



**west african international** PTY (LTD)

A SUBSIDIARY OF ENX GROUP LIMITED

**CAPITAL MARKETS DAY**  
**13 JUNE 2017**



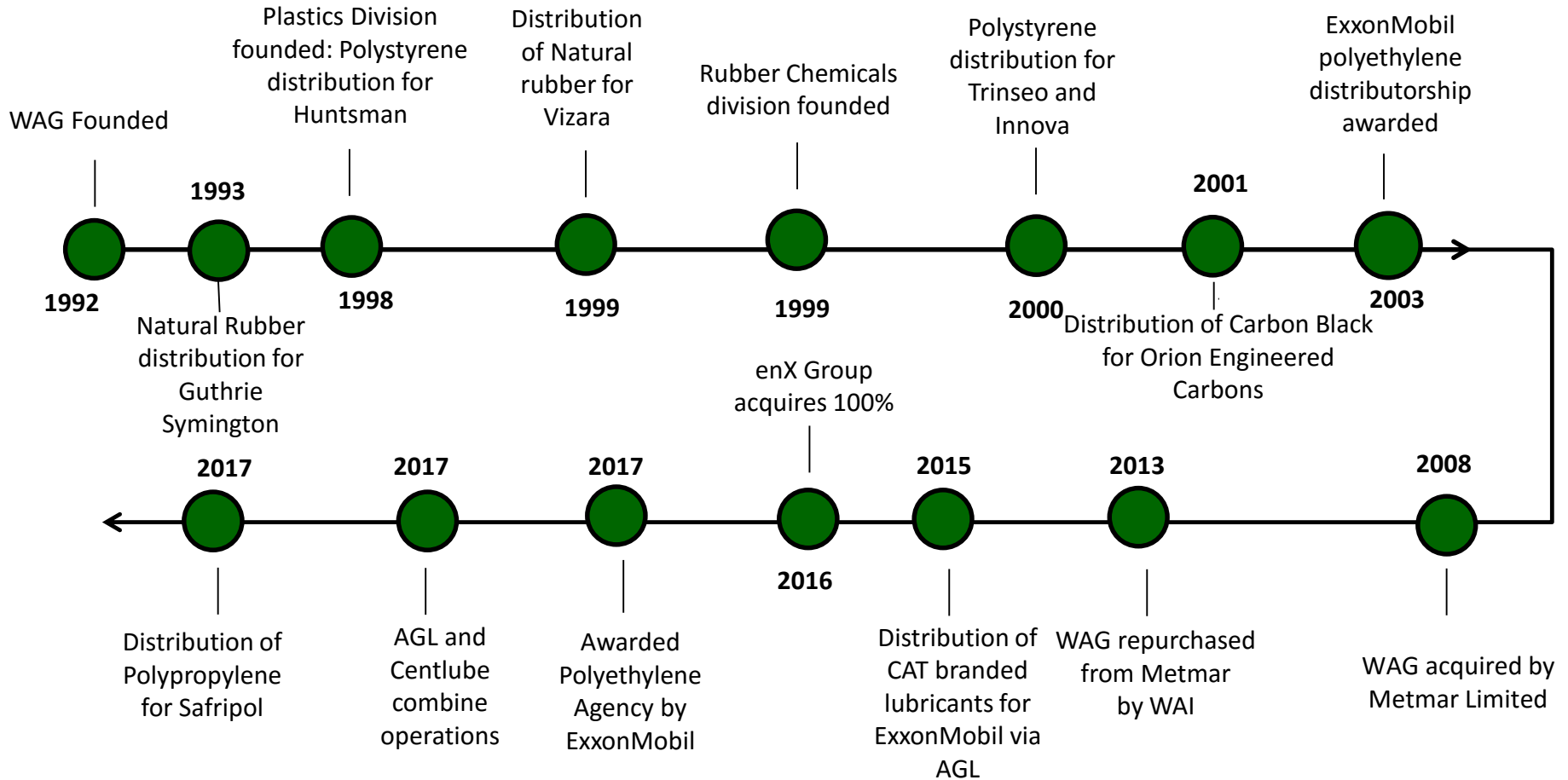
To be the leading distributor of **polymers, polymer films, rubber, rubber chemicals and engineered carbons** in the Southern African market, with a **technically skilled sales team** to provide value for our customers and principals. **Continue to grow** our product offering to the market



**OUR VISION**



# HISTORY



# DIFFERENT WITH SCALE



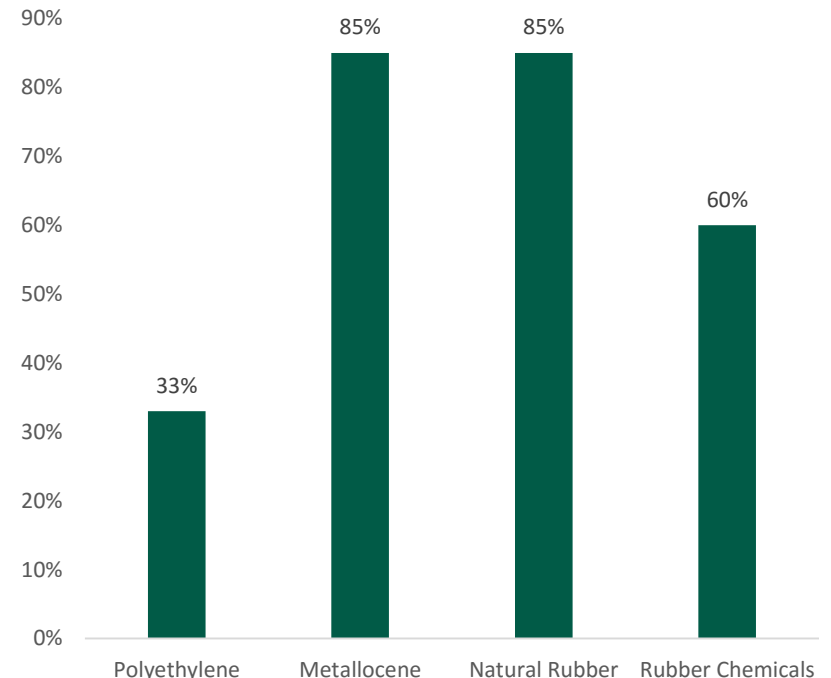
## Key Differentiators

1. Established relationships with **leading global principles**: ExxonMobil, Taghleef, Tramaco, Orion, CentroTrade, Trinseo
2. Strong **customer relationships** and access to a healthy customer pipeline
3. **Strong presence** across sub-Saharan Africa with 12 warehouses
4. **Broad product portfolio**
5. **Working capital** to trade
6. **Reputation** has been built on service over the last **25 years**
7. **Entrepreneurial approach** combined with a cross functional skill set
8. **Experienced management** and sales team with proven capabilities



## Market Position

### Market share per product



(Includes agency and distribution on a volume basis)



# WHAT WE DO



**LOCAL PRINCIPAL**



**IMPORT PRINCIPAL**

**CLEARING**

**CROSS HAUL**

**WAREHOUSING**

**TRANSPORTING**



**CUSTOMER (DIRECT)**



**CUSTOMER**



# WHAT WE DO



The West African Group **markets, sells and distributes** directly and indirectly via it's warehouses, a range of **virgin polymers, specialised polymer films, synthetic rubber, natural rubber, fillers, engineered carbons, rubber chemicals, specialty chemicals, desiccants and dunnage bags** into the Southern African market.

We have **12 warehouses** in Southern Africa with 8 located in the 4 major cities within South Africa (Johannesburg, Durban, Cape Town, and Port Elizabeth) as well as warehouses in Harare, Zimbabwe; Walvis Bay, Namibia; Lubumbashi, DR Congo and Kitwe, Zambia.

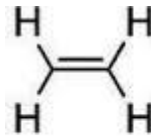
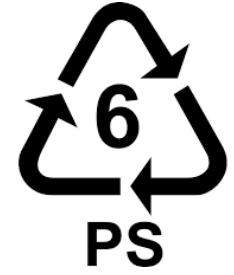


# PRODUCTS SUPPLIED

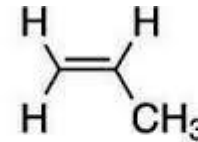


## PLASTICS

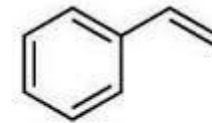
- ❖ HIPS Refrigeration grade
- ❖ GPPS / HIPS
- ❖ LDPE, LLDPE & HDPE
- ❖ Metallocene
- ❖ (Enable & Exceed)
- ❖ Plastomers
- ❖ Polypropylene



Ethylene



Propylene



Styrene



# PRODUCTS SUPPLIED



- RUBBER and RUBBER CHEMICALS**
- ❖ PIB
  - ❖ Synthetic Rubber
  - ❖ Carbon Black
  - ❖ Printex
  - ❖ Fillers for the rubber industry
  - ❖ Natural Rubber
  - ❖ Mould Release Agents
  - ❖ Process Aids
  - ❖ Rubber Chemicals
  - ❖ Stearic Acid



Stearic Acid



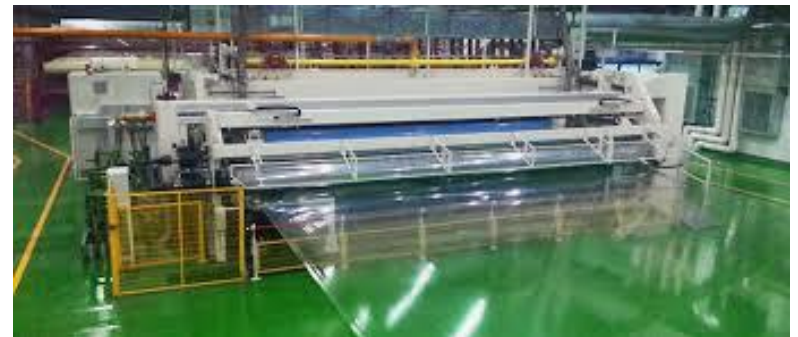
Bale of natural rubber



# PRODUCTS SUPPLIED



**BOPP FILM**



# END PRODUCTS



Conveyor Belting



Rubber hoses

New Tyres



# END PRODUCTS



# END PRODUCTS



www.doritos.com - DMC1242



# END PRODUCTS



www.alamy.com - B4KYER



# INDUSTRY TRENDS THAT DRIVE REVENUES



- Revenues within the plastics sector are driven largely by **retail consumer demand** as most of the plastic raw materials we sell are for the packaging sector. About 60% of the product one buys from a retailer are packed in plastic.
- The growth in the packaging sector is linked to **urbanisation** and is expected to exceed GDP growth.
- Plastics are also **seasonal** where we see a strong push from the converters from June/July to October/November as the retailers prepare for the year-end festive season.
- **Demand for white goods** also affects revenue as we supply Polystyrene which is used in the manufacture of fridges. Also linked to retail consumer demand.
- On the rubber and rubber chemicals side, there is a link to the **mining sector** (conveyor belts, pump and tank linings, hoses etc) so demand in this sector fluctuates with mining activity and indirectly with commodity prices.
- **Synthetic and Natural Rubber are interchangeable** to a degree so we also see demand and hence revenues shifting from one to the other as the relative prices fluctuate.



# BUSINESS STRENGTHS



- West African Group (SA) has an **extensive regional distribution network**, with warehouses in all the major centres in South Africa.
- We enjoy significant open **account credit limits** and **consignment stock** arrangements with **major international principals**, some of which we have held for over 2 decades
- **Strong customer relationships** and access to a healthy customer pipeline
- Reputation has been built on service over the last **25 years**
- **Experienced management** and sales team with **proven capabilities**



# WAI - FOOTPRINT



WAG Head Office &  
Main Distribution Point



WAG warehouses



3rd Party warehouses

# KEY CUSTOMERS



## PLASTIC POLYMERS / FILM



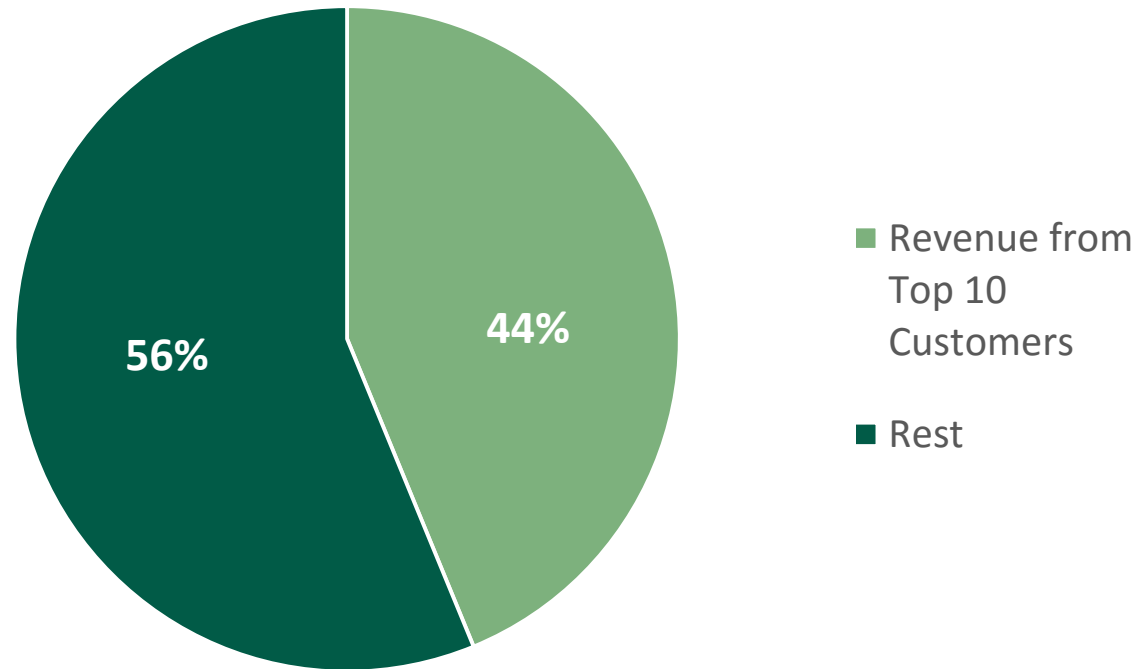
## RUBBER CHEMICALS, FILLERS AND ADDITIVES



# REVENUE FROM TOP 10 CUSTOMERS










## Revenue from Top 10 Customers



# PARTNERS



DIVISION	PRINCIPALS REPRESENTED
PLASTIC POLYMERS/FILM	   
RUBBER, CHEMICALS, FILLERS & ADDITIVES	           
ABSORB BAG	 

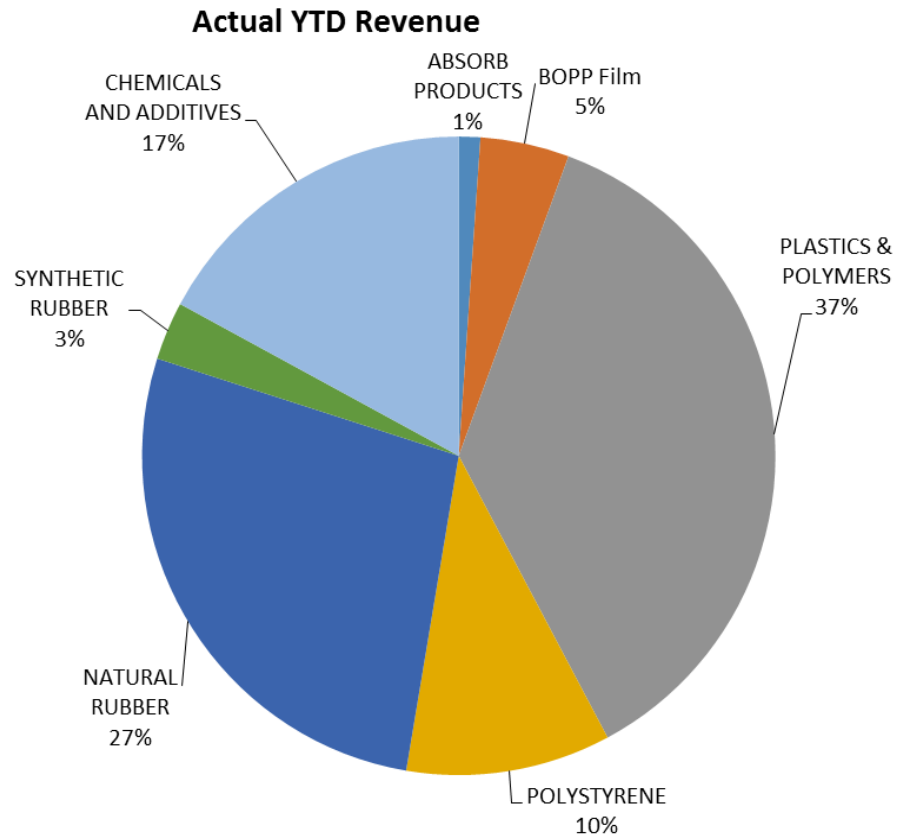
# MAJOR COMPETITORS



Plastic/ Polymers	<ul style="list-style-type: none"> <li>➤ Sasol Polymers (Local producer)</li> <li>➤ MBT/SABIC</li> </ul>	<ul style="list-style-type: none"> <li>➤ Advanced Polymers</li> </ul>	<ul style="list-style-type: none"> <li>➤ Protea Polymers</li> </ul>
BOPP Film	<ul style="list-style-type: none"> <li>➤ SRF Flexpack (Local producer)</li> </ul>	<ul style="list-style-type: none"> <li>➤ HND Films (Local producer)</li> </ul>	<ul style="list-style-type: none"> <li>➤ Rowad</li> </ul>
Rubber, Chemicals, Fillers & Additives	<ul style="list-style-type: none"> <li>➤ Rubberchem</li> </ul>	<ul style="list-style-type: none"> <li>➤ Orchem</li> </ul>	<ul style="list-style-type: none"> <li>➤ Carst &amp; Walker</li> </ul>
Absorb Bag	<ul style="list-style-type: none"> <li>➤ Cordstrap</li> </ul>	OEM Serv	



# REVENUE COMPOSITION



# STRATEGIC INTENT



## 1. Grow product portfolio

- New principals, new products

## 2. Grow volumes in existing products

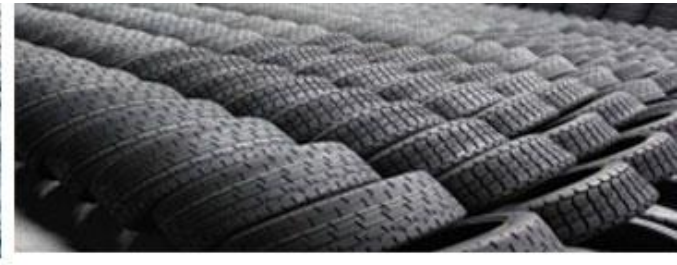
- New tyre industry
- Polyethylene
- Metalocene
- Polystyrene
- Vistamaxx

## 3. Closer alignment with ExxonMobil Chemical

- Strengthen ties with this leading global brand

## 4. Bolt on acquisitions

- Agency or new business, ideally where there are common principles



# thank you

