

# SMT

SERVICES MACHINERY TRUCKS

## POWERFUL SOLUTIONS WITH CUSTOMER FOCUS

[WWW.SMT.NETWORK](http://WWW.SMT.NETWORK)



# WHO WE ARE

SMT is a premium distributor and aftersales partner for the equipment and transport industry. At SMT, we place our customers at the heart of everything we do, building long term partnerships that you can rely on to support your growth.



## Mission

We create value by providing sustainable and integrated solutions for the heavy equipment and transport industries across Europe and Africa.

## Vision

- We are the partner of choice for our customers throughout the lifetime of their equipment
- We are a great place to work at with highly skilled and inspired teams dedicated to helping our customers succeed
- We are the industry leader with state-of-the-art products and services that maximise the benefits for all stakeholders

## Values

Our core values go beyond the applicable laws and regulations, and are the compass for our actions, defining the culture of our company:

### CARING

- We listen to our customers & offer adapted solutions
- We treat everyone with respect, trust each other and act in transparency
- We protect the environment & ensure safety in our operations

### DARING

- We pursue innovation & value creativity
- We strive for excellence & celebrate successes
- We are passionate & never give up

### SHARING

- We embrace diversity in ethnicity, culture, personal values & lifestyles
- We stimulate empowerment & exemplarity leadership
- We believe in collective performance & teamwork

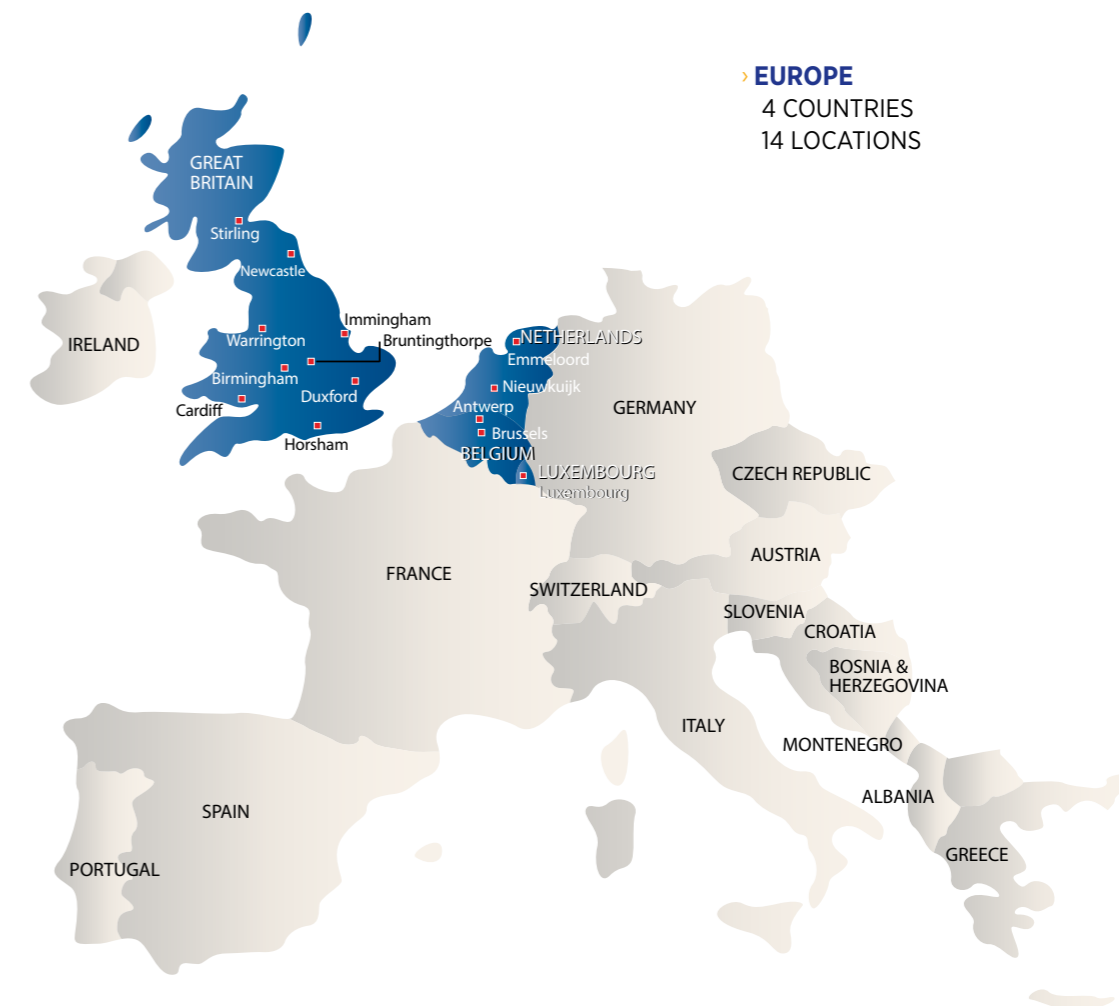
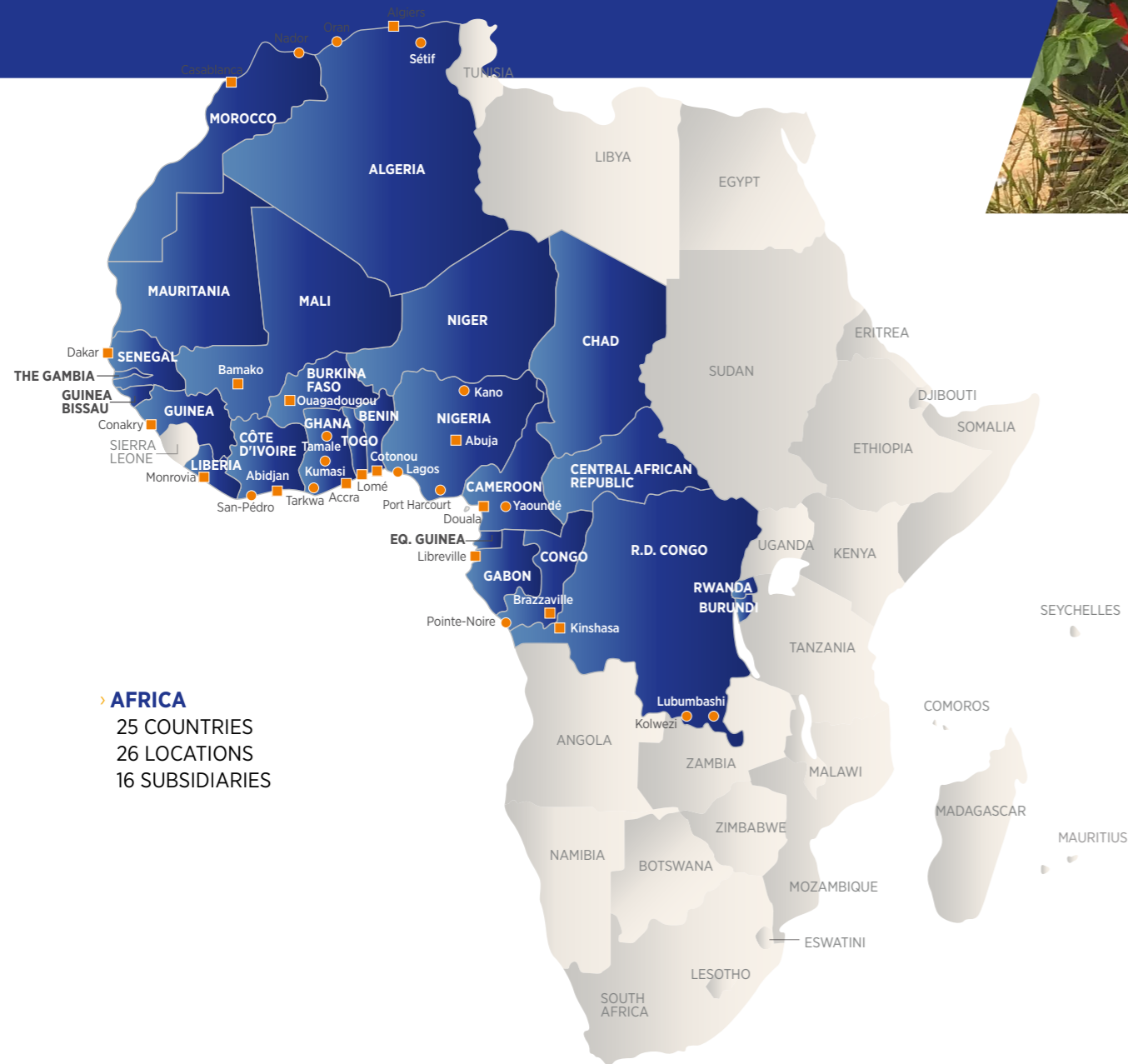
## Health, Safety & Environment

At SMT, we are committed to protecting the health, safety and general welfare of all our employees and all those with whom we interact, and to managing our business in a socially and environmentally responsible manner. We strive to implement best practice solutions and continue to challenge our people to improve the systems we have in place.

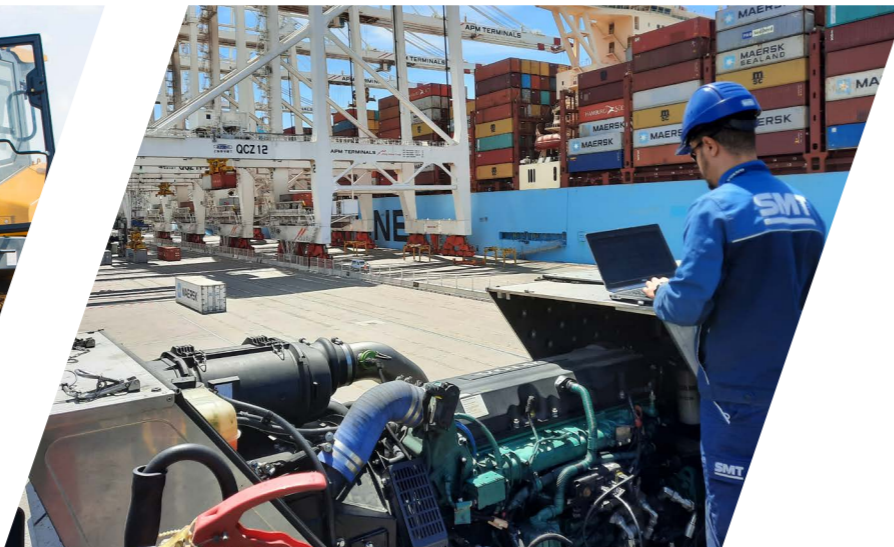
# OUR MARKETS

We are focused on growing through continued investment in our infrastructure, our network and brands. Being an integral part of the local community is a key part of our strategy, supporting our commercial operations in each market.

An international presence in 29 countries:



# WHAT WE DO



## Mining & quarry

SMT offers the full range of construction machinery, from some of the most trusted and toughest brands in the industry, including rigid dump trucks, bulldozers, articulated haulers, excavators, wheeled loaders and construction trucks.

## Haulage & distribution

We offer a leading range of premium trucks that delivers productivity and profitability for your business. Matched to your application, putting safety, quality and environmental performance first, SMT's transport and distribution solutions keep your business moving.

## Recycling & waste management

SMT materials handling solutions, mobile loader cranes and lifting equipment help you manage the health and environmental implications of waste, as well as maximising the opportunities of recycling, turning waste into a valuable resource.

## Road construction

SMT's tough, reliable road construction range and leading aftersales support deliver the essential efficiencies that are required for every project, including pavers, graders and compactors, and construction trucks.

## People transportation

SMT's class-leading range of buses, coaches and minibuses keeps the wheels of your business moving efficiently, delivering people to where they need to be.

## Building & infrastructure

Reliable and ready for hard work, SMT delivers a tailor-made solution, from rugged construction trucks to construction equipment that excel in arduous environments, such as backhoe loaders, compact excavators, wheeled loaders, demolition equipment and pipe layers.

## Power systems, port & marine

We supply engines and diesel generating sets from 13 kVA to 10,000 kVA, with customised packages that include soundproof, weatherproof and all related acoustical treatments and accessories, switchgears and synchronising panels, powering your every need.

## Agriculture & forestry

From forestry excavators and crawler dozers to wheeled loaders and trucks, SMT offers the robust machinery and equipment that are designed for the demands of diverse agricultural applications.

# PREMIUM BRANDS PREMIUM SERVICE

As the sole distributor for leading brands in the heavy equipment and transport sectors, we have built a reputation for service excellence and value-added solutions that are tailored to your market and your needs.



## The right products

We are the official distributor for:

- Machinery: Volvo Construction Equipment, Sennebogen, Dressta and SDLG
- Trucks: Volvo Trucks, Mack Trucks and Dongfeng Trucks
- Bus: Volvo Bus, Marcopolo and Volare
- Industrial & marine engines: Volvo Penta

## Aftersales network

Our aftersales network provides an efficient response that gets your equipment back up and running as quickly as possible. SMT offers kits for maintenance, reconditioning and basic repairs. These three aftersales kits represent the fastest and smartest solution as they contain only the parts strictly necessary. No more. No less.

## Parts

We only supply genuine parts, which allow you to extend maintenance intervals and significantly reduce the risk of downtime on your equipment. With 85% global parts availability, SMT's large network and extensive logistics experience guarantee the availability of genuine parts and accessories, anytime and anywhere.

## Attachments

Our equipment and attachments are literally made for each other. That's why they work best when used together, so our customers can utilise the full capacity of their equipment and attachments. SMT has an extensive range of attachments for all kinds of work and every material, from stone and soil to ore and wood.

# SUPPORTING YOUR BUSINESS



## Authorised repairers

As authorised repairers, we know our products down to the smallest detail and we continually update our knowledge through ongoing training and development. Our workshops are fully equipped with the latest manufacturer's diagnostic systems and all the specific tools required for maintenance and repair of the products we sell.

## Service contracts

SMT service contracts provide servicing and maintenance for your equipment with optimal cost control and reduced downtime. These highly flexible solutions allow you to meet the maintenance needs of your equipment, from regular inspections to comprehensive repair, servicing and maintenance programmes, using genuine parts and the expertise of manufacturer-trained technicians.



## Site consulting

Based on its expertise and experience, SMT can provide high-valuable services for project management for each specific customer in Africa. By defining the customer's requirements and expectations, SMT is able to accompany its customer during the whole life of the project from its initial stage until effective operations, such as:

- Assessing the optimised fleet
- Estimating of the total cost of ownership (TCO) of the equipment and defining efficient stock of parts
- Describing the necessary investment (workshop, warehouse, tools)
- Proposing the suitable service team

SMT supports the business of its customers during operations by providing associated services such as:

- Training and re-training programmes
- SMT Fleet Management System
- Periodic Fluid Sampling
- Tires & Ground Engaging Tools Management

## Rapid response

In our subsidiaries, SMT has a permanent stock of trucks, machinery and parts ready to be delivered by a professional team.

Our quality equipment is tailored to your environment and backed by our unrivalled aftersales service. Our speed of delivery and quality of service ensure our premium equipment continue to be reliable, productive and deliver low running costs for the highest profit of your company.

## Peace of mind

Customise the maintenance of your equipment according to the specific needs of your operations using fixed price packages - everything you need to ensure lower operating costs and a higher resale value for your equipment.

Whatever your business, our teams will help you avoid downtime and unexpected costs for greater peace of mind.

# VALUE ADDED SOLUTIONS



## Trade finance & insurance

At SMT, we are here to help you find the best solution for your business, whether you're investing in plant, machinery or vehicles. From a single vehicle to a large fleet, our asset management specialists can offer a range of tailored trade finance and insurance packages that support your operations. Our customer-focused team works with you to understand your business needs, your constraints and your goals to frame the appropriate finance arrangement for you.

Utilising CAPEX or OPEX, from dedicated trade and export finance solutions to off-balance sheet instruments including rental and leasing, we help deliver the best efficiencies for your business.

SMT has established a strong network of professional financing partners, both in Africa and in Europe, with the expertise and the resources to ensure you secure the funds to achieve your business goals.

## Rental fleet

As well as new equipment, we also offer short or long term rental. Our extensive fleet of top quality rental equipment is available on flexible hire that's built around your needs, for as long as required - from a single day to a long term contract - always at competitive rates. We are continually updating our rental fleet, which is meticulously maintained and serviced by our manufacturer trained technicians.

- 100% Volvo construction equipment
- Full service rental
- Fast mobilisation
- Tailor made solutions
- Project based rental

## Used equipment

SMT's quality used equipment offers excellent choice and value. Most stock is drawn from our own customer return and rental fleets, so you know you'll be getting a vehicle or equipment expertly cared for by SMT throughout its lifetime, giving you real peace of mind. Flexible financing and extended warranty options are available.

# SMT ACADEMY

SMT Academy embodies our 'best of the best' philosophy. We are committed to training and development to be the 'Gold Standard' that drives quality and performance across our industry, ensuring that our customers are using our products, systems and software most effectively.



Training, skills development and sharing of know-how within the different entities of the SMT family guarantee the quality, the performance and attention we want to offer to all our customers in order to optimize the use of machines.

SMT Academy's mission is also to support employees throughout their career by giving meaning to their work and continuously engaging them to maximise the experience of SMT. By sharing our values, our culture and our diversity we make them our strength especially when they fit into a unique story and language.

We also support the development of employees by developing tailored skills development paths taking into account local cultural aspects to optimise the integration of new skills.

Our training courses are constantly evolving to meet the new expectations of the industry and the arrival of new products.



## Training network

Investment in our network of strategically located Academy facilities across Europe and Africa provides world class training for our own technicians and sales force, as well as for our customers:

- Duxford - UK
- Emmeloord - Netherlands
- Abidjan - Côte d'Ivoire
- Abuja - Nigeria
- Accra - Ghana
- Algiers - Algeria
- Casablanca - Morocco
- Lubumbashi - DRC

We offer a range of industry-accredited courses or bespoke training at our modern and fully-equipped Academy sites. Our courses are developed by industry experts and delivered by experienced instructors, so quality and safety are never compromised. Courses include operator and driver training, offering a mix of theoretical, technical and practical training, with eight simulators available for performance based learning.

## Flexible learning

A growing suite of e-learning resources is available, providing quality-assured online training that can be accessed anytime, anywhere.

Available as a 100% computer based course, or as a combination of traditional, instructor-led training with computer certification, e-learning offers real flexibility that works around your business, with minimum downtime of your team.

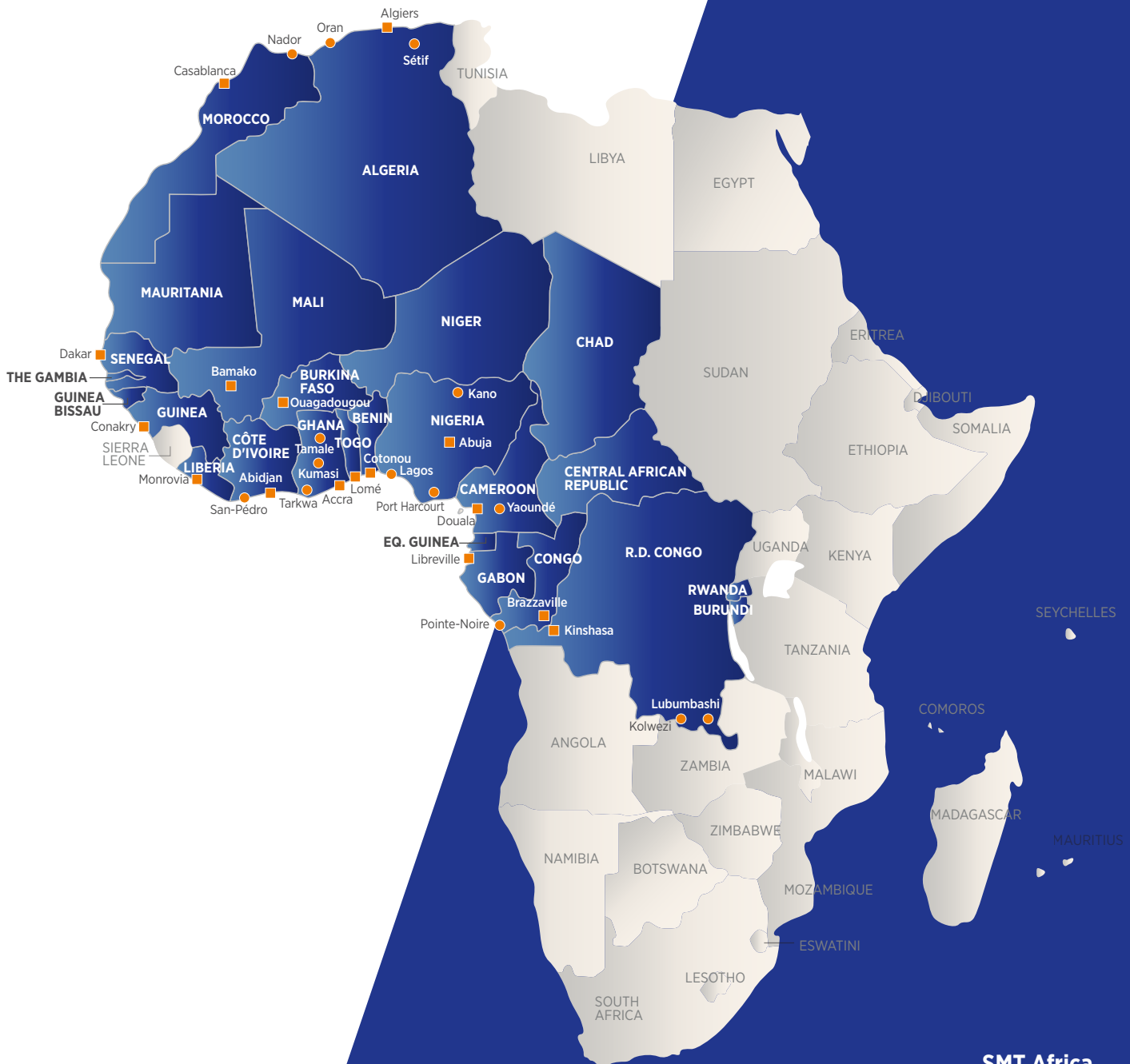
## On-site training

On-site training, on the ground with your people using your equipment, is one of the most effective ways to ensure you are getting the best from your machines. Our instructors will deliver bespoke training based around your specific equipment and operation such as: operator training, maintenance training, repair training.



# SMT

SERVICES MACHINERY TRUCKS



## SMT Africa

Avenue Arnaud Fraiteur, 15-23

1050 Brussels, Belgium

+32 2234 33 00

[info.africa@smt.network](mailto:info.africa@smt.network)

[WWW.SMT.NETWORK](http://WWW.SMT.NETWORK)