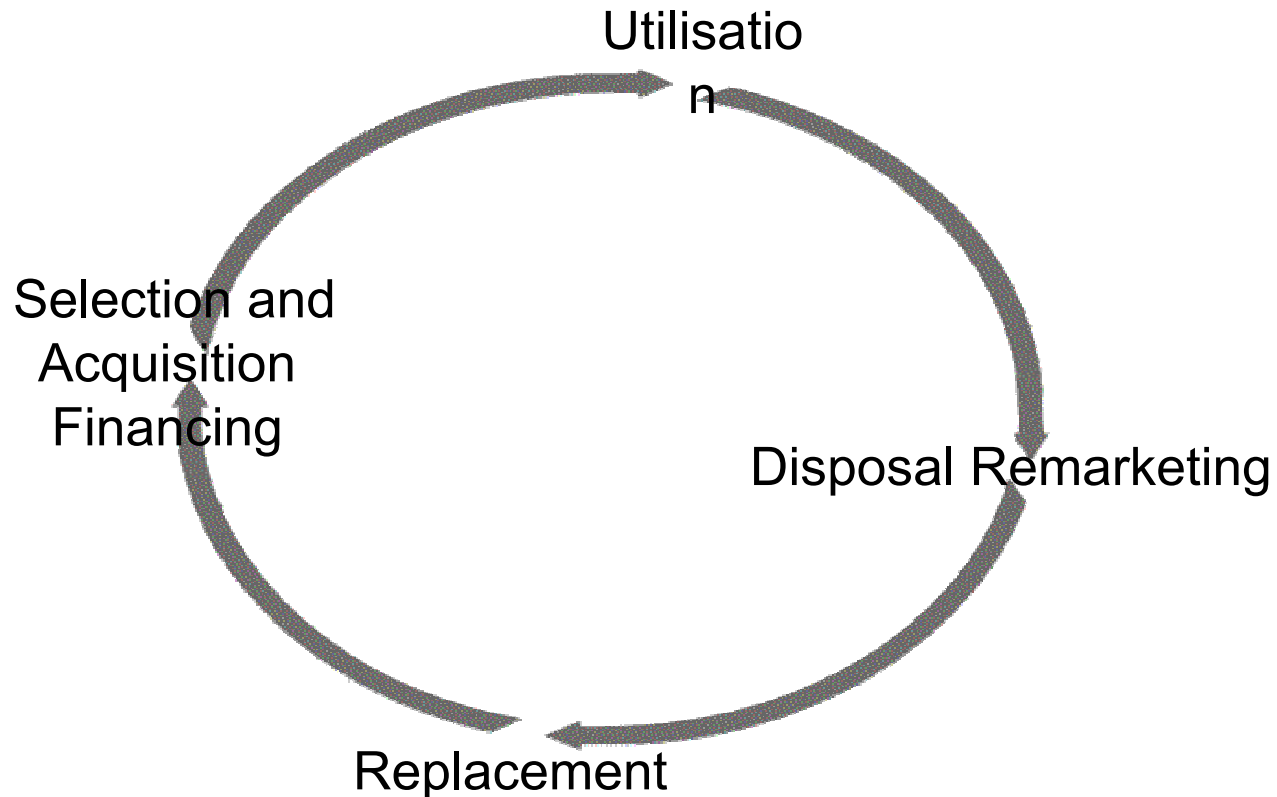
Debis is a Global Company With An African Face



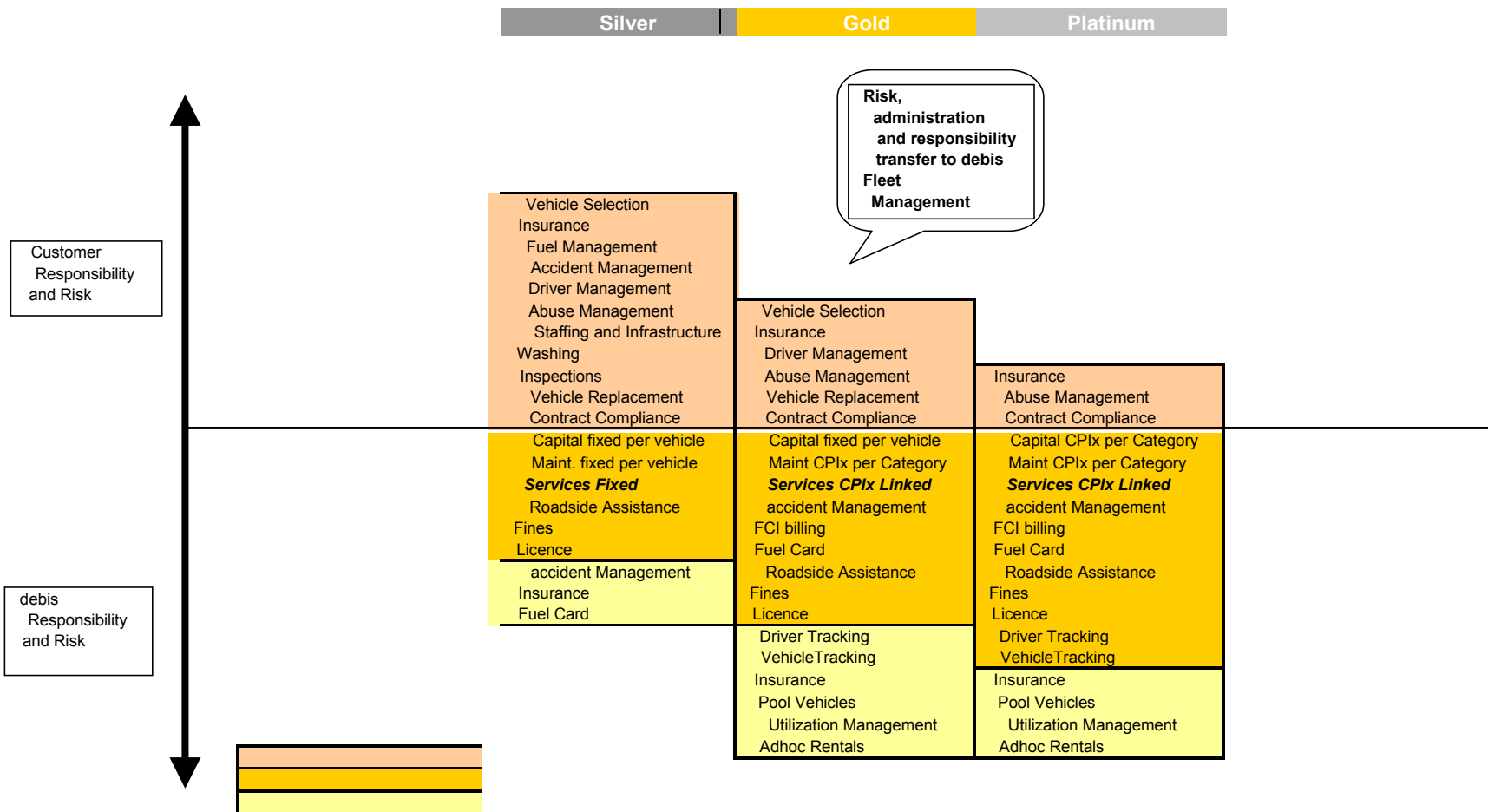
What is Fleet management

The Conversion of Capex to Opex .

The client pays for using the asset instead of ownership



Risk Divestment Options



The debis Fleet Management Model

Integrating discreet activities required to manage, control and monitor mobility assets



Fleet practices are applicable in all Logistic Sectors – Rail, Road, Marine and Air

The Role of Fleet Management (Transport) in Africa's Economic Regeneration

What can be achieved

- Support the concept of lean top management in government and the private sector
- Organisations focusing on their core business(eg government political,governance, socio-economic development and transformation)
- Access to best practice
- Focus on the societal needs
- Doing more with less
- Divestment of non core risk

Our View

- Engage private sector to efficiently manage non core assets
- Strengthen the African version of public private partnership (PPP)
 - Speedy deployment of the latest technology at the lowest cost
 - Efficient government spending, improvement in the quality of life
 - Prudent deployment of scarce resources

A Case in Point “The Restructuring of the Telkom Fleet”

The Repositioning of Telkom as a World Class Telecommunications Service Provider

Telkom Challenges

- Addressing the imbalance of the past
- Modernisation of the Telkom Infrastructure –business optimisation
- Demand for improved customer service
- Reduction in cost per line to compete with wireless technology
- Benchmarking Telkom with other leading service providers

Results

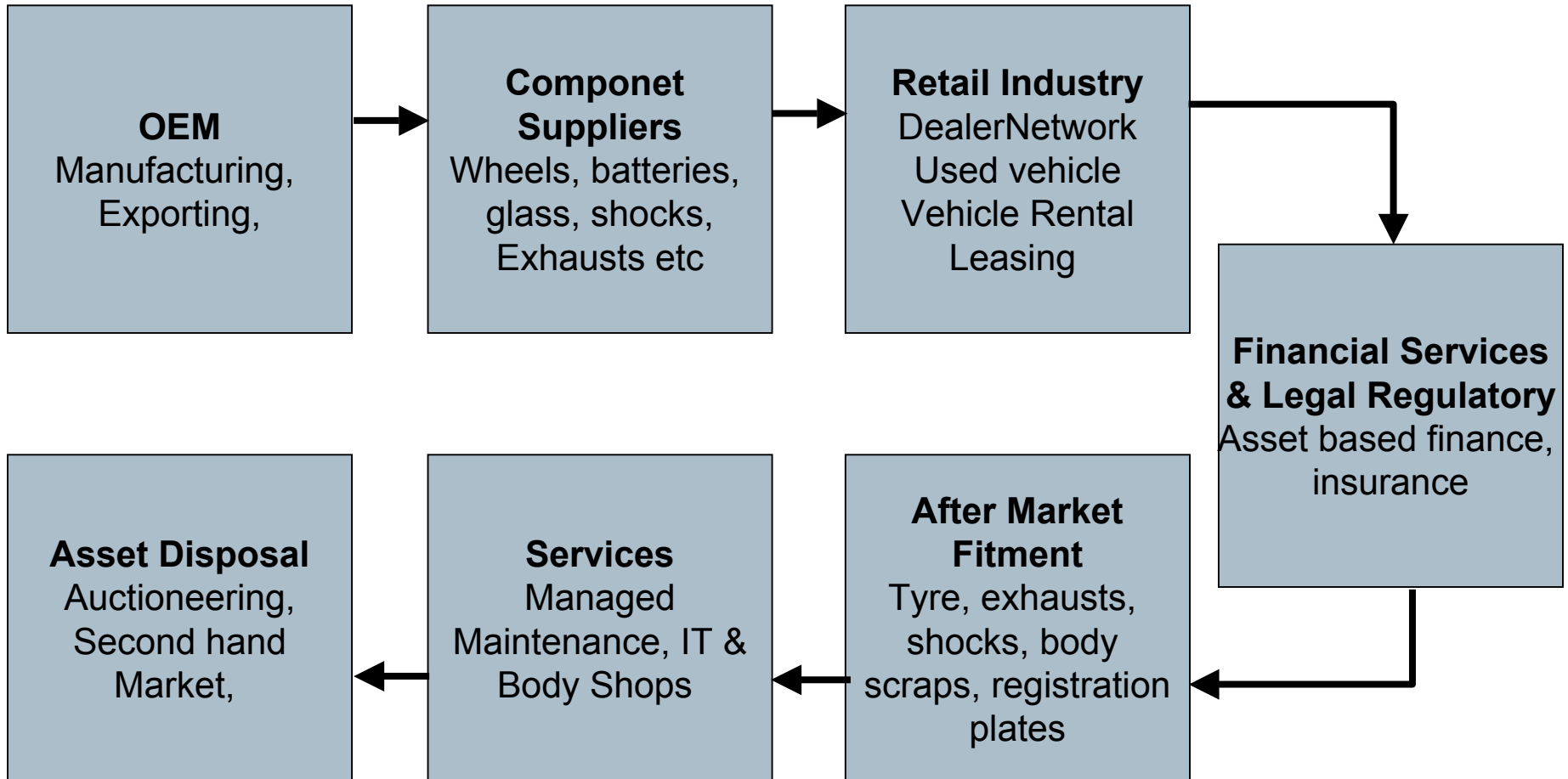
- Capital injection to rollout infrastructure to under serviced areas
- New digital technology to replace the obsolete analog technology
- Efficient deployment of technical services
- Substantial Reduction in operational costs resulting from fleet optimisation

The Solution : “In an unprecedented move Telkom outsourced their entire 19500 strong vehicles on a sale and lease back thus unlocking the much needed capital that enabled the parastatal to achieve its objectives .We believe this has enhanced South Africa’s 2010 World Cup Bid ”

Benefits for Telkom

- **Telkom could focus on its core business-provisioning of telecoms**
- **Telkom was able to redirect its financial resources to fulfil its business mandate**
- **The Telecom's infrastructure modernisation programme was realised – This was critical in South Africa's 's successful bid for 2010**
- **Productivity and efficiency gains**
“dFM provides Telkom with a maximum 4hr vehicel replacement turnaround time - a worldwide industry benchmark ”
- **Subsequently the fleet has since reduced from 19500 to 14000 – (a saving of over one billion Rand) whilst continuously achieving high standards of customer cutomer service**

The Fleet Management industry has the Potential to Contribute to NEPAD's Objectives through the Economic Value Chain-Primary suppliers create thriving 2nd industries



Conclusion

- There is a need for Africa to address the state of Africa's transportation – **fleet management can play a positive role**
- Much needed resources can be released through planned and well thought transport and fleet management solutions
- The Transport and Fleet Management Industry can contribute to Africa's economic recovery – **The Maputo Corridor and the Trans Namibia corridors are a case in point**
- Africa has the capabilities to develop unique continental solutions eg. Telkom Solutions

The debis Fleet Management Footprint

- **Pioneers in developing the 1st Mobility solution of its kind in the world (The Telkom Total Mobility Solution)**
- **Development of benchmark best practice exportable to the international markets**
- **A blend of unique Competencies to produce African Solutions**