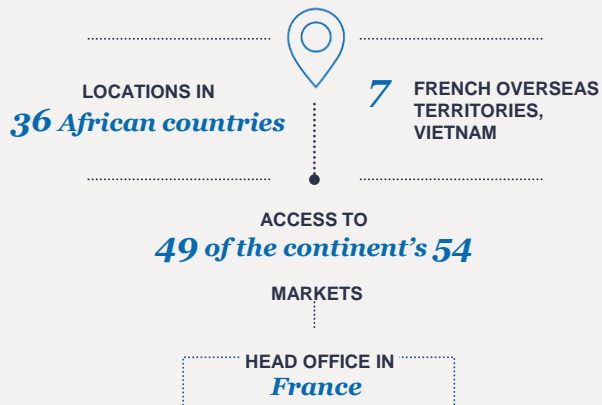


CFAO NIGERIA GROUP PROFILE

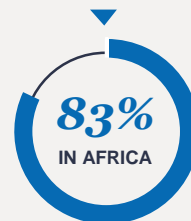
2019

CFAO at a glance

165 years in Africa



€4.4
billion
of which



REVENUE
(April 2018 - March 2019)



Over 15,600
EMPLOYEES

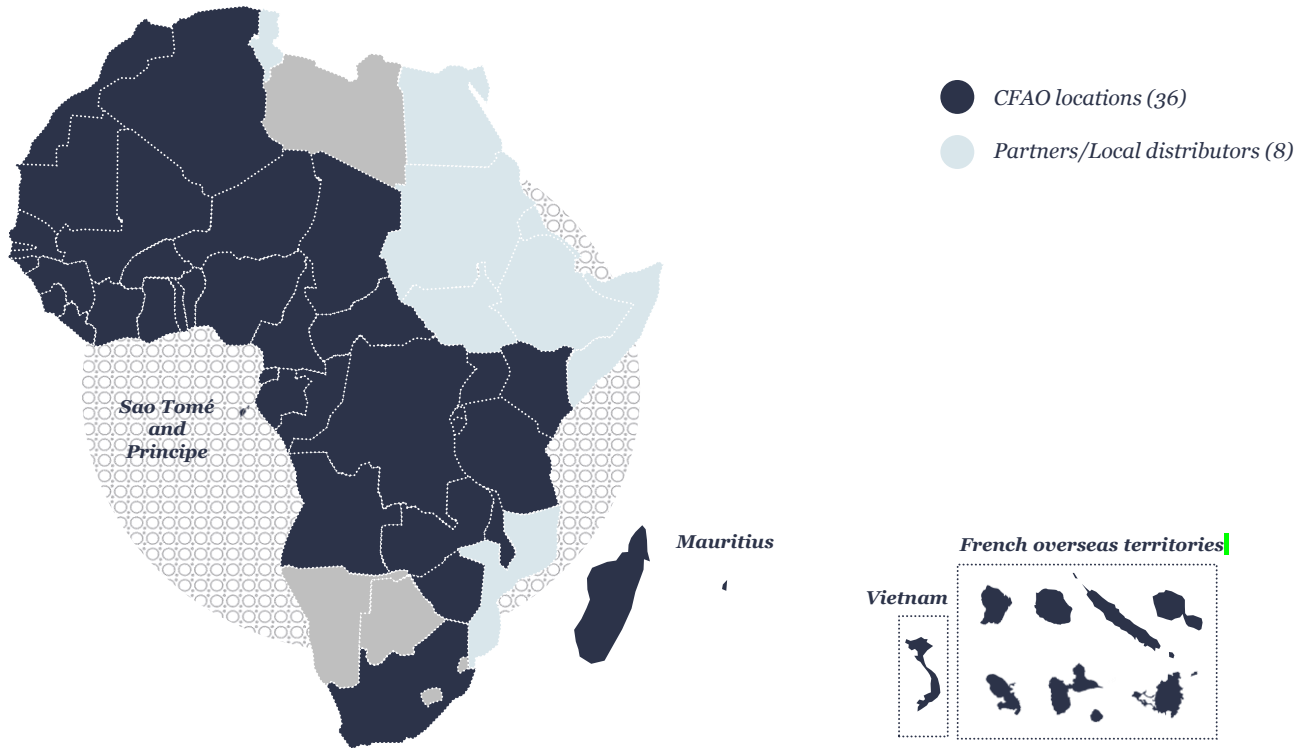


145
OPERATING
SUBSIDIARIES

SUBSIDIARY OF THE
JAPANESE GROUP
TOYOTA TSUSHO CORPORATION

WITH AFRICA FOR AFRICA

The largest distribution network in Africa



CFAO Nigeria: 117 years of presence – 7 subsidiaries & over 1000 employees



CFAO participates in the Nigerian industrialisation

➤ Trucks



➤ Motorcycles



➤ Pens & Plastics



The largest automotive distribution network positioned in a high potential market



The automotive market in Africa

1.3 MILLION CARS
IN 2018

17%
OF THE WORLD'S
POPULATION

1%
OF THE GLOBAL
AUTOMOTIVE MARKET

43%
IN NORTH AFRICA

12%
IN SUB-SAHARAN
AFRICA

45%
IN THE SOUTH AFRICAN
CUSTOM UNION

CFAO Automotive

REVENUE
€2.2 billion

34 CFAO locations

8 Local distributor partners

160
DEALERSHIPS

8,151
EMPLOYEES

over 54,000
NEW VEHICLES
IN 2018

over 34,000
TWO-WHEELERS
IN 2018

Massilia Motors: Sole distributor of Mitsubishi Motors in Nigeria



ABOUT US

2016:

Joint venture between CFAO & CHANRAI → Massilia Motors



**MITSUBISHI
MOTORS**
Drive your Ambition

Vision:

Become Nigeria's leading automotive distributor with excellent customer service, consumer value and talent management.

OUR LINE UP



L200



PAJERO SPORT



PAJERO



OUTLANDER



ECLIPSE CROSS



ASX

NETWORK

4 SHOWROOMS

Lagos (Victoria Island) | Lagos (Ijora) | Abuja
| Port Harcourt



**Workshops & third party
service centres across Nigeria**



A team of qualified technicians trained by the manufacturer



CFAO Motors: Official distributor of Suzuki cars in Nigeria



ABOUT US

2018:

CFAO Motors becomes the Suzuki car distributor in Nigeria



OUR LINE UP



JIMNY



VITARA



CIAZ



BALENO



DZIRE



SWIFT



ALTO

NETWORK

3 SHOWROOMS

Lagos (Victoria Island) | Abuja
| Port Harcourt



Workshops & third party service centres across Nigeria

CFAO Motors multi-brand value chain expansion



2019:

CFAO Motors increases multi-brand service offering with Autofast and Winpart.



Exclusive Partners



Our expertise:

World-class car & truck spare part brands distribution to fleets, retail shops, independent repair network and customers.



Our expertise:

Multi-brand quick service centres providing professional car maintenance with top quality spare parts through TOTAL filling station network and stand-alone workshops.



Maintenance and repair centres

CFAO Equipment serves stakeholders in the construction, transport and logistics sectors



ABOUT CFAO EQUIPMENT

Our expertise:

Truck assembly, sale and service of trucks, light and heavy construction equipment, material handling equipment.



3 LOCATIONS

Lagos | Abuja | Port Harcourt

FUSO

Rigid trucks (light, medium, heavy-duty), trailer heads, tippers



JCB

Construction equipment: backhoe loader, excavator, wheel loader, teletruk, skid-steer loaders, compactors & rollers, lighting towers



KING LONG

Buses & vans



A team of qualified technicians trained by the manufacturer

CFAO Yamaha Motor Nigeria, a joint venture between CFAO and Yamaha Motor Japan



ABOUT US

Our expertise:

Motorcycle assembly, sale of all-terrain vehicles, outboard motors and water vehicles.

Generators, multi-purpose engines including water pumps, spare parts, lubricants & accessories.



3 LOCATIONS

Lagos | Abuja | Port Harcourt | Dealerships and service centres nationwide

MOTORCYCLES

The product range for riders includes commuter, commercial, security patrol and leisure motorcycles. A team of qualified technicians trained by Yamaha Motor Corp. provides quality after-sales service.



OTHER PRODUCTS

Commercial and leisure outboard engines range from 20hp to 425hp, supported with genuine OEM spare parts and after-sales support.



Leader in pharmaceutical distribution in Sub-Saharan Africa, Maghreb and French Overseas Territories

African market

THE PHARMACEUTICAL MARKET REPRESENTS

\$20

BILLION

The market is growing faster than the continent's GDP

\$16

PER YEAR / PER INHABITANT

Compared to \$600 in Europe and \$1,000 in the United States

DRUGS ARE MAINLY IMPORTED INTO SUB-SAHARAN AFRICA

ACCESS TO QUALITY AND AFFORDABLE PRODUCTS IS STILL A MAJOR CHALLENGE FOR AFRICA

Eurapharma

REVENUE

€1.471 billion



450

SUPPLIER
LABORATORIES



27,000

PRODUCTS
REFERENCES



6,000

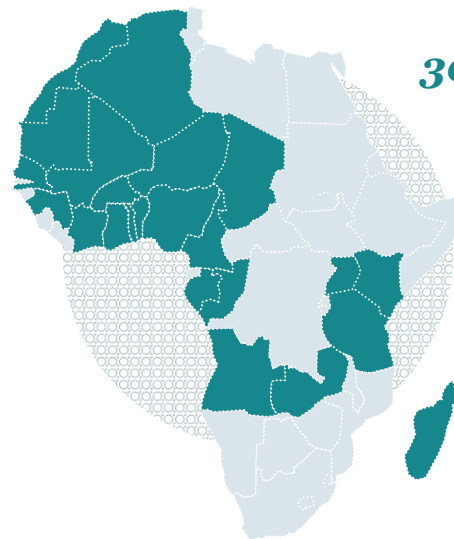
RETAIL PHARMACIES
RECEIVING DELIVERIES
SEVERAL TIMES A DAY



3,084

EMPLOYEES

Distribution in
30 countries &
territories



FRENCH OVERSEAS TERRITORIES

- French Guiana
- French Polynesia
- Guadeloupe
- Martinique
- New Caledonia
- Reunion
- Saint Martin

ASSENE LABOREX: A wide range of healthcare services



ABOUT US

Assene-Laborex Limited has been a distributor of brands within the Pharmaceutical / Healthcare sector in Nigeria for over 20 years.

Our Vision

Be the preferred partner for Pharmaceutical /Healthcare distribution in Nigeria.



2 LOCATIONS

Lagos | Port Harcourt | Nationwide distribution to all private and governmental hospitals, institutions and pharmacies

OUR SERVICES



- ▶ Importation, sales & distribution of pharmaceuticals, medical equipment & devices to healthcare providers
- ▶ Market research & support to new entrants
- ▶ Human Resources & payroll management to partners
- ▶ Supply chain services

- ▶ Registration of products with NAFDAC (National Agency for Food and Drug Administration and Control) and drug regulatory affairs services
- ▶ Office space rental
- ▶ Warehouse management services (third party storage and distribution including cold chain products)

ABOUT US



Euracare is a multi-specialist hospital in Lagos providing world-class advanced diagnostic and specialty treatment to Nigerians through a team of local and international medical professionals to remedy the need for medical tourism in Nigeria.

Our Vision

To be the leading centre of Excellence for the provision of Advanced Diagnostic and Treatment services with a Patient-centric approach.

OUR KEY SPECIALITIES



- Non-Invasive and Interventional Cardiology
- Neurological and Spinal Surgery
- Bariatric and Gastrointestinal Surgery
- Breast Surgery
- Vascular Surgery
- ENT Surgery
- Urological Surgery and Andrology
- Interventional Radiology
- Gynaecological Surgery
- Laboratory and Radiology

GID: A diversified manufacturing & distribution player in the ever growing FMCG space

ABOUT US

GID focuses on the production and distribution of consumer goods, including, writing instruments, shaving products and is a leader in the production of packaging materials for the beverage industry. The company is also involved in the distribution, sales, and maintenance of **SHARP**® copiers, printers, information display monitors, and solutions in Nigeria.

14 LOCATIONS

Lagos | Ibadan | Benin | Onitsha | Enugu |
Aba | Port Harcourt | Calabar | Abuja |
Makurdi | Jos | Maiduguri | Yola | Kano

PLASTIC PACKAGING



- Manufacturing of crates and closure caps for major food and beverage players.

CONVENIENCE PRODUCTS

- Manufacturing and distribution of BIC Cristal and stationaries, BIC shavers, BIC lighters & 'Premium' pen portfolio.



FOOD & BEVERAGES



- Distribution of FMCG brands across traditional and modern trade channels.

ELECTRO-HALL



Digital multi-functional printers, managed print services, air-conditioners, professional display boards, intelligent touch board, digital signages, softwares, accessories and consumables.

OTIS: An established player in the infrastructure market

ABOUT US

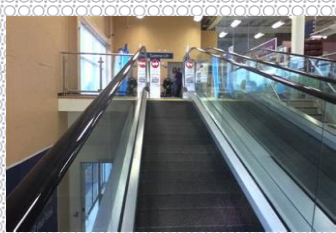
Otis is the world's largest manufacturer of vertical transportation and the leading brand in Nigeria with over 850 lifts under maintenance contract.



Elevators



Escalators



Travellators



CONSULTING

Study and quote of your projects
Traffic analysis
Continuous improvement process



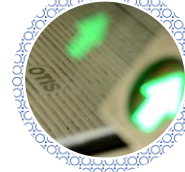
INSTALLATION

Installation of lifts, escalators and travellators
Large, green & innovative range



SERVICES / AFTERSALES

24/7 service centres
Preventive & curative maintenance
Availability, incidents & problems management



SECURITY & QUALITY

Customer satisfaction monitoring
Continuous security audit & training by OTIS
Internal audit

A committed partner to Africa

HEALTH



Combatting
chronical
diseases

► AMREF partnership

EDUCATION



Scholarships

► IECD “Seeds of hope”
partnership

ENTREPRENEURSHIP



Supporting
startups & local
initiatives

► IECD “Transform”
partnership



Global Code of Conduct and Ethics



ANZEN FIRST

We are committed to "ANZEN" to create a safe and healthy work environment.



COMPLIANCE WITH LAWS & REGULATIONS

We will comply with all applicable laws and regulations; including anti-corruption, anti-trust and competition law, and trade laws and regulations.



ACCURATE FINANCIAL REPORTING

We are committed to accurate financial reporting.



ACCOUNTABLE TO COMPANY RULES

We are accountable for compliance with all company rules.



INTEGRITY, HONESTY, TRANSPARENCY

We will act with integrity, honesty and transparency, and protect and develop trust among all stakeholders.



SUSTAINABLE DEVELOPMENT OF SOCIETY

We will contribute to the sustainable development of society.



ENVIRONMENTALLY FRIENDLY

We will promote and pursue environmentally friendly corporate activities.



INNOVATION & KAIZEN

We will add value through innovation and "Kaizen" (continuous improvement).



RESPECT HUMAN RIGHTS

We will respect human rights.



DIVERSITY & INCLUSION

We will embrace diversity and inclusion within our company and society.



CFAO NIGERIA GROUP PROFILE 2019 – July 2019

CFAO NIGERIA PLC

Head office: Plot 1090 Adeola Odeku, Victoria Island, Lagos

www.cfaogroup.com