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**ELPHINSTONE**

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**THE ELPHINSTONE GROUP**

**CORPORATE PROFILE**

**(Current as at August 2016)**

## The Elphinstone Group

Dale Elphinstone, the founder and Executive Chairman of the Elphinstone Group, was born in 1951 and raised on a mixed dairy farm at Highclere, an inland community on the North West Coast of Tasmania, and attended the Ridgley Area School. Commencing work as an apprentice diesel mechanic with William Adams in 1966, Dale completed his qualification in 1970.

After working as a resident serviceman at the Savage River mine on Tasmania's west coast, and later on King Island during the development and expansion of the King Island Scheelite Mine, Dale worked as a field serviceman for Finning Tractor, the Caterpillar dealer in British Columbia, Canada before returning to continue his career with William Adams in Australia.

Dale left William Adams in 1975 to start his own business but returned in 1987 to acquire William Adams, achieving his life-long ambition of becoming a Caterpillar Dealer.

Today, the companies in which the Group holds a full, majority or substantial interest, employ over 2000 people and have combined annual revenues exceeding AU\$1,200 million and have operations in 10 countries.

The Elphinstone Group's corporate office is located in Burnie, Tasmania. An overview of its interests is as follows:

**ELPHINSTONE UNDERGROUND EQUIPMENT:** In 1975 Dale commenced the development of an underground mining equipment manufacturing business in Burnie. In 1995 a 50/50 joint venture was formed with Caterpillar Inc. with the balance of the business sold to Caterpillar in June, 2000. Today, the company is known as Caterpillar Underground Mining Pty Ltd and was one of Tasmania's leading employers as well as engaging numerous local businesses to supply products and services used in the manufacture of large underground loaders with bucket capacities of up to 20 tonnes and articulated trucks with capacities of up to 60 tonnes until 2016. Approximately three quarters of these 5,000 plus machines have been manufactured and exported to many countries around the world. Caterpillar has since moved its Burnie manufacturing operations for underground loaders and trucks to Rayon in Thailand. On the 1<sup>st</sup> January 2016, Elphinstone purchased back from Caterpillar the **ELPHINSTONE®** name, brand and the IP for the original underground mining support vehicles. (See Elphinstone).

**WILLIAM ADAMS:** The Elphinstone Group acquired William Adams, the Victorian and Tasmanian Caterpillar equipment dealer in 1987. William Adams has over 20 branches throughout Victoria and Tasmania and employs approx. 600 people, including 60 apprentices / trainees. The company rents equipment via *The Cat Rental Store™* operation. In addition to earthmoving equipment distribution and product support, William Adams represents a diverse range of agriculture equipment. The William Adams Institute is a registered training organisation and is an integral part of the William Adams Group. It provides training in various trades, machine operation, frontline management, occupational health and safety, civil construction, warehousing and many other fields to suit industry requirements. William Adams' head office is located in Clayton, Victoria. (web: [williamadams.com.au](http://williamadams.com.au))

**PHU THAI CAT:** The Elphinstone Group has entered into a joint venture ownership position in Phu Thai Cat, subject to receiving Vietnamese government approval. Phu Thai Cat is the authorised Caterpillar machine and engine dealer for Vietnam, which has a population of 90 million people and a rapidly developing economy. This operation also represents Perkins and a number of other allied products. This new Caterpillar dealership commenced in May 2010. The dealership employs over 400 people and has four facilities in Vietnam. The business has significant opportunity in mining, petroleum (oil and gas), construction, aquaculture, ship building, marine, power systems and many other growth industries. (web: [phuthaicat.com.vn/](http://phuthaicat.com.vn/))

**APAC:** The Group is a major shareholder in APac Energy Rental, an authorised Caterpillar International Power Projects (IPP) provider. APac operates globally and provides emergency and longer term power solutions to meet the needs of the growing international power market. APac is based in Singapore. (web: [www.apacenergy.com](http://www.apacenergy.com))

**ENERGY POWER SYSTEMS AUSTRALIA:** The Group is a major shareholder of Energy Power Systems Australia (EPSA), the authorised Caterpillar Engine Dealer for Australia, Papua New Guinea and the Solomon Islands. This company provides design, supply and installation of engines in applications as simple as a farmer's irrigation pump, to turn key 200 megawatt power station facilities. (web: [energypower.com.au](http://energypower.com.au))

**UNITED EQUIPMENT:** United Forklift & Access Solutions is the dealer for Caterpillar forklifts (1 to 16T) in Victoria, Tasmania, New South Wales, South Australia and Western Australia, the dealer for Konecrane forklifts (16 to 60T) in Australia & New Zealand and the dealer for Haulotte access equipment & telehandlers in Australia. In addition to the sale, service and support of Caterpillar, Konecranes and Haulotte products, the business has a forklift and access equipment rental operation with over 4,000 units. (web: [www.unitedequipment.com.au](http://www.unitedequipment.com.au))

**SITECH:** The Group has a substantial interest in Sitech Construction Systems Pty Ltd, the Trimble construction products dealer for Queensland, Victoria, Tasmania, South Australia and the Northern Territory. The dealership provides machine control and guidance systems, installation services and data collection. These products and services significantly enhance the overall efficiency of earthmoving equipment and job-site productivity. (web: [sitechcs.com/](http://sitechcs.com/))

**ULTIMATE POSITIONING:** The Group holds a significant share of the Ultimate Positioning group which provides Trimble survey and mapping equipment and services for all states of Australia except Western Australia. These products significantly improve the accuracy and efficiency of survey functions, civil contract work and terrain mapping. (web: [upgsolutions.com/](http://upgsolutions.com/))

**ELPHINSTONE:** The Group manufactures **ELPHINSTONE**<sup>®</sup> underground mining support vehicles, including concrete agitators, explosives handling equipment, personnel carriers, cable and belt reelers, raise bore carriers, rock breakers, and other specialised underground mining equipment. Elphinstone also manufacture **Haulmax**<sup>®</sup> off highway trucks in 3 configurations for heavy duty haulage over extended distances and in soft underfoot conditions. The company also manufactures technologically advanced road-rail vehicles for rail maintenance solutions. The RMT14D road-rail vehicle meets industry demands for safety, compliance and innovation. Based on a Cat 314D CR hydraulic excavator, the unit is fitted with a compliant certified **Railmax**<sup>®</sup> rail guidance system. **ELPHINSTONE** is a long established Caterpillar OEM. (web: <http://www.elphinstone.com/>)

**MAXHIRE:** The Elphinstone Group undertakes rental of predominantly Caterpillar equipment outside of Victoria and Tasmania via its MaxHire<sup>™</sup> operation which has branches located in Sydney and Rutherford in New South Wales. (web: [maxhire.com.au](http://maxhire.com.au))

**ENGENCO:** The Elphinstone Group is the majority shareholder in ASX listed company, Engenco Limited. Engenco operates both in Australia and overseas. Engenco subsidiary Gemco Rail is an authorised Australian agent of Caterpillar subsidiary, Progress Rail Services which is one of the largest integrated and diversified suppliers of railroad and transit system products and services in North America. Gemco manufactures rail cars, refurbishes and maintains locomotives, rail cars and other rolling stock. Engenco subsidiary Drivetrain provides products, engineering and technical services primarily to customers who rely on heavy industrial equipment for propulsion or power generation capabilities. Drivetrain is the authorised Australian service centre of Caterpillar subsidiary EMD heavy duty diesel engines for land, power and marine applications. Engenco subsidiary Convair manufactures dry bulk goods tankers, for both highway transport and site storage applications. CERT is a registered training organisation providing training for the rail, mining and other industries. (web: [engenco.com.au](http://engenco.com.au))

**NOVAPOWER:** The Group is a substantial shareholder in NovaPower Pty Ltd, a company which builds, owns and operates small, lower emission, decentralised Caterpillar power generation peaking stations, to supplement power supplies in fast growing regional centres with insufficient supply infrastructure. Installations are generally 10-20MW in capacity. (web: [novapower.com.au/](http://novapower.com.au/))

**GEKKO SYSTEMS:** Elphinstone is a substantial shareholder in Gekko Systems Pty Ltd, a Ballarat, Victoria-based company which designs and manufactures mineral processing plants and equipment, principally focused on the gold sector, in many countries throughout the world. Gekko has offices in Perth, Western Australia, South Africa, and Canada. Gekko manufactures surface and underground modular minerals processing plants known as *Python*<sup>™</sup>. These plants substantially reduce the footprint, environmental impact and generally enhance the economic viability of gold mining operations. (web: [gekkos.com](http://gekkos.com))

**SOUTHERN PROSPECT:** Tasmanian-based Group company Southern Prospect provides products, packaging and maintenance services to the energy and utilities industries. The company also provides specialised engineering and fabrication services in niche areas, including the manufacture of wiring harnesses for Caterpillar and other industry applications. Southern Prospect is the Australian representative for ZF wind power transmissions and provides services to the wind power industry. (web: [www.southernprospect.com.au](http://www.southernprospect.com.au))

**QUEENSLAND GAS COMPANY:** Prior to its takeover by British Gas in November 2008, the Elphinstone Group was a substantial shareholder in listed coal seam methane producer, Queensland Gas Company. The Group first invested in this company in 2002 when it was a fledgling explorer with a market capitalisation under AU\$30 million and through board representation, played a role in the success of the company which culminated in the sale of the company to British Gas for AU\$5.6 billion. (web: [qgc.com.au](http://qgc.com.au))

**PROPERTY:** The Elphinstone Group also holds a substantial real estate investment portfolio which is leased both internally and to external parties.

*Caterpillar Dealer operations*



*Caterpillar connected interests*



*Other interests*



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